

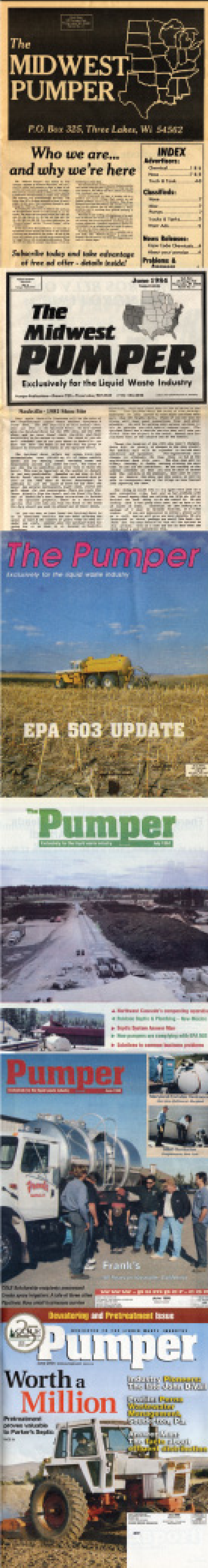
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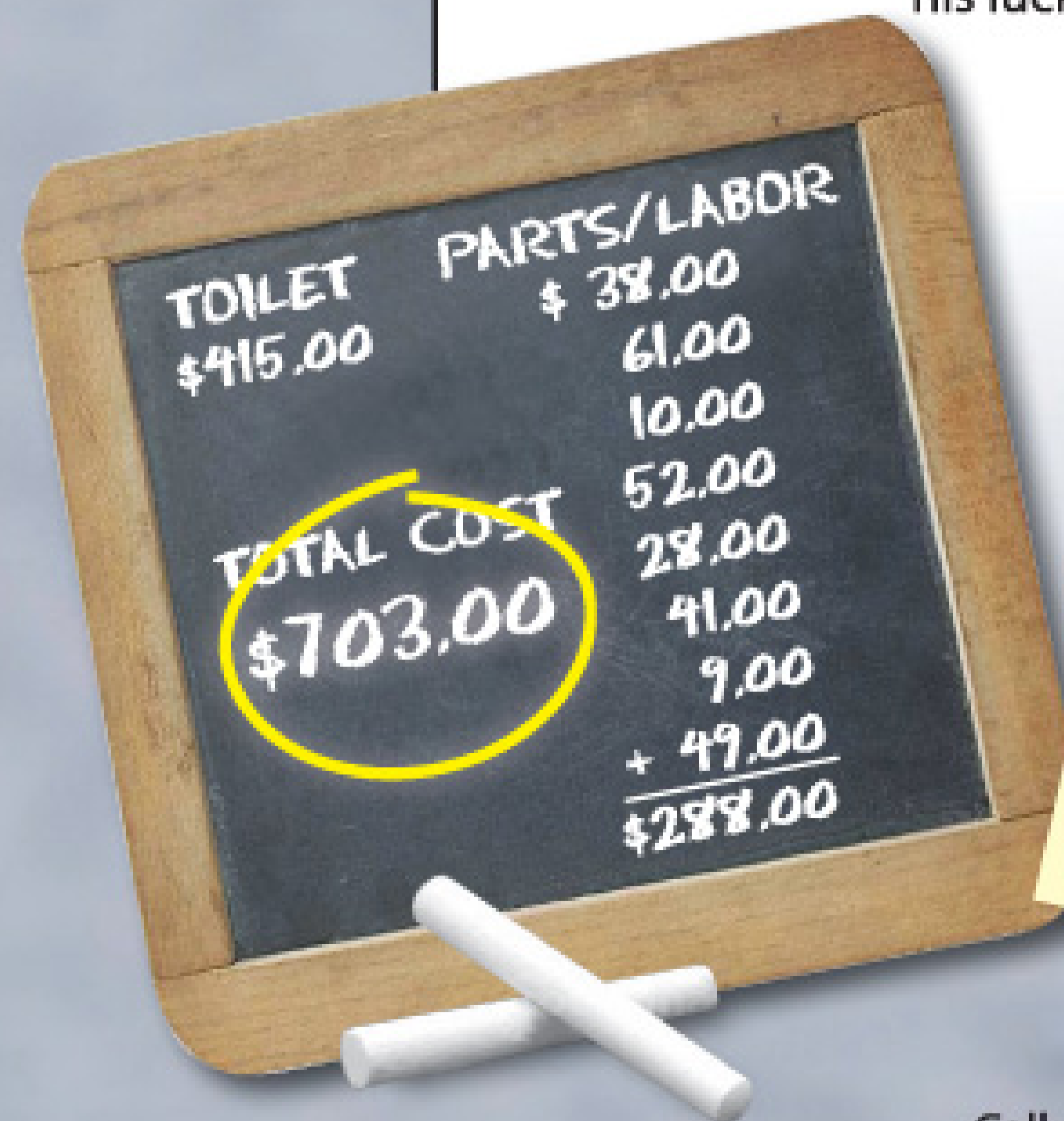
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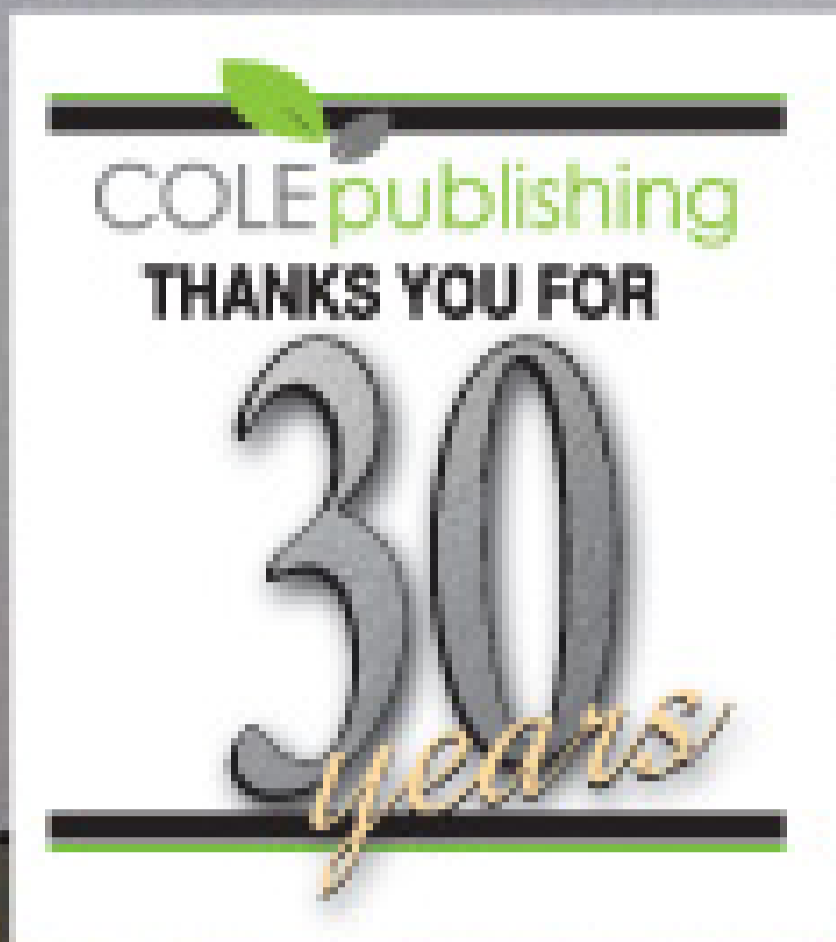
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We've Been Together For 30 Years



By Jim Kneiszel, Editor

The bible of the industry. I can't tell you how many times I've heard contractors refer to *Pumper* that way. It happens once more inside this 30th anniversary issue, as longtime pumper Frank King searches for a way to describe *Pumper's* importance to his service company.

I recall talking to another contractor for a story, and having him explain how each dog-eared issue follows him around. First, he said, he pores over the magazine when it arrives at work, not letting anyone swipe it from his desk until he's read it cover-to-cover. Then he takes it home and keeps it in a stack in the bathroom for several months, picking it up to review from time to time. Then he orderly files it away with the rest of the copies he's kept for 20 years, just in case he needs to access information again.

THE PUMPING FAMILY

When I took over the editorship of *Pumper* in October 2005, I was somewhat surprised with the reader loyalty this publication enjoys. I'd worked for newspapers and magazines for 30 years, but never before had I heard readers speak in such glowing and personal terms about a publication I contributed to. It was almost unnerving to hear someone talk about *Pumper* like it was a favorite uncle, cherished friend or a trusted business advisor.

This is not just pages of ads and stories bound together and sent through the mail. It's not just one of many trade journals that land on your desk every month. *Pumper* means something more to readers, and I quickly understood the immense responsibility we at COLE Publishing have to deliver a product our extended pumping family can be proud of.

Working on several stories celebrating *Pumper's* 30th anniversary drove the message home again. This magazine is your baby, and you want us to feed it, nurture it and help it grow just like founders Pete Lawonn and Bob Kendall did after it was born in June 1979.

So we'll honor the past — like we do here with stories about how *Pumper* got started and a "looking back" feature that reviews changes to the publication in five-year increments. We also ask industry veterans to reflect on the magazine's contributions to a maturing industry.

And we pay respect to the present — talking to today's contractors about *Pumper* at the 2009 Pumper & Cleaner Environmental Expo International.

LOOK FOR THE LOGO



As you page through the anniversary issue of *Pumper*, look for the "30 Years" logo accompanying several ads. The "thank you" label is a small way of recognizing a number of companies or individuals that have been with us from the start. When you see the logo, it indicates the company, or individuals with the company, are among those whose association with the magazine goes back to the first year of publication.

LOOKING AHEAD

How about the future? What will *Pumper* look like in another 30 years? It's impossible to say. Just think for a moment of the changes we've seen the past 30 years: computers, the Internet, GPS, issues of safety and the environment. On a sad note, think of the many pioneers of the liquid waste industry we've lost over the years. And on a more hopeful note, think about the next generation of pumpers taking the reins and building on industry advances.

We've said it before, but we can't say it enough: Thanks for your loyalty. It's been a privilege to serve you. ■

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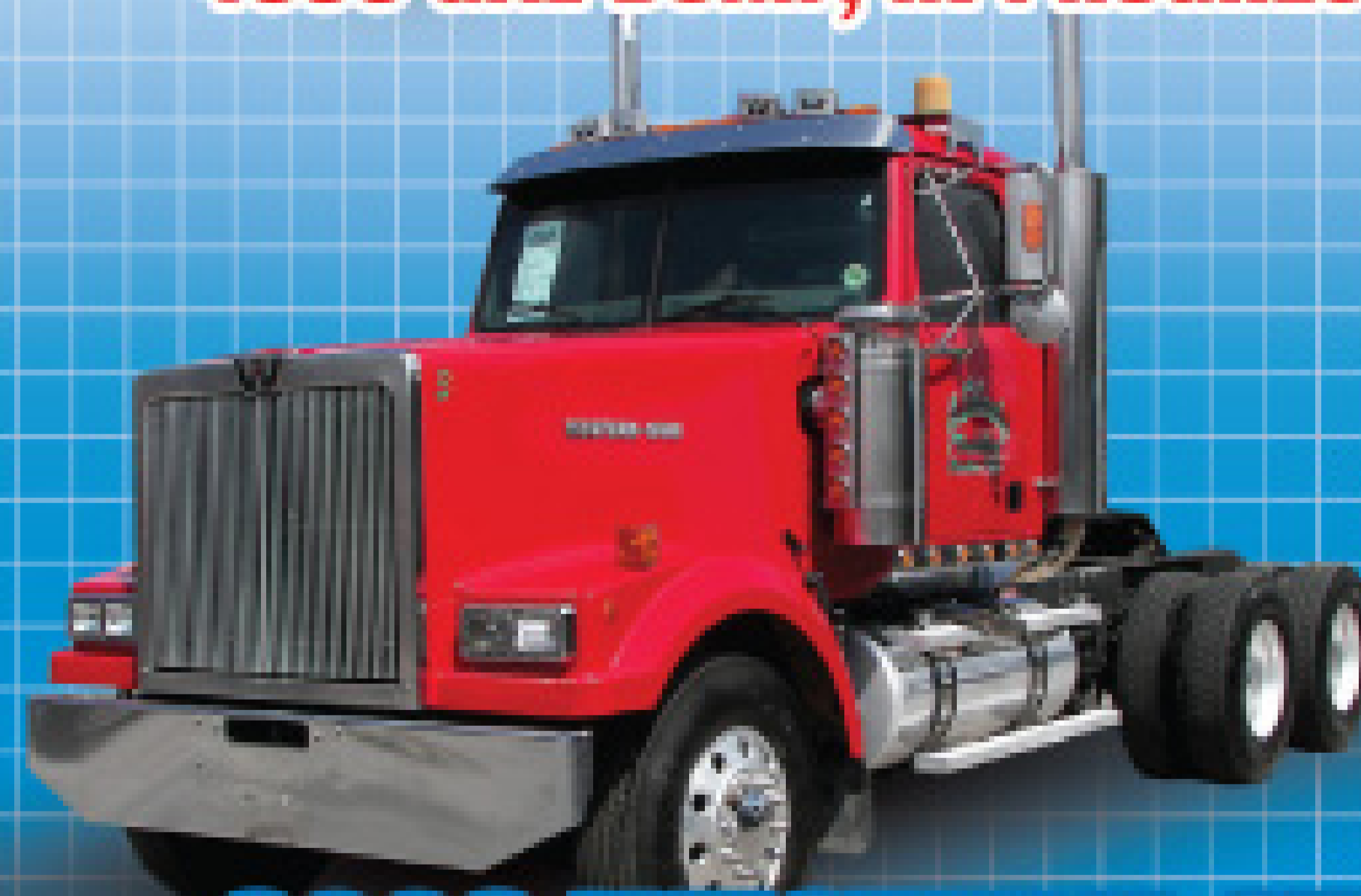
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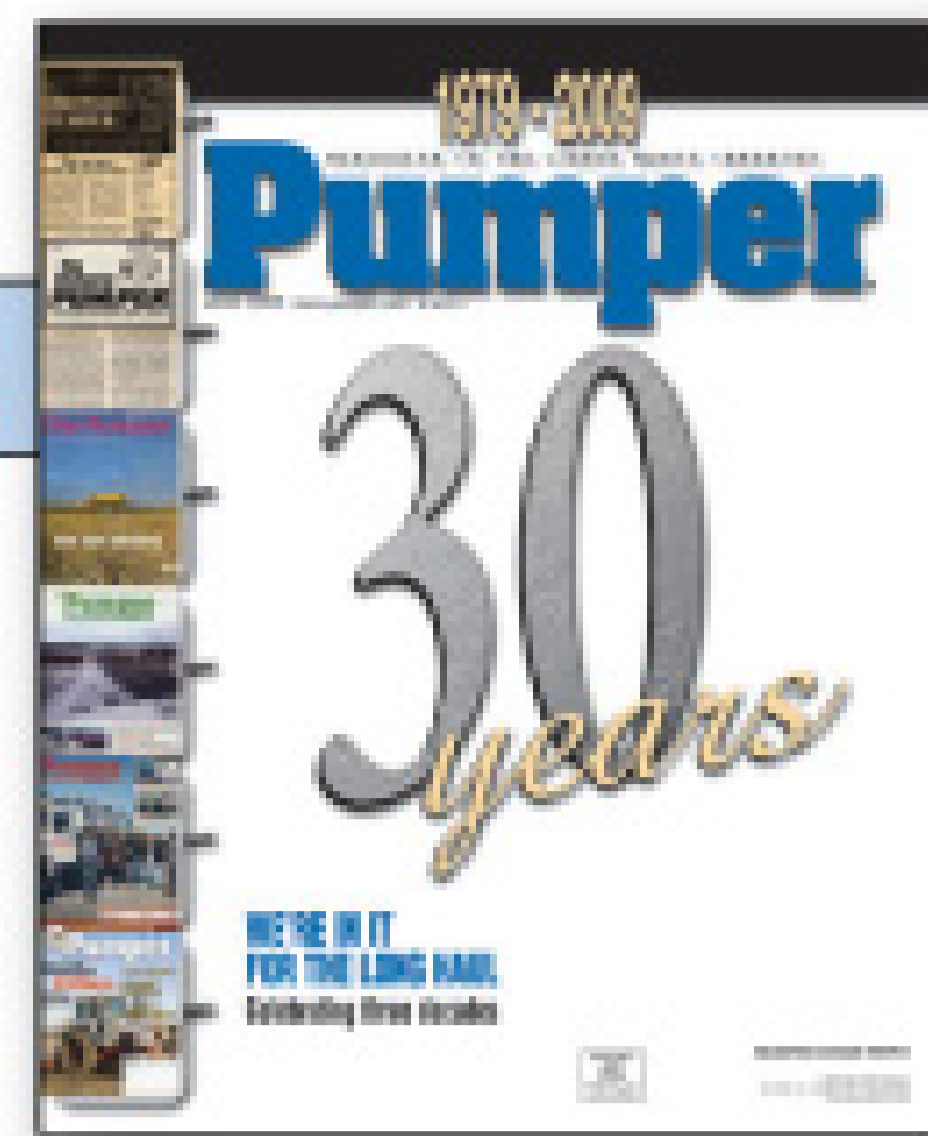


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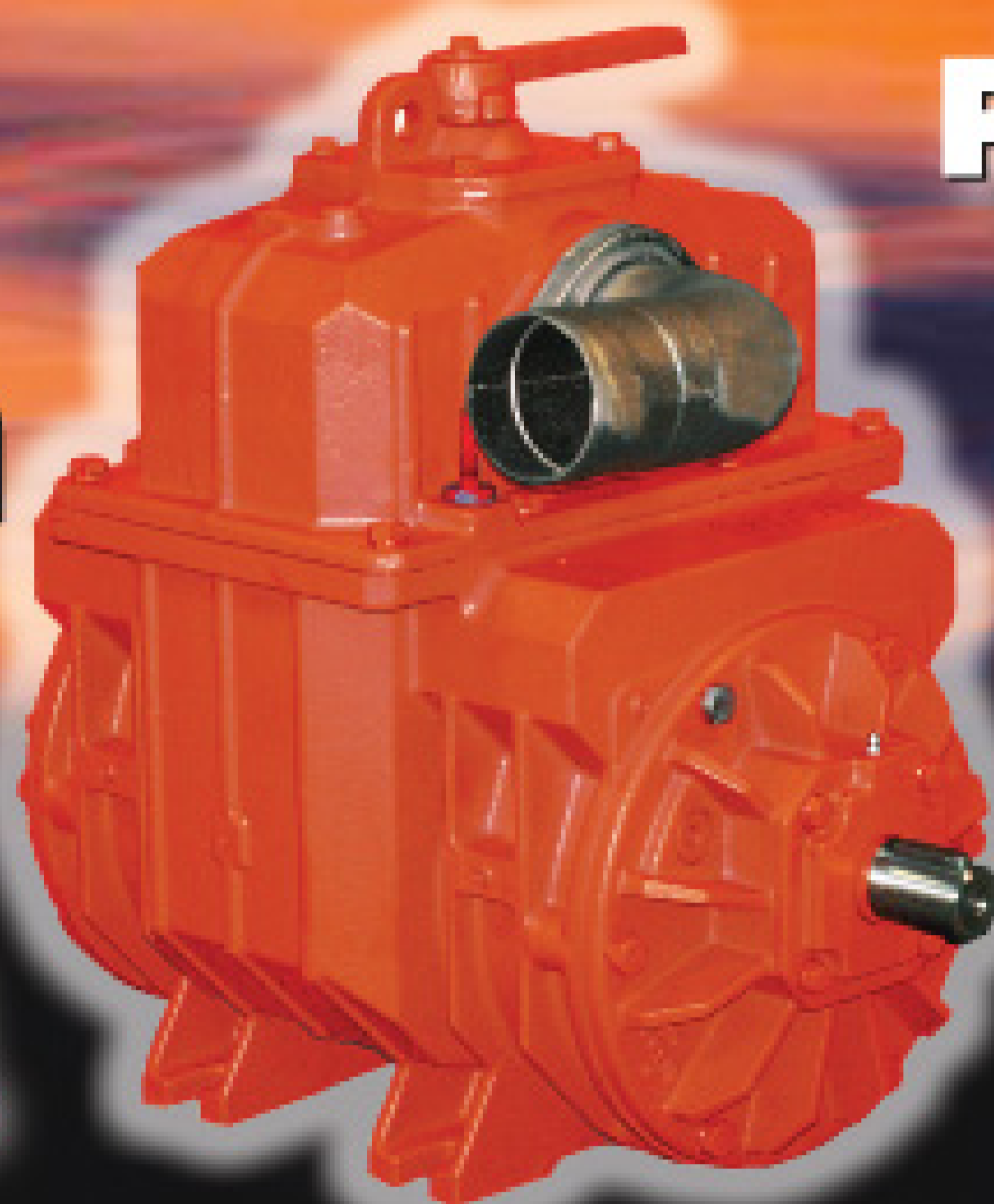
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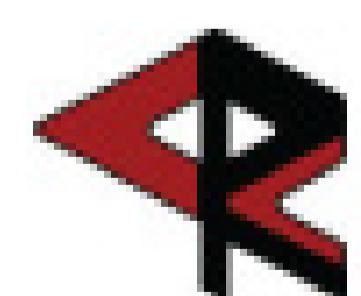
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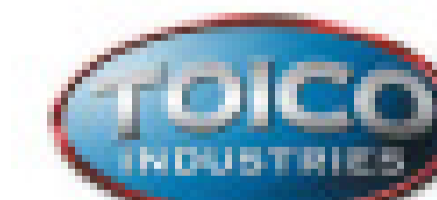
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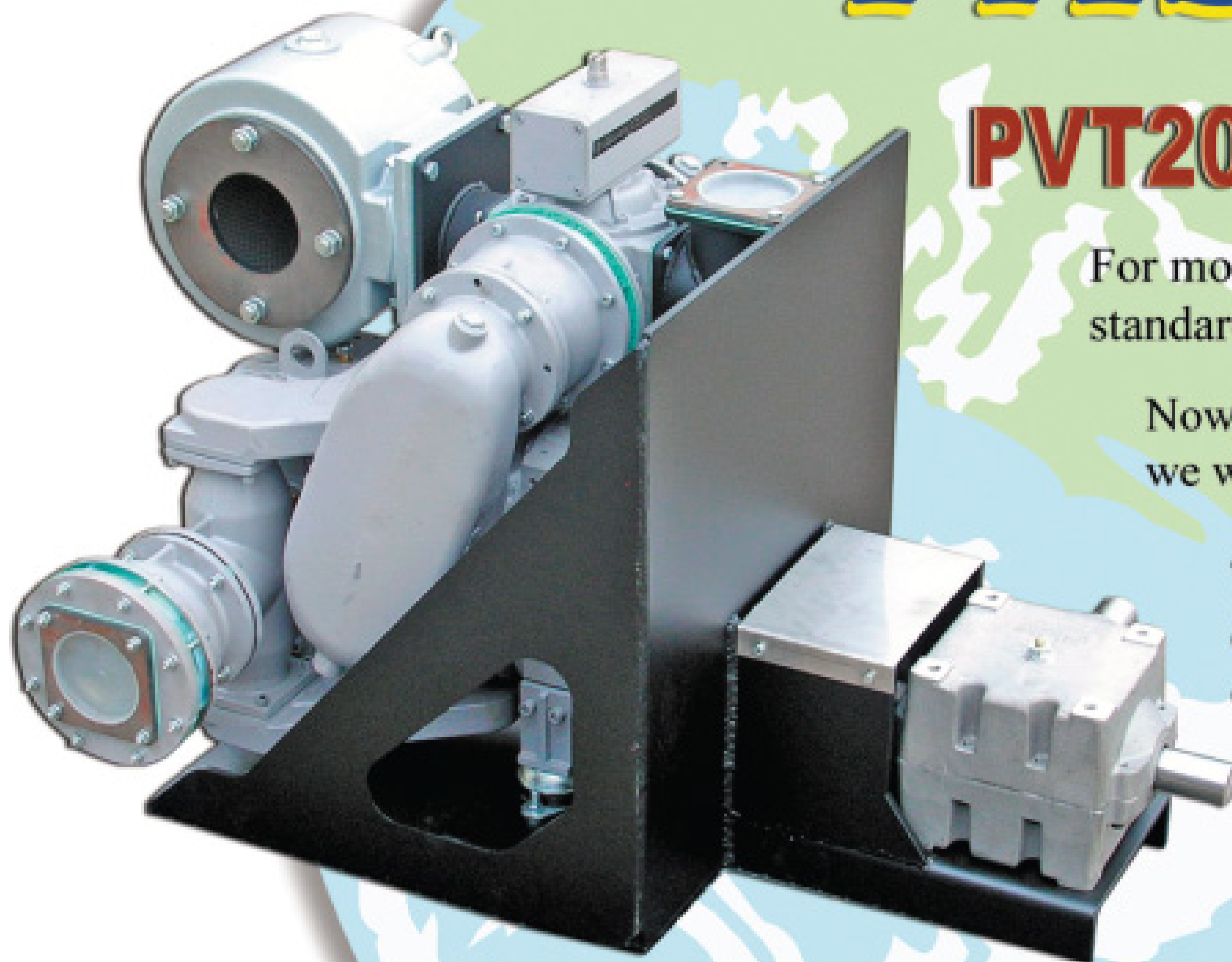
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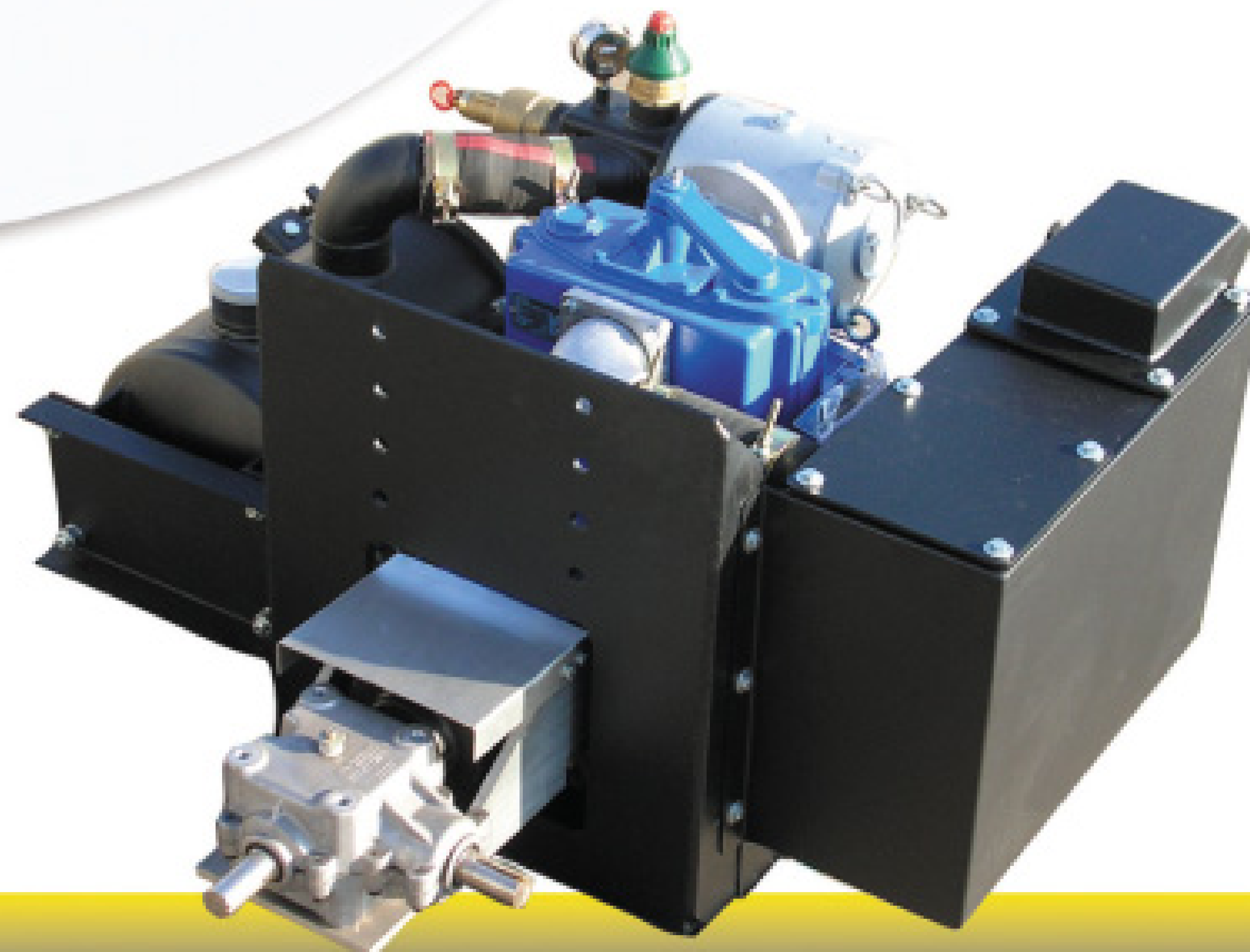
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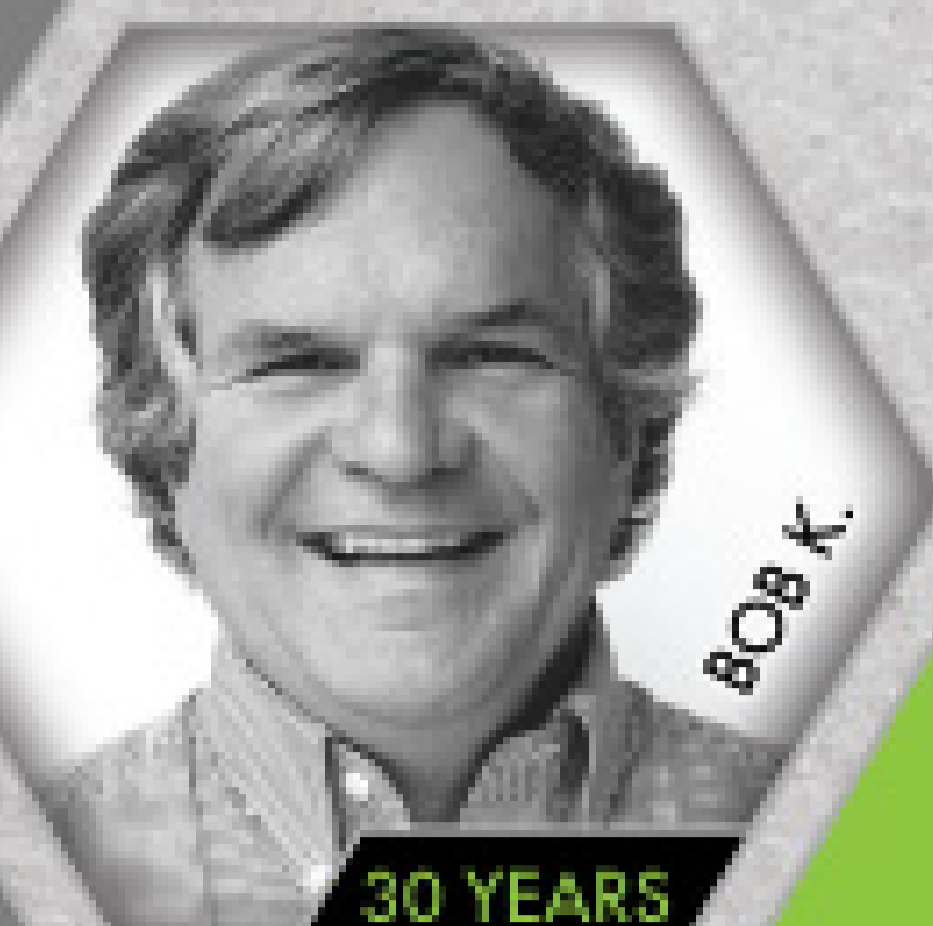
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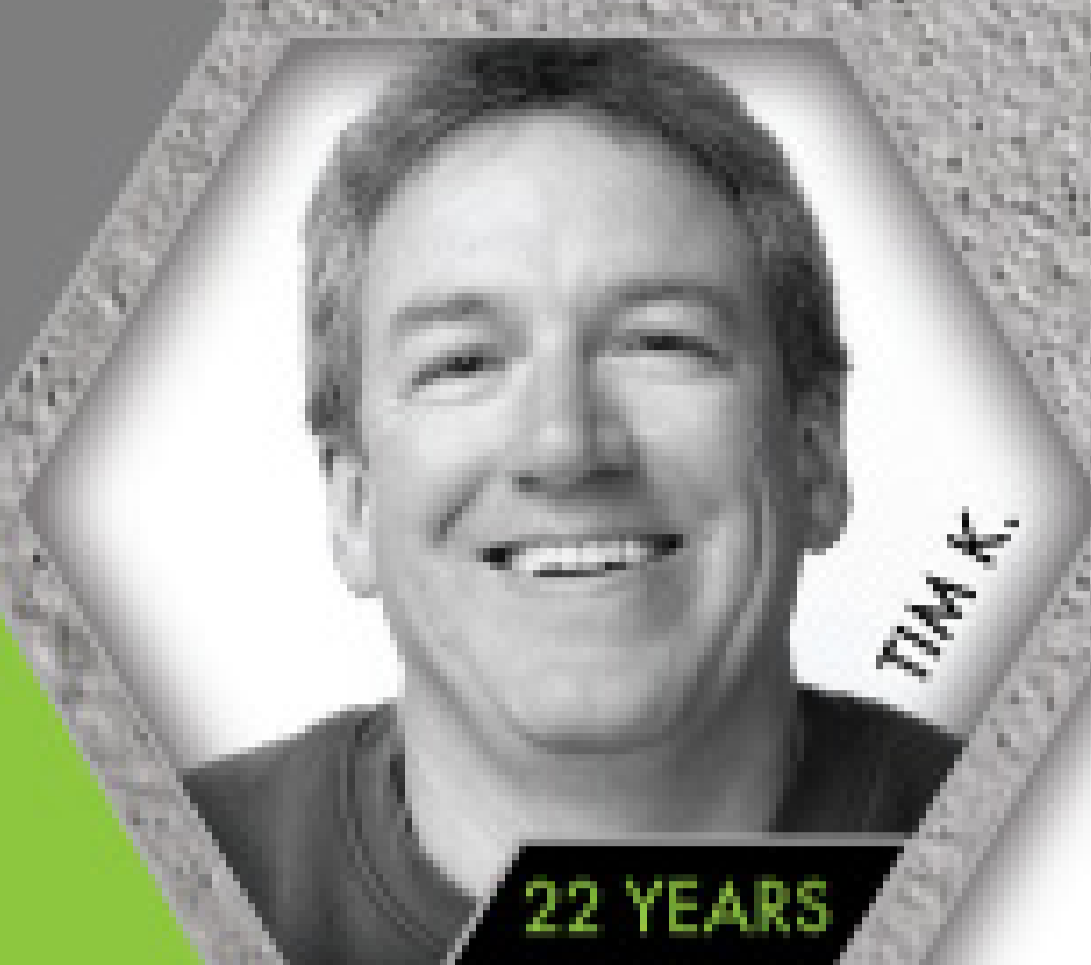
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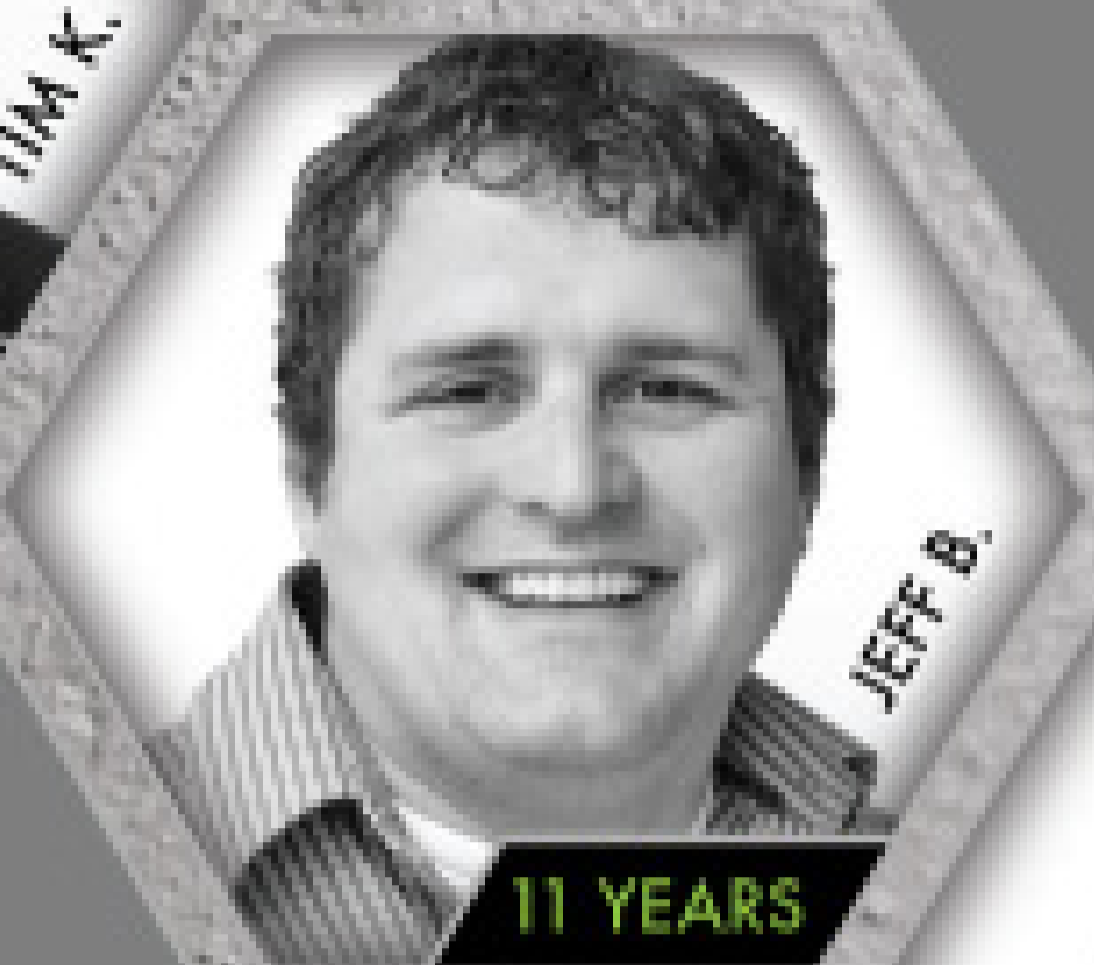
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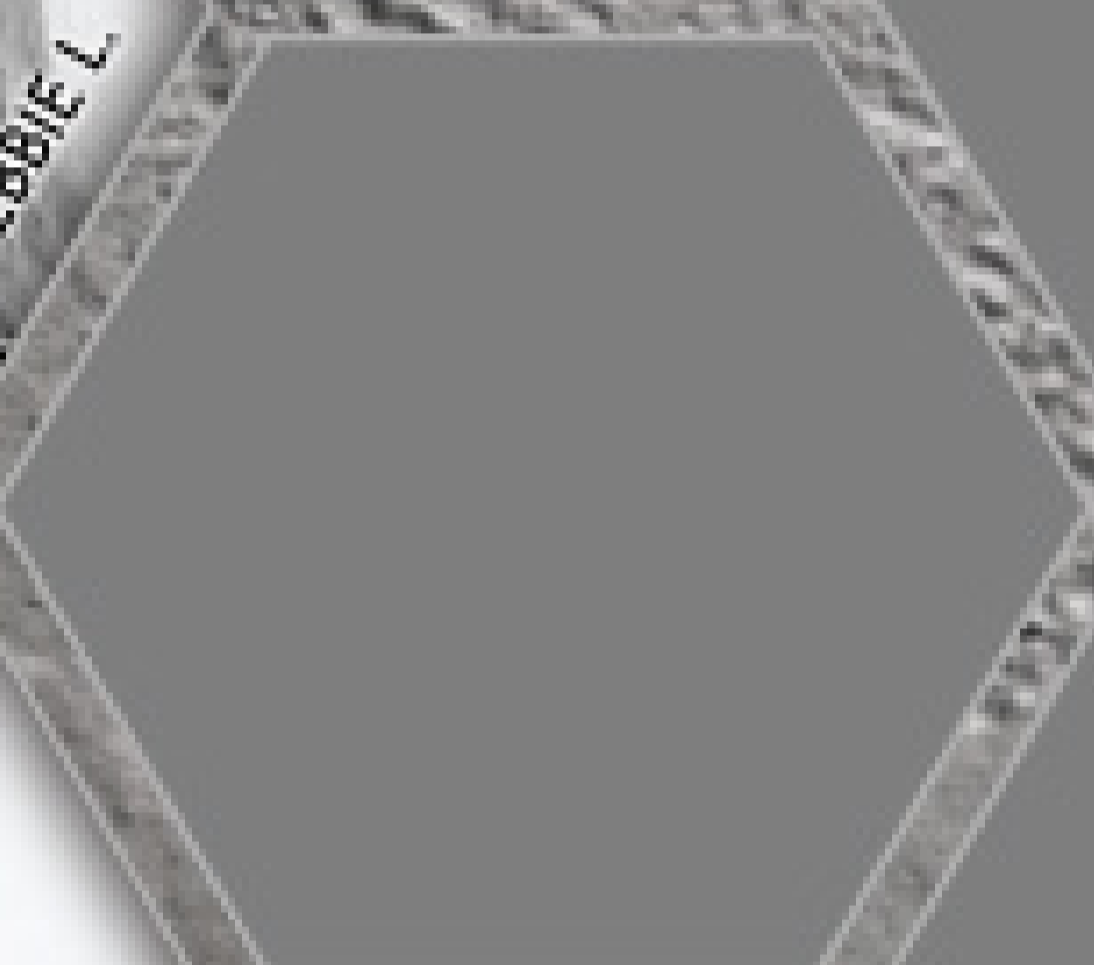
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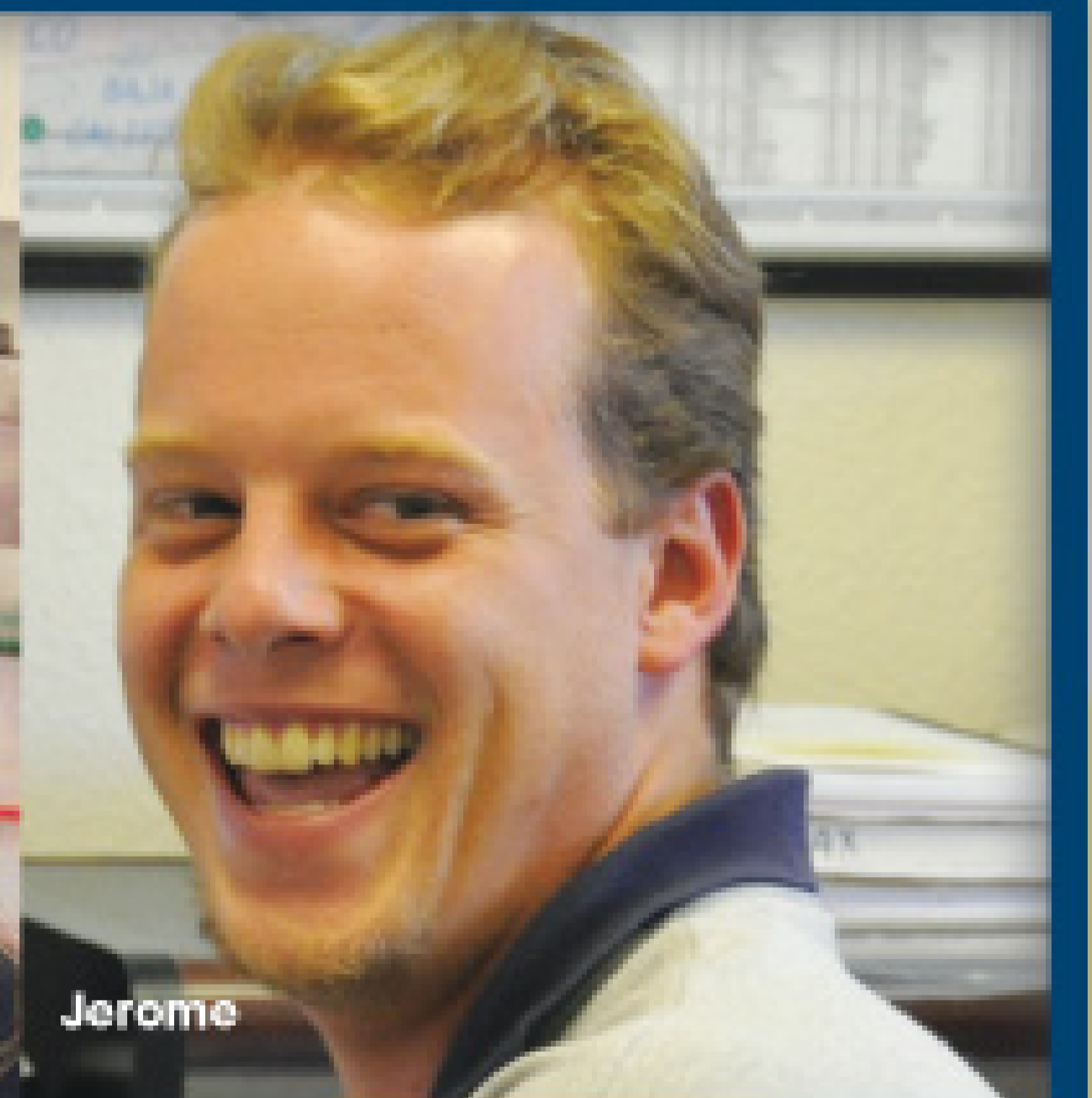
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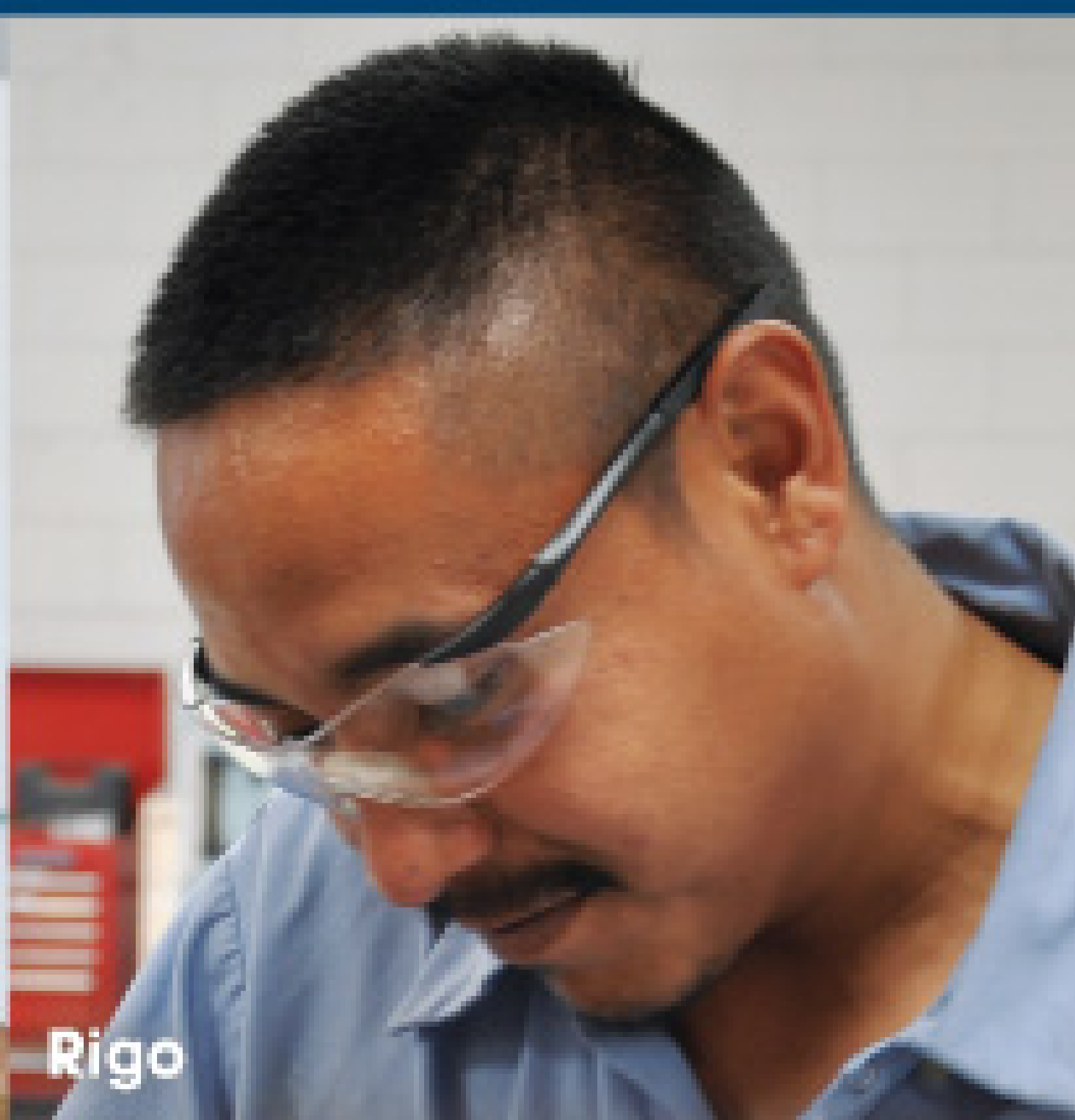
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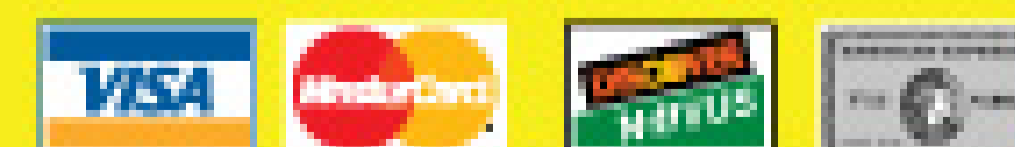
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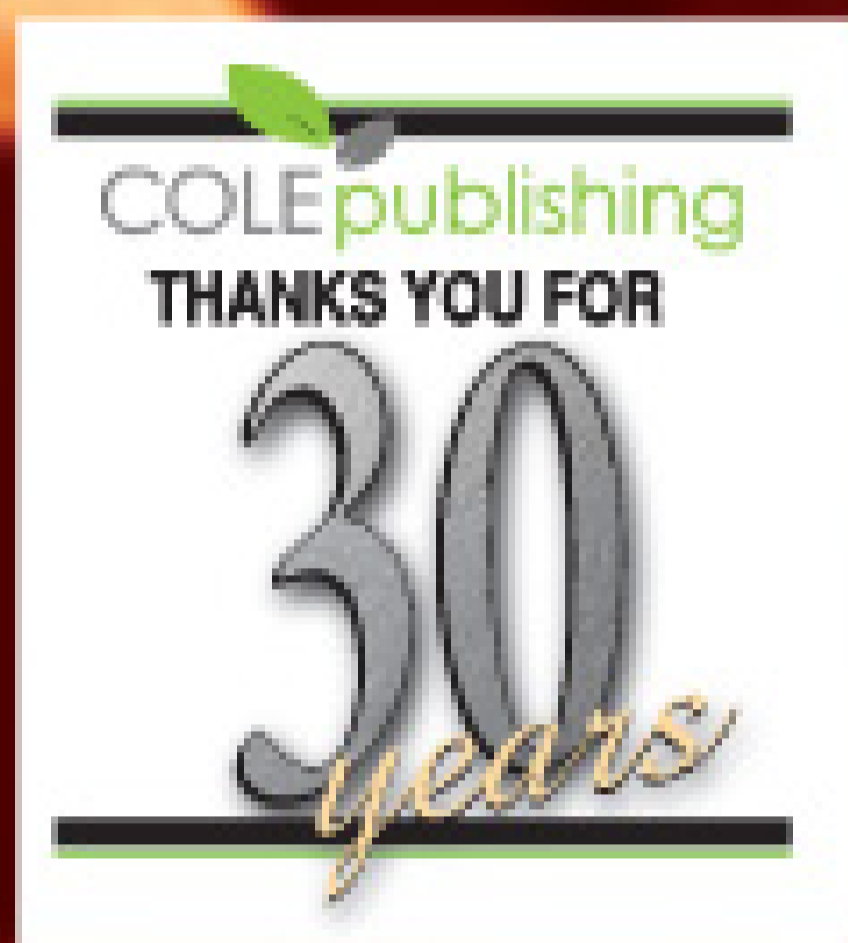
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It was Saturday at 5:00 in the morning when Southwest Division Manager Steve Finley's phone began to ring. "Who could be calling this early on a weekend," thought Steve, as he mumbled a sleepy "Hullo."

But drowsiness soon vanished as Steve listened to a customer tell how he had just been called in to provide restroom service for firefighters who were battling five forest fires in the national forests of northern New Mexico.

But there was a problem. His inventory was tapped out and he needed restrooms fast. Could Steve and Polyportables help?

That weekend-morning call started a chain of events at Polyportables. Telephones rang and warehouse crews were mobilized. Soon trucks started rolling out from our Colorado and Texas warehouses. By nightfall that same day, the customer had 84 new restroom units on the ground at the mountain-side base camp.

"It's a great feeling to help a customer meet a challenge," says Steve. "Our customers know they can depend on us. We're here to help. They can call anytime."



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New Mexico Bolsters Septic System Requirements

By **Scottie Dayton**

Beginning July 1, all concrete septic tanks installed in New Mexico are required to have a cast-in resilient connector certified to meet or exceed ASTM Standard C923 on the outlet connection.

Only licensed installers or qualified homeowners may install or modify onsite systems. Qualified homeowners, however, may install only conventional systems, and only at their primary residence. Installers are designated Specialist 1 for graywater and conventional onsite systems, and Specialist 2 for all types of onsite systems.

Only installers, site evaluator/system designer, or professional engineers with a specialty sub-discipline of onsite wastewater engineering may inspect

onsite systems for property transactions. Manufacturers of advanced treatment systems must provide annual training and certification for maintenance service providers.

MICHIGAN

A state Senate bill would require homeowners to hire only licensed inspectors to inspect conventional or alternative treatment systems, and to have their systems inspected every 10 years. If passed, these rules would take effect Jan. 1, 2010.

Beginning July 1, 2010, the Department of Health would have to approve all alternative systems, and installers would need a groundwater discharge permit. The bill also would create an Onsite Wastewater Treatment

System Advisory Council.

Licensed septage haulers in Michigan may be entitled to reimbursement of conference registration fees and continuing education courses under an existing state law. More than \$73,000 exists in a contingency account set up for that purpose. One hauler per company may apply. Information is at www.michigan.gov/deqseptage.

KANSAS

Officials in Topeka want urban households with onsite systems to switch to the municipal sewer system. To locate septic tanks, Topeka's GIS staff crafted a map with layers showing houses near sewer mains that receive water service but no sewer service.

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.

IDAHO

The state Senate voted to overturn rules issued by the Department of Environmental Quality to increase the drainfield capacity of onsite systems, thereby bringing the state's septic code more in line with the rest of the nation. The House is expected to follow suit.

Idaho's standards, among the least stringent in the nation, are about half what the U.S. Environmental Protection Agency expects. The DEQ and representatives of Idaho's regional health districts may resort to gathering more data on system failures and requiring property owners to pump their septic tanks periodically. ■



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Letter to the Editor

Pumper Promotes Venting Septic Tank Lids

To the Editor:

We install risers on 95 percent of the tanks that we dig out, especially on concrete tanks. The following isn't an issue for plastic or fiberglass tanks.

We explain to our customers the deterioration process that happens to the concrete, in the air space above the water level, when the corrosive gases are trapped in the tank. We suggest wedging the tank lids open about 1/2 inch and drilling a few holes in the top of the riser lids. This allows the expansive gases moving up through the house's sewer gas vents to pull air through the tank and out the vents, much like a fireplace chimney pulling air out of the house, thus eliminating nearly all of the deterioration that occurs in a buried tank.

There are some that protest the aesthetics of exposed lids, especially if they are in the front yard. Tell them to put a birdbath and/or garden statue on the lids, this makes the lids look like bases for the statues.

Mention the cost of replacing a leachfield if the discharge baffle corrodes to water level and solids enter the leachfield or if the whole secondary compartment on the tank collapses.

Max Tallent
Arrowhead Septic
Colorado Springs, Colo.

We've Come a Long Way, Baby!

How did 13,000 unrelated, disconnected septic contractors in 1975 become one of the strongest, most cohesive industries in America? You could point to many events since the mid 1970's and say, "That's it. It all started there."

Most would probably say it's **Pumper Magazine**. Many would say it's the Expos. Some would say it's the founding of NAWT, the National Association. We would agree that these events were very important, but it really started before all that.

We would argue that the genesis of the pumping industry happened in a small office on Cape Cod. Rick Howe and Lew Garston of then Cape Cod Chemical—now Cape Cod Biochemical Company, manufacturers of the **ccls** family of bacterial waste treatment products—knew there was a place for bacteria products in septic, and they were sure that pumpers were the right way to get them there. But when they first set out to contact pumpers there was no way to reach them. No **Pumper Magazine**, no NAWT, no Expo, not even a mailing list existed.

They tried their ideas quite successfully with some local Cape Cod pumpers who they found in the Yellow Pages. Fortunately for all, one of those pumpers, Ben Perry, convinced Rick and Lew that homeowner education was the key. Rick then produced the customer education brochure, "What Everyone Should Know About Septic Tank Systems", that has become the industry standard. The idea was so successful that Howe and Garston got more Yellow Page books and started sending out mail. The response was huge. So they decided to compile the first-ever national mailing list for the septic trades. Before they were done they had acquired every telephone directory in the US: over 5000 books. They spent 6 months (with no computers!!) putting together the list that would eventually find them Pete Lawonn, a pumper from Three Lakes, Wisconsin.

Pete became a good **ccls** dealer, and one day Pete called us to say he was trying to sell a pump truck. He hadn't had any success advertising through the normal channels, so he and his friend Bob Kendall were going to start a trade journal to sell the truck. Pete wanted to know if we would advertise in his trade journal. And thus Midwest Pumper was born.

Well now it's 30 years and over 350 issues later. **Midwest Pumper** was closely followed by **Eastern Pumper**, then **Western Pumper**, and soon **Cleaner** came along.

Not long after Pumper started, one of our **ccls** dealers in Kentucky, Ricky Alexander, called with an idea: how about a trade show?

We thought it was a great idea, and so did Bob and Pete. We ran a questionnaire in **Pumper** asking pumpers if they liked the idea of a show; where it should take place; what time of year; what duration; and what should be exhibited there. Again the response was amazing.

So in January 1981 the pumping trades converged on the Opryland Hotel in Nashville for what has become the premier expo for the septic-related trades. The "Pumper Show" has grown from 25,000 sq. ft. in Nashville in 1981 to over 400,000 sq. ft. this year in Louisville, with over 13,000 people in attendance, and offering more than 60 educational seminars on every topic imaginable. From the primitive beginnings of the first **Midwest Pumper** has evolved one of the strongest and most sophisticated industries in the US.

We at Cape Cod Biochemical Company have certainly enjoyed many of the benefits of bringing together the brightest and the best. But even more than that, we are proud to be part of this great industry, and we cherish the friendships we have made over the last 30 years.

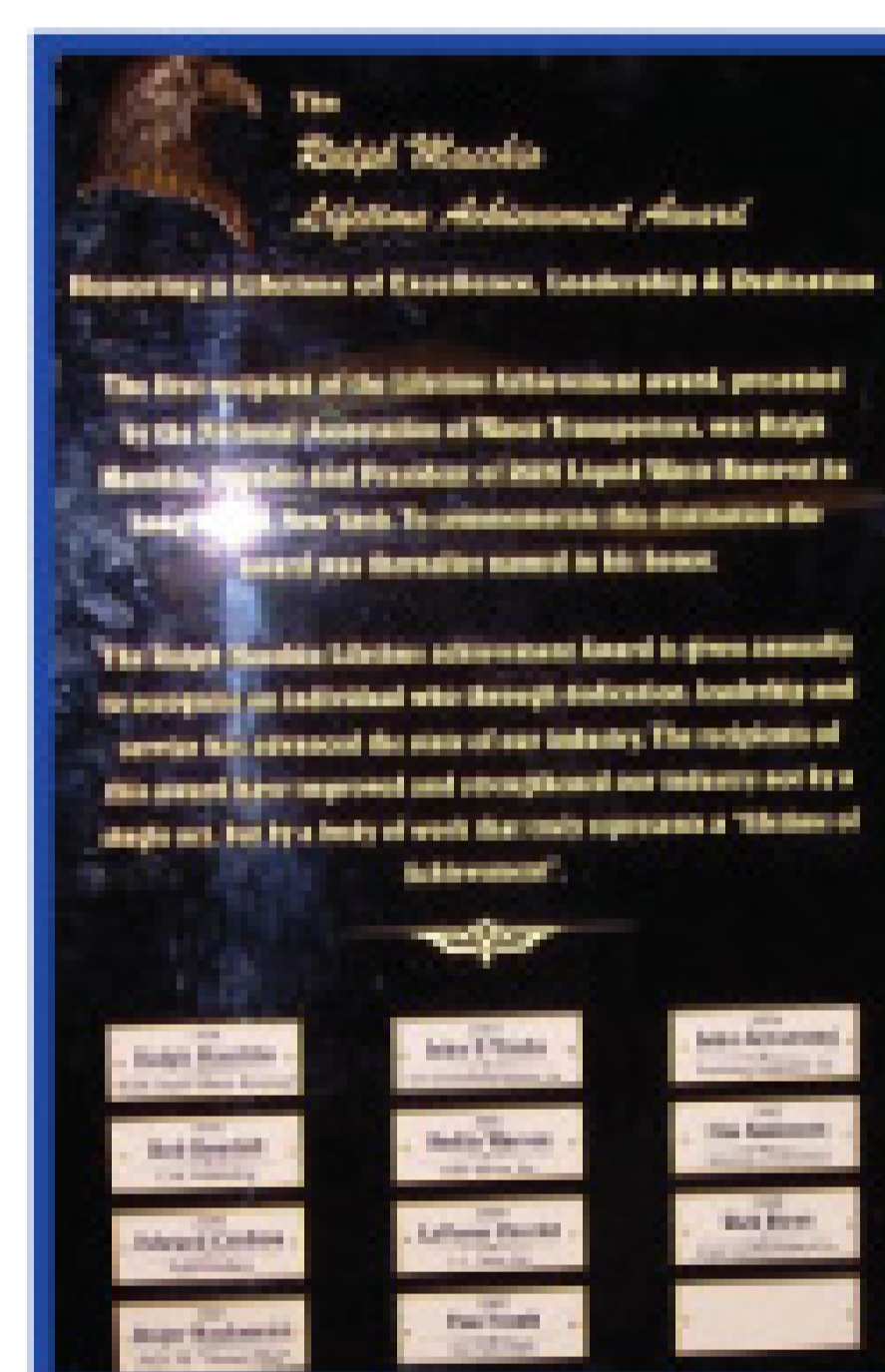
And even though we have advertised in EVERY issue of **Pumper**, and have exhibited at EVERY Expo, we know that Bob Kendall and his superlative staff at COLE Publishing treat even the newest subscriber and the newest Expo exhibitor and attendee every bit as well as they treat us. And that says a LOT, because we get treated incredibly well.

So "Congratulations" and a gigantic "Tip o' the Hat" to Bob and Pete and everybody at COLE Publishing, and to every pumper in the US. We're all in this together, and we couldn't be happier that 25,000 scattered individual contractors have become one. Happy 30th and Thanks, COLE. You're the glue!

— Rick Howe, President, and
Joyce Gresh, Director of Operations



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The CCLS Booth at the 2009 Expo



2009 Pumper & Cleaner Environmental Expo,
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Rick Howe of Cape Cod Biochemical Company receives the 2008 Ralph Macchio Lifetime Achievement Award from Bob Kendall, left, co-founder of COLE Publishing and Ralph Macchio, right, founder of NAWT.



David Currier Jr. and the Lake Norman
Septic/CCLS Racing Team



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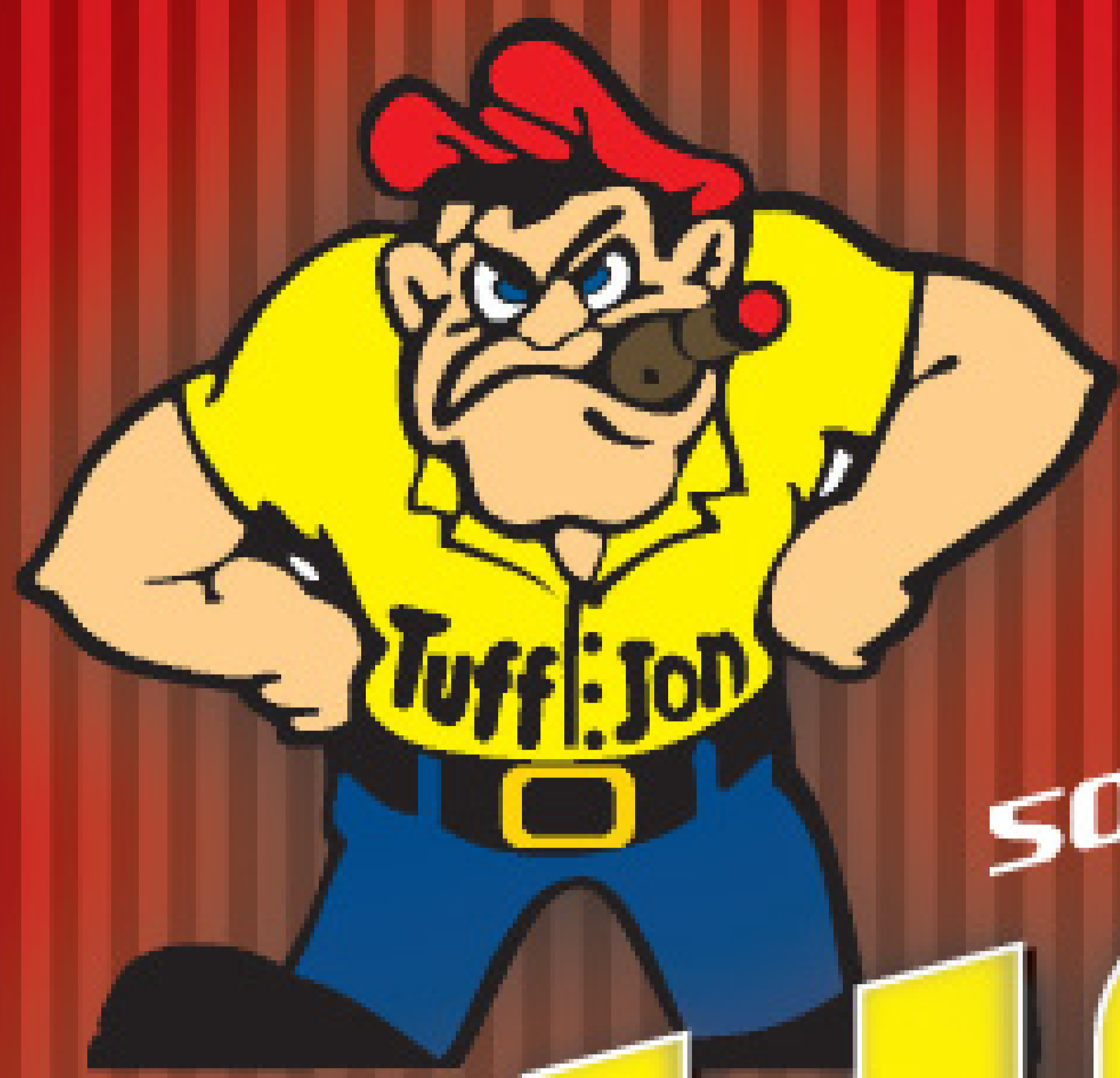
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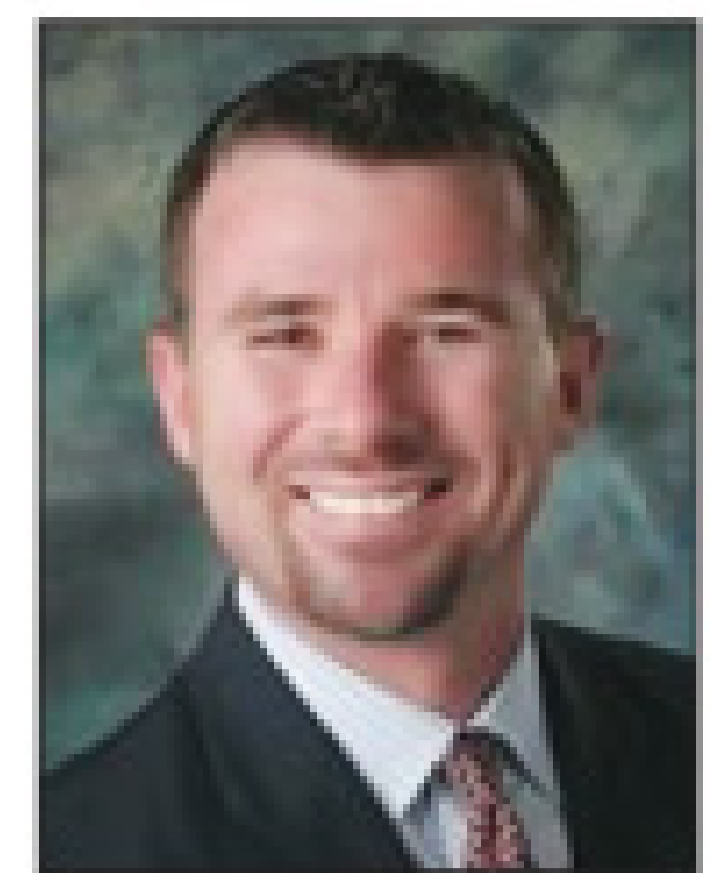
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Employ Fearless Prospecting

Don't let the slow economy and a steady stream of 'no' responses scare you away from pitching your services to potential customers

By Steve McCann

The economy has changed dramatically. Cutbacks, downsizing and a need to do more with fewer resources dominate many companies. If you're a liquid waste hauler looking to land more steady work in competitive areas like restaurant grease traps, portable sanitation and bigger commercial pumping accounts, this means a tougher time prospecting.

These days, you're going to get "no" as an answer more frequently from prospects, or get no answer at all. And the more times someone hears "no," the more he or she develops a fear of rejection and dreads prospecting in general. That's when prospecting procrastination sets in, and people spend more time reviewing their notes, answering e-mail and tweaking sales flyers than spending face time with potential clients.

To counter this problem, many sales books and training programs tout a "secret formula" or "key closing statement" that will make prospecting easier. Salespeople are taught how to lead prospects, how to counter an objection and how to close the sale. The problem is that all those suggestions are focused on the salesperson and not on the one person who matters the most in the interaction: the prospect.

To be great at prospecting when economic times are tough, you need to go beyond yourself and your fears and focus on the prospect. Only then will your fear of rejection and prospecting procrastination disappear. Use the following suggestions to revitalize your prospecting efforts and put your fear of rejection in its place.

SHIFT YOUR INTERNAL DIALOGUE

Picking up the phone or walking into a potential customer's office is not difficult. What might stop you is an internal dialogue ... "Why should I bother? He's just going to tell me 'no'." "The last ten people told me 'no,' so why should this call be any different?" Such internal messages are called negative projection. Whenever you approach a prospecting call and believe the other person is going to blow you off or tell you "no," that's exactly the result you'll get.

What's the solution? Positive expectations. When you have a genuine positive thought about someone and believe your interaction will work out well, you can't fail. Even if the prospect doesn't want to take your help, that's OK; his or her reply has nothing to do with you. As long as you believe the call will go well and you think well of the other person, you'll no longer fear the actual act of prospecting.

MAKE IT ABOUT THE PROSPECTS

The more you focus on your prospects and make the interaction about them, the higher the chances for success. Unfortunately, many people get confused with exactly how to focus on their prospect and open conversations by saying something like, "Hey, how's it going? I'd like to tell you about a service we're offering that will help you."

While on the surface such an approach seems like it's focused on the

Successful prospecting in today's economy happens when you release the fear of rejection and focus on your prospects ... And being at ease when prospecting is powerful — and profitable.

prospect, in reality it is a sales pitch, which is what they don't want.

Potential customers want you to respect them and not begin the call or visit with your agenda. A better way to open the prospecting call or visit is to simply ask, "Do you have just a few moments to talk with me?" or "Is this a good time for us to meet?" Respecting your prospect's time sets the stage for success.

LISTEN TO VALIDATE

During the initial conversation, you should listen more than talk. Great salespeople employ "listening validation." Listening validation is empathic listening. Active listening is simply listening to prospects and then feeding them back what they just said so they feel understood. Listening validation goes a step further and listens for the feelings behind the prospects' words — the intent and the motivation — and then replays the emotions back to the speaker.

Here's an example of how active listening and listening validation differ. Suppose you're talking to a prospect face-to-face in his office. You've just discussed your service and the prospect has given an overview of his current situation and needs. The prospect says, "So we're really looking for three things: price — to cut our costs by at least 20 percent; reliability — I want to work with a contractor I know and trust; and a strong guarantee — we can't afford risk right now."

If you were employing active listening, you would then say to the prospect, "So what you're looking for is to cut your costs by 20 percent, a service provider you can call five days a week and a 12-month guarantee. Did I hear you right?"

If you were employing listening validation, your response would go a step further and you'd say, "I heard you say that price, reliability and warranty are important. But what I'm sensing from you is that cutting costs right now and having that guarantee would be the most important to you. Based on what you've said, it seems that your company is going through your worst year ever right now. So having a low cost backed with a solid guarantee would really help you feel like you're being taken care of and that you have someone on your side. Am I catching that right?"

See the difference? Active listening just restates words; listening validation gets at the feelings and emotions behind the words.

THE BOTTOM LINE

Successful prospecting in today's economy happens when you release the fear of rejection and focus on your prospects. Only then will you be at ease when prospecting. And being at ease when prospecting is powerful — and profitable. ■

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30
yearsIn the **BEGINNING**

Publishing partners Pete Lawonn and Bob Kendall built a powerful networking tool for pumpers. Now COLE Publishing serves the entire liquid waste industry.

By Jim Kneiszel

Pumper was born 30 years ago this month after pumping contractor Pete Lawonn of Three Lakes, Wis., had a spare 2,000-gallon vacuum tank he needed to sell, but no effective way to market it. Word-of-mouth and newspaper advertising didn't seem like good ways to reach the network of contractors who might be interested in his tank.

Then the late John DiVall, of the company then known as Jay's Waste Equipment, gave Lawonn an idea.

"John said, 'You know, what we really need is a trade journal for this industry,'" Lawonn recalls. "Basically, he put the bug in my ear to start this." Pete soon discussed the idea with Bob Kendall, with whom he operated two other businesses. The two agreed to launch a trade publication, and the company now known as COLE Publishing was born. Pete was 27. Bob was 24.

The first issue of *Midwest Pumper* was mailed to 2,500 contractors in eight states. It contained eight pages and four display advertisements. Today, *Pumper* is a flagship magazine for COLE Publishing and COLE Inc., which includes seven trade magazines and the Pumper & Cleaner Environmental Expo International, poised to celebrate its 30th anniversary in 2010.

SUCCESS CAME QUICKLY

The magazine quickly showed potential. "We knew it was going to succeed when a couple of the people who had stuck their necks out and tried an ad came back and said, 'Wow, this is really working,'" Kendall recalls.

"Once we got the publication started, it just grew," says Lawonn. "The manufacturers really needed a way to get to their customers without having direct salesmen trying to cover five or six states."

Kendall adds, "Early on, we thought we were going to be a classified ad publication, from pumper-to-pumper. We didn't realize that the manufacturers were having such a hard time reaching the industry. The reason the pumpers were so hard to reach was that these guys work hard. They would leave early in the morning and work until late at night. The manufacturers couldn't put salesmen on the road to reach them, and it was hard to have in-house salesmen call them, because they were never there. That was before the days of voice mail, e-mail and cell phones.

"Now, all of a sudden, if you're a septic

pumper and you need a tank, there it was in *Midwest Pumper*: five manufacturers, 20 manufacturers, or whatever number advertised in that issue. A guy could call them and find out what they made, what the price would be, and how quick they could get it. It is still a valuable tool for the pumper and the best way for the manufacturer to get in front of that buyer."

The *East Pumper* was launched in 1979, then *West Pumper* in early 1980. In 1987, the publication became *The Pumper*, produced in three regional editions. The partners launched *Cleaner* magazine in 1985. *Onsite Installer*, directed at septic system installers, was added in 2004.

Also in 2004, COLE acquired the magazine *PRO*, or *Portable Restroom Operator*, for the portable sanitation industry. *MSW*, or *Municipal Sewer & Water*, aimed at contractors serving municipalities, was launched in 2006. In 2008, COLE acquired *Construction Guide*, now called *EQ*, directed at construction-related companies in the Midwest. The newest COLE magazine, *TPO*, or *Treatment Plant Operator*, debuted in January.

Links to the magazines and information about the publishing company and its staff can be found at www.colepublishing.com.

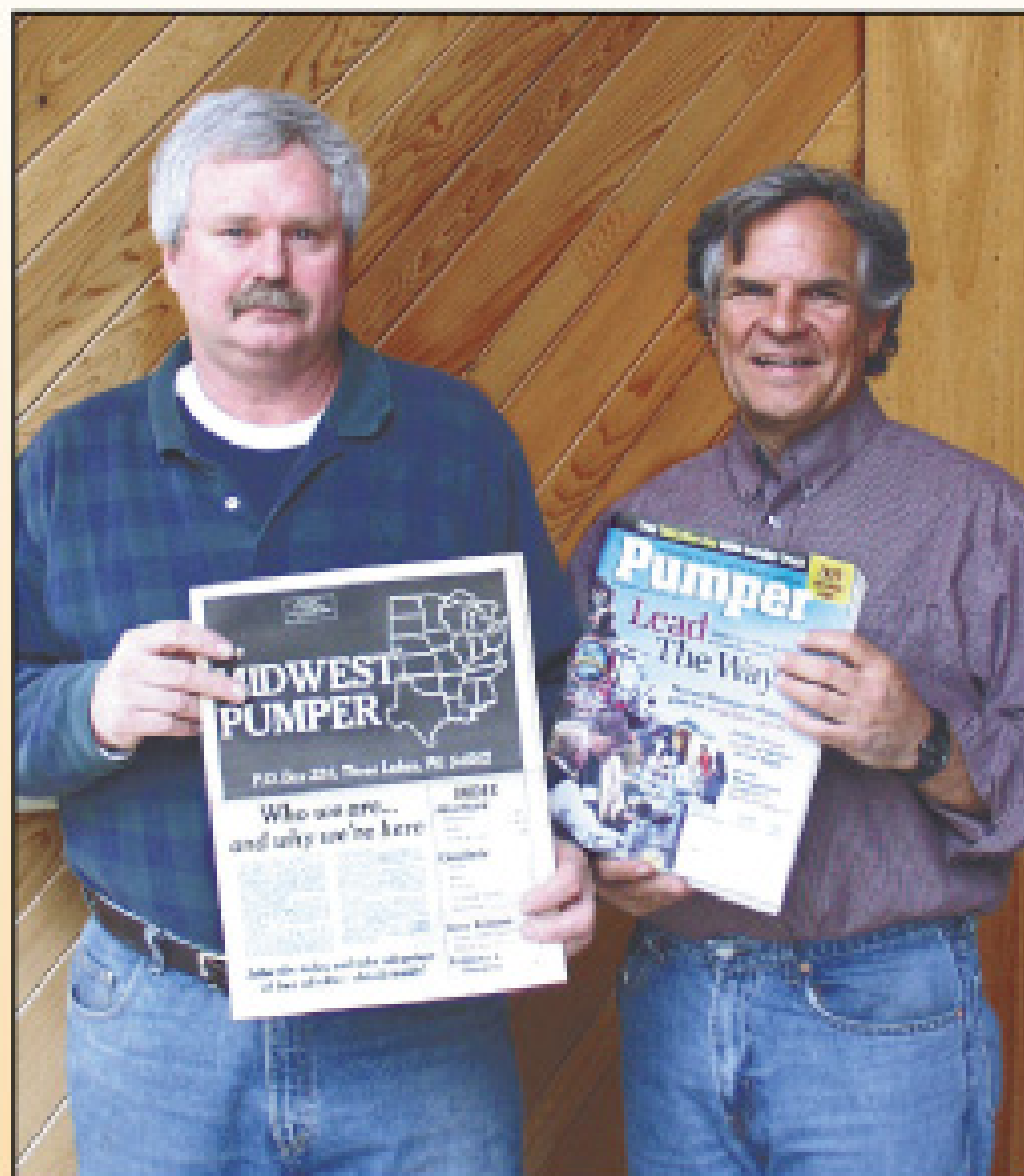
REMEMBERING OUR ROOTS

Lawonn moved on to other ventures at the end of 1986, but Kendall has never forgotten his contributions. "The seed for all that is COLE Publishing was Pete's ideas, with the help of others like John DiVall and Rick Howe," he says. "None of this would exist if not for them. I'm aware of that every day."

The publishing arm of COLE has grown to 18 employees. The longest-tenured staff members include production manager Tim Krueger, hired in 1987, and office manager Karen Safer, hired in 1993. President Jeff Bruss handles most day-to-day responsibilities.

"My fond memories are of all the great people in this industry — the advertisers and the readers alike," says Kendall. "I have traveled all over. I've stopped pumpers and introduced myself, and I've ridden with them and pumped tanks and dug up tanks. I've made a lot of friends and met a lot of interesting people. I truly enjoy the industry to this day."

COLE Publishing founders Pete Lawonn (left) and Bob Kendall marked 25 years of *Pumper* in 2004.



Looking Back: 30 YEARS of PUMPER

30 years ago ...

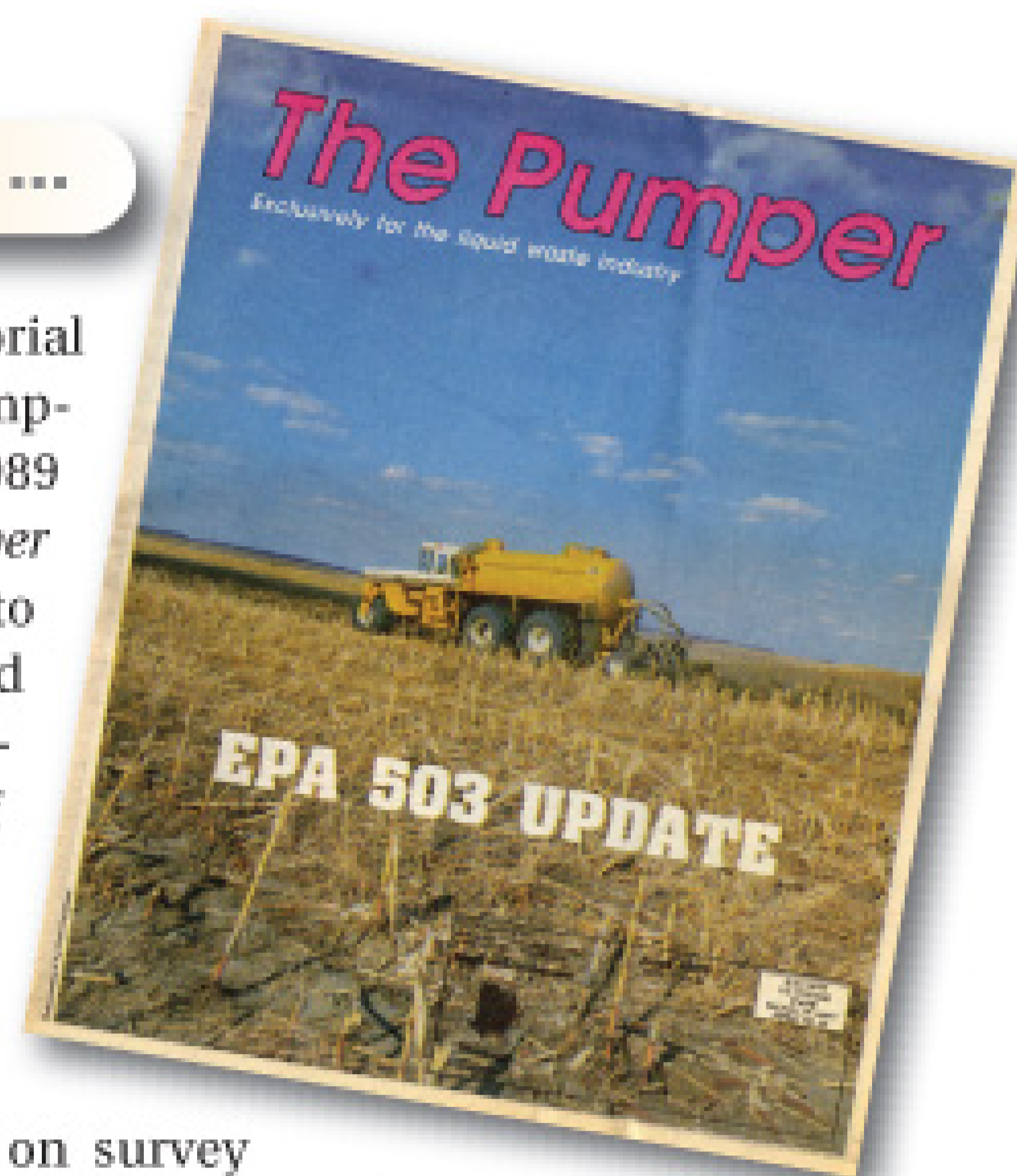


The first issue of *Midwest Pumper* is mailed from Three Lakes, Wis., in June 1979, with eight pages of tabloid-size newsprint. A front-page mission statement notes that 85 percent of pumpers surveyed said there was a need for a trade publication. Pete Lawonn pledges to provide small business and industry news, a question and answer column and pertinent industry advertising. Each one-year subscription to the new publication includes a free classified ad.

A small group of classified ads includes a new rotary vacuum pressure pump for \$1,200 and an excavation business, including a furnished home, equipment, a repair shed and 2.5 acres in Lewiston, Mich., for \$150,000.

\$11,500 each. In the classified ads, one pumper wants to sell his business in Las Vegas — with a service van, vac truck, all equipment and accessories for \$35,000. And he offered to train the buyer.

20 years ago ...



Building up its editorial content to serve the pumping industry, the June 1989 cover story in *The Pumper* is a recap of a survey to gather information ahead of proposed EPA standards for disposal of sewage sludge. In the survey, pumpers report handling an average of 1.55 million gallons of septage annually. Based on survey results, nearly 74 percent of the septage is disposed of by land application.

About half the respondents say they weren't allowed to take septage to a municipal treatment plant. Of those pumpers who used municipal plants, they paid from \$4 to \$105 per 1,000 gallons to dump. Other stories touch on quality customer service and how to explain septic system operation to homeowners.

Computers are beginning to play an important role in the industry. In an ad for the Pumpmaster Software System, contractor John Eggan Sr. first proclaims, "Computers? No way! For 30 years, we did just fine without them. I'm not going to change now." Later, he changes his tune, "The Pumpmaster software system has improved the way we do business. It has become an important part of our company."

Mickey Bellman submits this bit of pumper prose:

Ode to a Septic Tank

*I think that I shall never see
A septic tank that's odor-free
A tank that can be easily found*

*Though for 30 years it's been in the ground
A tank that's buried in the dirt
Uncovered, my nose, it will not hurt
With an aroma that smells of orchids and flowers
And not a stench that overpowers.
But in Camelot I do not pump
So I'll continue my search for the fragrant sump.*

25 years ago ...

The headline in the *Midwest Pumper* for June 1984 touts the return of the International Liquid Waste Haulers Equipment & Trade Show (later renamed the Pumper & Cleaner Environmental Expo) to the Opryland Hotel in Nashville. The 1985 show would include 100,000 square feet of exhibit space, and the hotel — less than a decade old — is a sight to see, housing all of the tradeshow visitors. Stories in the newspaper reflect the emerging concern about environmental issues, touching on U.S. Environmental Protection Agency Superfund legislation, hazardous waste spills and management, and the use of formaldehyde-based chemicals in portable restrooms.

Fiberglass Shops offers the Large Windsor restroom for \$355 and the Slant Back Chesapeake model for \$340. Baker Brothers offers a 2,000-gallon vacuum tank installed for \$4,950. Williams Welding Co. lists four overhauled 1972 Ford trucks with 2,200- to 2,800-gallon tanks for



BUILDING UP ITS EDITORIAL CONTENT TO SERVE THE PUMPING INDUSTRY, THE JUNE 1989 COVER STORY IN THE PUMPER IS A RECAP OF A SURVEY TO GATHER INFORMATION AHEAD OF PROPOSED EPA STANDARDS FOR DISPOSAL OF SEWAGE SLUDGE.

30 years

Vacumax Ltd. offers a 1982 International septic/portable sanitation combination vacuum truck, with a 1,625-gallon tank (1,200 waste/425 freshwater), a 150-cfm Wally Angle drive, jetter and reel, for \$33,000. I.M. Marketing offers 4-inch EPDM all-weather suction hose in 25-foot lengths with cam-

loc couplers for \$131.50. PolyJohn

Enterprises Corp. offers the PJ3 restroom, which is still a staple of the company today.

15 years ago ...

In the July 1994 issue of *Pumper*, a few editorial features appear that become a staple of the magazine over the years. There is a contractor profile on Ruidoso Septic Tank Service and Plumbing in New Mexico. Owner Bruce Haynes reports that his septic pumping rates ranged from \$90 to \$120, and disposal at a municipal plant is getting expensive, going from a prior fee as low as \$1.25 per load to \$252 for dumping a 3,600-gallon tank.

The cover story explains how Northwest Cascade Inc. produces a nutrient-rich landscape compost from dewatered septage. And another regular feature starts by that time, the *Septic System Answer Man* column by Roger Machmeier. In the issue, Machmeier discusses alternative aggregate for septic system drainfield trenches, issues with dumping septage at municipal plants and septic tank baffles.

Ads by restroom manufacturers tout more modern, aerodynamic designs, units that comply with the Americans with Disabilities Act, and a variety of handy hand-wash systems. Guzzler offers a vacuum/waterblasting rig with a 6,000-cfm blower powered by a Cat 3406, and a 21-cubic-yard body built on a 1988 Kenworth tractor with Cummins diesel engine for \$145,000. A classified ad offers a 1985 CUES single conductor color TV and grout unit with two cameras, mounted in a 1983 GMC van for \$39,500.



10 years ago ...

By June 1999, *Pumper* has become a more colorful trade publication. Better printing and computer technology to produce the paper means readers can see trucks advertised for sale in crisp, living color. The same is true for the ever-expanding editorial content, as profile stories — like the cover feature on pumping company Frank's of Vacaville, Calif. — are accompanied by color photography. Popular features that continue today, including the *Reader Pipelines* story and a rules and regulations column, have debuted, giving *Pumper* a broader educational appeal.

And a new way of communicating emerges. A story promotes the use of the Internet for business building, explaining to readers how to access government regulations and supplier Web sites with a few clicks of a computer mouse. It's interesting to note, though, that the behemoth Google is absent from the list of early favored search engines. In the same issue, an ad promotes the *PumperWeb* site.

Northwestern Manufacturing & Sales offers a 2,500-gallon basic vacuum tank for \$5,075. The Truck Stop classifieds feature a 1987 International vac truck with a 3,500-gallon tank, full rear open door, three-stage hoist and Moro pump for \$34,000.



5 years ago ...

Though it developed into the most trusted news source for the industry long before this, the June 2004 *Pumper* shows a new maturity as a publication dedicated to professional service providers. Refined graphic design, ever-better photography and a serious approach to its education mission has made *Pumper* an attractive must-read tool for the industry. At 136 pages, the issue is full of advertising and editorial content, including the first of a special series of articles profiling industry pioneers.

In the cover story, Idaho pumpers LaVar and Cathy Hunter of Parker's Septic Tank Service and Portable Toilet Rental explain how they devised a cost-effective dewatering solution to combat rising septage and grease disposal costs. In a second contractor profile, Charles Perna Jr., owner of Perna Wastewater Management, explains how customer care and professional service helped his family company grow.



THOUGH IT DEVELOPED INTO THE MOST TRUSTED NEWS SOURCE FOR THE INDUSTRY LONG BEFORE THIS, THE JUNE 2004 PUMPER SHOWS A NEW MATURITY AS A PUBLICATION DEDICATED TO PROFESSIONAL SERVICE PROVIDERS.

Building Businesses TOGETHER

By Jim Kneiszel

Frunk King admits that he was “as green as they come” when he started a pumping business in Lowell, Mass., in the 1960s. He didn’t know much about efficient pumping, and knew even less about the equipment necessary to do the job right.

When he needed a new pump for his first truck, he said a local contractor took advantage of his ignorance. “I paid \$8,500 to have it installed. The guy ripped me off, big time.”

Then the new *Midwest Pumper* paper arrived on his doorstep, helping answer some of his troublesome service issues and showing King that there were companies across the United States that specialized in serving his industry with trucks, repair parts and accessories. The information tables were turned. King felt enlightened.

“The first time I got the *Pumper*, it opened a whole new world to me. That magazine, point blank, became a bible for me on how to run my business,” recalls King, who still owns and operates Action King Services. “Once I got onto it, (the magazine) put me so far ahead of the other people. It lifted me up.”



Frank King

Industry leaders say *Pumper* provides a critical link between product manufacturers and service providers, as well as a forum to build professionalism

Vanderveen recalls a day when pumpers didn’t follow health and safety standards, when seeing a clean, uniformed technician was a rarity, when trucks were often dirty and riddled with rust. After many years of *Pumper* featuring contractors who follow best business and environmental practices, however, examples of poor service providers are increasingly hard to find, Vanderveen says.

“*Pumper* has really educated the industry and improved the industry so much,” he says. “It has educated so many people about how to properly care for a septic tank, the groundwater and everything else.”

In the early days, Vanderveen reflects, there was little concern over health issues, for example, with few contractors even wearing gloves while on the jobsite. It’s different today, and he gives some of the credit to *Pumper* profiles that showed companies doing things the right way.

“You see some very good operators out there that really run an excellent business. They’re very well-organized; they educate their employees and their customers and are doing a good job,” he says. “It’s with the education process that *Pumper* made a lot of difference.”



Hank Vanderveen

“THE FIRST TIME I GOT THE *PUMPER*, IT OPENED A WHOLE NEW WORLD TO ME. THAT MAGAZINE, POINT BLANK, BECAME A BIBLE FOR ME ON HOW TO RUN MY BUSINESS.”

Frank King

MAKING CONNECTIONS

Before the first *Pumper* was distributed in June 1979, contractors like King were left on their own to find and adapt to new technology. At the same time, manufacturers of products related to the liquid waste industry had no effective way to reach their market of hardworking service providers.

The unassuming — some might say rudimentary — *Pumper* newspaper brought the industry together as a cohesive unit. It shared time-saving technologies and products with contractors who toiled in towns large and small across America. It gave pumpers a forum to discuss better maintenance techniques, standards of professionalism and — perhaps most importantly — ways to better serve customers and the environment.

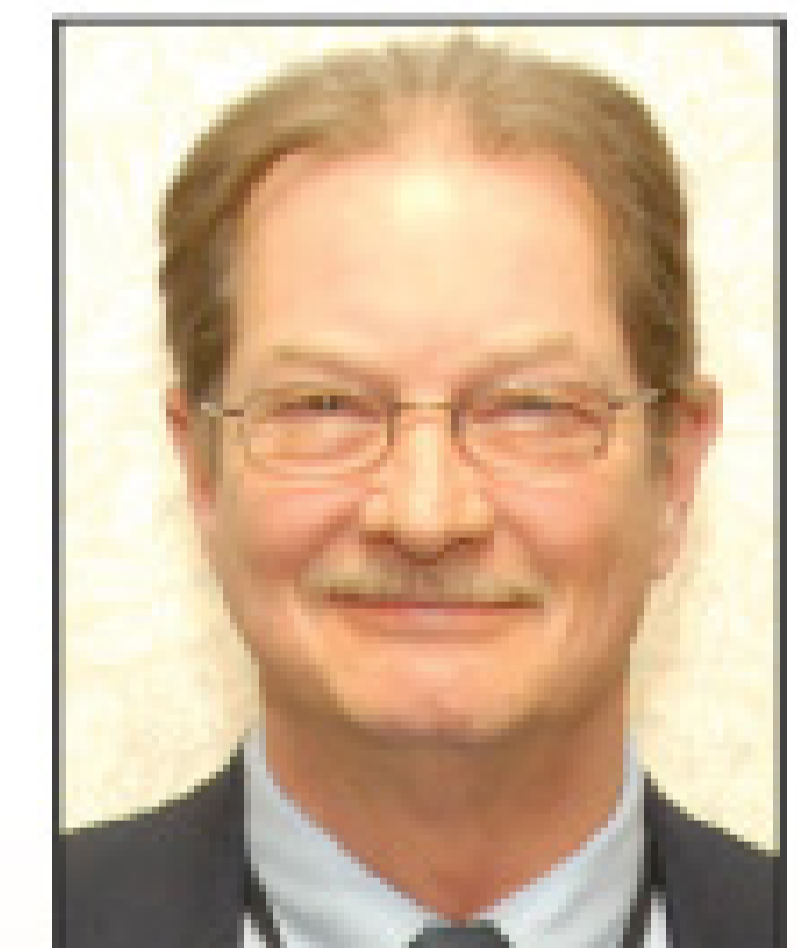
It’s undeniable that the paper, which evolved into the glossy magazine it is today, helped many manufacturers and suppliers grow their businesses by focusing on an unserved niche market of equipment buyers, according to Hank Vanderveen, a longtime salesman in the industry. But Vanderveen, currently with Amthor International, says *Pumper* has an important legacy in raising standards of professionalism in the industry, from the tech on the truck on up through the ranks.

PUMPERS RESPONDED

Rick Howe of Cape Cod Biochemical Co. recalls being skeptical about the potential for a trade publication for the pumping industry when he placed an ad for his products in issue No. 1. He didn’t know if the industry was ready to support the paper, and he frankly didn’t think much of the quality of the first eight-page issue. He’s happy 30 years later to admit he was wrong.

“The pumpers were really hungry for something like this. You could quickly see them solidifying around the paper,” says Howe, who has advertised in every issue of *Pumper*. He’s also been a part of every tradeshow sponsored by COLE Publishing, first called the International Liquid Waste Haulers Equipment & Trade Show, and now the *Pumper* & Cleaner Environmental Expo International.

“*Pumper* really set the standard as the industry grew, and started to see some of the problems that existed in the industry,” Howe says. He



Rick Howe

“YOU SEE SOME VERY GOOD OPERATORS OUT THERE THAT REALLY RUN AN EXCELLENT BUSINESS. THEY’RE VERY WELL ORGANIZED; THEY EDUCATE THEIR EMPLOYEES AND THEIR CUSTOMERS AND ARE DOING A GOOD JOB. IT’S WITH THE EDUCATION PROCESS THAT *PUMPER* MADE A LOT OF DIFFERENCE.”

Hank Vanderveen

30 years

“WE SPEAK WITH ONE VOICE AND IT’S A PRETTY BIG VOICE. NAWT AND COLE SPENT A TREMENDOUS AMOUNT OF TIME WITH THE EPA TO FORMULATE REGULATIONS EVERYBODY COULD LIVE WITH.”

Rick Howe

mentions the active role the industry took in forming groups like the National Association of Wastewater Transporters Inc., and advocating for smart environmental regulations through the U.S. Environmental Protection Agency.

“We speak with one voice and it’s a pretty big voice,” Howe says. “NAWT and COLE spent a tremendous amount of time with the EPA to formulate regulations everybody could live with.”

According to Howe, Cape Cod Biochemical’s growth mirrored that of COLE Publishing, which started with *Pumper*, but now includes seven trade magazines and the Expo. Through the years, the magazine has played a key role in linking his business to customers, he says.

FAIR AND HONEST

Andy Gump Inc. had already built a reputation in the industry by the time *Pumper* launched, but Barry Gump, son of founder M.Z. “Andy” Gump, still found the magazine a revelation for its wide array of product advertisers. Gump recalls that it was in the 1980s when the publication started catching his eye.

“All of the sudden we realized there was a source of information that could be valuable to us. It’s a vast industry, and the *Pumper* has been a great resource, representing a lot of the companies manufacturing equipment important to our needs,” he says. “As (the magazine) expanded with features and articles, it was always enlightening and helped us with our decisions on how we could be better.”

Gump has been proud to see his family company featured in *Pumper* several times over the years. Andy Gump was honored as an industry pioneer when the magazine celebrated its 25th anniversary. The younger Gump says the stories featuring his family are framed and on display at the company’s Santa Clarita, Calif., headquarters.

“If you’re fair and honest and do a good job, you’re like cream and you’ll rise to the top and people are going to like and respect you,” Gump recalls of advice frequently given to him by his father. “The *Pumper* has been like that for the whole industry.”



Barry Gump

‘It’s Made Us

A BETTER COMPANY BY FAR’

Readers say *Pumper* continues to be a trusted source of information about equipment and business building techniques

At the 2009 *Pumper* & Cleaner Environmental Expo International, we asked readers what impact *Pumper* has had on the growth and development of their liquid waste businesses. They said the magazine offered a helping hand from business startup and continues to inform them about exciting new technologies in the industry. Here’s what a few subscribers had to say about *Pumper* on the eve of this 30th anniversary issue:

“IN 20 YEARS, WE WENT FROM ONE VAC TRUCK, 40 PORTABLE TOILETS AND ONE PICK-UP SERVICE TRUCK TO A FLEET OF 13 VEHICLES. WE’VE BUILT A FAIRLY DECENT BUSINESS ON SOME PRINCIPLES I LEARNED FROM PUMPER 20 YEARS AGO ... IT MADE OUR BUSINESS MUCH MORE PROFITABLE.”

Andy O’Brien

ANDY O’BRIEN

Grand Bend Sanitation

When Andy O’Brien saw a copy of *Pumper* at a supply house in 1989, he knew he’d found a trusted business partner, and subscribed right away.

“I build a fair bit of my own equipment, and I gained a lot of knowledge from reading different articles over the years,” says O’Brien, the owner of Grand Bend Sanitation in Grand Bend, Ontario, Canada, a septic pumping and repair company.

“It always provides information about a lot of little things, like the way someone does something, and we follow it and make our business better.”

O’Brien recalls how he particularly benefited from an article written by plumbing-industry guru Frank Blau about determining the costs of doing business and how to adequately mark up materials and services. After reading the article, O’Brien attended a Blau seminar at a *Pumper* and Cleaner Environmental Expo International.



Andy O’Brien

“THE BIGGEST VALUE IS READING ARTICLES ABOUT THE DIFFERENT WAYS PEOPLE RUN THEIR COMPANIES ... SOME OF THE IDEAS WE READ ABOUT WE IMPLEMENT, AND SOME WE MODIFY TO FIT OUR COMPANY AND GO FROM THERE ... IT’S MADE US A BETTER COMPANY BY FAR.”

Robert Burns

“If there’s one thing that really improved our business, it was that article and that seminar,” O’Brien says. “It made our business much more profitable. In 20 years, we went from one vac truck, 40 portable toilets and one pickup service truck to a fleet of 13 vehicles. We’ve built a fairly decent business on some principles I learned from *Pumper* 20 years ago.”

PHIL MATHEWSON

Mathewson Companies Inc.

To gain an edge over competitors, Phil Mathewson relies on *Pumper* magazine.

“About eight years ago, I saw an ad for video inspection systems for smaller septic and sewer lines,” says Mathewson, president of Mathewson Companies Inc. in Hancock, N.H., a company that inspects and cleans sewer and septic lines, installs septic systems and does excavating and paving. “At the time, that kind of product was unheard of around here. I knew there were cameras made for larger sewer lines, but not for smaller lines at a reasonable price.”

Mathewson bought the camera, and it has provided a competitive advantage ever since.

“Before, repairing a (septic) line often times meant digging up a yard until we found the problem, which could cost \$3,000 to \$5,000,” he says. “Now we charge \$300 for a camera inspection, then can usually do the repair for under \$1,000. So the camera has really brought down the cost on the other end. Overall, it allows us to do more jobs per year, and do them much more efficiently. *Pumper* helps make us a smarter and stronger company.”



Phil Mathewson

ROBERT BURNS

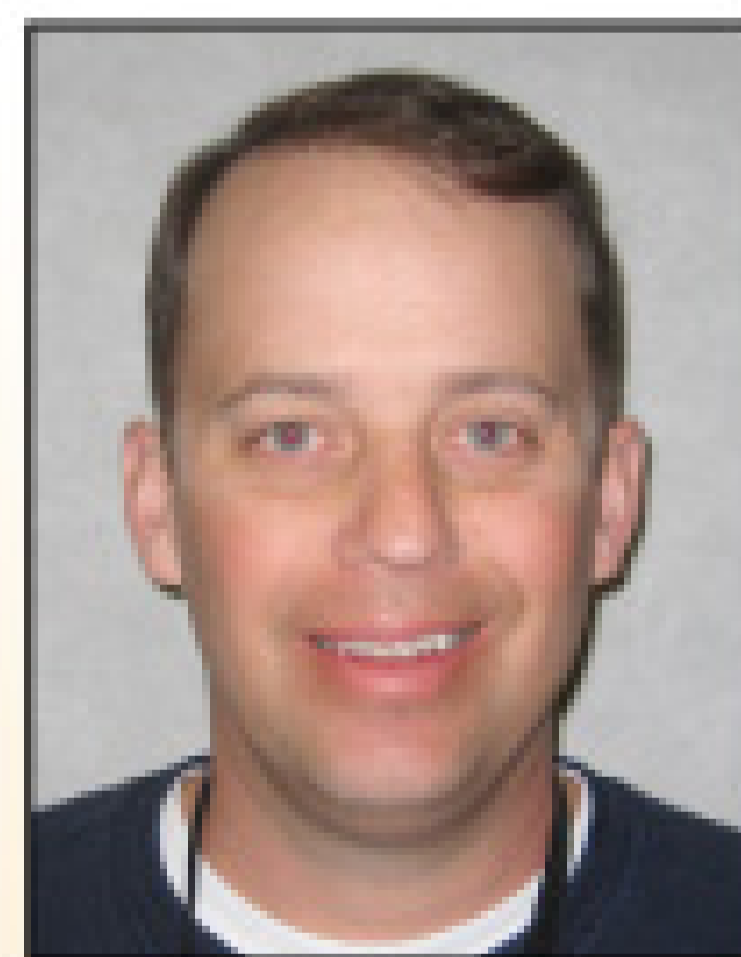
B&B Drain Tech

Robert Burns started reading *Pumper* about 12 years ago, after he established B & B Drain Tech, a septic, sewer and drain services outfit in Milan, Ill. Since then, *Pumper* has consistently helped Burns boost his knowledge about the industry.

“It’s a good magazine,” he says. “I use it for my guys to study up. We read a lot of the articles about how other companies do things and how they save money, as well as good advertisements about new products. Then we come to the (Expo) to see how the stuff works. It’s really helpful to my business.”

Pumper provides Burns with new insights about running his business more efficiently.

“The biggest value is reading articles about the different ways people run their companies,” he notes. “For example, you might read about a better way to collect payments. Some of the ideas we read about we implement, and some we modify to fit our company and go from there. We use little pieces from here and little pieces from there. It’s made us



Robert Burns

a better company by far.”

Burns also uses *Pumper* to stay abreast of new technology.

“It’s very important to stay on top of everything, especially new technology,” he says. “If a new product comes out and if you don’t have it, by the time you find out about it, it may be too late — all your competitors have it, and you’ve lost out. *Pumper* helps us learn about new products that keep us competitive.”

NEIL BATESON

Bateson Enterprises Inc.

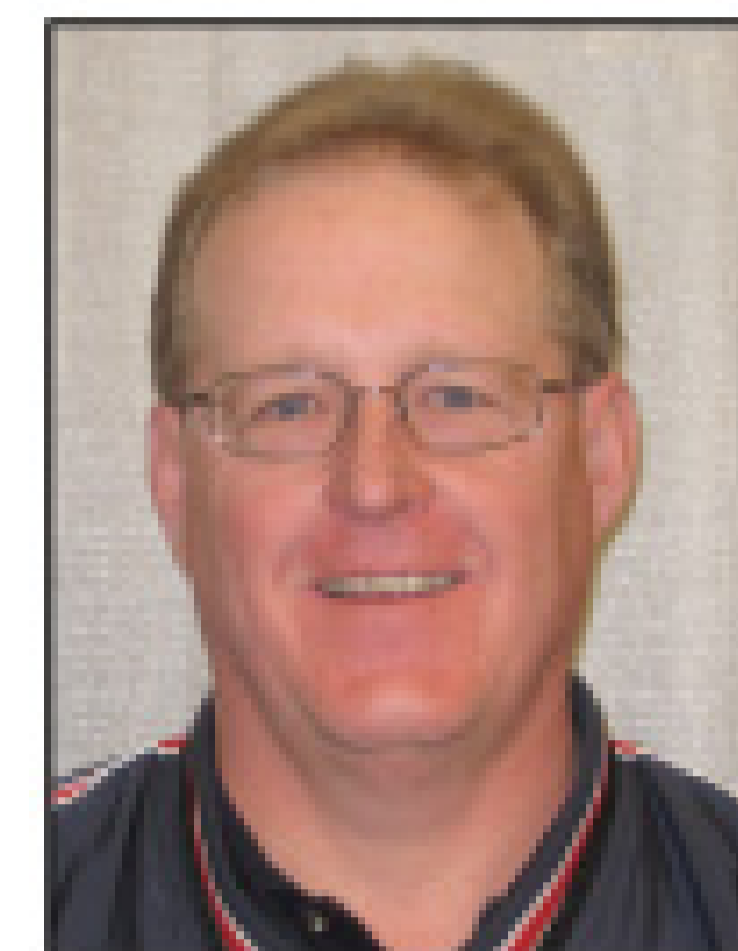
“I’ve been reading *Pumper* for 15 or 20 years,” says Neil Bateson, the owner of Bateson Enterprises Inc., a septic services provider in Andover, Mass. “It’s a good magazine — very informative. It provides a lot of information about new products. The (buyer’s guide) is especially useful. I learn about everything from pumps to alarms to new kinds of filters.

“Without the magazine, I’d be scrambling all the time,” he continues. “It saves me from a lot of running around. The more information you have, the more efficiently you can run your business.”

Bateson credits *Pumper* with greatly improving his company’s productivity over the years. That’s because he saw an advertisement in the magazine for a pipe inspection camera.

“In Massachusetts, we have a law that requires a septic system inspection every time a house is sold,” Bateson says. “We have to dig up the cover and make sure the tank isn’t leaking ... then find the D-box and snake it out and make sure it’s not corroded or deteriorating.

“Without any measurements, this can be a real bear. But the inspection camera, combined with a locator, saves me at least a couple hours on every job. The camera cost me about \$4,000 15 years ago, and that was money well spent.”



Neil Bateson

DOMINIC PALAZZOLO

Illini Septic Service

For about 10 years, Dominic Palazzolo has relied on *Pumper* to help him make sound, cost-effective purchases of new equipment.

“I enjoy reading articles about the different pumpers out there and what they do, and all the different equipment they use,” says the co-owner of Illini Septic Service in Springfield, Ill. “But I really like how the magazine shows the different prices for pump trucks, so I can gauge the average prices that trucks are bringing on the market. It gives me an idea of what our equipment is worth.”

Palazzolo recently put that information to good use while he was considering the purchase of two new trucks for his business, which focuses on cleaning and installing septic tanks and pumping grease traps, as well as opening clogged sewer and drain lines.

“Basically, we kept seeing two different companies advertising their new trucks in the magazine, which gave us a good idea of what they were worth,” Palazzolo says. “When we came to the *Pumper* & Cleaner Expo, we bought two new pump trucks, based on what we learned from the magazine.” ■



Dominic Palazzolo

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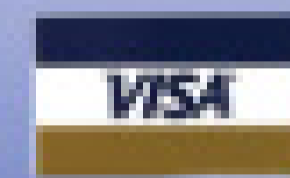
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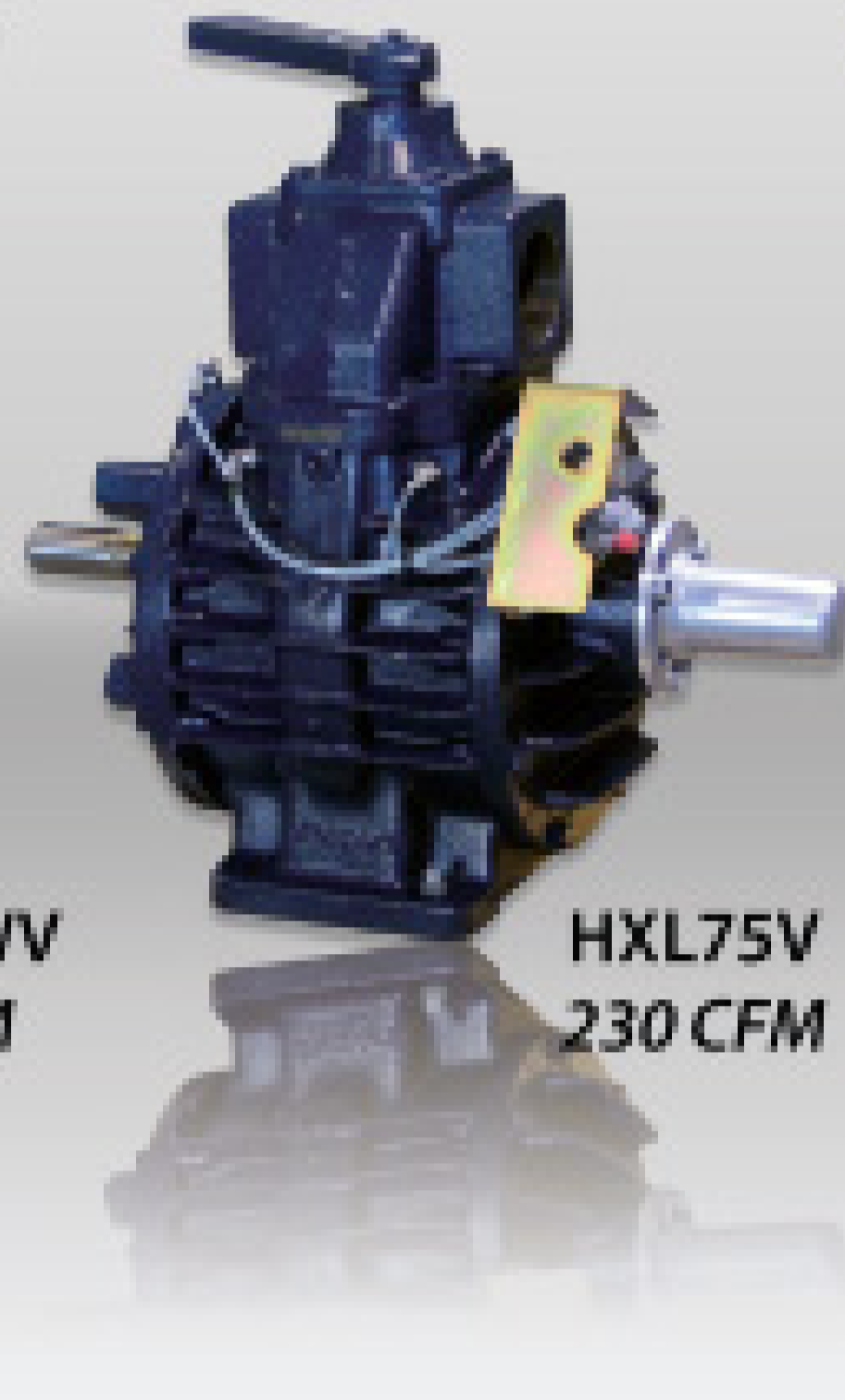


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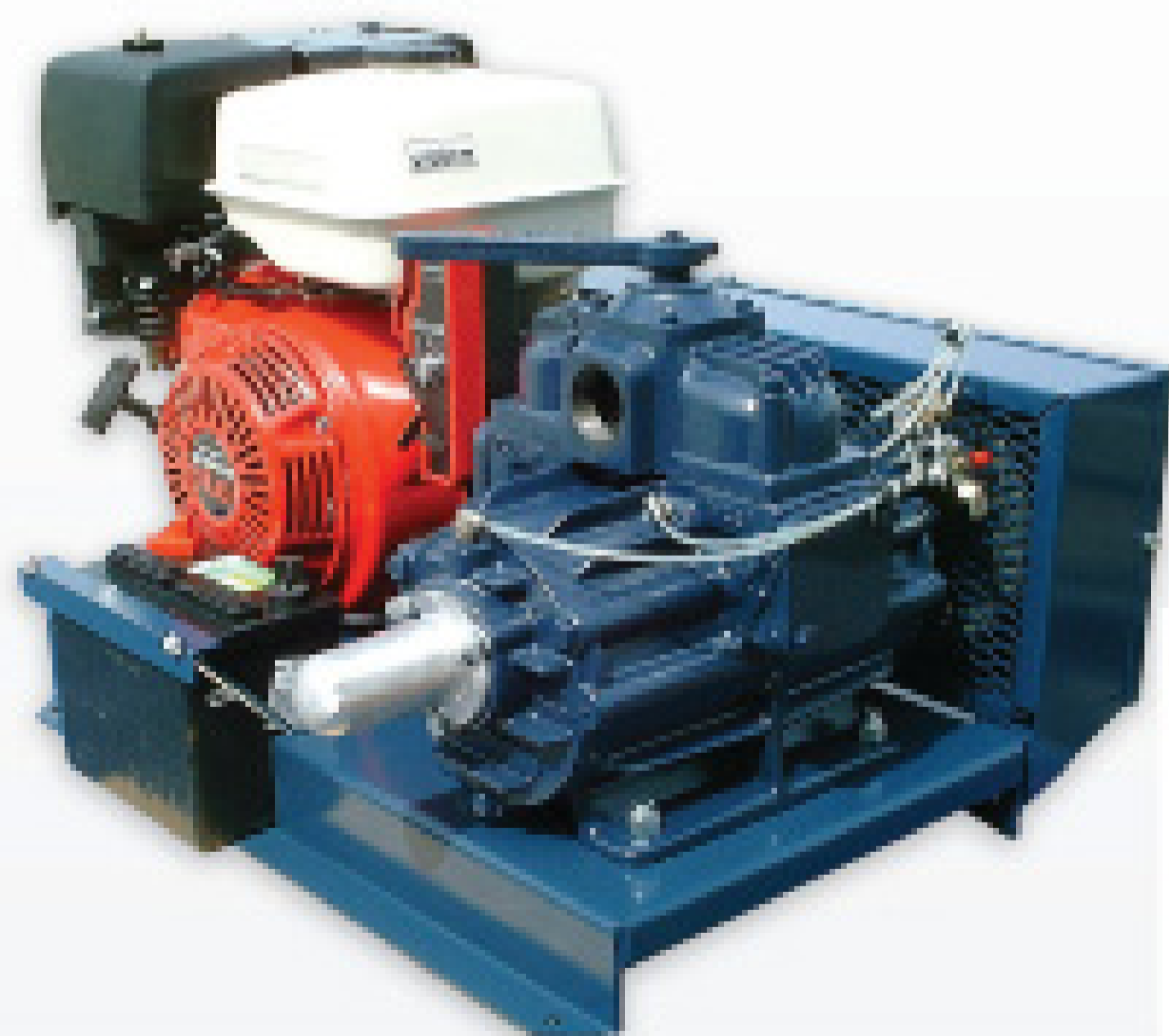
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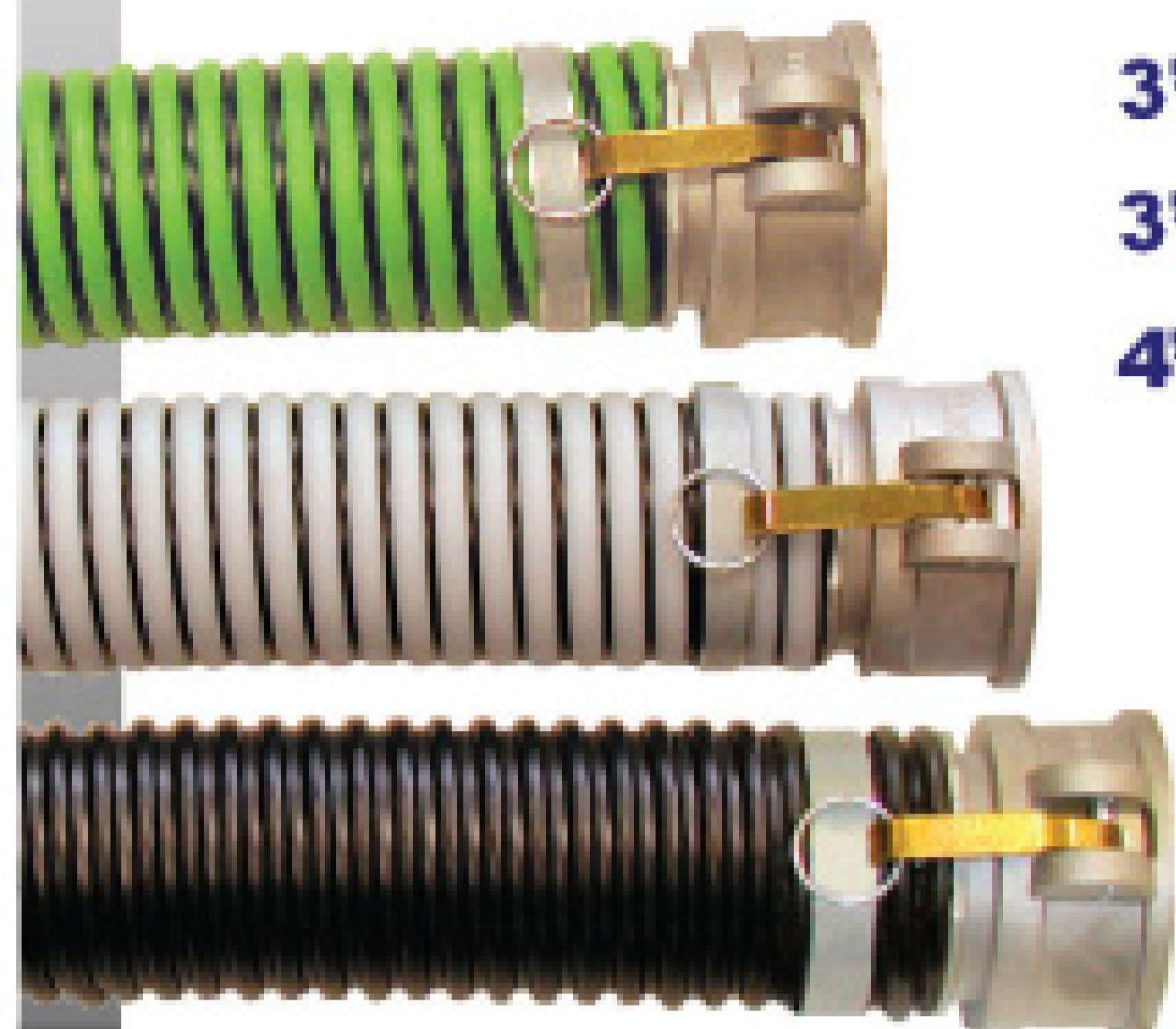
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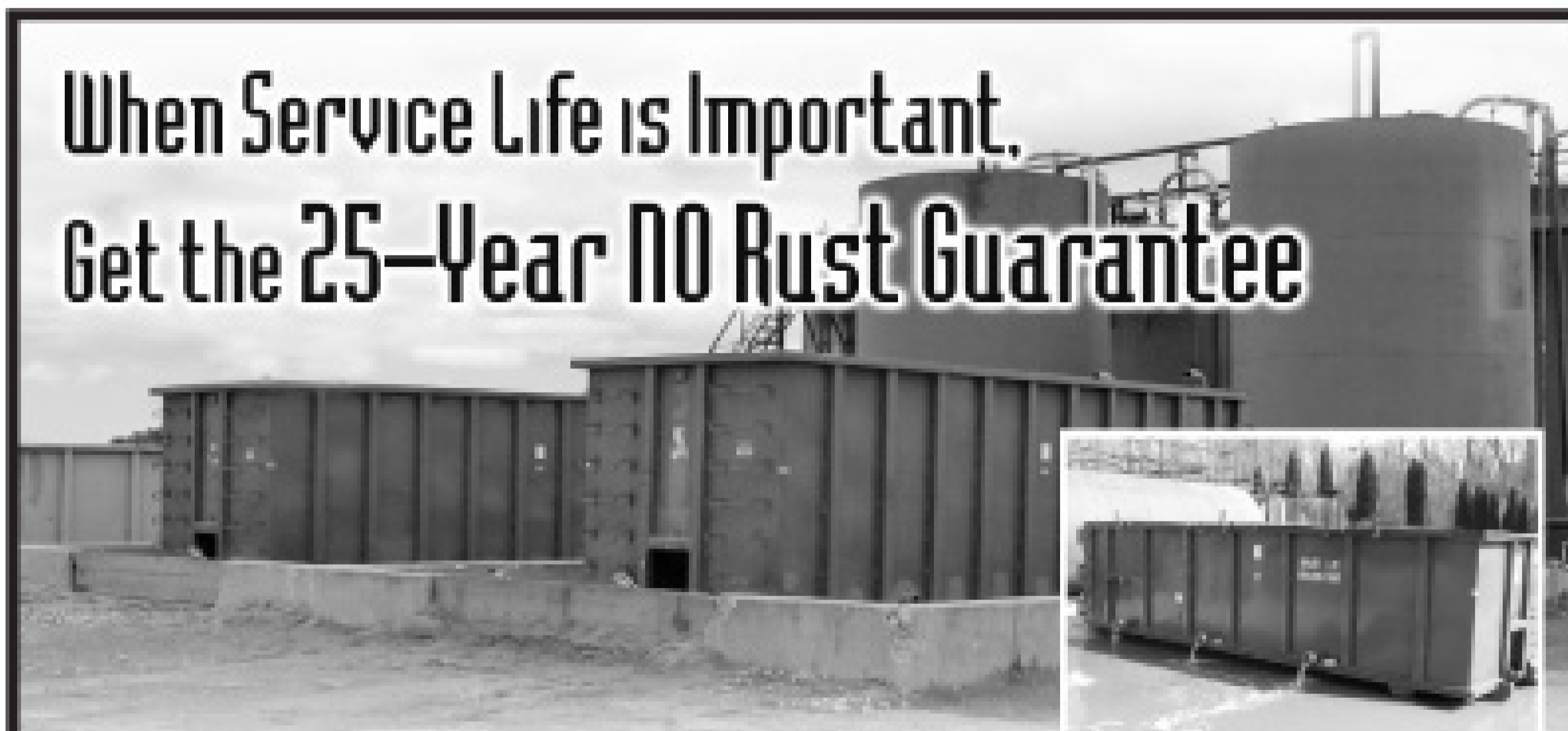


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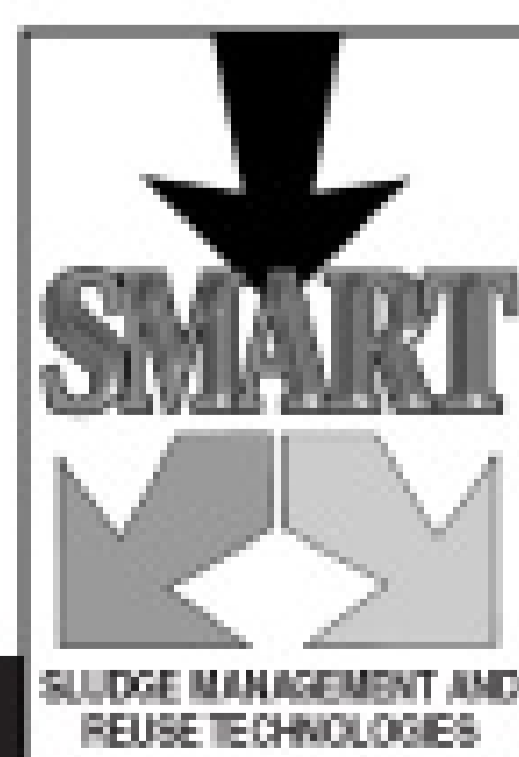
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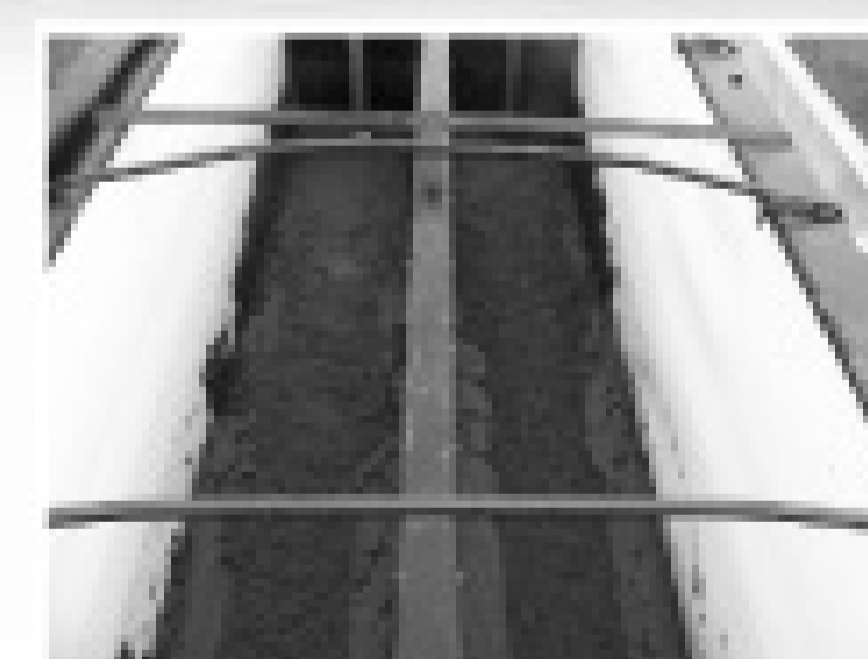
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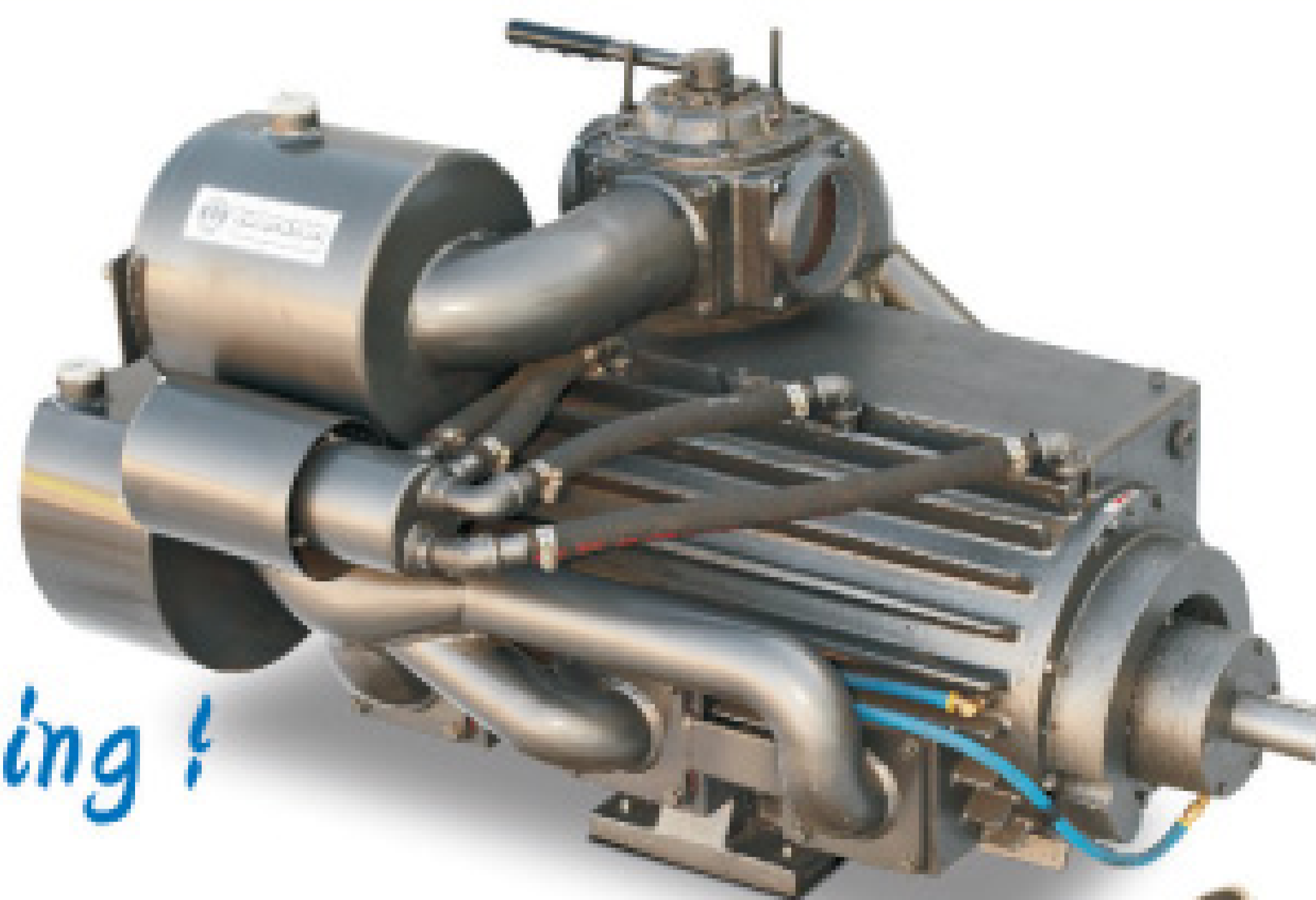
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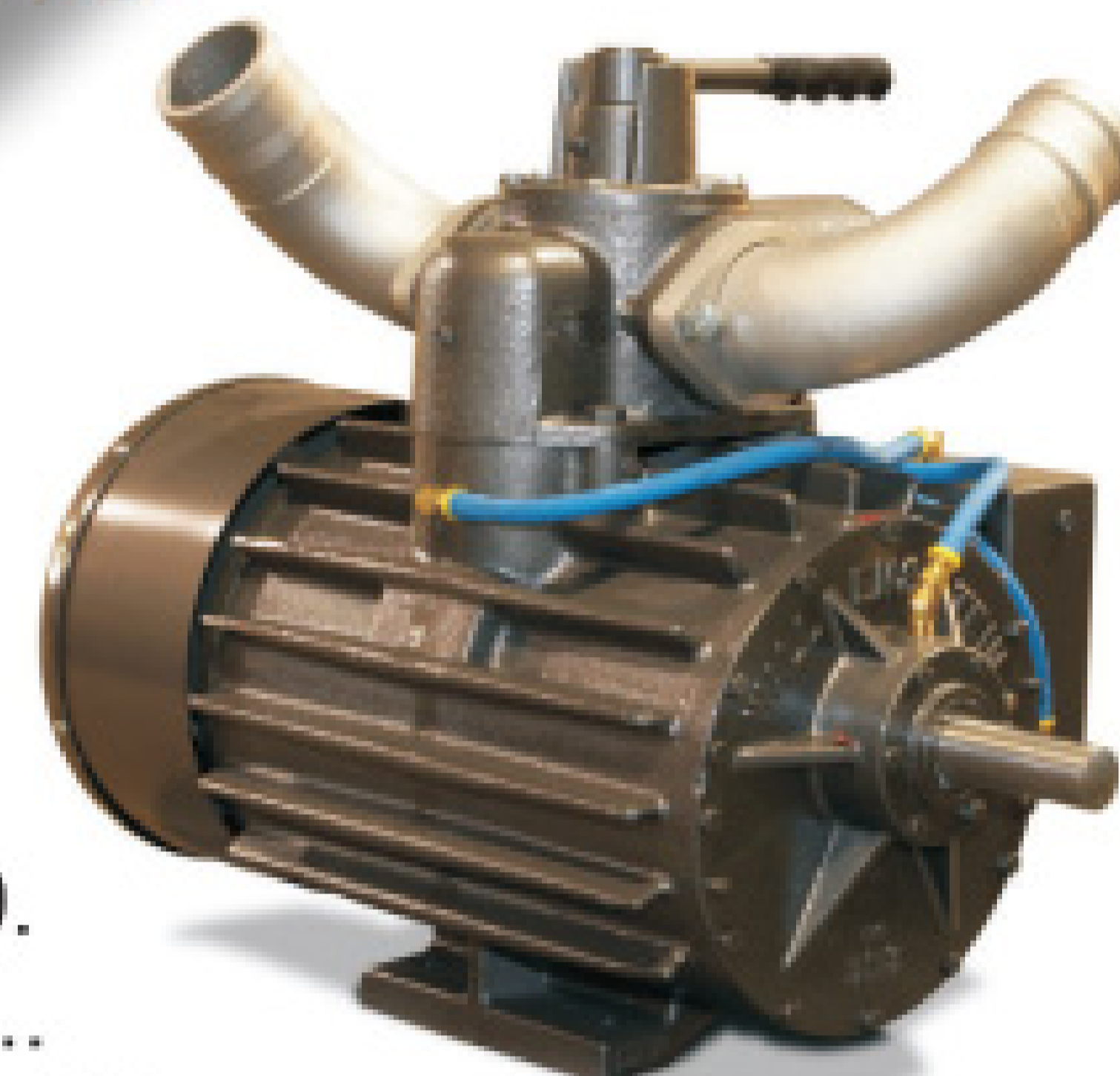
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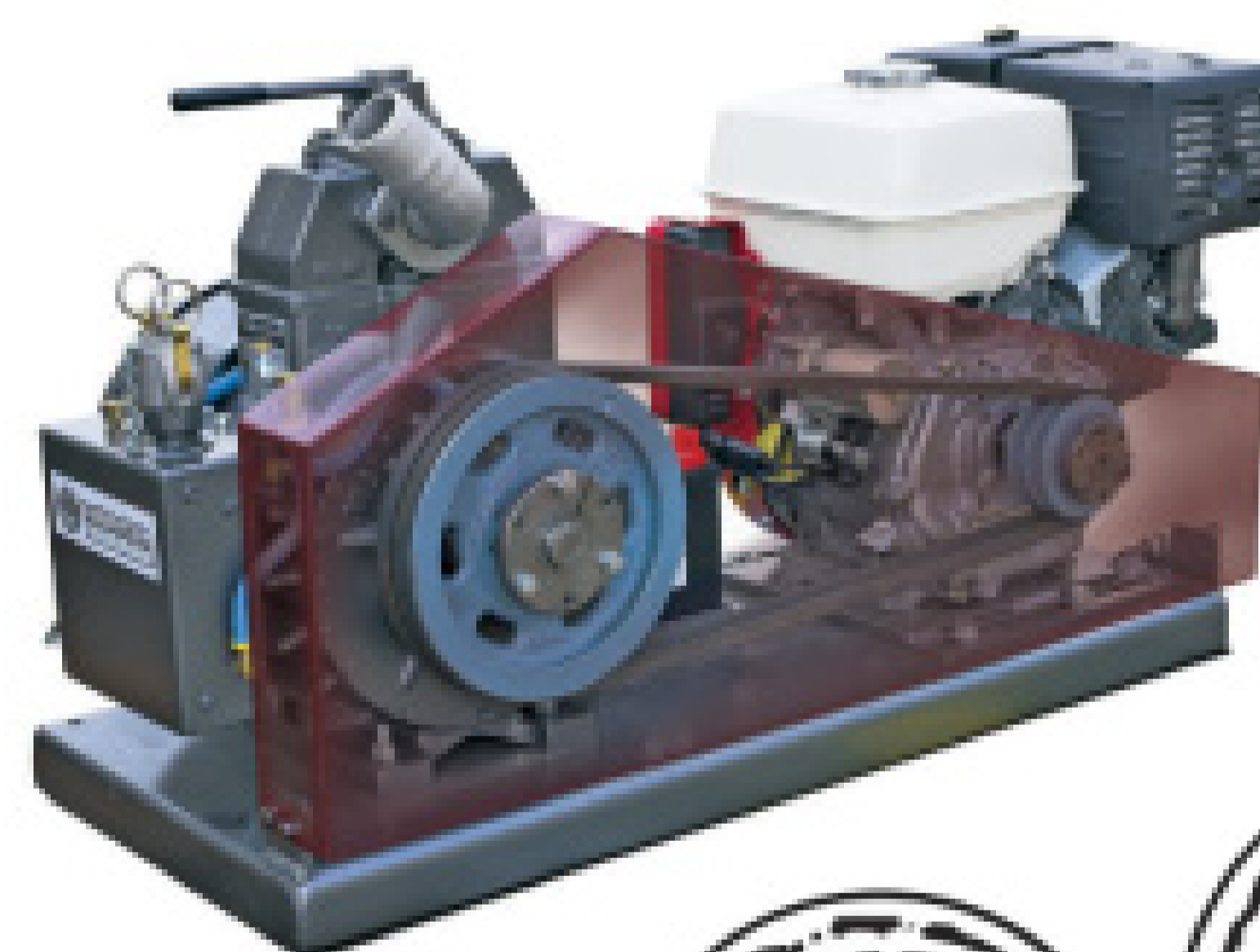
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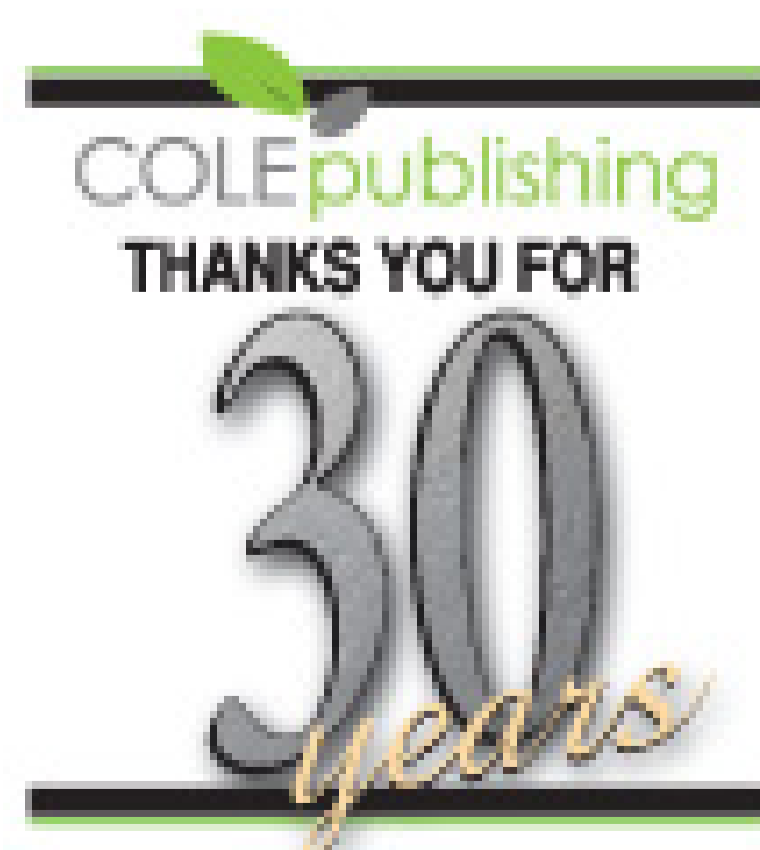
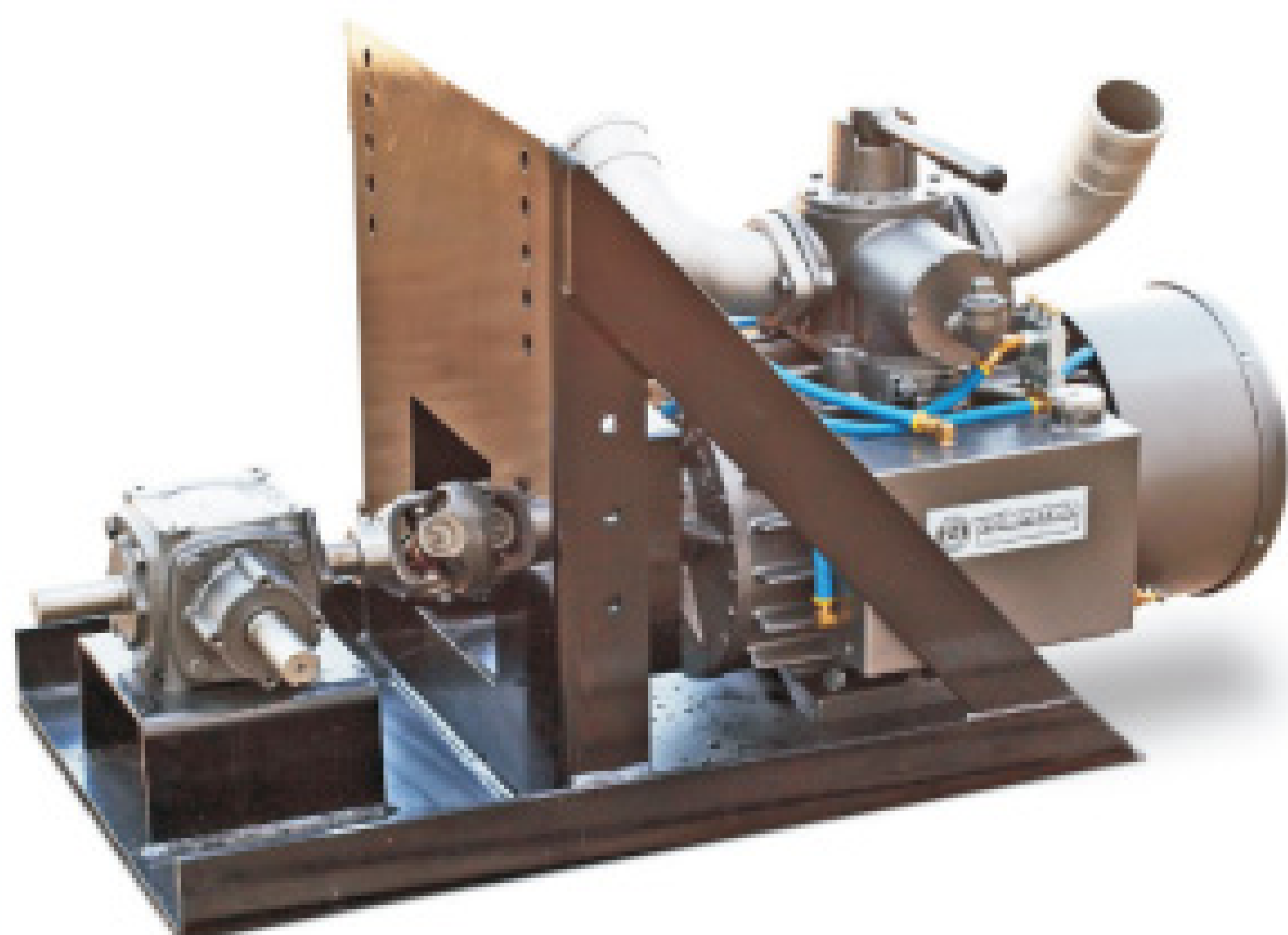


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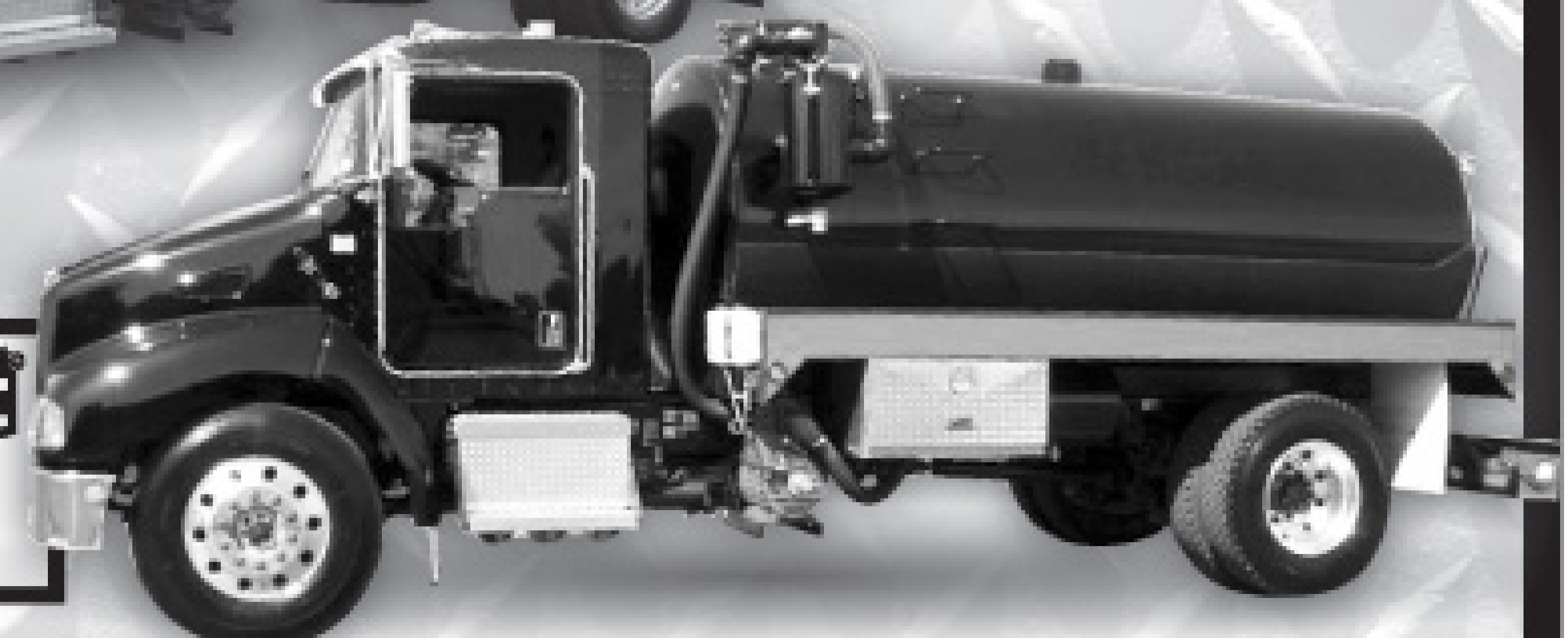
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GREEN ACRES

Jody Forest adjusts the polymer feed at his waste treatment facility. (Photography by J. Addison Barbour)



With a new dewatering plant and friendly farm partnership, Iowa's Forest Septic Tank Service turns septage land spreading from a liability to a business asset

By
Scottie Dayton

Two major events in the summer of 2007 swiftly changed the focus of Forest Septic Tank Service in Des Moines, Iowa, a small, old-line traditional pumping company with two trucks and two drivers.

Profile

**Forest Septic Tank Service/
Accurate Dewatering Services Inc.**
Des Moines, Iowa

Owners: Jody and Penny Forest

Founded: 1918

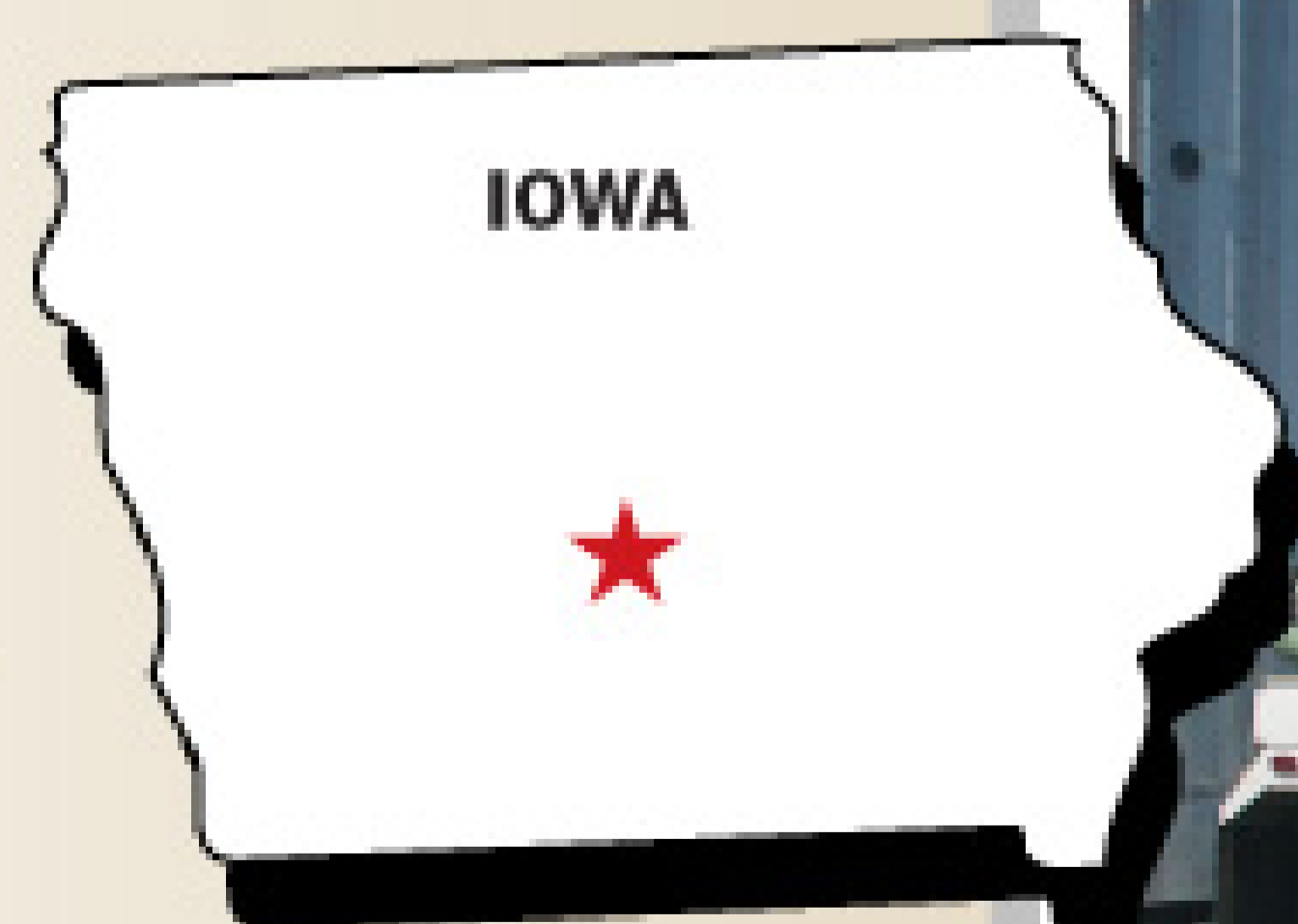
Employees: 7

Services: Septic and grease trap cleaning, onsite inspections, maintenance service agreements, commercial pit cleaning and dewatering

Service area: 50-mile radius of Des Moines

Associations: National Association of Wastewater Transporters Inc.; Iowa Onsite Waste Water Association

Web site: www.forestseptic.com



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Tyler Forest (left) and his father, Jody. Tyler runs the company's grease hauling division.



Jerry Heckman, plant superintendent, adjusts the sludge agitator (left) and adds polymer to the waste that's treated in the 50- by 70-foot facility.

year later, its fully operational Accurate Dewatering Service Inc. was featured in a presentation at the National Association of Wastewater Transporters Inc. Waste Treatment Symposium in Missouri.

In the course of a year, Iowa had its first privately owned septage dewatering facility up and running.

WANTED TO STAY SMALL

"I had every intention of keeping the business small," says Forest, 48, who bought the company in 1986 when George Forest retired.

"Dad and his brother, Bill, were partners for more than 30 years. They each drove a pump truck and never had an employee."

The company hired its first employee to drive the second 1975 Chevy C65 gasoline-powered vacuum truck with 1,500-gallon tank. For 10 years, the two men pumped sep-

tic tanks and car washes within 50 square miles of Des Moines. Penny Forest, Jody's wife, was employed full time elsewhere, but did the company bookkeeping on weekends in their home office.

Jody Forest handles all the calls and dispatches the jobs. "Our customers have always spoken to the men in charge, and have many questions that Penny or our office helper can't answer," he says. "One of the most important lessons I learned from Dad is that no matter how behind or busy you are, a good businessman always takes time for the customer." The Forests believe this personal touch and a quick response to emergencies have contributed to their success.

The business kept growing, and in 2003, Penny Forest started working full time in the office as a paid employee.

Government regulation has played a key

role in Forest building different segments of the business. Early in 2008, the Iowa legislature passed a bill requiring owners of onsite systems with an open discharge to have a service agreement. As a result, Forest's base of customers with maintenance contracts grew to more than 200.

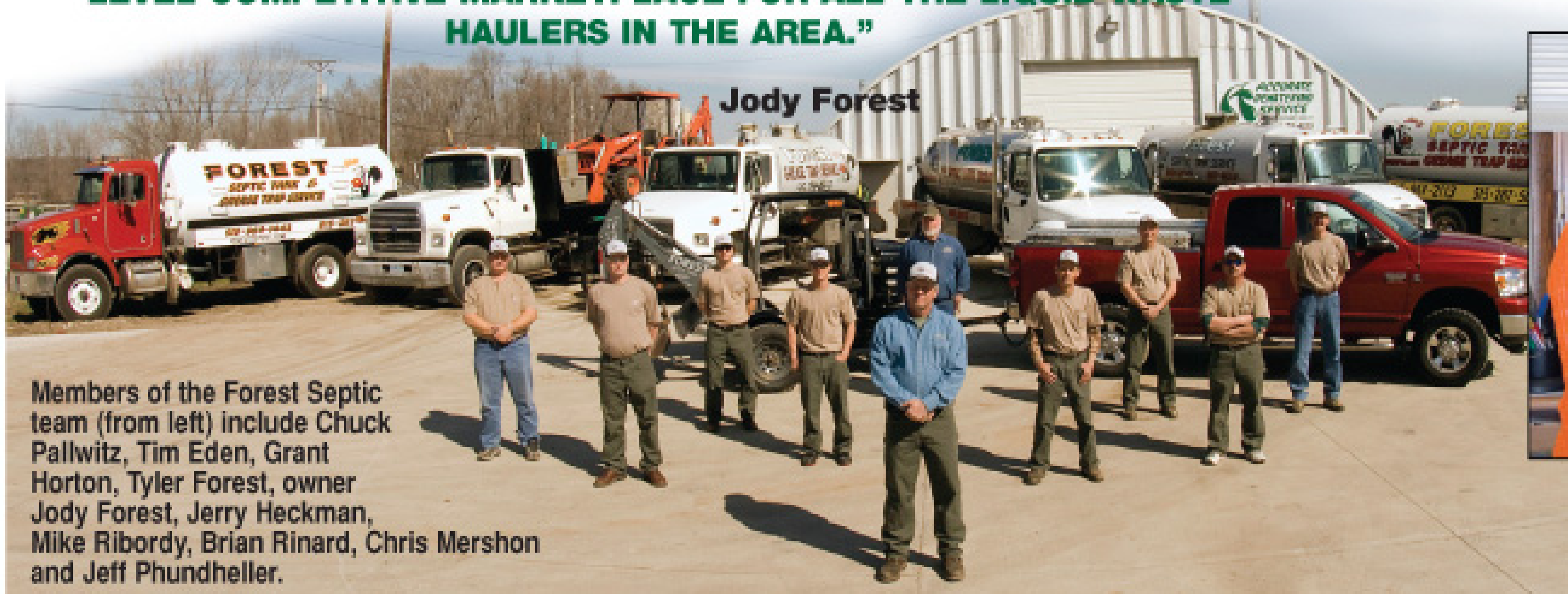
NEW GREASE TRAP RULES

And Iowa's new real estate time-of-sale inspection regulations go into effect this summer, requiring onsite systems to be inspected and have risers added before a property sale is completed.

Forest Septic has a 2004 TMX excavator pulled behind a 2007 Dodge Ram diesel and a 2006 Digger excavator pulled by a 2004 Ford F-250 diesel to do the job. Two certified employees handle all maintenance agreements and time-of-sale inspections.

The "25 percent rule" dramatically increased Forest Septic's grease trap pumping work. Some of the company's 300 customers include restaurants, taverns, schools, daycare centers, churches,

"BY OPENING THE FACILITY TO OTHER HAULERS, WE HOPE TO KEEP COSTS DOWN SO CONSUMERS WILL CONTINUE PUMPING THEIR SEPTIC TANKS WHEN NEEDED. MY OTHER GOAL IS TO MAINTAIN A FAIR AND LEVEL COMPETITIVE MARKETPLACE FOR ALL THE LIQUID WASTE HAULERS IN THE AREA."



Members of the Forest Septic team (from left) include Chuck Pallwitz, Tim Eden, Grant Horton, Tyler Forest, owner Jody Forest, Jerry Heckman, Mike Ribordy, Brian Rinard, Chris Mershon and Jeff Phundheller.



Office staff includes co-owner Penny Forest (left) and Margaret Barbour.

“OUR FAMILY BUSINESS WENT FROM DIPPING WASTE FROM OUTHOUSES WITH LONG OAK-HANDLED SPOONS AND TRANSPORTING IT IN 55-GALLON DRUMS ON A FLATBED TRUCK TO FANCY VACUUM TRUCKS AND DEWATERING SEPTAGE. IT’S PRETTY AMAZING, AND WE COULDN’T BE MORE PROUD OF WHAT WE HAVE ACCOMPLISHED.”

Jody Forest



Grant Horton uses a Wee Vac from Wee Engineer Inc. to clean a grease trap. The portable vacuum is used for traps that can't be accessed by a truck.

nursing homes, bakeries, grocery stores, and caterers — and the number keeps growing.

To handle the volume of grease trap jobs, the couple bought a 2007 Freightliner with a 2,500-gallon aluminum tank from Advance Pump and Equipment in Peosta, Iowa. In early 2008, they bought a 2002 Sterling with a 4,000-gallon steel tank and 350-cfm Wallenstein pump. This February, they replaced the 2000-gallon Ford F-750 service truck with a beefier Peterbilt 330C with 3,600-gallon steel tank. Each added truck meant hiring another employee.

The company also has two 45-gallon Wee Vac units from Wee Engineer Inc. to reach access grease traps that can't be reached by its trucks.

The couple's 22-year-old-son, Tyler, took over the grease hauling division. Trucks discharge at the Des Moines Metropolitan Wastewater Reclamation Authority. The plant charges 3 cents per gallon for grease disposal, which it uses to make methane gas that it burns as fuel and sells.

The fees for septage disposal are another story, though. Haulers are charged \$120 per 1,000 gallons for septage. So when Polk County banned land application, Forest knew he had to come up with a more cost-effective alternative to get rid of the septic waste.

Whether or not to pursue a dewatering solution depended heavily on how much the

pumper would be charged to dispose of effluent from the process into the city sewer system. Forest had a septage sample taken, then asked the wastewater authority to establish the TSS and BOD levels in the water. They were minimal, and so was the annual discharge fee, enabling Forest to continue with the project.

DEWATERING EPIPHANY

The couple bought a 3.5-acre site across the street from the metro wastewater treatment plant, then Forest and Jerry Heckman, a retired farmer and friend, attended the 2007 NAWT Waste Treatment Symposium in Pennsylvania, where they met Therese Wheaton. Wheaton, of Crystal Environmental, is a consultant on how to maintain and optimize dewatering facilities, especially those handling septic and grease trap wastes.

“Seeing the dewatering process in action, talking to the people running the equipment, and meeting Therese lit my rocket,” says Forest, who hired Wheaton to design his system.

“She had real-world scenarios to show how the numbers shook out for other treatment facilities, including costs associated with capital ownership and processing septage,” he says. “Therese knew how to estimate how many gallons would be necessary to make my venture financially feasible. One million is usually the break-even point. We

even discussed labor, maintenance, lime and polymers, and electrical considerations.”

Forest kept the DNR and county health departments apprised of his progress, and the agencies approved the forms without delay. Their letters of endorsement assured the couple's banker that permits were forthcoming — and so was the loan.

“For the last 10 years, we had paid a farmer \$30,000 to \$40,000 a year to land-apply our septic waste,” Forest explains. “Showing this expense to our banker helped get the financing because it proved that Forest Septic alone could provide instant income to the facility. Yes, we're open to other haulers, but we had no guarantee that they would come.”

The couple hired Heckman to run the dewatering facility. “The best advice I can give to pumpers considering building their own dewatering facilities is to find someone like Jerry,” says Forest. “He's a fix-it man who can build and figure out anything.”

LOWER DUMPING FEES

The couple also hired friend and concrete contractor John Shannon of Frontier Construction in Winterset, Iowa, to engineer the underground storage pits and additional concrete work. “We could not have done this without Jerry and John,” says Forest.

Accurate Dewatering Service is sized to process 40,000 gpd. Forest and three competitors dump at the facility, with their combined loads averaging 15,000 to 20,000 gpd. Forest charges \$65 per 1,000 gallons for septage disposal. After going through a severe winter and the associated slowdown of work, Forest still paid all his expenses. Besides being a promising profit center, he believes that having the luxury of a disposal facility 24/7, rain or shine, is a benefit in itself.



Mike Ribordy (left) pumps a septic tank, while a septic system (above) is exposed for a time-of-sale inspection.

1,200-gpm unit. They added a new NEMA 4 control panel. The pre-engineered plant removes plastics, hair, hygienic materials, and other debris.

Sludge is then discharged into two 25,000-gallon underground receiving tanks. Air drawn from the covered grit and storage tanks is blown into a biofilter (bed of wood chips) alongside the building for odor control.

Heckman adds lime to adjust the pH level in a storage tank before a Bornemann sludge pump sends a batch to the 30-cubic-yard stainless steel Detainer dewatering box from Atlantic Dewatering Services. It holds 14 tons and Heckman is processing three to four loads a week. The dewatering process uses the Polymaster polymer delivery system with Gatlin mixer from Neptune Chemical Pump Company Inc. He land-applies the cake on his farm.

Forest advises haulers considering a dewatering plant to attend a NAWT Waste Treatment Symposium and visit existing facilities. His door is open to anyone pumping a million or more gallons of septage per year.

LOOKING AHEAD

Forest Septic pumped 2 million gallons last year, and new accounts keep arriving. "I grew the business for the benefit of our customers," says Forest. "We'll hire one or two more employees this year just to pump grease traps and onsite systems for real estate sales." If business at Accurate Dewatering accelerates, Forest will purchase a belt press. Meanwhile, the dewatering box is the most economical approach.

The couple recently accomplished a long-term business goal, providing full benefits to their employees. They pay 100 percent of health and

Land Application for the New Millennium

Jody Forest opened Accurate Dewatering Service in Des Moines, Iowa, after Polk County banned land application of septage. His Forest Septic Tank Service spread a million gallons per year.

The facility, sized to process 40,000 gpd, discharges treated effluent to the city's wastewater treatment plant and land-applies some 3,000 tons of dry cake on Jerry Heckman's 400-acre grain farm 30 miles away. Heckman also operates the dewatering facility.

Forest purchased a used 1986 LN 8000 tandem Ford roll-off truck with a pusher and hook-lift to haul the cake. Heckman stores it in a covered 50- by 50- by 9-foot-deep concrete storage containment pit dug specifically for that purpose, then adds lime and mixes it using a 236 Caterpillar skid-steer before land-applying it with a manure spreader.

"The landfill charges \$50 a ton for our cake," says Forest.

"The money Jerry saves me by land-applying the cake more than covers his salary."

During the growing season, Heckman spreads the cake on 10 acres that are left fallow to build up the fertilizer value in the soil. The following spring, those acres are planted in grain and the next 10 acres receive the cake.

"Provided we apply on less than 200 acres a year, we don't need a permit," says Forest. "However, the Department of Natural Resources requires quarterly testing to verify that the cake meets the required health standards."

How much cake Heckman spreads depends on how much nitrogen the intended crop will use. The cake is almost odorless.

dental insurance, and offer a 401(k) retirement plan, partially matching employee contributions.

This summer, they plan to build a six-bay shop near the treatment plant and perform their own equipment maintenance. They will heat the shop using waste oil pumped from a customer, and burn the waste oil from their trucks to heat the dewatering facility.

"Our family business went from dipping waste from outhouses with long oak-handled spoons and transporting it in 55-gallon drums on a flatbed truck to fancy vacuum trucks and dewatering septage," says Forest. "It's pretty amazing, and we couldn't be more proud of what we have accomplished." ■

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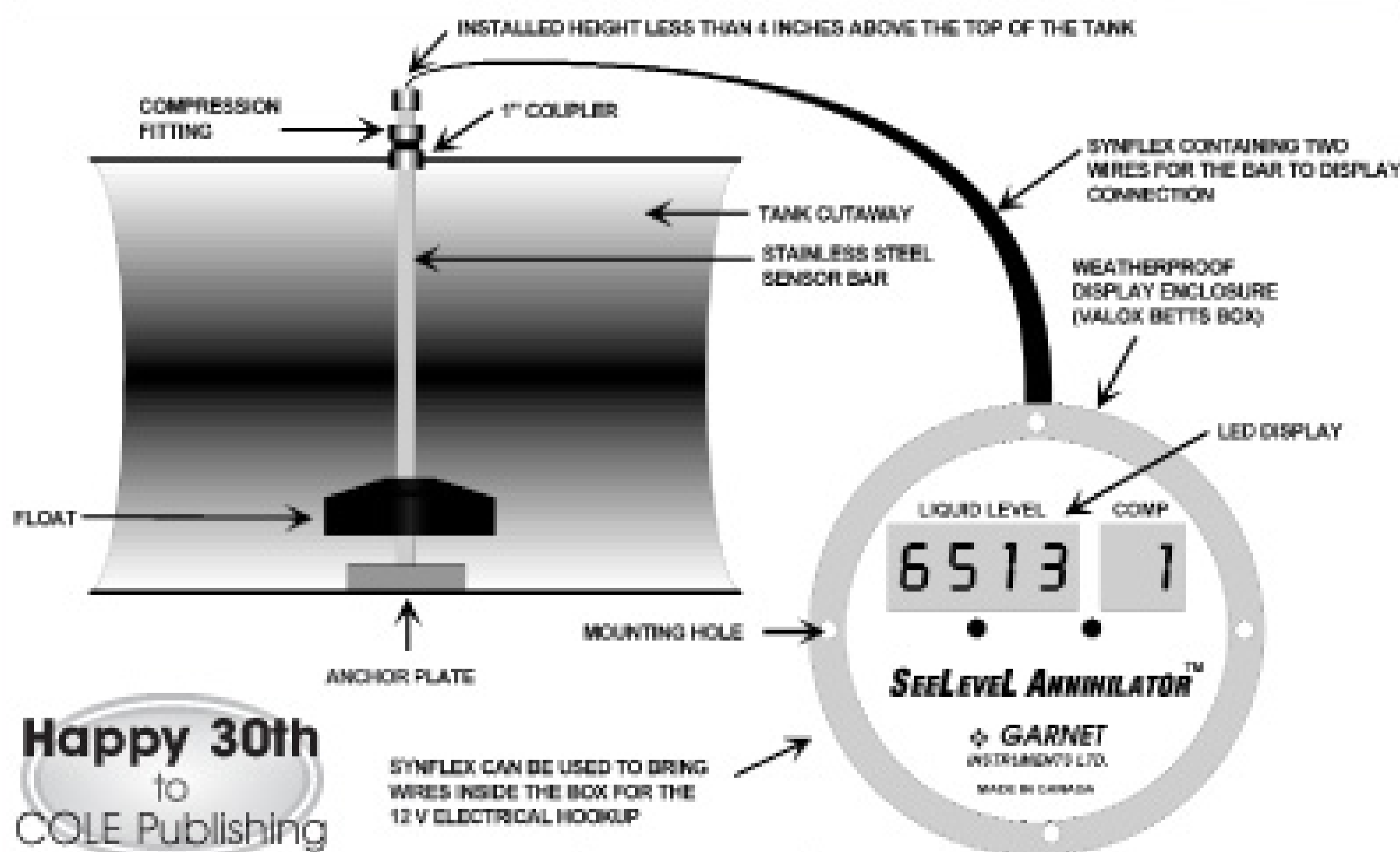
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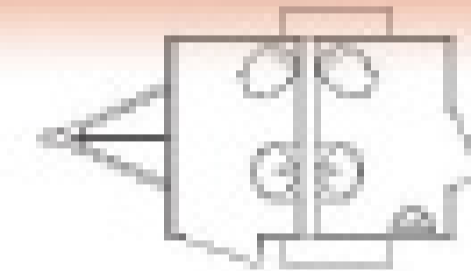
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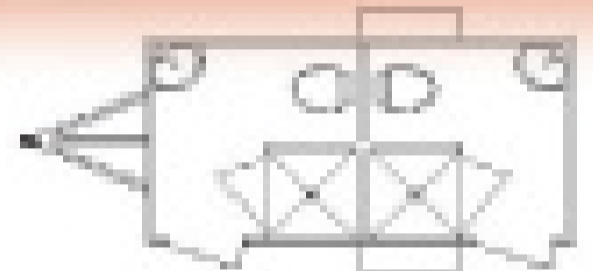


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WE CAN DO THAT

Tennessee's Mid South Septic Service adds many entrees to its service menu to answer the call for any tough job

By Richard Ryman

Mark Bailey of Mid South Septic Service pumps water from a directional drilling hole as Mid South Boring & Piping, a division of Mid South Septic Service, replaces a 700-foot pipeline at a car dealership. (Photos by Lance Murphey)

Bob Conrad sees traditional residential pumping as the steady, dependable work that brings new and diverse profit centers to his Arlington, Tenn.-based Mid South Septic Service.

Lifting lids and pumping septic tanks was the bread and butter work for Mid South when Conrad, a civil engineer by training, bought the well-established suburban Memphis company in 2004. But he sees diversification into sewer line inspection, cleaning and repair as the revenue drivers of the future.

“WHEN WE CAN PUT IN SEPTIC SYSTEMS, THAT’S GOOD WORK FOR US. UNTIL THE HOUSING MARKET IMPROVES, WE ARE FOCUSING ON BUILDING UP OUR SERVICE WORK AND LESS ON THE INSTALLATION OF NEW SEPTIC SYSTEMS.”

Bob Conrad

A LITTLE BIT OF EVERYTHING

“I tried to focus on areas where I felt the higher margins were. Pumping septic tanks themselves (has not been) a real profitable business,” he says of the residential work in his territory. “A lot of pumpers might argue with that. I see it as a way to keep our foot in the door, to get those big trucks out there.

“They had what I felt was a pretty good model. They really focused on septic systems,

and they had been doing grease traps and industrial pumping also,” he says of the original owners who ran the company for more than 20 years.

Along with that traditional base, Conrad has developed what he calls a full-service sewer company. About 50 percent of the work is commercial and residential septic tank and grease trap pumping, jetter and cable-machine work. Mid South pumps 20 to 30 residences a month. “It helps pay the bills. We’ve got a lot of fixed costs in terms of overhead,” he says.

When technicians aren’t pumping, they’re repairing and installing septic systems, performing pipeline camera inspections and cleaning projects, and repairing sewer lines. Conrad



Bob Conrad (right) discusses a blueprint with Joey Wimberley (left) and Kelly Looney at the company’s Arlington, Tenn., office. Conrad purchased the septic business in 2004 and has since diversified, offering jetting and camera work as well as commercial, municipal and industrial pumping.

Profile

Mid South Septic Service Arlington, Tenn.

Owner: Bob Conrad

Founded: 1983

Employees: 11

Service area: Shelby County, Tenn., and DeSoto County, Miss.

Services: Residential, commercial and industrial pumping; septic system, maintenance, repair and installation; sewer jetting, camera inspection, line repair and boring.

Web site: www.midsouthseptic.com



TENNESSEE



Above: Joey Wimberley, (from left) Hill Graham, and Greg Ault of Mid South Septic Service prepare to inspect a city sewer. At right: Graham (left) and Wimberley lower an Aries Industries camera into the line. Sewer repair and inspection are welcome work in the slow winter months.

has found these jobs to be more profitable, if not more consistent. And that's where septic service beautifully balances the business.

"It's really a utilization game. You have to have these good employees available, but what do they do in the meantime?" he says. "It's a good use of their time."

Conrad says there is enough flexibility in schedules to move workers around. He knows which customers will be flexible and which will not. Also, grease trap jobs and other scheduled maintenance often can be adjusted to accommodate unexpected work.

Mid South has significant commercial and industrial business, including several large manufacturing plants and Shelby County prisons. Customers include Smuckers, Rich's Foods, Coca-Cola and Pepsi. Mid South also works for local municipalities, pumping lift stations and lining sewer lines, and it cleans grease traps for many local restaurants, including Cracker Barrel, Taco Bell and more than 15 Captain D's.

INSTALLING SYSTEMS

Conrad says Mid South installs 60 to 100 septic systems in a good year, which 2008 was not. They installed about 20 systems and repaired maybe 20 more. He misses the installing because, again, the margins are higher.

"When we can put in septic systems, that's good work for us," he says. "Until the housing market improves, we are focusing on building up our service work and less on the installation of new septic systems."

Most sales come from referrals, which led them to decide this year to cancel their Yellow Pages display advertisement.

"Almost every call we get is from referrals

or repeat calls," Conrad says. He says the money saved from dropping phone book advertising can be spent on another salesman or for mailings and additional literature targeted at potential commercial and industrial customers.

"If we lose anything from the Yellow Pages, we'll lose a person that just doesn't know who to call to pump their septic tank. We have to pump quite a few septic tanks to pay for those ads," he says.

Also, he says, the previous owners developed a good Web site, and they've had many customers tell them that's how they found out about Mid South. "That's another factor to this Yellow Pages decision," he says.

Their service area is Shelby County, home to Memphis and its suburbs, and the fast-growing northern DeSoto County in Mississippi. Conrad will take jobs beyond that territory, but often loses that work to more localized pumpers who have lower overhead and offer lower rates.

"We've got a full-service sewer company. We have foremen that are on call 24 hours a day. We have an office you can come visit and look at plans," he says of higher costs that he has to cover.



Lucio Puente cuts an entry hole for a water line repair under a car dealership parking lot.

REPAIRING SEWER LINES

Conrad added a Nu Flow sewer line repair franchise in 2007, and his niche is re-lining shorter lengths of pipe. Larger companies do the big jobs, but often call on him for point repairs or service laterals. Mid South also



Cody Street (right) and Larry Burnette locate a pipeline under a parking lot.

pitches in with camera work and cleaning, services that, when combined, offer desirable profit margins.

"If you were just doing cameras or just doing cleaning, it would be hard to do well. You need a full underground sewer package," he says. To get the jobs done, they have large and small Aries Industries cameras for sewer line inspection, and large jetters.

Conrad says sewer line repair and camera work, as well as industrial tank and grease trap pumping, are especially welcome work in the winter, when septic system installation is difficult. Western Tennessee and northern Mississippi aren't subject to the deep frost and ample snow cover of the north, but the winter weather isn't ideal for a lot of excavation work that helps business the rest of the year.

"We'll be pumping and we'll do maintenance and we'll do everything we can do to get through the winter. Winters have been a difficult time for us," he says.

Mid South's fleet of vehicles is built for diversification, including a 1999 GMC Kodiak service truck with 2,500-gallon tank and 2001 Sterling with 3,300-gallon tank. It also has a 1985 Vactor

David Coghill, (from left) Greg Ault and Arturo Garcia pump glue and latex waste from a pit in South Memphis. The industrial waste is hauled to the City of Memphis for processing.



Small Scale Dewatering Works for Mid South

Until three years ago, Mid South Septic Service dumped at a City of Memphis wastewater treatment plant. The city charged 7 cents per gallon for septage, grease trap waste and industrial waste based on tank capacity, not the actual load. If owner Bob Conrad sent his 3,300-gallon tanker half full, he was required to pay for a full load.

"Sometimes you have to dump (with less than a full load). It was a very inefficient way," he says.

So Conrad found his own small-scale treatment solution. He bought a Flo Trend dewatering system, about a \$60,000 investment he estimates will pay for itself in three or four years.

The system works like this: Septage slurry is pumped from a 6,000-gallon storage tank through a small mixing chamber where polymer is injected and mixed in. From the mixing chamber, the slurry moves along a pipe and solids begin to flocculate. The mix then pours into a screened 30-yard sludge box where the solids settle in the tank and free water escapes through the screen walls. Water collects at the bottom of the box and flows by gravity through pipes into the City of Arlington sewer system. The sludge cake is taken to a landfill.

"We investigated belt presses and other processes, but found them much more expensive and complicated," he says, and concluded that the dewatering box would be suitable for his smaller operation. "This process was relatively cheap to purchase and operate."

Conrad says they averaged \$4,000 to \$5,000 a month in dumping fees before using the dewatering system, and average about half that now. He says they spend \$1,000 per month in payments for the equipment, \$500 for polymer, \$50 in sewage fees, \$500 for hauling sludge to the landfill and \$500 for landfill dumping costs.

"In theory, it's cost-effective, and in practice I think it's cost-effective. Controlling your own destiny is a little bit of peace of mind, too; not being at the mercy of the city," he says.

The dewatering system can be used for septage and grease trap collections.

The City of Arlington, which accepts treated effluent, asks that they not treat industrial waste in the dewatering units, and the landfill accepts dried cakes from grease traps and residential waste only. Industrial waste still is taken to the Memphis treatment plant.

Manufacturing Inc. vacuum loader, a Caterpillar Inc. backhoe, a Kobelco excavator and a 2004 Ford F-650 dump truck.

The Vactor was used recently to clean up 7,000 pounds of spilled cat litter in a rail yard. Conrad says they kept the cat litter and use it to soak up oil in their shop.

Normally the Vactor is used to clean sewer lines and accompanies a sewer line camera on

“IN OUR BUSINESS, WE CAN’T JUST PUT AN AD IN THE PAPER AND FIND A GUY WHO KNOWS HOW TO DRIVE A PUMP TRUCK AND OPERATE JETTERS. WE WANT TO BE ABLE TO PAY AN EMPLOYEE ENOUGH TO RAISE A FAMILY AND LIVE A DECENT LIFE.”

Bob Conrad

jobs. Conrad says the equipment is idle about half the time, but makes good money when in use. He’s trying to secure more lining and cleaning jobs to keep it busy.

SAVVY STAFF

Mid South has 13 employees for the septic business and four more who do soil boring for utilities and contactors. The office staff consists of Conrad, an AutoCAD technician, office administrator Kelly Looney, general manager Joey Wimberley and general foreman Cary Allison.

Their single headquarters building includes a 6,800-square-foot shop where a few mechanically inclined employees do routine maintenance. In addition, Conrad has two mechanics he can call in after hours for the more extensive work, such as engine rebuilds.

With employee retention in mind, Conrad

says he pays competitive wages. The company pays 75 percent of health insurance premiums and offers paid holidays and earned days off. It has a savings incentive match plan, also known as a SIMPLE IRA, for which Mid South matches 3 percent of employee contributions. Keeping good employees is critical because it’s tough to find workers with necessary driving and operator skills off the street.

“In our business, we can’t just put an ad in the paper and find a guy who knows how to drive a pump truck and operate jetters,”

Conrad says. “We want to be able to pay an employee enough to raise a family and live a decent life.” ■



Mid South Septic Service began as a one-truck operation in 1982. Today, members of the Mid South team (from left) are Mark Bailey, Lucio Puente, Arturo Garcia, Hill Graham, Bob Conrad, David Coghill, Kelly Looney, Lee Ferguson, Joey Wimberley and Greg Ault.

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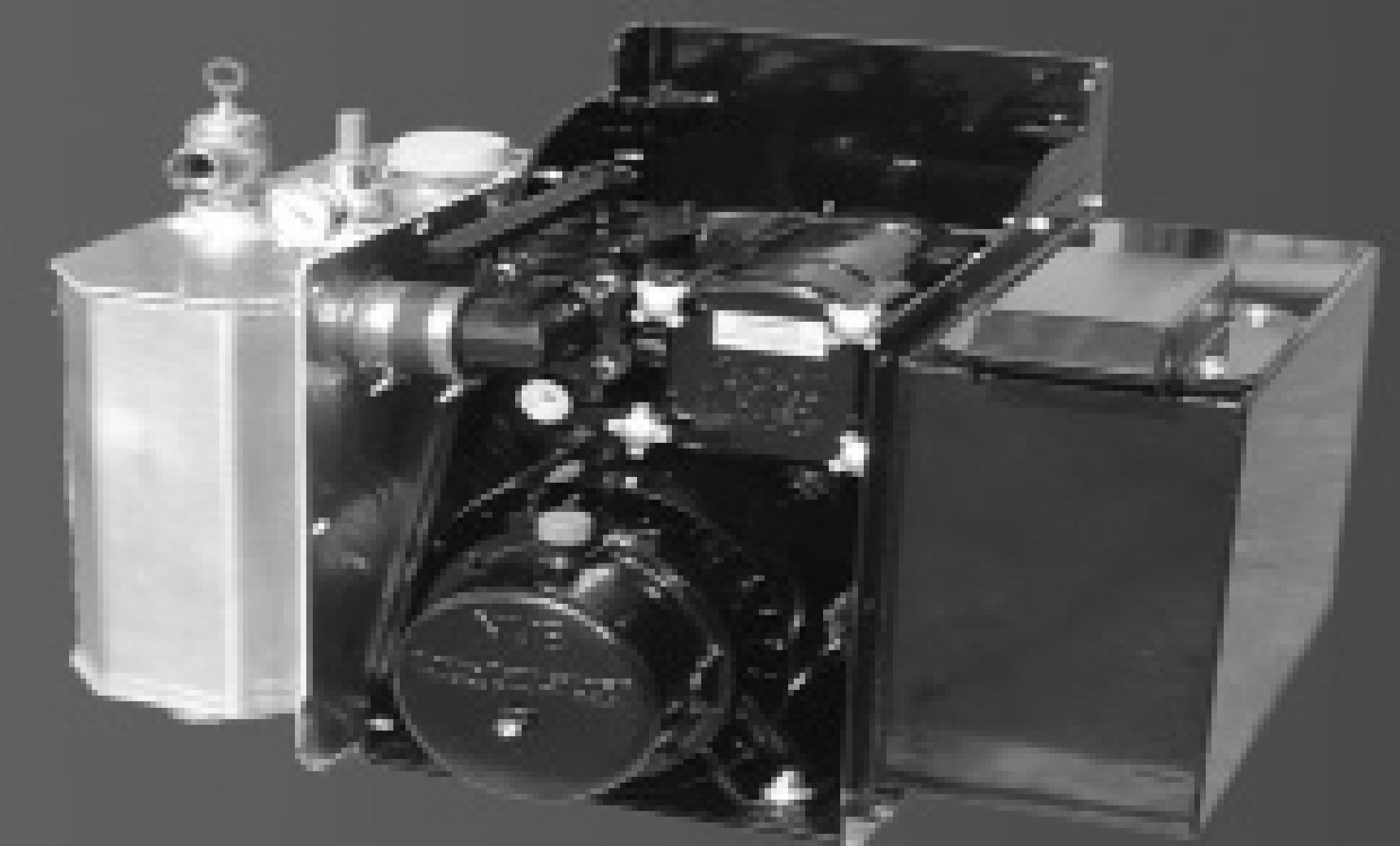
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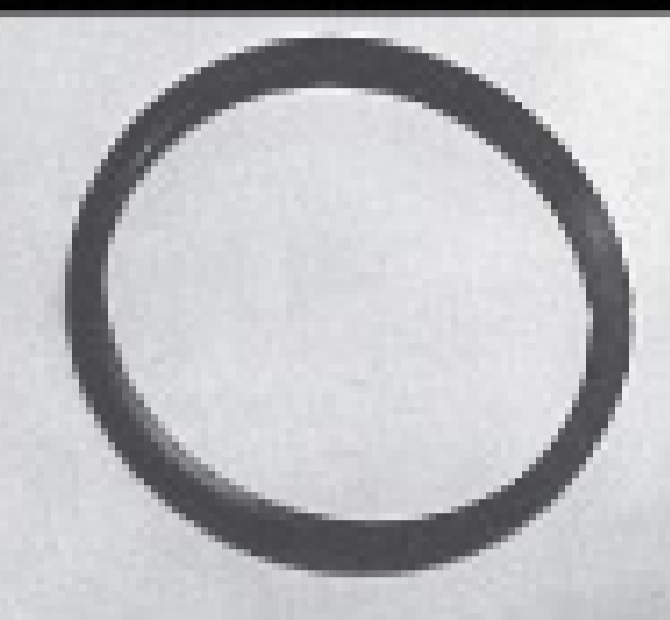
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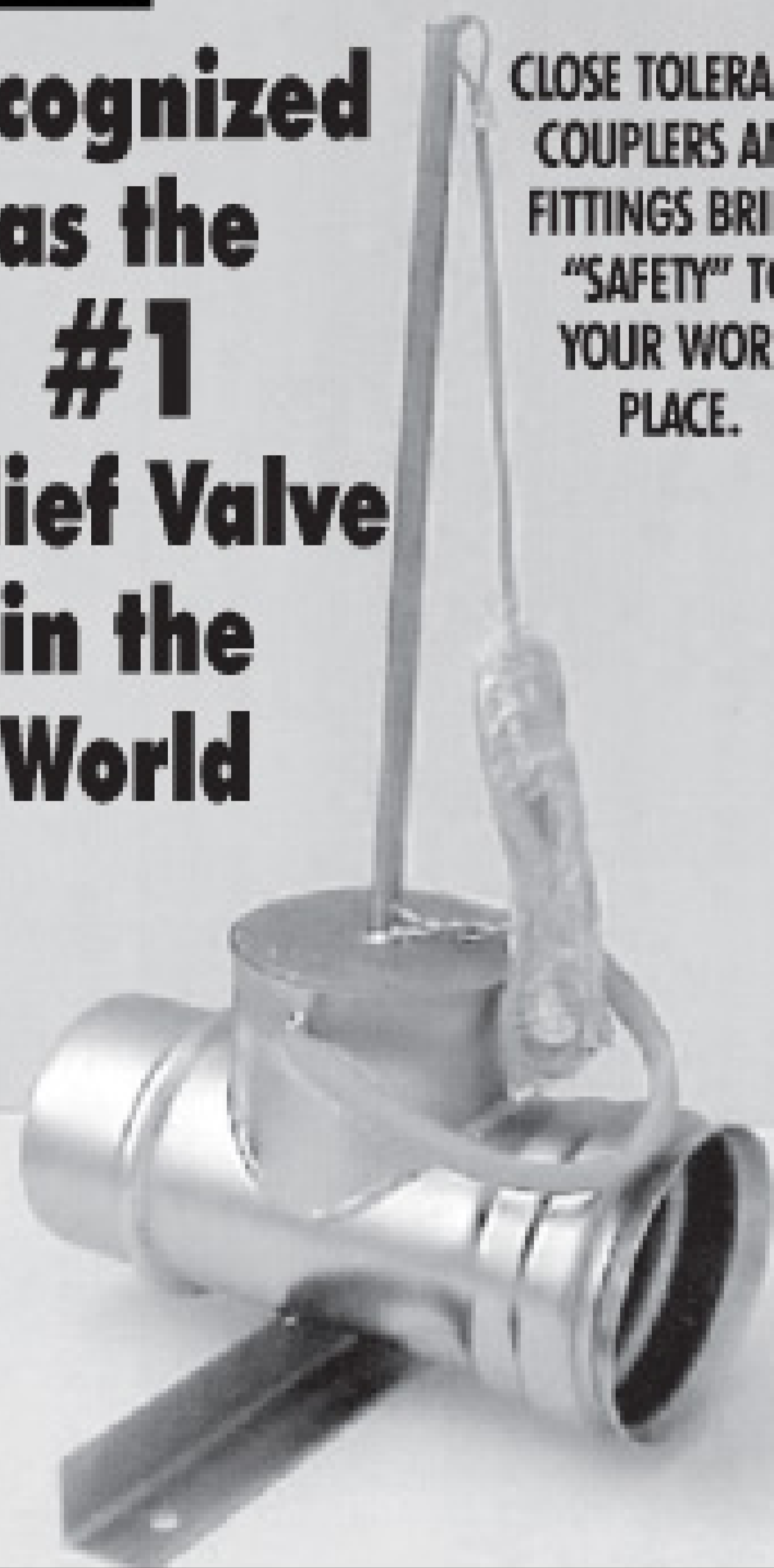
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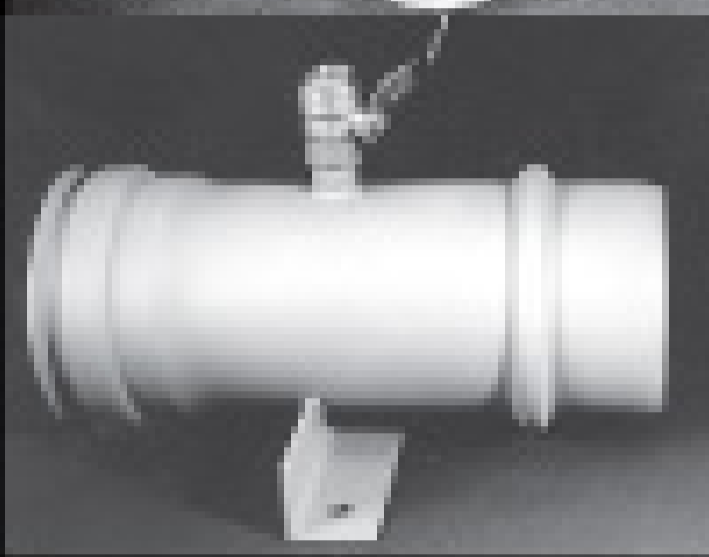
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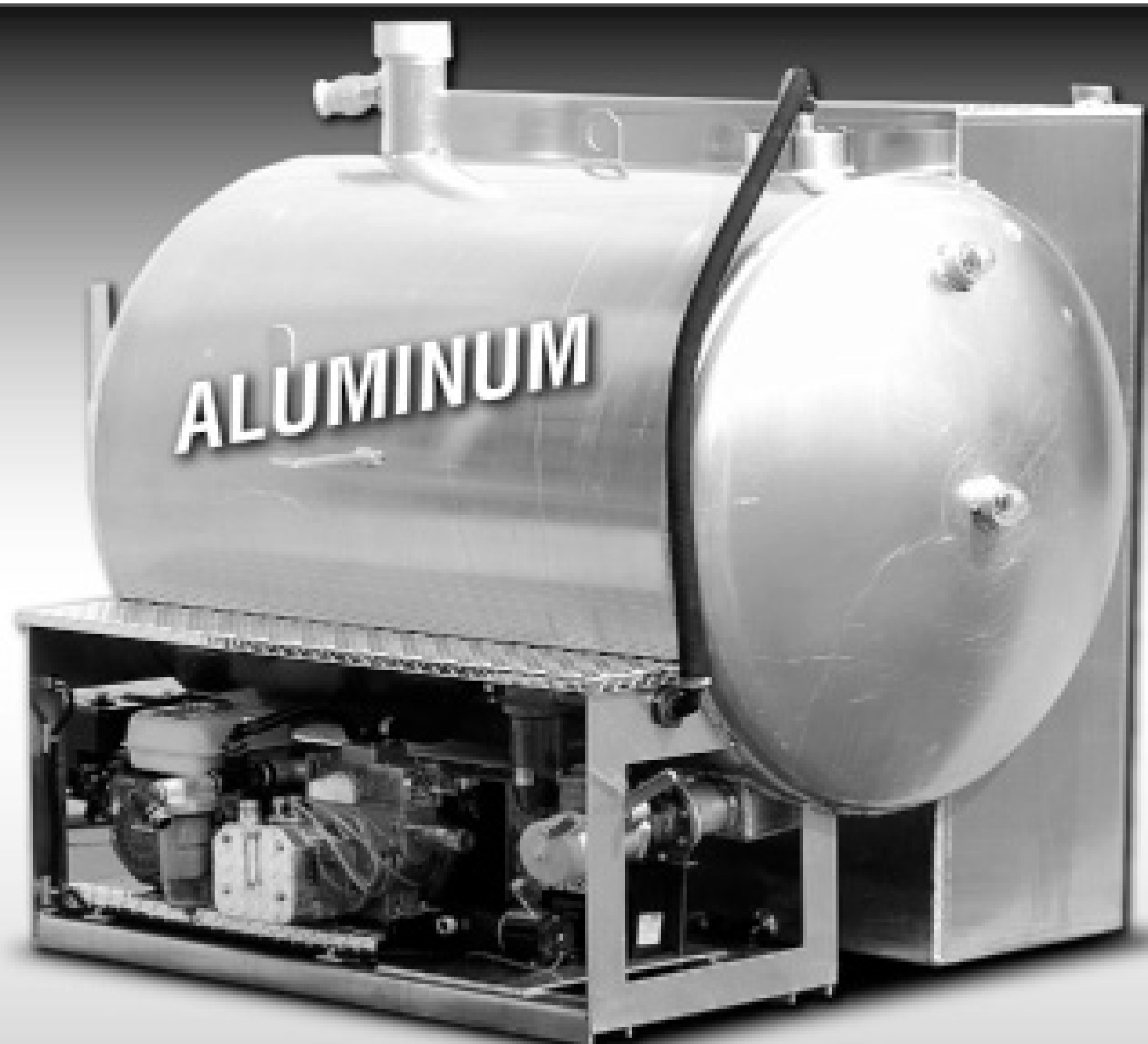
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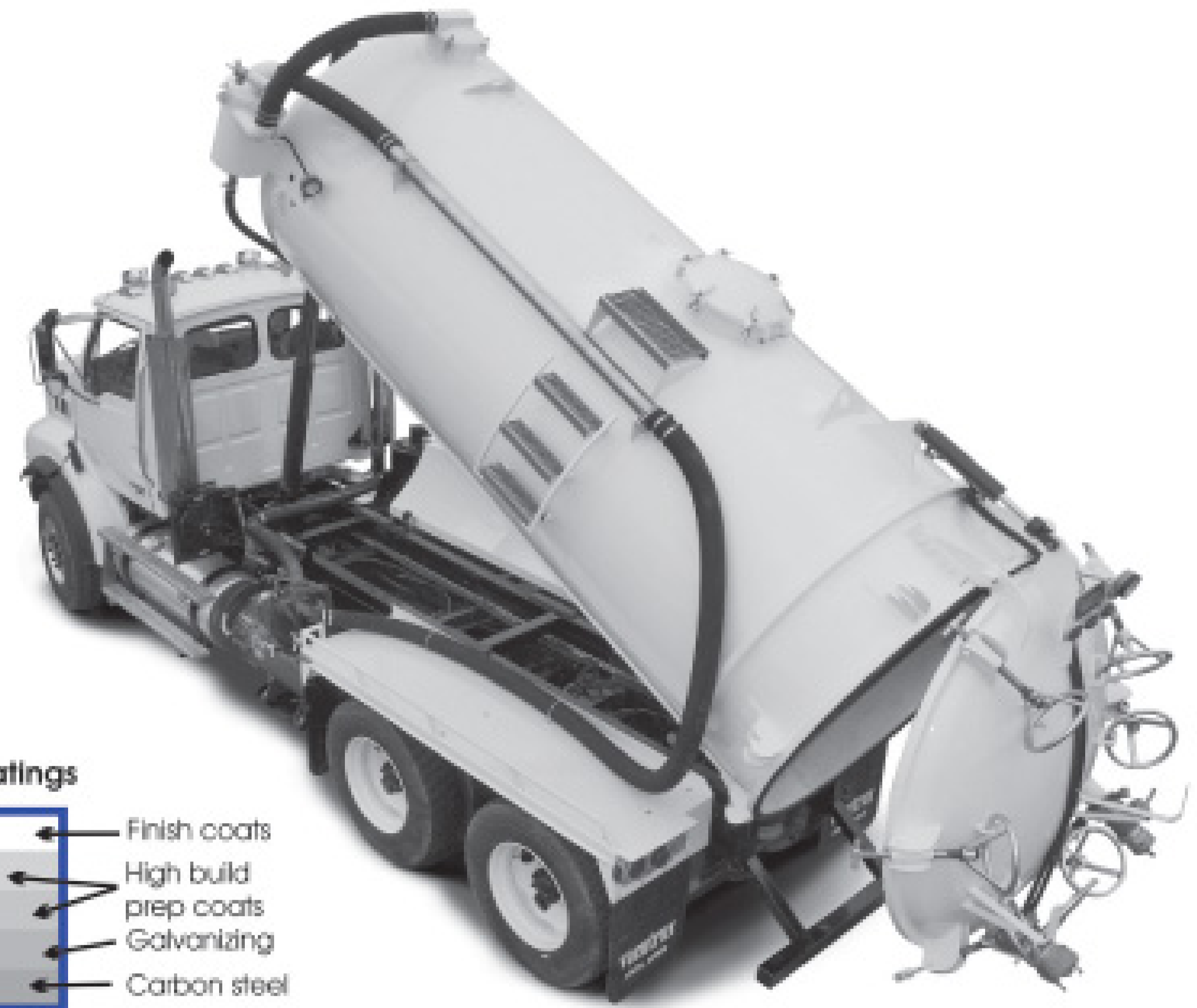
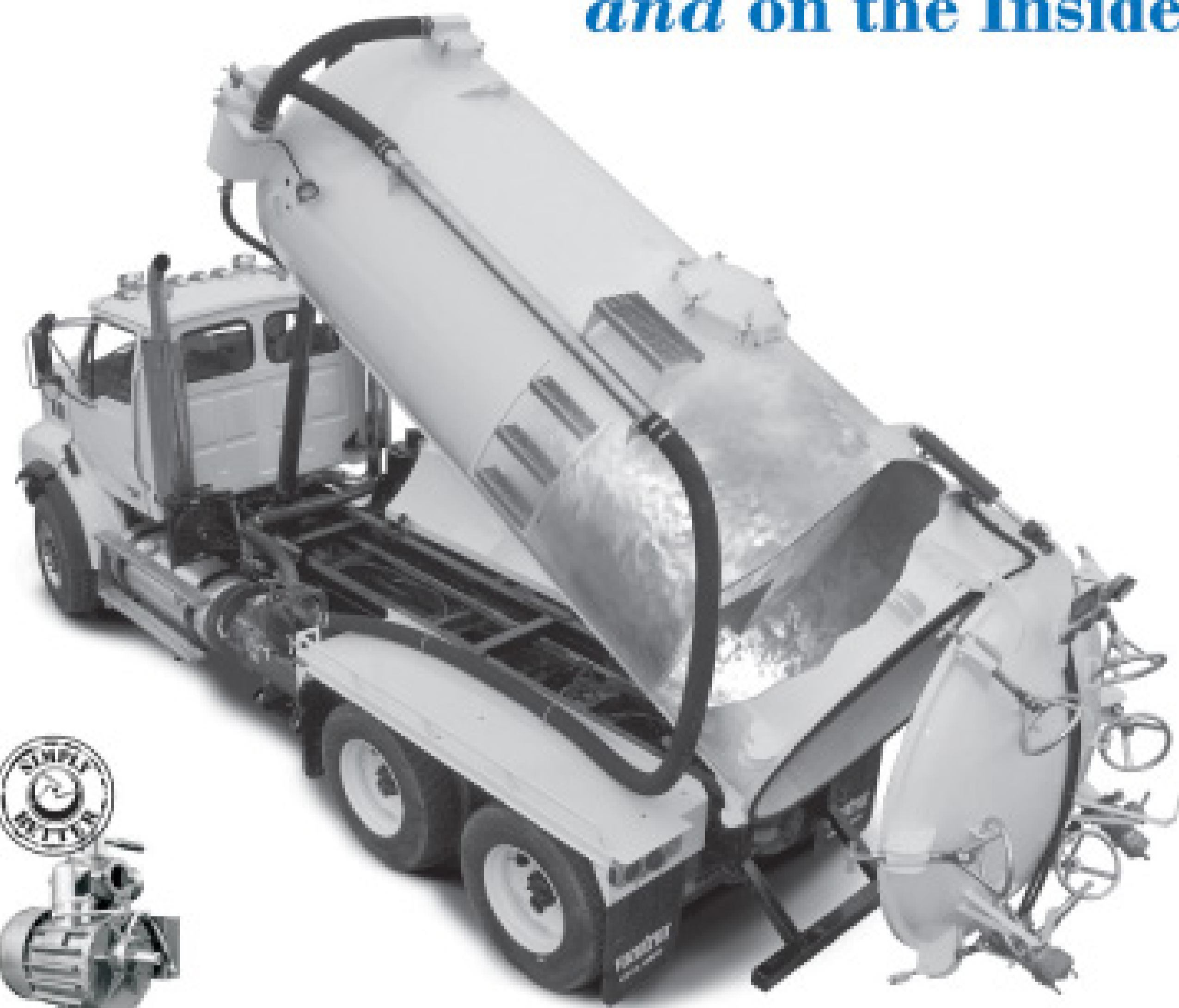
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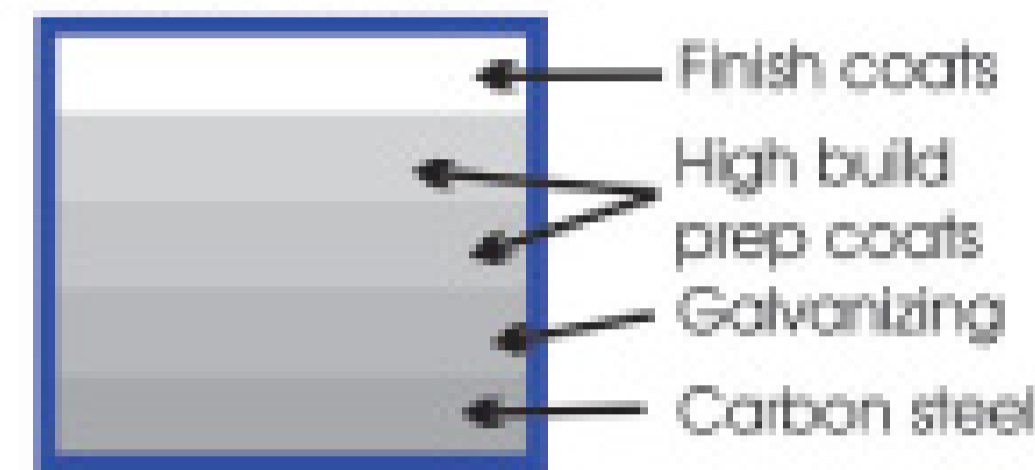
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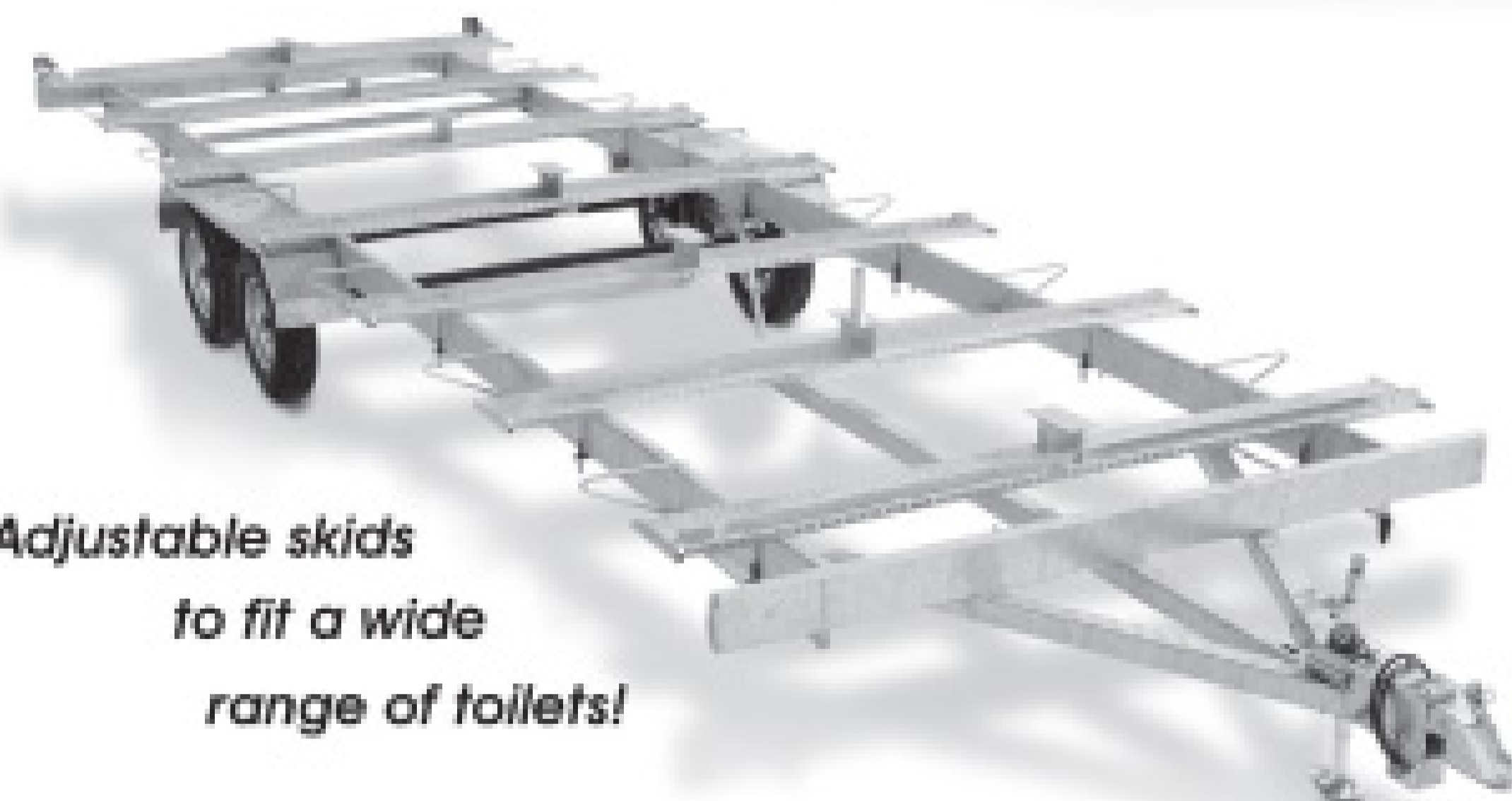
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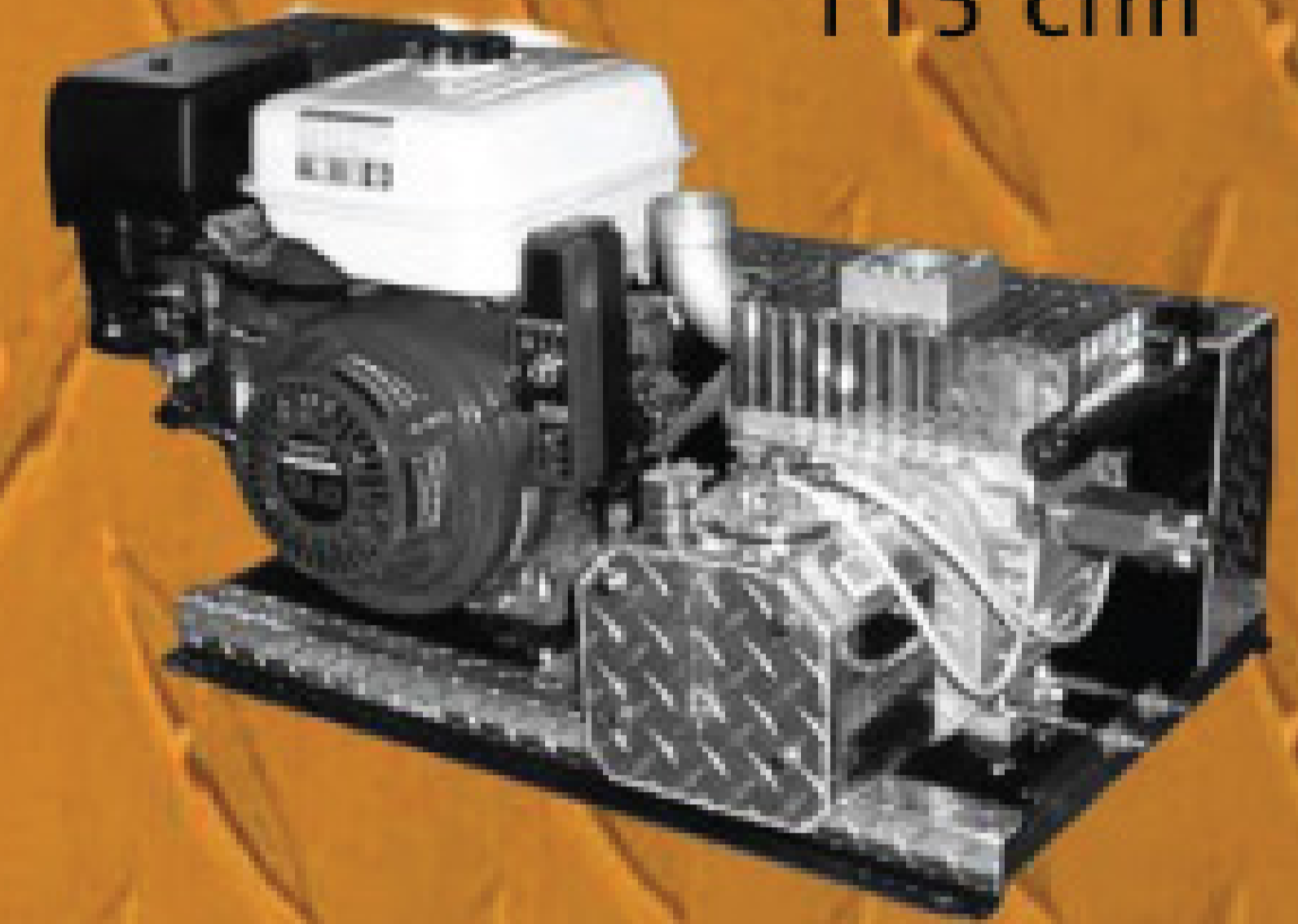
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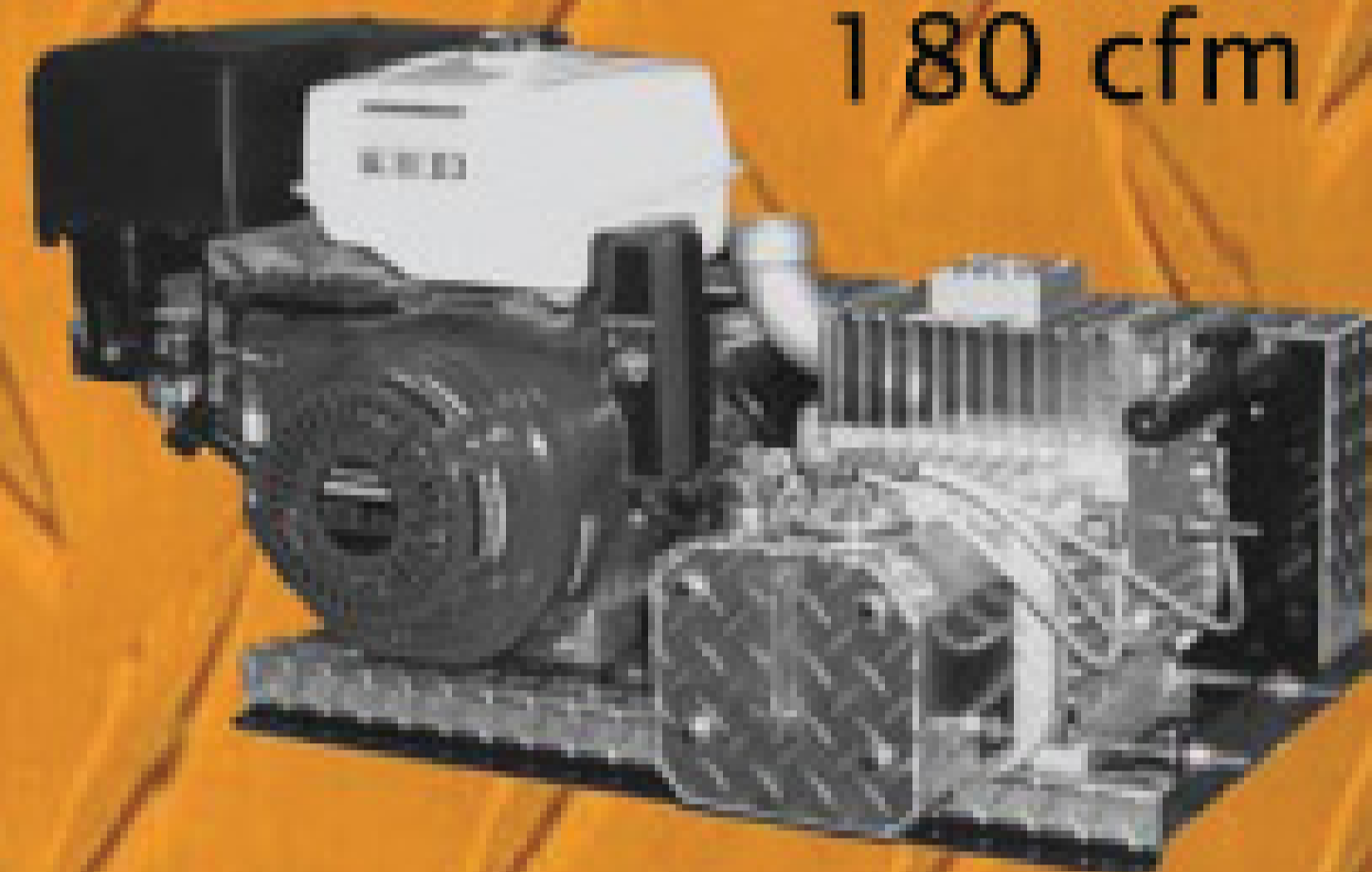
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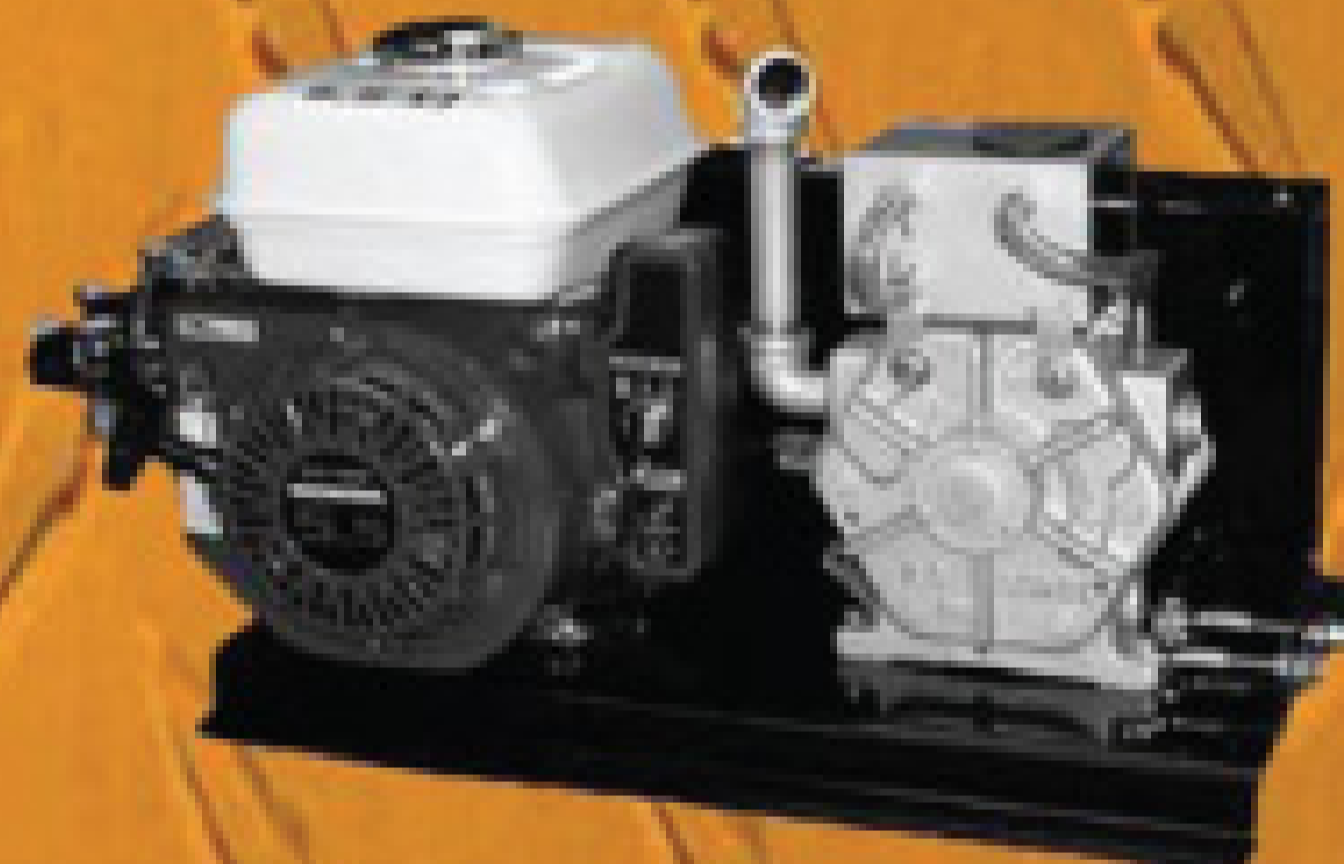
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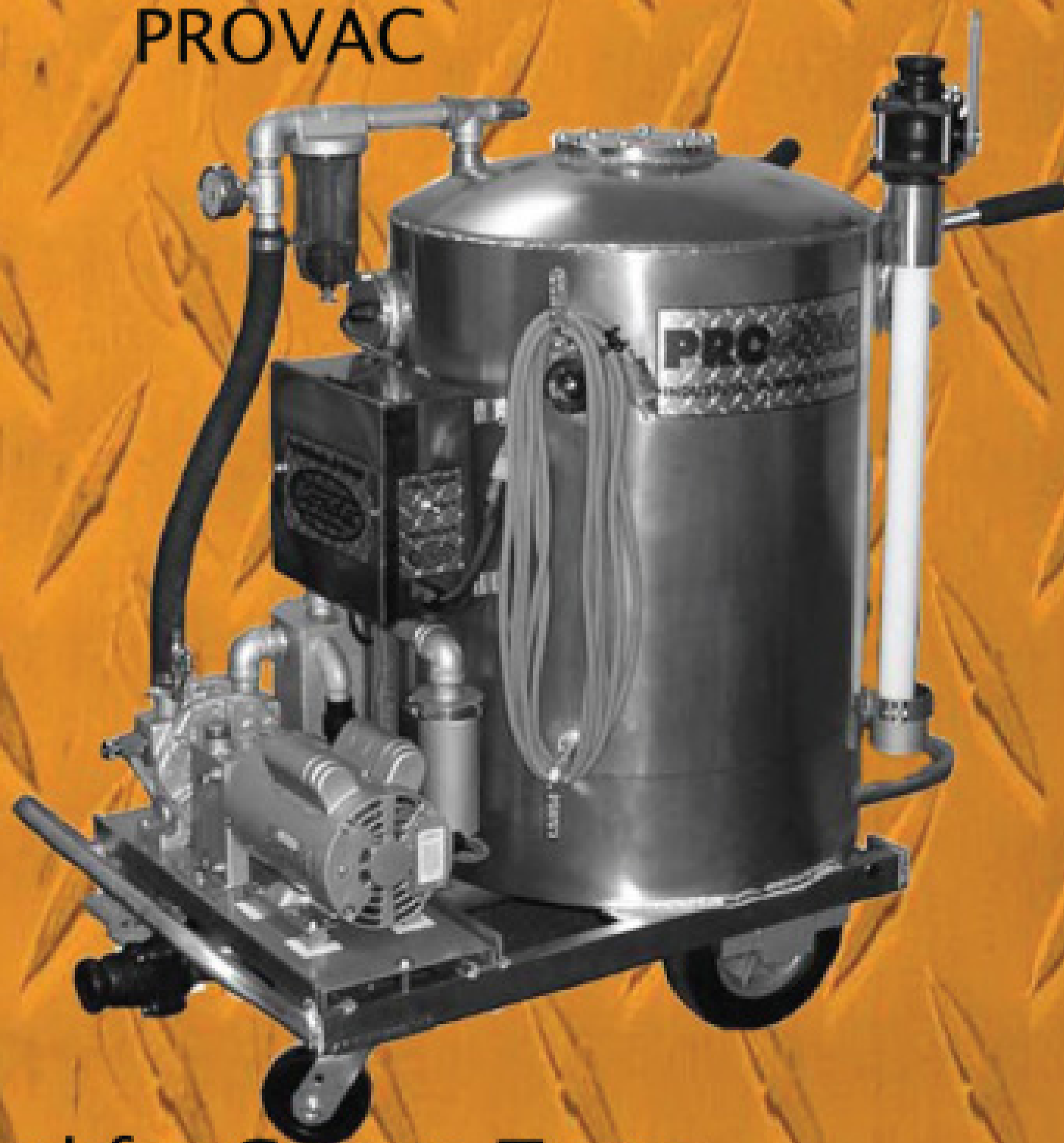


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EFFICIENT DEWATERING

The **model NT-8000E dewatering container** from **NewTech Inc.** is made of mild steel. It is equipped with 750 micron filter screens along both sides and a double screen down the center, mounted on a steel frame. The filter screens allow water forced from the solids by the flocculation process to flow through and out the drain ports in the bottom front.

The screens hold the solids in the container for later disposal. A full-width (hydraulic open/close, lock/unlock) rear door allows dumping of the solids after dewatering is complete. The rear door is equipped with 4-inch drains to aid in wash-up and to discharge partially dewatered sludge. A filler pipe, through which the container is charged with material, is located on the front. All ports are threaded to NPT standards. An attached ladder gives easy access to the top of the container.

The container can be tilted to dump loads. The mild steel is sandblasted, primed and coated on the inside with an epoxy and outside with the color specified. Dimensions are 20.4 feet long, 8 feet high, 8 feet wide. The unit weighs 6,000 pounds. **800/210-2361; http://dewater91.com.**



ROTARY PRESS

Prime rotary fan presses from **Prime Solution Inc.** are compact, efficient units with low maintenance and operating costs. The continuous dewatering process is totally enclosed, eliminating odor and reducing corrosive exposure to nearby equipment. Self-contained skid, mobile and modular units require little supervision and have a semi-automated self-clean cycle. They install easily, and lower utility requirements to cut building costs. Presses are available with 18-, 24-, 36- and 48-inch screens.

The process flow is controlled from inside the press. Material moves slowly toward the outlet, forming a cake. An adjustable, two-piece pneumatic restriction plate controls pressure at the outlet. The frictional force of the slow-moving filter plates and controlled outlet restriction produces cakes as dry as 60 percent solids. **269/673-9559; www.psirotary.com.**



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The high-flow **IFRS 36 separator** from **Accent Manufacturing Inc.** is a 36-inch rotary stainless steel screen for thickening and dewatering. Available in 3/4-hp electric or hydraulic drives, the friction-drive system uses rubber-coated stainless steel wheels for positive traction and long life. The automatic cleaning system prevents clogging and ensures consistent flows. A bypass chamber, variable speed control, high-torque starting, and Delrin bearings eliminate flow control valves, maximize flow, optimize dewatering, and reduce maintenance and operating costs.

Simple to install, the separator operates manually or automatically. As a permanent receiving station, it reduces waste sludge costs by 30 percent. In its mobile configuration, the separator removes inorganic and non-biodegradable materials from septage and digester waste. **877/855-4890; www.accentmanufacturing.com.**



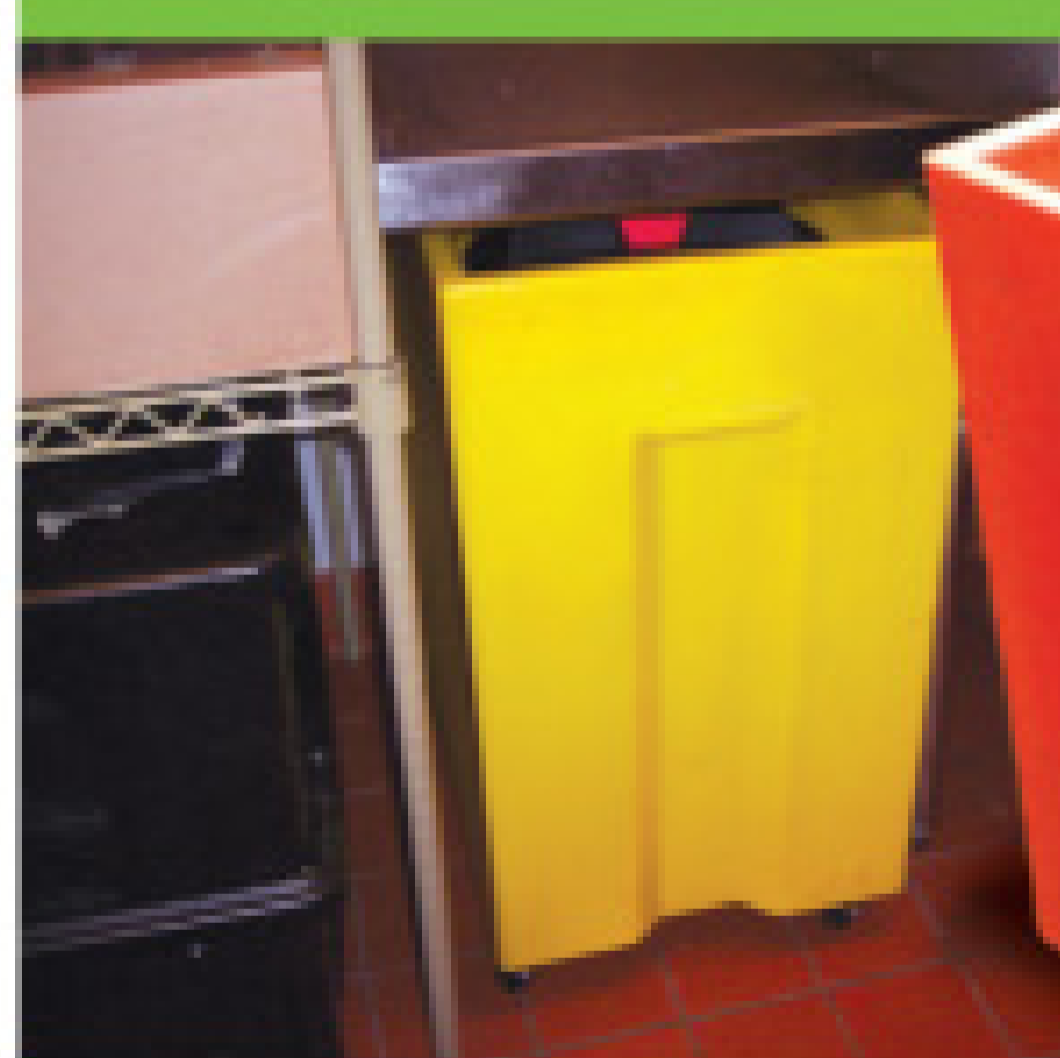
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CONTAINER AND FILTER FRAME

Dewatering containers from **Bakers Waste Equipment Inc.**, or **BWE**, are offered with a removable filter basket that promotes better cleaning of internal structures and eventual replacement. The filter frames can be ordered in protected mild steel, fully galvanized mild steel or stainless steel assemblies. A durable 330-micron monofilament polyester filter media allows liquids to flow through, while retaining particulate solids.

The BWE containers come in 10- to 40-yard standard capacities. The company also offers a full line of waste-handling equipment. Polymer injection systems are available to promote flocculation of solids, yielding faster dewatering of wastewater, including septage, grease trap waste, industrial and food-processing waste. **800/221-4153; www.bwe-nc.com.**

POLYMERS

A full array of **water-soluble polymers** from **Aqua Ben Corp.** are designed to optimize the operation of any dewatering system used to process septage and other wastewater. For 33 years, Aqua Ben has offered a diverse, specialized product line including coagulants such as DADMAC, polyamines, ACH, ACH polymer blends, PAC and PAC polymer blends; flocculants including cationic, anionic and non-ionic polyacrylamide emulsions, solutions and dry powders; and odor control products.

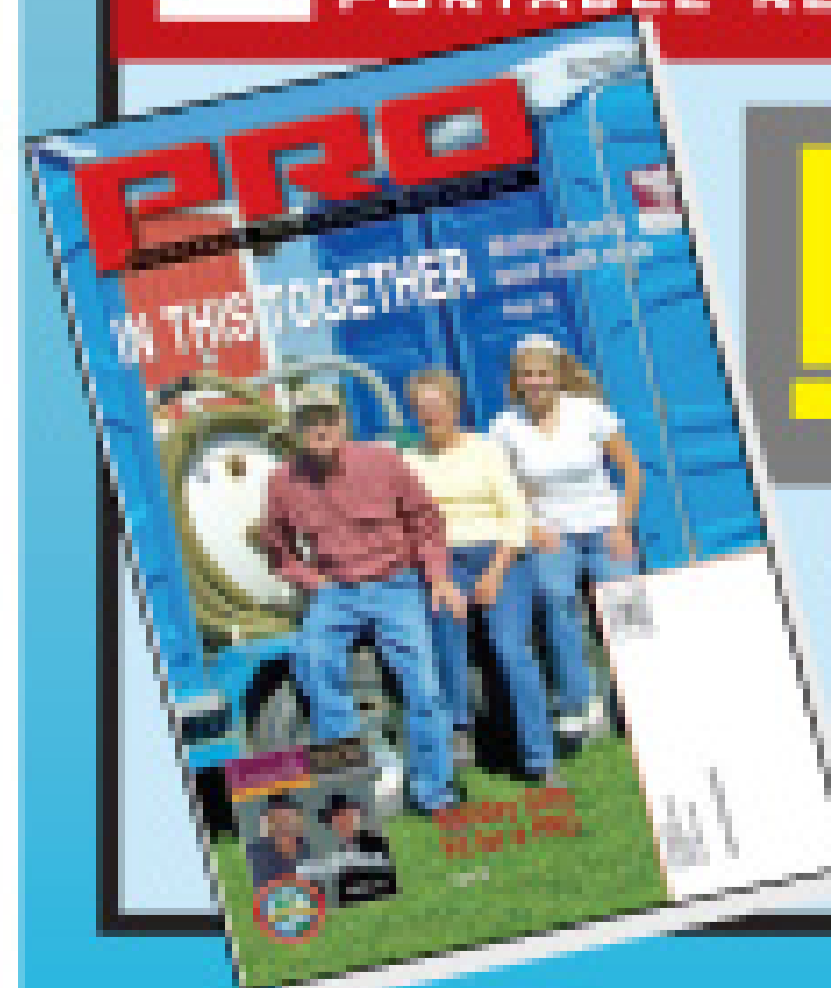
The company also offers polymer feed equipment, both off-the-shelf and custom systems. **714/771-6040; www.aquaben.com.** ■



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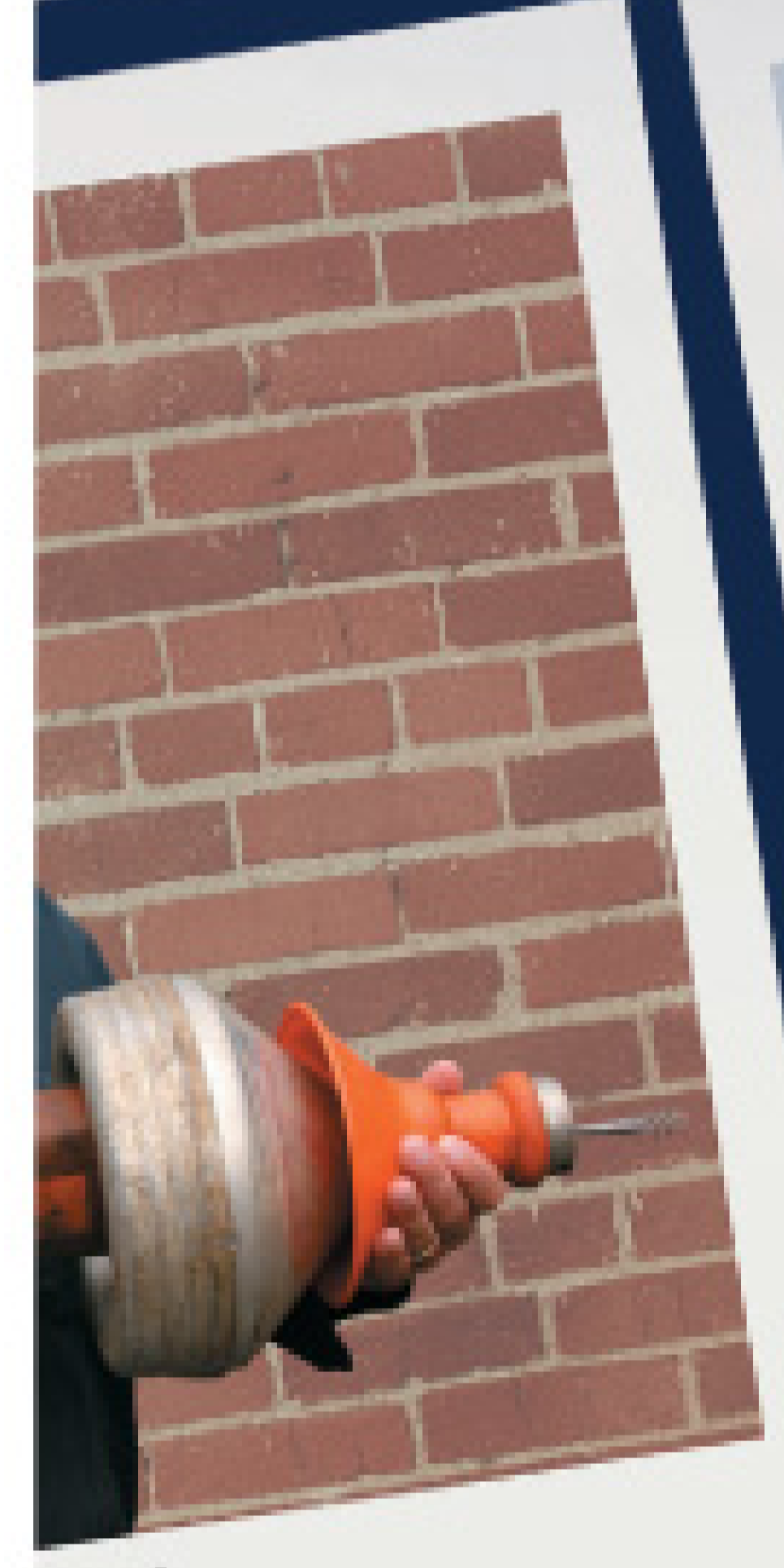
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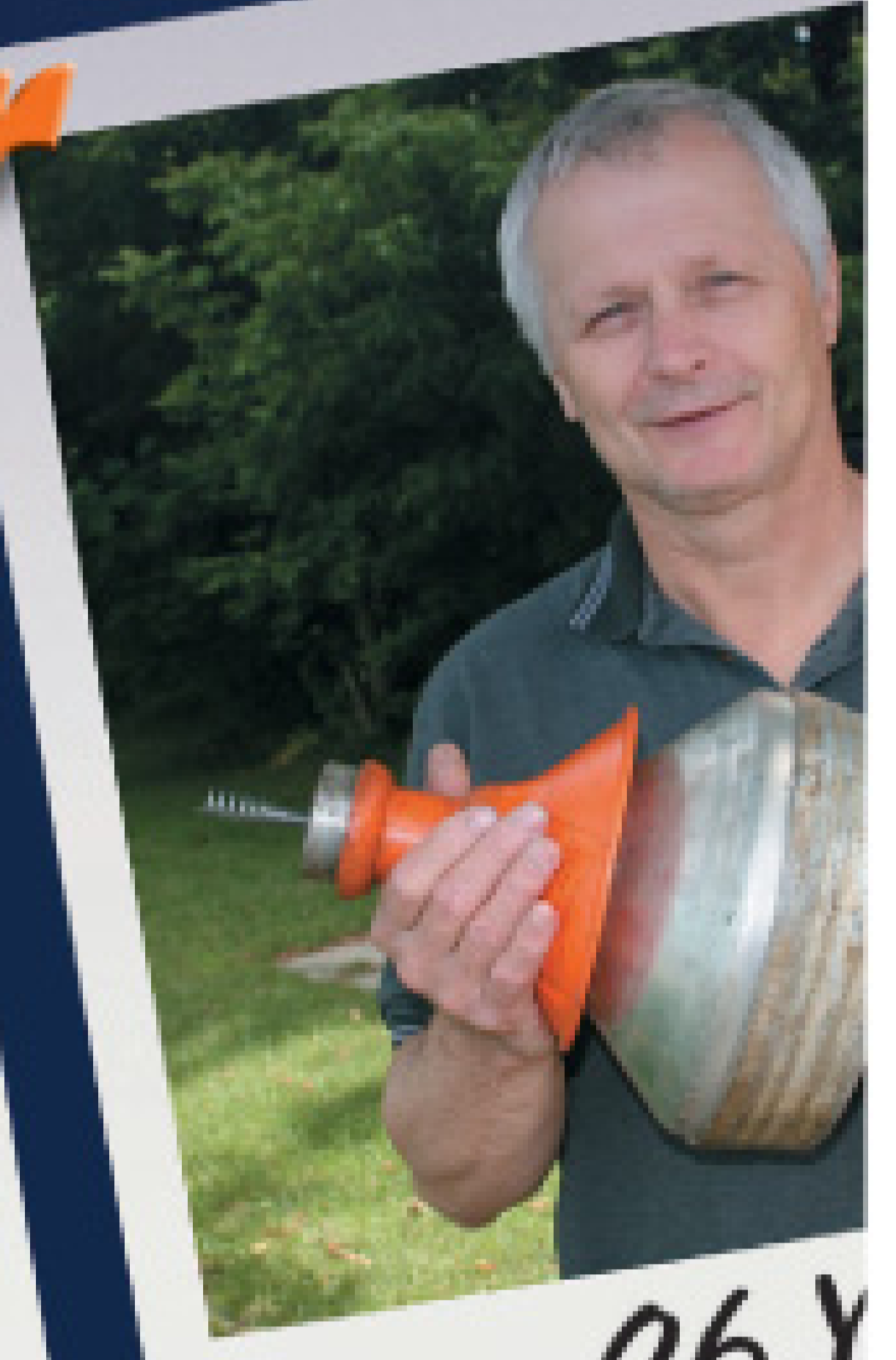
Years



17 Years

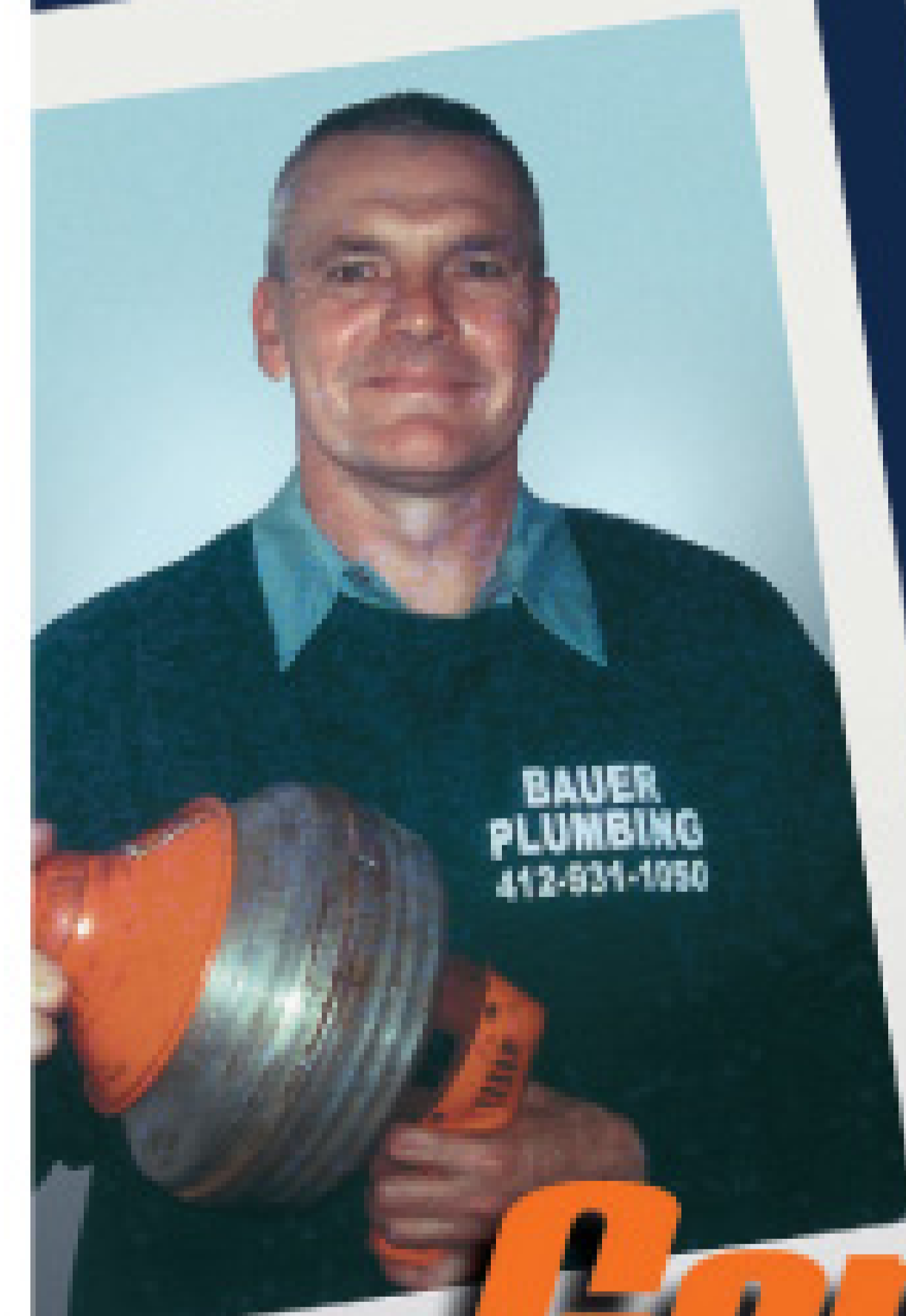


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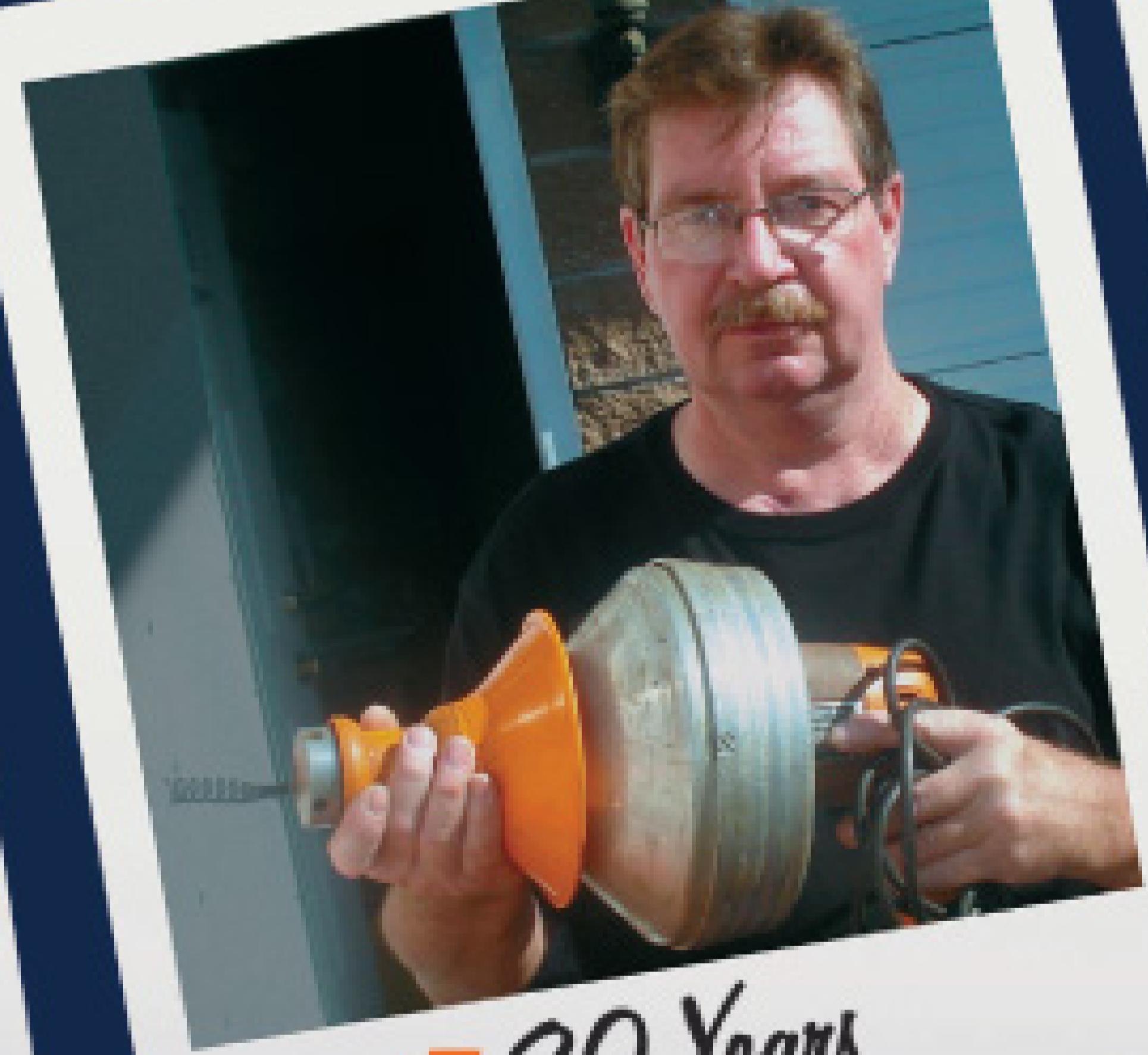


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Information and advice in Overheard Online is offered in good faith by industry professionals. However, readers should consult in depth with appropriate industry sources before applying such advice to a specific business situation.

Overheard Online

GREASE AS A NEW REVENUE STREAM?

Question:

I am looking to get into pumping grease traps. Can anyone provide me with any information, such as what you should charge, marketing approaches, etc.?

Answers:

Your question is actually two real big questions in one. I'll give you my take on how to get into the business first. It is my opinion and experience that in the grease trap part of our industry there are two main ways to go after the business.

The first is the way most companies go after it, by cutting prices, which may sound to some people like the thing to do. But in the event that you have never heard this, "there is no winner in a price war!" That's because there is always someone willing to cut the next guy, and that next guy could be you. This leads to such minimal profits that it defeats the purpose of getting the work.

The way to attract business is to sell yourself and the quality of your service, things such as being there at the same time of day, same day of week, and these times and days being the times and days they prefer.

The way to attract business is to sell yourself and the quality of your service, things such as being there at the same time of day, same day of week, and these times and days being the times and days they prefer. Especially important to the grease trap customer is being available for emergency service on nights, weekends and holidays.

Especially important to the grease trap customer is being available for emergency service on nights, weekends and holidays.

The biggest thing is to build relationships with your customers so they know you by name and recognize you as more than just the "grease trap guy."

As far as price goes, my suggestion is that you don't price yourself according to your competition. Figure out your expenses plus the profit that you feel you are worth, and don't get caught up in how much cheaper the price-cutter is than you. I don't know about you but I don't run a nonprofit organization. If I'm not making any money, I can just as well sit at home and be broke.

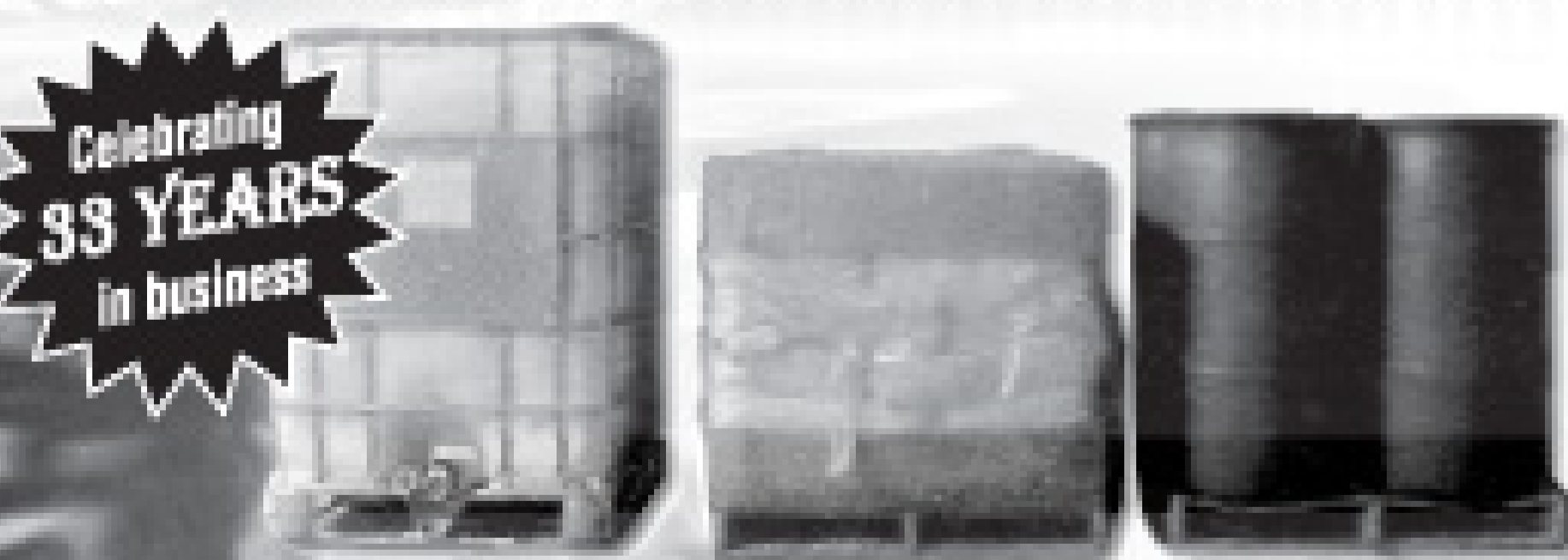
Some use the excuse that competition forces them to charge this or that. I'm in an area with 18 pumpers listed in the local phone book, plus others that aren't in the book. I have been the cheapest in my area before, and I wasn't making any money, so I stepped up my price to the middle of the group and still wasn't happy.

I finally hired a top-notch accountant. After he did my books for a year he said I would have to almost double my prices. I did what he said, thinking that I would be too expensive. But I have more business now than ever. I can afford and do have the best equipment available. The bottom line is there is a major difference between a businessman and a man in business.



I agree with this post wholeheartedly. This sentiment runs true in any business. For some reason, the most common business plan of any startup is to undercut the price of the competition. Common sense should tell us that if the competition has already set an accepted rate for service, undercutting that rate only decreases profits. The public has already accepted an established rate as reasonable. Also of note, customers who only shop on price generally are not the best customers to service. ■

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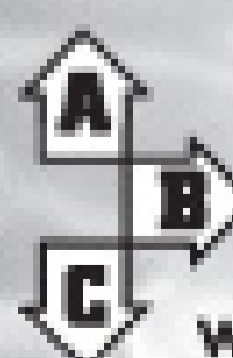


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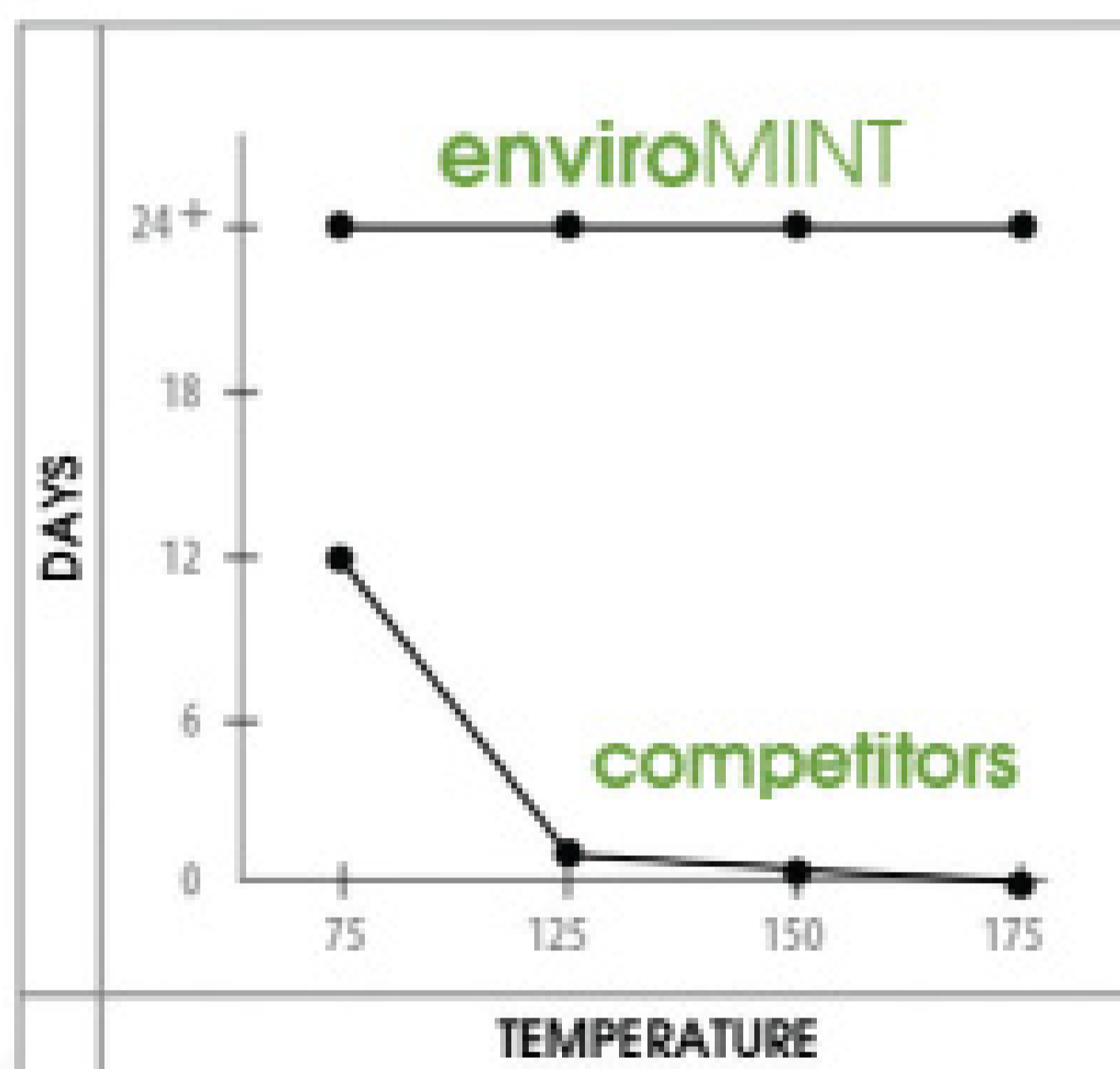
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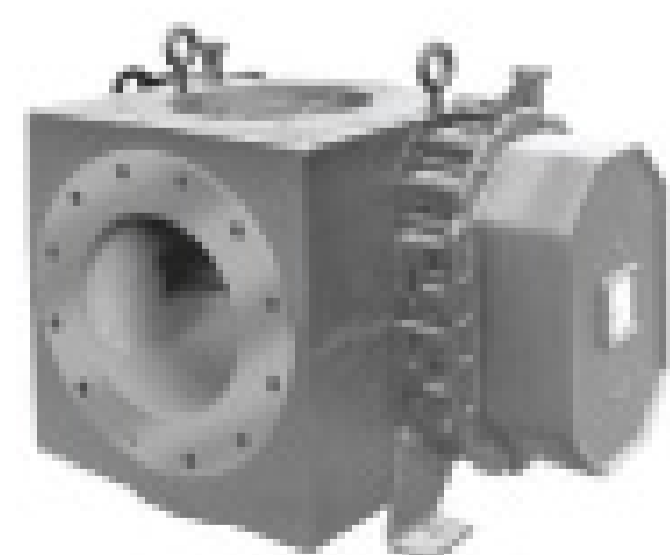
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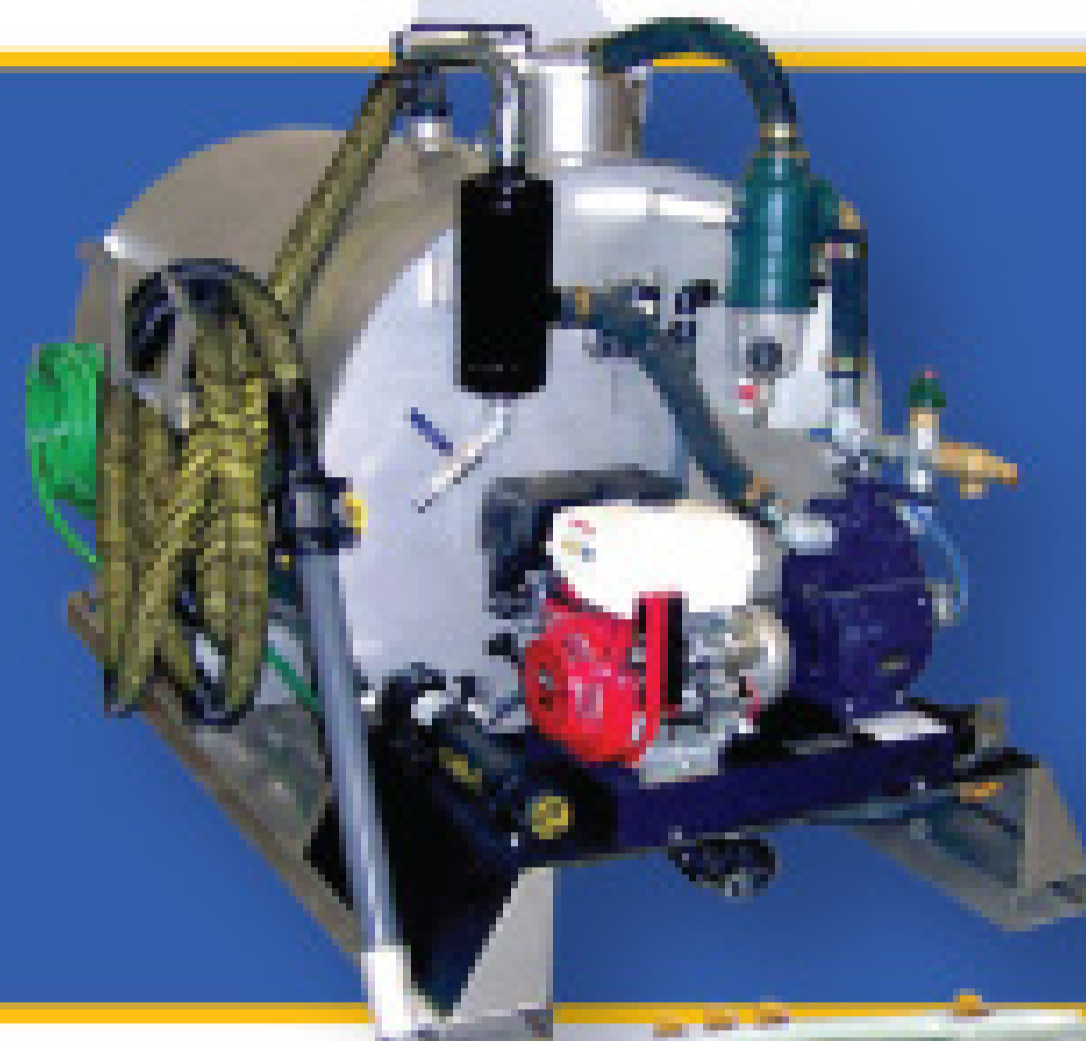
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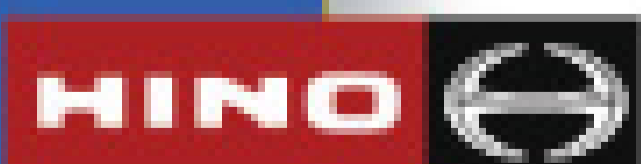
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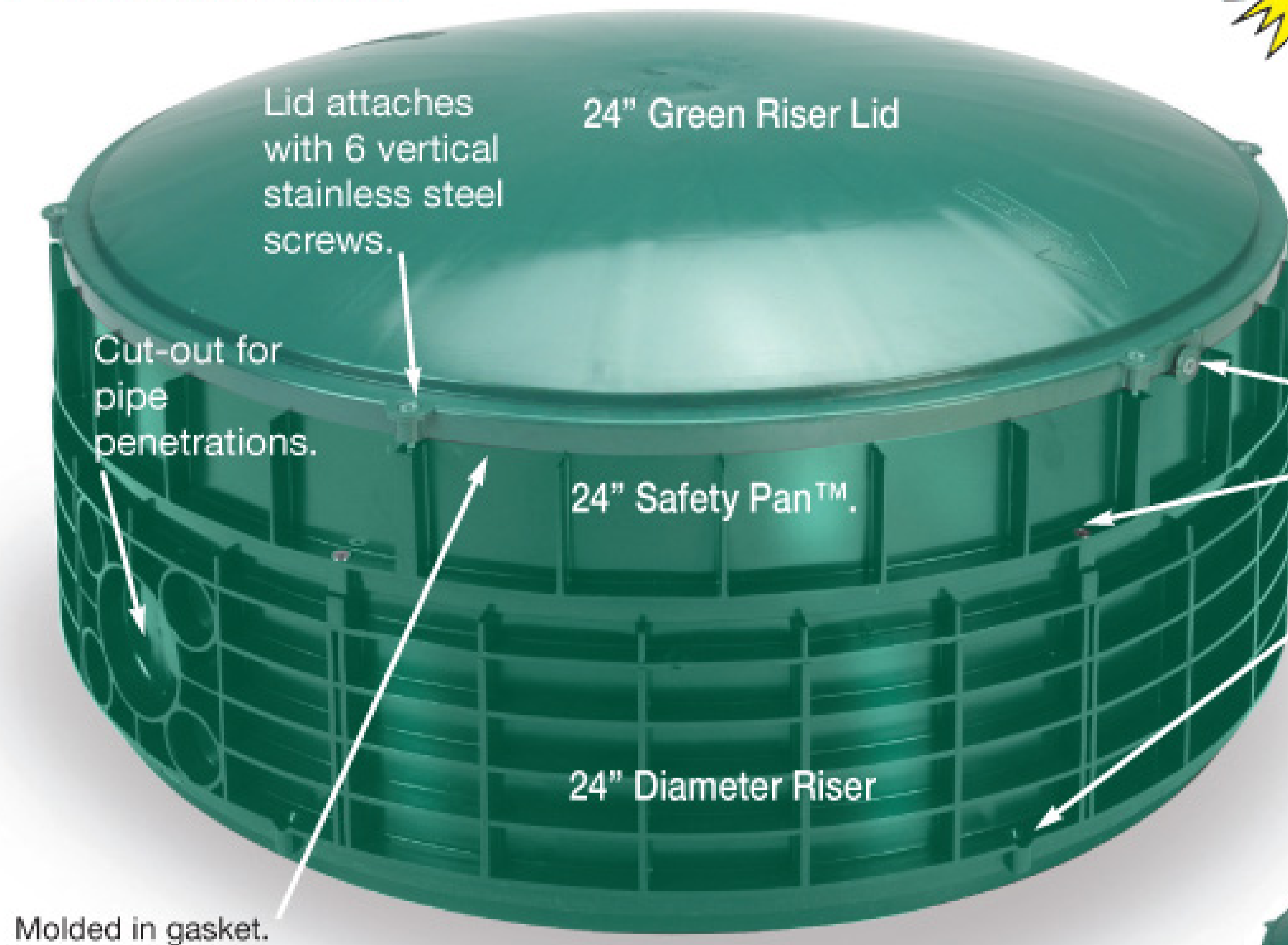
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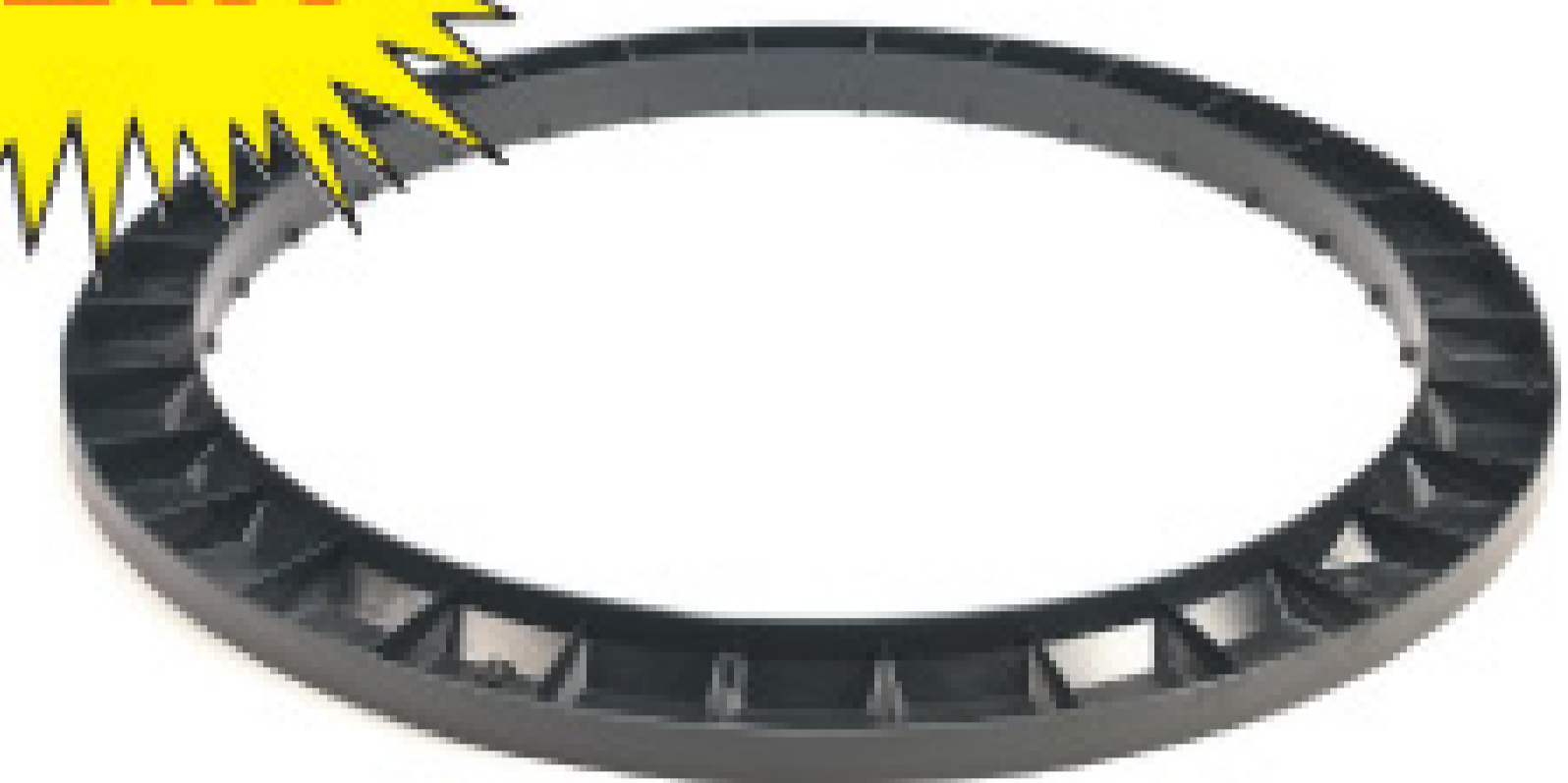
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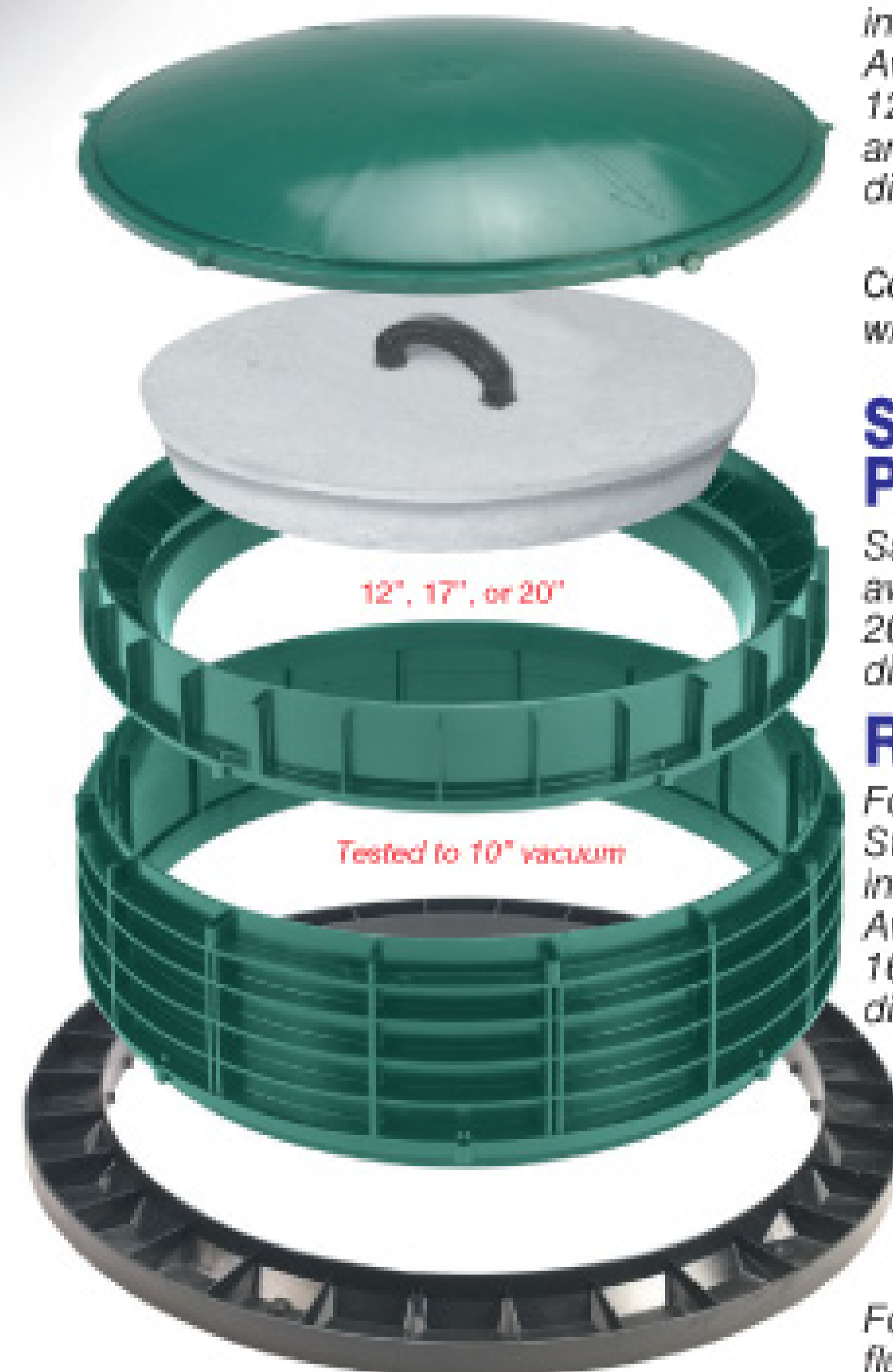


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5,624,123
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GOING in Style

It might be a pit toilet in the woods to most people, but this outhouse is a regal throne away from home for its proud owner

BACKWOODS SANITATION

From the regal throne, outhouse visitors peer out of nine windows and see a beautiful wooded vista and the small lake near Danbury in northwestern Wisconsin. If they get bored with the view, Sylvestre provides reading material, everything from the *Sears & Roebuck* catalog to a prized *Principles of Accounting* textbook to the topical *What's Your Poo Telling You?*

It's a practical backwoods sanitation system and a "sculpture in the woods" — as Sylvestre calls it — all at the same time.

"I bought the cabin and it needed a lot of work," says Sylvestre, who runs a home-remodeling business in Minneapolis. "Part of the fun of having a cabin is doing things completely different than you would in

your normal life, and an outhouse is one of those things. People have an idea about outhouses as nasty, snaky, bug-infested and stinky little holes with no light. But they don't have to be that way."

So Sylvestre set out to change the negative perceptions people have about outhouses just like a pumper changes negative perceptions about portable restrooms ... one satisfied user at a time.

Following outhouse construction guidelines from the University of Minnesota Extension Service, Sylvestre plotted the inner workings of this self-contained bathroom and mini-septic system. Like a portable restroom manufacturer,

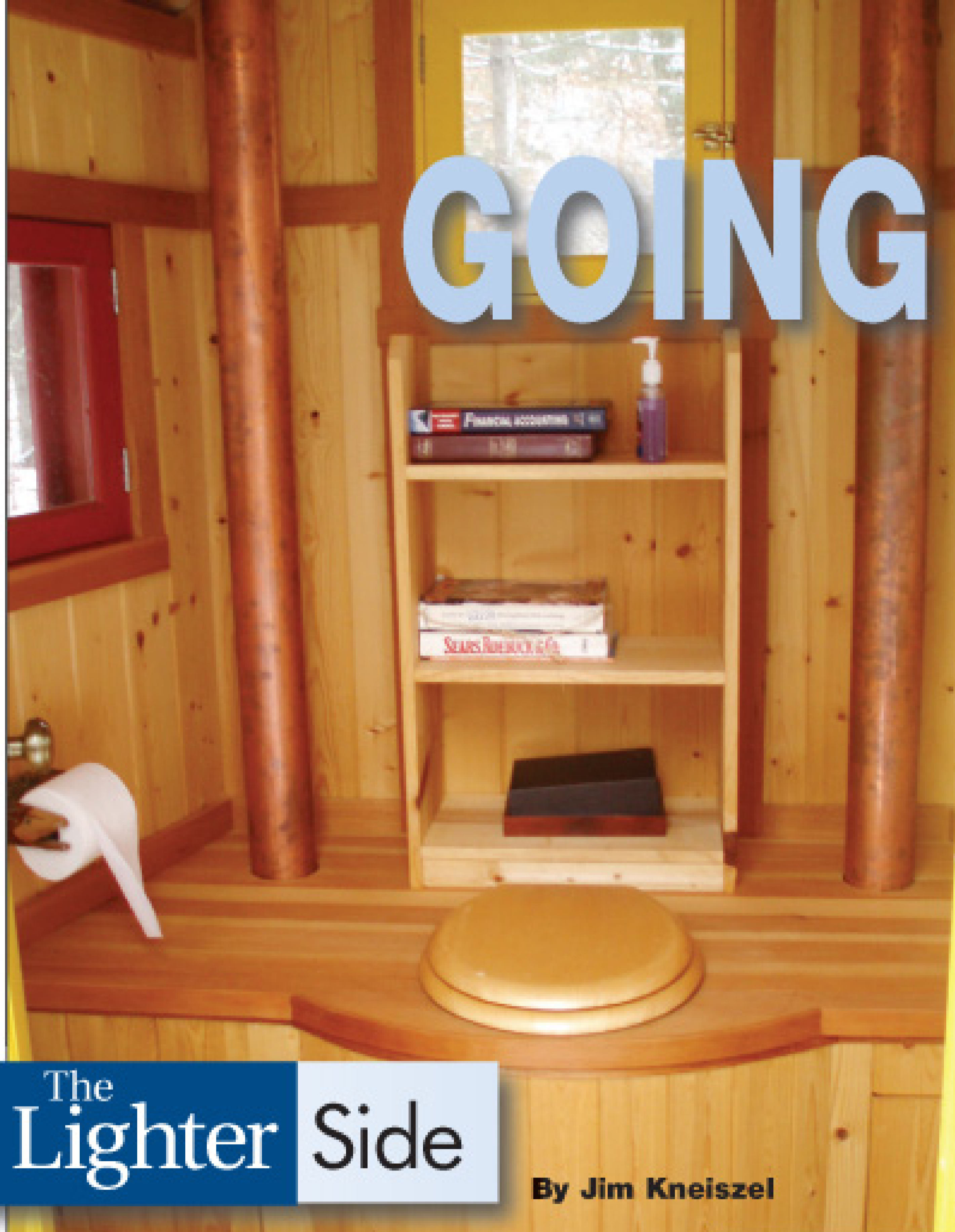
he employed effective venting designs to limit odor and made interior surfaces non-porous to improve sanitary conditions. Like an onsite system installer, he made sure his soil conditions promoted proper drainage and sited the pit a proper distance from the well, groundwater table, the lake and his cabin.

OUTHOUSE ONSITE RULES

The siting standards call for the bottom of the pit to be at least 3 feet above the water table, at least 100 feet from a domestic water supply or the lake and provide at least 50 cubic feet of capacity. If those standards can't be met, the guidelines require a holding tank and occasional pumping.

Sylvestre used a mini-excavator to dig the pit 3 by 4 feet, and 5 feet deep. To prevent erosion in the sandy soil, he built walls from 2-by-6 treated lumber and left soil at the bottom for drainage.

The guidelines call for ventilation through screened holes on the



The Lighter Side

By Jim Kneiszel

Remodeling contractor John Sylvestre used interesting details in finished wood and copper to craft a handsome interior for his outhouse. At right, he added stainless steel splash guards below the seat to protect wood framing. (Photos courtesy of John Sylvestre)

If all construction contractors were like John Sylvestre, it would be a whole lot harder for portable restroom operators to make a living at building sites. When Sylvestre needed a temporary bathroom solution during a remodeling project at his lakeside Wisconsin cottage, he didn't place a call to his local pumper ... No, he went old-school sanitation and built his own outhouse.

But this wasn't just any simple one-holer in the woods. Sylvestre used his design and building skills to erect an outhouse for the ages — an elegant structure that won a regional architecture award ... and the admiration of many male friends who continue to use his primitive facilities even though there are three newly remodeled bathrooms at his retreat.

"When we're up there, none of the boys go in the indoor bathrooms. Women have a different take on this than men do. It's not as fun for women for some reason."

John Sylvestre





At left: A welcoming entrance greets the guys who walk through the woods to get to Sylvestre's outhouse. Below: The sloping copper roof helps make the outhouse an out-of-the-ordinary architectural gem.



exterior walls on both sides of the seat board, as well as topside vents along the roof lines to let gases escape, just like the vents built into portable restrooms. Also like portable restrooms, the guidelines call for a vent pipe extending from below the seat board to above the roofline. He ran interior

vents around all four walls and added additional ventilation through windows that open. Dual vent stacks were placed on either side of the seat, using PVC pipe to extend below the seat and decorative copper pipe extending through the roof.

To protect the outhouse structure from splashing, Sylvestre added a stainless steel shield that extends into the tank from below the seat. Also following guidelines, the seat and lid lay flat on the seat board to minimize odors coming in from the pit when the outhouse isn't being used.

Once all construction guidelines were met, Sylvestre added several elements to give the outhouse an architectural flair, including a seamless copper roof, a glass door, pine interior paneling and a whimsical paint scheme with green cedar clapboards and siding, red window frames and a yellow door and frame.

A framed sign, an outhouse-warming present from Sylvestre's daughter, adds a finishing touch. It reads: "In this house so cute and small, we don't have to flush at all."

IT'S A MAN THING

It all makes for a pleasant bathroom experience ... at least for the men. Sylvestre says the outhouse makes going to the bathroom a great adventure in nature, but it's an adventure his wife and female visitors never go on.

"It sure is much more pleasant that sitting on a cold porcelain stool in a windowless room. When we're up there, none of the boys go in the indoor bathrooms," Sylvestre says. "Women have a different take on this than men do. It's not as fun for women for some reason." ■

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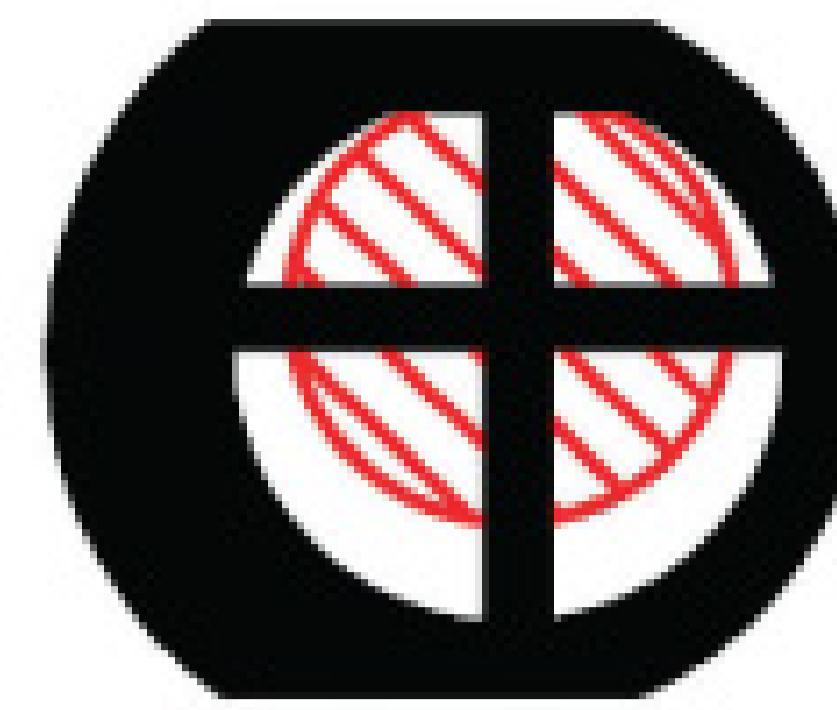
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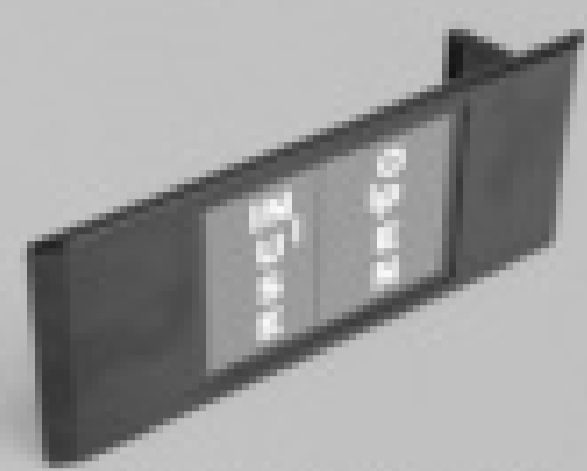
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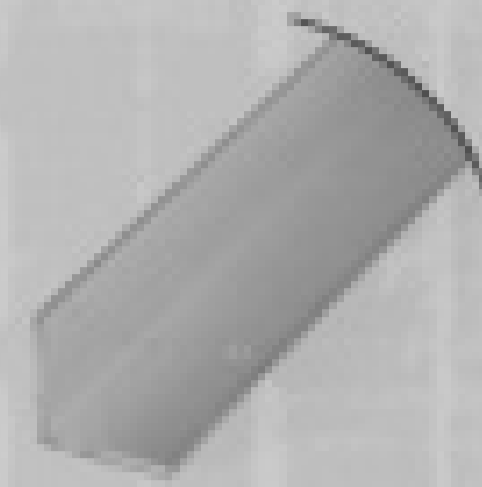
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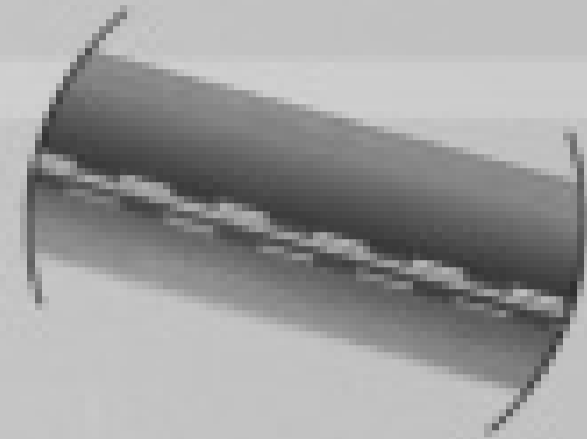
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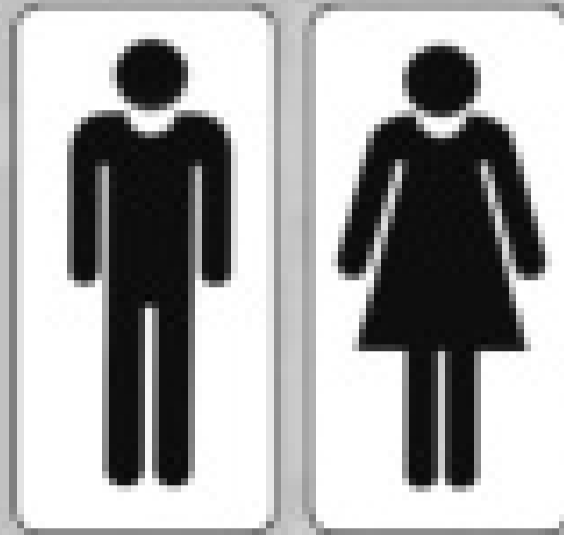
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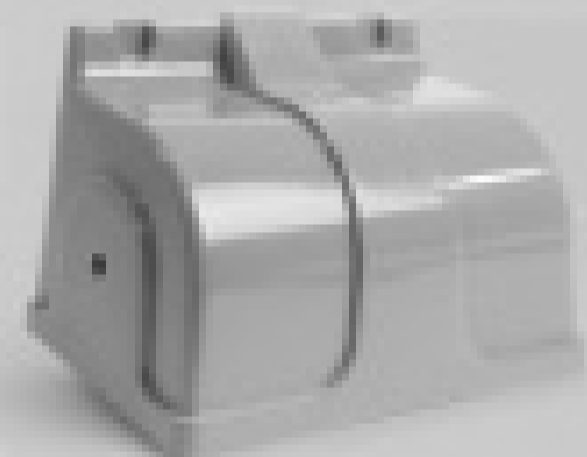
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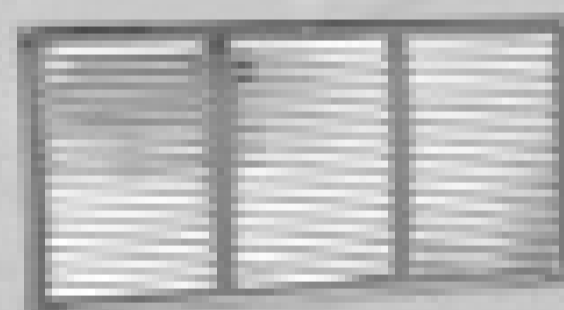
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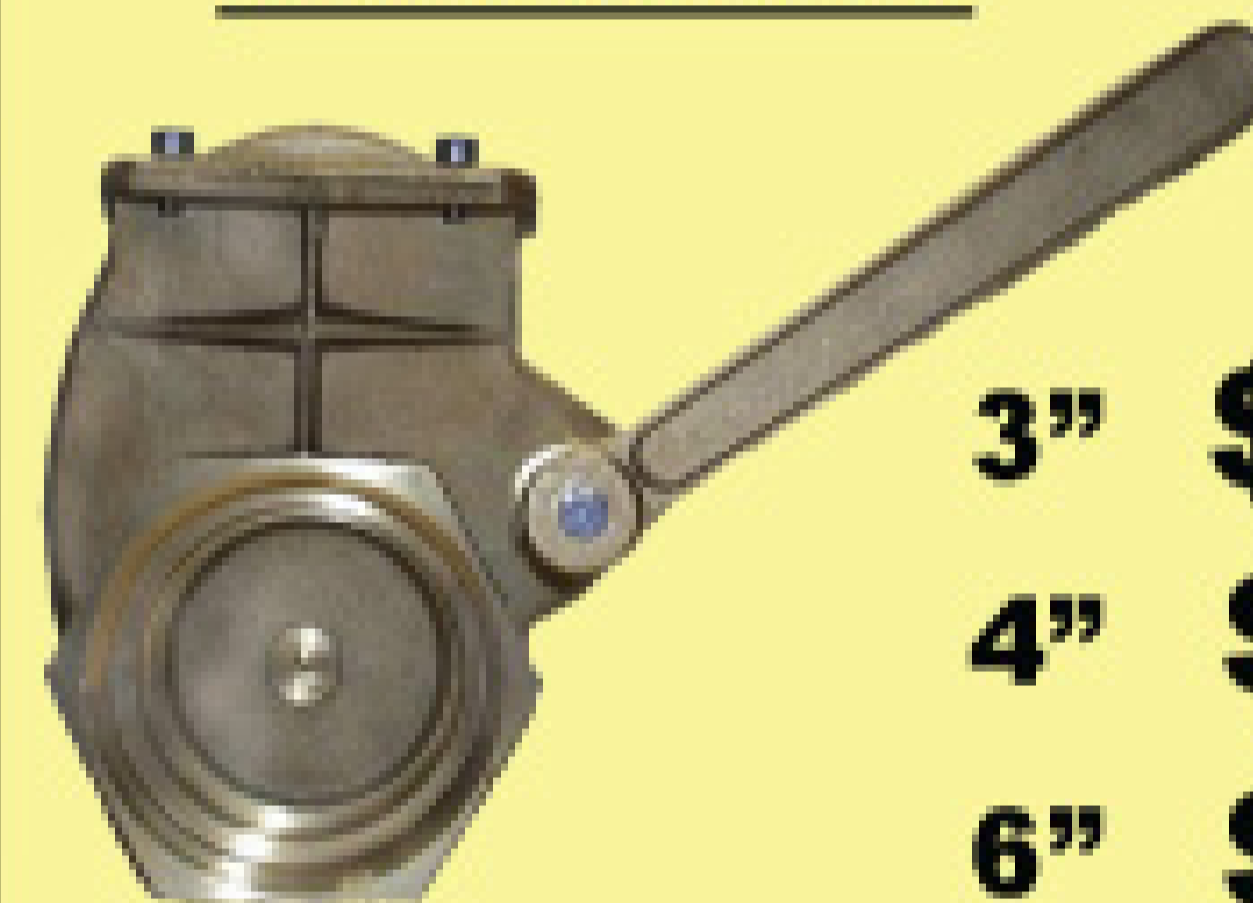
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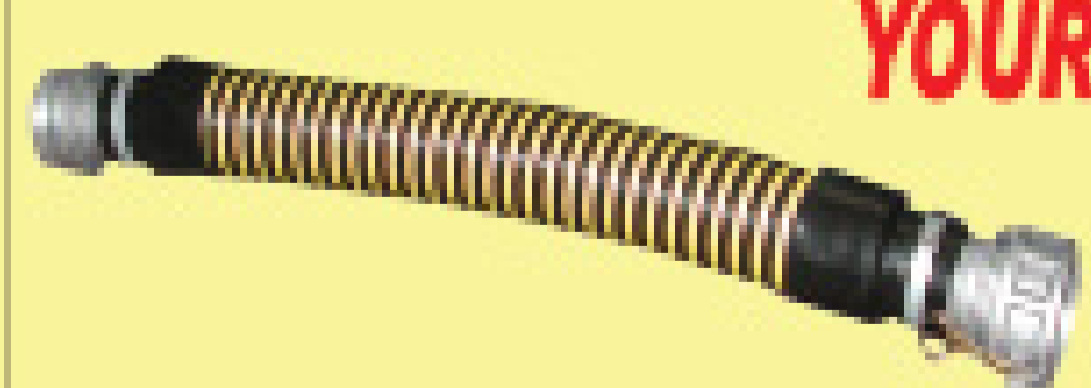
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Michigan bioreactor project aims to produce methane gas from septic waste

As the Michigan Department of Environment Quality phases out land-applied septage and restricts where haulers can offload it, pumpers working many miles from limited receiving facilities face the question, "What am I going to do with it?"

The Smiths Creek Landfill in Smiths Creek, Mich., may have the answer.

A study by the Watershed Management Advisory Group showed that St. Clair County had no septage receiving facility, and identified Smiths Creek Landfill as a potential site. At the same time, engineers at CTI and Associates Inc., an environmental engineering firm in Brighton, Mich., worked with Larry O'Keefe, former landfill manager, to develop the concept of operating a portion of the landfill as a bioreactor.

The research, development and demonstration project gives Smiths Creek Landfill the opportunity to study the beneficial effects of injecting liquid from dewatered septage into the bioreactor instead of standard landfill leachate (water that seeps through the garbage). The project also gives haulers their only municipal disposal location in St. Clair County.

When Pumper interviewed Matt Williams, landfill and environmental manager, the bioreactor had operated for 10 days and only one pumper was providing septage.

Pumper Interview

By **Scottie Dayton**

Pumper: Who invented what is being called the Viridis Septage Bioreactor Landfill technology from Viridis Waste Control LLC in Dublin, Ohio?

Williams: The inventors are Larry and Jan O'Keefe, Te-Yang Soong, Ph.D., P.E., director of solid waste services at CTI, and Morgan Subbarayan, president of CTI.

Pumper: Does the bioreactor also handle grease trap waste?

Williams: At this point, we accept only residential septage because we need the anaerobic organisms in it. If the project proves successful, we'll look at expanding it to include commercial septage. We don't accept portable restroom waste either.

Pumper: What is the capacity of the septage receiving facility?

Williams: It handles up to 10,000 gallons per load. Our projected capacity is 23,000 gpd.



Matt Williams of Smiths Creek Landfill in Smiths Creek, Mich., may be reached at 810/989-6979.

INJECTING LARGE AMOUNTS OF LIQUID INTO A CELL TO FACILITATE DECOMPOSITION MAKES IT A BIOREACTOR. TO THE BEST OF OUR KNOWLEDGE, THIS IS THE FIRST TIME LIQUID FROM DEWATERED SEPTAGE HAS BEEN USED. WE'VE BEEN FILLING THIS CELL SINCE DECEMBER 2005, AND IT WILL TAKE ALMOST THREE MORE YEARS BEFORE WE REACH ITS CAPACITY.

Pumper: May pumpers from outside St. Clair County use the facility?

Williams: Not yet, because solid waste plans need upgrading. For example, we have almost completed modifying St. Clair County's solid waste plan to accept septage from surrounding counties. However, those counties haven't begun to modify their solid waste management plans to export septage. When that is done, we will allow haulers from other counties to discharge here.

Pumper: What is inside the receiving facility built at the landfill?

Williams: It has an unloading bay, processing building, underground lift stations, and biofilter building. The covered unloading bay has one cam lock fitting extending through the wall to which pumpers connect their discharge hoses. They swipe their ID card through the reader in our control panel, hit the green start button, and discharge their load.

In the processing building, septage flows through a rock trap where heavy items fall out, then into a Muffin Monster from JWC Environmental in Costa Mesa, Calif. Besides removing the inorganics, the grinder homogenizes the load. Next, it passes through an inline pH meter before reaching the JWC Honey Monster, a modular dewatering system that screens solids down to 6 mm and separates the liquid. An auger on the screen directs solids up a discharge chute and into a bag. Full bags are buried in the landfill. The amount of dewatered waste is minimal, maybe 1 to 2 percent of the septage volume.

To control odors and any hydrogen sulfide emissions, a blower in the biofilter building draws air from the processing building and forces it through a biofilter. The filter media is 50 percent compost and 50 percent wood chips.

Pumper: What happens to the dewatered liquid?

Williams: It discharges out the bottom of the Honey Monster and flows into two 4,100-gallon concrete lift stations. Each tank has a float-activated 7.5-hp Gorman-Rupp sewage pump that sends 200 gpm through a 2,500-foot force main to two 50,000-gallon flexible bladder tanks at the top of the landfill. The discharge piping that connects the tanks to the bioreactor cell is hooked to a manifold. We simply open a valve to the appropriate line and liquid gravity feeds to the bioreactor.

Pumper: How large is the bioreactor and how is the liquid dispersed into it?

Williams: The bioreactor, a 7-acre section of the landfill called a cell, will hold 700,000 cubic yards of degradable garbage. We're injecting liquid from dewatered septage into the east half now.

Injecting large amounts of liquid into a cell to facilitate decomposition makes it a bioreactor. To the best of our knowledge, this is the first time liquid from dewatered septage has been used. We've been filling this cell since December 2005, and it will take almost three more years before we reach its capacity.

We fill the cell in lifts, or layers, and build the bioreactor infrastructure simultaneously by laying 3-inch high-density polyethylene, or HDPE, perforated lines for injecting septage and leachate, and 4-inch perforated HDPE pipe for extracting landfill gas. The pipes lie in a bed

of washed, evenly graded and naturally rounded stone with as many voids as possible. By dewatering the septage, we prevent solids from clogging the pipes and beds.

Pumper: How thick are the lifts?

Williams: The bottom lift, reserved for injection lines, is 10 to 30 feet thick depending on the slope. The bottom has a slight grade, directing landfill leachate to a collection point where we can pump it out. Successive lifts are 10 feet thick, and gas extraction lines and injection lines are installed on alternating lifts.

Pumper: How does your gas extraction system work?

Williams: The entire landfill contains 36 vertical gas extraction wells. Landfill gas is about 50 percent methane and 50 percent carbon dioxide. Pipes connect the wells to a common pipe attached to a large vacuum blower. Each well has a valve to regulate how much vacuum we apply based on the amount of gas produced. The extracted gas is routed through a 30-foot-high flare stack and burned so we don't release methane into the atmosphere.

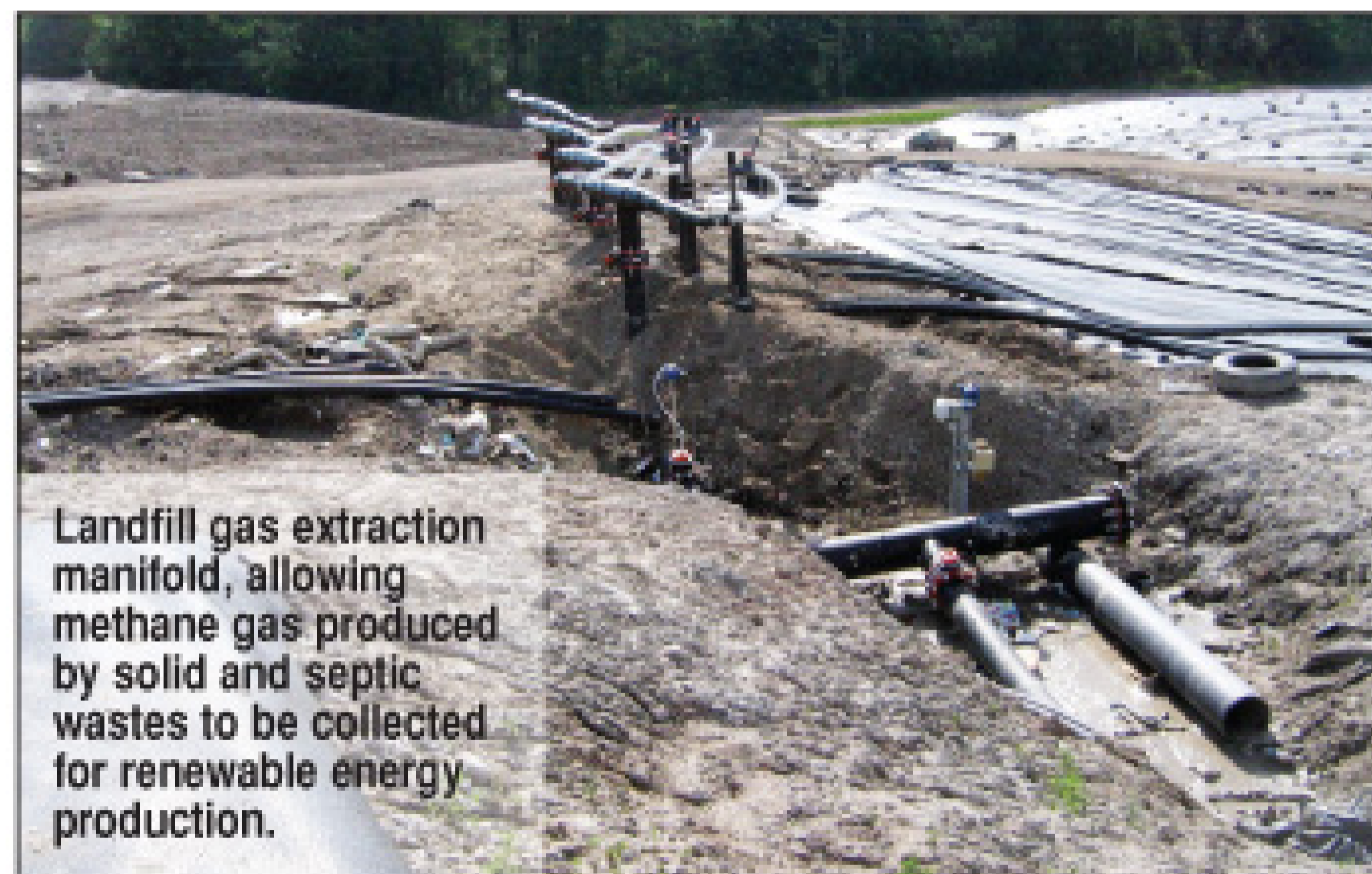
Pumper: Why don't you use the methane as an alternative energy source?

Williams: Until recently, our landfill wasn't producing enough volume to make it economically feasible to convert methane into another form of energy. The bioreactor, however, will produce a high volume of gas faster than normal, making our landfill attractive to developers. We are in the process of selecting a developer who can generate electricity from the gas or clean it to the quality of a high Btu natural gas. The waste heat from the conversion process could heat our offices, maintenance shop, or maybe even the energy-producing facility.

Another reason our methane is attractive to developers is because state regulations require Michigan power companies to use a certain percentage of alternative or renewable energy. This technology can be used anywhere there is septage and garbage.



Collapsible septage holding tank filled with 50,000 gallons of processed septage.



Landfill gas extraction manifold, allowing methane gas produced by solid and septic wastes to be collected for renewable energy production.



Septage distribution manifold, allowing septage injection from the holding tank into various subsurface injection lines buried in the waste mass.



Honey Monster septage receiving and processing unit equipped with grinder, pH sensor, flow meter and solid separator.

Pumper: How much does it cost?

Williams: St. Clair County has invested about \$1.5 million in the engineering and construction of the septage-bioreactor facility. The additional infrastructure, including injection and extraction piping, will increase that figure.

Pumper: What is your septage disposal fee and how does it compare with what municipal treatment plants charge?

Williams: Our fee is five cents a gallon with no minimum set volume. The nearest treatment plant that accepts septage is in Mount Clemens, 25 miles to the south. Haulers say the discharge fee is the same. It remains to be seen how attractive our price will be.

Pumper: Is the bioreactor the answer to inexpensive septage disposal and reuse of waste?

Williams: It's too early to know. We hope the project will prove that the bioreactor is an environmentally safe way to handle septage, since the injected liquid is contained in the cell. In fact, leaching through the garbage actually cleans it a little. We should have the data showing whether septage outperforms landfill leachate in degrading garbage in two to three years. I'm confident the technology will work well due to the nature of septage and the microbes in it.

Is it the most cost-efficient way of doing it? The answer depends on the location of the landfill and the availability of other septage disposal options. I believe it will be a site-by-site situation based on the conditions at each landfill.

Our vision for this project is twofold, to meet the need created by regulatory agencies and to be economically viable for haulers. It's one thing for governments to dictate, "You have to go there." We want haulers to want to come because it is a desirable disposal option. ■



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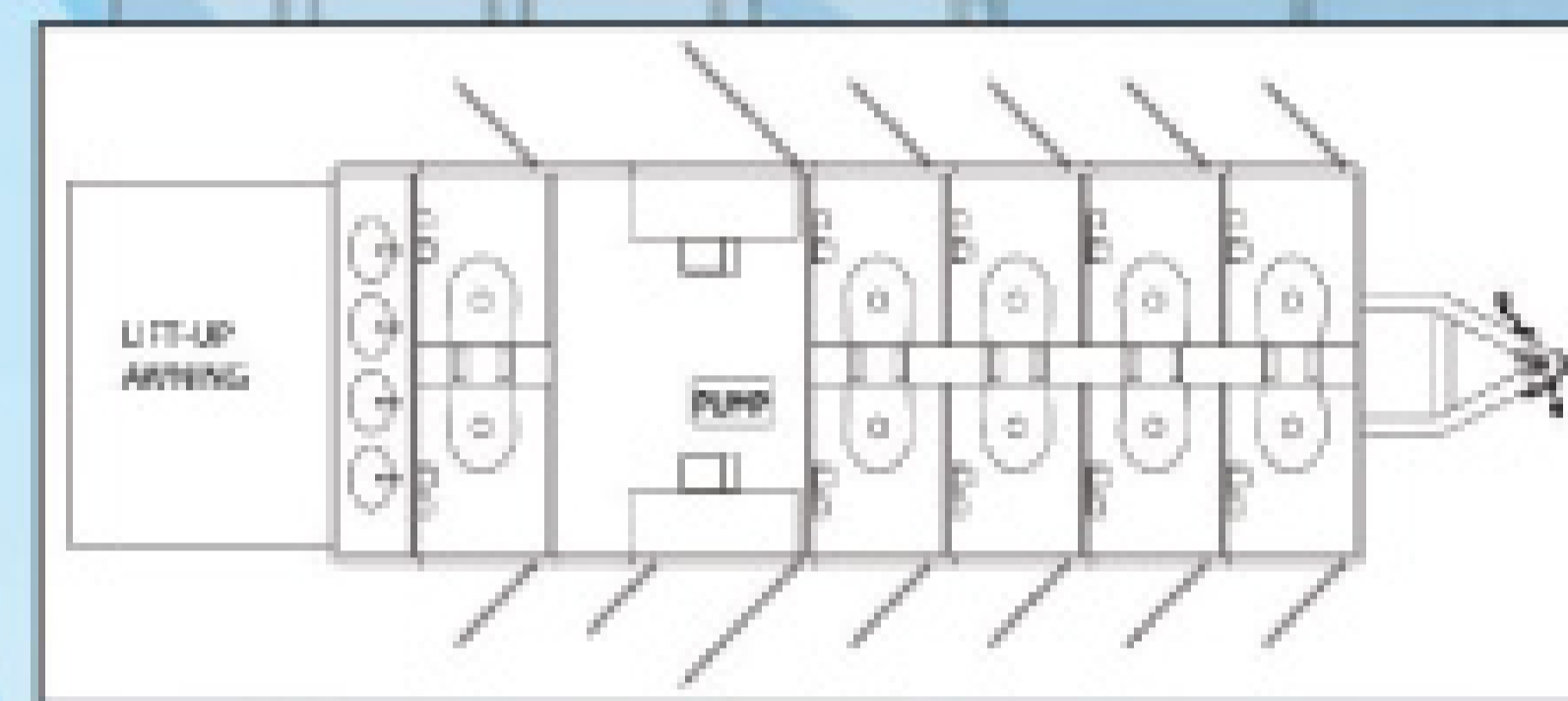
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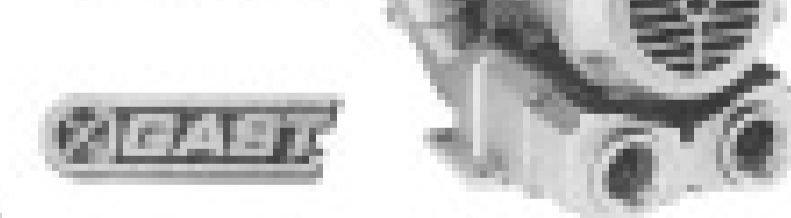
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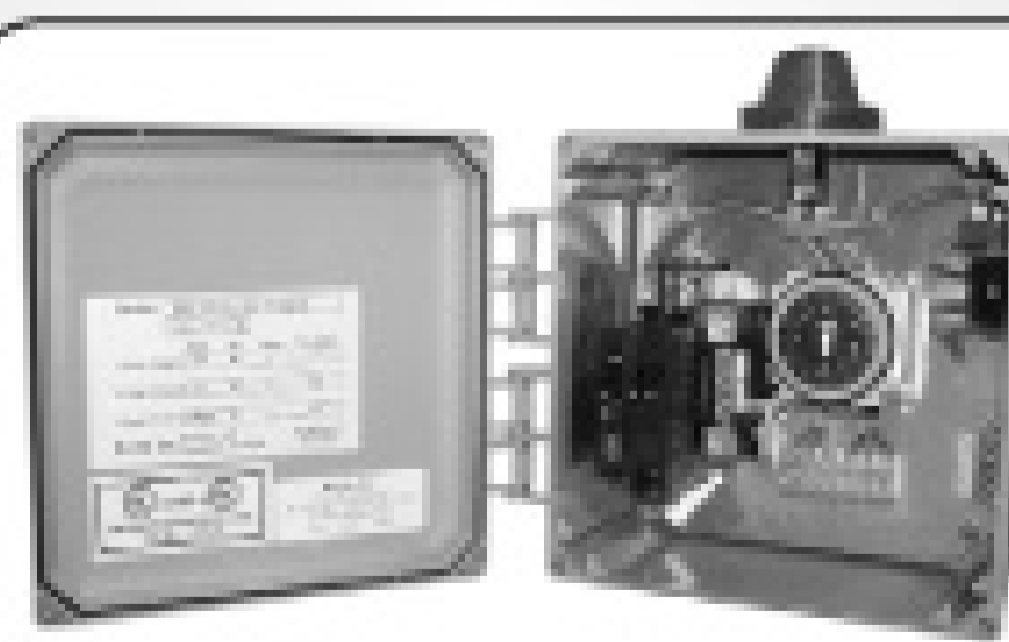
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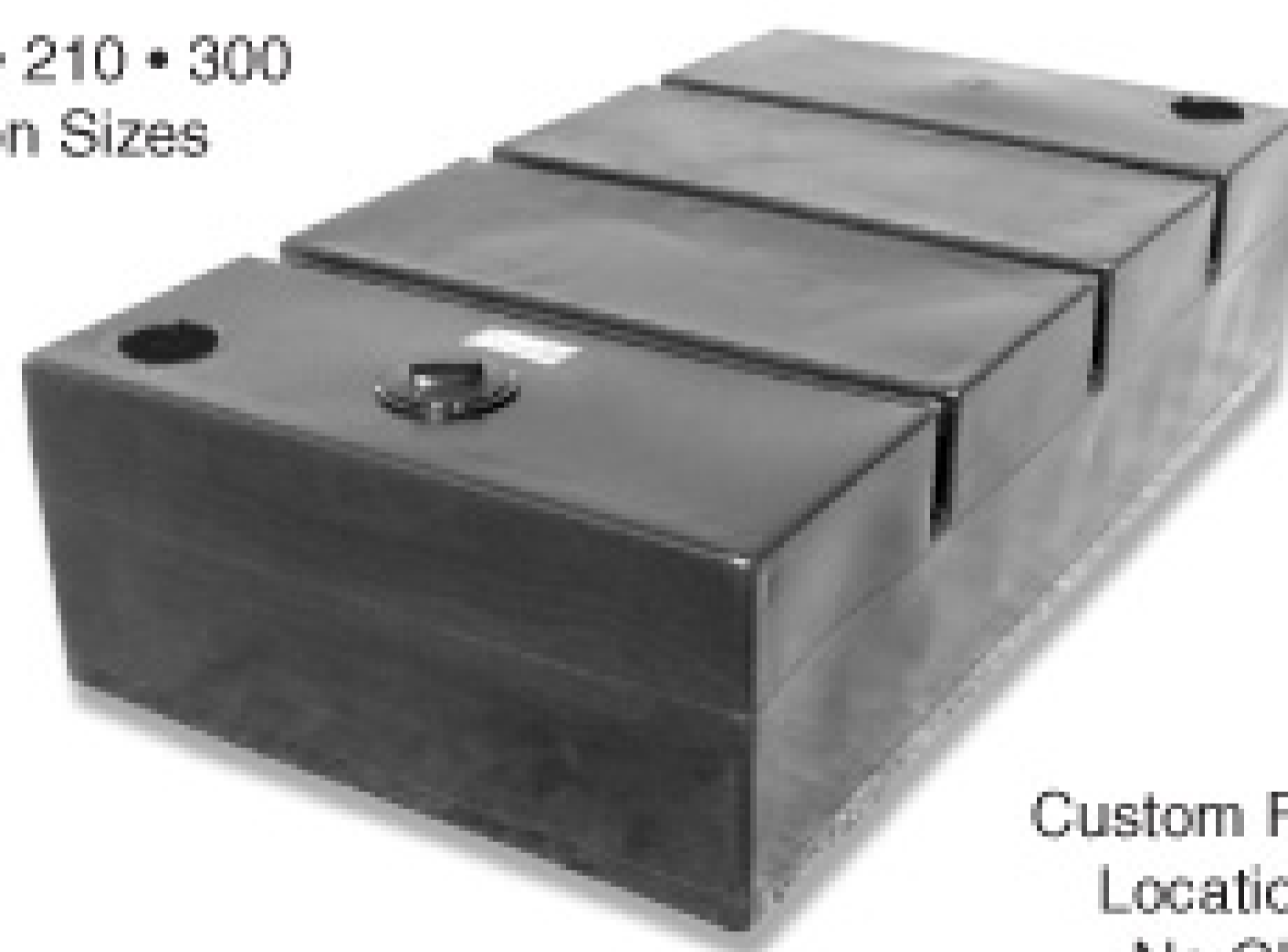


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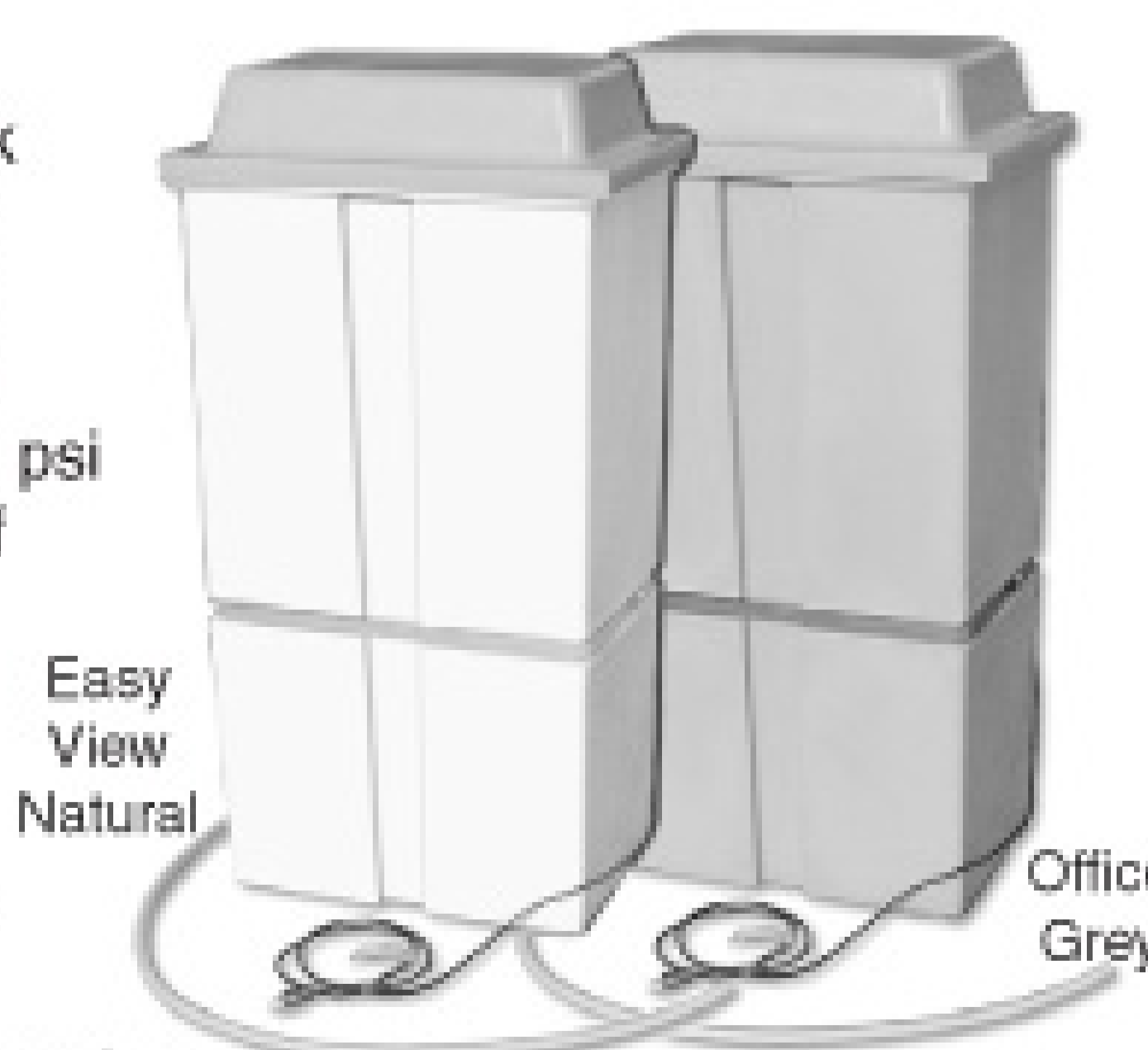


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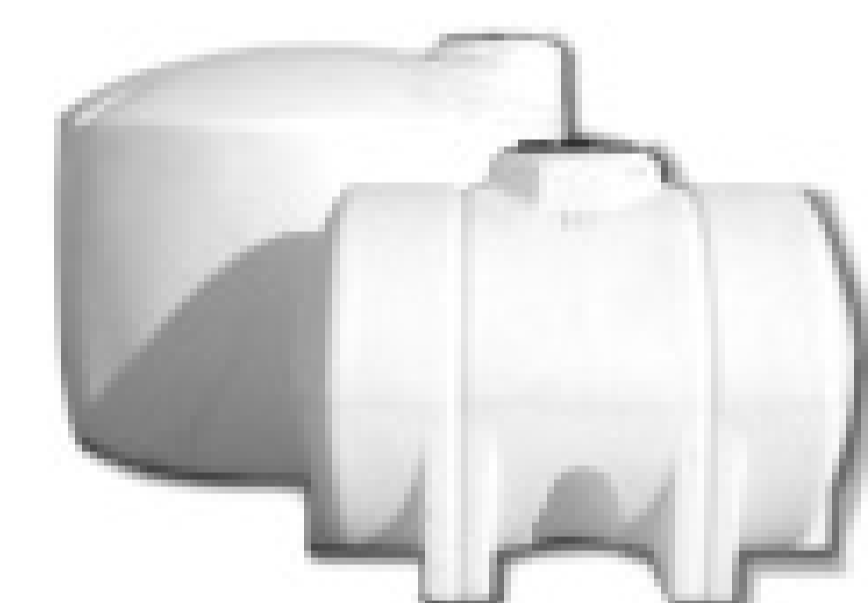


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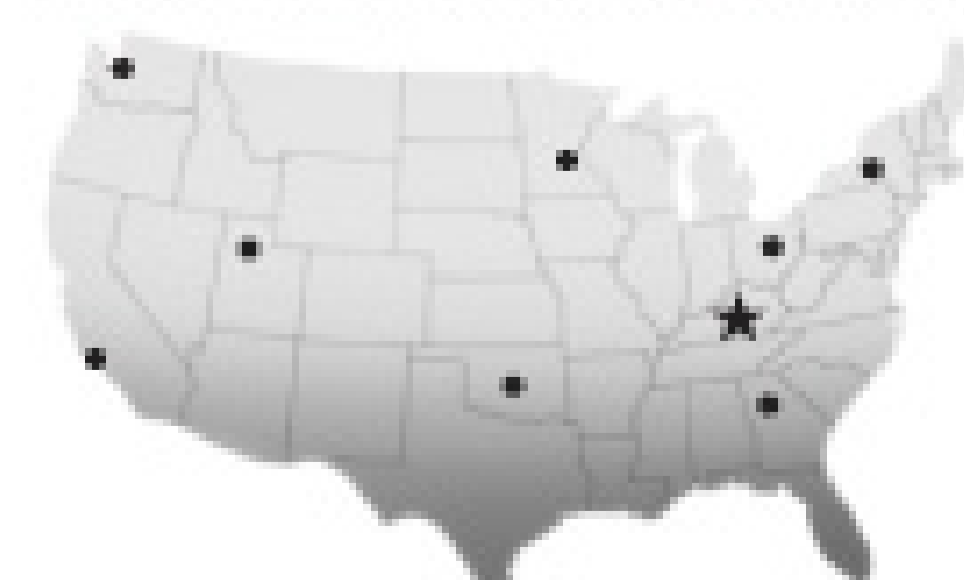


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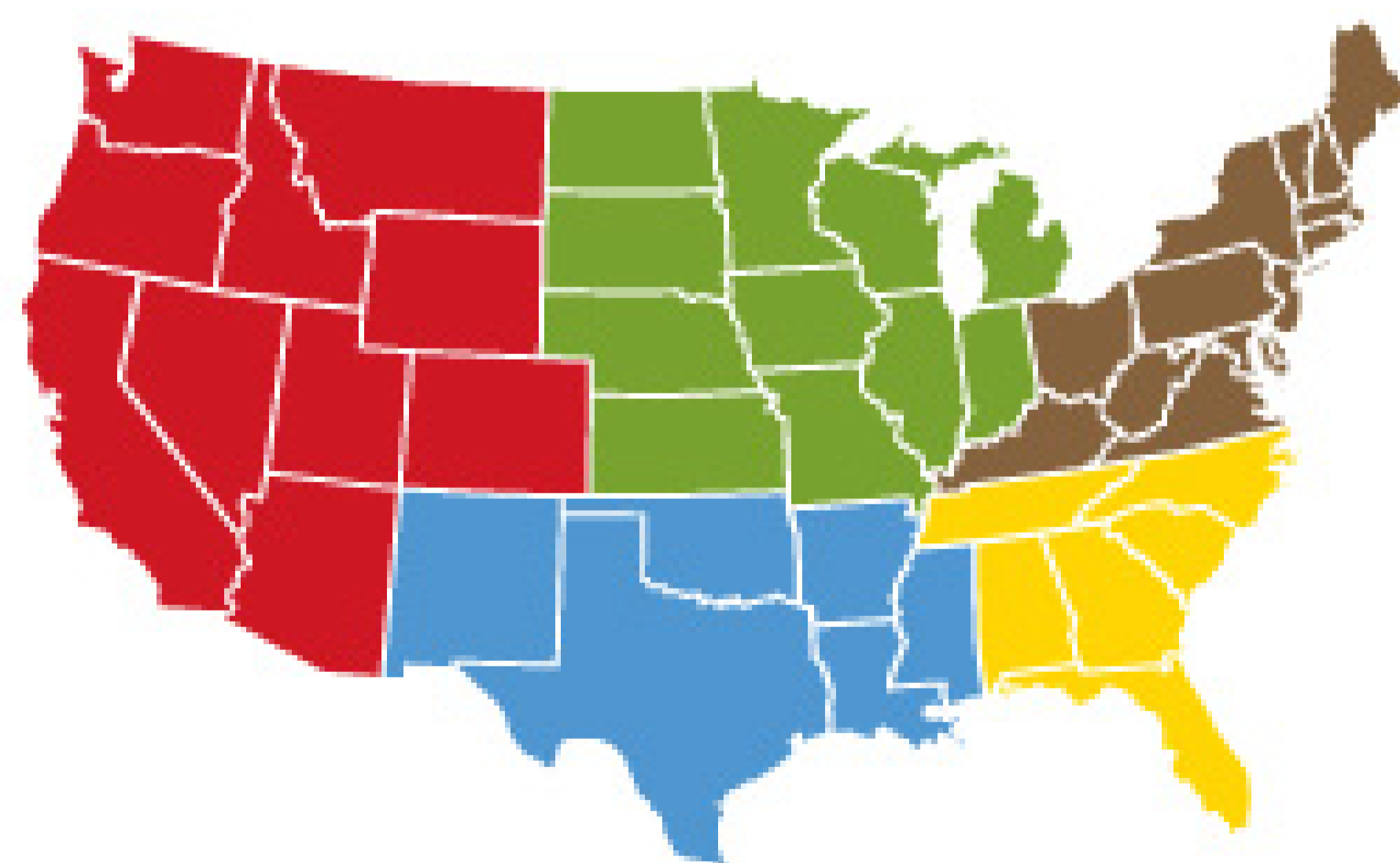
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Comments may be directed to Mary Shafer in care of Pumper. You may also e-mail pipelines@pumper.com.



The End Game

Pumpers grapple with diminishing options for liquid waste disposal

By Mary Shafer

With increasing regulation in many states, pumpers' options for septage disposal are on the decline. It used to be if you had a farmer friend, you could just land-apply and be done with it. But outbreaks of E. coli and other bacterial infestations have brought greater public awareness to the dangers of surface application. Similar restrictions are occurring with permits for subsurface injection, irrigation and landfilling.

For the average pumper, that leaves public or private treatment plant disposal among the dwindling disposal options. The bad news is that the law of supply and demand is driving tipping fees up, and many plants are now at or rapidly approaching capacity.

What's a pumping professional to do? These operators share their strategies for handling waste disposal in an increasingly unfriendly regulatory environment.



Name:
Pauline Dube
Company:
Pat Jackson Inc.
Location:
Augusta, Maine
Employees: 20
Years in Business: 33

Pauline Dube took over Pat Jackson Inc. three years ago after losing her husband, Eugene Dube. About a dozen years earlier, he had built a private treatment facility at their location. "He saw what was coming," she recalls, "and got us started by installing some belt presses. These are used to process both

septic tank and grease trap waste. Then, probably about eight years ago, he decided to add a dewatering box. It's more cost-efficient than a simple screening process."

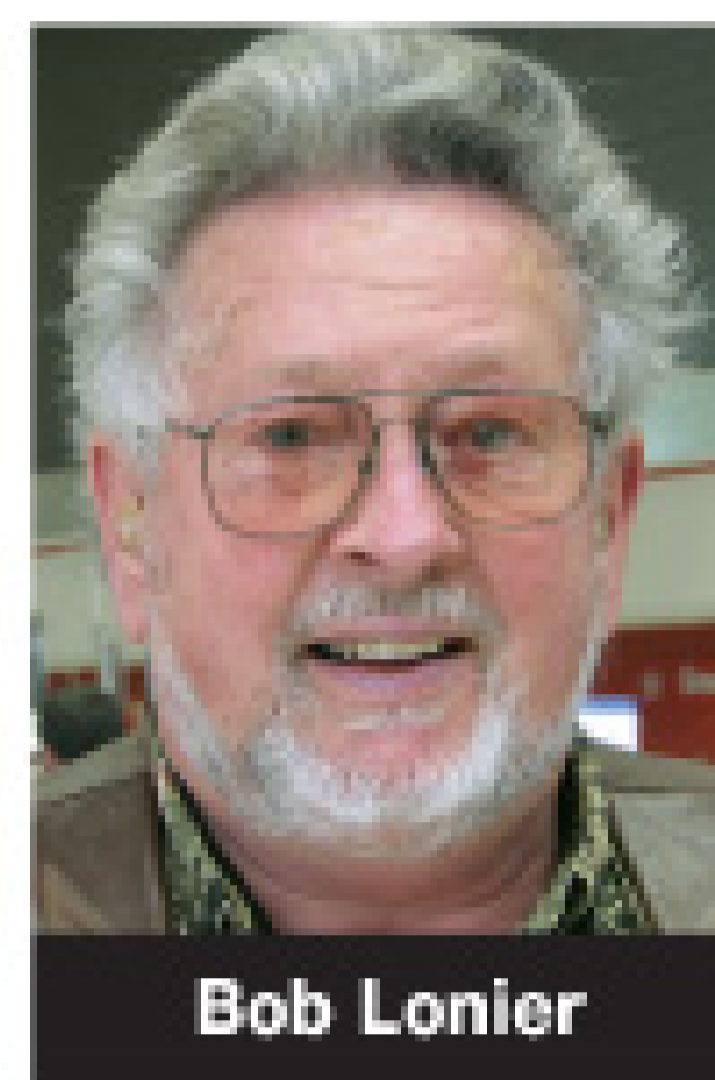
The effluent from the dewatering process is sent through the company's pump station to the City of Augusta. It is allowed to enter the public collection system as long as the company maintains an acceptable concentration of oxygen demanding pollutants, or BODs. Such monitoring is part of Jackson's treatment process. Sludge is removed to a sludge pad that drains into a pad tank. The drained sludge is then put through a Green Mountain Technologies (www.compostingtechnology.com) CompTainer composting box.

"We add wood shavings and 'cook' it, then sell the resulting compost as a fertilizer product. I just put that into gear last year, and the product is really good. We have landscapers that get more than 60 yards at a time. I promote it by doing postcard mailings to all the surrounding landscape contractors."

Dube says she has a land application permit, but prefers to make the waste into a saleable product. It's a smart move that has turned a liability into a revenue stream she estimates now makes up between 5-10 percent of annual billings.

"Now it's coming full cycle and more people are actually calling us to buy the compost." She expects this trend will only grow with the new "green" movement, as more people become aware of the advantages of organic fertilizer.

Dube is thankful for her husband's vision in installing the treatment equipment. Prices for plant disposal were getting out of hand at the time, or loads were being turned away due to over-capacity issues. With the in-house treatment option, Dube knows what to expect and therefore has a much better handle on realistic expectations for profitability.

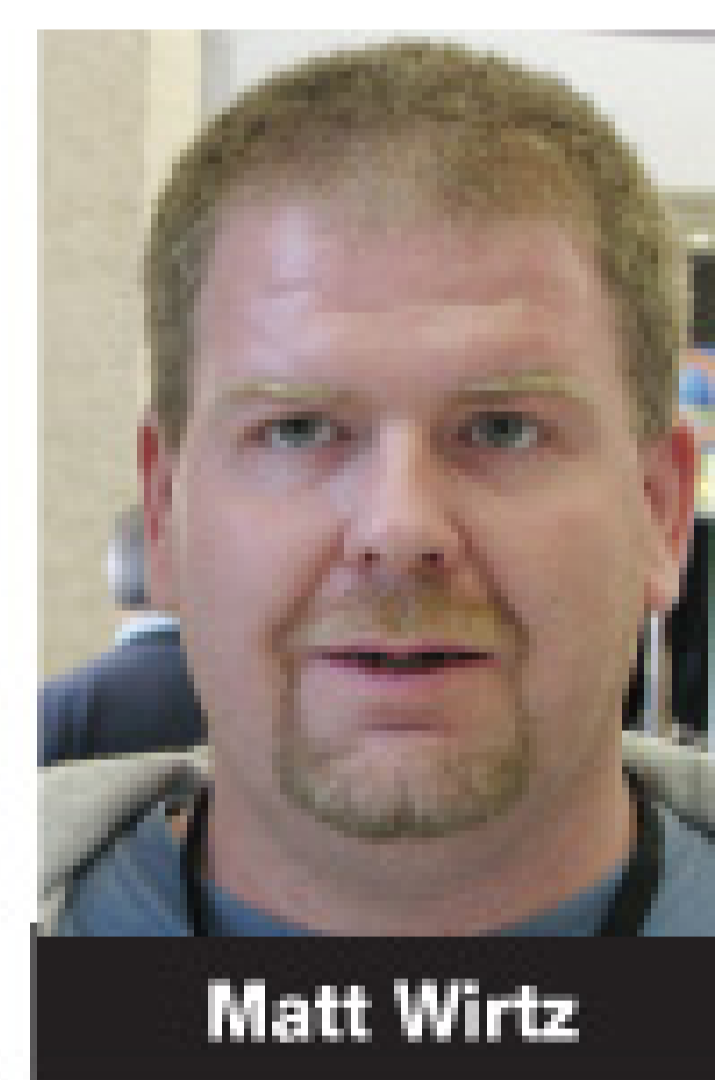


Name:
Bob Lonier
Company:
Bibb's Septic Tank Cleaning
Location:
Centreville, Ala.
Employees: 2
Years in Business: 30

Bob Lonier is semi-retired and not looking to grow, so he can live with his current disposal options. His choices for dumping septage loads include using a lagoon in Vance, Ala., and another lagoon at the municipal treatment plant in Brent, Ala.

For grease trap waste, Lonier offloads at the Tuscaloosa treatment plant, which has the necessary equipment to handle fats, oils and grease, or FOG. But he allows that pumpers either just getting started or in the middle of their careers might have some concerns about limited options and increasing fees.

Lonier has a three-hour, one-way trip to the Vance plant, and almost that long to Brent. Tuscaloosa is even farther, so any of these roundtrips eats up nearly a whole workday. This situation might be difficult for a busier and more heavily staffed company to operate profitably, since the need for billable hours would constantly be at odds with the need to make disposal runs.



Name:
Matt and Sarah Wirtz
Company:
Burr Oak Septic
Location:
Burr Oak, Mich.
Employees: 2
Years in Business: 5

Located in far southwestern Michigan, Burr Oak Septic has moved from strictly land-applying septage to also beginning to dump at public treatment facilities at Coldwater and Three Rivers.

"After this summer, it's all going to the treatment plant," explains Matt Wirtz. "They've told us they're not going to renew our



(land application) permit." The couple believes they'll be OK for the time being, but worry about the plants maintaining sufficient capacity for the many pumpers forced into mandatory municipal disposal. "There's no other choice," he says. "They won't allow us (pumpers who might want to build private systems) to build any new plants. Applications (to the Michigan Department of Environmental Quality) had to be in before a certain date for them to be grandfathered in, and now it's too late."

Sarah Wirtz says capacity might not be the only issue at the treatment plants. "If the treatment plant breaks down, then they have to turn people away. That has happened. They might get shut down for a day, then we just can't do any more jobs until we can offload."

She says customers have been understanding when they had to reschedule pump-outs due to the shutdowns, because it's only happened once or twice since they've been operating. But she wonders what will happen when there are a lot more loads coming in from other pumpers and plant capacity remains the same.

Right now, Matt Wirtz says, they're just thankful they have two plant options, since chances are remote that both plants would be shut down at the same time. ■

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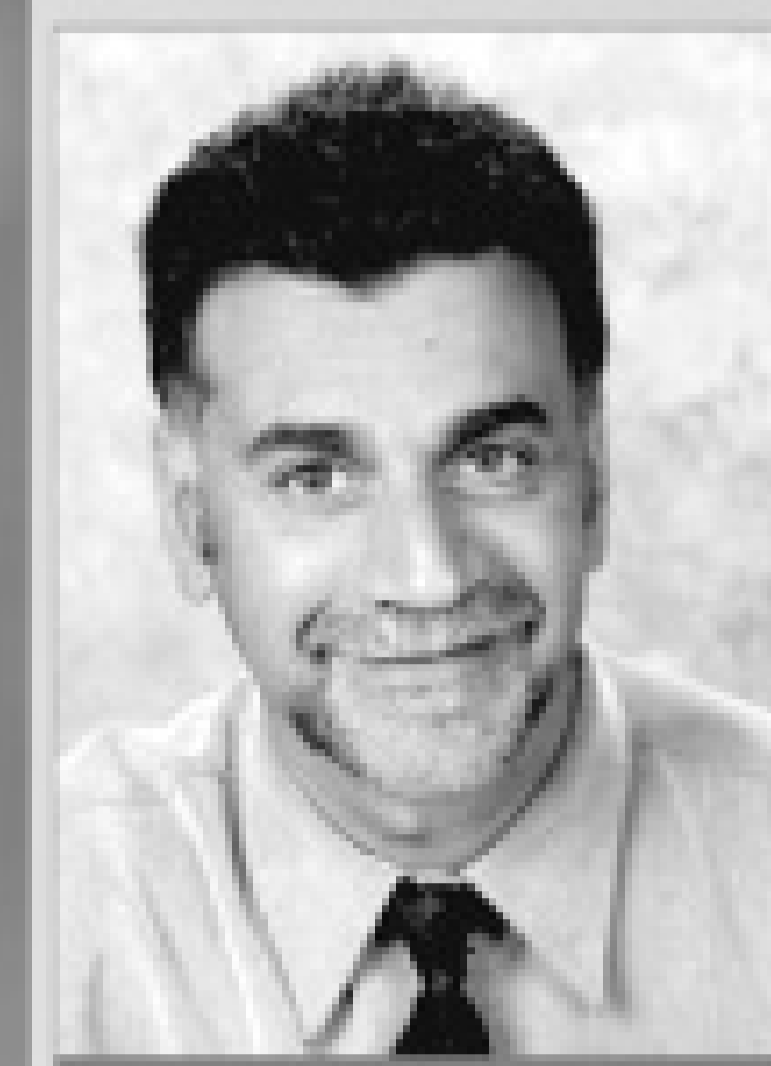


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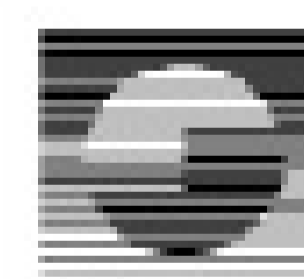
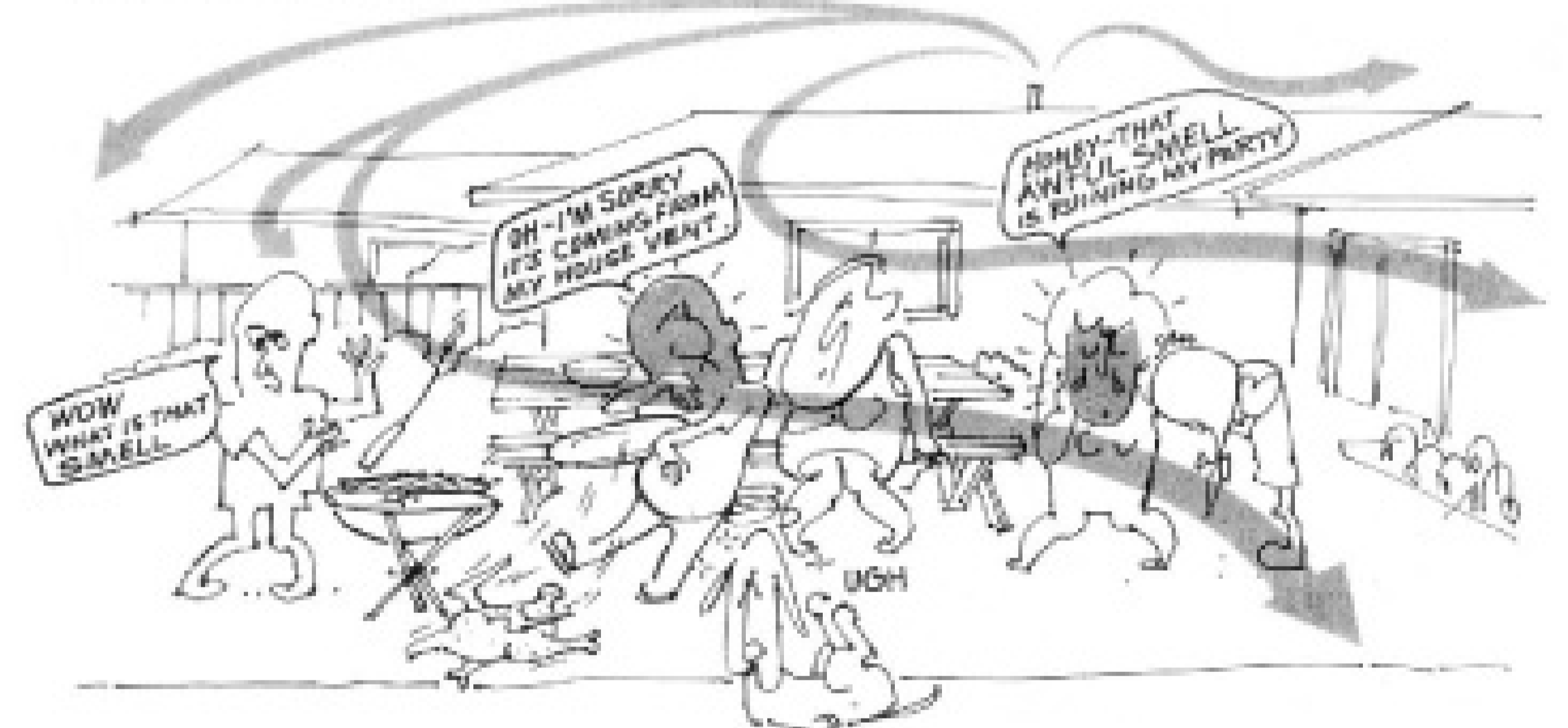
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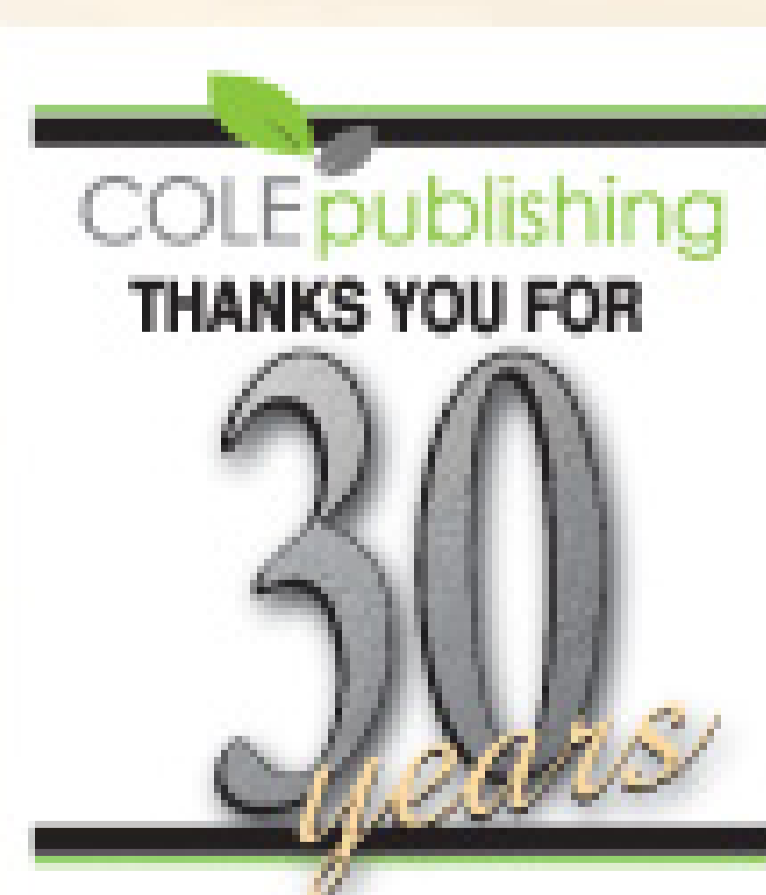
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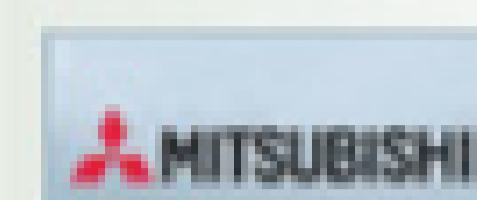
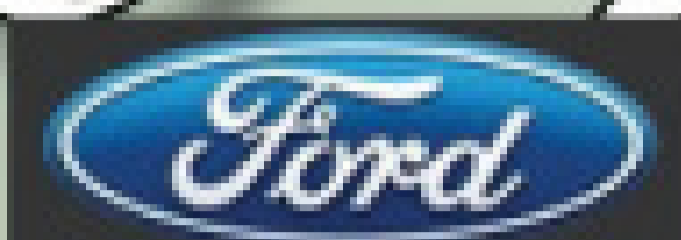
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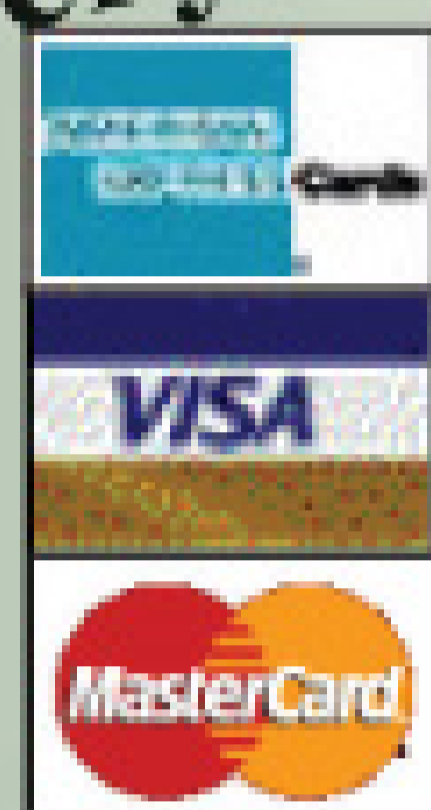
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In the 30 years since the first issue of *Pumper*, contractors have become top-notch service providers and ambassadors for environmentalism

By Roger E. Machmeier, Ph.D.

So *Pumper* is 30 years old this month? To mark the milestone reached by a critical environmental trade publication — which matured right along with the septic service industry — I'd like to share a few recollections. In 1979, as COLE Publishing sent *Pumper* to the printer for the first time, I was employed as an Extension Agricultural Engineer at the University of Minnesota.

I became involved with COLE Publishing through an onsite professional who had attended several of the onsite sewage treatment workshops I conducted throughout Minnesota. Ray Kari, from Ely, Minn., had also attended a number of tradeshows sponsored by COLE. Kari was appalled at the lack of basic knowledge shown by attendees of those early *Pumper* & Cleaner Environmental Expos. He told me the material we presented at our workshops would be great information for those attending the emerging Expo for pumpers.

Kari talked to COLE co-founder Bob Kendall about the Minnesota Workshops and suggested having an educational seminar at the *Pumper* & Cleaner Expo. Kendall and I spoke about our workshops, and he decided an educational seminar might be appropriate for the Expo.

The Superdome in New Orleans was the site of the first Expo where I presented an onsite sewage treatment seminar. The seminar was reduced in length from our usual workshop agenda, but I presented the basic facts of septic tanks and onsite sewage treatment. The seminar was well attended and I was asked to present the seminar for the next Expo.

I presented educational seminars at the early events held at the Superdome, then moved along with the Expo to Nashville.

THE ANSWER MAN IS BORN

Many questions were asked at those seminars and time was not adequate to give an answer to all of them. As I recall, some of these questions, along with my answers, were published in *Pumper* — and so began the *Septic System Answer Man* column.

I don't remember the date of the first column in *Pumper*, but it may have been about 1995. At first, the column ran only periodically, but then started running every month as the number of reader questions grew.

And here we are in 2009, and the *Septic System Answer Man* is still hangin' in there! I have now been retired for as many years as I worked for the Extension Service. During that time, many new techniques and products have emerged to enhance the professional services provided by the pumping and onsite system installation industry. Improved systems and better training have translated into higher quality sewage treatment and better longevity of septic systems for homeowners.

But the fundamental facts about the biomat, anaerobic bacteria, aerobic bacteria, partially saturated flow, Long Term Acceptance Rate, suitable soil texture (and I could go on and on) haven't changed.

The educational offerings provided by *Pumper* have gone well beyond my column. The magazine features valuable arti-

Just as *Pumper* has beefed up its editorial content over the years, I believe the mood of the industry has changed to one of contractors showing more pride in their work. I would hope the days of advertisements with sayings like "you dump, we pump" are over.

cles about buying and financing equipment, customer relations and many aspects of running a successful business as an onsite sewage treatment professional.

CONTRACTOR PRIDE

Just as *Pumper* has beefed up its editorial content over the years, I believe the mood of the industry has changed to one of contractors showing more pride in their work. I would hope the days of advertisements with sayings like "you dump, we pump" are over. Education has given the personnel of service companies a basic knowledge on why the septic tank has to be regularly cleaned and pumped. Information has also been available on how the entire onsite sewage treatment system is supposed to operate.

I continue to get comments and questions that tell me the educational work is still not done. I have enjoyed writing the column and the many responses I have received from my readers. The following response is a classic and I want to share it with you. I told the writer, in this case a homeowner rather than an onsite professional, about the simple fruit jar test to determine the quality of toilet paper.

Thank you so much for your reply. It is most helpful!

My eyes and mouth were ROUND after I tried your shake-the-paper-in-the-jar experiment!

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.



My old toilet paper broke up into tiny pieces beautifully with one simple shake. The toilet paper that I had bought (to try to save money with a coupon) did not break up on one, two, or three good shakes, and only started to look a little tattered on the fourth hefty shaking! No wonder it clogged my toilet. Well, I now know how to use a snake (toilet auger), and even better, because of you, I now know how to actually test the toilet paper for the septic tank. I had called this paper company first, and they insisted their paper was great for septic tanks, but we can't believe everything we're told, can we?

I put out a neighborhood newsletter, and we are all on septic tank lots, so I will put in some of your good advice. Thank you for responding to me and for all the great information.

Of course, I also get comments from readers who disagree with me, but they are welcome as well. It is important that we learn together. Most of what I have learned about onsite sewage treatment practices has been from professionals in the industry.

As we celebrate 30 years of *Pumper*, my message to the onsite sewage treatment industry is simple: Keep up the good work. Continue to be a proud professional in your activities with onsite sewage treatment. ■

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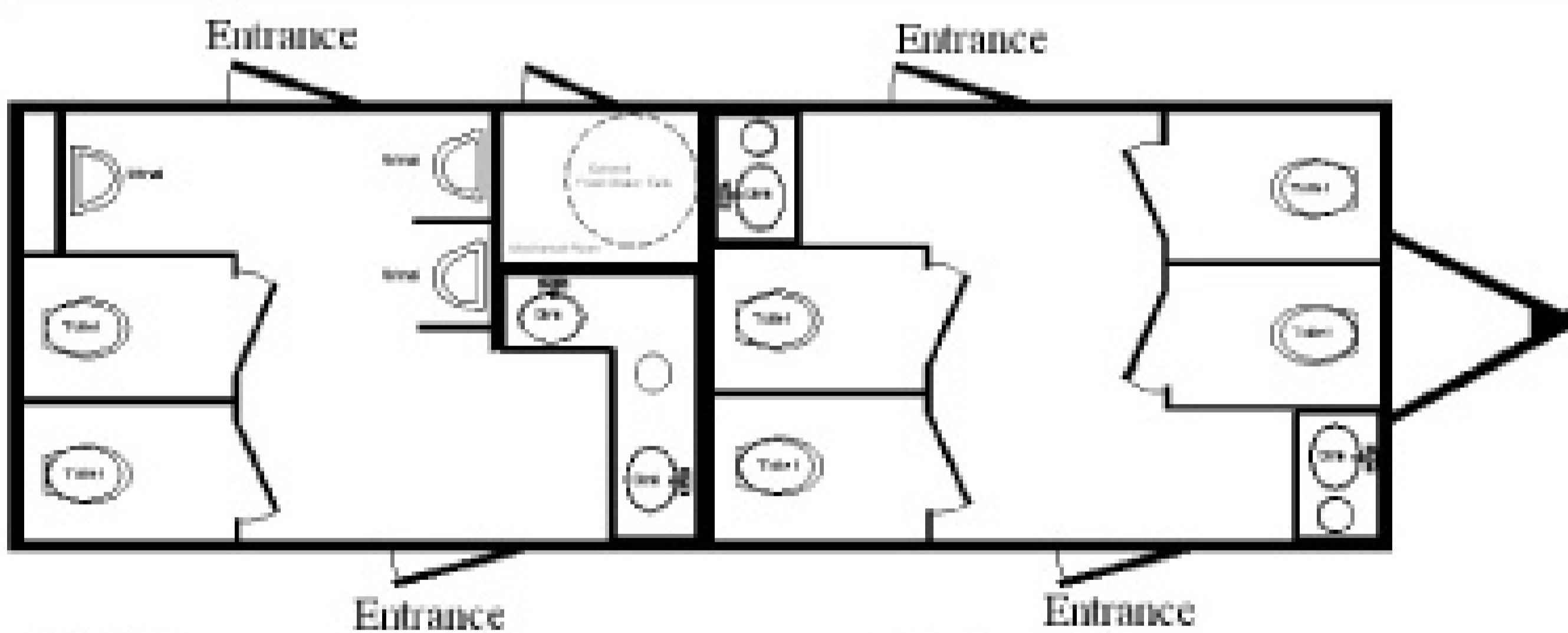
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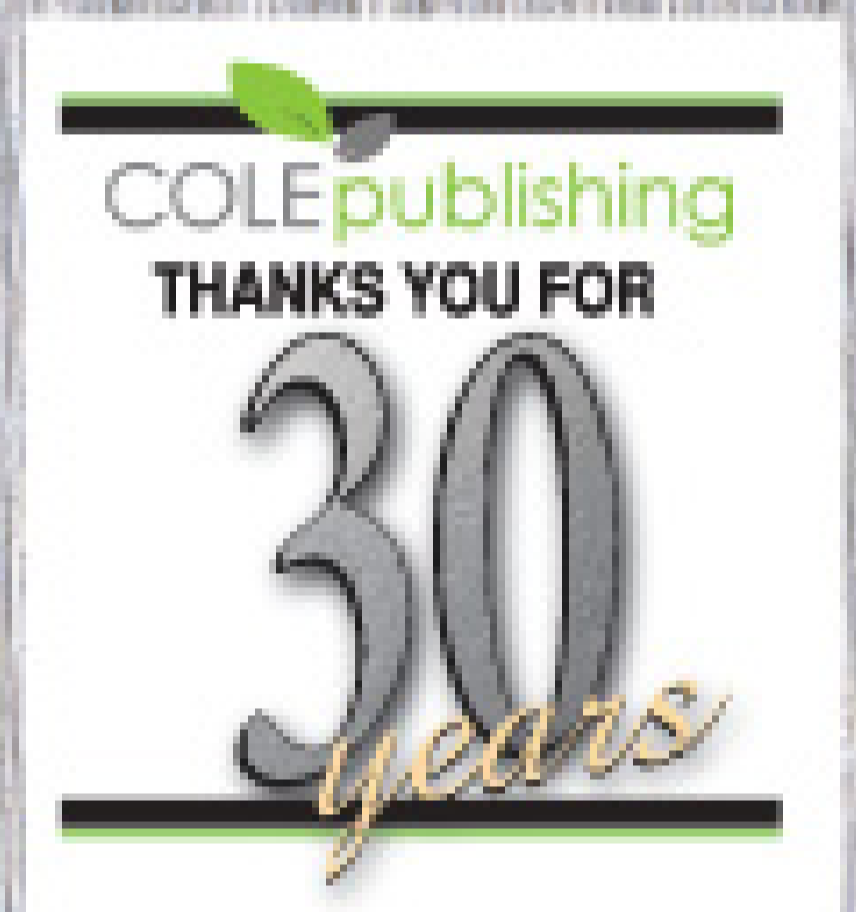
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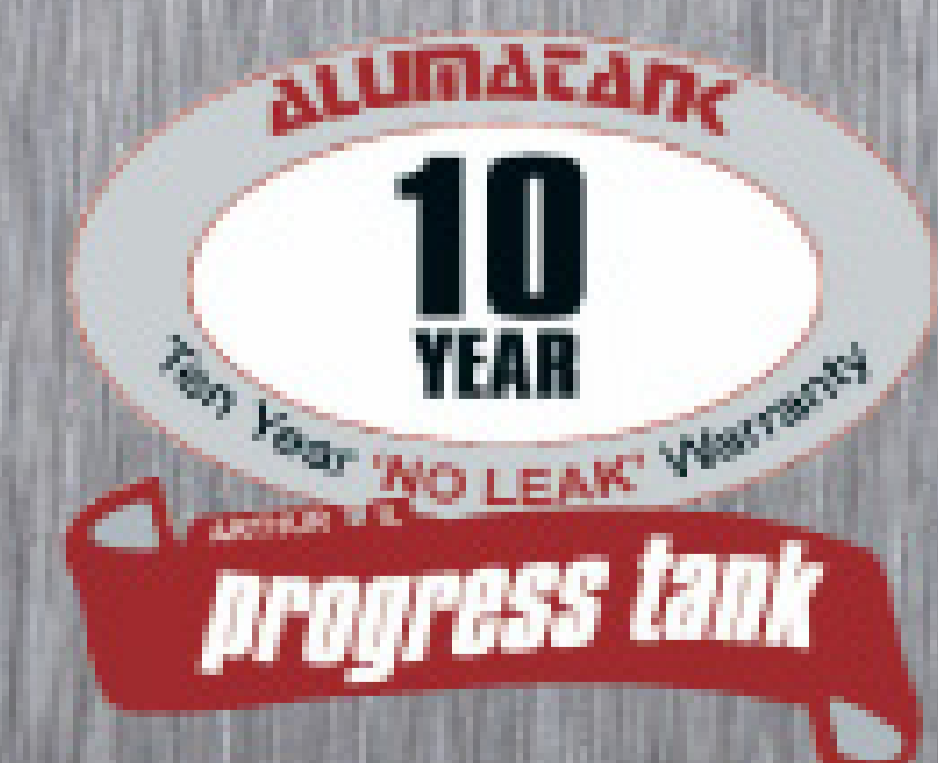
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NAWT Waste Treatment Symposium Set for Florida

By Tom Ferrero

BEST DEAL IN TOWN

The 4th annual NAWT Waste Treatment Symposium is only four months away on Oct. 9-10. Remember that the Water Environment Federation Technical Exhibition and Conference, or WEFTEC, follows at the Orange County Convention Center on Oct. 12-14. Our venue is the Renaissance Orlando Resort SeaWorld. To qualify for the hotel discount of \$150 per night double occupancy, plus taxes, you must register by calling NAWT at 800/236-6298. These rates apply only for Oct. 8 and 9, after which they return to \$217 per night.

Registration to the Waste Treatment Symposium includes free admission to the WEFTEC exhibit hall Monday (www.weftec.org), where you'll find many vendors with information on waste treatment. The symposium registration fee is \$275 for members and \$375 for nonmembers. Sign up early, because

Demonstration of a variety of equipment is the highlight of the NAWT treatment symposiums.



space constraints limit us to 200 people. Use the registration form below or download it at www.nawt.org. Registrations must be received by Sept. 21. Don't miss seeing equipment process genuine septage and grease trap waste and learning from the most competent, knowledgeable people in the field.

FRIDAY (classroom all day)

All You Need to Know About Treating Septage and Grease Trap Waste

"Analyzing Your Resources: How to Work with What You Have,"

Tom Frank, Tim Frank Septic Tank Cleaning Co., Huntsburg, Ohio, and NAWT president.

Registration for NAWT 4th Annual Waste Treatment Symposium

Renaissance Orlando Hotel at SeaWorld, 6677 Sea Harbor Drive, Orlando, Fla.

Oct. 9-10, 2009

Name: _____ Company: _____

Address: _____

City: _____ State: _____ ZIP: _____ E-mail: _____

Business Phone: _____ Cell Phone: _____ Fax: _____

PAYMENT METHOD: Check enclosed (Payable to NAWT) VISA MasterCard

Registration Fee: _____ Card Number: _____ - _____ - _____ Expiration Date: _____

\$275.00 - Members

\$375.00 - Nonmembers

Name on Card: _____ Signature: _____

To making lodging reservations at the host hotel, Renaissance Orlando Hotel at SeaWorld, please call the NAWT office at 800/236-6298

Fax (267/200-0279) or mail your form with payment info. to the NAWT office by Sept. 28, 2009

NAWT, 336 Chestnut Lane, Ambler, PA 19002-1001

Questions? Call NAWT at 800/236/6298



Participants get to watch dewatering equipment in action.



A belt press at the Orlando Facility dewateres lime conditioned septage and grease trap waste to a very dry cake.

Unit Processes – speakers to be determined

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- Dewatering options

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Vendors: 15-minute presentations on the benefits of using their products and when to use them.

“Case History of Big Mamou Bio-Solids Inc.,” Luke Deshotel, owner, Mamou, La.

Social hour for networking with regulatory people, engineers, and vendors. Lunch is included; dinner is on your own.

SATURDAY (morning classroom)

“Trap Grease: Transforming a Liability to an Asset,” Emily Landsburg, CEO, BlackGold Biofuels, Philadelphia, Pa.

“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.

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

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

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

Q & A Session and Lunch

Field Trip (afternoon)

Attendees will be bused to Select Processing of Orlando 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, previously applied on agricultural land, are now taken to a landfill. Using genuine septage and grease trap waste, vendors will demonstrate operating, screening, and dewatering equipment, polymer applications, and other peripheral devices. ■





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*one that is **united** with another in an activity or sphere of common interest, especially a member of a business partnership*

com·pet·i·tor |kəm'petətər| **noun.**
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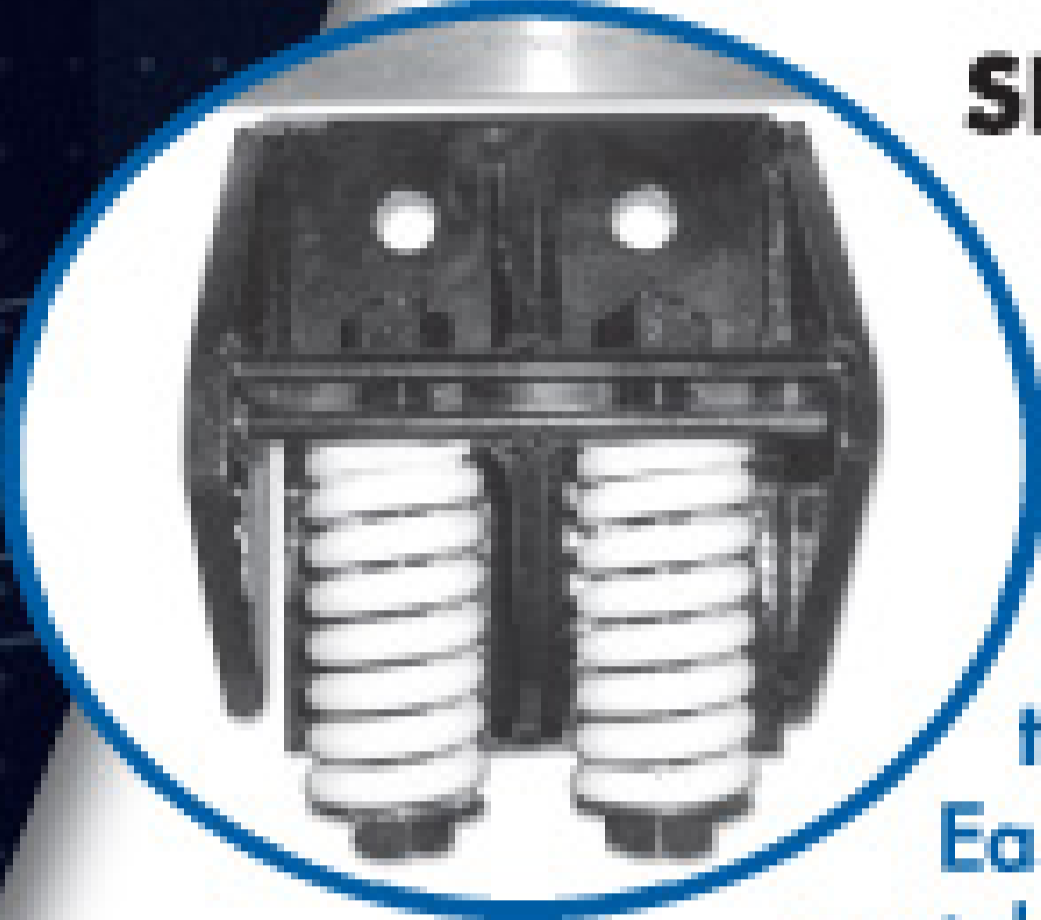
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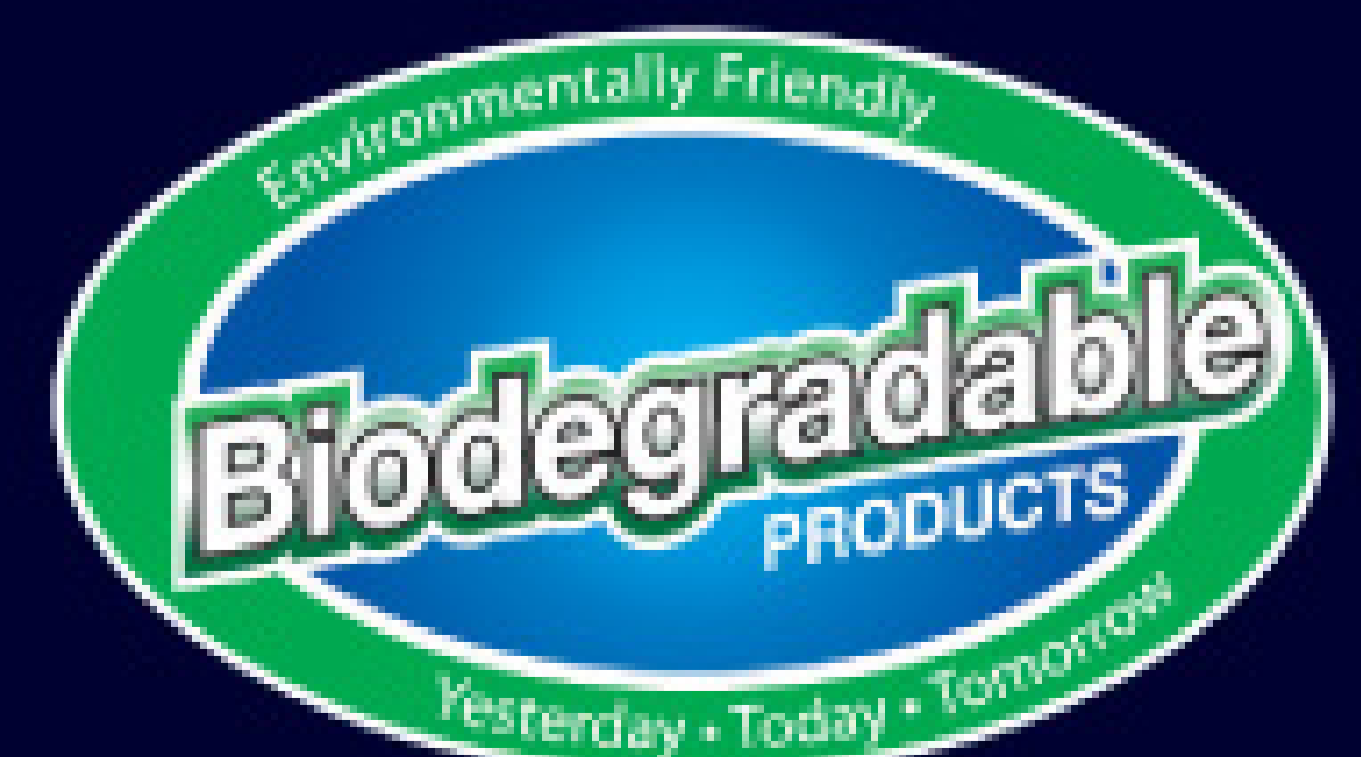
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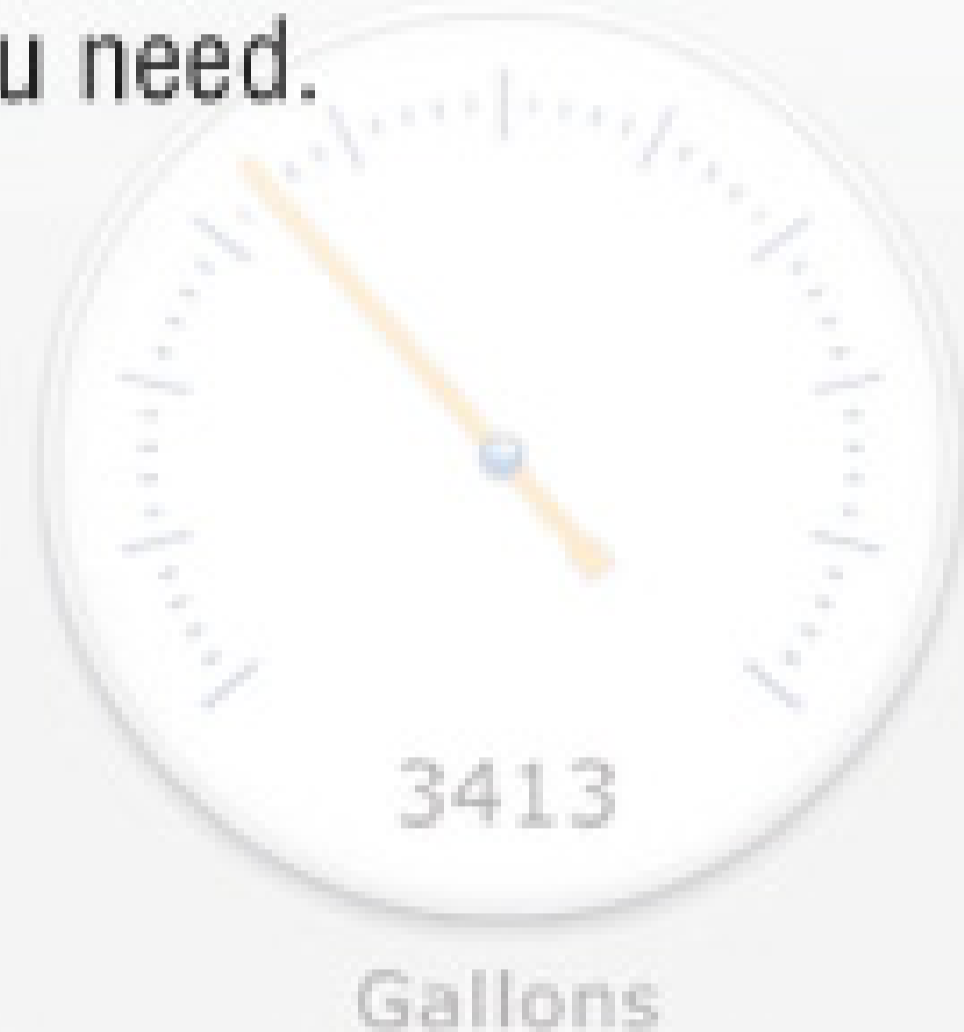


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Prescriptions for Health Coverage

Your efforts to streamline employee healthcare coverage can include shopping for better deals and getting involved in policy initiatives

By Erik Gunn

More pressing issues about the economy may be pushing it off the radar screen, but healthcare remains a huge financial challenge for small businesses.

At the same time, though, the whole healthcare picture has never been more uncertain. President Obama and key members of Congress are vowing to make healthcare a top policy priority this year, but no one knows what the solution will look like or whether anything will be enacted. Healthcare policy experts' assessments boil down to this: It's anybody's guess.

But that doesn't mean you can't do something. Whether you buy health insurance for yourself only or cover your employees, there are steps you can take to try to rein in the cost, for yourself and for your business.

1 Shop around. If you've been buying health benefits for a while from one vendor, take a close look at what others have to offer. You can look on the Internet, where a few sites pull together insurers and provide competitive quotes on a wide array of policies. They include gohealthinsurance.com and ehealthinsurance.com.

In both cases, you put in information about your age, health habits, and location, and they give you a range of policy options with quotes for monthly premiums. Understand that, at this stage, nothing is guaranteed, but you get a starting point in what can seem like an overwhelming process.

Another option is to find a local independent health insurance broker or agent as a source of advice. As you would work with any service provider, you'll want to make sure there's a good fit with the person — that he or she understands your business situation.

When you get insurance proposals, read them carefully and make sure to compare apples and apples. You'll have to decide how to balance the best possible price and the most reasonable coverage. Don't forget that part of the reason to get insurance in the first place is as a hedge against unpredictable events and occurrences.

2 Gang up. A rule of thumb in the insurance business is that the more people who can be covered, the lower the price. So if you haven't already, start researching whether there are larger group plans that you and your business are eligible to join. Trade associations, local chambers of commerce, manufacturers' groups, and other kinds of organizations may allow members to buy into a group plan.

You also might consider allying with other employers, in your own industry or not, to form such a group yourself. That's much more complicated, so don't try it unless you can find people willing to commit the time, energy and resources to pull it off. Also, because every state differs in how it regulates such insurance groups, make sure you learn the rules where you live.

3 Consider HSAs. The use of Health Savings Accounts is on the rise. HSAs, paired with high-deductible health insurance plans, allow people to set aside tax-deductible dollars in a bank account dedicated for out-of-pocket medical expenses. If you don't incur any expenses, the money stays in the account and can be used in the future.

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.



The theory behind HSAs is that people will spend more carefully if they control the healthcare dollars. Experts remain deeply divided over whether that works. Some studies have shown that given the choice, people will "save money" by not spending it on things like preventive care that could well save them money in the long run.

You are also allowed to continue to make pre-tax contributions to your HSA on an annual basis.

Premiums for HSA-eligible health insurance plans tend to be lower than for other plans, but you should still make sure you have enough money to fully fund the account, up to \$3,000 a year for an individual, or \$5,950 for a family, according to the Internal Revenue Service.

The theory behind HSAs is that people will spend more carefully if they control the healthcare dollars. Experts remain deeply divided over whether that works. Some studies have shown that given the choice, people will "save money" by not spending it on things like preventive care that could well save them money in the long run.

4 Keep yourself and your employees healthy. Wellness programs that help people stop smoking, get more exercise, eat sensibly, and take charge of monitoring their health remain popular. These are long-term, individual solutions, but research suggests they can produce reduced sick time and lower healthcare costs. They can also help foster teamwork.

Wellness programs aren't a do-it-yourself thing. You'll probably have to pay up front for a consultant who will help you develop a program to fit your workforce and the nature of your work.

5 Get involved. Many organizations are working to solve the healthcare problem. Some, such as the Center for Health Value Innovation (www.vbhealth.org) offer practical solutions right now. This group consists of employers working with government, medical organizations and healthcare providers and insurers. The employers are mostly large, but small business input is welcome. The focus is on how to design cost-effective health plans and how to find long-term savings in health coverage. For example, the group advises caution in cutting back on drug benefits, because if patients skip needed medication, they may need much more expensive care later.

Other groups promote specific policy solutions. They range from Physicians for a National Health Program (www.pnhp.org) to the National Small Business Association, which posts its agenda for healthcare reform at www.nsba.biz/healthreform.html. Their proposals vary considerably.

Another interesting group is Divided We Fail www.aarp.org/issues/dividedwefail. Spearheaded by AARP, it brings together various organizations — unions, independent businesses, big and small companies — to find common ground on this tough issue.

None of these is a silver bullet, but you need to start somewhere if you hope to have a healthy workforce, a healthy family, and a fiscally healthy business. ■



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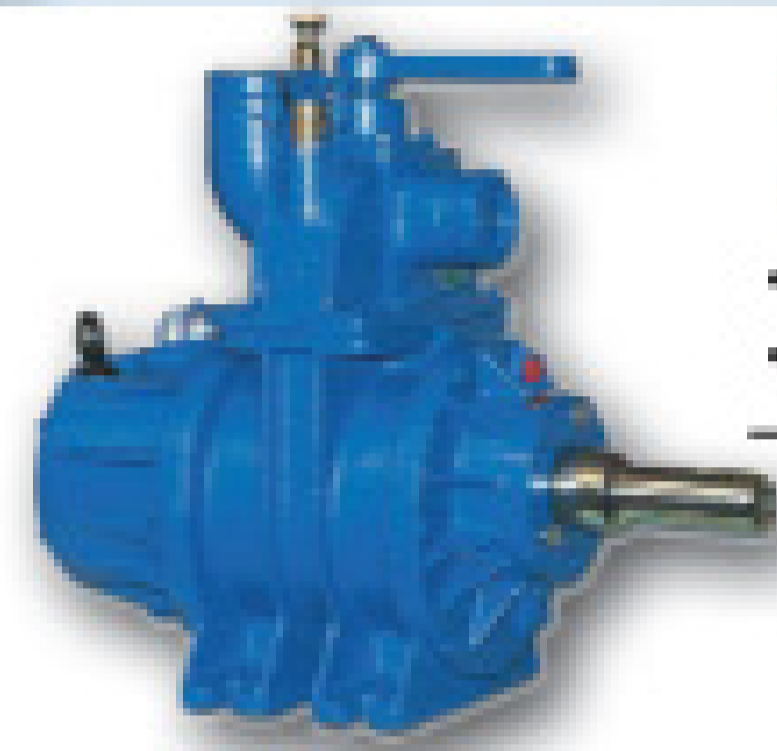


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Driver Kyle Parrish is proud to drive this 2005 Sterling with a 4,300-gallon steel tank from Pik-Rite Inc. across Florida on routes pumping cooking oil and grease traps. The elaborate vinyl graphics created by Sign Edge were added during a recent upgrade to help KRK promote a new "green" emphasis and create eye-catching rolling billboards. The Sterling was purchased from Badger Truck Center and is powered by a 490-hp Detroit Diesel engine and Eaton Fuller 10-speed transmission. Vacuum is provided by a Jurop R260 pump. The truck also features a 3,050-psi jetter with an electric rewind hose reel, which produces 11.9 gpm taking freshwater from a 200-gallon tank. Driver features include a stereo, air-ride suspension, and air conditioning.

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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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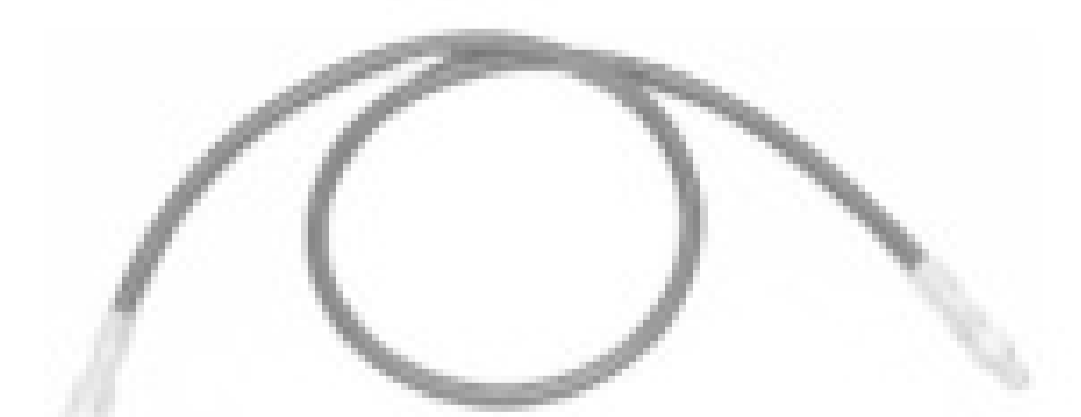
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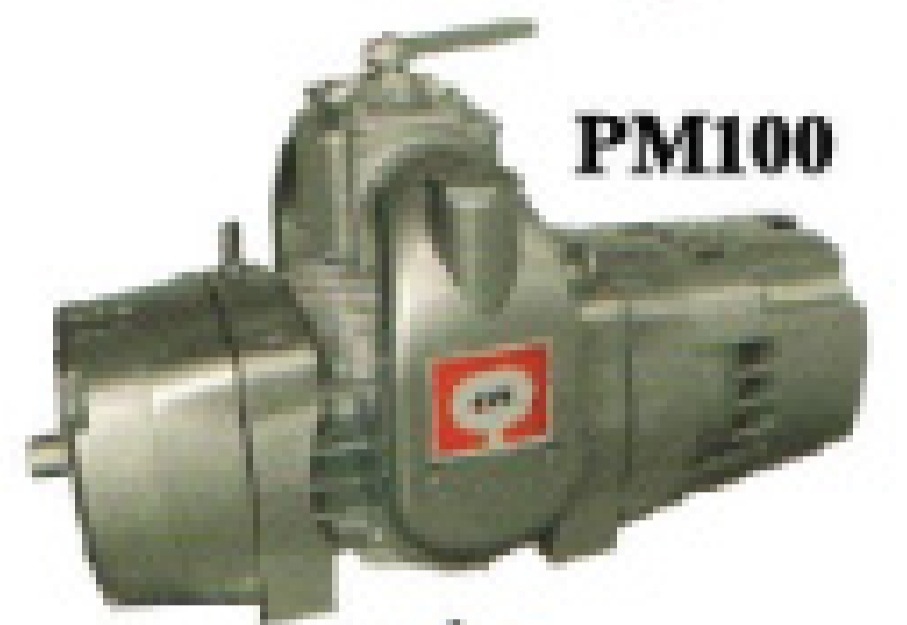


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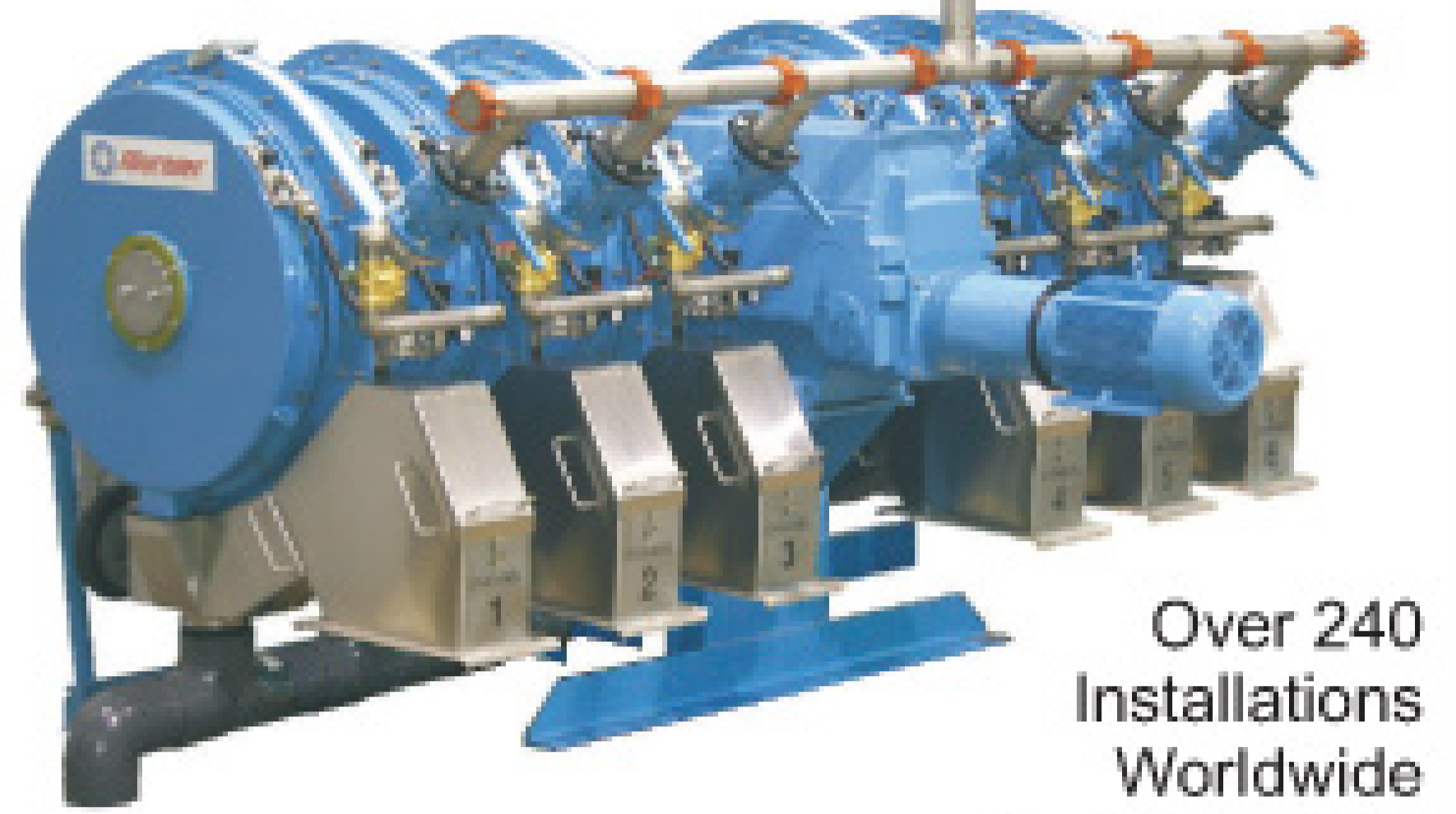
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Osprey Biotechnics Receives EPA Recognition

The U.S. Environmental Protection Agency recognized Osprey Biotechnics Inc. for use of its Munox product that biologically degrades animal and vegetable fats, oils and grease as well as petroleum hydrocarbons without emulsifying agents. The recognition was part of the EPA's Design for the Environment program on industrial and commercial biological wastewater treatment.

JAG Provides Summit of the Americas Support

JAG Mobile Solutions, working with Trinidad and Tobago's leading waste management company, sent two restroom trailers and four shower trailers to support the influx of staff attending the fifth Summit of the Americas.

Liberty Pumps Expands Manufacturing Facility

Liberty Pumps has completed expansion of its upstate New York manufacturing facility. The new building is more than double in size and provides added manufacturing, warehouse and engineering space.

Mass-Vac Offers Pump Rebuilding

Mass-Vac Inc. offers vacuum pump rebuilding for rotary vane, rotary piston and other type of pumps, restoring them to OEM specifications. The service includes an evaluation of what caused the pump failure. 978/667-2393; www.massvac.com. ■

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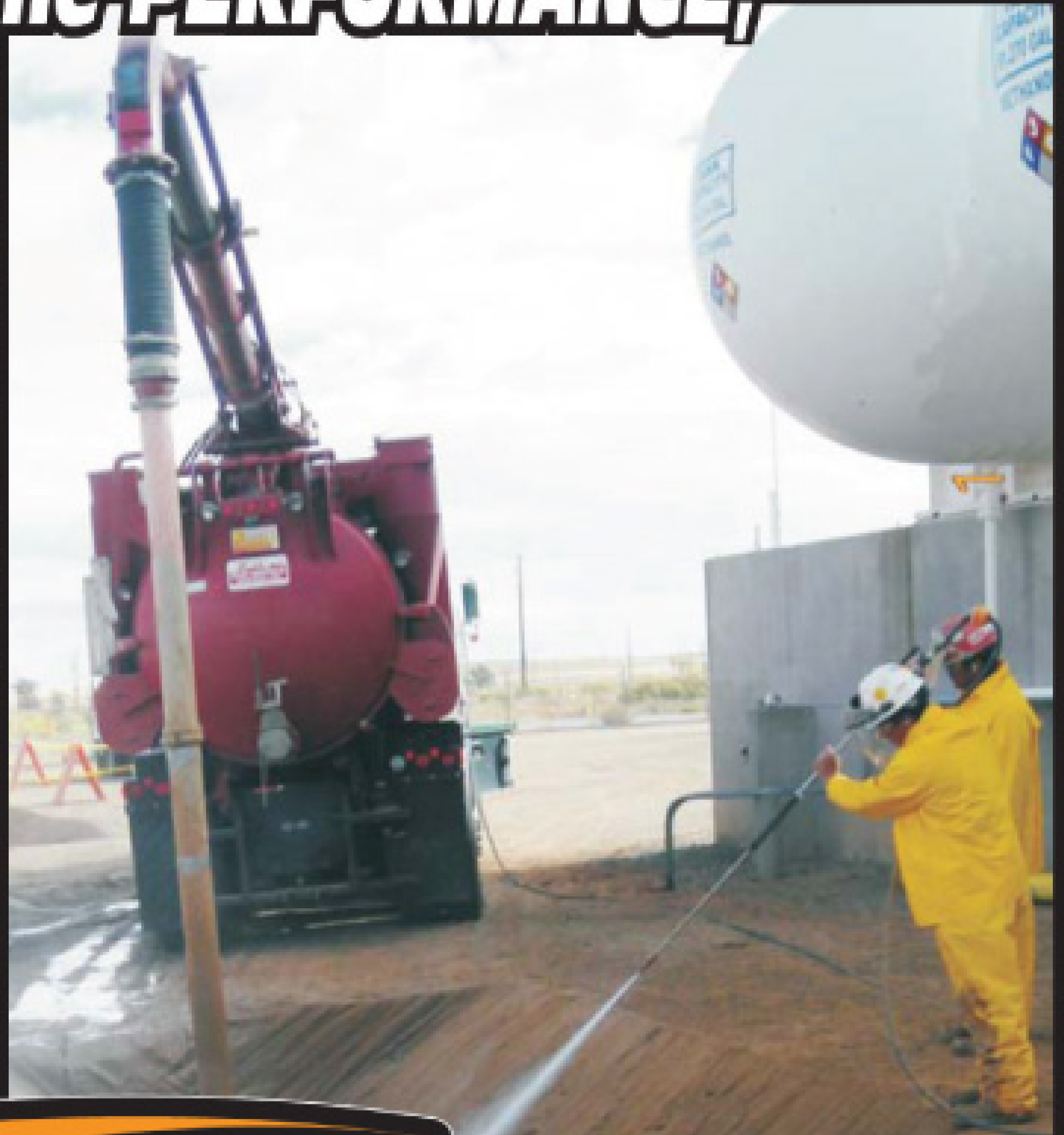
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A/B, A/C, Vac-Con Sewer Cleaner,
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X-Ten Steel Septic Pumper

Strength, durability and driver comfort are hallmarks of a new **septic service vacuum truck** from **Satellite Industries Inc.**, featuring a 3,200-gallon X-Ten steel waste tank built on a Kenworth T300 chassis.

"The tank is made of high-tensile carbon steel, which is 40 percent stronger than a typical steel tank," says Wes Tuttle, general manager of Satellite's truck division. "The vacuum creates stress on tanks, but this tank will last 40 percent longer because of its higher tensile strength."

The truck also features numerous technological advances that make operation easier.

in the
SPOTLIGHT
By Ken Wysocky



New vacuum truck from Satellite Industries Inc. with X-Ten steel tank.

Examples include: square threads on the rear-opening door, which require fewer turns to open and are less prone to seize from rust; hose trays that attach to the truck frame instead of the tank, which makes them easier to replace if worn or damaged; a 12-volt tank vibrator to agitate liquid waste; and a digital liquid level gauge.

"This helps prevent over-pumping, and also accurately verifies the exact weight at dump sites," Tuttle says. "It's basically a magnetic float mounted on a rod with a sensor that indicates how high the float is riding. The gauge can be mounted on the outside of the tank or in the cab."

The truck also features optional cab creature comforts such as a CD player, cruise control, adjustable tilt wheel, power windows and locks, air-ride seat and arm rests.

"More and more, people are trying to make the cabs as comfortable as possible for driver retention," Tuttle says. "You can also order an extra insulation package that makes the cab much quieter, as well as cooler in the summer and warmer in the winter."

Other features include: a front, three-stage, telescoping hoist; a Masport HXL400V water-cooled pump; stainless-steel air piping; a 6-inch rear discharge; dual PTOs with variable speed control; and a Wood's coupler.

For more information: 800/328-3332;
www.satelliteindustries.com.

McLaughlin Introduces V500 Vacuum Excavator

The low profile V500 vacuum excavator from McLaughlin Group Inc. is designed to provide easier access to confined spaces. The unit features a shorter wheelbase and has a height of 84 inches. It features a 575-cfm blower with 3-inch diameter hose.



The 4-gpm pump delivers 3,000 psi of water flow. Two 50-gallon saddle water tanks are standard. Two 125-gallon tanks are optional. Its three-stage filtration system

allows for both wet and dry vacuum excavation, while a quiet power pack system reduces engine noise. 800/435-9340; www.mightymole.com.

EZTrakR Offers Canadian Version

The Canadian version of EZTrakR portable sanitation management software from EZTrakR provides one-touch billing, service schedules, order entry, visual mapping and routing, automated timecard and inventory control, employee productivity reports and more. 866/529-1938; www.eztrakr.com.

SJE-Rhombus Introduces Variable Frequency Drive

The SubCon variable frequency drive from SJE-Rhombus continuously monitors water pressure and automatically adjusts pump speed to maintain a constant pressure. The set pressure and other parameters are keypad adjustable. Display features include current pressure in psi, target pressure setting, pump speed, pump amps, pump run time and error codes. Advanced protection features include adjustable electronic motor overload, over temperature, high and low discharge pressure alarms and pressure transducer fault. The drive is available for 1.5 hp and 3.0 hp, 230-volt applications and is supplied in a NEMA 1 enclosure with a 4-20 mA (0-145 psi) pressure transducer. 888/342-5753; www.sjrhombus.com.



PolyJohn Offers Freshwater Delivery System

The WaterWorks self-contained freshwater delivery system from PolyJohn Enterprises provides on-demand water for restrooms or showers. The delivery system requires no water or sewer hookups and provides 95 gallons of water using a built-in, on-demand pump. Additional capacity is available by adding a 250- or 300-gallon holding tank. 800/292-1305; www.polyjohn.com.



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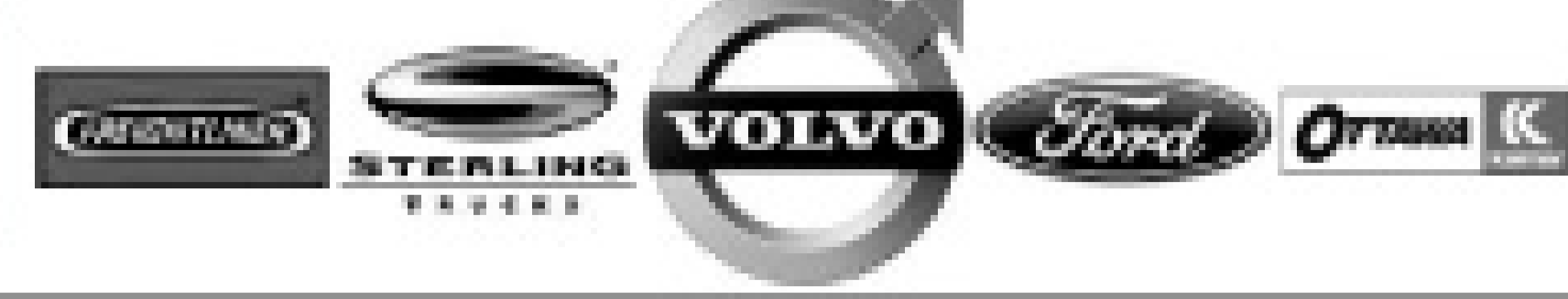
The Imperial Tradition portable restroom from Imperial Industries Inc. features a one-piece continuous door frame, five-point integrated polyethylene door hinge, EZ-grip inside door latch, 60-gallon holding tank and three-roll paper holder. Available in gray, sand, brown, teal, green blue and red, as well as custom colors, the unit is 89 inches high, 44 inches wide, 46.5 inches deep and weighs 150 pounds. 800/558-2945; www.imperialind.com. ■



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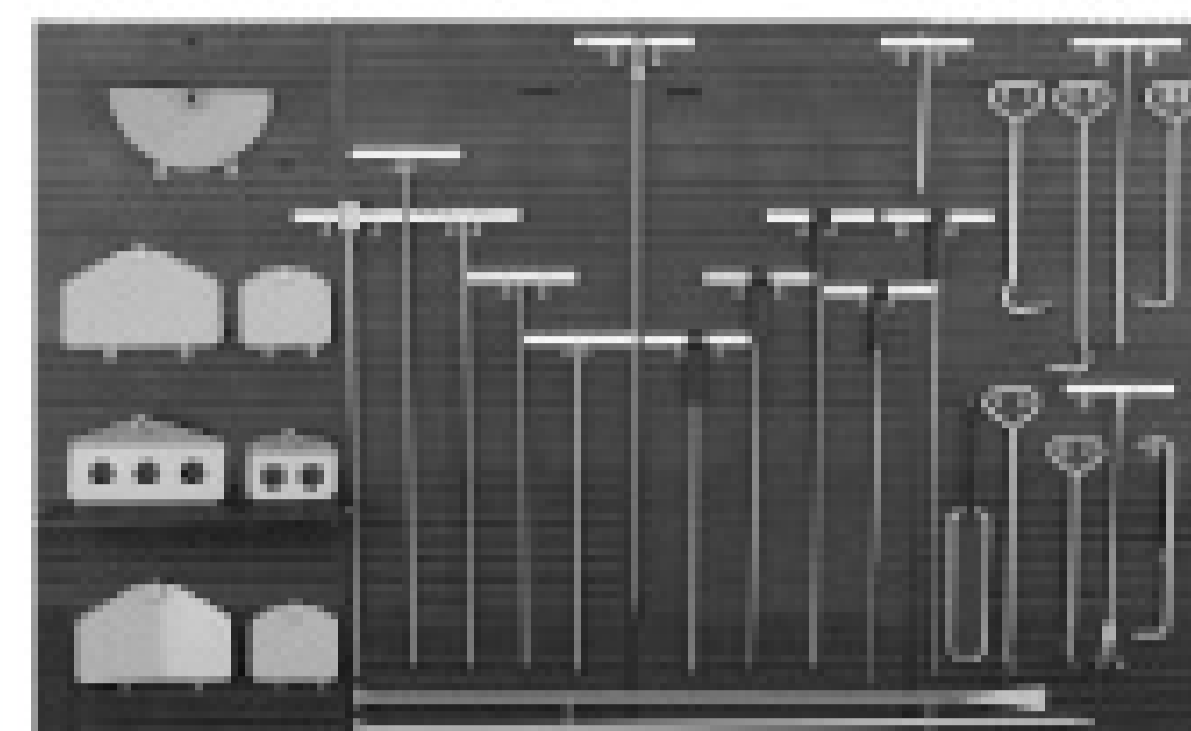


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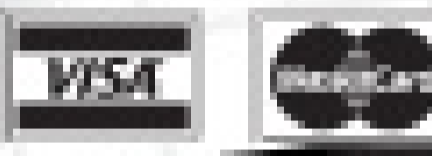
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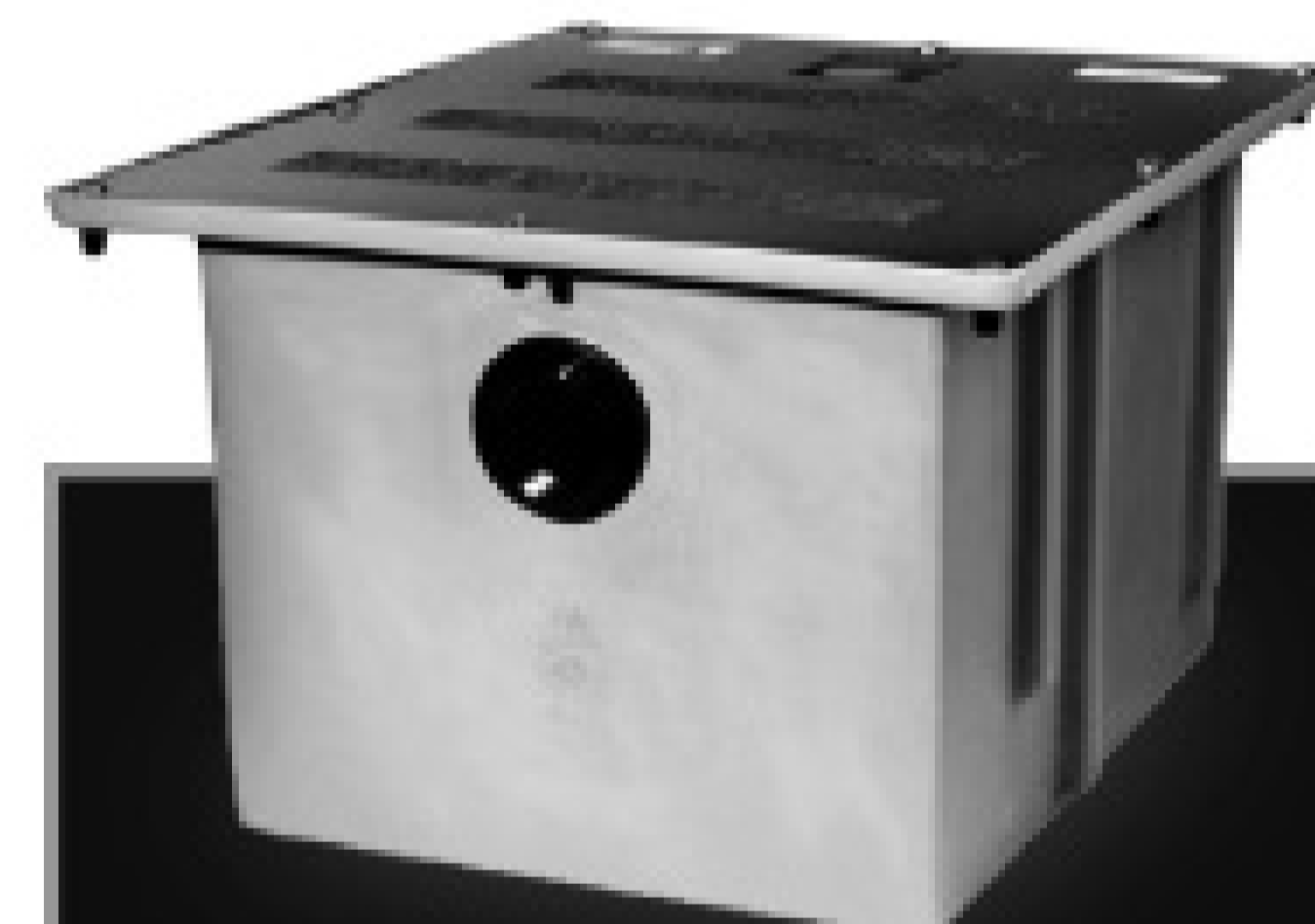
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TRUCK STOP



June



1990 International 4900: 7-spd., DT 466, 178,700 miles with 1992 7-ton Delzotto Hydra-Brute with 20' bed.\$36,500
De Pere, WI
920-336-1551 P6



2001 Peterbilt: C-12, 571,000 miles, 4000 gal. steel tank new in 2006, 500 cfm Fruitland pump new in 2007. Very nice truck.\$65,000 OBO
715-943-2650 P6



1992 Vactor 2103/Ford F700 Chassis: 500 gal. water, 30 gpm @ 3000 psi, 1/2" hi-pressure rodder hose, 175 hp Cummins diesel, 5-spd. manual trans., 22,000 GVW, low miles and hours. (Stock #1566)
Call Joe 312-208-6373 P6



Back on the Market; Buyer's Financing Failed: 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 P6



1998 Ford F800: Sreco jetter body, 237940 miles, auto, diesel, air brakes, Meyers pump, 65 gpm @ 2500 psi, 600' 1" new hose, CT DOT inspected. Former municipal truck.\$19,500
Ben 860-307-0676 P6



2003 Mack Vision: 427 hp, Jake, new 4000 gal. US tank, Jurup LC 420 water cooled.\$69,000
www.nationaltruckcenter.com
Office: 305-691-8407
Israel Vera: 305-525-6406
George Gonzalez: 954-558-0816 P6



2006 GMC 4500 Diesel Portable Toilet Truck: Carries 2 toilets, split tank, wash down pump, under 50,000 miles. Located in New York.\$26,500
607-565-2165
www.cherental.com P6



1989 Chevy Kodiak: 2500 gal. Boyd tank, GM V8 8.2 engine, 225 hp, 5-spd. split trans., diesel, 209,650 miles, air brakes, power steering.\$13,000
919-696-4510 P6



2004 International/Maxvax 1400 Hydrovac: HT530 engine, Fuller RTO trans., 12-yd. body, 1300 gal. tank, 980000 BTU burner, 2500 psi @ 18 gpm pump, 3000 cfm blower, 22000 miles, 7484 hrs.\$185,000
Matt 330-270-0700 x108 P6



2004 Peterbilt: 250 hp Cat, 10-spd., Jays 2800 gal. aluminum tank, Wittig 500 cfm water cooled pump, heated valves, 147,000 miles. Nice truck. One owner and operator.\$46,500
608-847-7666 P6



1998 IHC 4700, Vactor 2100 Jet-Vac: DT-466, Allison auto., A/C, 3-yd. debris body, 500 gal. water, 1600 cfm Roots 616 blower, 35 gpm, 1300 psi water system, 4' hyd. extendable boom, 106,329 miles. Well maintained municipal truck.~~\$37,900~~ \$29,900
814-696-4343 - Hollidaysburg, PA P6



(3) 2007 International 4400s: Special purchase; pre-emission, low miles! DT466 engines, 245 hp, 88,284 miles, 6-spd. trans. Call for info. (Stk #2845) ..\$39,900
DeBauche Truck & Diesel (Wis.)
Ray Buchmann: 800-458-2891 P6



1996 9400 IHC: 3406 Cat, 10-speed wet line, Fruitland 500 pump, 1992 Petro-Vac 5200 gallon vacuum tanker.\$30,000
803-418-5314 P7



1995 Mack CH613: E7, 350, spl. 10, 4500 gal., full DOT door, 300 water, jetter 12 gpm, 2,000 psi, 700 cfm, Demag, full tire tread.\$59,750
727-576-1111 P6



1996 Ford L-7000 w/Aqua-Tech SJ-1500: 5.9 Cummins, 5-speed, 33,000 GVW, air conditioning, former city truck, 88,857 miles.~~\$24,900~~ New Price \$19,900
814-696-4343 - Hollidaysburg, PA P6



1994 White/GMC Volvo WG64T: 3500 gal. Lely tank, Cat 3176 diesel engine, Jurup 260 pump, 364 cfm. Air brakes, pusher axle, hose reel. 249K miles. Built for us 10/06.\$28,000
919-696-4510 P6

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



June



1981 Ford 8000 Vactor/Jet Rodder: 3208 Cat, 13,640 miles, Pony motor, 300 CID Ford engine, only 101 hrs., like new.
.....\$20,000 OBO
401-727-8600 P6



1992 Freightliner Vac-Con w/Cummins N14: Rear Cummins 3.9L, 2000 psi, 100 gpm pump, 3-stage fan, 1500 gal. water tank, extra storage bins, rear camera, extend-a-boom, 12-yr. debris tank, 1301 hrs. on rear motor, 1077 hrs. on front motor, rotate/extend-a-hose reel, auto trans., ex-municipality.....\$45,000
503-969-9557 or 503-682-2723 CP6



2007 GMC C5500: 1000 waste, 300 fresh, under warranty bumper-to-bumper.
.....\$46,000
1-800-592-3308
Rodney Cell 270-832-3793 P6



2004 Imperial Mfg. (300/150) Slide-In Unit: 1994 3-unit portable toilet service trailer. Willing to separate.....\$6,500
815-342-5916
Chicago Land Vicinity P6



2004 Sterling LT9501/Vactor 2122 HXX HydroExcavators: Several available. Cat C12 engines, Eaton Fuller trans., low miles & hours, pendant controls.\$179,000
Matt 330-270-0700 x108 P6



2004 GMC Septic Truck: 6-speed, Cat diesel, 99,000 miles, 2300 gallon tank, R260 Jurop vacuum pump.....\$44,000
1-800-592-3308
Rodney Cell 270-832-3793 P6



3500 Gal. Steel 3-Compartment Tank: (200/2200/1100) New Nov. 2006. Garnet Liquid Gauge each compartment, 6" and 4" heated valves, 10 GPM @ 3000 PSI jetter, Battioni 720 liquid pump, 2001 Sterling, Cat C15 435 hp, 13-spd. air rider.\$35,000
Lisa or Jimmy 636-255-0009 P6



1986 Volvo/White: 1997 Jay's Mfg. 2500 gallon carbon steel vacuum tank, PF 540 vacuum pump. Working condition.
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Several Vacuum and Sludge Tank Trailers: For sale or lease.
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1999 International 2674: Cummins M11-370E diesel, 370 hp, 366,524 miles, 8LL trans., 20,000 front, 46,000 rear, double frame. Fassi F230SE drywall crane. Will separate. Call for info. (Stk #2821)\$39,900
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Ray Buchmann: 800-458-2891 P6



1994 Vac-Con V290/Ford Catch Basin Cleaner with Hydro Excavator: 30K miles, diesel, auto, 9-yr. body, 5' boom, 10 gpm pump, 500 gallons water, municipal truck, excellent condition.
Call 800-522-2808, ext. 234 P6



2007 International CF500: Special purchase; never put into service, factory warranty, low miles, ready for your body! VT275 diesel engine, 200 hp, 1,227 miles, auto. Call for info. (Stk #2850) ..\$31,900
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Ray Buchmann: 800-458-2891 P6



2004 Mitsubishi Fuso: 4 cyl. diesel., 120K miles, 950 waste, 400 fresh, Best stainless vac unit, 19,800 GVW, hyd. drive, Masport pump, pressure washer capabilities, toilet carrier.\$22,000 OBO
Arcade Pumping 888-525-7229 P6M



1994 Vactor 2110/IH 2554 Chassis: Single stage, 4' tele boom, 60 gpm @ 2000 psi, 1000 gal. water, winter recirc., accumulator, tele/rotating hose reel, Allison auto trans., 230 hp engine, low miles and hours. (Stock #1523)
Call Joe 312-208-6373 P6



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 P6M



2005 Mack: CX Vision, E7 330, 10-spd., double frame, 20,000# front springs, new 4000 gal. US tank, Jurop LC420. Full warranty.\$76,500
www.nationaltruckcenter.com
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TRUCK STOP



June



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1998 Ford LT9513 Camel: Cat 3406E, 10-spd., Eaton Fuller, Hendrikson walking beam susp., splitshaft drive, hyd. tailgate, 8' high perf. vac pump, 5' telescopic boom, rear discharge, 80 gpm @ 2000 psi, articulating front mounted hose reel, 1500 gal. water tanks, large blower 854 Roots.....\$59,000
503-969-9557 or 503-682-2723 CP6



1993 Mack CH-613: New rebuilt 350 Mack engine, new turbo and fuel pump, 9-spd. trans., 44 Mack Camelback susp., double frame, 2006 3360 gal. Abernethy vac tank with Masport water cooled pump. READY TO WORK\$42,000
276-701-3951 P6



1990 Freightliner FLD-120: 4000 gal. steel Abernethy tank, Cat 3406 diesel engine, redone 9/08. NVE Challenger 460 pump, 519 cfm, housed in toolbox. Great truck.....\$25,000
919-696-4510
Raleigh/Durham, NC P6



2002 Freightliner FL70: ONLY 74K miles, 250 hp, NEW 5500 gallon vacuum unit. Best of everything.
Call Terry 734-777-0390 P6



2000 Freightliner FL112: Cat motor, Jake brake, 8LL trans., air ride susp., 20K/46K axle, Keith Huber Berringer wet/dry vac, DOT 412 new inspec.
Rob 800-344-1623 P6



1997 Autocar Vactor 2110-C6: 10-yd. debris tank, Cat 3406E, 6-spd. Allison trans., Hendrickson spring susp., 13K miles, 1500 gal. water tank, 2-stage fan, extended boom, 500'+ hose, AC, cruise, rotate/stretch hose reel, heated mirrors, excellent rubber, added storage bins, heavy specs, ex-municipality, all maintenance records.....\$65,000
503-969-9557 or 503-682-2723 CP6



1990 Ford Tanker: Excellent running truck with 4 new tires. Large & low hose & equipment storage. Just rebuilt Masport pump. Holds 2200 gal. 124,000 orig. miles. Engine: 429/4V.
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661-251-5915 P6



2003 International: 9200 Cat, 410 hp w/Jake, 10-spd., new 4800 gal. US tank, Jupop LC420, 20,000# lift axle, new tires w/alum. rims. Must see.\$82,500
www.nationaltruckcenter.com
Office: 305-691-8407
Israel Vera: 305-525-6406
George Gonzalez: 954-558-0816 P6



New 2007 International 5900 6x4: Pre-emption, Cat 3-15 engine, 475 hp, Chalmers susp., 230 WB, 80 barrel vac tank.
Hanson International, 970-243-7771
www.hansonequipment.com P6



1994 Ford L8000 Vac-Con: Brand new 3-stage fan, 3 hrs., repacked pump, 95% tires, brand new fuel pump, fresh paint, ready to go.....\$49,000
508-248-6439 P6



1999 Hino NQR: 210K miles on truck. 100K on rebuilt diesel motor. 5-spd. trans., Erickson 480/230 tank w/8 hp Honda. Hydraulic liftgate, carries 4 toilets. Good condition. Redding, CA.\$9,500.
530-241-4287; lee1559@charter.net P6



Shower and Restroom Trailers: Platinum and Gold Series, new and used available. Each with separate men and women sides.
CCI/Brian Touey 805-896-3777 P6A



2002 Acro Vac/Pressure Tank: 7,000 gal. double conical, 2-4' front load lines, 2-4" rear load lines, air ride, digital level gauge. All LED lighting.....\$50,000
724-222-6080 P6



2003 Freightliner FL 70: Cummins 6 cyl. diesel, Allison automatic, Keith Huber 1500 gal. tank, 1100 gal. waste, 400 gal. fresh, portable fold-down rack on rear. All new paint, ready to go!
786-218-9648 P6



2004 Vactor 2112/Freightliner FL80 Chassis: Auto trans., diesel engine, 1300 gal. water, 80 gpm @ 2000 psi system, Roots 824RCS 18' 3500 cfm blower, debris body flush-out, cold weather recirc., accumulator, multi-flow system, 8' hyd. telescoping boom, tele/rotating reel, loaded, low hours and miles. (Stock #1518)
Call Joe 312-208-6373 P6



2000 Sterling: 12 Cat engine, 10-spd., AC, cruise, new 2500 gal. tank and Jupop R260 vac pump, new paint and accessories. Really nice truck.....\$39,500
 Financing available.
877-898-5104
hullstruckbodies.com P6

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



June



1999 International 4900: AC, air brakes, Keith Huber body, 1500 gallon waste, 200 gallon water.\$25,000
225-261-1015 P6



1999 Vactor 2115/IH 2574 Chassis: Vactor 15-yd. body, 80 gpm/2500 psi pump, loaded with options. Chassis & body rebuilt. (Stock #1489).....\$125,000
Call Joe 312-208-6373 P6



1980 GMC Cab and Chassis with 1995 Badger Tank: 1500 gallon Cor-Ten steel construction, Fruitland vacuum pump, in service daily.
Call Terry 734-777-0390 P6



2001 Kenworth: C-12 Cat, 425 hp, 10-spd., heavy specs, AC, cruise, Jake, new 4000 gal. tank and Masport 400 vac pump, new paint and all new accessories.\$69,000
 Financing available.
877-898-5104
hullstruckbodies.com P6



2004 Mitsubishi Fuso: 4 cyl. diesel., 120K miles, 950 waste, 400 fresh, Best stainless vac unit, 19,800 GVW, hyd. drive, Masport pump, pressure washer capabilities, toilet carrier. New upgrades.....\$32,500 OBO
Arcade Pumping 888-525-7229 P6M



2006 Volvo VHD64 w/Gapvax HV56 Industrial Vacuum Loader: 465 hp, 10-spd., hydrostatic drive, Hibon 8702 blower, 6 cyclones + 46 filter bag house, 1200 gal. water tank, 17 yd. debris tank, Uraca water pump (11,600 psi), 22,391 orig. mi., 1,700 blower hrs. Warranty.....\$227,500
Daryl @ Four Way 717-354-3199
New Holland, PA P6



4000 Gal. Steel 3-Compartment Tank: (200/2400/1400) New July 2006. Pressure washer 40 GPM @ 3000 PSI, 4" heated intake & discharge, Battioni liquid pump. 2001 Sterling Silver Star, Cat C15 435 hp, 13-spd., air ride. Much more.\$35,000
Lisa or Jimmy 636-255-0009 P6



2005 Ford F550 Super Duty Diesel Pump Truck: White with gray interior, Best built with a 1050 gallon stainless steel tank, PTO driven Masport pump. Perfectly maintained by Gabrielli Ford in Jamaica, NY.....Wholesale Price of \$26,500
800-634-2085 P6



1999 Mack CH613: E7, 427, 13 spd., 4500 gal., full DOT door, 300 water, jetter 12 gpm, 2,000 psi, 700 cfm, Demag, full tire tread.\$69,750
727-576-1111 P6



2005 Sterling 9500/SuperSucker MudDog: Cat C13 engine, 10-yd. body, 880000 BTU burner, 3000 psi @ 14 gpm pump, 1021DV Dresser Roots blower, 28760 miles, 2264 hours.\$195,000
Matt 330-270-0700 x108 P6



1990 Volvo: Early 2000 Jay's 3100 gal./300 gal. pressurized fresh water, heated valves, air discharge and PTO. Less than 500,000 miles. Good rubber, recent DOT, reliable.Asking \$25,000
218-927-6175 P6



1984 International DT466: Drop axle, 3000 gallon vacuum tank, 200 gallon fresh water, 230,000 miles. Runs good.
Asking \$10,000
717-369-4809 P7



2000 IHC 4700 DT 466: 6-speed plus low gear, 650 gallon incline tank, jetter, 3' hose and reel, Masport pump, low miles, one user.
352-323-6284 X 201 P6



2005 Mack Vision: 10-spd., double frame, new tires, 4000 gallon steel tank, new Jurop pump, LC420 installed.
27th Trucks Inc., Miami, FL
305-835-9030 P6



2005 Mitsubishi 4x4: 40,000 miles, stainless tank, Honda engine, tow hitch, unit rack, pressure washer, tool boxes, 617 waste, 300 fresh.with tank \$32,000
w/o tank \$20,000
760-668-3076 P6



2005 Freightliner M2: 6-spd., 2500 gal. carbon steel tank, new pump, new paint job. (In Production)
27th Trucks Inc., Miami, FL
305-835-9030 P6

Association News

By **Scottie Dayton**

WISCONSIN: Association Reviews Wastewater Study

The Wisconsin Onsite Wastewater Recycling Association newsletter reported on a study published in the *Journal of Environmental Quality*, "Removal of Organic Wastewater Contaminants in Septic Systems Using Advanced Treatment Technologies," looking at the impact of onsite systems on releasing pharmaceuticals and other organic contaminants to the environment.

Researchers analyzed effluent samples and found that caffeine, the stimulant paraxanthine, and the pain reliever acetaminophen were the most frequently detected. Levels in conventional systems were comparable to those of municipal treatment plant influent, and levels after advanced onsite treatment were comparable to levels in municipal effluent. Sand filtration or aerobic treatment significantly lowered concentrations. For a copy of the study, call Ann Gropyhan at 608/256-7757.

MICHIGAN: Public Service Announcements

The Michigan Septic Tank Association approved funding for three professionally developed public service announcements. The 30-second spots encourage routine maintenance of onsite systems and proper septage disposal.

INDIANA: Volunteer of the Year

The Indiana Onsite Waste Water Professionals Association named Don Jones its 2008 Volunteer of the Year. Jones, retiring from Purdue University, was instrumental in developing the association's certification program. Gary C. Steinhardt, Ph.D., replaces Jones on the association board. Steinhardt, a professor of agronomy and extension agronomist at Purdue University, is helping add CEUs to the association's certification program.

FLORIDA: Wonder Worms

Stephan "Alex" Clary, son of Ray Clary of Honc Septic and Grading in St. James City, Fla., received first place in the environmental sciences division at the Southwest Florida Thomas A. Edison Kiwanis Regional Science Fair.

His project, Wonder Worms, hypothesized that the digestive tracts of earthworms could destroy E. coli and fecal coliform bacteria found in onsite wastewater systems. Clary also won first runner-up overall and received a four-year scholarship to Florida Gulf Coast University in Fort Myers. He is a student at Providence Christian School in Cape Coral, Fla.

Onsite Triathlon

The Florida Onsite Wastewater Association newsletter reports that A-1 Septic of Orlando promotes the onsite industry through its triathlon team. Members wear jerseys with the sponsor's name — Infiltrator (Infiltrator Systems Inc.) — on the front and the letters FOWA on the back. As they travel the state, triathletes are often asked the meaning of the acronym.

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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.....\$51,900
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for pics/questions, Ph: 321-436-0150 P6



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1990 Kenworth: 270 hp Cummins, 219,000 miles, Masport pump, 2400 gal. tank, new catwalks, new paint, ready to work! Tires and brakes 80%, solid truck. Must sell!\$19,000 OBO
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"The question lets them respond with facts about onsite systems and how they keep our environment healthy," says A-1 Septic owner Dave Smith. "I can't believe the difference the effort has made across the state." Smith is challenging any onsite company, department of health, supplier, or manufacturer to a race. The proceeds would benefit FOWA. Call Smith at 407/859-6285.

Training & Education

NAWT

The National Association of Wastewater Transporters Inc. has these sessions:

- Aug. 25-26 – Inspector Training, Flagstaff, Ariz.
- Sept. 29-30 – Inspector Training, Arizona
- Oct. 9-10 – Waste Treatment Symposium, Orlando, Fla.

Call NAWT at 800/236-6298 or visit www.nawt.org. For Arizona classes, contact Kitt Farrell-Poe at 928/782-3836 or e-mail kittfp@ag.arizona.edu. For California classes, call MaryAnne Bobrow at 916/727-2692 or e-mail maryanne@cowa.org.

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:

- July 9-10 – Pumper
- July 21-22 – Maintenance Training for Onsite Installers, Crestview, Fla.
- July 29-31 – Basic Installer
- Aug. 12-13 – Continuing Education, Gadsden

Call 334/396-3434 or visit www.aowa.org.

California

The California Onsite Wastewater Association has a Science of Soils and Onsite Wastewater Disposal class on July 24 at San Luis Obispo. Call MaryAnne Bobrow at 916/727-2692 or e-mail maryanne@cowa.org.

Florida

Courses are at the Florida Onsite Wastewater Association's Training Center in Polk City unless stated otherwise.

- July 7 – System Design and Function, Fort Myers
- July 9 – System Design and Function, Master IV, Davie
- July 21-22 – Maintenance Training for Onsite Installers, Crestview
- Aug. 17-18 – Maintenance Training for Onsite Installers
- Aug. 20-21 – Maintenance Training for Onsite Installers
- Aug. 25-27 – Onsite Technologies from A-Z
- Aug. 28 – What's New at the Training Center?

Contact FOWA at 407/937-2228 or www.fowaonsite.com.

Michigan

The Michigan Onsite Wastewater Training and Education Center at MSU Tollgate Center in Novi is offering these courses:

- Aug. 12-13 – Existing Systems Evaluator Training
- Aug. 20 – Pumped Systems Evaluator Training
- Sept. 24-25 – Onsite Wastewater Systems Maintenance

Call Barb DeLong at 517/355-4720 or visit www.egr.msu.edu/age/outreach.html.

C A L E N D A R

June 17-19

Arizona Onsite Wastewater Recycling Association 2009 Onsite Wastewater Educational Conference, Radisson Woodlands Hotel, Flagstaff. Call 928/632-3900 or visit www.azonsite.org.

Aug. 6-8

Florida Onsite Wastewater Association Conference, Ocean Center, Daytona Beach. Call 407/830-4381 or visit www.fowaonsite.com.

Aug. 12-14

North Carolina Septic Tank Association Outreach Symposium, Greenville Convention Center, Greenville. Call Monica Rhea at 704/739-5849 or visit www.ncsta.net.

Aug. 28-29

Georgia Onsite Wastewater Association Conference, Marietta Conference Center, Marietta. Call 678/646-0379 or visit www.onsitewastewater.org.

Minnesota

The University of Minnesota Extension has these classes:

- July 1 – Soils Continuing Education, Crookston
- July 14 – Soils Continuing Education, Blue Earth
- Aug. 11 – Sampling Onsite Systems, Waterville
- Aug. 18-21 – Service Provider, Mankato

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

New England

The New England Onsite Wastewater Training Program at the University of Rhode Island in Kingston has these workshops:

- July 15 – Surveying Techniques for the Onsite Wastewater Contractor
- July 16 – Microbiology for Wastewater Professionals
- July 29-30 – Advanced Soil Morphology (Mark Stolt)
- Aug. 6 – Surveying Basics for Onsite Wastewater Contractors

Call 401/874-5950 or visit www.uri.edu/ce/wq. Contact Mark Stolt at 401/874-2915 or mstolt@uri.edu.

North Carolina

The North Carolina Septic Tank Association has these courses:

- Aug. 12-13 – Installer/Inspector, Greenville
- Aug. 14 – Pumper, Greenville

Call Connie Stephens at 336/416-6394 or visit www.ncsta.net.

Pennsylvania

The Pennsylvania Septage Management Association is offering these courses:

- July 15-16 – Onsite Inspection, Chester
- July 22-23 – Onsite Inspection, Bordentown, N.J.

Call 717/763-7762 or visit www.pasma.net.

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



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1998 Freightliner FL60, Cummins 5.9 (210 hp), 6-spd., Masport H75V vacuum pump, General 47 series triplex, 1100/200 gallon vacuum tank.



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



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



2002 Freightliner FL70, Cat 3126 (210 hp), 6-speed, new Masport HXL75V vacuum pump, new 2300 gallon vacuum tank.

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PORTABLE TOILET/SEPTIC PUMPING BUSINESS FOR SALE IN FRESNO, CA. 96 double trailers, 5 single trailers, 5 triple trailers, 175 skid units, 50 skids w/sink, 4 handicap units, 2 holding tanks, 7 free standing sinks. All blue/white PolyPortables. 2003 International 1500 gallons, 2004 Chevy 3500 450 gallons, 1998 Chevy 450 gallons, 1991 Chevy delivery truck, and 3 delivery trailers \$275,000. 559-269-3270. (PT7)

PORTABLE TOILET BUSINESS for sale in Central, New York. Three trucks, 325 units, plus handicap and sinks. Over 150 units in service. 315-428-9903 ask for Jeff. (PT7)

PORTABLE RESTROOM BUSINESS: Front Range, CO. 360 toilets, 2 handicap, 8 wash stations, 3 trailers, 2 professionally built trucks. Family owned and operated 18 years. 719-499-8335. (PT6)

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

BUSINESSES

Well established cesspool, line cleaning and installation company located in Suffolk County, NY. All equipment in excellent condition. Flatbed backhoe trailer, dump truck, 2 pump trucks, van with compressor. Many extras. Call for more info. 631-874-5488. (P8)

Family owned portable toilet business. Owner with health issues forces sale. 500+ units, 4 service trucks, located in beautiful Sacramento, Calif. area. 16 years established business, loyal customers. Serious inquiries only. Leave message; will return calls. 916-645-1136. (P6)

PORTABLE TOILET BUSINESS for sale in Morris County, NJ. 200+ units, 3 trucks. Call for more info. Nick @ 973-418-7732. (P7)

Central Wisconsin septic pumping, installation and repair. Tri-axle dump, excavator, posi track pickup, 2 trailers and phone number. Home, shop, and acreage available. \$350,000 high profits in slow times. septicbiz4sale@yahoo.com. (P8)

For Sale: Well established Septic Pumping and Portable Restroom Rental Service located near New Martinsville, WV. Excellent income, excellent growth potential, loyal customer base. 90 regular units, 2 handicap units, 3 hand-wash stations, 2 trucks and a trailer. A business valuation was done 2-2-2009. For more information call 304-386-4453; if no answer please leave a message. (P6)

Well established portable restroom business, since 1994, Osceola County Michigan. Sells with or without trucks. Serious inquiries only. 231-250-1483. (PTBM)

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

BUSINESSES

FOR SALE: Septic/portable toilet business. House, land, all contracts. Many extras. Established 27 years. Call 715-623-6767 leave message. Antigo, Wisconsin. (P6)

SELLING BELOW MARKET VALUE! Coastal Washington PT business. 340 toilets, 3 trucks. Excellent customer base. \$280K or make offer. 877-537-0730. (PT7)

FOR SALE: 23-year-old restaurant service company specializing in hood system cleaning and ceiling restoration. Serving WV, OH and KY. Large loyal customer base. Grossing average \$500,000. All vans, equipment and experienced service techs in place. \$350,000. Will train. 304-372-2158. (CP7)

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MOVING TO FLORIDA? Would you like to start a septic and sewer cleaning business? I have license - will sponsor. For more information call Larry at 931-277-5541 or 931-248-1284. (P6C7)

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

DEWATERING

550 gallon Polymate Polymer Unit, 20 yard IDS dewatering box. Used 6 months. \$18,000. Call Terry 304-425-5329 or 304-887-2316. (P7)

DeTainer DT30 full stainless steel, cold weather insulation, rolling roof, \$40,500. DeTainer DT30 stainless interior screens, carbon exterior, \$29,950. Muffin Monster grinder w/controls; skid mounted, in-line, \$16,000. DeTainer (2) self-tipping hopper units w/stainless interior 3.5-yd., each \$5,000. 21,000 gal. frac tank, CPC, \$26,000. Stacking conveyor for belt press, radial, stainless steel, 18 inches wide, 36 feet long, elecdrive, \$9,500. Pit Hog electric dredge. 1998 Mack spreader truck w/floatation tires and 4,000 gal. Huhn tank, \$40,000. Contact Joe or John 919-938-2955 or joe@atlanticdewatering.com. (P6)

Prime 36" double channel rotary press, capacity to 70 gpm, skid mounted, with control panel, polymer feed system, sludge feed pump, 21' ss conveyor. dick@servicepumpingdrain.com. 978-276-0217. (PM6)

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2004 Terralift for sale, 111 hours, mint condition, extra probes, beads and misc. accessories. Carlisle, Pennsylvania. \$33,500. 717-554-6931 Ken. (P6C7)

1998 Terralift, low hours, probes, excellent condition, many extras. \$6,000. 603-428-8467. (P6)

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

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HAZARDOUS WASTE UNITS

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(P6)

1994 GMC Topkick cab and chassis with a Presvac 2300 US gallons, DOT certified vacuum/pressure tank. "As is." In stock. (Stock #8094V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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2010 Peterbilt 340s loaded with every option except with automatics with a new Presvac 3200 gallon carbon steel, DOT 412 certified, full open rear door, dump style units. PVB750 vacuum pumps. (Stock #13384 C, D & E) *In production.* **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1986 Polar 5,000 gallon 316 stainless steel MC 307/312 vacuum trailer with new vac pump and hyd. drive. New tank inspections with new NVE valves. Spring suspension. In excellent condition. Must see. KLM Companies 617-909-9044. (P6)

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1997 Pete 365 Cat, 400 hp, power triaxle with DOT haz certified, dump door, 4000 gallon Presvac vacuum tank, Presvac PV750 vacuum pump with new valves and tank inspections. 46K rears, 20K pusher with 20K front axle. Runs excellent. KLM Companies 617-909-9044. (P6)

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

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1996 IH triaxle with Presvac high dump 3500 gallon DOT haz certified dump door vacuum tank, Hibon 900 cfm blower, 44K rears, 20K pusher, 18K front axle. Must see. KLM Companies 617-909-9044. (P6)

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

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

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

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1995 Harben, 925 hours, in excellent condition, mounted on 1998 Ford F800, 5.9 diesel hydromatic, 300 gallon water tank. Asking \$17,500. In Florida. Call 561-740-2010. Cell 396-4469. (CP6)

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1997 Dodge 2500, 8' box with sewer jet, pressure washing combo. Asking \$5,000 OBO. Call Daniel at 706-592-5814. (P6)

2000 SECA water jet. Front mounted, hose reel, Myers 50 gpm 3000 psi, 1500 gallon plastic water tank. Was a city owned unit. In excellent condition. 714-639-8352. **www.empireequip.com.** (CPBM)

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

JET VACS

1989 International Camel with 7248 hours, 12-yr. debris tank, extendable boom, 1500 gallon water capacity, Meyers pump, 80 gpm, 2000 psi, ex-municipality. Price \$39,000. Call 503-969-9557 or 503-682-2723. (CP6)

1989 AutoCar, st. 7-spd. Cummins & Cummins, Vactor 810C dual fan, 5-yr, 65 gpm/2000 psi, low hrs. & mi. \$25,000. Dick or Anthony 800-794-9265. (P6C7)

2008 Sterling LT7501 with a Vac/All All 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. **Available for purchase or rent!!!** (Stock #0329V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1993 International Camel, push plate, large blower, 1000 gallon water tank, ex-municipality. Price \$49,000. Call 503-969-9557 or 503-682-2723. (CP6)

1998 Vac-Con V312THA on a Ford LT8000, 3-stage fan, 65 gpm, 2000 psi pump, extendible boom, articulating hose reel, 12 yard debris tank, new paint. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

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)

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)

1992 International 2554 cab and chassis with a Vac-Con Model V211TR combination unit, 12-yard debris body, 1000 gal. water, front mounted hose reel, extendable top load boom. **In stock.** (Stock #5045) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1996 Vactor Model 2110, **PD blower**, 65 gpm, 2000 psi pump, 10-yard debris tank, new paint. 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)

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2008 Sterling LT7501 with a Vac/All All 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. **Available for purchase or rent!!!** (Stock #0330V) **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)

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1989 GMC Cues Grout System. Good working condition. 16 packers 6" to 24". 12 kits of AC400. \$16,000. Call Marty 407-677-1911. (CP6)

40-ton Pipe Genie 3 carts chain 5/8 and 3/4. 9 hp hydraulic unit. Manhole tower accessory. \$15,000. Call Marty 407-677-1911. (CP6)

Machine Technologies P-25 pump, D25 continuous mixer, trailer, Vermillion foam generator, Generac 26,250 generator, NorthStar 26 cfm compressor. \$18,000. Call Marty 407-677-1911. (CP6)

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150 Used Synergy World High Tech, 1 kelly green sides with a gray front, good condition. \$200 each. Call Bill Jr. 614-497-1776 OH. (P6)

30 POLYPORTABLE USED TOILETS. \$75 each. Can be seen at portajohn1.com. 815-877-9770. (P6)

For Sale: 30 to 50 used Poly-Portable restrooms, 8 to 9 years old, in good condition. Selling in lots of 10 or more at \$115 each. Call 410-795-2947. (P6)

24 PolyJohn Polylifts like new. Used for one job. \$600 each. 2006 pumper trucks for sale also. 800-219-8911 or 574-277-8911. (T5P6)

250 Red, White & Blue PolyPortable (Integra) units in excellent condition. \$275-\$350 each. Handicaps also available. Please call 352-572-2687. (PBM)

200 Used Fiberglass Toilets for Sale. Excellent condition, some as new as 2007, some older. \$75-\$100 each depending on age. Call Lorraine 847-955-1214. (P9)

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

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

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2-12 unit toilet hauler trailers. Still used weekly. \$1,500 each. 330-562-8300. Ohio. (P6)

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1997 24' Olympia, \$12,000; 1997 32' Olympia, \$18,000; 2001 26' Olympia Executive, \$17,000. Call Bill Jr. 614-497-1776 OH. (P6)

New 28' - 12 standard unit or 3 A.D.A. trailers. \$6,500.00. Email builtbyhack@yahoo.com. Hacker Built Inc., Rochester, MN. 507-272-9351. Ask for Tom. (P6)

NEW RESTROOM TRAILERS, MANUFACTURER DIRECT. Cut out the middle man. 2-10 stall toilet/shower trailers in stock. Brad. 800-726-4022. (P6)

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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)

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2007 Dodge dually flatbed, 4 dr., 4x4, all power, auto, Cummins with new 750 gal. service unit, Honda/Masport. Financing available. 785-231-0834. (P7)

PORTABLE RESTROOM TRUCKS

2000 FL60 Freightliner, 190 hp, Allison transmission, 15000# RA, 750 waste, 330 water, 2-unit carrier, MEC 4000/P pump, WORK READY. MN \$12,500. 507-257-3238. (P7)

2005 Ford F550 Super Duty diesel pump truck. White with gray interior, cab and chassis, with PTO driven Masport pump. There is no tank. Wholesale price of \$9,900. 800-634-2085. (P6)

TANK ONLY - You have an existing chassis... We have a Crescent Rectangular Vacuum Tank... Crescent Tank Mfg. will up-fit at our facility or ship to you tank only. Call to get tank only quote. **Crescent Tank Mfg. 585-657-4104;** www.crescent-tank.com. (P6)

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

2000 International 4700, 192K, 1-owner, 25,500 GVW, 900/300/150 boom, chemical pump hose. \$25,500. Also 2000 International 4700, 230K. \$25,500. Also 1998 International 444 low pro, 205K miles. \$22,500. Call 256-757-9900. (P6)

(3) F-550s For Sale: 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, washed daily, kept in shop nightly. 2005 with 155,000 miles; 2006 with 89,000 miles; and 2006 with 97,000 miles. Call Bruce at 701-471-4098. (P6)

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)

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)

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1996 Ford Super Duty portable toilet service truck, 600/200 split, 126,300 miles, running condition. Vac pump works, needs rack, sold "as is." Asking \$7,000 OBO. Truck is in Illinois. Call 877-919-2378, ask for John. (P7)

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)

2001 International 4700, 150K, 1-owner, 25,500 GVW, air brakes, 900/300/150 tank, hose boom, chemical pump hose on wand. \$32,500. Also 100 used portable restrooms. \$125-\$250 each. Call 256-757-9900. (P6)

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)

Chassis's Available: '08 Isuzu NPR-HD, '09 GMC 5500 4x4 (2): Ready to be up-fitted with a Crescent Rectangular Vacuum Tank. We can also build on Hino, Peterbilt, Dodge, International, etc. Call for quote today. **Crescent Tank Mfg. 585-657-4104; www.crescent-tank.com.** (P6)

1989 Ford LNT 9000, 52000 GVW, 300 Cummins, 9-spd., A/C, PS, air brakes, 3600 gallon tank, Masport water-cooled pump, 21" manway, 26" rear manway, 6" dump. Tank and cab white. Engine overhauled 695 miles since. Price \$25,000. Located Phoenix, AZ. Pictures at www.acoinc.com/classified. Call 208-362-3193. (P6)

2007 or 2006 Ford F-550 XLT, 4x4, AT, loaded with extras, 99K or 77K, warranty, 950 gallon Satellite unit, Conde waste, Burks fresh water wand, 2-unit hauler. Both look like new. Choice \$39,500. 641-420-5310. (P6)

PORTABLE RESTROOM TRUCKS

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

1997 Ford Super Duty portable toilet service truck, 400/250 split, 236,200 miles, running condition. Still on route, sold "as is." Asking \$10,000 OBO. Truck is in Illinois. Call 877-919-2378, ask for John. (P7)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, air-brakes, 3-compartment aluminum tank (450/1400/250), M-10 Water-cooled pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures www.acoinc.com/classified. Located Phoenix, AZ. \$45,000. 208-362-3193. (P6)

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

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

2007 GMC C-5500, 1000 waste, 300 fresh, 51,000 miles, \$46,000. 2008 GMC C-5500, 1000 waste, 300 fresh, 58,000 miles, \$48,000. Both trucks under warranty bumper to bumper. Slide-in tanks 600/200, \$10,000. Portable toilet transport trailers, new and used. Lane's Vacuum Tank Inc. 1-800-592-3308. Rodney Lane cell 270-832-3793. (PBM)

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1987 International, 2300 gallons, DT466 10-speed, excellent condition, new pump 2-1/2 years ago. \$25,000. 607-637-3400 / 607-267-0760 cell. (P6)

2003 Int. 4300, DT466 diesel, 200K, non-CDL! 1500 gal. Abernethy tank, set up, red, clean, sharp, ready to work. \$32,000 OBO. Bob 715-772-3442. (P7)

1991 International 4900 cab and chassis with a 1700 US gallon, carbon steel vacuum-pressure tank. Dump type with rail-gear "as is." **In stock!!!** (Stock #1443V) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648).** (PBM)

1985 Ford F-700 pumper, 2300 gallon capacity, under 90,000 miles. \$16,000 OBO. Must see. Call Mike for info. 970-434-3113; 970-201-8006. (PBM)

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)

FOR SALE: 2005 Sterling Acterra, 63,000 miles, 2500 gallon tank, 90 gallon fresh water tank. Very clean truck inside and out. Must see. Asking price \$57,000. 573-808-2177. (P6)

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

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

SEPTIC TRUCKS

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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)

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2004 GMC, 6-speed, AC, Cat diesel, 99,000 miles, 2300 gal. tank, \$44,000. 2001 International DT-466, 270,000 miles with new 2300 gal. tank, \$37,500. 2001 International DT-466, 238,000 miles, 3600 gal. tank, \$45,000. New and used septic and toilet trucks available. Lane's Vacuum Tank Inc. 1-800-592-3308. Rodney Lane cell 270-832-3793. (PBM)

Garage kept 2005 Freightliner full AFME coded aluminum liquid ring vac truck with only 159,000 miles! CAT engine, 2300 psi high pressure jetter, 3500 gallon tank with 300 gallon fresh water supply for jetter. Full dump and rear opening door, all air ride, must see to appreciate. \$179,900. 614-795-1899. (P7)

2002 International 4400 DT466 with 2500 gallon tank. Tekflo pump. 139,000 miles, Am/Fm, AC, air ride seat. Good clean truck. \$40,000 OBO. 410-275-2647. (P7)

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)

1997 Mack, 90% rubber, 550,000 mi., clean, new 3000 gal. tank, new Masport pump. Hoses included. Financing available. 785-231-0834. (P7)

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

SEPTIC TRUCKS

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

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New 750 gal. service unit, 5.5 Honda electric start, 73 cfm Masport pump vac/pres. Financing available. Call for details. \$9,500. 785-231-0834. (P7)

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