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Answering the Call

John's Septic adapts to new demands

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A Winning SMILE

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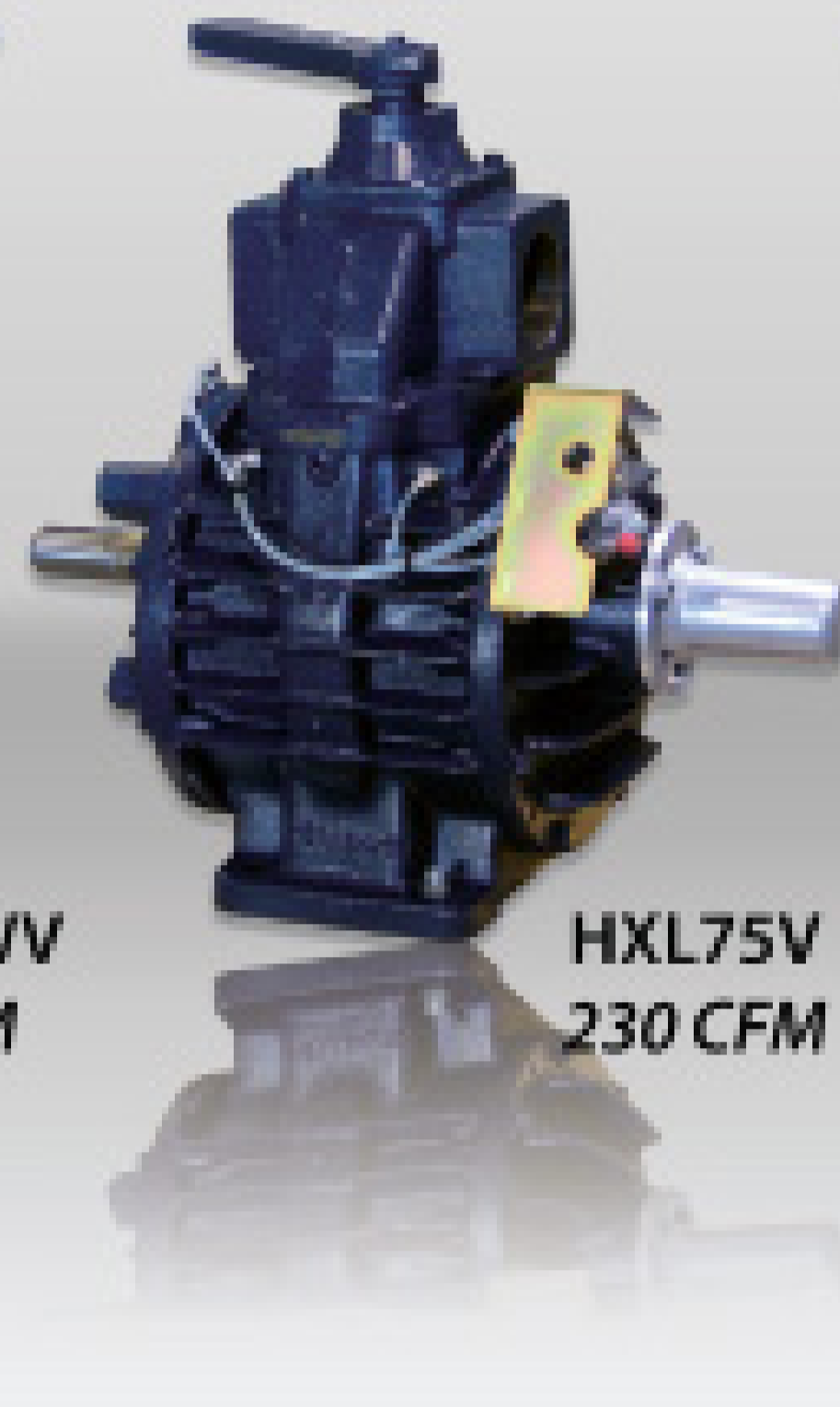
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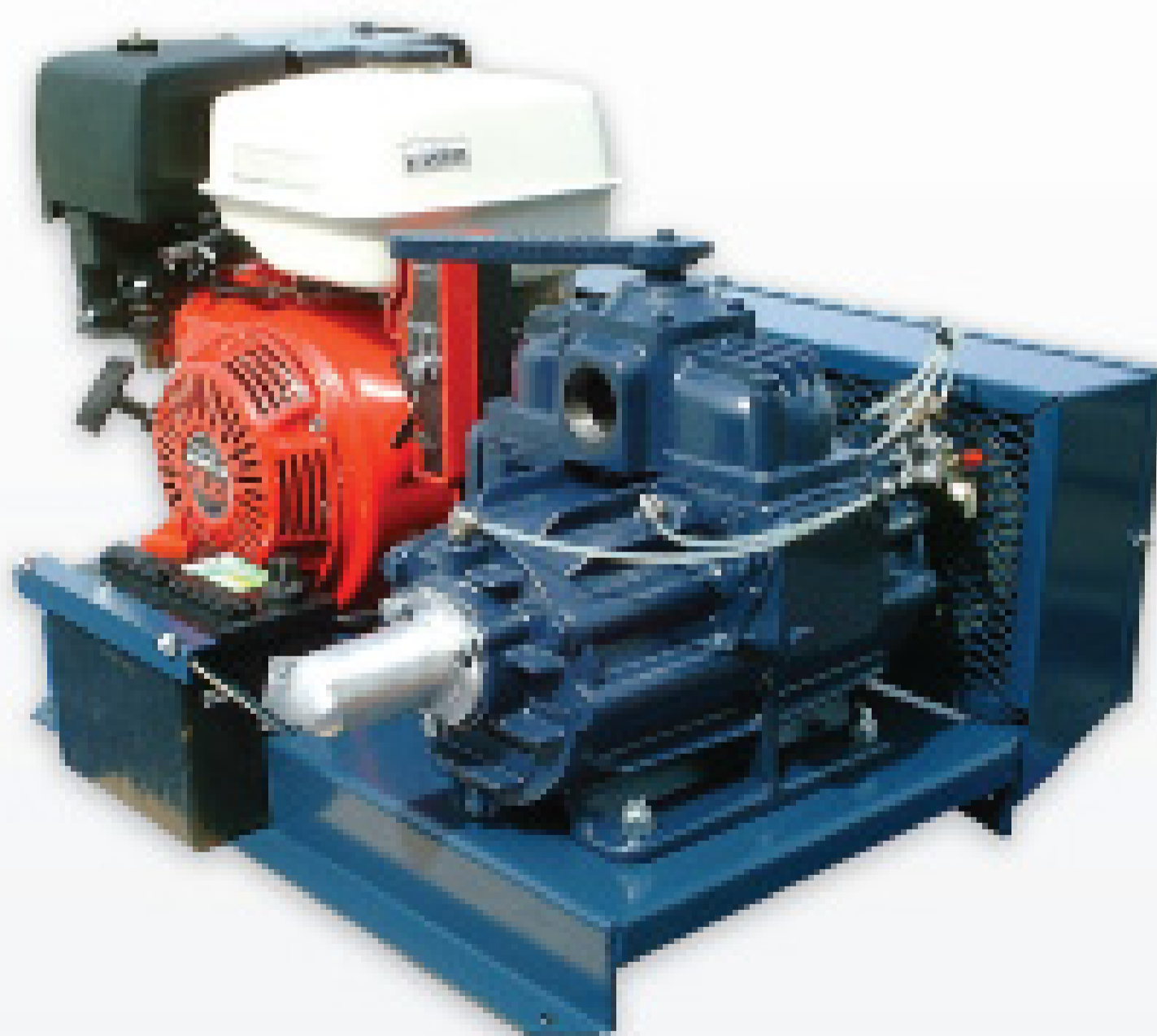
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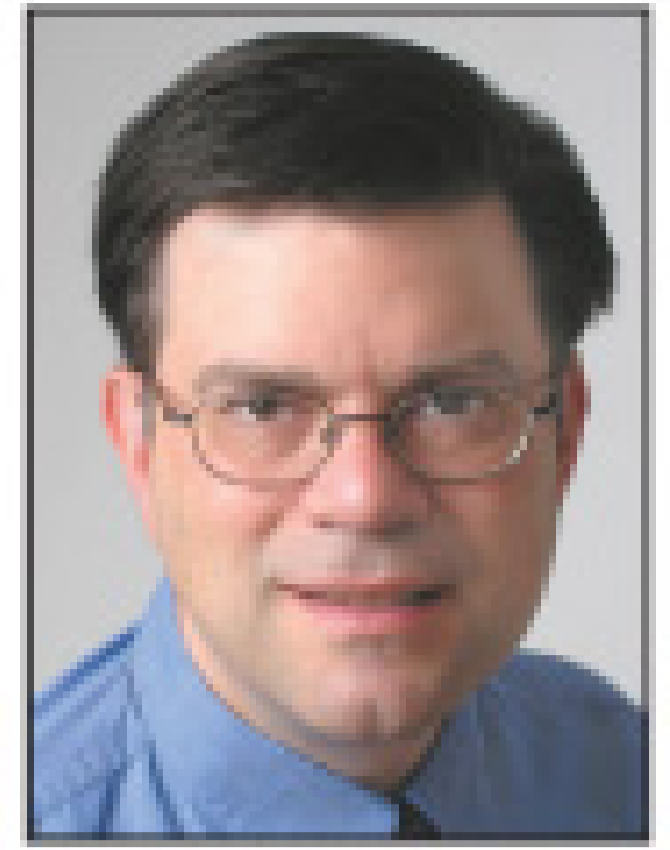
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Reading Between the Lines

Is the *Classy Truck* in Your Yard?



By Jim Kneiszel, Editor

A few weeks ago, the phone rang and I picked it up. "Hello, this is (so and so) from (such and such) Pumping in (insert city and state here)," the male caller said. "I want to find out where to send a *Classy Truck* picture because I have this year's winner parked in my yard."

"Well," I replied, "you sound pretty confident in your rig's chances, but there are a lot of pumpers who would probably take issue with you." "Really? Like whom?" the incredulous caller said. "I'll put my truck up against any of them." Then he promised to send me the digital photo real soon and asked that I keep a page open for his winning truck.

I love *Classy Truck* owners and I love the feature. Service trucks are a great source of pride in this industry, and I had to chuckle at the thought of getting this gung-ho fella sitting around a conference table with the rest of 2009's *Classy Truck* owners arguing over who has the best truck.

WINNING WAYS

What would each of these gearhead pumpers say is the feature that most defines a *Classy Truck*? For some, I'm sure it's the big and beefy Peterbilt, Mack or Kenworth chassis that cradles their moneymaking vacuum equipment. Others might say a certain pump/tank configuration should play into our annual contest winner. Still other pumpers would subscribe the *Pimp My Ride* style of service vehicle, favoring the rig with the most chrome, glowing underbody lighting or wild custom interiors. We've seen it all — elaborate flame paint jobs, small tanks on big trucks, old-school restorations and new trucks fresh from the builder.

So how are the collection of monthly *Classy Truck* entries judged to choose the annual winner? The selection is based on the combination of a reader poll at the end of the year and an office vote of the crew here at *Pumper*. Some folks vote strictly on looks, others on functionality. Often the winner exhibits a combination of both a great paint job and carefully chosen components to build a truck that is both an effective promotional and working tool for its owner.

WHAT'S IN YOUR GARAGE?

I'd love to see more *Classy Trucks* join the competition. The next time you wash your rig at the end of a busy day, I invite you to snap a photo of the truck and send it to me at editor@pumper.com. In the e-mail, jot down the features that you think make your truck a *Classy Truck*.

Oftentimes, pumpers tell me they've always wanted to enter their rig in the *Classy Truck* contest, but busy schedules never seem to let them get around to it. I'd argue there's no time like the present to take a few moments and put your truck up against the industry's best. Like our confident caller said at the top of this column, you might have this year's winner parked in your yard. ■

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

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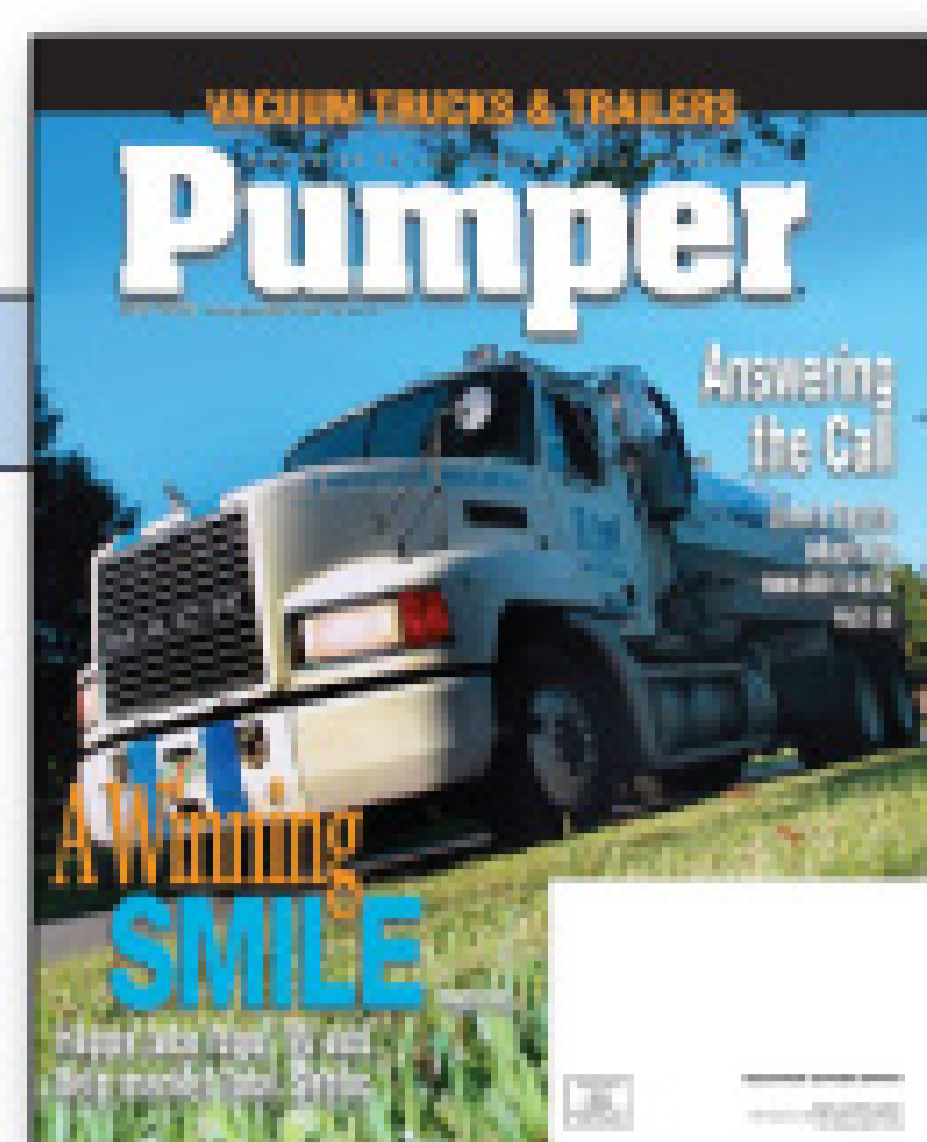
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On the cover: Florida's Total Septic uses a happy face logo and television advertising to drive home the company message of do-it-all customer service. On the cover, one of Total Septic's pumping rigs on an early morning run. (Photo by Ed Wodalski)

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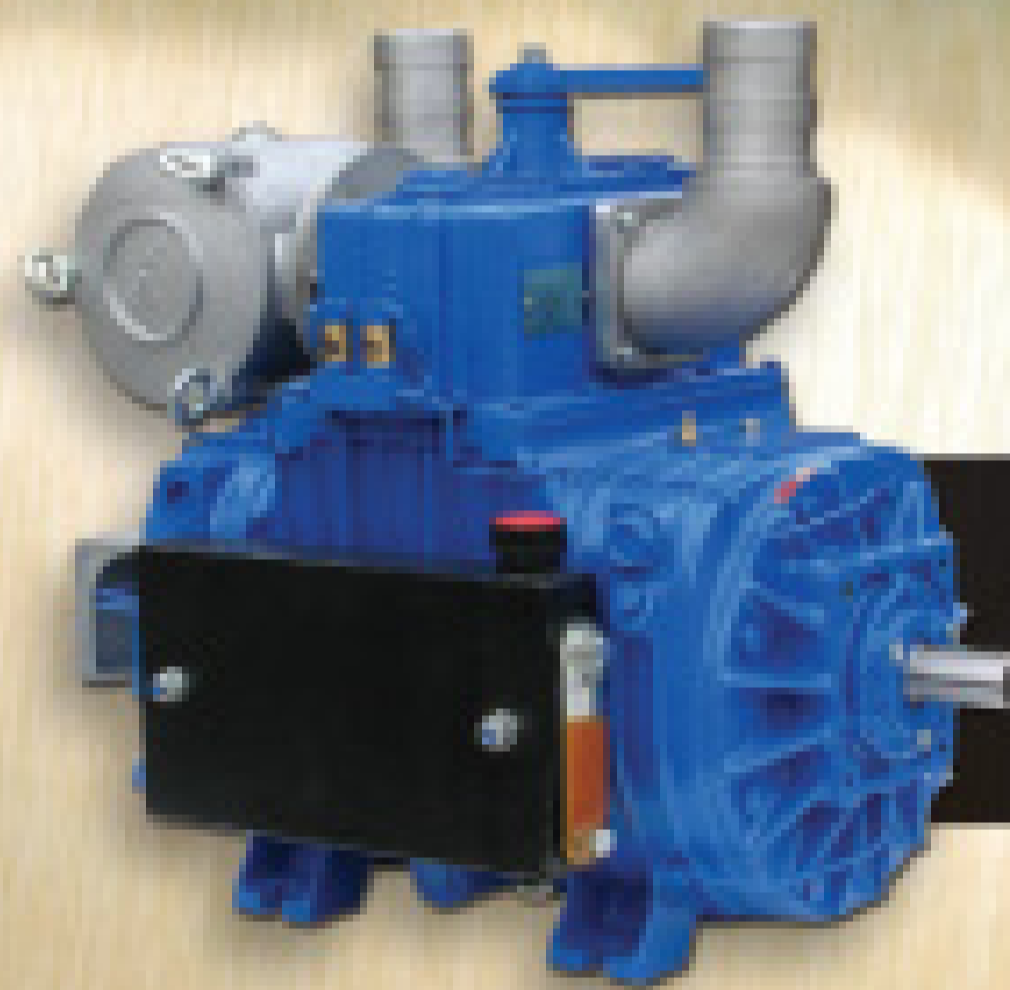
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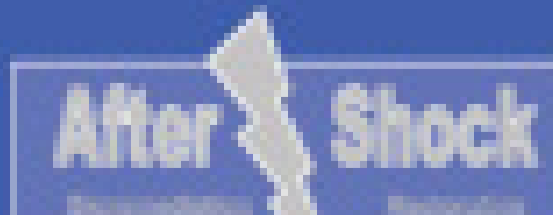
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Letter to the Editor

Drainfield Detective Story Appreciated

To the Editor:

We have been out here for nine years, kicking, screaming, yelling about the subject of Zan Ewing's article in the May issue of *Pumper* titled, "Be a Drainfield Detective." Upon inspecting many septic systems, Ewing voiced the concern that "many septic systems have been replaced that were not failing ..."

When we first started American Septic Service, this is what gave us the jump-start in real estate inspecting before the practice became popular. A real estate agent was advised of a failed system she represented and, you guessed it, it had a severed pipe at the outlet delivery. A contractor started installing a new field (from the end of the field) and got to the tank to connect, and *whoops!*

I can't say it too many times: It all begins and ends with the tank — open it, work your way out. We also have a decade of tanks in Cochise County that have a T-baffle extension sitting within 8 inches of the bottom of the tank. The scenario goes like this: The pumper is called out, he pumps through the 4-inch inspection port, the tank backs up again shortly. The third time around, it is declared a drainfield problem and an installer is called. The issue was not the drainfield, but rather that sludge had risen too high and surrounded the outlet pipe so effluent could not leave the tank as fast as it was coming in. Open the tank, clean and pump it properly, and the problem is solved.

Ewing's article encouraged me that someone else sees the problem. I could tell, as I read the article, Ewing knows when a problem is caused at installation. There are classic discoveries. I call it when I see it that way, and the sanitarian has cautioned me not to give my opinion because the ground can settle. That is just plain false (I am being reserved in my language).

If the installer would follow the rules for compaction or undisturbed earth, there would not be the dipped, crimped, or severed deliveries. When you have a pool of sewage and black biomat goo, it is a no-brainer. I have done a study on 278 septic inspections (collating 50 points of discovery on our point-of-sale form) and 39 percent were baffle-related issues, most of them on newer installations where the baffles are not fixed in the tank casting.

As Ewing noted, most of these problems do not show up the first few months and sometimes for years. When the soil finally gets saturated at the end of the tank where the pipe is not performing, it backs up or the pipe gets occluded. However, this is not an extreme case here in Cochise County; we do one of these a week. Poor installation.

In our state, you cannot go back to the installer to fix a problem after a year has passed, which is frustrating. Our state has been criticized for having overlapping certifications for inspection, installation and design. Installers still are not listening. Thank you for the insightful article.

Dawn Long
American Septic Service
Sierra Vista, Ariz.



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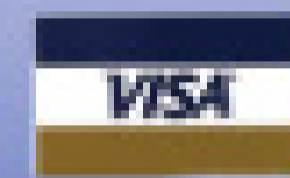
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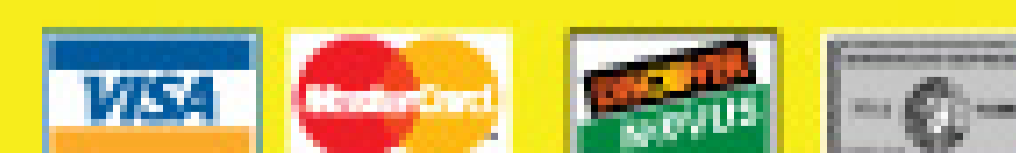


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File or Pile?

Follow these six steps to better paperwork organization and you'll soon break free from menacing office clutter

By Christie Youd

Look at just about anyone's workspace and you're bound to see the same thing: piles and piles of paper ... on the desk, the filing cabinet and even on the floor. Paper has overrun many offices, causing stress, confusion and lapses in productivity.

How can paper cause so much turmoil? The answer lies in how we deal with it. When it comes to paper clutter many people make the "putting away" process too complicated. Rather than doing something with the paper, they set it aside. And there is no home for active paperwork representing work that needs to be done. Those papers get spread all over the desk and moved from one side to the other.

Fortunately, you can control the clutter and reclaim your desktop (and even your floor). Use the following six tips to de-clutter once and for all.

1 Create a home for active paperwork

Many people rely on an inbox for active paperwork, and that's one of the biggest mistakes when it comes to de-cluttering. An inbox inherently lends itself to inaction. Do you often have paper sitting in your inbox for a long time? Do papers slip between the cracks because they got buried in your inbox? Is your inbox regularly overflowing? Most people answer "yes" to at least one of those questions.

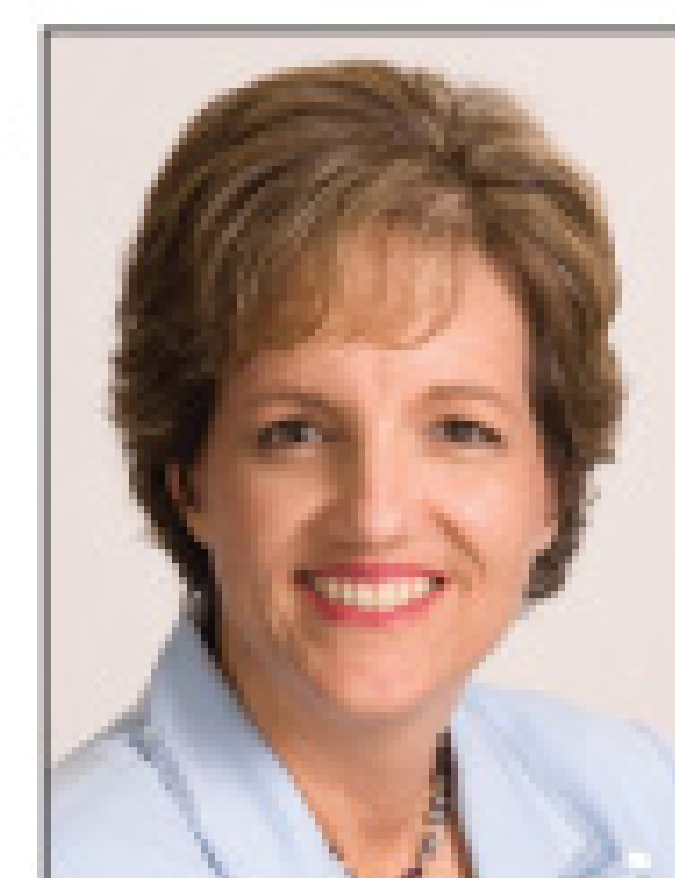
A better solution is to have a work processing system in your desk file drawer. This tickler file system consists of 31 hanging files, one for each day of the month. Behind those are 12 additional hanging files, one for each month. As each piece of active paper comes into your office, you make a decision as to what date you are committed to taking action on that paper and file it in the appropriate date's file. If it's something you need to schedule further in the year, put it in the appropriate month's file. Each evening you simply pull out the dated file for the following date and prioritize all the tasks the papers represent.

2 Prepare your file drawers

Before you start filing the rest of your papers, you need an efficient filing system in place. To begin, make sure you have access to four file drawers. You should be able to reach each of them while sitting behind your desk. One file drawer will be the tickler file system you just created. The remaining three are what's necessary to properly fit all the documents the average person needs to keep for work.

Keep the system simple. Create five broad categories that encompass all the kinds of papers you need to keep for your job. Research shows the human mind can keep straight up to five distinctions without having to stop and think. Any more than five distinctions is too much effort, and that's when people set the paper aside rather than file it. An example of five broad categories may be Administrative, Sales & Marketing, Financials, Production and Research & Development.

Christi Youd operates the consulting business, Organize Enterprise LLC. She is the author of *Organize Your Office for Success*, and *Organize Your Home in 10 Minutes a Day*. To learn more, visit www.OrganizeEnterprise.com.



When you know how to file effectively and keep a clutter-free desk, you'll experience less stress and greater concentration, which ultimately leads to increased productivity ... A little de-cluttering today will yield greater productivity and profits for years to come.

Choose the categories that make the most sense with your roles and responsibilities.

Do not subdivide your categories, that complicates the system. You want to be able to find any document by merely remembering "One of Five-Alphabetized," meaning the paper you need is in one of five categories and in alphabetical order. Keeping your filing system this simple also allows others in your office to find documents they need when you are away.

3 Create individual files

Now that you have file drawer space ready and five categories, it's time to create the individual files. You may prefer to delay the actual file-naming process until you've gone through the sorting process. If so, for now simply get your drawers ready to receive all those papers.

Within each of your five broad categories you will have individual file folders. For example, if Sales & Marketing is one of your broad categories, your files within that category may consist of "advertising," "publicity," etc.

When choosing the headings for files, always choose a noun and choose a broad heading. It's better to have fewer files with broader headings, each with 50 pages, rather than many specific files, each with five pages. However, if a file becomes too large and cumbersome, you can subdivide it. Just remember that the greater number of files, the more difficult it becomes to locate and retrieve papers when you need them.

If there are numerous possibilities where a paper could have been filed, you'll learn not to trust your filing system. As a result, you'll start to pile instead of file.

Give each individual file folder its own hanging file, and give both the exact same label. Then, when you need a file, pull out the folder only. Leave the hanging file in the drawer to save its place. When you are finished with the file, read the label on the file folder and find the same label in the drawer on a hanging file. Again, keep everything alphabetized.

4 Insist on proper file placement

When labeling files, many people make the mistake of labeling one file on the left side, one in the center, and one on the right side throughout the drawer. This looks nice when you set it up, but as soon

as you add a new file, you mess up the system. Soon you're not sure where to expect the next label, so you have to slow down and study your file labels every time you need to file a paper away. As a result, you'll have the tendency to set the paper aside rather than file it.

A better approach is to use straight row filing, where each tab is directly behind the tab in front of it. Keep the tabs in alphabetical order. That way you know where each tab is and in what order they come.

5 Speed sort through the de-cluttering process

With your tickler file prepared, filing system created and individual file folders ready, it's time to tackle the mounds of paper in your office. Check with your accountant, attorney or manager about what types of documents you legally have to save. Then, as you handle each piece of paper, ask yourself the following questions:

- Can I discard this? (Under what circumstances will you use this piece of paper again? If you need it again, is there another source to get it from?)
- Can I delegate this?
- Can I handle this in 60 seconds or less? (If it's something you can do right now in 60 seconds or less and get it out of your life, then do so.)
- What date am I committed to take action on this? (Put it in that day's tickler file.)
- What heading do I want this filed under in my files?

This is a filter system where you get rid of as much as you can. By the time you're done with these questions you should only be left with the documents you truly need to keep.

6 Insist on maintaining a proper fit inside your file drawers

You have a proper fit if you can open a drawer, open the file, insert the paper and close the drawer using one hand. When there is an improper fit, the filing process becomes a bother and you tend to procrastinate filing papers. Therefore, when your filing cabinets get too stuffed, go through the speed sorting questions again. Eliminate what you can. Move the rest to long-term storage.

LESS PAPER = LESS STRESS

When you know how to file effectively and keep a clutter-free desk, you'll experience less stress and greater concentration, which ultimately leads to increased productivity. So no matter how bad the paper clutter is in your office, get started on these tips today. A little de-cluttering today will yield greater productivity and profits for years to come. ■

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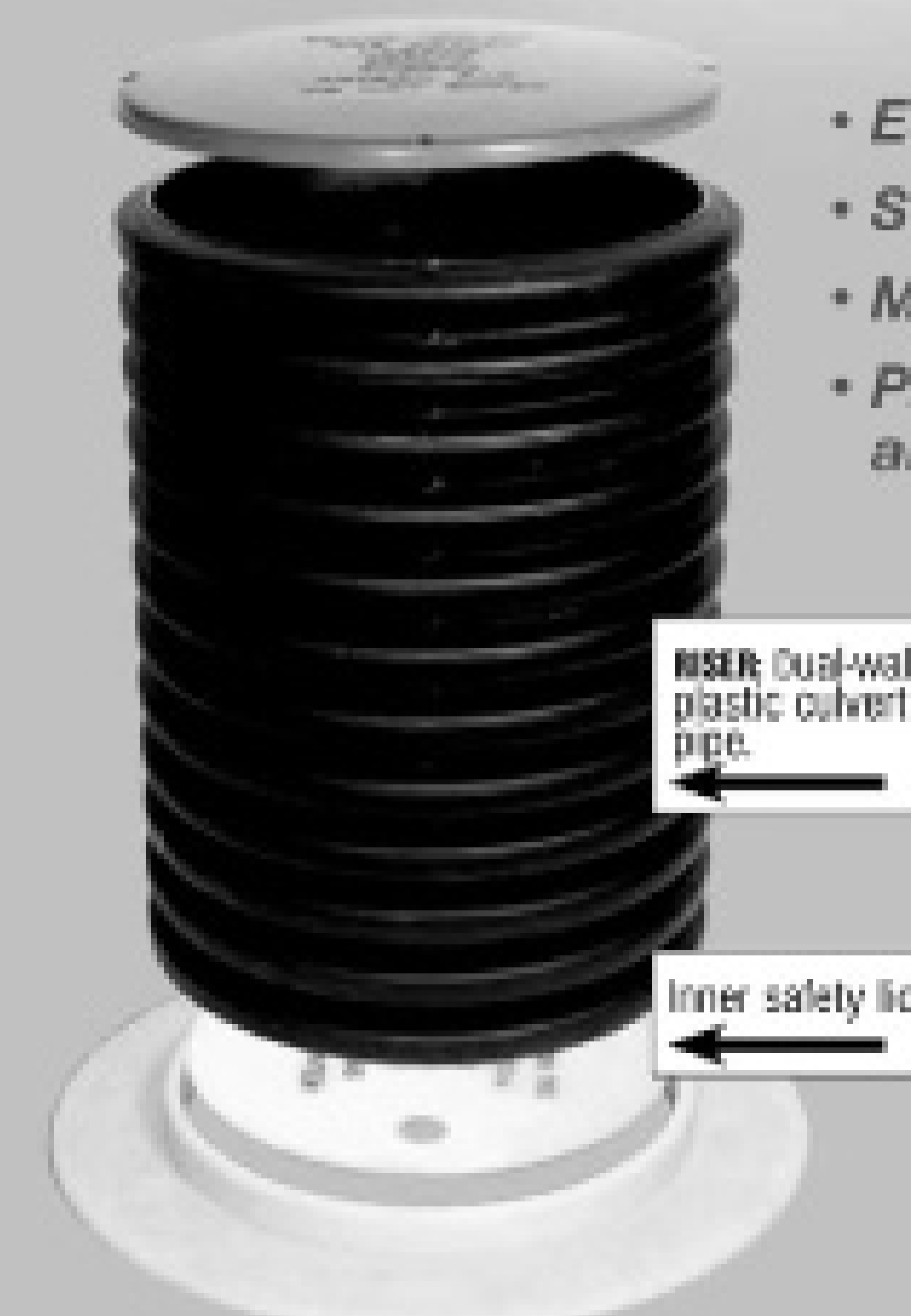
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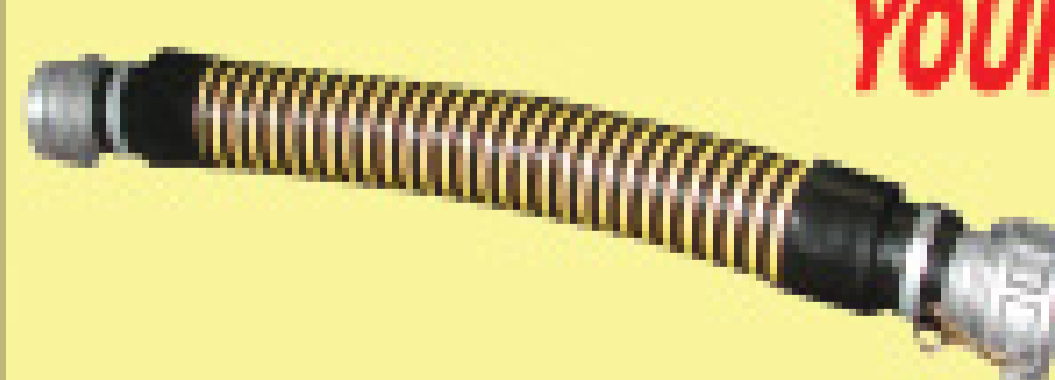
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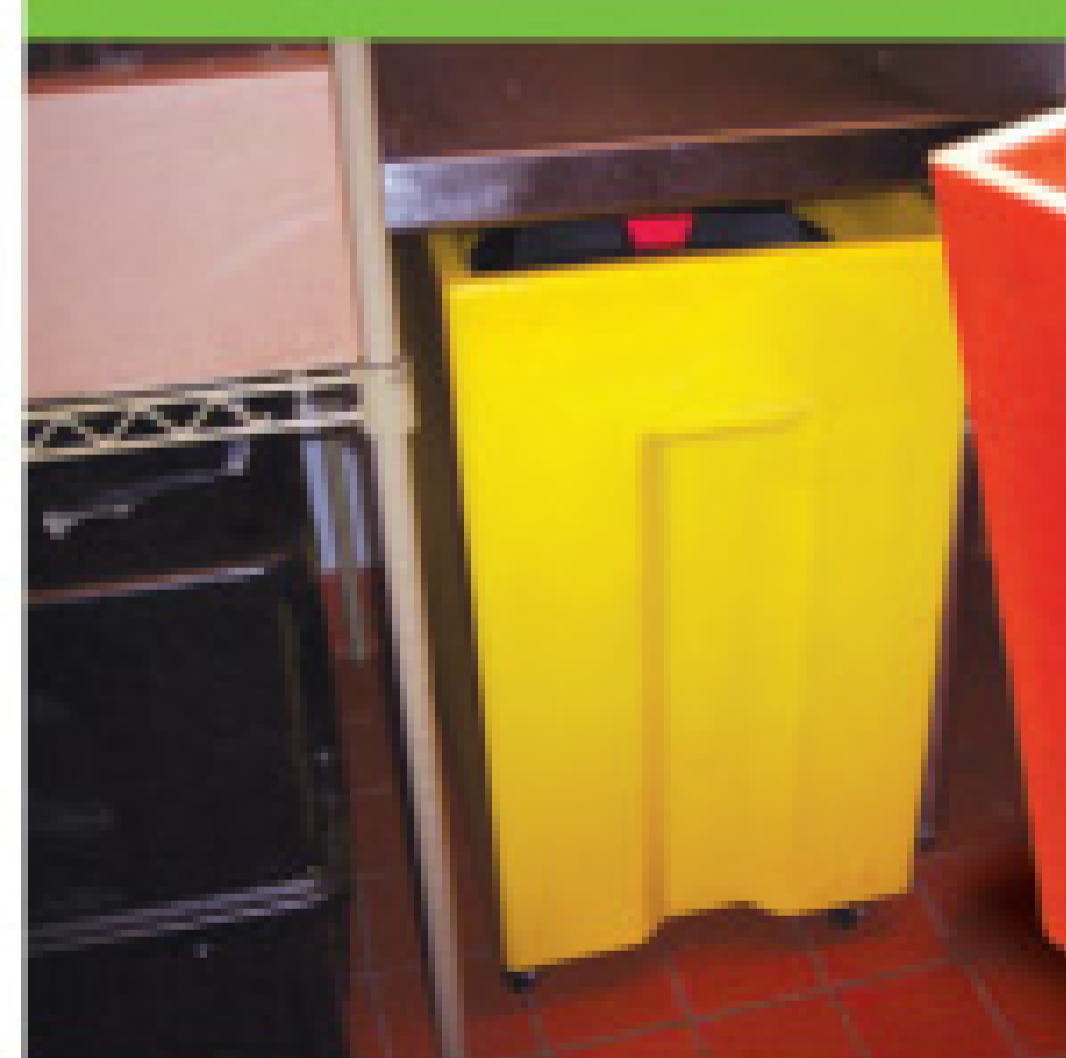
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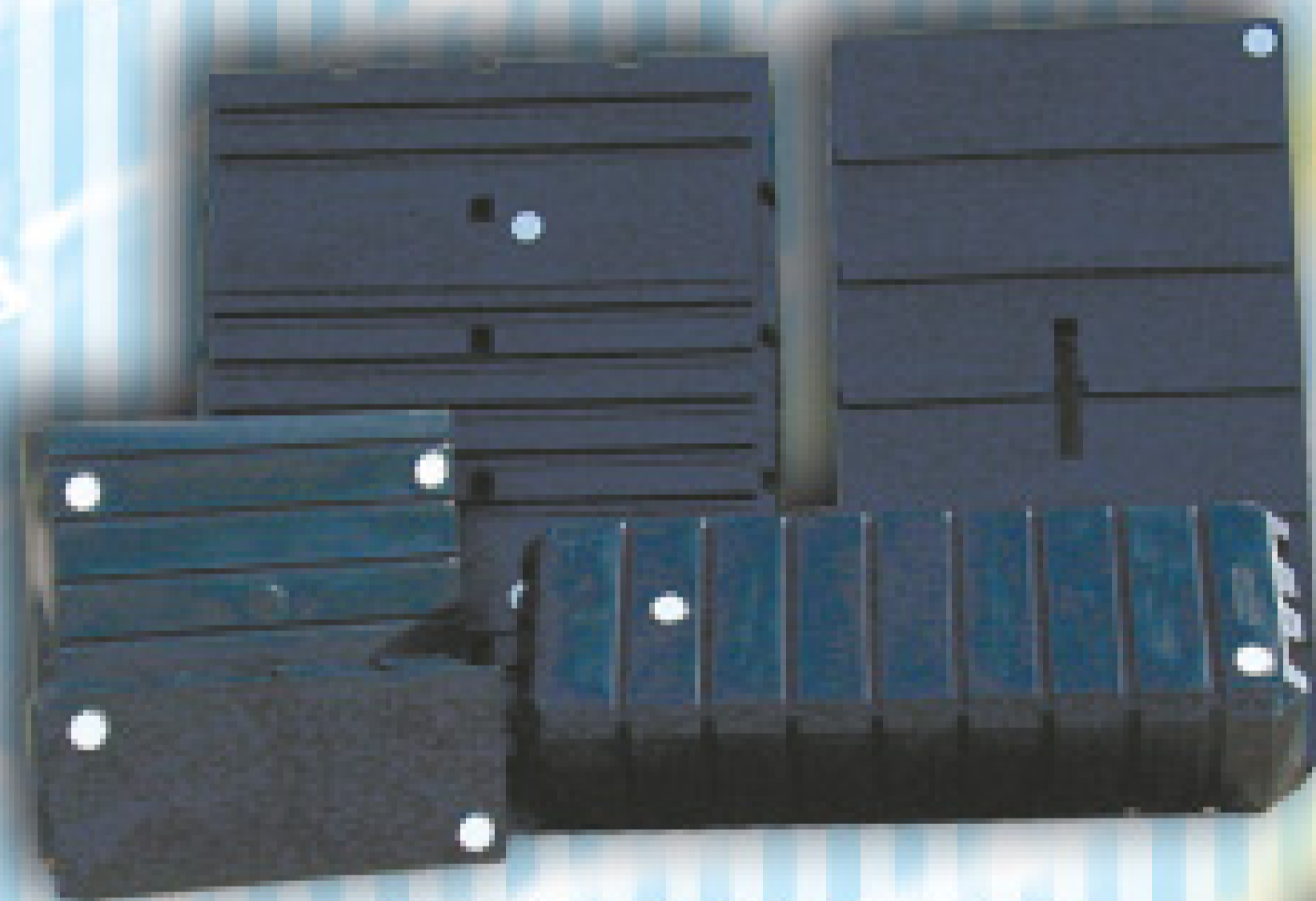


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Regulator Clarifies Ohio Onsite Rule Proposal

By **Scottie Dayton**

Todd Paulus, unit manager for the Stark County Health Department in Canton, Ohio, states that a bill in the state legislature revising Ohio's onsite regulations will not cost homeowners as much as \$50,000 to install onsite systems, as some have claimed.

"A few who oppose the state's Home Sewage Treatment System Study Commission findings are attempting to invoke public outcry against the rules by overinflating the costs of these systems," he says.

"Stark County is using most of the principles in the proposed regulations, and our installation costs are \$7,000 to \$15,000.

Occasionally, in the worst soils, a drip system will cost \$18,000 to \$20,000. Since January 2008, we've installed 333 systems. The average costs are \$9,850 for new systems, \$8,475 for replacements, \$3,501 for alterations, and \$8,438 overall."

In July 2007, Ohio rescinded new onsite rules that required some properties to replace conventional drainfields with mounds or pretreatment with low-pressure pipe drainfields. Counties were left on their own to determine what to do next.

Stark County opted to install less costly, less maintenance-intensive systems that still abided by most of the principles of

the 2007 law. Besides conventional drainfields when soils permit, the county uses dosing siphons or Flout system (www.flout.net), and some flood dosing. Furthermore, the cost of technology has decreased since 2007, and more options are available.

According to Paulus, the most debated principle in the proposed rule requires a vertical separation distance for high seasonally perched water tables and harsh limited soil conditions. Approved procedures to reduce the distance would be to elevate or pretreat, or both. Opponents have objected to the additional expense of doing so.

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.

Most soils in Stark County are moderate. Paulus admits that counties with worse soils may have a different perspective than his. "The average prices I mentioned included systems ranging from standard trenches and mounds to pretreatment with flood or (low-pressure pipe) dosing," Paulus says. "Fewer than 2 percent are drip systems." ■

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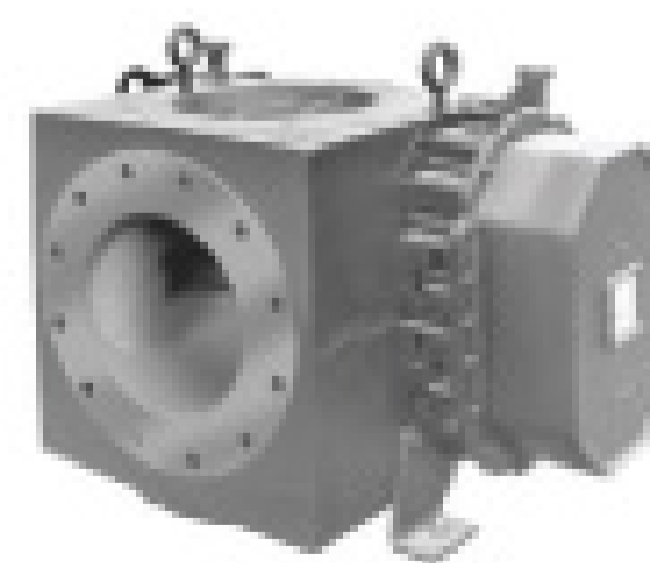
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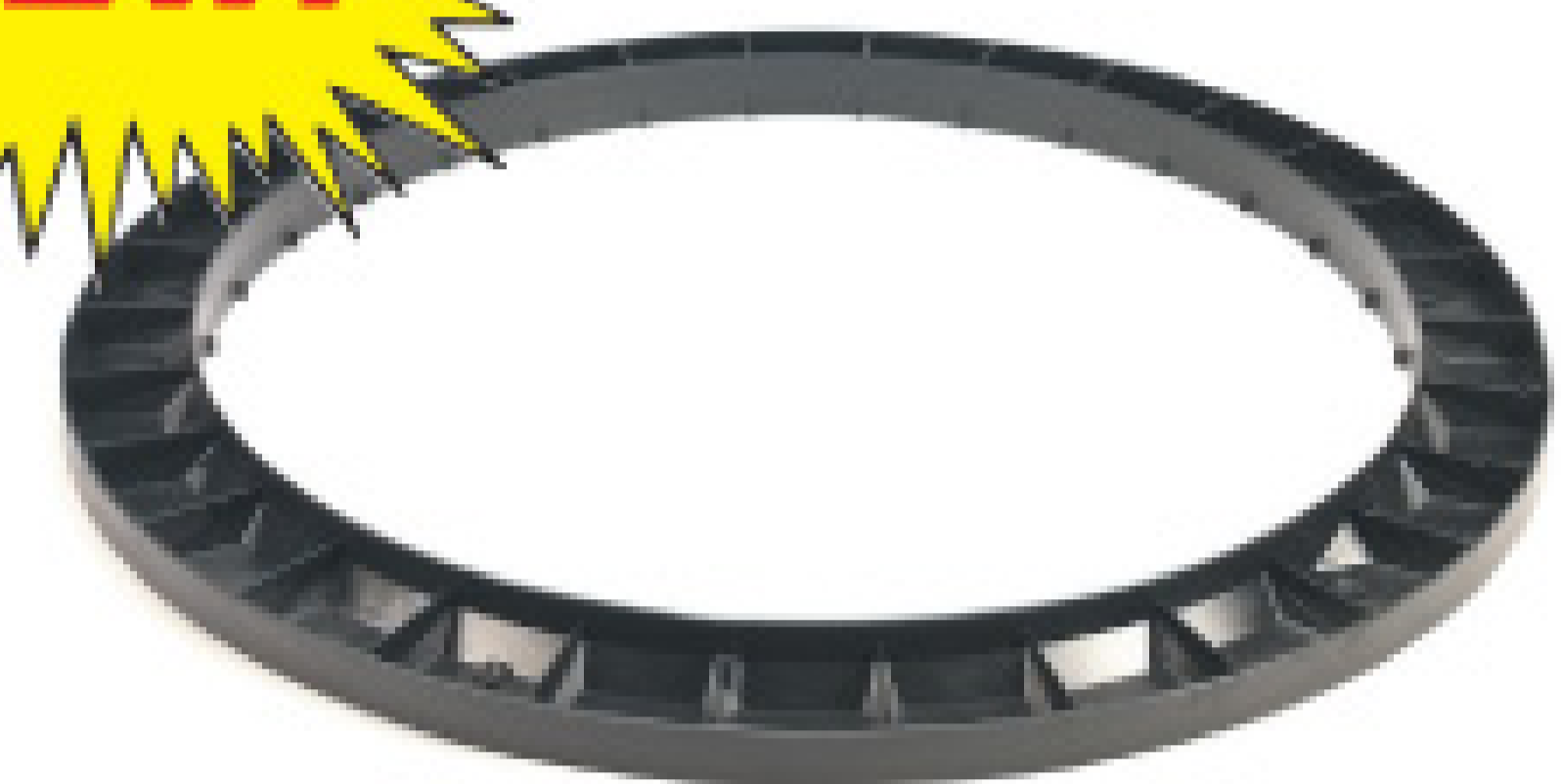
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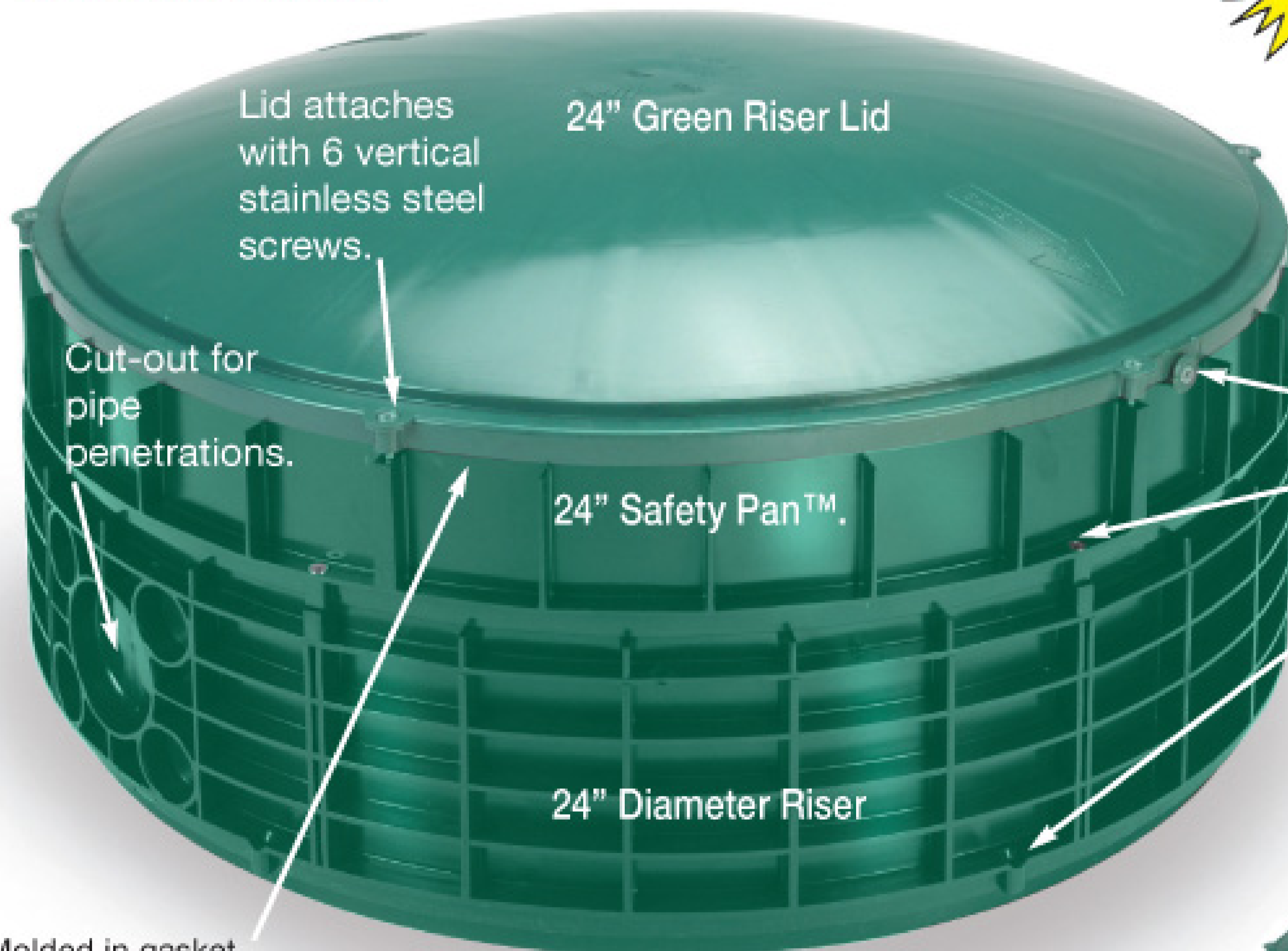
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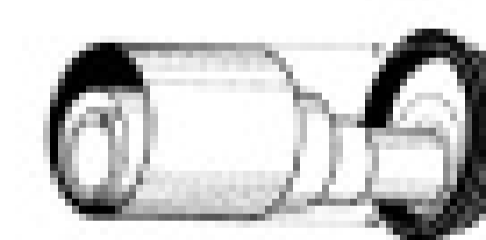
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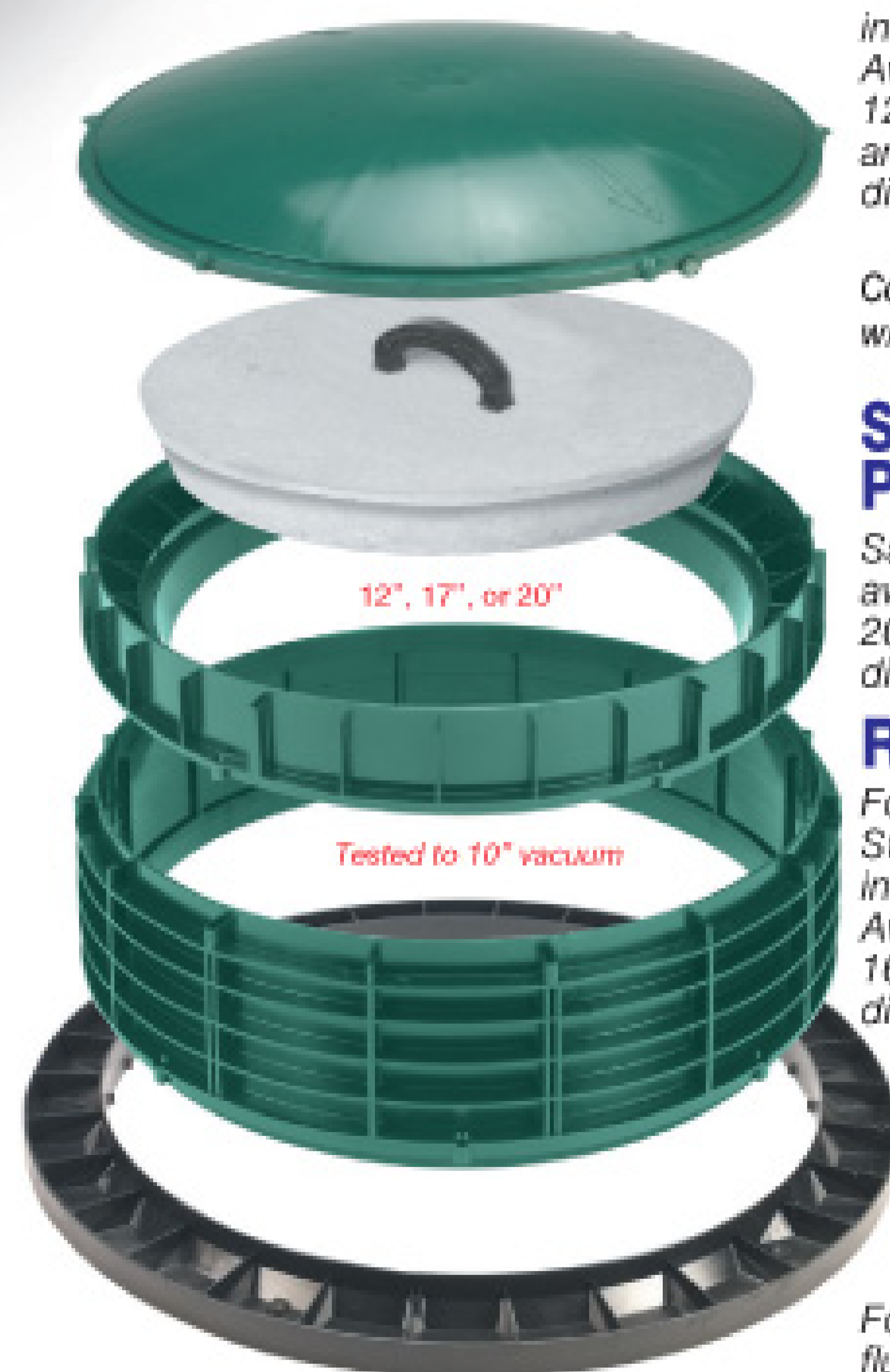


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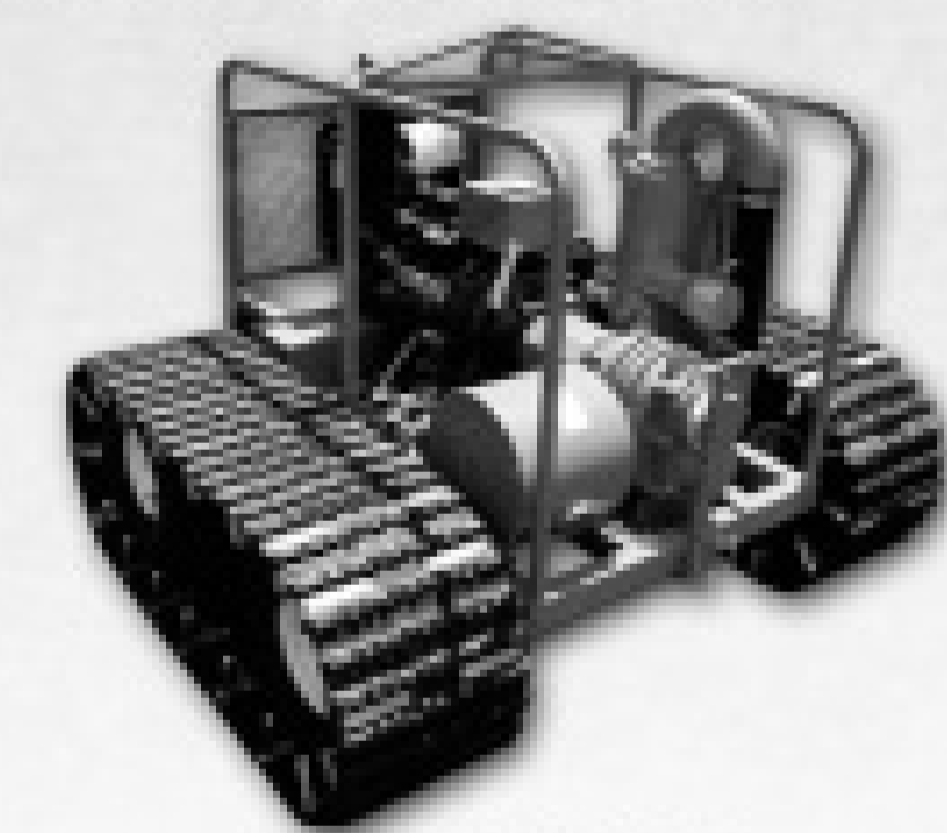
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Jeremy Neer is general manager of Florida's Total Septic, founded in 1992 and owned by Jimmy Lapin. (Photos by Ed Wodalski)

A Winning SMILE

By Ken Wysocky

Florida's Total Septic uses a happy face logo and television advertising to drive home the company message of do-it-all customer service

Never underestimate the power of a distinctive, eye-catching business name and logo. For proof, look no further than the smiley faces on the vacuum trucks operated by Total Septic Service in Orlando, Fla.

The trademark smiley face, a play on an iconic 1970s pop culture symbol, appears on the rear of the Total Septic fleet. The vehicles also feature a simple, yet bold color scheme that includes the company's name in large block letters. The graphics all come together to help the company build brand recognition.

Owner Jimmy Lapin says a milk truck

inspired the smiley face concept.

"On a miserable, hot August day, I was sitting behind a milk truck with a smiley face on the back — no name, just a smiley face," he says. "It made my day to see that face. I couldn't wait to get even with the truck to see the name of the company."

"People call all the time and ask if we're the company with the smiley face on the back of our trucks," says Lapin's daughter, Nichole Margeson, the company's office manager. "It works — people really remember us. Those trucks are moving billboards."



A trademark smiley face appears on the rear of Total Septic's fleet.

Lapin almost ran into legal issues with a large retailer, which asked him to "cease and desist" using his original logo because it was too similar to the retailer's own "falling prices" logo. So Lapin made the smiley faces' eyes look downward to the right, which appeased the mega-corporation.

As for the company name, Lapin wanted something that would simply and clearly state what the company was all about. A small epiphany occurred one day at his kitchen table.

"We do anything that has to do with



Diesel mechanic Anthony Hall repairs an engine on a Total Septic truck. All repairs are done in-house, saving time and money.

“I ALWAYS WANT GOOD RAPPORT WITH MY COMPETITORS. IF WE HAVE OVERFLOW WORK, WE GIVE IT OUT TO OTHERS. THEN IF THEY HAVE OVERFLOW WORK, THEY’RE MORE LIKELY TO SAY, ‘HEY, GIVE JIMMY THAT JOB.’ IT WORKS OUT FOR ALL OF US ... INSTEAD OF WORKING AGAINST EACH OTHER AND BEING CUTTHROAT ABOUT IT.”

Jimmy Lapin

TO VIEW TOTAL SEPTIC SERVICE COMMERCIALS AIRED IN THE ORLANDO, FLA., MARKET, GO TO YOUTUBE.COM AND SEARCH FOR TOTAL SEPTIC COMMERCIAL.

water,” Lapin says of his company, established in 1992. “Our motto is, ‘If water flows thru it, we do it.’

“One morning, I was eating Total cereal for breakfast,” he says. “I immediately thought of our company ... the name says it all.”

TELEVISION ADVERTISING

Recognizable trucks are just one way Total Septic gets the word out about its services, which include septic pumping, drain cleaning and drainfield installations. The company’s multimedia marketing campaign also includes television commercials, which Lapin estimates generate about 12 percent of his business volume (about 60 percent septic pumping, 20 percent stormwater drain cleaning, 10 percent commercial and home drain cleaning and 10 percent drainfield installations).

Lapin writes the commercial scripts and a local television station produces them. Although he has no formal marketing or scriptwriting experience, Lapin says he understands promotion.

“It just comes naturally,” he says. “You just

tell people what they need to know — how our company can upgrade customers to today’s operating standards.”

So far, Lapin has developed three 30-second commercials, all aimed at the residential and commercial pumping market. Each one costs about \$20,000 to produce and \$130,000 to broadcast about seven or eight times daily for a year.

“I saw a plumber running commercials and felt we should give it a try,” he says. “We were told the commercials made a 10 percent difference in the plumber’s business.”

Because of the economic downturn, Total Septic is cutting back to running spots twice a day. But Lapin is still bullish on television advertising, noting that the company’s telephones “started ringing off the hook” after the commercials started running.

Lapin believes the commercials augment a word-of-mouth reputation established by his more-than-30-years-experience in the industry.

“We do little things, like hand-rake after every (installation) job,” he says. “And we

don’t leave tractor ruts everywhere. When we leave, the ground is ready for sod. A landscaper might charge you big bucks to rake out and level your yard.”

BIGGER NOT ALWAYS BETTER

Over the years, Lapin has learned one important business lesson: Growth isn’t always good. In fact, when it comes to generating a profit, less is sometimes more, as the saying goes.

“Bigger isn’t always better, believe me,” Lapin says. “The best (sales) year I ever had, I didn’t even make a profit because I had such a high payroll. When you’re running a large business, you’ve got to have a serious infrastructure of good supervisors in place, otherwise you have one guy running 65 men. After a while, it gets to be too hard to handle.”

Difficulty in collecting payment from customers further complicated the situation. Sobered by the lack of profits and overwhelmed by the logistics, Lapin did some serious downsizing, concentrating on septage pumping services and turning down work

Profile

Total Septic Service Orlando, Fla.

Owner: Jimmy Lapin

Founded: 1992

Employees: 29

Services: Septic pumping and installations, residential and commercial drain cleaning and industrial waste hauling

Service area: Central Florida and portions of southern Florida, plus greater Charlotte, N.C.

Web site: www.totalseptic.com



At left, Scott Thompson, a retired health department official, is the company’s geotech expert. At right, owner Jimmy Lapin and his daughter, Nichole Margeson, discuss a TV commercial that Lapin wrote.



Technician Eddie Parks updates a customer on the condition of his septic system during a morning pumpout near Orlando.



related to new construction. The move paid dividends: Compared to five years ago, Total Septic's sales volume is about half of what it used to be — but the company now turns a profit, and Lapin is a saner man.

"Not being able to collect money was the straw that broke the camel's back," Lapin says. "Now I ask for half payment upfront, so that at least pays for materials. If you can't pay for materials, you won't survive very long."

DISPOSAL ISSUES

Lapin also has learned to keep a sharp eye on waste disposal costs, and he changes disposal methods when it makes sense financially. For example, he land-applied septage for

years because it was cheaper than taking it to treatment facilities. Now, taking advantage of transportation savings, he relies on the nearby Orange County sewage treatment plant for waste disposal.

One of the biggest challenges Total Septic faces is grease trap waste disposal. The Orlando area is densely populated with restaurants, which creates high demand for grease trap cleaning. But Orange County doesn't accept grease trap waste, a situation Lapin is actively lobbying with county officials to change.

At present, Lapin disposes grease trap waste at a private processor he views as a business competitor.

A FLEET FOR DIVERSIFIED SERVICE

Lapin believes business diversity is critical to his company's success. The company offers a full array of septic services, including installations and certified inspections. Its services also include handling industrial waste, cleaning industrial plants, cleaning and repairing sewer lines and lift stations, video drain line inspections, and commercial and residential drain cleaning. Lapin estimates the company's sales volume is split 50/50 between commercial and residential work.

Geographic expansion has also keyed company growth. Total Septic operates loca-

tions in West Palm Beach and Jupiter, as well as Charlotte, N.C.

A wide array of services demands a large stable of equipment. On the pumping side, Lapin builds out his own trucks, using steel tanks from Modern Welding Company Inc. Total Septic runs four Mack R trucks (1979, 1989, 1994 and 1998) with 3,500-gallon

Lapin Embraces the Competition

Befriending competitors makes good business sense, says Jimmy Lapin, owner of Total Septic Service in Orlando, Fla.

"I always want good rapport with my competitors," he explains. "If we have overflow work, we give it out to others. Then if they have overflow work, they're more likely to say, 'Hey, give Jimmy that job.' It works out for all of us ... instead of working against each other and being cutthroat about it."

If competitors aren't receptive to Lapin's share-the-wealth philosophy, he doggedly persists until he wins them over.

"If people keep pushing me off, I just keep going back to them," he says. "If you keep shaking their hand, after a while they'll give up because you're a nice guy."

Lapin says his friendly attitude stems from his upbringing in a large Polish family where raucous get-togethers were the norm. Lapin's grandfather, whom he worked with for a time, also believed strongly in embracing competitors.

"Even if a competitor doesn't want to do business with us, we still help out if they need it," Lapin says. "That was my grandfather's attitude. It all comes back to you eventually."



Pump truck technician Bryan Warren fills out a waste disposal manifest. Orange County requires all septic companies to fill out the form, which must have the customer's signature, waste hauler's signature and a signature from the waste processing facility.

tanks; a 1997 Mack R truck with a 4,000-gallon tank; and a 1990 Mack R pump truck with a 4,500-gallon tank. For commercial drain cleaning, Total Septic owns a 1991 Vactor truck with a 2,000-gallon waste tank and a 1,200-gallon freshwater tank, built by Jack Doheny Companies; and a 1998 Vactor truck with a 2,000-gallon waste tank and a 2,200-gallon freshwater tank, built by Environmental Products of Florida.

DEEP ROOTS IN THE INDUSTRY

Lapin comes from a long line of pumpers. His grandfather, George Lapin, started AAA Septic in 1959. His uncle, Dennis Lapin, established Lapin Septic Tank Service Inc.

Jimmy worked for his grandfather then worked for his uncle for about 11 years, establishing a pumping division for the company, which before had focused on installations. Then he split off to start Total Septic.

"I never looked back and he never looked back, and we're the best of friends," Jimmy Lapin says.

Nichole Margeson represents the fourth generation of Lapins to work in the septic industry, which underscores Total Septic's standing as a family-run company guided by family principles.

"We just treat people good — like we'd want to be treated," Lapin says.

And, of course, make them smile. ■

MORE INFO:

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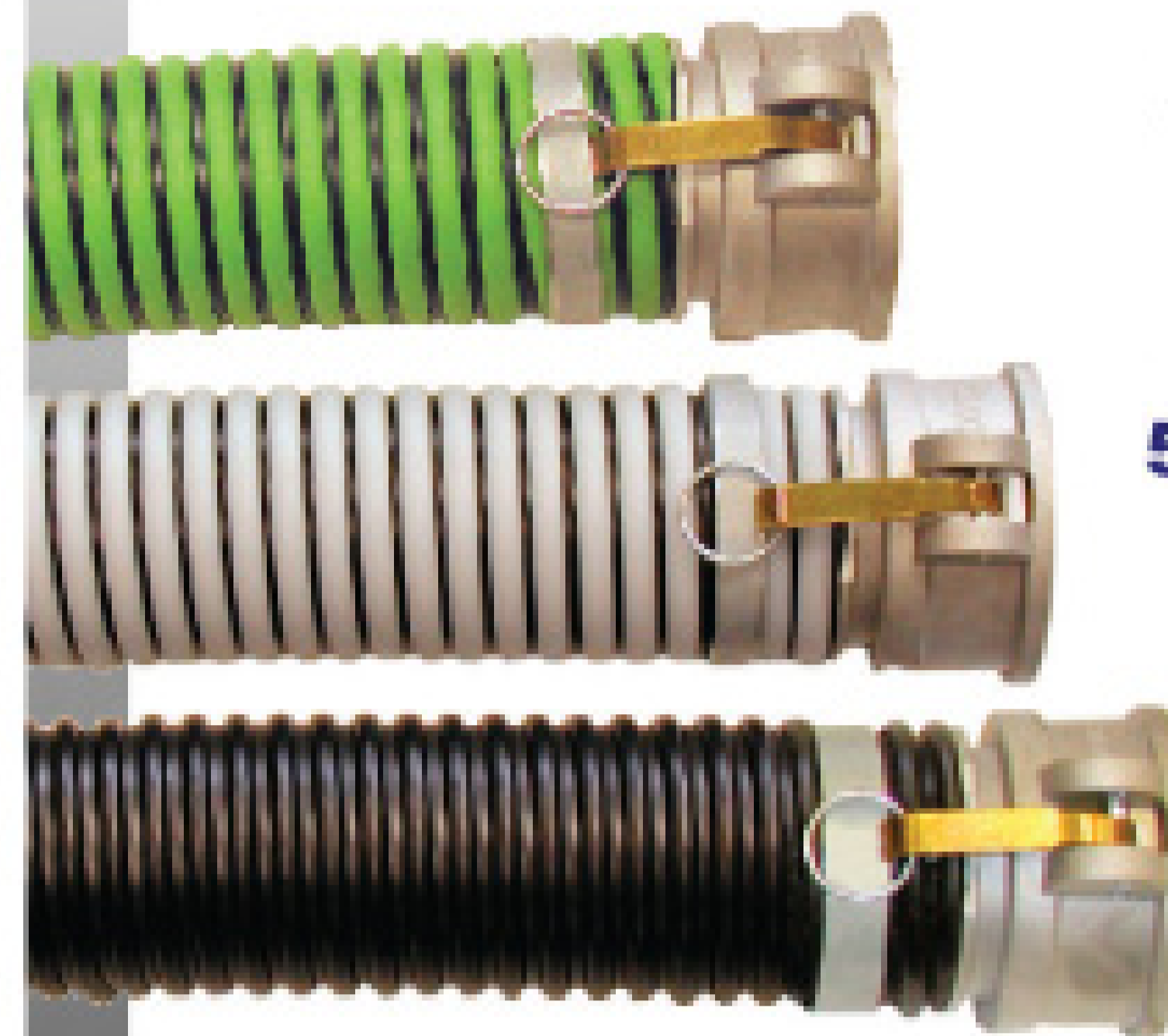
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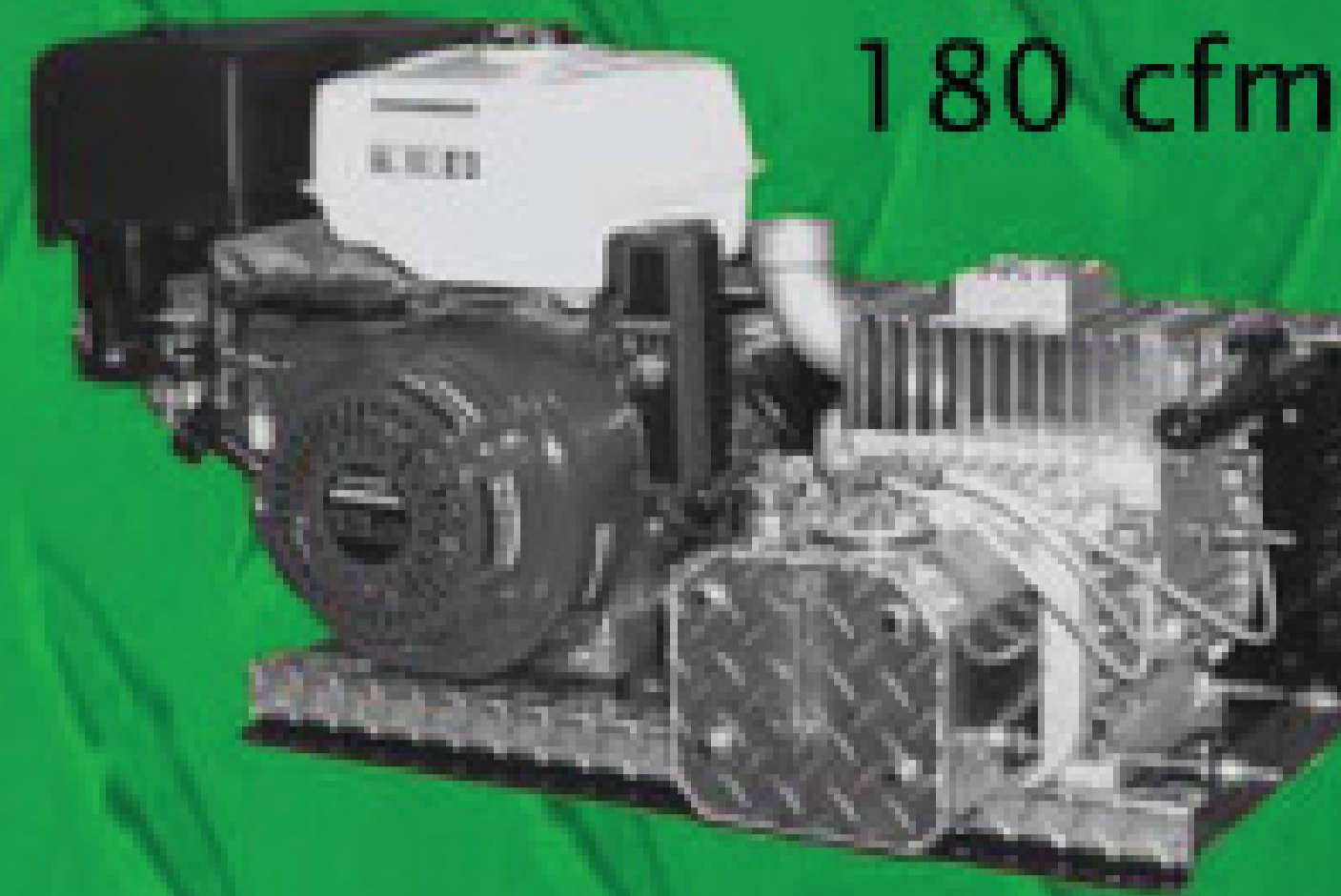
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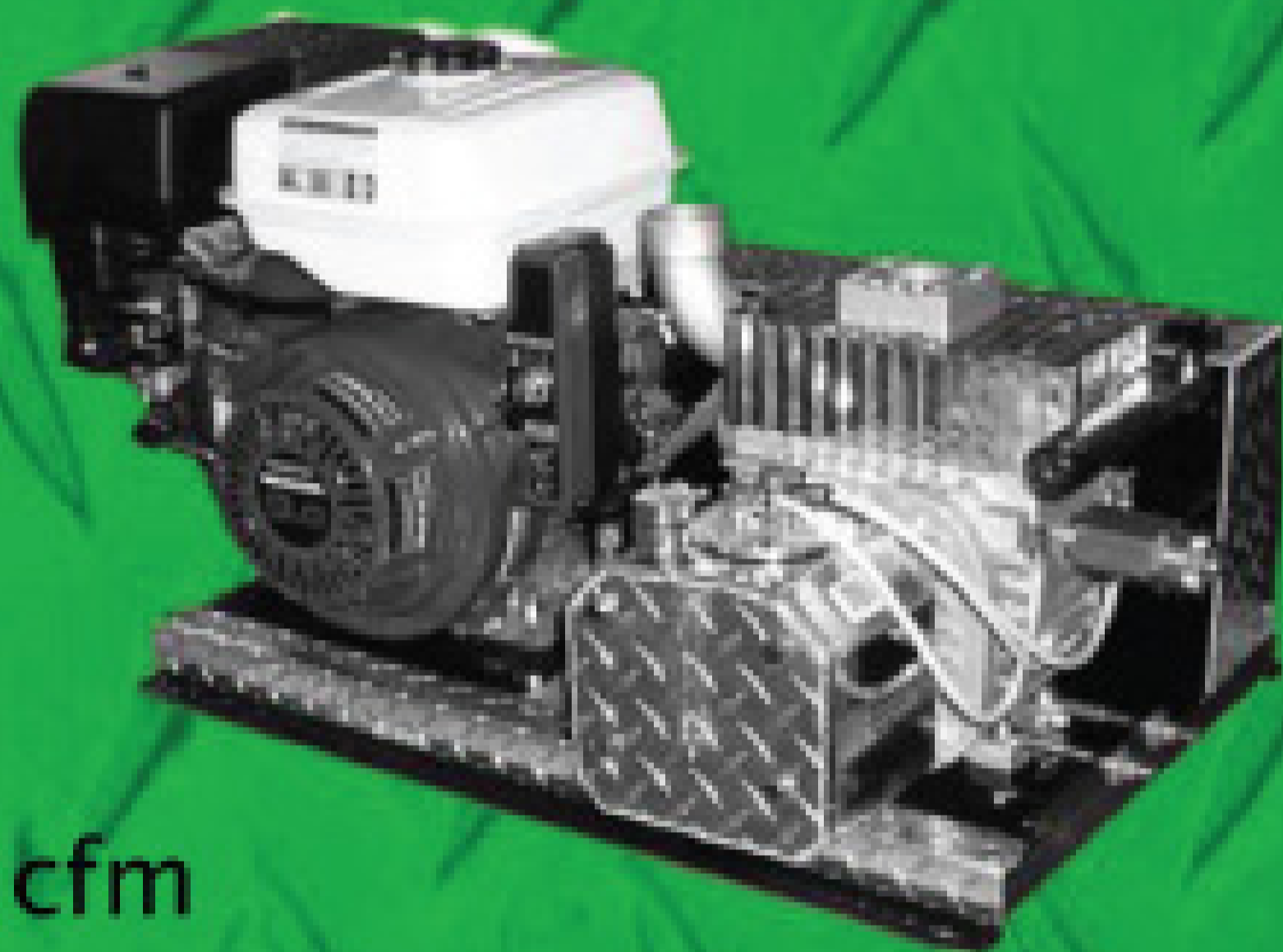
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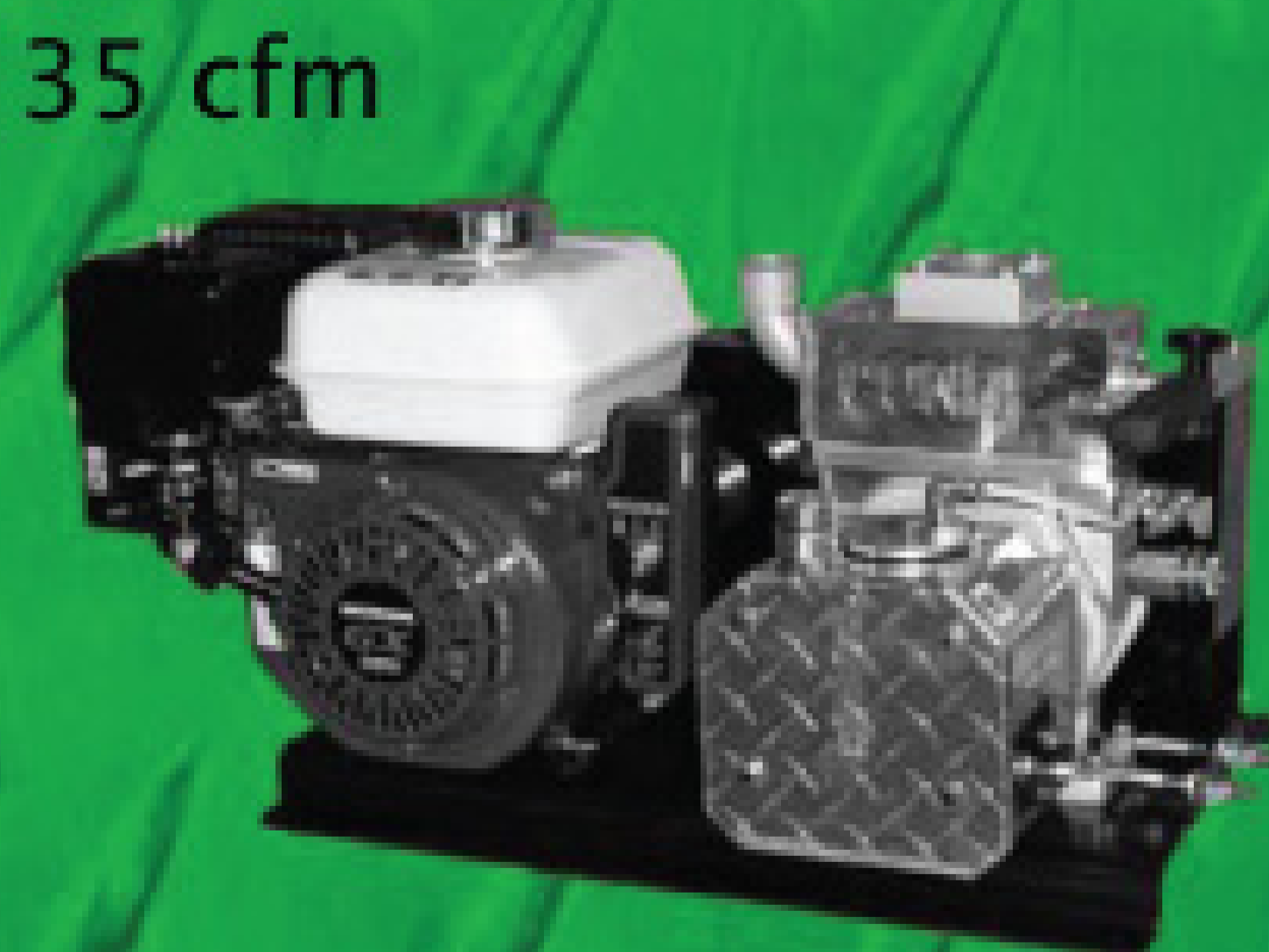
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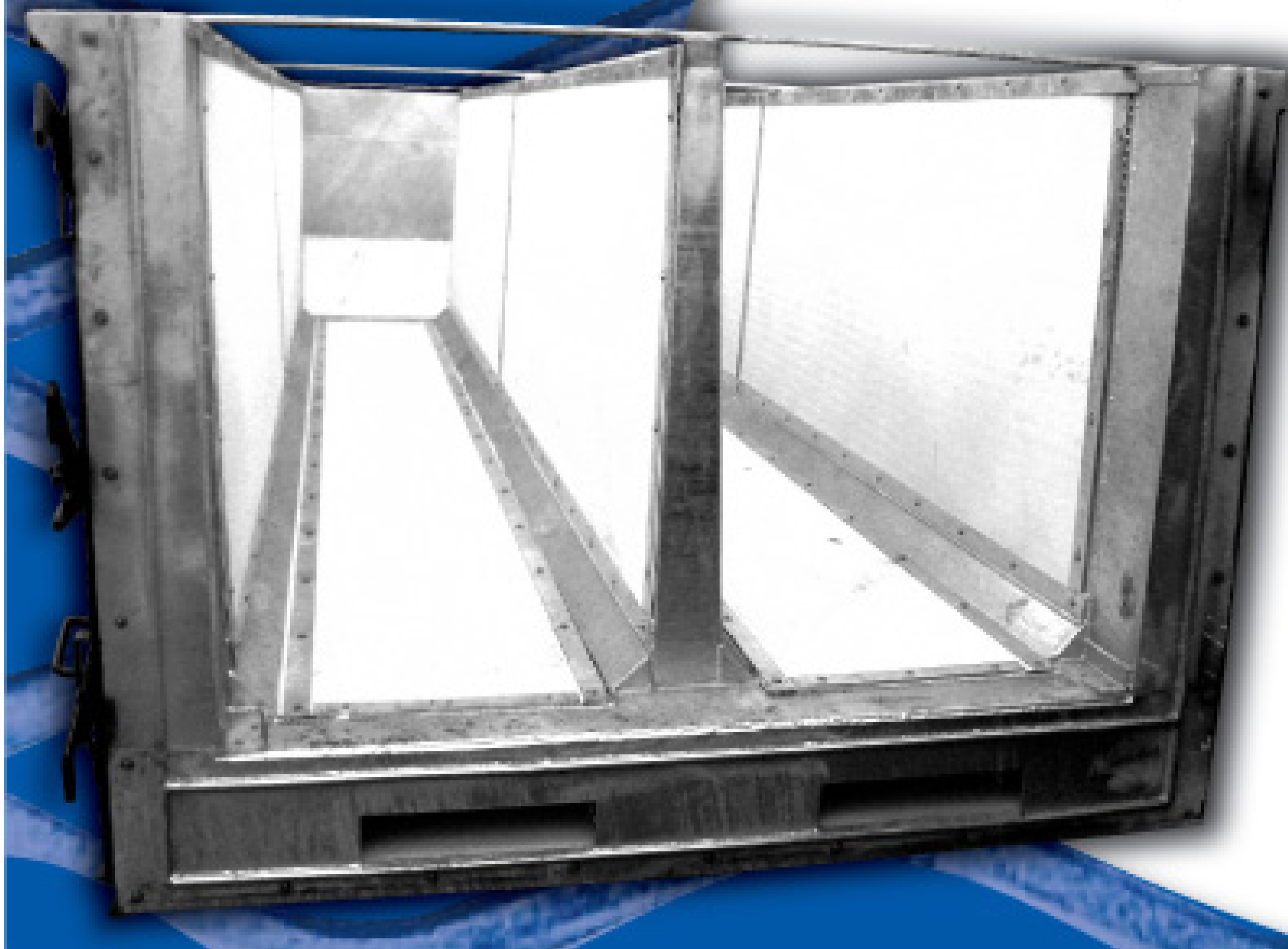
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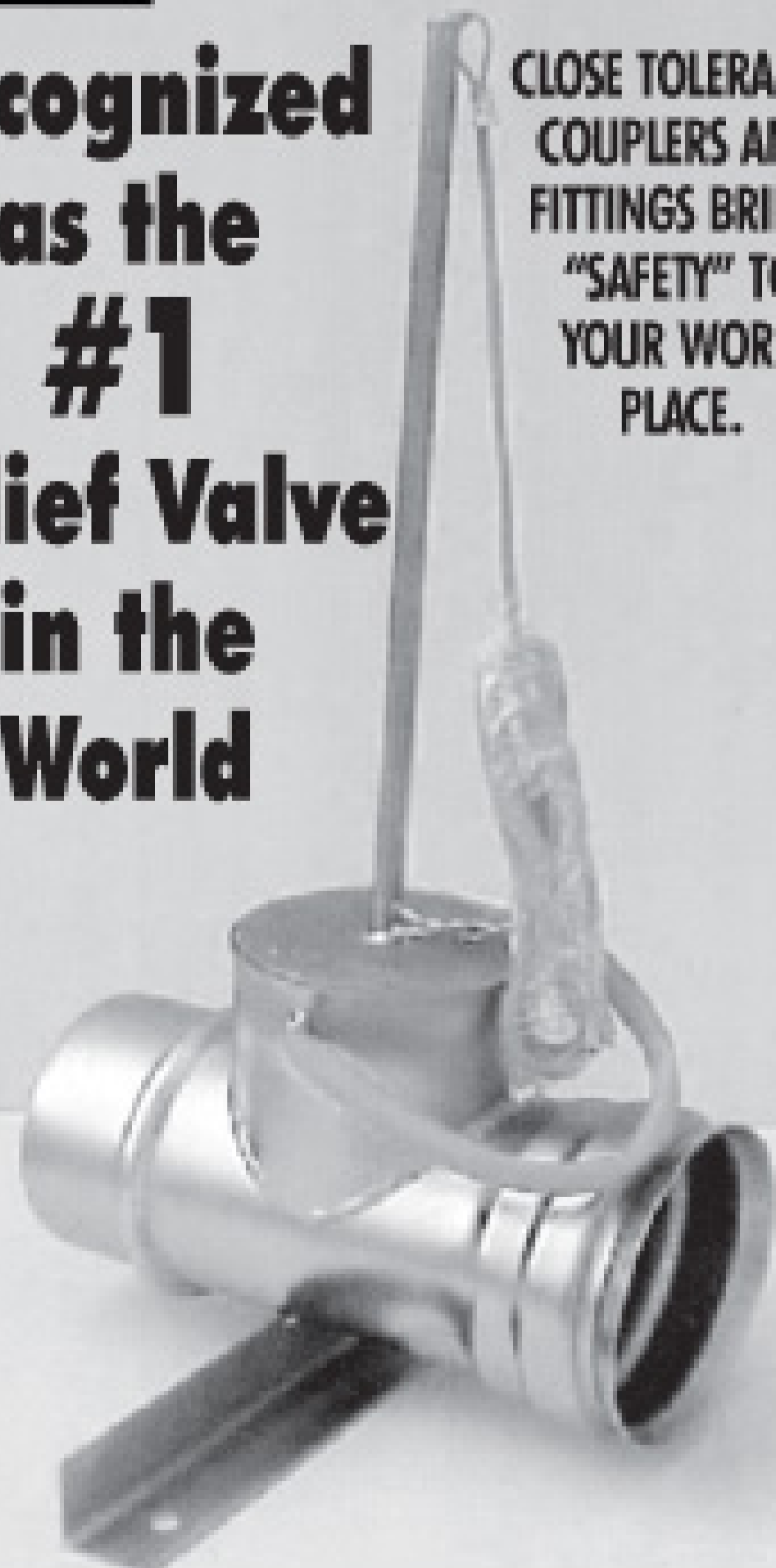
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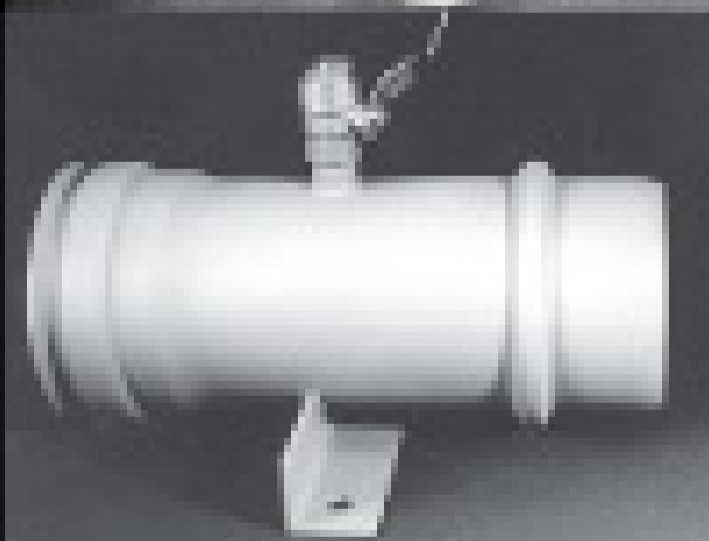
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ANSWERING THE CALL

An industrious family celebrates 40 years of pumping tanks and making friends in their Maryland hometown

By Ken Wysocky

In 1969, John E. Call established John's Septic Tank Service in Aberdeen, Md., with little more than a 1957 Dodge 1 1/2-ton truck equipped with a homemade, 1,000-gallon steel tank — and enough integrity and old-fashioned work ethic to fill it many times over.

"To pump out septic tanks, he'd hook up a hose to the engine intake manifold," says his son, John R. "Honest John" Call, who now owns the business with his wife, Gloria. "It took about 10 minutes to build up enough vacuum to pump out the tank. Sometimes the ball float that cut off the vacuum when the truck tank was full would get stuck, and liquid would get into the engine and seize it up.

"Then I'd have to take out the spark plugs and turn the engine over to pump water out of the cylinders," he continues. "We had to do that many, many times. He always had a fresh set of spark plugs stored behind the driver's seat."

A lot about the pumping industry has changed since then, and the Call family has made adjustments to better serve their market along the way. This year, the family celebrates 40 years in business and is ever vigilant in adapting to make sure they can be around for 40 more if they so choose.



At right, John R. Call and John R. Call II with their dog Luke. Above, the Calls team up to remove a manhole lid at a local church. (Photos by Shannon Zirkle)



Profile

John's Septic Tank Service
Aberdeen, Md.

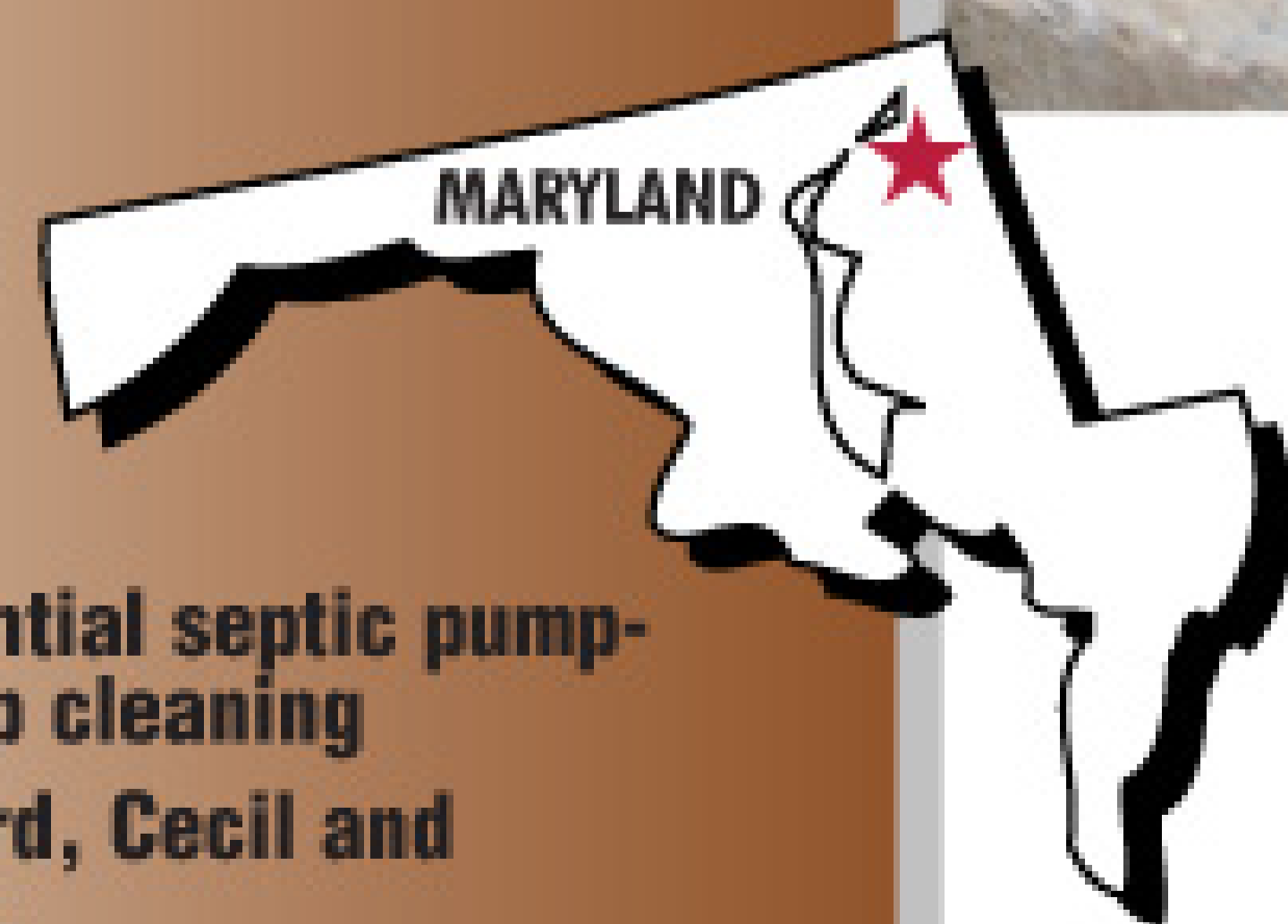
Owners: John and Gloria Call

Founded: 1969

Employees: 4

Specialties: Residential septic pumping and grease-trap cleaning

Service area: Harford, Cecil and Baltimore counties





John's Septic team members (from left) include owners John R. and Gloria Call, their son, John R. Call II, Joel Garvin, Kimberly Call and Elma VanHorn.

WE'VE COME A LONG WAY

The primitive equipment the company used in the beginning shows just how far they've come. That old truck with the manifold vacuum setup is a far cry from the gleaming trucks the company relies on today: a 2002 and 2007 Peterbilt 330, each equipped with 2,400-gallon steel tanks and Masport 400 pumps; and a 2005 Ford F-750 with a 2,400-gallon tank and a Masport 400 pump. Abernethy Welding & Repair Inc. outfitted all three trucks.

"These modern trucks have tripled my productivity since I took over the business," Call says. The company's business mix is about 60 percent residential septic tank

cleaning and 40 percent grease trap cleaning.

While the truck technology has changed radically, one thing has always remained steadfastly the same at John's Septic through three generations of family involvement: an unswerving commitment to hard work, honesty and customer service.

"I've been doing this since I was 17 years old," says Call, who bought the business from his father in 1987. "My father instilled in me the ethic of treating people like I want to be treated. That's been our business philosophy for all these years."

When Call bought the business from his father, he took steps to modernize the company's equipment. He started by buying a used

"I PROBABLY CHARGE A LITTLE BIT MORE THAN SOME BECAUSE I THINK MY 40 YEARS OF EXPERIENCE IS WORTH SOMETHING, NOT TO MENTION THE HOURS WE PUT IN SEVEN DAYS A WEEK. THERE'S ALWAYS NEW GUYS STARTING UP AND CHARGING LESS. BUT WE STICK TO OUR GUNS. YOU GET WHAT YOU PAY FOR."

John R. Call

1978 International vacuum truck with a 1,500-gallon tank.

"Even with that truck, we could only pump about one and a half septic tanks before we'd have to go dump the load, then come back and finish the rest of the second tank," says Call's son, John R. Call II. "We couldn't even do two full septic tanks with it."

In 1990, the Calls upped the ante and became one of the first septage pumpers in the area to invest in a 2,200-gallon tank, built onto an International 4300.

PARTED WITH HARLEY

"Dad wanted to build up the company so bad that he gave the dealer his 1977 Harley-Davidson motorcycle as a down payment on the truck," says Call II. "The dealer promised not to sell it until Dad came back with some cash. But by the time Dad went back, the bike was gone."

From the early days of John's Septic, founder John E. Call is shown installing a residential septic system.



YOU DIG, WE PUMP: Two families work hand-in-hand for three generations

The strong family ties that bind John's Septic Tank Service in Aberdeen, Md., also extend to an old family friend, Dan Curry, who along with his brother, Yogi, owns AM Curry Excavating Inc., located in nearby Havre de Grace.

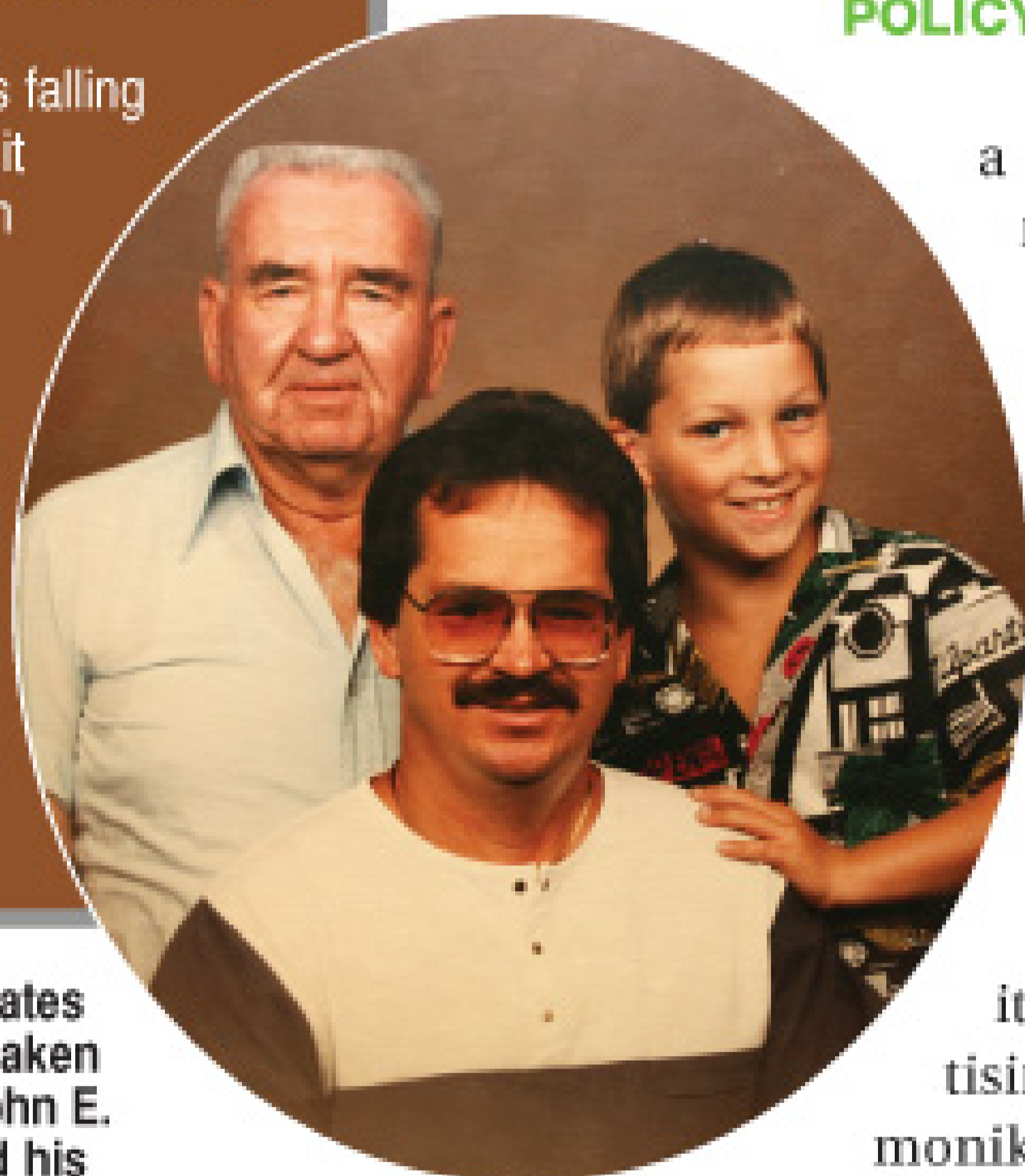
The Calls and the Currys have been sending business each other's way for decades, starting with Dan's father, Charles, and John E. Call, who founded John's Septic.

"We both bought our fathers' businesses the same year, and we've worked together for more than 30 years," John R. Call, the current owner of John's Septic and John E. Call's son, says of his long-standing relationship with Curry. "Danny does excellent work and keeps his equipment in excellent shape. I know he's not going to be leaking oil or hydraulic fluid all over someone's place while he's working."

"If we come across a metal tank that's falling in, we call him to give a price (for digging it out)," says John R. Call II, the son of John Call. "And if he's doing a repair, he calls us out to first pump out the tank, so he can work."

"It's unusual for people to stay in business with each other for so long," he adds. "Many relationships like this end up with both sides arguing over money. But Dad and Danny have always been able to work things out and keep each other happy."

The three-generation family business celebrates its 40th anniversary this year. In this photo taken in the early days of the business, the late John E. Call is shown with his son, John R. Call, and his grandson John R. Call II.



"That was real painful for me — Dad used to take me on rides on it," Call II says.

Adds his father: "I had just restored the bike. John cried because he couldn't believe I was selling it."

Now the Calls are eyeing a 3,200-gallon capacity pumper truck, prompted by a new ordinance in Harford County that requires two-compartment, 1,250-gallon septic tanks on all newly built homes.

"They think (the dual-chamber setup) will improve the effluent going to the drainfield," Call II says of the tighter regulations on septic tanks. "It makes each job harder because there are two manhole covers now. We put one hose in the tank and pump out the sewage, then we reverse the pump and backflush the tank."

"With a 3,200-gallon vacuum tank, we'd be able to pump out two full (1,250-gallon) tanks, or three older 1,000-gallon septic tanks at a time."

"WE LOVE OUR JOBS — NEITHER OF US MIND GETTING UP IN THE MORNING FOR WORK. I'VE BEEN DOING THIS SINCE I WAS 17 YEARS OLD, AND JOHN WAS EIGHT OR NINE YEARS OLD WHEN HE STARTED RIDING IN THE TRUCK WITH ME. ALL I KNOW IS THAT WE PROVIDE A SERVICE FOR PEOPLE, AND THEY'RE ALWAYS GLAD TO SEE ME."

John R. Call

Call's philosophy on maintaining a fit fleet is simple: Keep the service vehicles in tip-top shape, but trade them in as soon as they start nickel-and-diming the company with repairs.

"I like to trade them in while they're still looking good," he says. "Image is everything in this business."

HONESTY — THE BEST POLICY

Years ago, a friend who runs an excavating business, Dan Curry, nicknamed Call "Honest John." The name stuck, and the business now uses it in its local advertising. The moniker reflects

Call's philosophy of always doing what's best for customers — even if it costs the company money.

"If I get to someone's house and find the tank doesn't need pumping, we tell the owner that," Call says. "Or if there's a clog in the outlet at the back of the tank, I tell them that if they're not afraid to use a shovel, they can dig down to the distribution box themselves and run a garden hose through it. If that doesn't work, then I'm happy to fix it."

"We don't want people to spend more money than they have to," he says. "That kind of honesty pays off in the long run."

That doesn't mean Call's prices are lower than needed, however.

"I probably charge a little bit more than some because I think my 40 years of experience is worth something, not to mention the hours we put in seven days a week," he says. "There's always new guys starting up and charging less. But we stick to our guns. You get what you pay for."

"For instance, I check everything out

before I stick a hose in a tank, and if I find a problem, I let the homeowner know," he explains. "If they aren't home, I write it down on the invoice."

STANDING PAT

John's Septic doesn't adhere to a bigger-is-better philosophy. Call learned a valuable lesson in that regard about 10 years ago, when he entered the portable restroom field.

"We had 100 restrooms, but it was too time consuming," Call says.

"We did it for about four years," Call II adds. "With just the two of us running trucks, there was no time for anything else. We'd be delivering restrooms on Friday nights for parties, then miss church on Sunday morning to go pick them up. It was just too much to do."

"What we have now meets our needs," he says. "We have a house and my parents have a house. We have enough money to take care of us."

Above all else, the elder Call relishes the fact that he and his family are keeping alive the legacy his father built. He says his business base includes many people who've been faithful John's Septic customers since the 1960s, and who fondly recall his father, who worked until he was in his 70s and lived to be 93 years old. The long family history makes working with his son even more special.

"It's a wonderful blessing that John works with us," Call says. "We love our jobs — neither of us mind getting up in the morning for work. I've been doing this since I was 17 years old, and John was eight or nine years old when he started riding in the truck with me."

"All I know is that we provide a service for people, and they're always glad to see me."

Adds Call II: "We just do the best job we can. People always tell me how good my grandpa was and how good my father is, so I feel obligated to live up to that standard."

And keep on preserving a proud family tradition. ■

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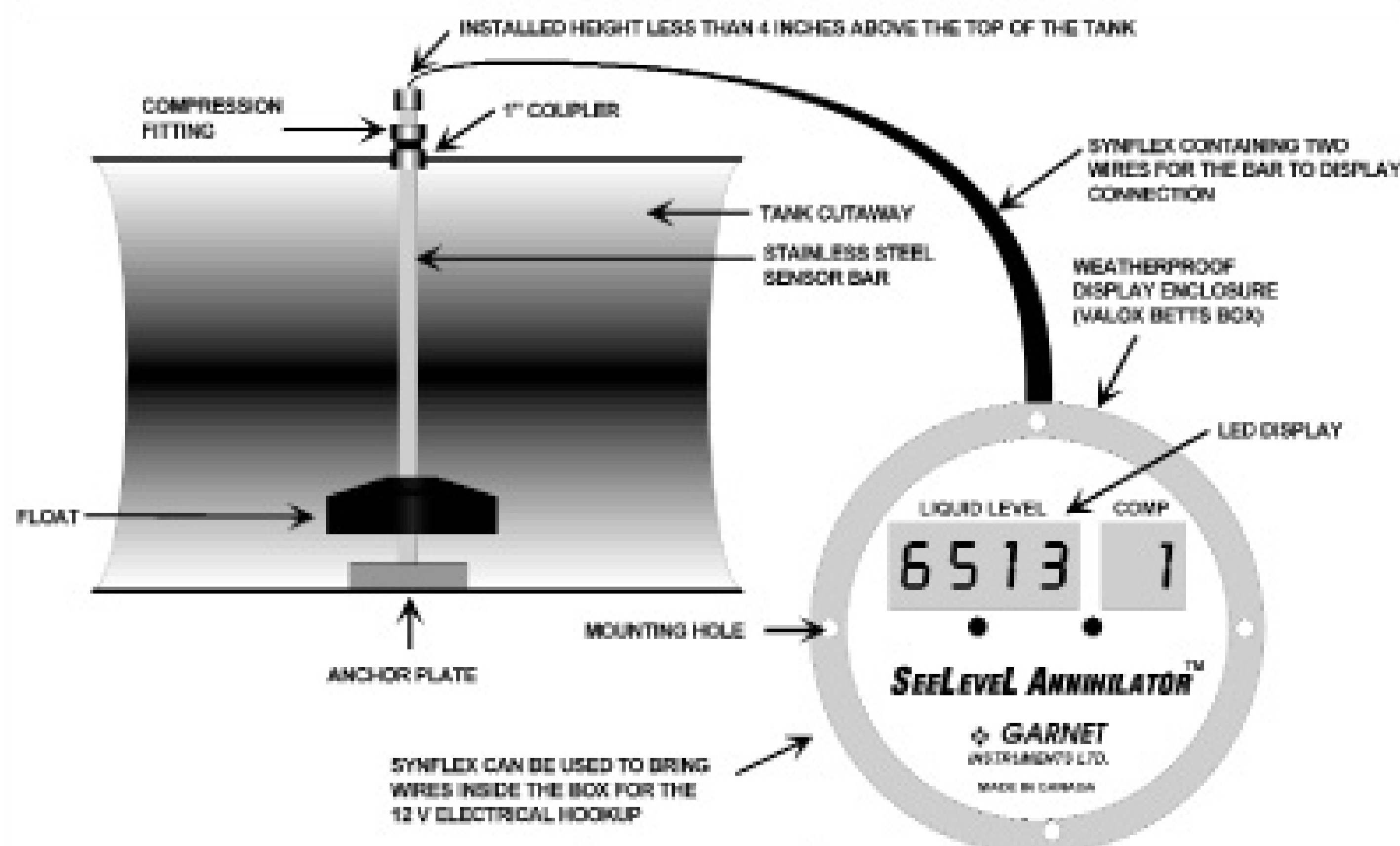


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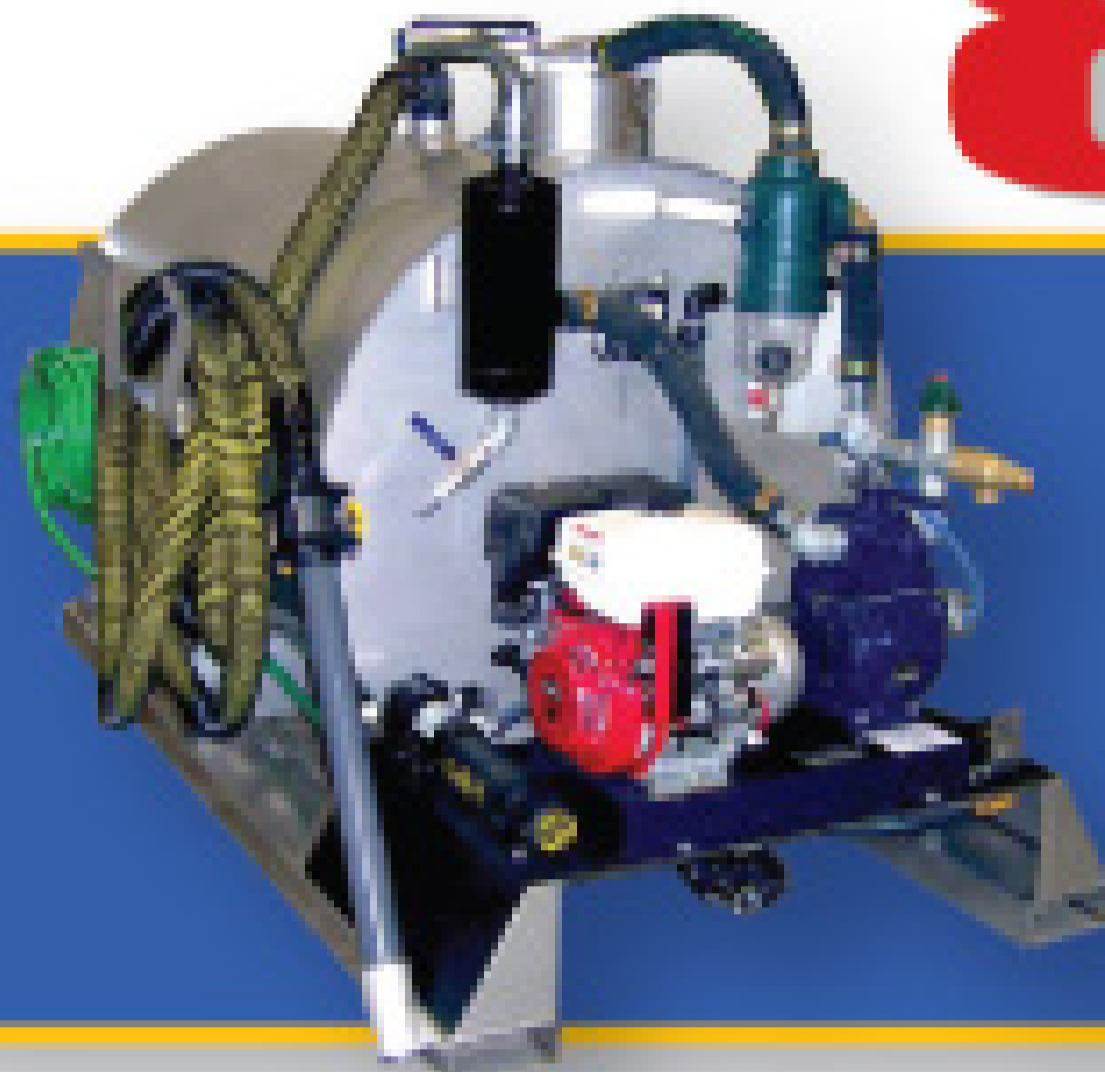
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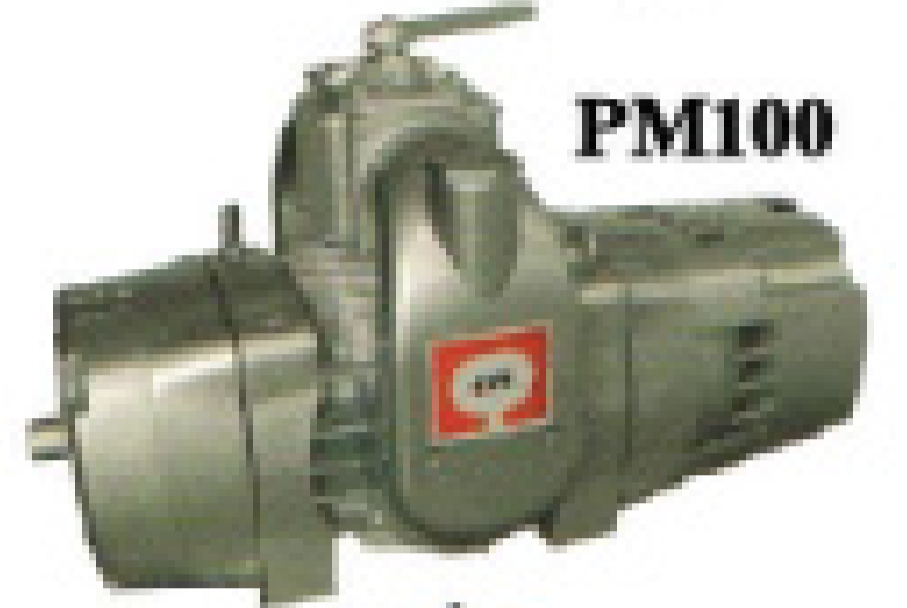


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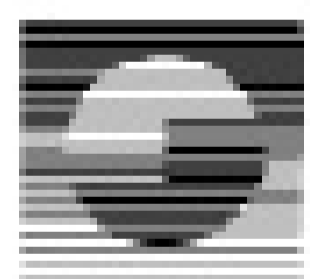
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LIQUID COOLED

The liquid-cooled **HXL400WV vacuum pump** from **Masport Inc.** delivers 400 cfm of air flow with an operating range of 1,000 to 1,275 rpm. Weighing 450 pounds, the pump is capable of achieving 27 Hg intermittently and 25 Hg continuously at sea level. In pressure mode, the pump will produce



HXL400WV vacuum pump from Masport Inc.

30 PSIG intermittently and 20 PSIG continuously. Engineered for faster load times and optimum recovery, a water stabilized cylinder allows higher continuous vacuum and eliminates freeze-ups during the winter months. The mechanically driven oil pump ensures correct oiling with no adjustments needed. The integral four-way valve is designed with a self-adjusting, spring-loaded spool to eliminate leakage through normal wear. Easy to service and rebuild, the pump features a double-end shaft to accommodate clockwise and counter-clockwise rotation drive systems. Each pump also comes with a vacuum relief valve. Forged high-tensile hub shafts with integral bearing jacking screws come standard, along with Viton O-rings and shaft seals. **800/228-4510; www.masportpump.com.**

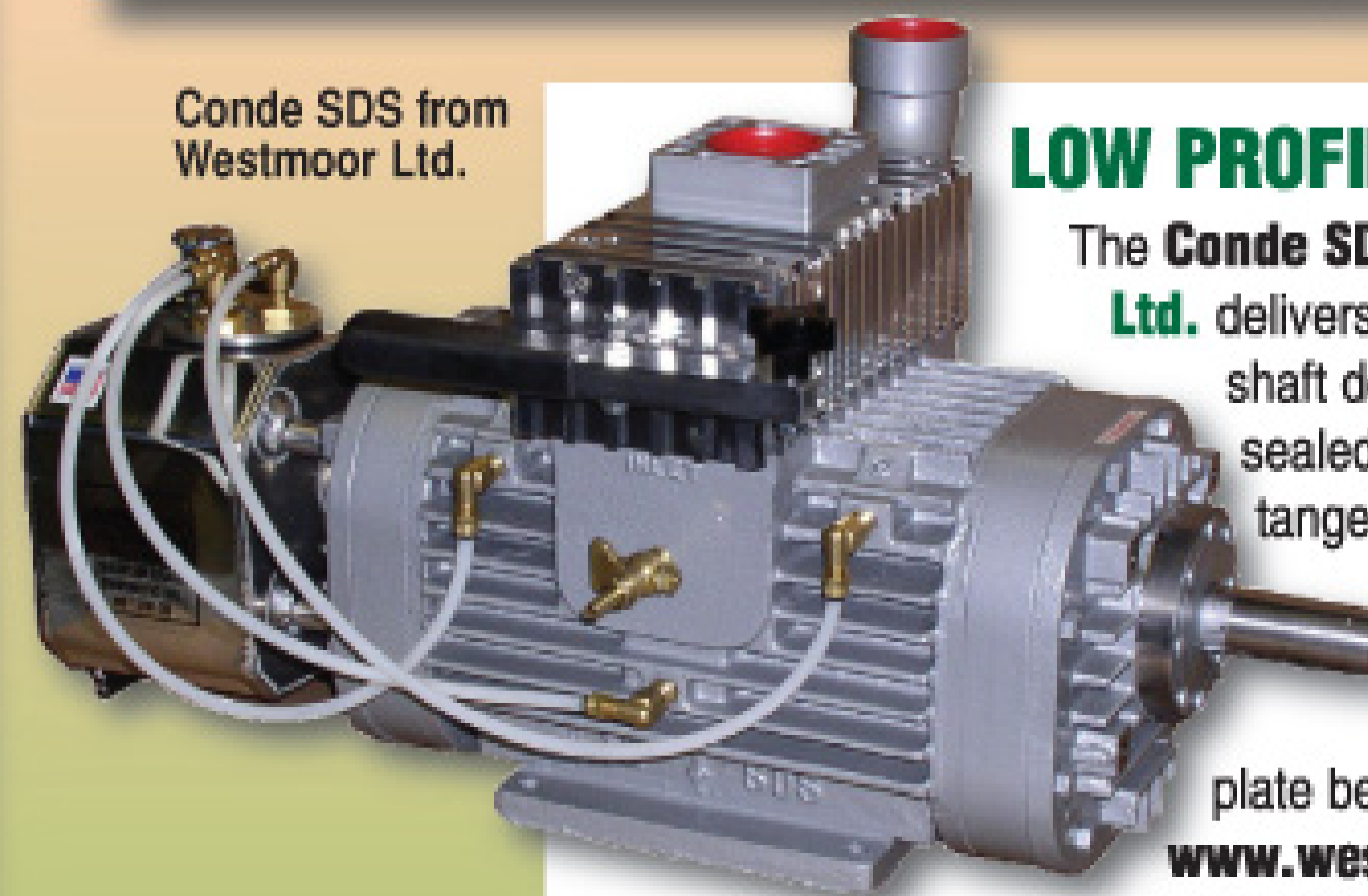
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The **PM60A, PM70A and PM80A Air Series** vacuum pumps from **Moro Pumps** are engineered to deliver 233 cfm, 300 cfm and 379 cfm at 29 psi and 1,100 rpm with a 3-inch hose connection. Features include a positive feed oil pump system, cantered rotor, Kevlar vanes, high-quality bearings and open porting manifold design. All the pumps are available for gearbox, hydraulic or factory gear reduction drive. The PM80A has a suggested tank size of 1,500 to 4,000 gallons. **800/383-6304; www.morousaeast.com.**



PM Air Series vacuum pumps from Moro Pumps

Conde SDS from Westmoor Ltd.



LOW PROFILE

The **Conde SDS** ultra vacuum pump from **Westmoor Ltd.** delivers 230 cfm free air and features double-shaft design, automatic oiling, low profile, sealed bearings, end thrust protection and tangential rotor design for longer vane life. PowerPak gasoline-powered vacuum pump units feature a Briggs & Stratton engine, V-belt drive, diamond-plate belt guard and trim. **800/367-0972; www.westmoorltd.com.**

HEAVY-DUTY APPLICATION

The **250 Series** centrifugal pump from **Dragon Products Ltd.,** Pumps Division, features a stainless steel tungsten/silicone mechanical seal, SKF heavy-duty bearings and brass labyrinth seals. Hydraulic, electric motor or diesel engine pump packages are available, as well as a short frame space-saving version. Dragon also has a full range of agitators from 3 to 25 hp with keyless coupler for easy installation. **866/941-8198; www.modernusa.com.**



250 Series from Dragon Products Ltd.

LOW NOISE

The liquid-cooled **Jurop LC300 Contender** vacuum pump from **Chandler Equipment Inc.** is designed to deliver 300 cfm at 27 inches of continuous vacuum. The low-noise, direct-drive unit hooks to the truck engine and requires no auxiliary cooling system. It has asbestos-free heavy duty vanes, a vacuum-pressure changeover valve and non-return valve integrated in the pump manifold. **800/342-0997; www.chandlerequipment.com.**



Jurop LC300 Contender from Chandler Equipment Inc.

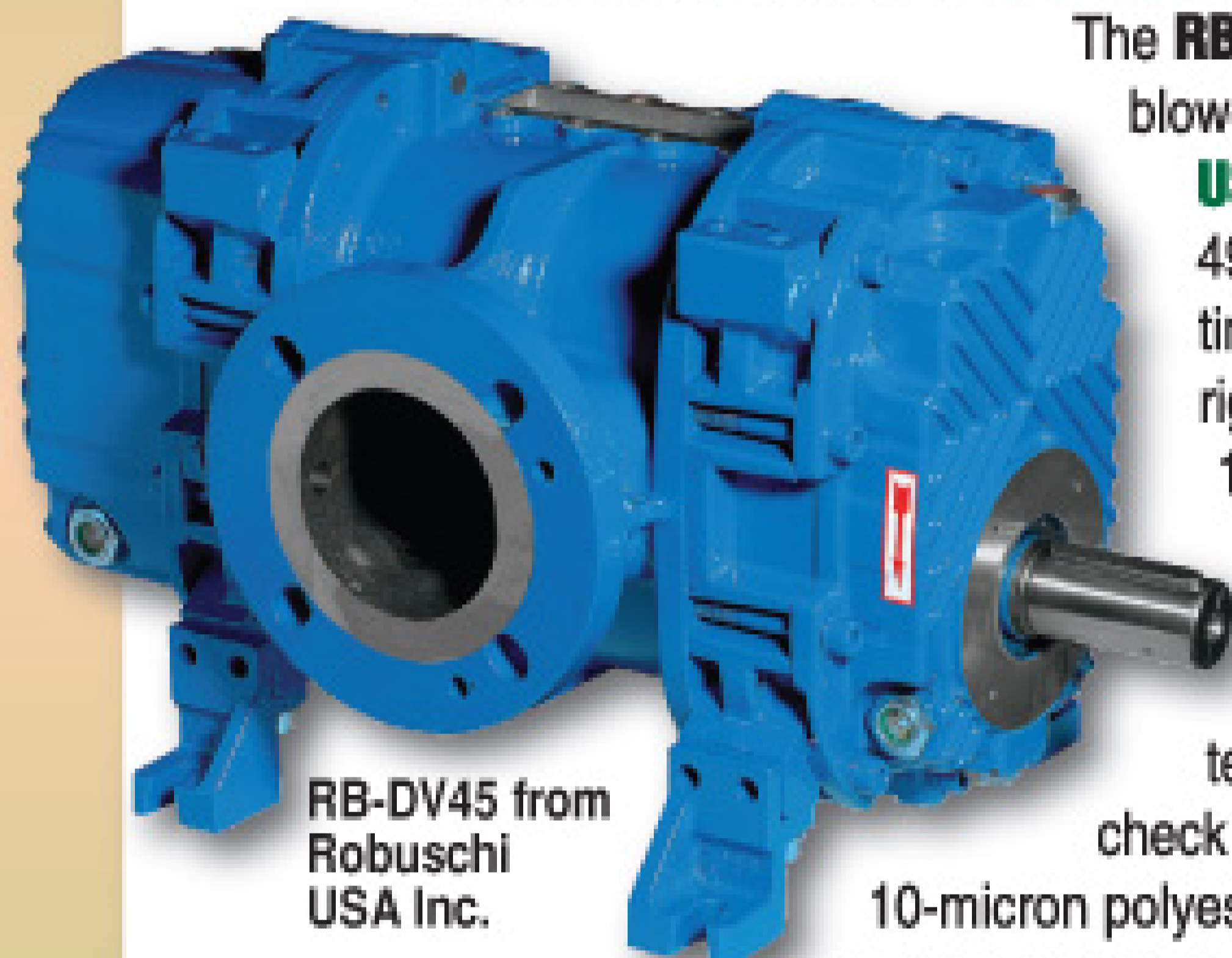
AIR COOLED

The **RCF 500** heavy-duty, air-cooled vane vacuum pump from **Fruitland Tool & Mfg.** is designed for continuous duty and reduced downtime. The 350-cfm pump (1,400 rpm) has eight vanes and close tolerances for optimum performance. A positive displacement oil pump requires no maintenance or adjustments, and delivers precisely the correct amount of oil to each of four locations for minimal oil consumption. Heavy-duty roller bearings and a self-centering rotor allow for quiet, efficient operation. The cooling system incorporates a high-flow fan and shrouded housing that ensures low pump temperatures for all applications and environments. The unit also features easily accessible vane checkpoints and an integral stainless steel filter option that works on both vacuum and pressure to keep debris from entering the pump. Options allow for any mounting or drive configuration. The 450-pound pump provides 320 cfm at 18 inches Hg with pressures to 30 psi. **905/662-6552; www.fruitland-mfg.com.**



RCF 500 from Fruitland Tool & Mfg.

HIGH VACUUM BLOWER



RB-DV45 from Robuschi USA Inc.

The **RB-DV45** high vacuum blower from **Robuschi USA Inc.** delivers up to 494 cfm at 27 Hg continuous vacuum. The right-angle unit has a 1:2 gearbox with flex coupler. Other features include 12-volt gearbox cooling system, remote 4-way and check valves, inlet filter with

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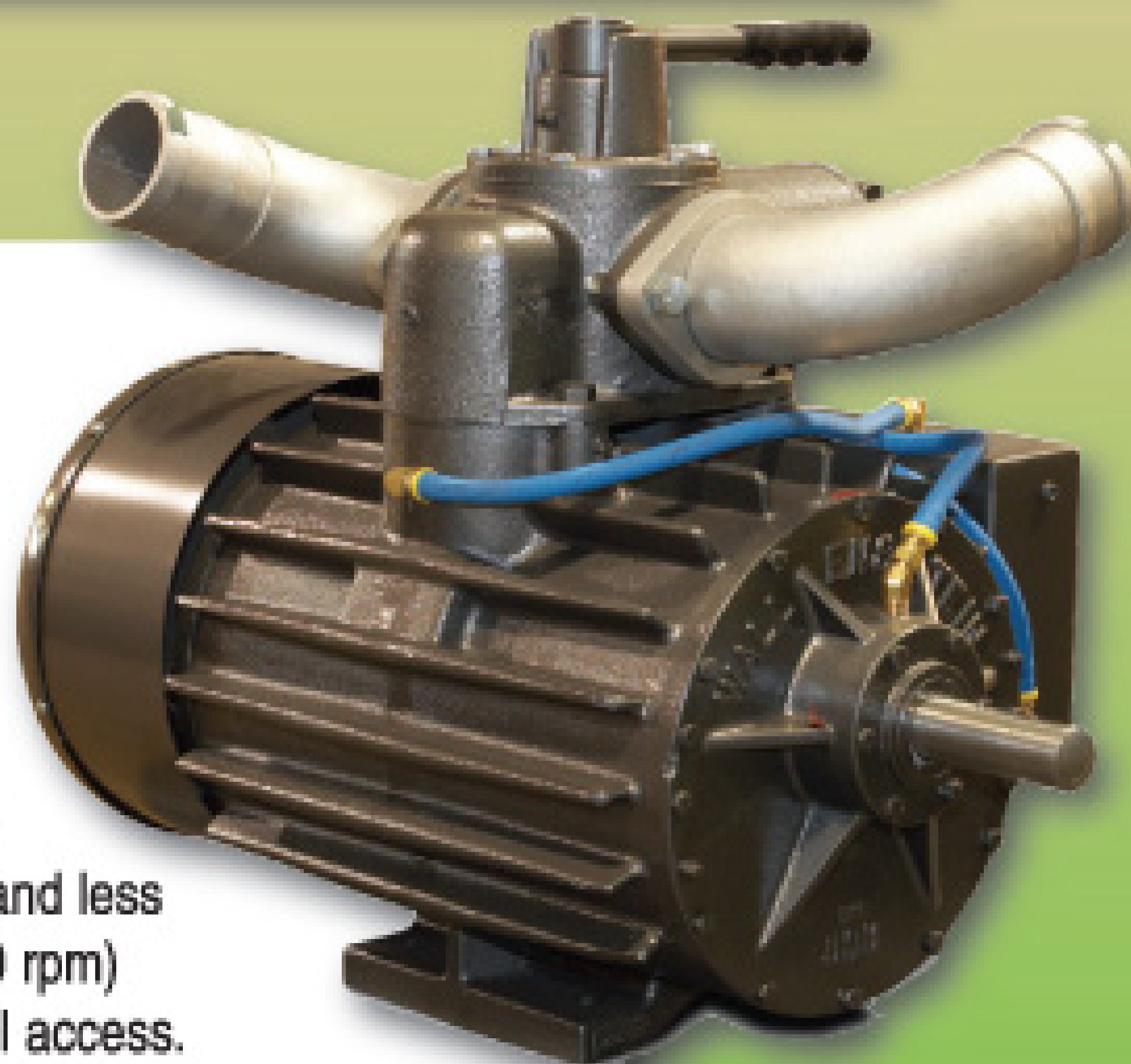
U.S.-built, industrial-duty **Challenger Series 607 and 866** rotary vane vacuum pumps from **National Vacuum Equipment** are available with either fan- or liquid-cooled options. Features include built-in crash protection, factory installed temperature probe and easily accessible integral final filter. Delivering 367 and 506 cfm, respectively, the pumps take their name from the European equivalent of 607 and 866 cubic meters of air flow per hour. Other features include mounting bosses on the end plate for gearbox or hydraulic mount; corrosion-resistant, high temperature, clear flow oil lines; an optional diesel flush kit, and remote oil tank with integrated screen. **800/253-5500; www.natvac.com. ■**



Challenger Series from National Vacuum Equipment

LOW MAINTENANCE

The **Wallenstein 753** air-cooled vacuum pump from **Elmira Machine** features close machining for efficient high vacuum. Weighing 340 pounds, the 350-cfm pump with 27 Hg maximum vacuum has extra wide, heavy duty rotor vanes for lower maintenance and less downtime, low rpm operation (1,150 rpm) for quiet operation and easy internal access. **800/801-6663; www.elmiramachine.com.**



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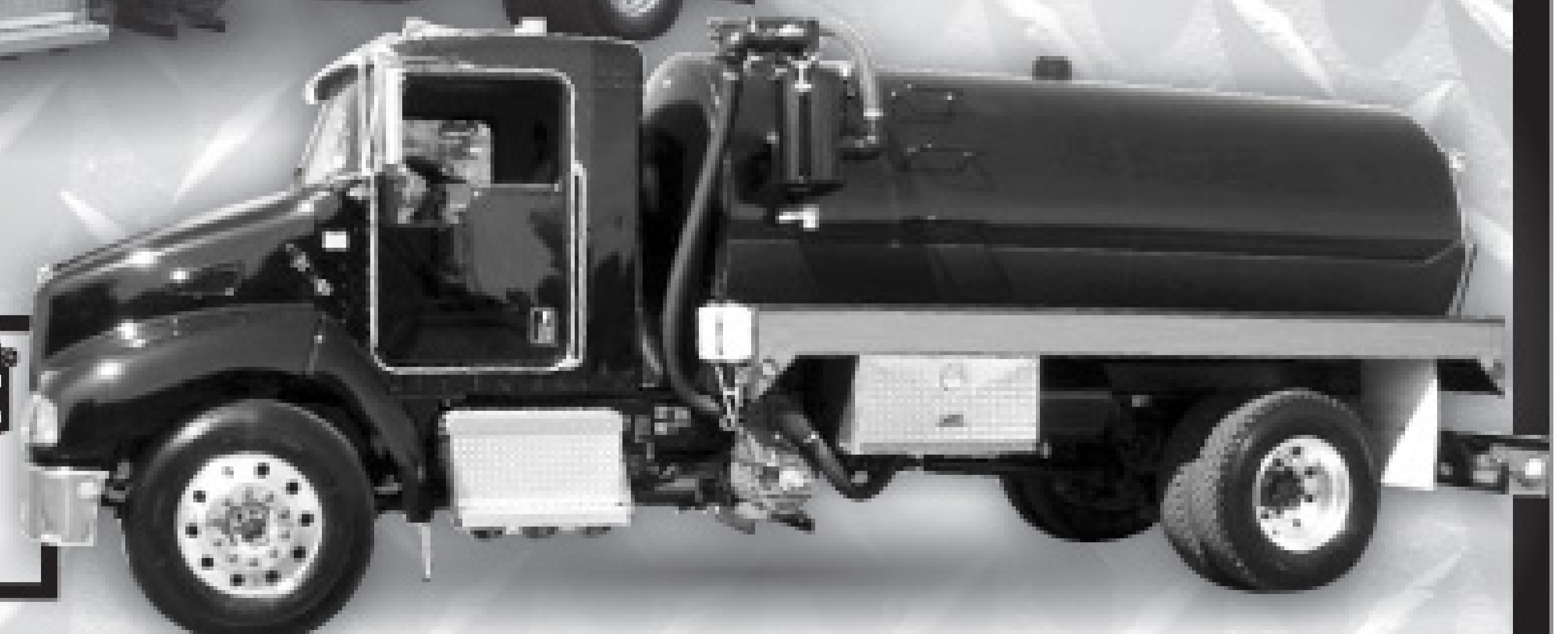
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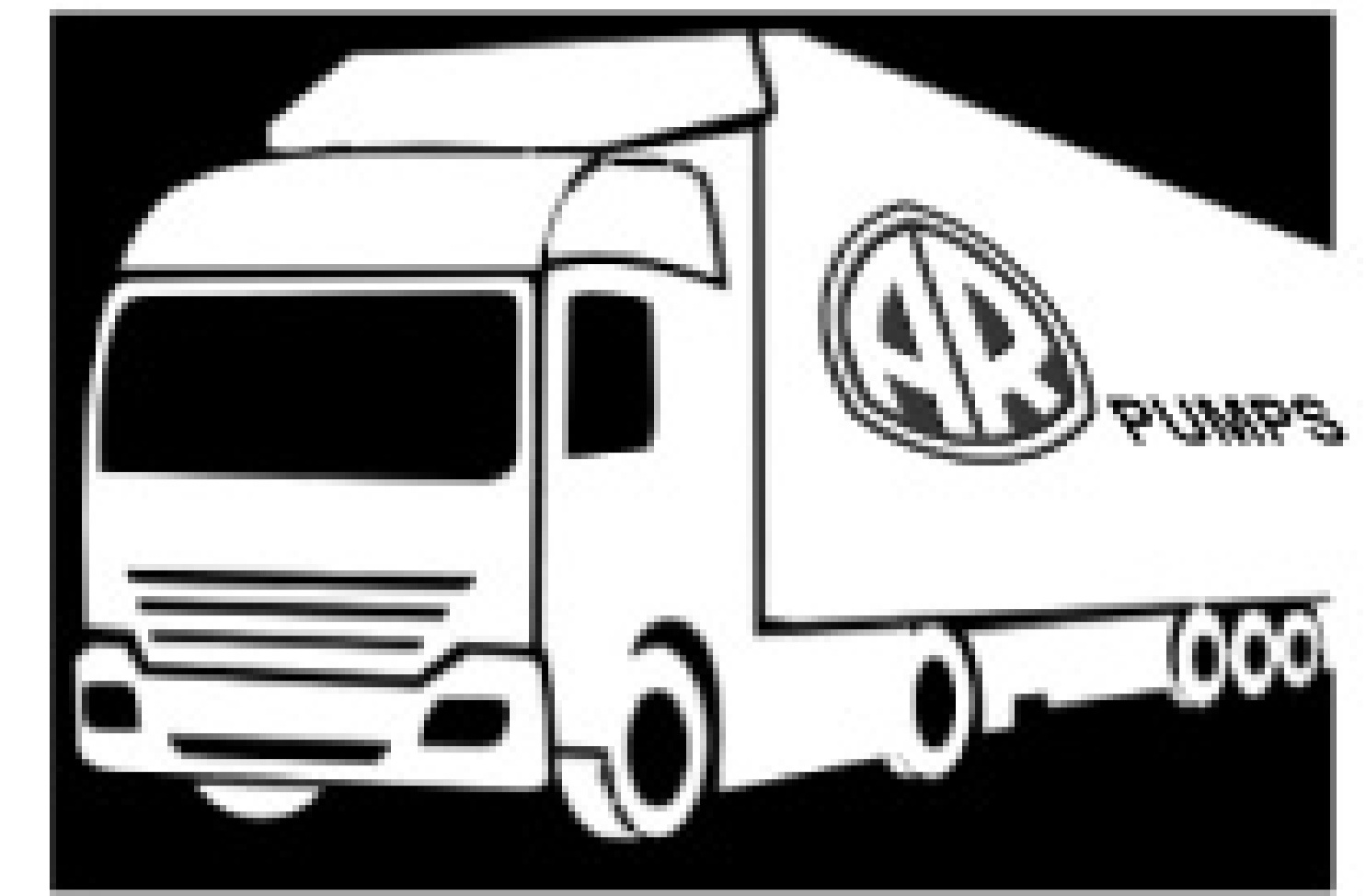
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Propane Pump Tank Looks Tempting

But posters caution a waste hauler to consider all the problems recycling a 1,000-gallon fuel tank might pose to safe truck operation

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Overheard Online

SHOULD I USE A PROPANE TANK ON MY VAC TRUCK?

Question:

I had an old 1-ton truck with a 500-gallon boiler on the back. For vacuum, I tapped into the vacuum source of the truck's engine. Well, I didn't do this, the previous owner of the business did.

The truck got so old it had to be replaced with the new 2-ton truck that I just bought. I have a new 1,000-gallon 1/4-inch-thick steel propane tank to use for my new vacuum service truck. It's 15 feet long and is one of the common propane tanks you see outside of small commercial businesses.

I have a fear that this tank might collapse under pressure. I will be hooking it to a Conde 70-cfm pump. Should I be bracing the sides of this tank with steel? On another note: The tank has dished ends not flat ends.

Answers:

If it's 1/4-inch steel with rounded tank heads, the suction would most likely not make it collapse if the proper relief valves are installed. Another issue to consider is that you will not have any internal tank baffles and your loads may abruptly shift during travel.

I did the very thing you're talking about. I took a 500-gallon propane tank and shortened it up to install crossways on a truck. It was a big-time fire hazard while working on the tank. Propane tends to soak into the steel, even after a good washing. Just be careful.

A 1,000-gallon tank will carry 8,000 to 8,500 pounds, not including the weight of the tank itself. A 2-ton chassis would be capable of 4,000 plus or minus pounds on the rear axle. With the weight of the tank figured on top of that you'd be two to three times overweight. Not a very safe situation.

You would be wasting a lot of your truck's hauling capacity by using the heavier propane tank. You would be much further ahead to buy a tank specific for the application. Then you could spec the necessary baffles and pressure/vacuum relief valves.

I did the very thing you're talking about. I took a 500-gallon propane tank and shortened it up to install crossways on a truck. It was a big-time fire hazard while working on the tank. Propane tends to soak into the steel, even after a good washing. Just be careful.

I'm not fond of propane. It has always scared me. A friend (welding professional) put a 4-inch fitting/outlet on the end of the tank for me. The first thing we did was hook a hose onto the exhaust of my new International, and hooked the other end onto a pipe on the top of the new propane tank. We let it idle for about 20-30 minutes (until the tank felt warm to touch), and then he cut into it and welded it for me. I guess any of the propane pockets that were still inside were carried out by the exhaust. I had never heard of this before.

If you don't install a baffle on the inside, you will look like a bobblehead doll at the red lights or stop signs, not to mention the dangers posed by liquid movement on curves, etc. You need to have someone in the manufacturing end of tanks give you some advice on this. ■

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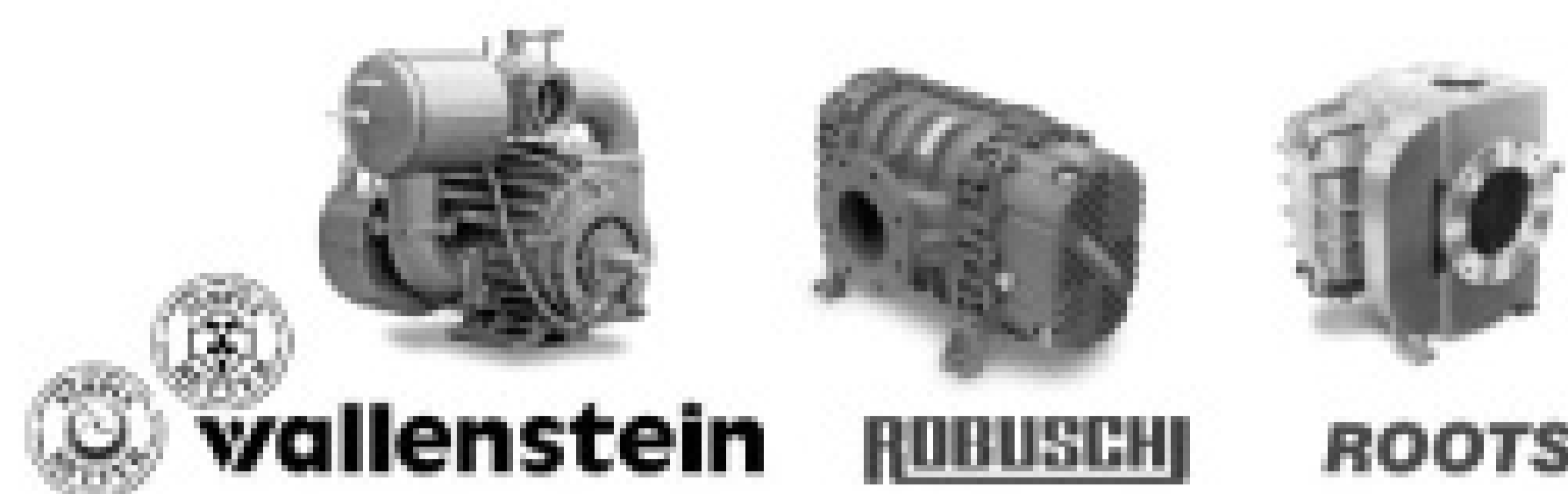
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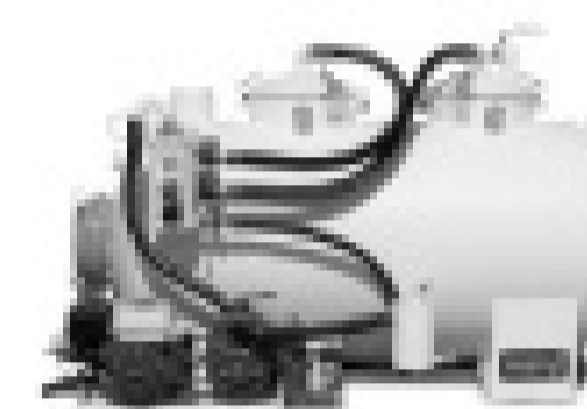
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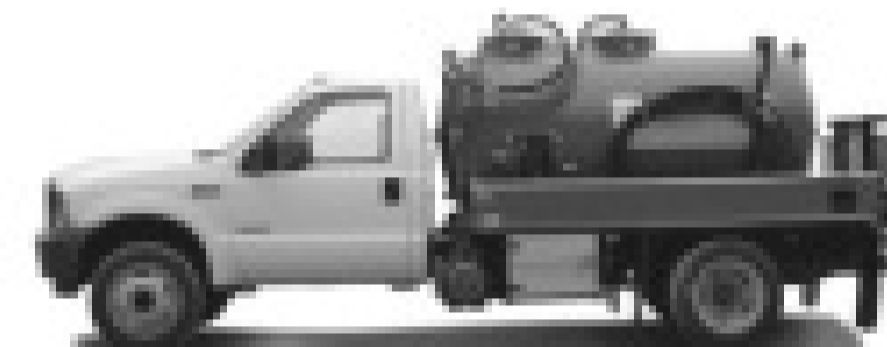
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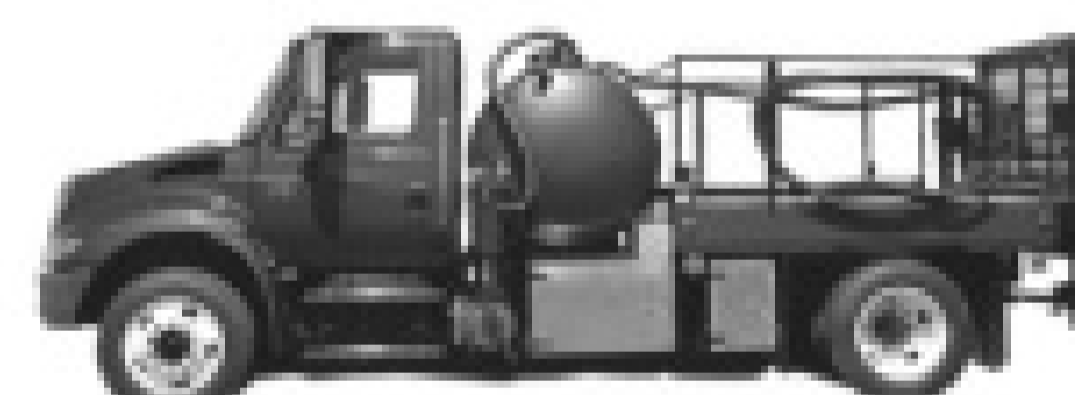
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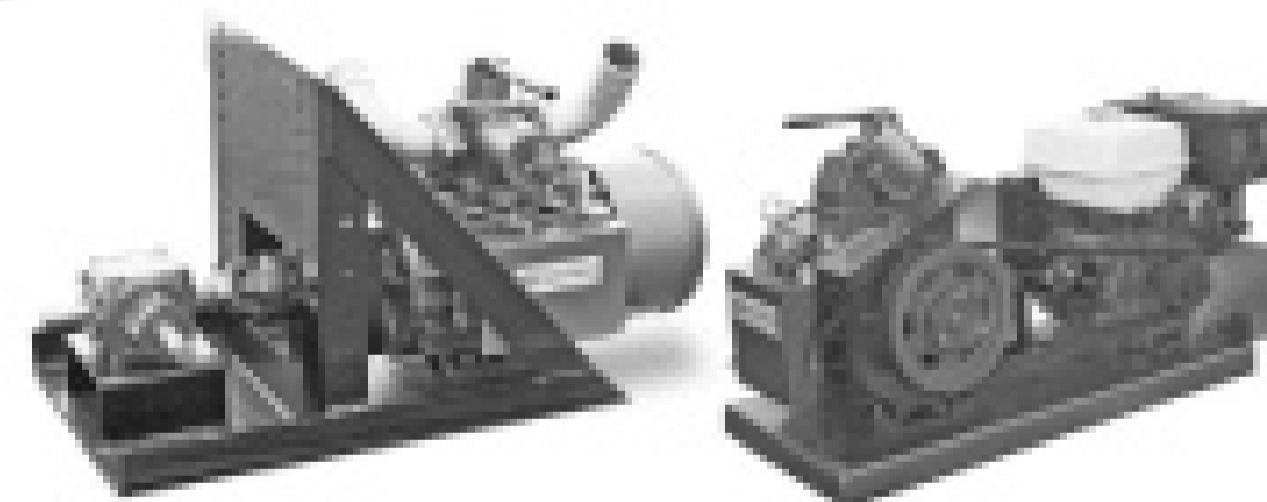
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AS SUMMER GIVES WAY TO FALL, IT'S TIME TO MAKE SURE YOUR FLEET IS PREPPED TO HANDLE COLD-WEATHER CHALLENGES

By Robert E. Carlson

As the pumping industry moves from the busy summer season to the fall and winter, it's time to park your rigs in the shop and make sure all the mechanical systems are working properly. Just like you want to avoid a breakdown during the hectic summer months, truck failure is not an option in the colder months, either.

So as Mother Nature prepares to hurl a snowball in your direction, let's look at effective ways for you to duck the frozen projectile and keep your trucks safe from common wintertime breakdowns. Follow this step-by-step approach to fall maintenance so you'll have fewer worries running down the road:

LOOKIN' UNDER THE HOOD

Five basic things to check:

1. The battery. How old is it? Are there any signs of corrosion where the cables connect? Does it need to be replaced? Is there anything worse than a dead battery in below-zero weather?

2. The oil. Cold weather will thicken the oil and hinder the process of engine lubrication. You might want to switch to a "thinner" oil based on manufacturer specifications. Don't forget to check the oil in the rear-end differential. Manufacturers usually recommend shifting to a lighter weight gear oil in colder temperatures. One other note: Having the right oil is important, but it won't help much if you're two quarts low.

3. Antifreeze. What's in the radiator now? Make sure the heating and cooling system is ready for the coldest temperatures you're likely to experience.

4. Tune-up and timing. When was the last time you checked the engine timing or got a tune-up? A well-tuned engine will maximize fuel economy.

5. Hoses. Visually inspect all hoses in and around the engine. Some hoses tend to dry out and crack as summer passes. Those hoses will again be tested to get you through the winter.



THE WALK-AROUND

Let's close the hood and check out the rest of the truck:

1. Tires. Tire tread wears rapidly in summer due to the heat and hot stopping. Are the tires going to make it through the winter or are you going to be slip-sliding away? Think about winter tires for better traction, and if you're located where you deal with serious winter weather, what about chains?

2. The body. If you're in a snowy climate, you'll be seeing a lot of salt and chemicals on the roadway. These materials are corrosive to your truck body. As winter progresses, make sure you wash these chemicals off on a regular basis.

3. Heated collars. If your trucks have heated collars, make sure they're operating properly before you actually need them.

4. The brakes. Summer's drifting away. Lots of hot stopping has taken a toll on the braking system. Are the brakes going to make it through the winter without maintenance? Get the brakes checked and make necessary upgrades before the sloppy weather sets in.

THE VACUUM SYSTEM

The truck is ready to go, but what about the vacuum pump and the operating system:

1. Vacuum pump oil. Manufacturers recommend switching to lighter weight oil in winter. This prevents the pump from bogging down. Masport, for example, recommends going from a GST ISO 68 Turbine Oil to GST ISO 46 Turbine Oil in the colder climates. Other pump manufacturers also have their recommendations, so check the operating manual or call the pump manufacturer. Don't assume that because everything is working properly today that it will be fine tomorrow.

REGULAR SEASONAL TRUCK MAINTENANCE, ESPECIALLY PREVENTATIVE MEASURES, IS NOT SOMETHING YOU CAN AFFORD TO SKIP BECAUSE OF A LAGGING ECONOMY. SAVING A BUCK IN THE SHORT TERM MIGHT COST YOU A FORTUNE DOWN THE ROAD.

2. Water in the system. Many of you have had a pump freeze overnight and the following morning you found a cracked vacuum pump. The housing itself wasn't the problem, but the water inside the housing caused the problem. Clearly, a lot of water and liquid is pumped every day. Some of it scoots past the primary and stops at the secondary. That's why it is critically important to drain the secondary every day after pumping. If you wait until the next morning, the water has frozen in the secondary and now any pumping will cause the water to bypass the secondary and head for the pump. The next night, in freezing temperature, the water will turn to ice, expand, and crack the housing. Time for a new pump.

3. Pressure and vacuum relief valves. If these valves freeze, due to water or other liquids, and they don't function properly, you run the risk of collapsing the tank or with pressure, exploding the tank. Neither is good for business. These valves can be tested in minutes before starting out every day and even on every job.

4. Hoses. Going into winter, double check the condition of all hoses. Not just the suction hoses, but look at hoses that connect the primary to the secondary, and the secondary to the pump. Make sure water is not trapped in the hoses overnight. There's nothing like starting the vacuum system on a freezing day and there is no suction because ice has shut the system down.

5. Visual check. Take a look inside the primary. Is it beginning to rot away? Is it good for another winter? If there's a manway on the tank, open it up, grab a flashlight, and inspect the interior. Rust? Other types of corrosion?

A FINAL WORD ON SEASONAL MAINTENANCE

Regular seasonal truck maintenance, especially preventative measures, is not something you can afford to skip because of a lagging economy. Saving a buck in the short term might cost you a fortune down the road. ■

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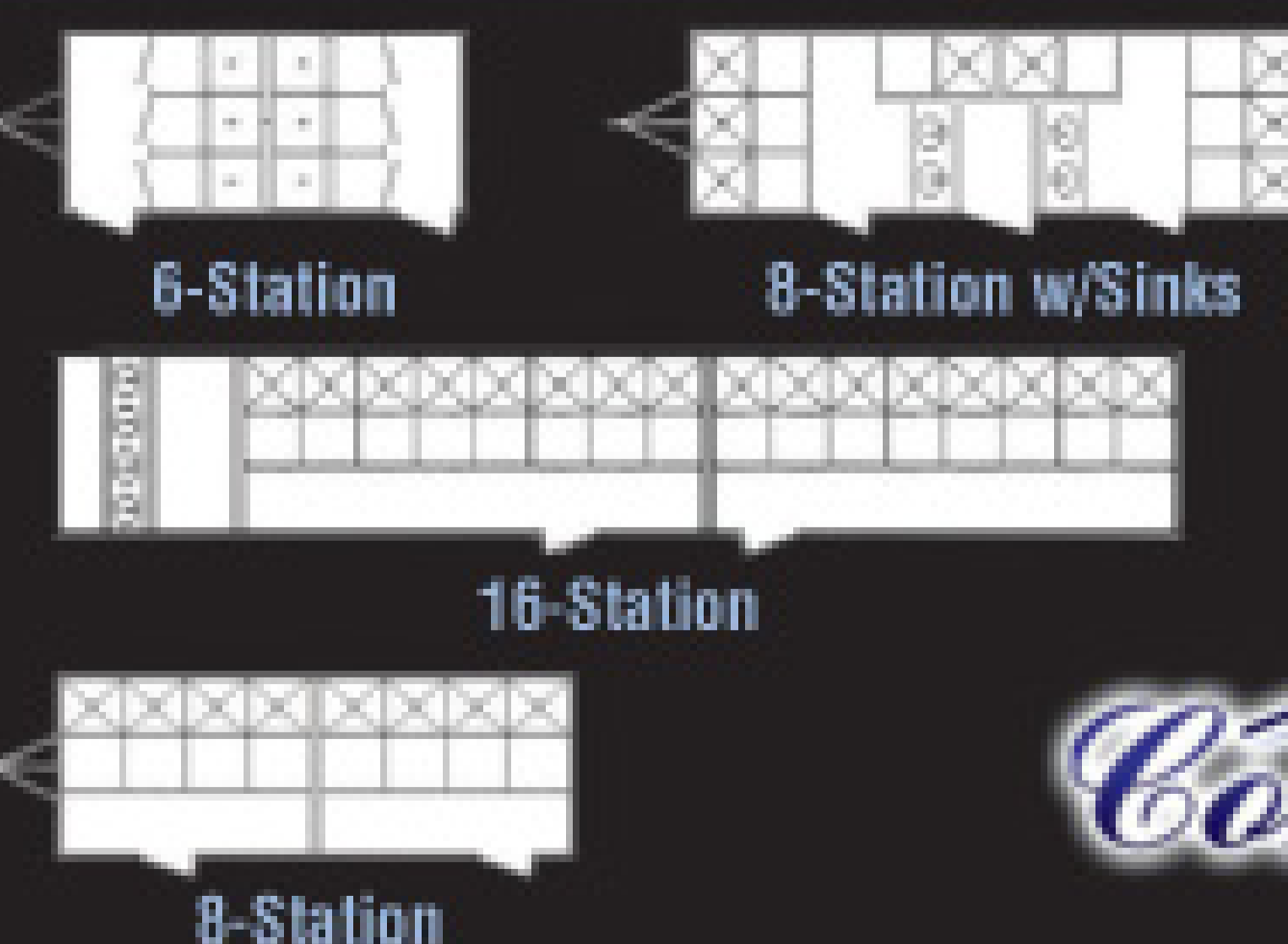
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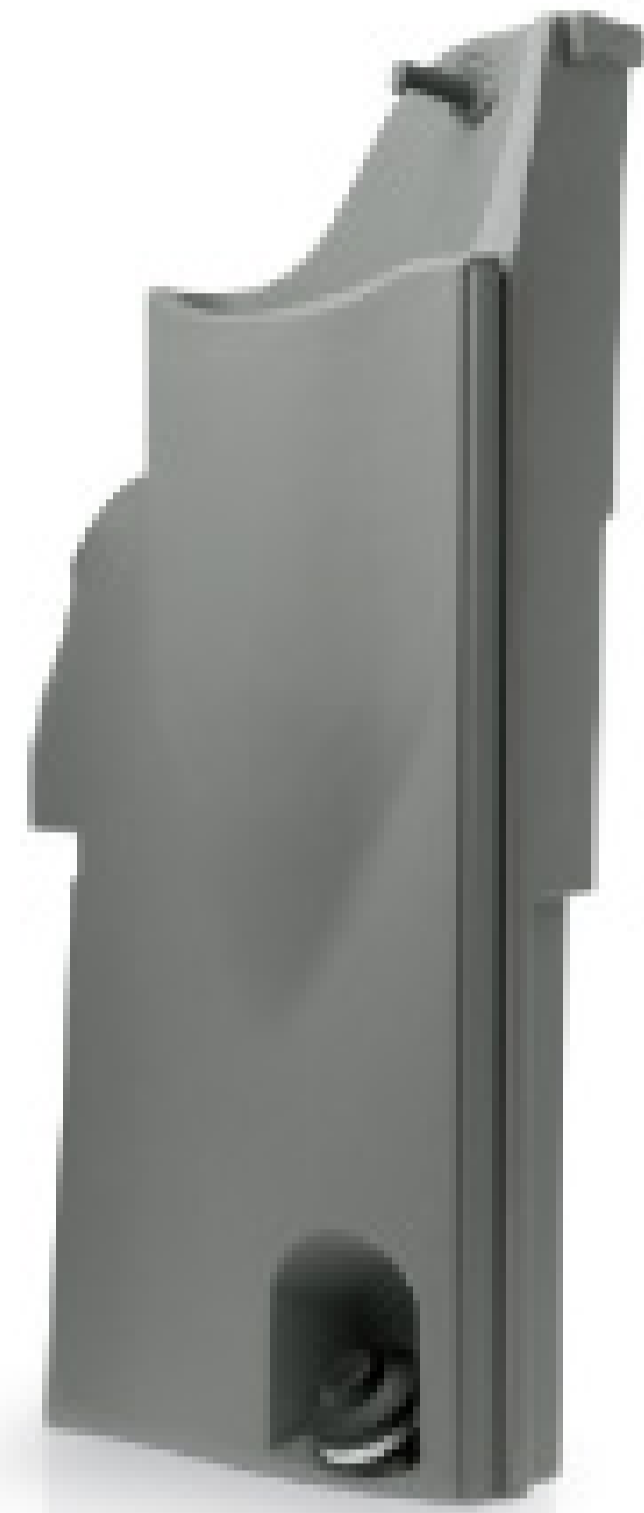
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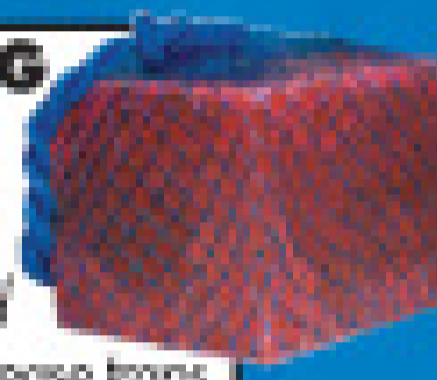
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Vanair Mfg. has acquired Air N Arc Inc. of Hiawatha, Kan., and will relocate operations to its manufacturing facility in Michigan City, Ind. Vanair will maintain the current Air N Arc product line and dealer network. It also has retained president Vince Eck, sales manager Dean Strathman and production manager Donnie Stone. Vanair manufactures vehicle-mounted air compressors, generators, multi-drive systems and power take-off technology.

Satellite Industries Enhances Web Site

Satellite Industries has enhanced its Web site, www.satelliteindustries.com, to include Global restrooms and accessories obtained with the acquisition of Hampel Corp. The site also includes product promotions, expanded industry news and a World Class Customer Service program that tracks customer satisfaction with order entry, order fulfillment, delivery and overall product quality.

Crest Precast Launches New Web Site

Crest Precast has launched a new Web site, www.crestprecastconcrete.com, featuring complete product drawings for septic tanks and grease interceptors.

Ohio Approves Puraflo Residential Wastewater System

The Ohio Department of Health and the state's Sewage Treatment Technical Advisory Committee have approved the Bord na Mona Puraflo Peat Fiber Biofilter wastewater treatment for 2-foot soil depth credit installations. ■

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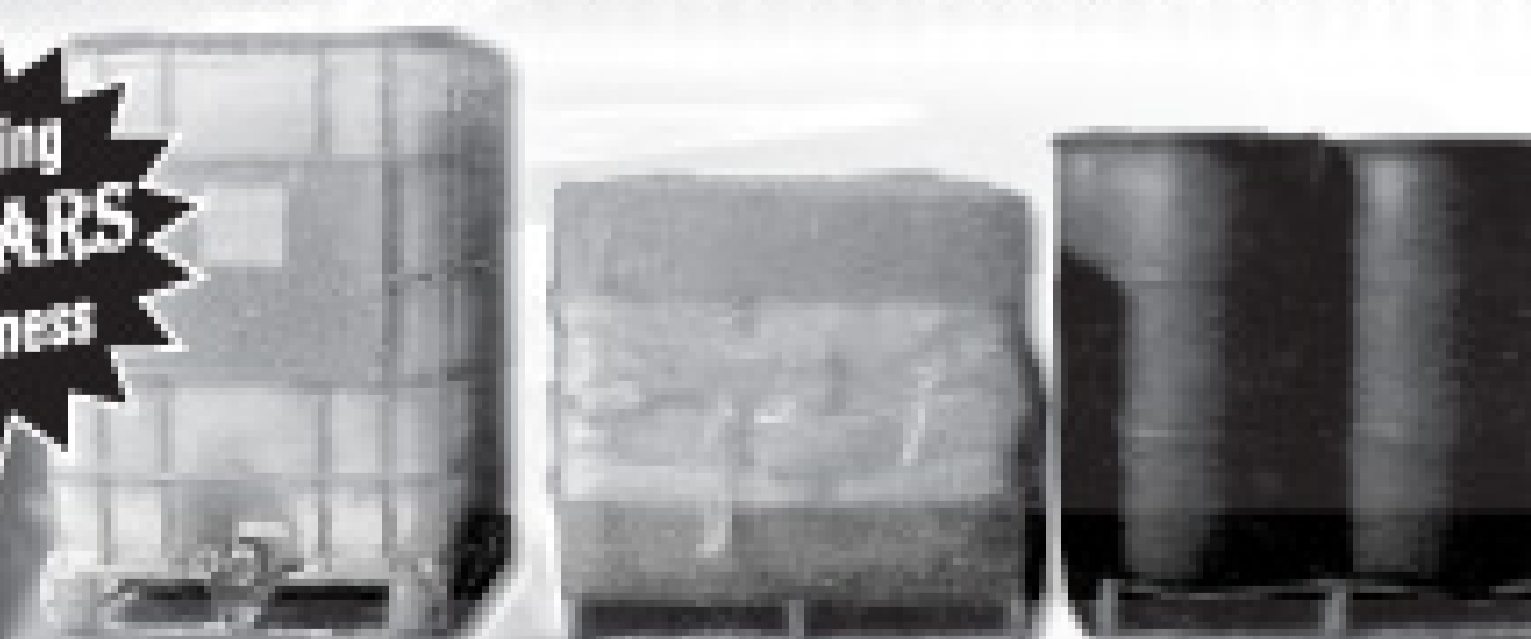
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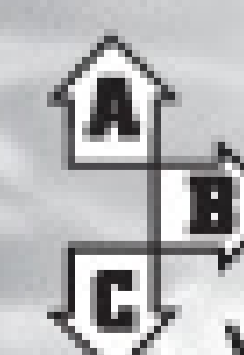
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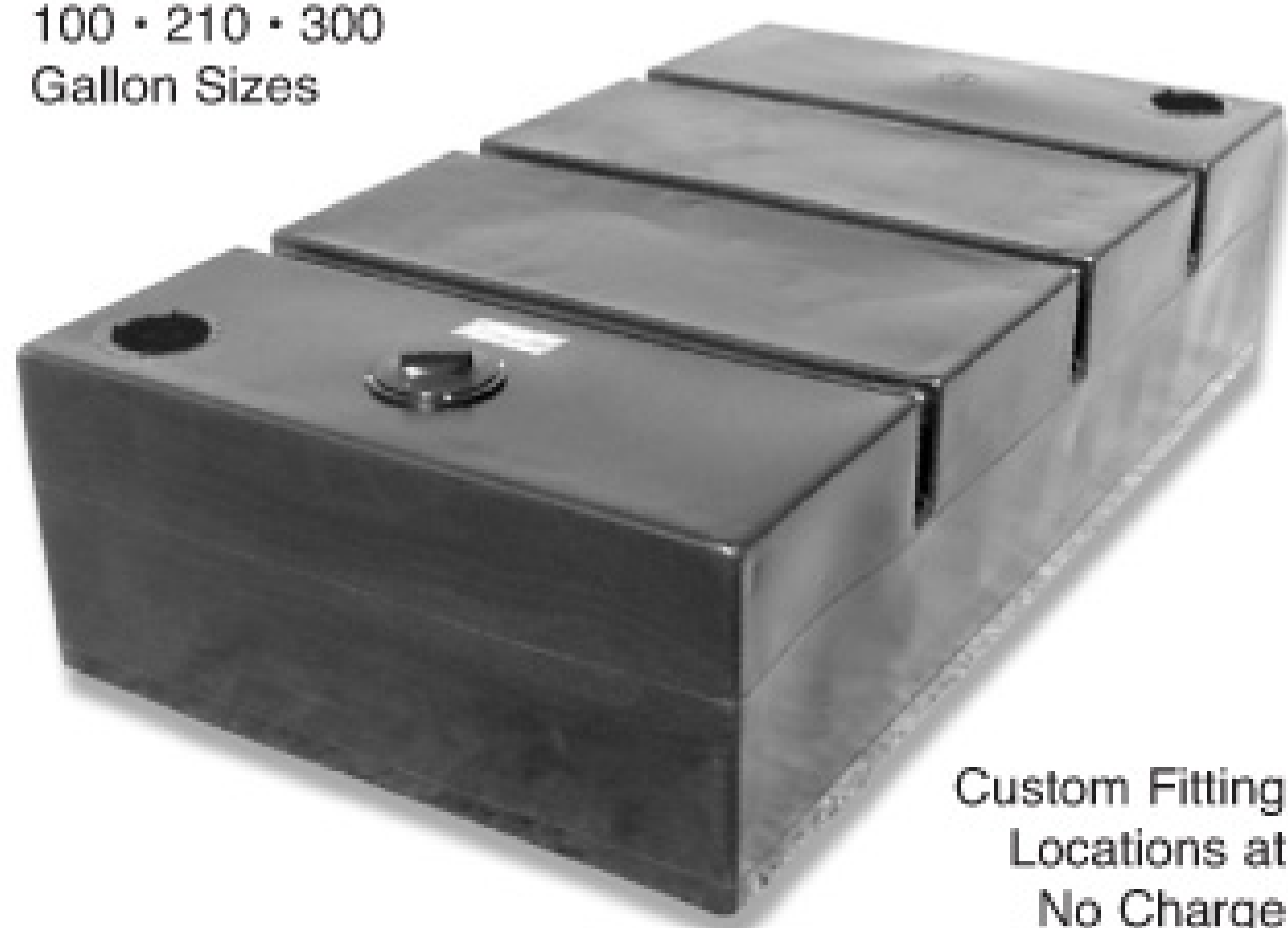
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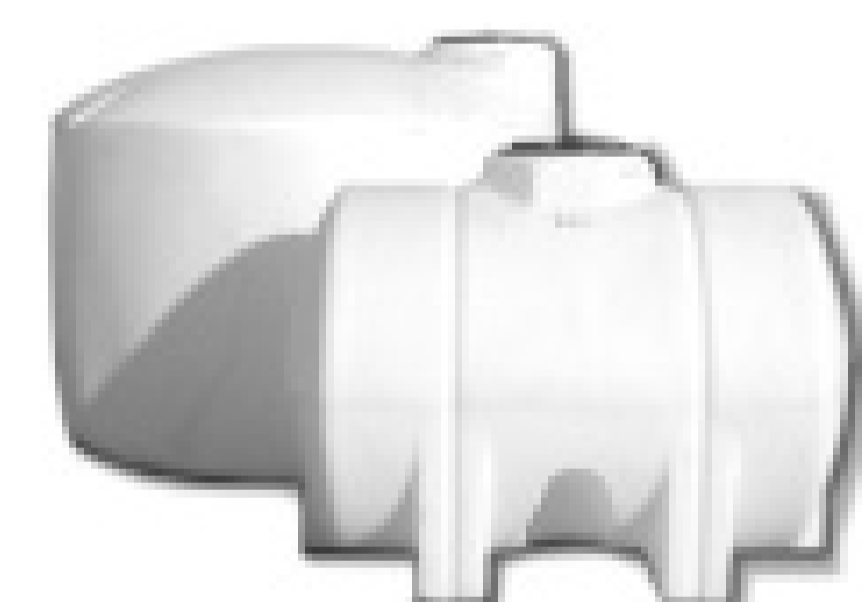


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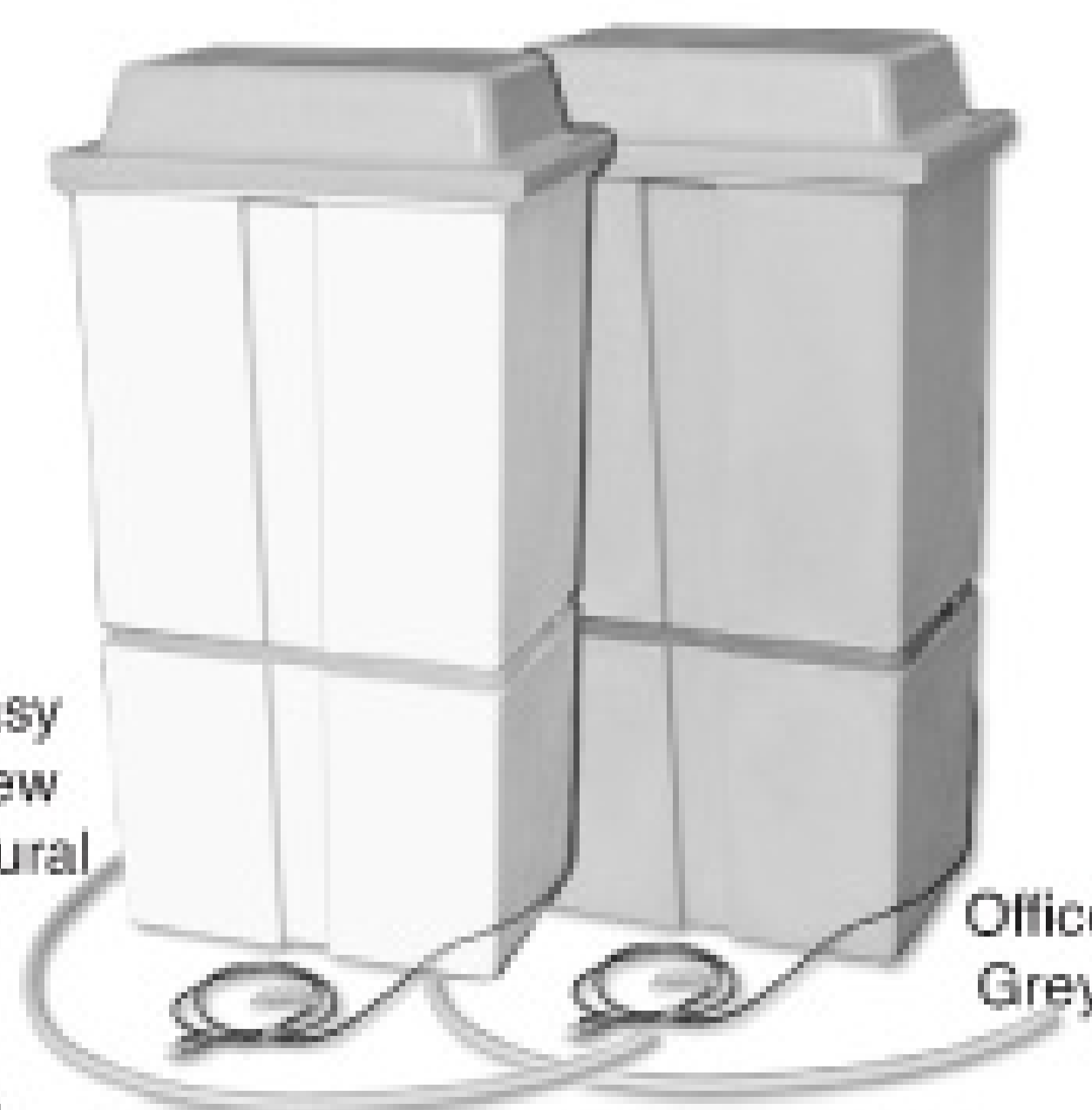


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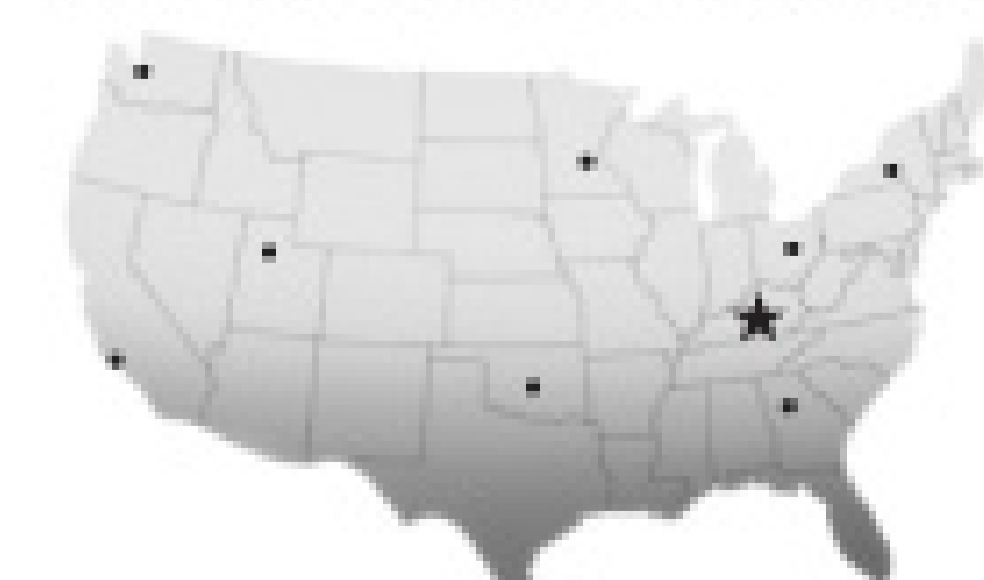
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The Future of Private Waste Processing

As Orlando's Select Processing prepares to host the 2009 NAWT Waste Treatment Symposium, company president Steve Macchio talks about treating waste for pumpers

Many pumping contractors build wastewater treatment plants to process the waste they haul, but Steve Macchio of Lindenhurst, N.Y., is in the wastewater treatment business. His facilities, one each in Lindenhurst, Orlando, Fla., and Elkhart, Ind., treat restaurant grease trap waste, septage, sewage sludges and portable restroom waste. Some also process non-hazardous industrial wastewater.

Macchio says he's been able to modify each property, making the treatment plants as operator-friendly as possible. Lindenhurst was a precious metal recovery facility, Elkhart treated pharmaceutical wastes, and Orlando was a privately owned plant that land-applied lime-stabilized septage.

The National Association of Wastewater Transporters chose Macchio's Select Processing facility in Orlando as part of its Waste Treatment Symposium on Oct. 9-10. Macchio talked to *Pumper* about the benefits and challenges of operating a privately owned wastewater treatment business and how it differs from what most pumpers do.



"PUMPERS BUILDING TREATMENT PLANTS TO SERVICE WHAT THEY HAUL SHOULD STICK WITH SEPTAGE AND UNREGULATED WASTE. THOSE LOOKING TO ENTER THE TREATMENT BUSINESS SHOULD CONSIDER PROCESSING THE MORE COMPLICATED WASTE STREAMS, BUT THEY REQUIRE ADDITIONAL FOCUS AND ENERGY BECAUSE OF THE DIFFERENT TREATMENTS AND REGULATIONS."

Steve Macchio

challenges is controlling odors to keep the neighbors happy.

Pumper: What type of filtration do you use?

Macchio: All of our tanks are above ground, but most are enclosed. The complete Lindenhurst operation is indoors. The plants have odor control devices such as chemical scrubbers that cleanse the air before it's released into the atmosphere.

Pumper: Who runs your treatment plants?

Macchio: Each facility has a manager who reports to me. Depending on the state, some need a treatment plant operator license; others, a licensed operator has to work a certain number of hours to cover the facility's license requirement. My managers have experience in septage hauling and understand trucks. I taught them how to run the plants, but it takes a year or two before they are effective.

Pumper: What is your opinion of pumping companies joining forces to operate treatment plants?

Macchio: Pumpers joining with other pumpers or associations have potential, but it's based on who wants to be involved and can they work together harmoniously? The disadvantages are that the operation most likely would not generate enough profit to benefit all the shareholders, and multiple partners could sometimes prolong the decision-making process. The benefits are that partners reduce the capital burden and bring diverse expertise to the table.

Pumper: What challenges do you see on the horizon for the private treatment processing industry?

Macchio: Siting a plant is one of the most difficult, followed by the approval process and having the capital. That won't change. I learned that owning a waste hauling company could hurt your treatment plant business because other haulers fear you will steal their customers by offering lower prices. That's why I don't own one.

On the other hand, municipal facilities closing their doors to haulers would enhance and support private industry. It could be an opportunity to build or expand existing plants.

Pumper: Because municipal treatment plants don't work for a profit, how do privately owned facilities combat the lower prices?

Macchio: I make it more profitable for the hauler to come to me. Even though my rates are fairly competitive with those of municipalities, pumpers get in and out faster and can do more jobs. They make up

Pumper Interview

By **Scottie Dayton**

Pumper: What was your first treatment plant?

Macchio: Lindenhurst. I saw a need for treating wastewater from pumpers and cleaning companies since working at my family's business, RGM Liquid Waste Removal Corp. For 15 years, I envisioned a facility that provided better service than municipalities, remained open around the clock every day and catered to the needs of the industry. We sold RGM in 1998, and four years later I opened Lindenhurst. Orlando followed in 2004 and Elkhart in 2005.

The facilities are designed to get trucks in and out quickly. The volume at Lindenhurst is 400,000 gpd, where we have two double bays. Elkhart and Orlando have two single bays and are permitted for 500,000 gpd and 188,000 gpd respectively. The trucks discharge directly into automatic screening units, and personnel are present to sample the waste. They are trained that time is money for haulers, and getting them back on the road to their next job is the most important thing after acceptance and treatment quality control.

Pumper: What do you believe is the future of privately owned treatment plants?

Macchio: They supply a better service than government-run operations. Although the permitting and approval processes are daunting and the construction of plants expensive, I believe we'll see more. The permitting process is difficult because it involves the approval of local, state, and federal agencies. The public approval process involves hearings and overcoming the not-in-my-back-yard syndrome because of the odorous waste. Therefore, one of our main priorities and biggest

the difference that way, or by driving shorter distances, or by discharging at any time of the day or night.

Thirty different pumper companies use the Lindenhurst plant, 25 use the Elkhart plant, and 20 use Orlando. Like any business, you can't be sloppy. The plants aren't cash cows. They're businesses that require efficiency. You can make money if you're on top of the game.

Pumper: How involved is processing a combination of waste streams?

Macchio: Federal regulations don't allow the mixing of regulated wastes with unregulated wastes in certain processes, so we have different treatment trains. We can process septage, portable restroom waste, and grease together because they are unregulated. Depending on the state, sewage sludge might need separate handling, but industrial waste must be processed separately based on type and classification. Combine the two and the (U.S. Environmental Protection Agency) looks at it as dilution, so it's very important for plant operators to keep meticulous records.

Lindenhurst has three separate discharge lines and monitoring manholes before the effluent is mixed and released into the city sewer. One manhole is for unregulated wastes, the second for certain types of industrial wastewater such as pharmaceuticals, and the third is for landfill leachates and rinse waters. The other plants have one or two discharge lines and manholes.

Pumper: How do distance and the type of waste affect the competitive factor?

Macchio: Certain industrial waste streams can withstand a long haul. Septage and grease trap wastes usually require a disposal facility within 15 to 20 radial miles. Pumpers building treatment plants to service what they haul should stick with septage and unregulated waste. Those looking to enter the treatment business should consider processing the more complicated waste streams, but they require additional focus and energy because of the different treatments and regulations. ■

What's Your Opinion?

Pumper welcomes letters from readers responding to articles we publish or offering comments and opinions of interest to the industry. You can submit your letter by:

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IN GOOD HANDS

Evaluate the lessons and understanding of the business needed to be an elderly family ownership transfer for Old Pueblo Septic and Drain Service

By Jeff Conroy

When Scott and Amy Dugan founded Old Pueblo Septic and Drain Service Inc. in 1986, they were just getting started. Today, the company has grown into a successful business with 15 employees and a strong reputation in the Tucson area. The Dugans' story is a testament to the power of family ownership and the importance of proper planning for the future of the business.

Separation ANXIETY

Water Tech owners build their own custom solution offering simplicity and significant disposal cost savings

By Scott Dayton

When the Dugans decided to separate, they agreed that the best way to proceed was to sell the business. The new owner, Scott Dayton, took over the business and has since built a successful company. The Dugans' story is a testament to the power of family ownership and the importance of proper planning for the future of the business.

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Expect More Maintenance, Buy and Sell Inspection Requirements

By Tom Ferrero

An Oregon homeowner received a letter from his township saying he needed to hire a certified inspector to inspect his onsite system. He called for the names of NAWT-certified inspectors in his town. This is not an isolated occurrence.

Pumpers must become aware that maintenance and buy-sell inspections with pump-outs are coming. For example, Iowa's time-of-sale inspection bill took effect in July. Missouri, Massachusetts, Arizona and New Mexico (there probably are more) require inspections for the transfer of property. As of January 2006, Oregon required time-of-transfer inspections for all alternative treatment technologies. As of last April, onsite systems within the Delaware watershed must be inspected before property transfers.

Delaware's Class H Inspection Program requires mandatory pumping during inspections. The West Virginia Department of Health and Human Resources suggests an onsite system inspection every three years and a pump-out every three to five years.

California is battling over regulations requiring onsite inspections every five years and tank pump-outs when they are one-quarter full. If passed, the rule takes effect next July. Some states are building buy-sell inspections into their septic codes as they amend them.

Counties with watersheds often mandate onsite maintenance and point-of-sale inspections. Wisconsin's Wood and Vilas counties and the Land O' Lakes area require

an inspection every three years. It's also common in Minnesota. States write the rules, then let the counties implement the requirements, often without any input from the onsite industry. That's disappointing.

No one has ever controlled his destiny by sitting on his hands. Pumpers must be aware of what is happening at the state level and become involved in policymaking decisions. Many state onsite waste-

water associations are working in these areas, and those that are not, should be. People forget that the U.S. Environmental Protection Agency doesn't regulate onsite systems. It offers management guidance, funds installer and operation/maintenance credentialing, encourages NAWT, and encourages states to do management programs. The states have the authority to write rules.

As states update their septic codes, many require certification in all areas of the onsite industry, not just inspections. NAWT's training programs prepare pumpers to become competent inspectors. However, if we hold a training session in a state that doesn't require certification, nobody comes. That's sad, because pumpers who took our courses at the Pumper & Cleaner Environmental Expo International all said how rewarding they were, and looked forward to what came next.

Since we don't have courses all over the country, NAWT will offer its one-day vacuum truck technician training, two-day inspector training, and two-day, 12-hour onsite operations/maintenance course at the 2010 Pumper Expo.

What's the difference between the last two courses? Inspector training is geared

toward inspecting systems for buy-sell agreements. The operations/maintenance sessions follow the Consortium of Institutes for Decentralized Wastewater Treatment syllabus, but are modified to fit the allotted time. This is a good course for people who took our inspection training and now need eight hours of continuing education for recertification. It covers onsite systems from head to toe with an amazing number of checklists.

Management of onsite systems is coming, and as inspections become more sophisticated, the question of who does them arises. My son and his partner own a septic company in the Philadelphia suburbs. At least 12 municipalities in his service area have management requirements — all different. The rule to pump tanks every three years, however, is wrong. The NAWT approach is to inspect and evaluate each system individually. Pumpers know how to measure sludge volume in tanks. States should set the pumping standard at a percentage of the tank's capacity. Cleaning tanks unnecessarily doesn't make systems operate better, and too frequently could harm them.

Some Pennsylvania townships require a maintenance inspection every three years. They provide the inspectors. My son's company excavates and pumps some of the tanks. That's a step in the right direction because NAWT-certified pumpers are doing the work. We'd like our industry to provide the inspectors, too. The more pumpers who certify in these areas, the more control we have over what happens to our industry.

Yes, some municipalities have never heard of NAWT or the National Environmental Health Association Certified Installer of Onsite Wastewater Treatment Systems national credential. NAWT and NEHA are working with regulators to remedy that oversight through the Memorandum of Understanding partnership. Many agencies are members already. Last fall, the State Onsite Regulators Alliance joined the team. Sitting at the table with them provides the opportunity to demonstrate what NAWT and NEHA do, and the value of our training programs.

What good is certification if the paper means nothing to your local or state authorities? The time is coming when it will mean something. It's a long time out for the whole country, but it's happening now, every day, somewhere. Nationally recognized certification is coming, and it will be good for us.

DATES TO REMEMBER

The NAWT Waste Treatment Symposium is Oct. 9-10 at the Renaissance Orlando Resort SeaWorld (www.renaissanceseaworldorlando.com). To qualify for the hotel discount of \$150 per night double occupancy plus 12.5 percent taxes, register for your room by calling NAWT at 800/236-6298. These rates apply only for Oct. 8-9, after which they return to \$217 per night. The Water Environment Federation Technical Exhibition and Conference, or WEFTEC, follows at the Orange County Convention Center on Oct. 12-14. You'll want to stay for that event.

Registration to the Waste Treatment Symposium includes free admission to the WEFTEC exhibit hall on Monday (www.weftec.org), where you'll find many vendors with information on waste treatment. The symposium's registration fee is \$275 for NAWT members and \$375 for nonmembers. Sign up early, space is limited to 200 people. Download the registration form 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. ■

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Truck Size Matters

A variety of factors help pumpers determine the size of a new vacuum rig

By Mary Shafer

One of the main considerations when purchasing a new vacuum truck is just how much truck you actually need. There are many factors to think about: average trip length, distance to disposal, type of jobs, location and size of the average customer's tank. All these factors help pumpers decide whether they choose a compact, agile vehicle or a hefty, roomy rig.

Because the vehicle will be a primary tool in revenue generation for years, and because it will be critical to efficient production on a daily basis, the decision is never lightly made. A significant, six-figure investment adds gravitas to the process.

Three pumpers share here what they think about when it comes time to retire an old rig for a replacement, or to accommodate the happy circumstance of expansion. When it comes to long-term profitability, one thing's for certain: Size really does matter.



Name:
Mark Booso
Company:
Booso's Septic Tank Cleaning
Location:
Lewisburg, Ohio
Employees: 2
Years in Business: 8

"Truck size is important," says Mark Booso, owner of Booso's Septic Tank Cleaning, which services the east-central portion of the Buckeye State. "What you drive has to fit what you do." Situated about halfway between Dayton and the Indiana state line, Booso primarily serves suburban and rural customers with septic

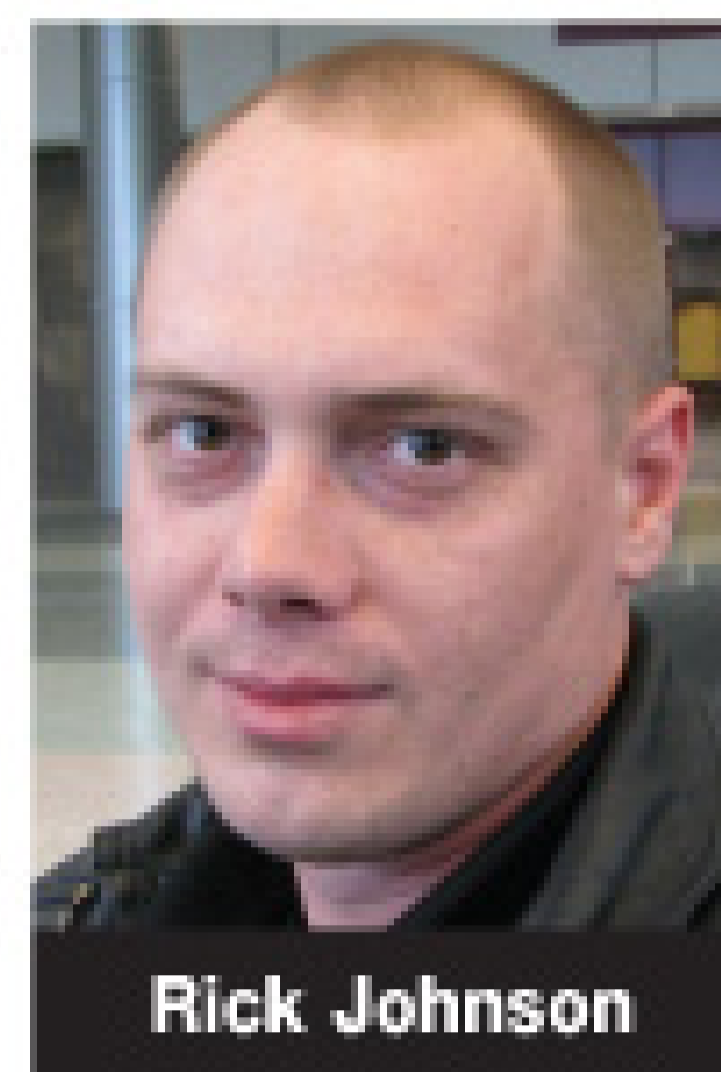
pumping, inspection and the installation of risers and baffles.

After you decide what you need, he says, "The biggest consideration is money — what you can afford. And it's not just buying the truck you have to think about. There's the cost of keeping it up: regular maintenance, the tires underneath. That's all part of the long-term cost, and you have to remember that."

He says that the biggest disadvantage of larger trucks for his business is that some of his smaller trucks already have trouble fitting between big trees and buildings, or down a narrow drive. "I think we'd also have problems with some customers who'd be afraid a bigger rig might hurt their driveways."

He runs smaller trucks, Ford L7000 bodies with tanks averaging 1,500-gallon capacity. He says he doesn't see moving up to anything larger any time in the near future.

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



Name:
Rick Johnson
Company:
AAA Drain Doctor
Location:
Waterloo, Iowa
Employees: 17
Years in Business: 35

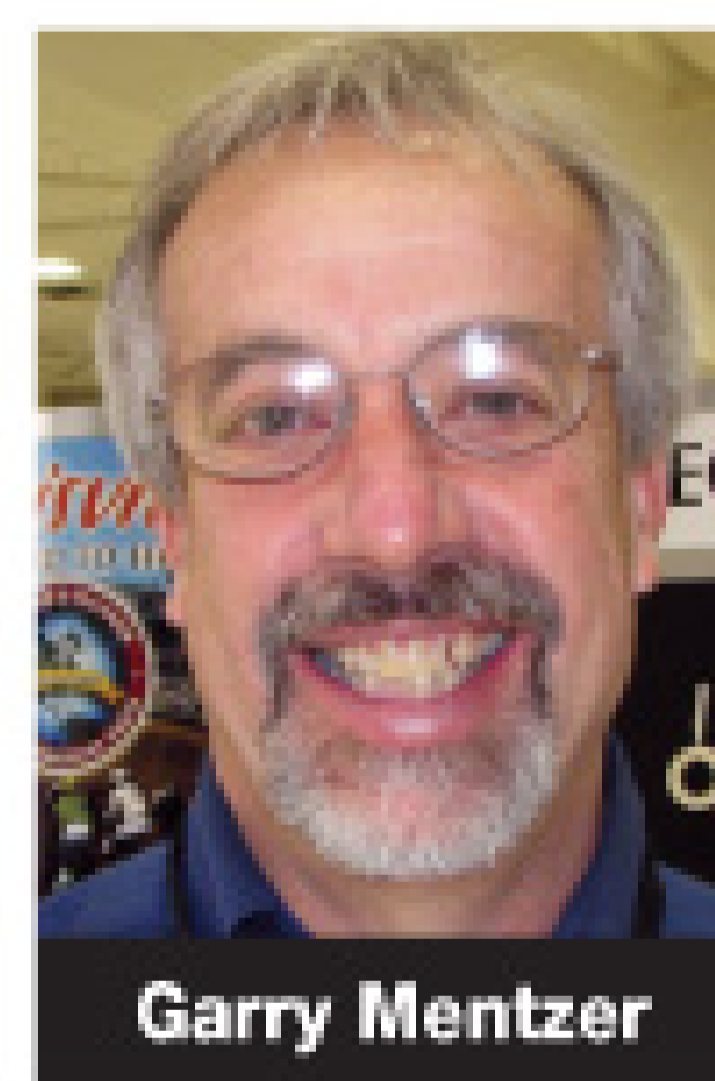
For AAA Drain Doctor, the pressure's on to go bigger, but the downward pressure of the economy is more powerful for the time being. The company performs residential and commercial septic pumping, drain cleaning and relining for customers in northeastern Iowa. Its fleet includes two 3,600-gallon

vacuum service trucks.

"In our area, we've got new mandates from the municipal plants where we dump that say even if we bring in half a tank or just a single load, we get charged the same as a full load," says technician supervisor Rick Johnson. "So we're definitely going to be looking at going with bigger trucks."

This move, he says, would help the company achieve economies of scale by being able to run more or longer routes before having to make a disposal run. It would also allow the pumpers to make sure their tanks are as full as possible, to get their money's worth at the plant.

Economic considerations right now are holding the company back when it comes to making fleet upgrades. New truck purchases will have to wait until business becomes more regular and can sustain that expense. "We'll have to wait until more of our corporate customers go back to preventive maintenance and there's more work for the trucks to do," Johnson says.



Name:
Garry Mentzer
Company:
Reliable Sanitation/
G.D.M. Inc.
Location:
Colorado Springs,
Colo.
Employees: 12
Years in Business: 35

"We have gone bigger where we need to," says Gary Mentzer. His company, Reliable Sanitation/G.D.M. Inc., services the Pike's Peak region of central Colorado. "We have all different size trucks, small trucks that handle small jobs, large vehicles we can use to handle multiple-site jobs."

The firm, which operates five smaller companies under the umbrella of G.D.M. Environmental, performs septic and grease trap pumping, and sewer and drain cleaning for residential, commercial and municipal customers. It fields a fleet of about 30 vehicles, most of them Kenworth trucks. The company's largest vacuum truck has a 4,000-gallon tank, "only because of (Department of Transportation) weight restrictions," says Mentzer. He would clearly like to run larger trucks, but his territory's spread-out nature requires them to go over too many smaller, weight-restricted bridges.

"I don't think there are too many cons to running larger trucks, when you think of advantages and disadvantages," he says. "I think it's

"In our area, we've got new mandates from the municipal plants where we dump that say even if we bring in half a tank or just a single load, we get charged the same as a full load. So we're definitely going to be looking at going with bigger trucks."

Rick Johnson

Tell us what do you do After Hours

After Hours is a new feature in *Pumper* exploring what business owners do and issues they face outside of the workplace. Topics may include interesting hobbies, unusual side businesses and pursuits, personal challenges (like coping with long-term health issues, taking care of parents, running a marathon, etc), helping family members reach their goals or charitable pursuits.

We explore topical issues like balancing work with family time, fitness and travel, working toward financial goals or retirement, or other general lifestyle or "human interest" stories.

If you know of someone in the industry who would make an interesting human interest story, please call Jim Kneiszel at 866/484-6131 or e-mail him at editor@pumper.com.

really something where the pros outweigh the cons when it comes to going bigger. In our area, most of the smaller guys are getting bigger trucks so they can do more jobs. Probably the biggest issue driving that has been fuel costs. If they can stay out and keep pumping and not have to go back and forth to dump, that saves them some money." He notes that fuel prices have been going up and will continue to be an issue.

Mentzer acknowledges that challenging terrain in mountain and hill country may help dictate the trucks chosen by some contractors. "The really large (industrial vacuum) trucks we have, we try to keep off the big hills (of the Rocky Mountains)," he says, but it isn't due to the steepness of grade or the thinner, engine-stalling atmosphere, as one might suspect.

Instead, it's because there's more chance for these large rigs to get stuck on uneven terrain. "We do take these trucks into some of the more 'off-road' type areas, if the majority of the ground is flat. We just pull them as close as possible (to the pumping site) and bring extra lengths of hose to cover the rest of the distance." ■

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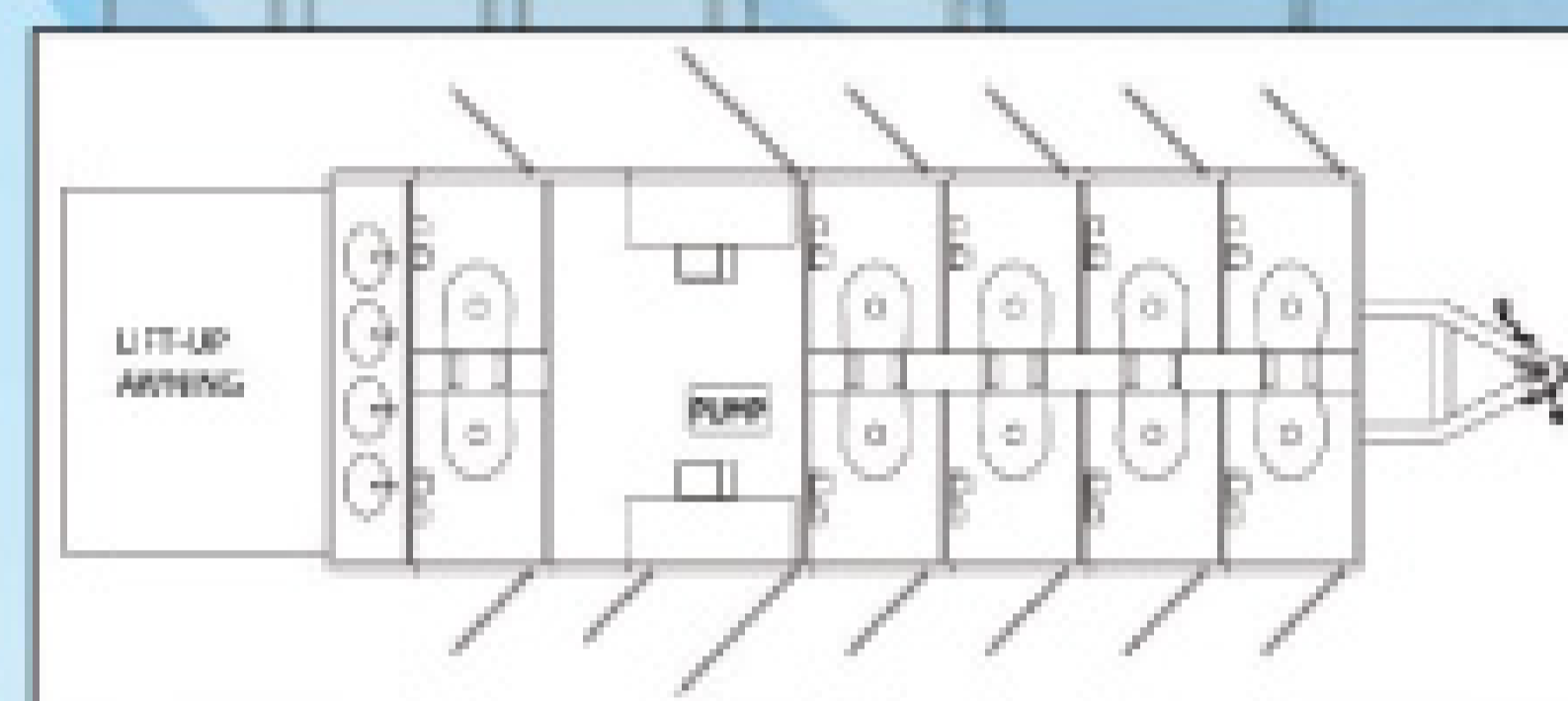
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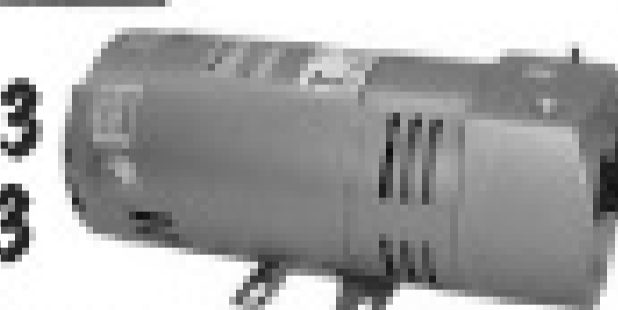
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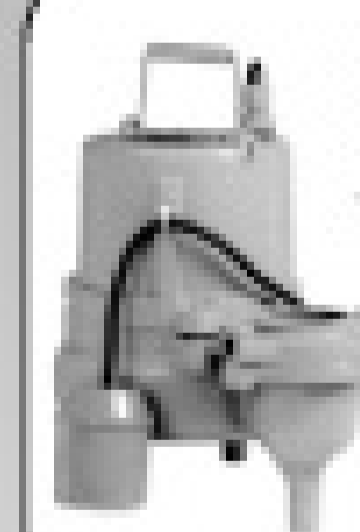
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Stop Short on Trenches?

More research is needed to determine whether new distribution media products require smaller drainfields

By Roger E. Machmeier

Q Some manufacturers of newer types of distribution media say the size of a drainfield trench can be reduced over traditional installations using rock because the distribution media is more efficient. I have been doing that and the trenches seem to be working OK. Do you think it's OK to reduce the length of trenches from what would be required for rock?

A I think the jury is still out on your question. Unfortunately, there was not a great deal of research available to establish the original numbers we now use for sizing soil absorption systems. However, those numbers have been used for many years and are still generally accepted for a rock-filled system. This system would use 3/4-inch-plus rock as the distribution medium.

There are a number of manufacturers selling distribution media other than rock for drainfield trenches and other soil absorption systems. Most manufacturers offer various technical reasons why the size of the soil absorption system can be reduced when using their distribution medium. However, I am not aware of any physical information on the actual performance of these various systems.

MONITOR THE SYSTEM

It is simple to monitor the performance of any drainfield trench system. If the new systems were monitored, the manufacturer of the distribution medium would have performance field data valid for the sizing of future systems. The procedure would be to first carefully analyze the soil texture where the trench system was to be installed.

The total length of trenches designed for the system should be divided into a number of shorter trenches. The shorter the individual trench length, the more accurately the performance could be evaluated. Effluent should be fed into the trenches using sequential distribution with a drop box at the head end of each trench.

The first trench in the system will be filled to maximum treatment capacity before any effluent will flow to the second trench. A drop box at the head of the first trench is required for this to happen. When the first trench is full, the extra effluent flows to the second trench, and so on. Each trench must have an inspection pipe at the far end so the effluent depth can be measured and recorded.

CALCULATE FLOW

When the onsite sewage treatment system reaches equilibrium, the total amount of trench length being used can be measured and recorded. Trench length is only part of the information required. The other essential information needed is the amount of sewage flowing into the system. The amount of sewage flow will vary from day to day, so an average daily rate of flow will need to be calculated.

The sewage flow rate can easily be measured with a simple water meter. The meter is connected into the water system piping to measure only the water used in the home. The piping for outside faucets should bypass the water meter. On a new house, such piping can easily be arranged. It may be a little more difficult on existing water system piping.

The water meter does not need to be of the quality used by cities. A

water meter having an accuracy of 1 percent is adequate. Such water meters are likely available for less than a hundred dollars.

The object is to get the average daily rate of flow into the sewage treatment system. The other information is the amount of drainfield trench being used.

WATER METERS REQUIRED?

The average daily flow rate, together with the length of trench being used will give an important design value. This will be the number of gallons of sewage per day per foot of trench. And this is the value the manufacturer of distribution media should have for their product.

The same procedure should be used for drainfield trenches using rock. Unfortunately, again there is not much valid data on trench performance using drainfield rock.

Most of the distribution media manufacturers use the design table for rock-filled trenches. They reduce the area required by an amount that makes their product price competitive with rock.

I understand some states now require water meters be used with new types of distribution media. I don't know if there is a reporting system set up to collect valuable data for the onsite industry. It would be a good idea to involve the local permitting agency when collecting performance data on any onsite system. This would make the information public and not subject to question about accuracy.

You stated the systems you installed with reduced area were working "OK." To me this simply means the amount of sewage flow is not greater than the amount the system will treat.

Roger Machmeier, Ph.D., P.E., retired as an Extension Agricultural Engineer for the University of Minnesota and is a past recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. He answers reader questions regarding septic system operation and maintenance. Contact Machmeier through COLE Publishing by e-mail at editor@pumper.com, by fax at 71/546-3786; or by mail at P.O. Box 220, Three Lakes, Wis. 54562.



When an onsite sewage treatment system is designed, the average daily sewage flow rate must be established. Most onsite codes use the number of bedrooms to predict the sewage flow rate.

It is typical to use an estimated sewage flow rate of 150 gpd per bedroom. If a four-bedroom house is built, the estimated daily sewage flow rate will be 600 gpd. If the house is occupied by a couple who are both employed and have no children, they will not use an average of 600 gallons of sewage per day.

And, let's say a reduced area soil absorption system is installed for this house. Of course the system will work "OK" since the sewage flow rate is considerably reduced from the design value. But this doesn't necessarily mean the reduction in area from rock sizing is valid. It simply means the reduced area drainfield is working because the sewage flow is reduced from the value used to size the system.

BETTER PERFORMANCE EVALUATION

Research I was involved with at the University of Minnesota measured sewage flow rates from 10 homes. As I recall, the average flow rate from those homes was about 60 percent of the amount used to size the trench system. Reduced area systems would have worked well for those homes because the sewage flow rate was reduced.

In summary, the onsite sewage treatment industry needs to do a much better job of monitoring and evaluating the performance of all onsite systems. Accurate performance data is needed for the design of future innovative systems. ■



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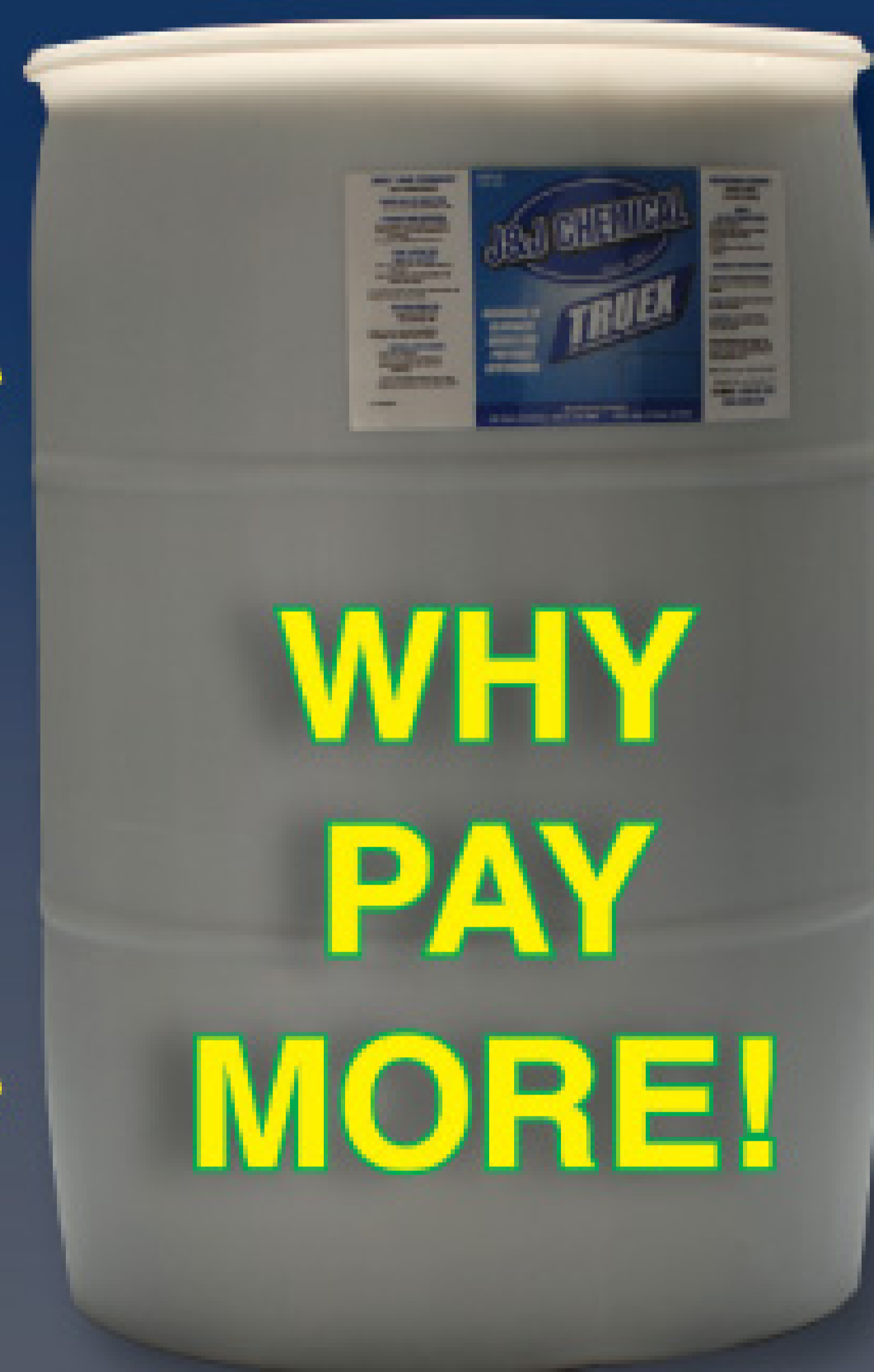
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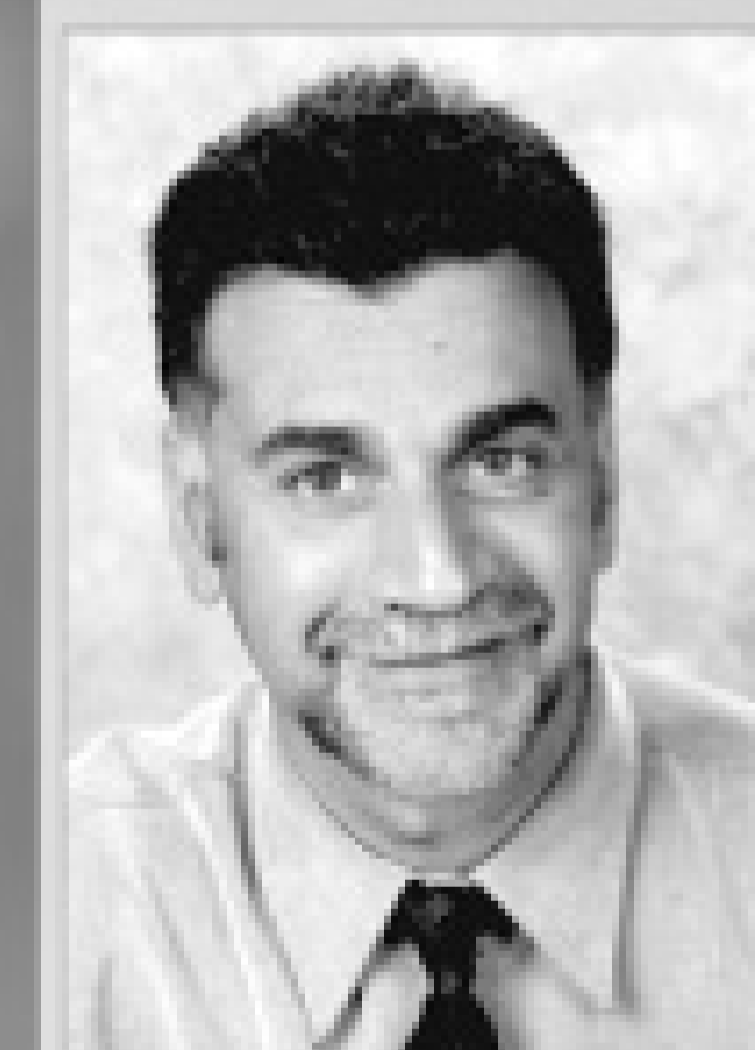
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Getting Credit

Maintain a good credit rating and you'll still find financing at a time when money's tight

By Erik Gunn

The headlines have been filled with stories about the credit crunch. Consumer lending is tighter, and loans for business have become much harder to get.

The smallest businesses aren't immune. In a recent National Small Business Association survey, one-third of firms with less than \$5 million in annual revenue and fewer than five employees said access to capital was the biggest challenge they faced. Fully 45 percent said their business had been "significantly or moderately" affected by tight credit. So where does that leave you?

Times like these offer a hard lesson in the value of managing money carefully, even when times are good. The more you've done in the past to ensure a good credit record for your business, the better off you are likely to be now.

They're also a lesson in the importance of business by relationship: You will have a much easier time with your banker if you're an established customer, instead of just a stranger off the street who needs a loan.

"Banking has always been and will always be about relationships," says Rose Oswald Poels, senior vice president and general counsel for the Wisconsin Banking Association. "You want to do business with a lender who does know you, knows the type of work ethic you have, and has a history with you."

But neither your past record nor a good relationship guarantee you'll get credit in the face of much tighter lending standards. They'll get you in the door, but you'll still need to make the case for the loan you seek when you seek it.

WRITE A PLAN

That means focusing more than ever on the business plan you write to support your request for credit. And it means making sure the plan is well supported by facts you can back up, not just wishful thinking.

If you're seeking financing for a startup operation, "You need to go into a bank with solid marketing plans, some demonstrated skill in terms of the people who will be running the business, as well as some kind of cash flow or collateral to prove that you're a good credit risk," Poels says. Elementary as it may sound, positive cash flow is crucial. Without it, your lender has no guarantee you'll be able to pay back the money, no matter how good the terms.

If you get turned down, it's not the end of the world. "You have to understand the reason for the denial and see if there are ways you can correct that," Poels says. "If the turn-down for the loan is more tied to insufficient market research or insufficient proof that the business is viable, things like that are easier to correct."

The solution: Beef up your research and the evidence that your business is operating on sound fundamentals, then go back and ask again. Some reasons for denial may be harder to overcome: for example, you're already carrying so much debt that you have very little equity in your business free and clear.

Erik Gunn is a magazine writer and editor in Racine, Wis. Readers may direct inquiries to him by contacting this publication at 800/257-7222 or e-mailing editor@pumper.com.



"You need to go into a bank with solid marketing plans, some demonstrated skill in terms of the people who will be running the business, as well as some kind of cash flow or collateral to prove that you're a good credit risk."

Rose Oswald Poels

REALITY CHECK

That's when you need to step back and look at the business with a much clearer eye. "The business has to have a reality check," says Ellen Thrasher, director of entrepreneurship education for the U.S. Small Business Administration.

The SBA has programs to guarantee loans made through private-sector banks (visit www.sba.gov/services/financialassistance and www.sba.gov/localresources). But you may need to accept the fact that you can't get the credit you want now.

In that case, Thrasher suggests focusing on three aspects of the operation: overall sales performance, ongoing financial condition, and how you, as the owner, are functioning as the face of the business. She calls it "focusing on a plan for success."

Trim expenses. Look hard, and enlist your workers in the hunt. "Sometimes employees are a pipeline for the best ideas," Thrasher says. Streamline your operations any way you can that will help your operations.

Boost your savings. You can't get more financing now? Then make the hard decision to lower your sights, but also look to the future. Take the money you would have spent repaying the loan and see if you can set aside at least some of it to reserve for down the road, when circumstances make financing more available. That way, you'll have more seed money, which is likely to improve your chance at getting your lender to say yes.

Empower the workforce. Don't stop with cutting costs. Meet with your workers daily and get them involved in communicating with your clients or your vendors. "Delegate smaller projects to them so you, as the business owner, can free up time to market overall," Thrasher says. Find free or inexpensive ways to promote your business and grow sales.

Update your Web site or create a new one. Offer yourself as an expert to local community newspapers. Look into how you can use Internet social networking sites like Facebook to promote what you do.

Become your own best salesperson. Don't just market to new clients — cultivate existing customers.

Ask for help. Successful small businesses often get help from an outside board of advisors who can lend strategic guidance. Others turn to groups like SCORE (www.score.org) or Small Business Development Centers at their local college or university.

PLAN FOR TOMORROW

Yes, things look tough. But it's important not to get bogged down in the gloom. If nothing else, take a deep breath and say to yourself, "This, too, shall pass." Things will get better, credit will flow again, and business will improve. When it does, don't forget the lessons you're learning now. They'll help you make the best of things when times are good again. ■

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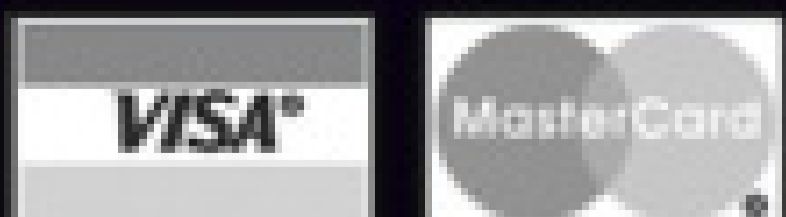
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Diesel Eng., Lot #2815680 - \$65,000

2002 STERLING Combo Sewer
Cleaner Truck, CAT 3126 Diesel
Engine, Automatic Transmission,
A/B, A/C, Vac-Con Sewer Cleaner,
J. Deere Rear Diesel Engine, 44,391
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sion, A/C, A/B, 119,959 Miles, Camel
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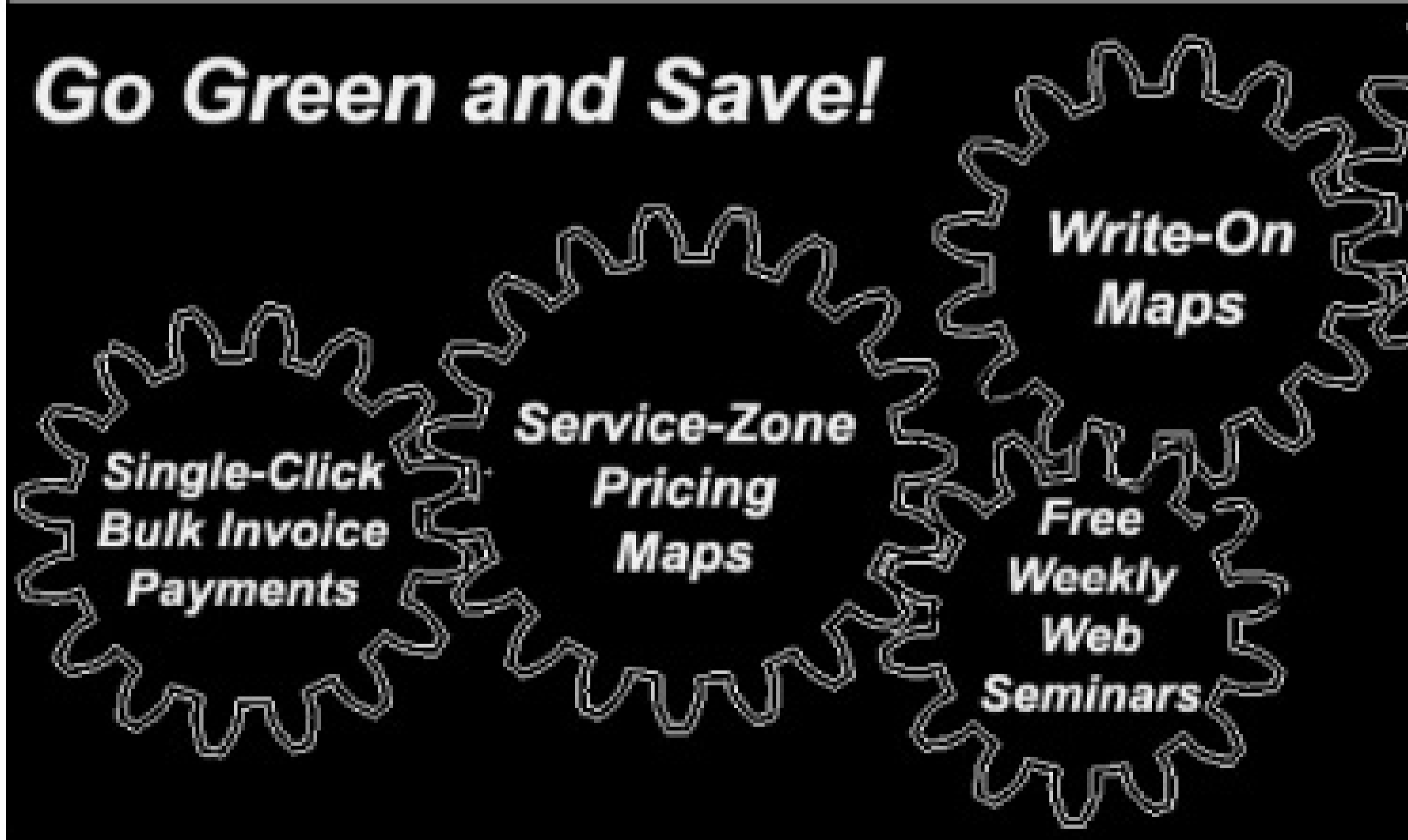
Classy Truck
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When Ronnie and Iris Daniels decided to get into the pumping business recently, they jumped in with a new rig. They ordered a 2009 Kenworth T300 with a 300-hp PX-8 engine and a 5-speed Allison automatic transmission from Cooper Kenworth in Hickory, N.C. He had the maroon and white head-turner built out by Abernethy Welding, equipped with a 2,500-gallon steel waste tank connected to a Masport HXL400 pump. The truck has heated valves, aluminum wheels, tool boxes and hose trays for light weight and good looks. The trays are lined with Rhino Liner for durability and convenience. Lettering, pinstriping and graphics were provided by Rich Alexander of Mount Kisco Sign Co. Daniels ordered the top-of-the-line full leather interior with woodgrain dash, corner windows and CD player. Daniels says his *Classy Truck* submission is in honor of the late Jim Sigmon of Cooper Kenworth, who helped him with the truck before passing away earlier this year. ■

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

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

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BDP Industries 3DP Belt Filter Press

The redesigned **3DP belt filter press** from **BDP Industries** offers more convenient access and easier maintenance, and produces a higher concentration of discharge solids, says Kelly Brown, director of marketing and sales.

"We started out with a clean sheet of paper and put everything we've learned about belt filter presses into the 3DP," Brown says. "It's aimed at the municipal biological sludge market and at mobile contract sludge dewaterers."

For the mobile contract dewatering market, the unit is designed to mount inside a semi trailer. With that in mind, the 3DP's independent gravity zone inlet is located at waist level for easy access and operation.

"Many belt press inlets are near

in the
SPOTLIGHT

By Ken Wysocky



Above: The 3DP mobile trailer unit's discharge point is 12 feet above the ground, enabling operators to park a dump truck underneath for easy cake removal. Left: The unit's feed box design produces uniform slurry distribution.

the roof of the trailer, which means the operator needs a ladder to get up to it," Brown explains. "With the 3DP, the inlet is right where you can see it, which makes operation much easier."

In addition, the unit features a vertical pressure zone instead of a horizontal zone. Filtrate pans under each roll keep filtrates from falling on adjacent rolls and re-wetting the cake.

"That way, you get a higher concentration of discharge solids," Brown says.

The vertical pressure zone offers another advantage: the discharge point for dewatered material is seven feet above the semi-trailer deck — which is actually about 12 feet above ground level. This provides operators with clearance to park a dump truck under the discharge point for easy cake removal, instead of using a conveyor or front-end loader, Brown notes.

The unit includes a variable-speed paddle wheel feed box that spreads slurry out along the width of the press, which promotes uniform thickness and minimizes clogging.

"Maintenance costs are lower, too, because with a more even cake, there are fewer abrasions on the roller coating and less wear on the filter-belt cloth," Brown adds.

The machine features tubular frame construction. Because tubular construction features flat surfaces with no corners or ledges, it's easier to clean. Thanks to vent holes, a hot-dip galvanized coating covers both the inside and outside of the frame, which maximizes corrosion protection. **For more information: www.bdpindustries.com or 518/527-5417.**



Pans under each vertical pressure roll keeps filtrate from falling on adjacent rolls, eliminating reabsorption and improving cake solids.

Ameri-Can Expands ADA, Value-Priced Shower Line

ADA shower trailers from Ameri-Can Engineering are available in 22 models in a variety of floor plans, sizes and luxury grades. The trailers feature a rear-mounted pod that lowers to the ground for handicapped accessibility. Ameri-Can also has developed a line of value-priced trailers, including the 810 that provides four private showers in a compact unit. Features include onboard freshwater, gray-water tank and LP on demand hot water. 574/892-5151; www.ameri-can.com.



810 Shower Trailer from Ameri-Can Engineering



ADA Shower Trailer from Ameri-Can Engineering

Bord na Mona Introduces Wastewater Reuse System

The PuraMc compact membrane graywater recycling system from Bord na Mona Environmental Products U.S. Inc. is designed to produce residential water suitable for non-potable reuse, such as toilet flushing and irrigation. The system uses ultra-filtration membranes to remove solids and pathogens from wastewater without the need for chlorination or UV treatment in the removal of BOD, nitrogen and phosphorus. 336/547-9338; www.bnm-us.com.

PortaPump from PumpBiz International



PumpBiz Introduces PortaPump

PortaPump from PumpBiz International is designed to remove standing water from golf course bunkers and fairways, flooded parking lots and sidewalks or drain water from pits that need to be excavated due to pipe breakage or root damage. Able to pump up to 2,000 gallons per hour, the one-person unit is powered by a Honda 4-stroke 35cc engine that drives a flexible shaft and impeller in the pump head. A larger unit, able to pump up to 16,800 gallons per hour, is available. 800/786-7249; www.pumpbiz.com. ■

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By **Scottie Dayton**

NATION: Installer Academy Scheduled

The National Onsite Wastewater Recycling Association Board of Directors announced that the Installer Academy will become part of the 2010 Pumper & Cleaner Environmental Expo Feb. 24-27 in Louisville, Ky. If the board goes ahead with its 2010 Conference in St. Louis, it will occur in fall. The board is communicating with other wastewater associations about a possible joint conference.

COLORADO: Streaming Live Conference

The Colorado Professionals in Onsite Wastewater will broadcast its January 2010 Denver conference via streaming Web video to members on the western side of the state. Organizers have added certification and continuing education credits for onsite inspectors and installers to the conference training track. The board is working to set up quarterly training programs.

The association helped the Colorado Department of Health and Environment create its full-time position of onsite coordinator. That staff member, Barbara Dallemand, P.E., will plan strategies about the future of onsite regulation. The group also helped the Colorado State University Extension produce a 15-minute DVD addressing private wells and onsite systems. The video is part of the university's Private Well and Septic System Educational Package.

INDIANA: Outlandish Product Claims

The Indiana Onsite Wastewater Professional Association offers a new source for combating Internet misinformation and rumors about onsite systems. The Indiana Septic System Forum (www.septicdesign.com/forums), monitored by regulators, excavators, and design professionals, hosts discussion boards on general questions and posts regulatory documents in searchable PDF format.

MINNESOTA: Ceramic Membrane Bioreactor

A flat sheet ceramic membrane bioreactor from SJE-Rhombus is treating wastewater from 36 homes on Lake Melissa's Ravenswood Beach, Minn. This is the first treatment plant of its kind in the United States, reports the Ontario Association of Sewer Industry Services. The homes had a decentralized system, but one of two small drainfields was ponding. The technology has a 200-square-foot footprint and handles 10,000 gpd.

After the bioreactor, effluent flows through the ceramic filter, where filtration at 0.2 microns removes even pharmaceuticals and endocrine disruptors.

The ceramic filters are backflushed periodically, and the system is monitored and controlled by way of the Internet. The filters will last 20 years before replacement. The system's final effluent was so clean the failing drainfield recovered.

National Association of Wastewater Transporters

- Oct. 9-10 – Waste Treatment Symposium, Orlando, Fla.
 - Nov. 5-6 – Operation and Maintenance, San Luis Obispo, Calif.
- Call NAWT at 800/236-6298 or visit www.nawt.org. For California classes, call MaryAnne Bobrow at 530/321-2207 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 the UWA Livingston campus unless stated otherwise:

- Sept. 3-4 – Continuing Education, Florence
 - Sept. 16-18 – Advanced Level I Installers
 - Oct. 1-2 – Continuing Education, Montgomery
 - Oct. 15-16 – Pumper
 - Oct. 29-30 – Continuing Education, Mobile
- Call 334/396-3434 or visit www.aowa.org.

Iowa

The Iowa Onsite Wastewater Training Center at Ankeny is offering:

- Sept. 15 – Site Evaluation and Design
- Oct. 20 – Basic 101

Call Annette Adams at 515/964-6464, option 5, ext. 6464 or visit www.iowwa.com.

Michigan

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

- Sept. 24-25 – Onsite Wastewater Systems Maintenance
- Oct. 7-8 – Existing Systems Evaluator Training
- Nov. 4-5 – Onsite Wastewater Systems 101

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

Missouri

The Missouri Smallflows Organization is offering a two-hour Wastewater course Sept. 11 in Clinton. Call Fred Boehler at 660/885-8193 or visit www.mosmallflows.org.

New England

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

- Sept. 3 – Wastewater Treatment Basics
- Sept. 17 – Innovative and Alternative Technology Overview
- Sept. 22-23 – Inspecting Onsite Systems
- Oct. 1 – Innovative and Alternative Technology
- Oct. 8 – Bottomless Sand Filter Design and Installation
- Oct. 15 – Functional Inspections

Call 401/874-5950 or visit www.uri.edu/ce/wq. Contact David Kalen at 401/874-5950 or davidkalen@mail.uri.edu.

Aug. 6-8

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

Aug. 7-8

Wisconsin Liquid Waste Carriers Association Summer Convention, Potawatomi Northern Lights Casino and Hotel, Wabeno. Call 608/255-2770.

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.

Oct. 20-21

Delaware Onsite Wastewater Recycling Association Technical Conference, Dover Downs Hotel and Casino, Dover. Call Mike Cotten at 302/226-2844 or visit www.dowra.org.

Oct. 22-23

Ontario Association of Sewage Industry Services Rural Wastewater Treatment Expo, Hamilton. Call 877/202-0082 or visit www.oasisontario.on.ca.

North Carolina

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

- Sept. 15 – Subsurface Wastewater System Operator Training, Bolivia
- Sept. 23-25 – Designing Wastewater Irrigation Systems
- Oct. 6 – Subsurface Wastewater System Operator Training, Plymouth

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

The North Carolina Septic Tank Association has these courses:

- Oct. 8-9 – Installer/Inspector, New Bern
- Oct. 14-15 – Installer Inspector, Greensboro
- Oct. 16 – Pumper, Greensboro
- Nov. 12-13 – Installer/Inspector, Hickory

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

Pennsylvania

The Pennsylvania Septage Management Association is offering an Onsite Inspection course Sept. 16-17 in Williamsport. Call 717/763-7762 or visit www.pasma.net.

Utah

The Utah On-Site Wastewater Treatment Training Program is offering Onsite Wastewater Treatment Certification Workshops:

- Sept. 22-23 – Level 1 Certification, Heber City
- Sept. 24, Level 1 Certification Renewal, Heber City
- Sept. 25 – Level 2 Certification Renewal, Heber City
- Oct. 14-15 – Level 2 Certification, Logan

- Oct. 20-22 – Level 3 Certification, Logan
- Oct. 29 – Level 3 Certification Renewal, Logan

Call Carmell Burns at 435/797-3174 or visit

<http://uwrl.usu.edu/partnerships/training/classes.html>.

Virginia

The following courses by the Virginia Center for Onsite Wastewater Training are at Blackstone:

- Sept. 10 -11 – Pumps and Controls
- Sept. 15-16 – Onsite Sewage Regulations
- Sept. 22-23 – Onsite Sewage Regulations
- Sept. 28-Oct. 2 – Design Camp I
- Oct. 19-23 – Soils
- Oct. 27-28 – Onsite Sewage Regulations
- Oct. 28-29 – Understanding Water Movement in Soil

For VCOWT classes, contact Lydia Cox at 434/292-3101 or visit www.southside.edu.

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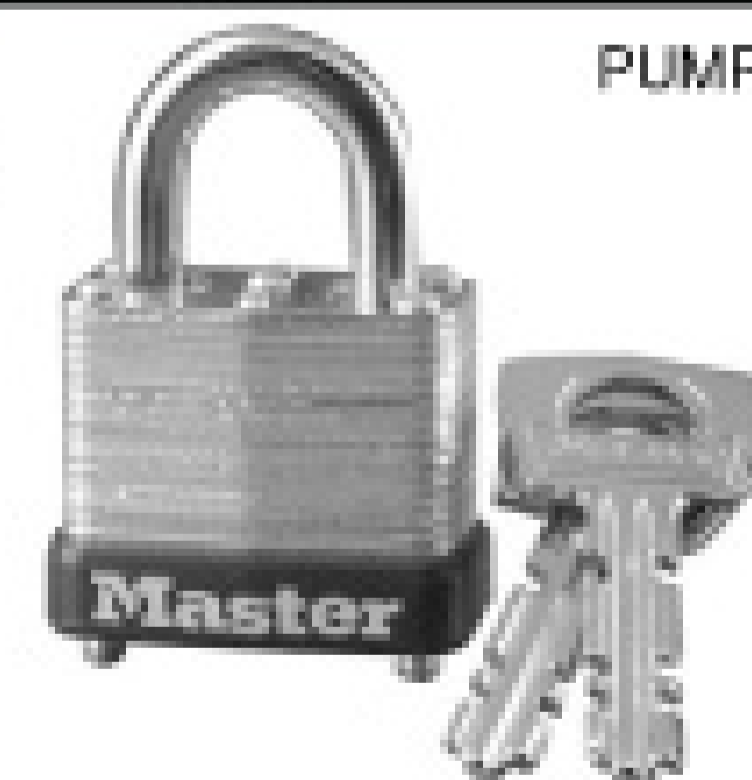
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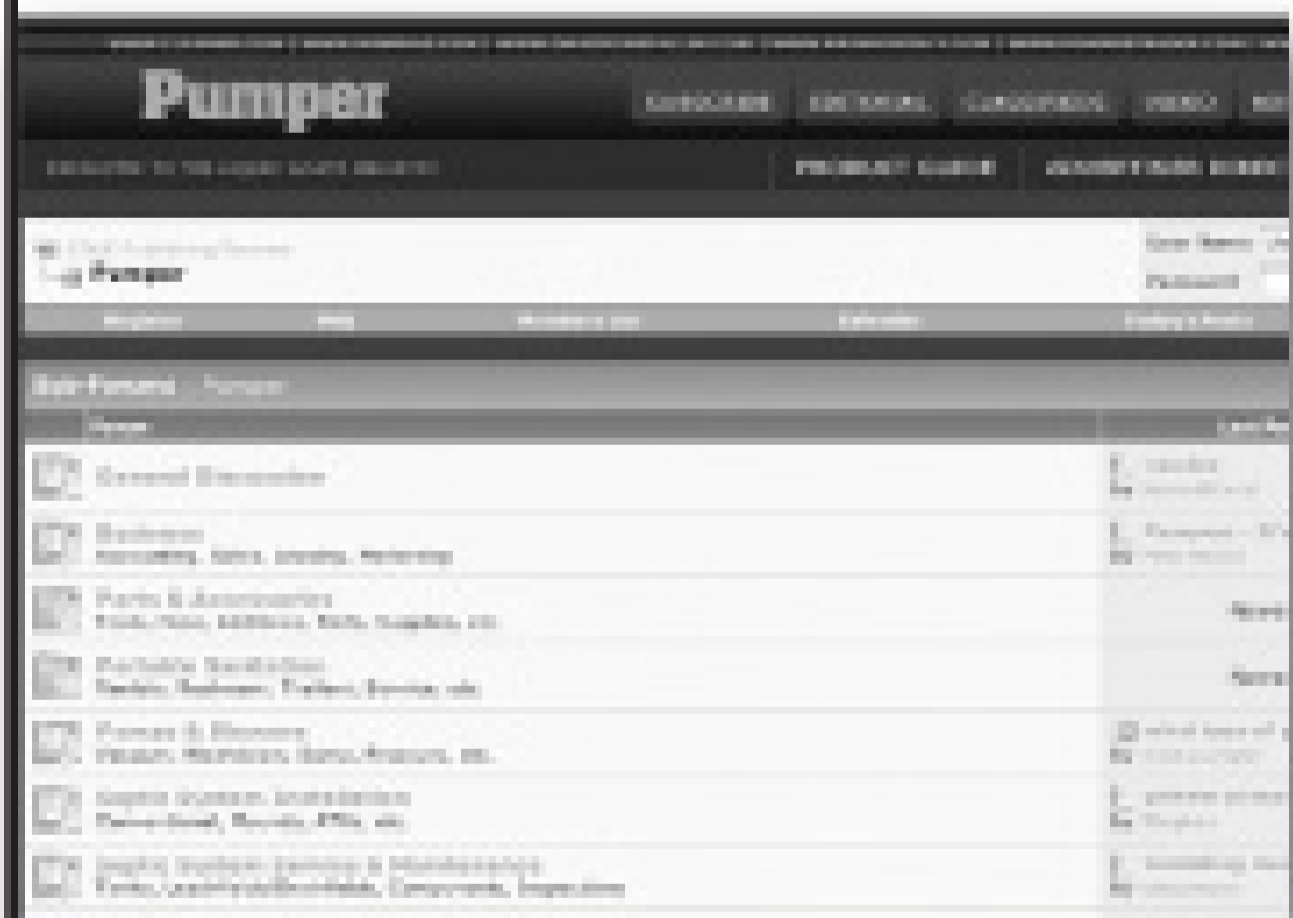
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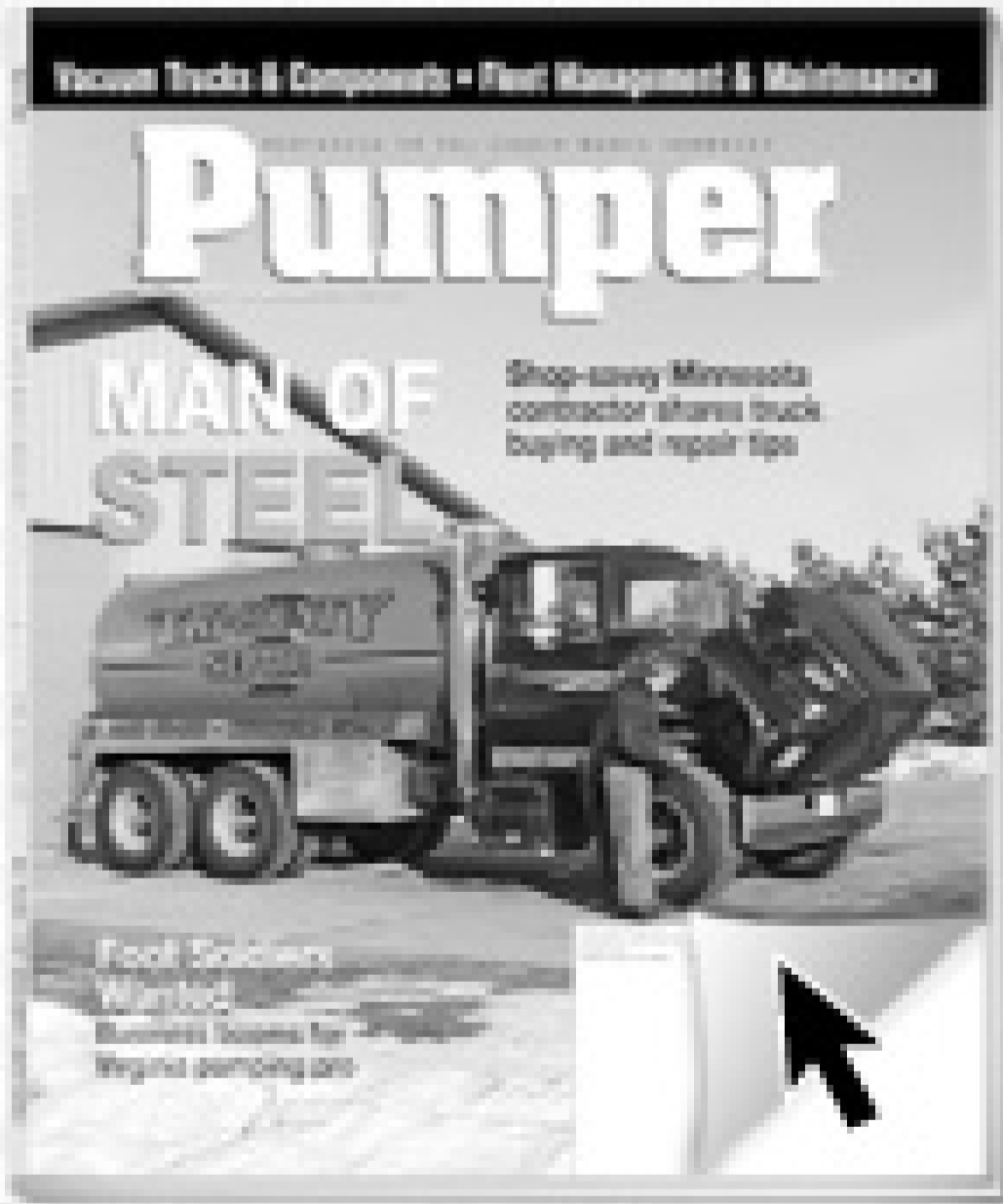
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TRUCK STOP



August



2001 Sterling: 54,000# GVW, Cat 3126B 300 hp, 8-spd., 3500 gal. Transway TST500, Transway pump, heated valves.\$46,900
Call Judge Coleman 516-398-5638
or Email: cwjudge@aol.com P8



1993 International 4900 DT 466: 250 hp, 33,000 GVW, 6+1 trans, new motor 80,000 miles, 2,350 gallon tank, Jurop R260 pump, cab repainted, new tires. Great starter truck.\$35,000
770-898-3761 - Georgia P8



2003 VacCon V390SH: 9-yd. debris body, 3-stage vacuum compressor, hydrostatic blower drive, telescopic boom, articulating hose reel, 2003 Sterling chassis, diesel, automatic. Extremely low hours and miles. (Stk. 1596)
Call Joe 312-208-6373 P8



2009 GMC C5500 4x4 Cab & Chassis: 330 hp diesel, Allison auto., 108" CA, ready to mount a tank or flatbed.
Contact Lance Ellis 706-831-6458
and visit: www.fcctrucks.com P8



1994 Ford L9000: 33,000 GVW, 260 hp, L10 Cummins, 8-spd. Fuller, 2500 gal. tank unit built in 2000, 200 cfm Masport installed in 2005.\$24,990
Call Judge Coleman 516-398-5638
or Email: cwjudge@aol.com P8



2006 Peterbilt 379: C-15 Cat 475 hp, 13-spd., new 4000 gal. U.S. tank, new Jurop LC420 with all new accessories. Double framed, aluminum rims, beautiful show truck!! ..\$86,000
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 P8



1995 International: 4000 gallon S/S Progress tank, 1500 rpm Wittig pump. Financing available\$45,000
956-726-9999 CP8



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 P8



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 P8



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 P8



1990 International 4900: 7-spd, DT 466, 178,700 miles with 1992 7-ton Delzotto Hydra-Brute with 20' bed.\$33,500
De Pere, WI
920-336-1551 P9



2001 Volvo EC-210LR Long Reach Hydraulic Excavator: Approx. 53' reach, 6 cyl. Cummins engine, A/C, heater, radio, ditching bucket included. Good condition. Ready to work.\$72,500
863-956-0315 CP8



2005 New Holland DC-95 Dozer: Cab, A/C, heater, radio, hydrostatic trans., wide track, long track, 6-way blade, rear mounted hitch, front steps, front grab handles. Excellent condition.\$64,500
863-956-0315 CP8



2000 International 8100: 10-spd., Jurop R260 vac pump, 3500 gal. tank, 6' discharge, 2-4" inlets, sight glasses.\$30,000 OBO
863-581-4009 P8



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 P8



1998 Vactor 2110 IHC Chassis: 230 hp Allison trans., 1000 gal. water, single-stage fan, 60 gpm @ 2000, telescoping/rotating reel, rebuilt machine.\$79,500
405-495-5110 P8

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



August



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.....\$217,500
Daryl @ Four Way 717-354-3199
New Holland, PA P8



2008 Vactor HXX: 12-yd. body, 1300 gal. water capacity, variable pressure system, 400,000 BTU water heater, dual 38' fans, 2008 International 7600 6x4, Cat 380 hp engine, extremely low hrs. and miles. (Stk 1479) \$275,000 OBO
Call Joe 312-208-6373 P8



(2) 2006 International 7600/HiVac Body: 27' blower, 17-yard bed, Cummins engine, 10-speed\$145,000
Eddie @ 205-837-5702 P8



2005 Peterbilt 330 ENG: Automatic, 48,000 miles, 1200 Fruitland pump, 2500 gal. steel tank, 2200 gal. waste, 300 gal. fresh, jetter w/200' hose, tank hoist, full rear opening door.....\$92,000
715-874-5274 P8



2002 Freightliner FLD112: 410 hp Cat C12, 10-spd. Fuller, PS/AC, air ride, 395K miles, NEW 3500 gal. carbon steel tank primary/secondary shut-offs, top & rear man-way, sight glasses, hose trays, 3" inlet, 4" outlet with lever valves and camlocks. New National Vacuum 367 Challenger pump, PTO and gearbox driven\$58,925 + FET
877-296-2555 P8



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 P8



2008 5th Wheel Tanker: 1750 gallon Honda HXL75V, 24 hp, perfect unit.
\$23,900
916-454-2000 P8



2008 Guzzler CL Model XXS4118TC: 28', 5300 cfm Hibon blower, 18 cu. yd. on 2007 IN 7600 chassis w/Cat C13 380 hp, 10-spd. man., chassis miles 8906, chassis hrs. 539, chassis trip hrs. 193.3, Vac system hrs. 186. LIKE NEW.....\$175,000 OBO
1-888-635-9854, 812-423-6616 CMP8



1999 T-300 Roll Off: VERY CLEAN, 60K miles, Cat 3126, 6-spd., 30K lbs. Rudco lift. Trash and concrete boxes available.
\$37,000
916-454-2000 P8



1997 International: DT466 engine, auto. trans., 2002 model tank, 1000 gal. waste, 250 fresh, porta-pot rack. This is a local trade and is in excellent working condition. \$12,900. We have other pot trucks as well.
877-898-5104
www.hullstruckbodies.com P8



1995 International DT466: 2300 gal. tank with a water-cooled Jurop pump. Used daily, good start-up truck or portable toilet truck.Priced to sell \$20,000
715-234-7767 P8



2003 Freightliner FLD-120: 410 hp Cat C-12, Amthor 4000 gal. alum. Hazmat DOT 407/412 cert. tank, Jurop R260 pump, Fuller 13-spd. \$72,000. Many other trucks available from 850-4500 gal. tank trucks.
Jeremy 720-254-6176
www.pumpertrucksales.com P8



2000 GMC: Rebuilt Cat engine last year, just replaced lifters and water pump, vac pump just rebuilt, 1500 gal. steel tank new in 2006. Truck works every day.
\$25,000 OR REASONABLE OFFER
Clayton @ 903-839-3942 P8



1995 Vactor 2110: Two-stage fan system, 80 gpm @ 2500 psi water pump, telescopic rotating reel, 8' telescopic boom, 1996 IH chassis, automatic. (Stk. 1589)
Call Joe 312-208-6373 P8



1999 International 4900: AC, air brakes, Keith Huber body, 1500 gallon waste, 200 gallon water.\$25,000
225-261-1015 P8



2004 Kenworth T-300: VERY CLEAN, Cat 3126, 2300/200 split tank, Allison trans., jetter, 6" discharge, 2-4" 1-2" inlets.
\$58,500
916-454-2000 P8

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



August



2007 Sterling LT 9500 Tandem Axle Vacuum Truck: 3,360 gal. vac tank, Masport pump. Low miles and EXCELLENT condition.
Ron at 1-888-867-9507 P8



Vac-Con Model MV-311 THA: Municipally owned & maint., Ford auto trans. chassis, tires 95%, new hyd. driven 3-stage blower, recent rebuild on water pump, spring loaded washdown gun & hose reel, arrow brd., strobes, behind cab toolbox, 94,407 miles, 4,541 hrs.\$44,000 OBO
Pat's Pump & Blower - 800-359-7867 P8



1989 Ford (Vactor 2045) 1020 Holmes: 16', 4500 cfm blower, safetied and ready to work.\$18,000 OBO
Call Rob 519-384-3416
or email hdind@mnsi.net P8



2001 Supersucker: Freightliner FL112 chassis, Cat C-10 engine, 27' blower, Cotta transfer case.\$95,000
Call 1-888-739-0838 P8



1989 Mack (Vactor 2045) 1020 Holmes: 16', 4500 cfm blower, stainless steel lined, safetied and ready to work.\$18,000 OBO
Call Rob 519-384-3416
or email hdind@mnsi.net P8



2003 Ford 550: Satellite tank, auto, 7.0 diesel, 650W, 350F, 2-unit carrier, 210,000, washdown unit. Great running truck.\$19,500 OBO
315-247-0582 P9



1999 Volvo EC-140 Hydraulic Excavator: Cab, A/C, heater, radio, articulated knuckle and ditching bucket included.\$40,500
 Hyd. brush cutter attachment\$6,500
 Digging bucket attachment\$2,800
863-956-0315 P8



Purchased New 05/2007 Pre-Emission Kenworth T-800: C15 475 Acert. 475 hp, Fuller 10-spd., Concept 2000/5300 gal. alum. tank, 2 compartments. (5000 waste/ 300 fresh), 3 full-size anti-surge internal baffles. Jetter sys. w/300' hose\$160,000
570-829-3231 P8M



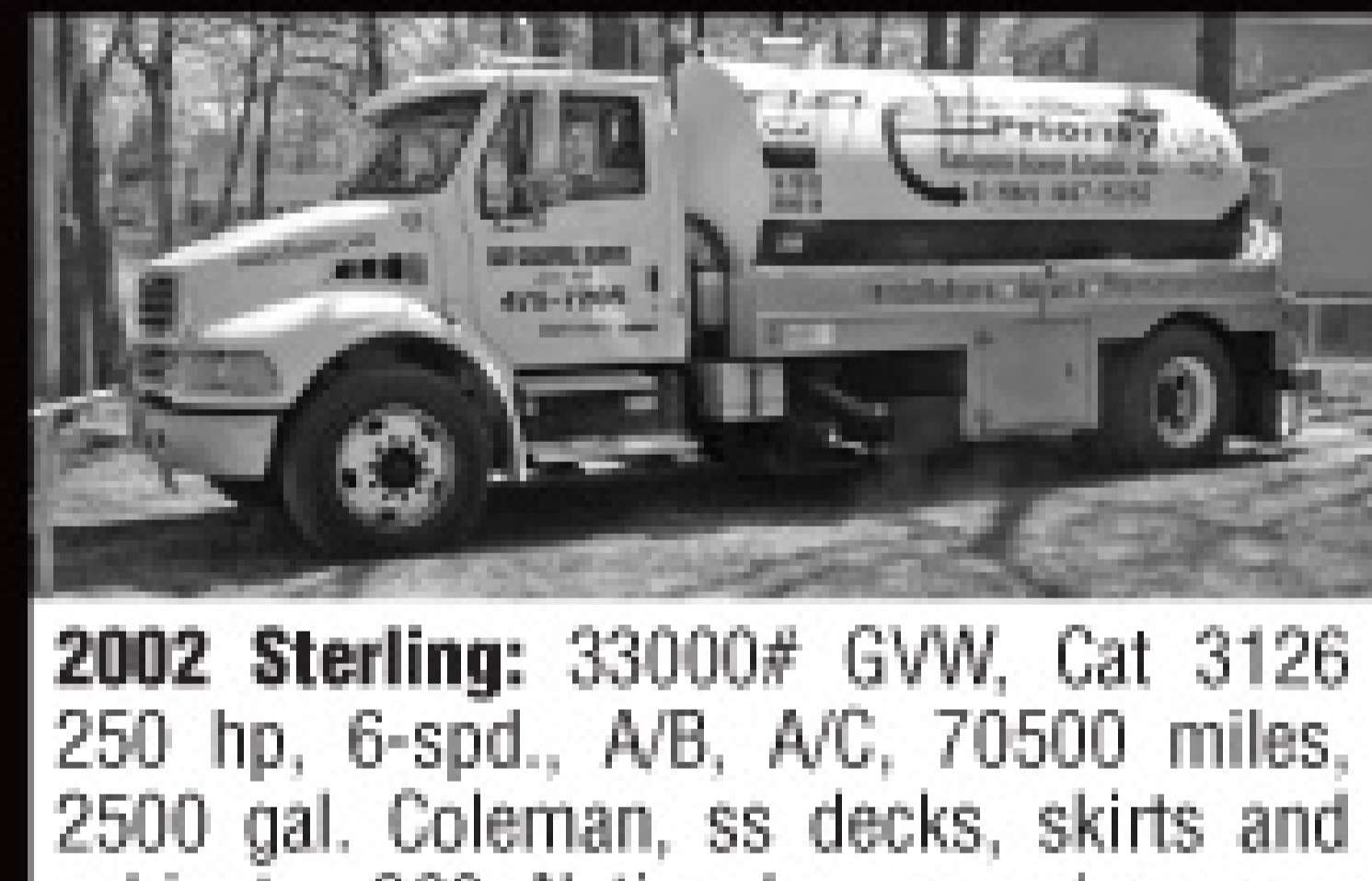
2001 Peterbilt 357: Cat engine, 8LL, 4000 gallon steel tank. Coming soon.
27th Trucks Inc., Miami, FL
305-835-9030 P8



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 P8



Used 2003 Satellite MD 950 Tank: Excellent condition, includes work lights, toolboxes, fresh water pump, 2-toilet carrying rack and Conde 6SS vacuum pump.\$9,995 OBO
231-924-8994 P8



2002 Sterling: 33000# GVW, Cat 3126 250 hp, 6-spd., A/B, A/C, 70500 miles, 2500 gal. Coleman, ss decks, skirts and cabinets, 360 National vacuum/pressure pump powered by power clutch pto, heated valves. Available in Aug.\$39,990
Call Judge @ 516-398-5638;
or Email: cwjudge@aol.com P8



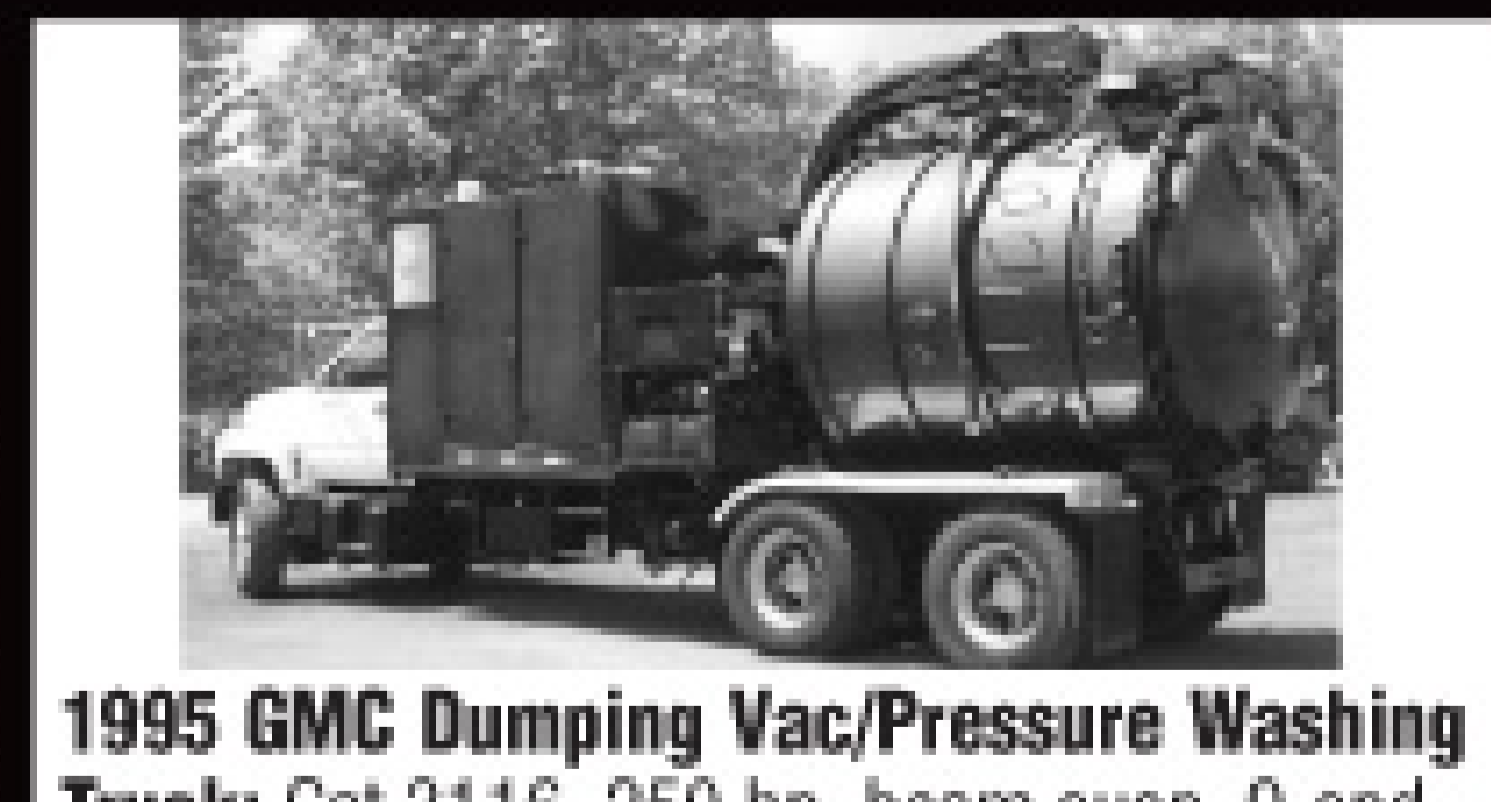
1992 Topkick w/1600 Gal. Tank: All new hose trays, lights, primary, secondary, valves, paint, etc.\$22,500
 Also have several other trucks for sale from 1000 gal.-4000 gal.
Jerry @ 918-381-9072 P9



2001 GMC w/Boss Pipehunter Jetter: 3/4' line w/rotating hose reel, 500 gallon tank, 80 hp aux. engine.\$31,500
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405-495-5110 P8



2002 Mack CHs: 10-speed, 2500 carbon steel tank. 10 available to your specs.
27th Trucks Inc., Miami, FL
305-835-9030 P8



1995 GMC Dumping Vac/Pressure Washing Truck: Cat 3116, 250 hp, beam susp, 9-spd., air brakes, locking diff., 16K/40K axles, dumping vac tank, 22.5 tires, Nash vac unit driven by Cummins dsl., Supra Hot pressure wash sys. w/1,545 hrs., 4' outlet or full open rear discharge.\$29,500
715-546-2680 P8M

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August



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2005 Sterling 9500/SuperSucker MudDog: Cat C13 engine, 10-yr. body, 880000 BTU burner, 3000 psi @ 14 gpm pump, 1021DV Dresser Roots blower, 28760 miles, 2264 hours.\$195,000
Matt 330-270-0700 x108 P8



1990 Ford L8000: 1999 2300 gal. Imperial tank, rebuilt 360 Challenger pump, excellent rubber, heated valves.....\$20,000 OBO
585-229-2504 P8



2003 Mack CX-613 Vision: E-7 427 hp, Jake brake, 10-spd., new 5000 gal. US tank, new Jurop LC420 pump, with all new accessories, 20K tag axle, new paint.
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2000 Mack CH-613: E-7 330 hp, 10-spd., 200K original miles, new 4000 gal. U.S. tank, new Jurop LC420 liquid-cooled pump. All accessories new. Double-framed, new paint. Call for more details!\$59,000
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1993 Vactor 2103: Rear decant, rear mounted arrow board, extendable boom, 500 gallon water capacity, 30 gpm @ 3000 psi water pump, 1993 Ford chassis, 175 hp engine, 5-spd. manual trans., low hrs. and miles, ex-municipal truck. (Stk. 1590)
Call Joe 312-208-6373 P8



2006 Ford F750: 5-spd., 26K lb. GVW, 2006 Progress portable toilet service unit, 2000 gal. alum. tank, 2-comp. 1500 gal. for water or premix, 1 1500 gal. for waste/debris, Masport pump, 3' suction hose.\$59,500
Opdyke Truck Sales 800-520-4704 PBM



1994 Ford LN 8000: Cummins motor, runs great, needs some work.....\$18,000 OBO
631-757-1188 P8



2003 Ford 550: Satellite 650 waste, 350 fresh, auto, diesel, 6.0, 168,000 miles, runs excellent, new injectors, new paint job. Very sharp.Priced to sell: \$20,000 OBO
315-247-0582 P9



1994 IHC: 6+1 spd., newly rebuilt DT466 less than 1000 miles, A/C, new rubber, new 2006 tank 2250/250/75, universal portables or sewer, Moro AC4 pump, pressure washer, poly liner, too much to list.\$44,000
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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
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Raleigh/Durham, NC P8



**1996 International Vactor 1645 16\"/>
 Industrial Loader:** L10 Cummins, 8' top load with swing out boom. Excellent condition.\$55,000
Kevin 563-388-9100 CP8



2000 Sterling: C-12 Cat engine, 10-spd., AC, cruise, new 2500 gal. tank and Jurop R260 vac pump, new paint and all accessories. Nice, strong truck.\$39,000
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www.hullstruckbodies.com P8



1985 International S2500: 18 FRT, 44R, 7LL, 300 Cummins, R260 pump 2008, 3880 T-Line tank 2004, new tires 2009, truck runs daily. VERY GOOD condition.Price Reduced to \$20,500
715-745-2006
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350 Used Poly and Satellite Portable Toilets For Sale in Utah: Volume discounts available.\$225 each
Ryan @ 801-430-7287 P8



2005 Freightliner M2: 6-spd., 2500 gal. carbon steel tank, new pump, new paint job.
27th Trucks Inc., Miami, FL
305-835-9030 P8

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TRUCK STOP



August



1989 Ford L-9000 Dumping Vac Truck: Cat 3406 B, 400 hp, 411,474 miles, 8LL, FT&M vac unit, 3,200 gal. steel dumping tank, Hendrickson RS susp., 20K/44K axles, lockers, 22.5 tires, spoke wheels, pintle hitch.\$19,500
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2004 Kenworth: 385 hp Cat engine, 10-spd. Jake, AC, cruise, air-ride, new 3500 gal. tank and Masport 400 vac pump, new paint and all accessories. This truck is absolutely beautiful.\$67,000
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1998 Vactor 2110J on Freightliner: 80 @ 2500 w/1000 gal. capacity, 8' telescopic boom, auto wind., telescopic rotating reel. Will be rebuilt per Vactor specs. \$125,500
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1999 Ford F-450: 850 gal. Satellite tank, 2-toilet rack, Conde Super 6 pump, 4WD. Call for more pics and questions. \$16,000
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715-723-3449 P8



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John Biles 615-477-4089 P8

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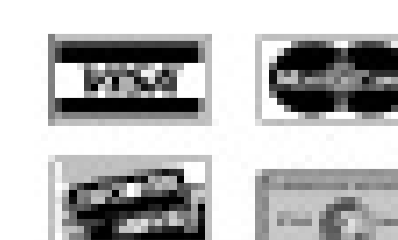
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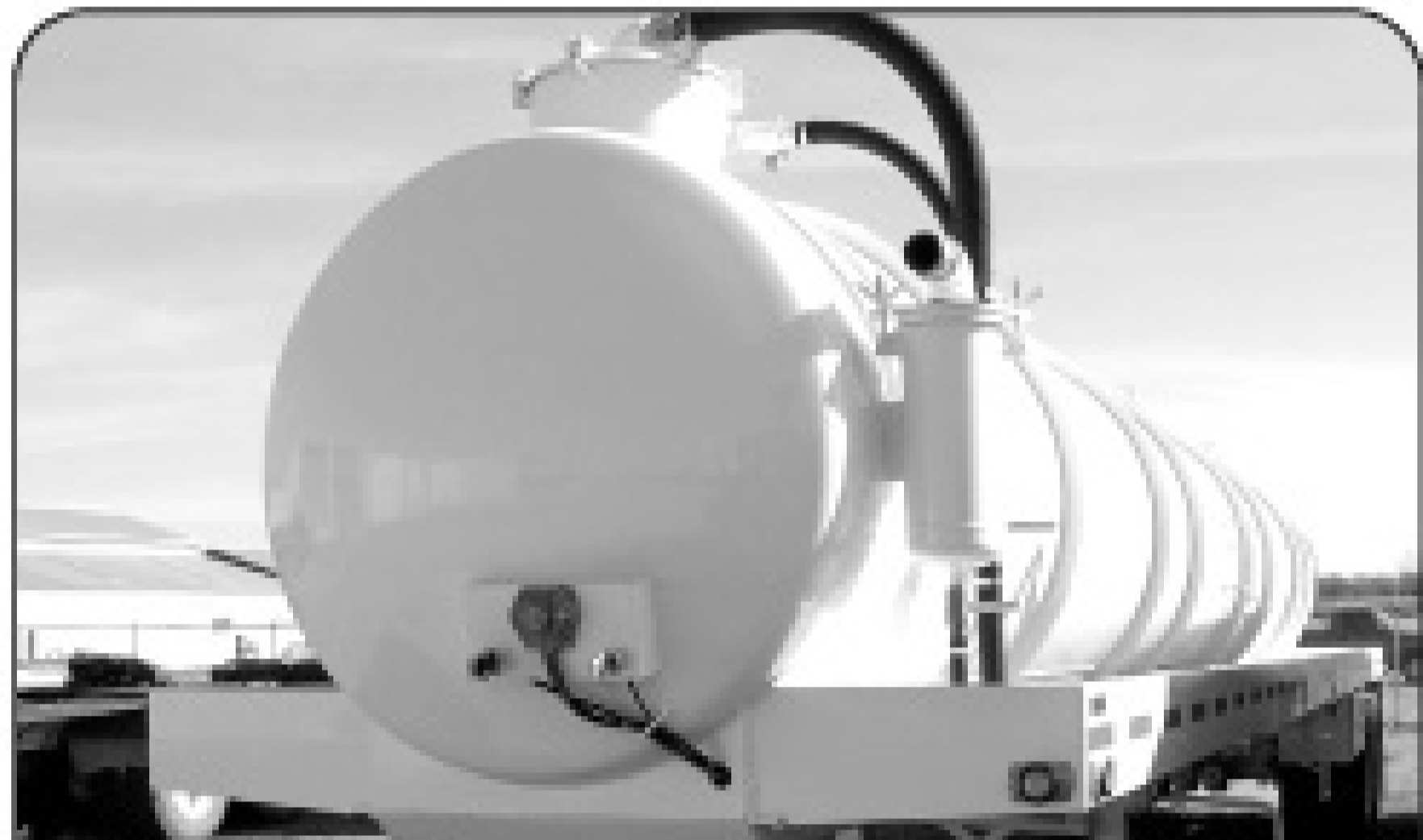
1981 Peterbilt 359, Cummins 350, 13-speed, Fruitland RCF500 vacuum pump, 2500 gallon vacuum tank.



2000 IH 4700, DT466E, 5-spd., non-CDL, double frame, new Wally 403HR vacuum pump, new 1600 gallon vacuum tank.



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



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



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



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



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

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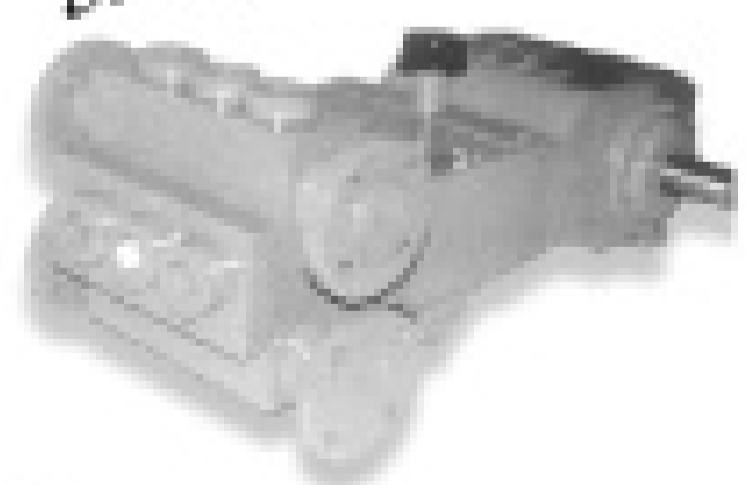
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2010 Peterbilt 340s **loaded with every option except with automatics** with a new Presvac 3200 gallon stainless steel, DOT 412 certified, **full open rear door, dump style units.** PVB750 vacuum pumps. (Stock #13384 F) *In production.* **www.VacuumSalesInc.com,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

Brand new 2009 Sterling Acterra with Presvac DOT 407/412, 3250 US gallon, full open rear door and dump body, Cummins ISC-315, 330 hp, 10-spd. trans., PV750 vane pump, 28.5' Hg., 400 cfm. 888-564-0202. www.kmhequip.com. (P8)

2000 Mack RD686 triaxle with 4,000 DOT certified dump and door Presvac vacuum tank. New Moro PM100 vacuum pump with new NVE valves and tank inspections. 350 hp engine with 44K rears with 15K pusher, 18K ft. axle. Must see. KLM Companies. 617-909-9044. (P8)

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

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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. (P8)

NEW Presvac 5500 gallon c/s DOT certified vacuum tank unit, self-contained. **In stock!** (Stock #13373) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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. (P8)

JETTERS-TRAILER

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)

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

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

JETTERS-TRAILER

New 2007 Harben 4018 DTD E45 Series Jetter Trailer, 4000 psi up to 18 gpm, 300 gal. water tank, Deutz F4L2011 4-cyl. diesel with 10 hours. **www.kmhequip.com. 888-564-0202.** (P8)

JETTERS-TRUCK

2003 Sterling LT with Camel Super 200 Combination truck, 16-yard debris tank, 1,500 water. In excellent condition. Low miles. \$110,500. KLM Companies, 617-909-9044. (P8)

1994 Ford F-800, manual transmission, 210 hp diesel, Ram Rodder w/Myers pump, 1,000 gal. water tank, 525' 1" hose, 180-degree pivoting reel, winter recirculator, 162,500 miles. \$7,800. 815-741-4440. (PBM)

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)

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1989 International Camel with 12-yr. debris tank, extendaboom, 1500 gallon water tank, Meyers pump, 80 gpm, 2000 psi, ex-municipality. Price \$34,320. Call 503-969-9557 or 503-682-2723. (CP8)

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

2004 Sterling LT7500, AquaTech B-10, Cat C-7, Eaton 10-speed, 60,000 GVW, 10 CY debris, 1000 gal. water, 80 @ 2000, Roots 824 blower, General MS55 pump, 64,500 miles, 3034 hours. 888-564-0202; **kmhequip.com.** (P8)

2006 Volvo VHD 64F, AquaTech B-12 combo with hydro-excavation kit, 980,000 BTU boiler 2500 PSI @18 GPM, Jetter 2500 PSI @ 65 GPM, 1000 gal. water, Hibon TS56 blower, 12 CY debris. 888-564-0202; **kmhequip.com.** (P8)

JET VACS

1998 Vactor 2112 on a Freightliner, 40,946 miles, **PD blower**, 80 gpm, 2500 psi, extendible boom, articulating hose reel, accumulator, new paint. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

1993 International Camel, diesel, push plate, large blower, 1000 gallon water tank, low miles, excellent condition, ex-municipality. Price \$43,120. Call 503-969-9557 or 503-682-2723. (CP8)

2007 Volvo VHD 64F, VacAll jet vac, VE D12 365 hp, Eaton 10 speed, 12 Cy debris, 1500 water, 80 @ 2000, Hibon TS56 blower, low miles & hours. Also have available with hydro-exc. kit. 888-564-0202; **kmhequip.com.** (P8)

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)

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)

2002 Vactor 2110-j4 combo unit, 2500 psi, 80 gpm, mounted on Int. 2554. Allison a/t. John Deere aux. engine. 732 fan hours, 5700 engine and 34,500 truck. Pristine cond. 540-921-3542 Chuck. (P9CM10)

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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JET VACS

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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Portable Restrooms, construction units. PolyJohns (grey) American Polys (grey) \$100 - \$200. 150 available. Also have (2) 2003 Satellite Ford 550's, \$18,000 ea. Central NY area. 315-247-0582. (PT8)

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. (P9)

100 PolyJohn and Tuff-John toilets, construction grade. Groups of 10 units for **\$1,350 or \$150** each. We also sell shipping containers and units may be purchased together for further discounts and ease in transportation. Located in Central Kentucky. Call 859-255-6605 or email eric@a1portables.com. (P8)

50+ Synergy World toilets, 3 ADA toilets, 3 holding tanks, 1994 IH service truck. Located in Texas. \$30,000. Email: toiletbusiness@att.net. (PT8)

150 PolyJohn units. Aqua and yellow. Construction grade. \$150 to \$250 each. Southern MI. Ph: 248-437-5595 Email: johnsanit@yahoo.com. (P8)

Satellite Tufway Units. Tan. All in good condition, 100's for sale. \$200 each. 386-931-0291. Florida. (P8)

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Party Wagon - Portable Entertainment Station walk-in restroom with toilet & sink, stereo system, big screen TV, DVD/VCR, satellite TV system, propane gas grill, built-in beer tap. Perfect for the race, ball games or camping. \$9,900. Call Brian Wintjen at 843-529-1399. (P9)

2008 Wells Cargo 3-stall restroom/shower combo, used 3x short term, excellent condition, pewter color. Located in Northern CA. \$23K. Call 707-545-4847. (P8)

1997 24' Olympia, \$12,000; 2001 26' Olympia Executive, \$17,000. Call Bill Jr. 614-497-1776 OH. (P9)

PORTABLE RESTROOM TRAILERS

2008 Sanddollar 8 x 12 trailer for sale. Two ladies stalls & sink; one mens stall, one urinal & sink, upgraded interior. Asking \$14,500. 864-751-4209. (PT9)

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)

2008 24' Olympia Executive, never used, paid \$28,700, will take \$26,000. 2004 Olympia 20' Executive, excellent condition, \$18,000. 2000 Olympic 30' Luxury Liner, \$20,000. 2001 Olympic 26' Executive, \$17,000. Call 866-883-9538 NY. (PT8)

New 28' - 12 standard unit or 3 A.D.A. \$6,500. View at www.hackerbuiltinc.com. Build to order trailers. Leave message at 507-272-9351 or call Tom at 507-951-2188. (P8)

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

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2000 Ford F550, auto with A/C, 950/250, 115,000 miles, **\$27,000.** Also, 2007 Dodge 3500, auto with A/C, 40,000 miles, 500/200, **\$34,000.** Both trucks in good condition. Pictures available. Located in Central Kentucky. Call 859-255-6605 or email eric@a1portables.com. (P8)

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. Location Phoenix, AZ and Las Vegas, NV. \$45,000. 208-362-3193. (P8)

1999 Ford F550, 190,841 miles, manual 5-spd. trans., red/white exterior, grey interior, chrome wheels, Keith Huber portable unit. Garage kept, well maintained. Call 717-567-3848. Ask for Joe. (P8)

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)

2004 Sterling Acterra, 125,000 mi., automatic, hydraulic brakes, A/C, flatbed, hydraulic gate, PTO pump, carbon tank 350/150, non-CDL. \$31,500. (V-204) Call Pete 732-895-6533. (P8)

TANK ONLY - Do 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. (P8)

2000 International 4700, 166K mi., stick shift, air brakes, trident stainless steel tank 250/1100/250, underhood pump Masport M2DES, \$13,000. (J-51) Call Pete 732-895-6533 for more info. (P8)

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. (P8)

PORTABLE RESTROOM TRUCKS

Satellite steel tank, 450 waste/250 fresh. Unit pulled from F450, good for start-ups, 2nd truck or trailer unit. \$1,495 OBO. 606-439-4887. (PT8)

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)

2000 International 4700, no motor, no transmission on frame, trident stainless steel tank 250/1100/250, \$13,000. Call Pete 732-895-6533. (P8)

PRICE REDUCED: 2004 Crescent Tank Chevy 4500 Truck: 650 waste, 250 fresh, carry 6 units, Masport pump & new Masport traps; diesel, automatic, 111,710 miles. Factory refurbished vacuum tank, good condition. **\$37,000.** Crescent Tank Mfg. 585-657-4104. (P8)

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)

2004 International 7400, 110,000 miles, automatic, air brakes, A/C, Presvac carbon tank 250/1100/250, 2-unit carrier, PTO pump Masport HXL2F, \$39,000. Call Pete 732-895-6533. (P8)

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. (P8)

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)

2005 International 4300, 123,000 mi., recently rebuilt engine, automatic, air brakes, A/C, carbon tank 200/1000/200, 2-unit carrier, PTO pump Masport HXL2F, non-CDL. \$32,000. (R-205) Call Pete 732-895-6533. (P8)

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PORTABLE RESTROOM TRUCKS

2004 International 4200, 120,000 mi., auto, 6.2 diesel, hydraulic brakes, A/C, stainless steel tank 1000/400, 2-unit carrier, PTO pump Masport HXL2F, non-CDL. (V-104) \$38,000. Call Pete 732-895-6533. (P8)

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)

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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)

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)

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

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