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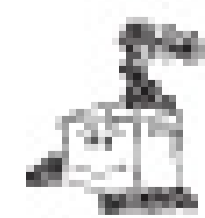
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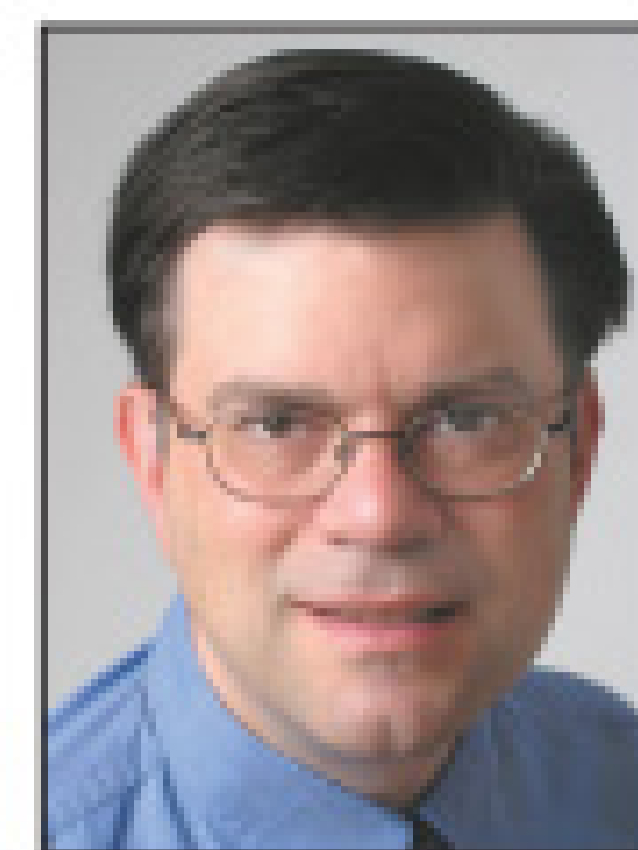
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## Reading Between the Lines

### Help Stop the Flow of Bad Advice

By Jim Kneiszel, Editor



Just when you think the word is getting out about proper septic system maintenance, you run into a horrifying answer to a homeowner question on the popular Yahoo! Answers Web site (<http://answers.yahoo.com>). If enough people read this bit of advice given by a so-called expert, it would set back by years the industry's efforts to provide professional and environmentally responsible care for septic systems.

Posted on the Web site a few months ago was a question from an anonymous writer: "My septic tank is full. I don't have any money to get the tank pumped. Any idea what I should do?" From among several answers, the asker rated the following response with five stars, noting it was the most valuable advice he received:

"I have an answer for you that not everyone will be receptive to, but if you are in a bad spot financially, it will work. This will only be doable if: 1. You live in the country, 2. Your neighbors live far away or are very nice, 3. You have a field or open ground near your tank." This should give you an idea of where the advisor — who claimed to be a worker in the industry — is going as he tells the questioner to borrow or rent a gas-powered pump and uncover the septic tank lids.

"Pump the water side of the tank out onto the ground. You might want to run some freshwater out there with it, just to knock the smell down. This is basically what the septic tank does anyway through the leech line, only it does it underground.

"This isn't the most sanitary solution, but it will buy you some time ... There will be no long-term risk of contamination to the soil, as you are only putting dirty water onto the ground. In about a week or so, everything will be back to the way it was before you did this."

While other writers followed up with words of caution — urging the writer to call a professional to pump the tank and diagnose the problem properly — the damage of an ill-advised do-it-yourself solution was already done.

This exchange was disturbing on more than one level. My first question is, how many people working in this industry would offer this up as a viable solution?

I've talked to hundreds of pumping contractors at the Pumper & Cleaner Environmental Expo International over the years, and I can't imagine any of them telling a homeowner to literally take matters in his own hands like this. Real pumpers know this advice would be irresponsible, especially for someone "in a bad spot financially." What about the disastrous costs should this homeowner contaminate his or a neighbor's water supply? What if his actions cause sickness? What about potential fines should environmental authorities catch on to his actions?

And what about the writer who wanted so badly to believe he could get by on the cheap? Do all of you regularly encounter homeowners who hem and haw about the cost to maintain a vital link to proper sanitation? At the risk of fouling their nest, how many homeowners would try something like this to avoid a pump-out? Maybe I don't want to hear your answers.

We need to be ever-vigilant to counter this sort of ignorance. It's our professional responsibility to septic system users and the environment. The one bit of good news? I went back and checked, and Yahoo deleted the advice from its archives. Perhaps one of you raised a stink ... the other kind. ■

**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](mailto:editor@pumper.com).



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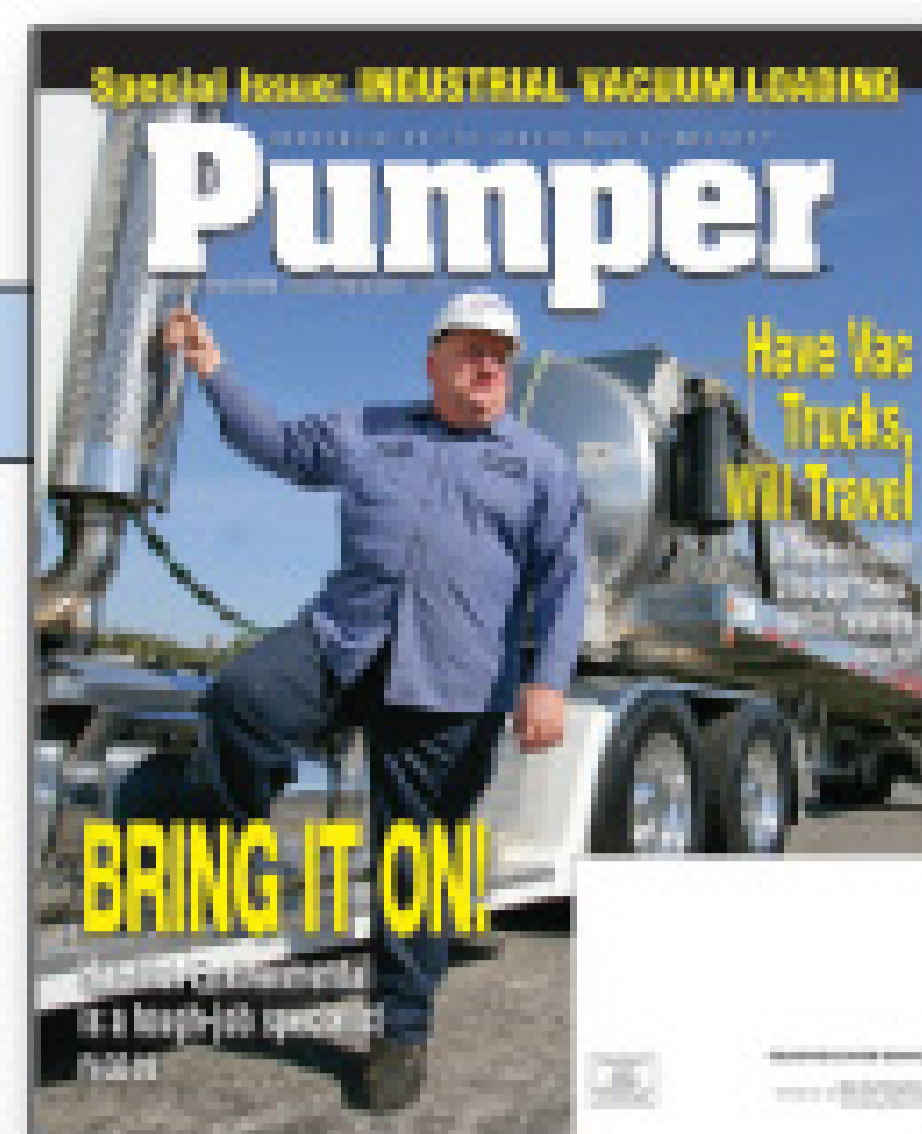
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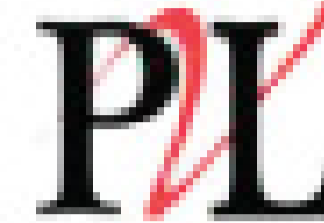
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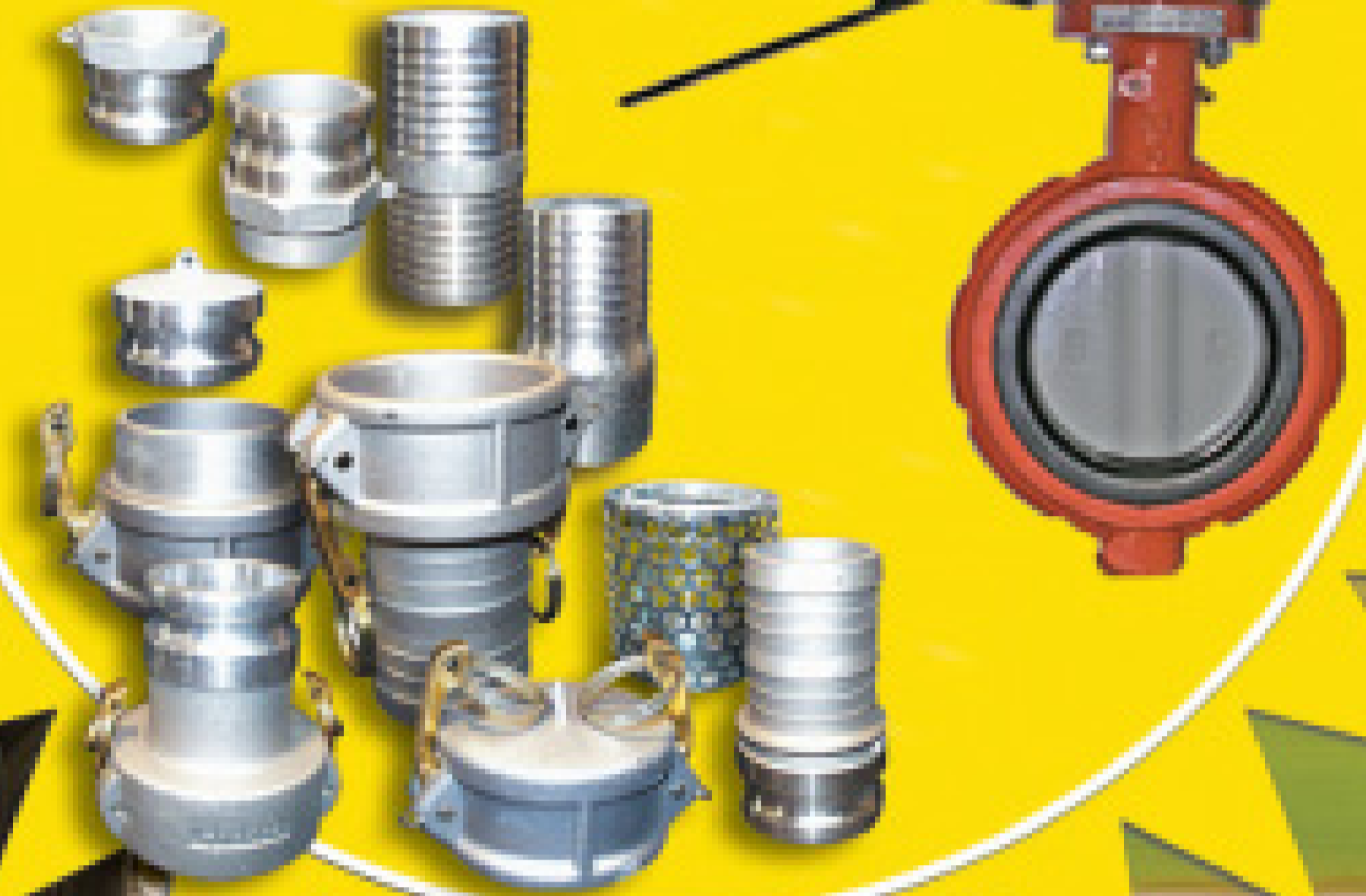
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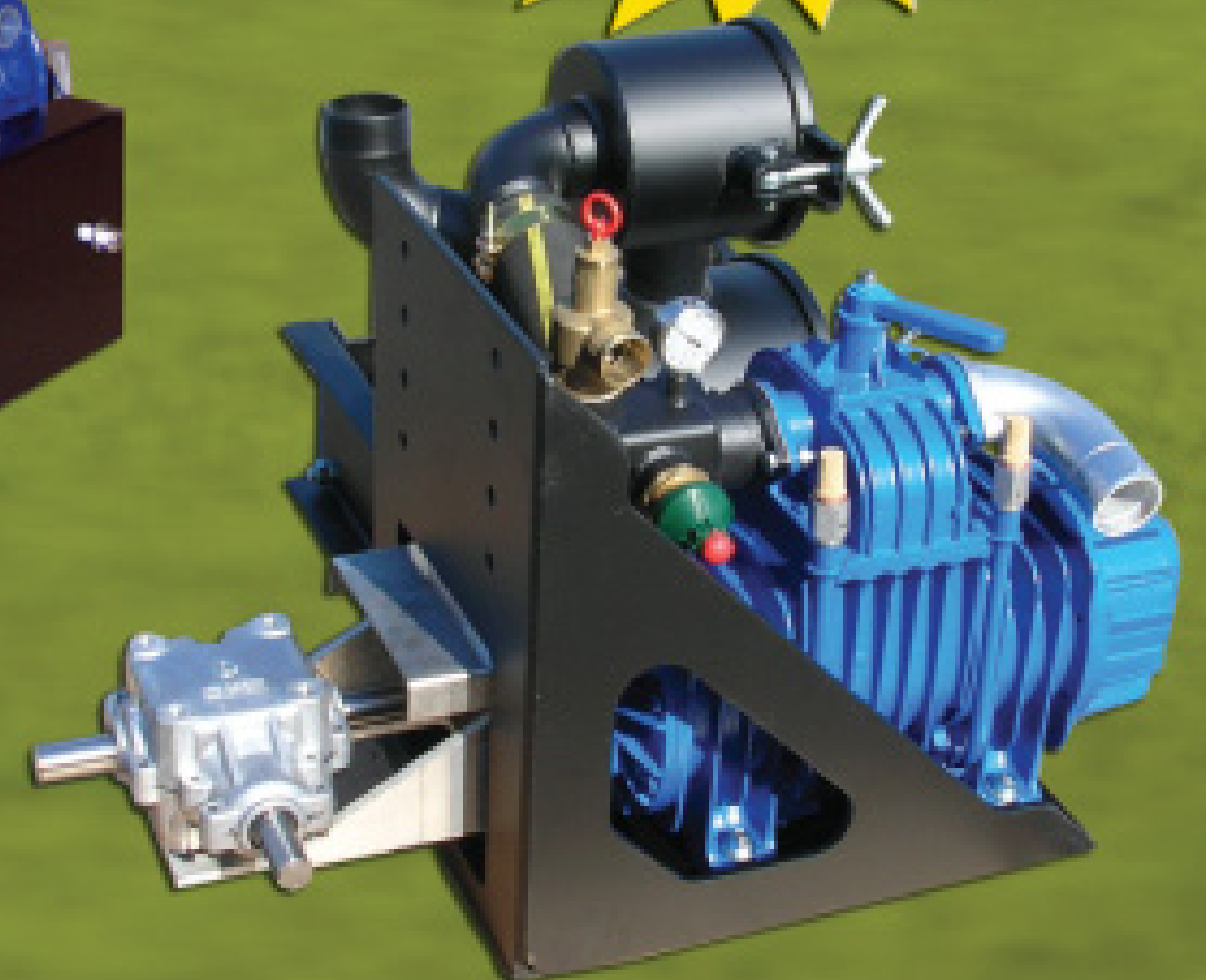
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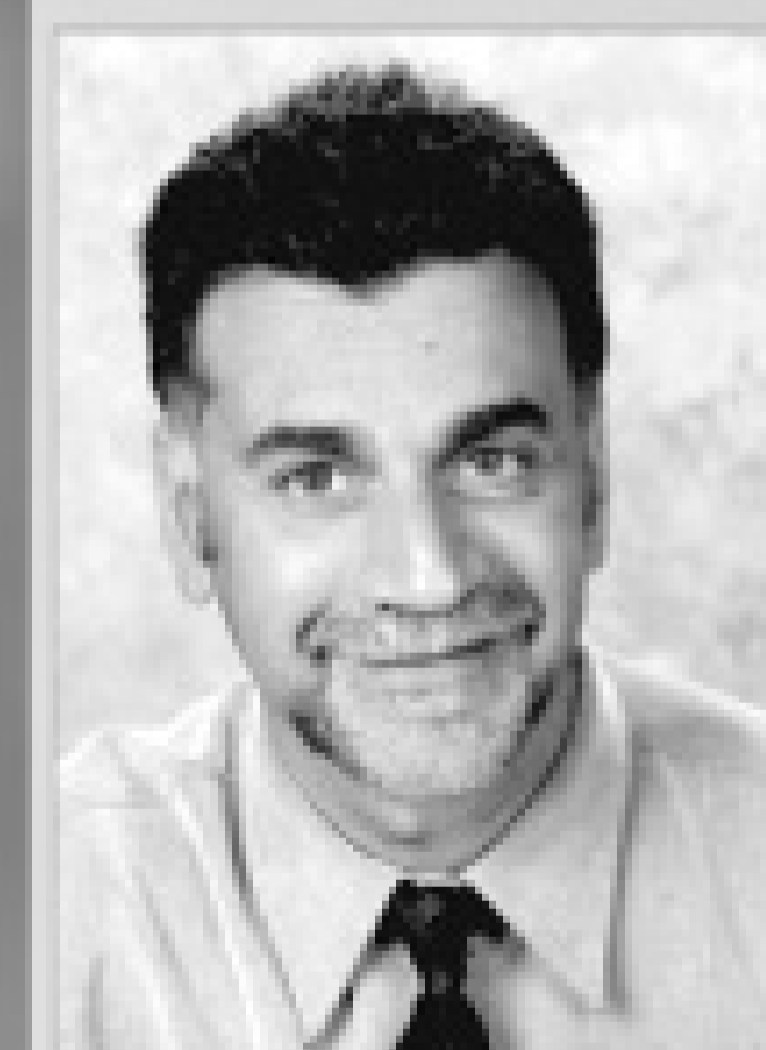
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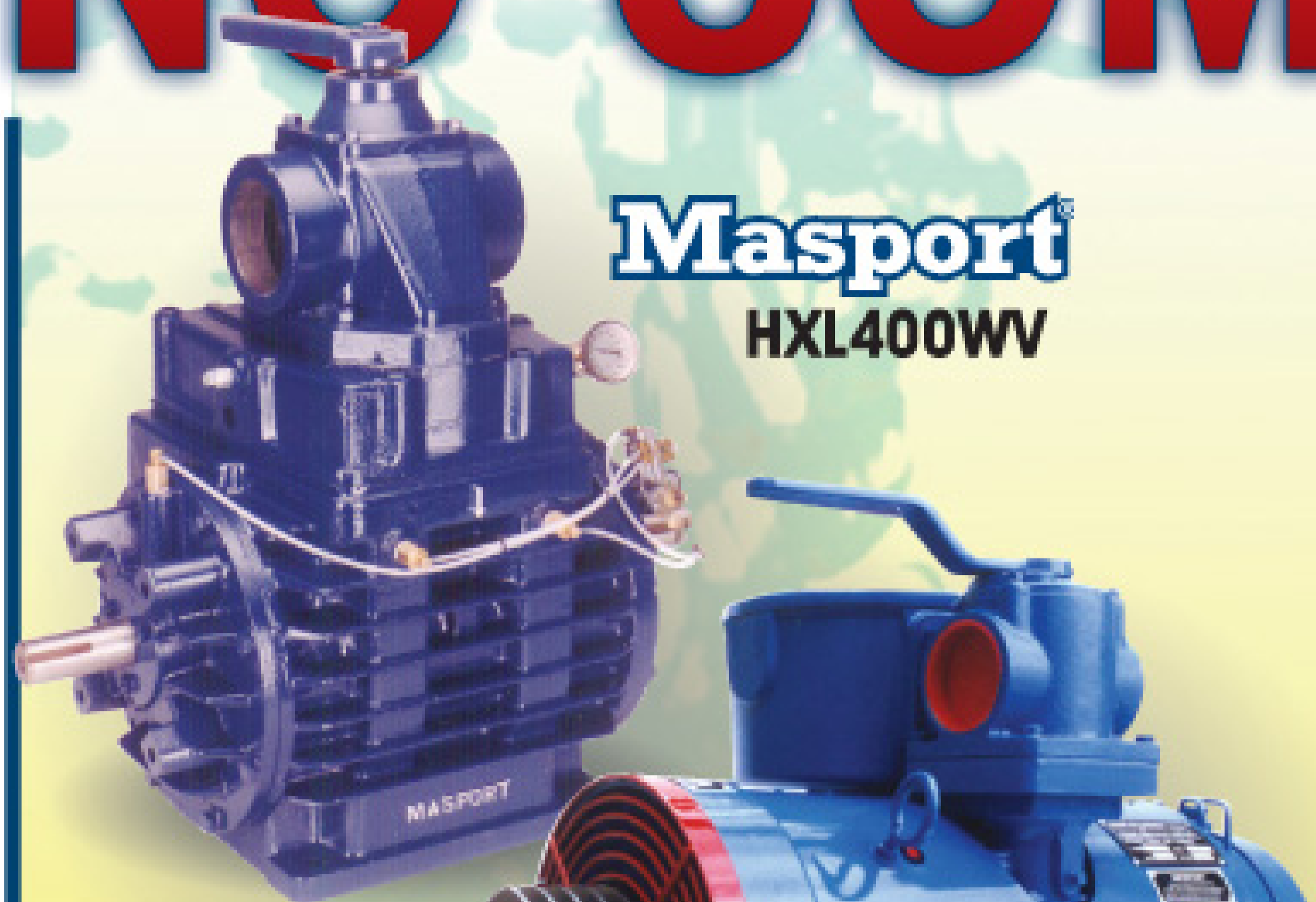
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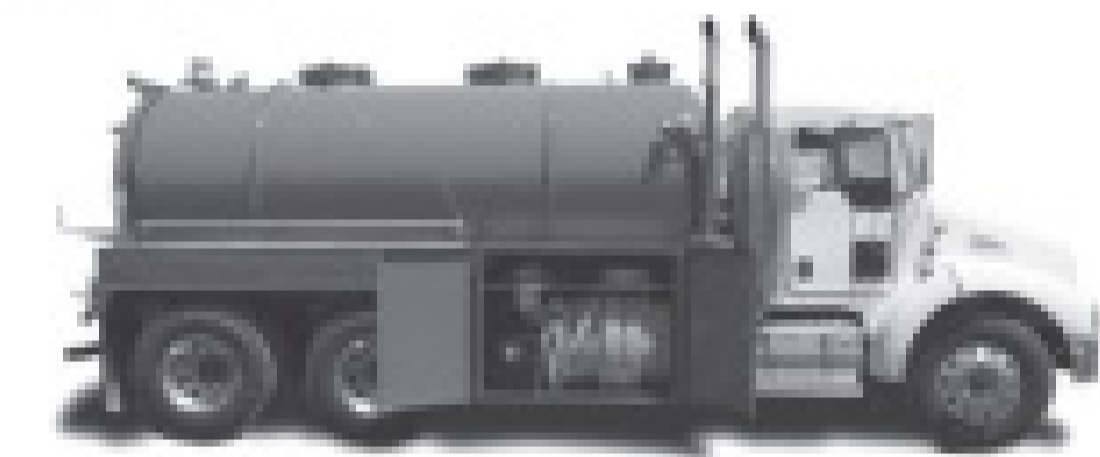
Industrial



Biosolids



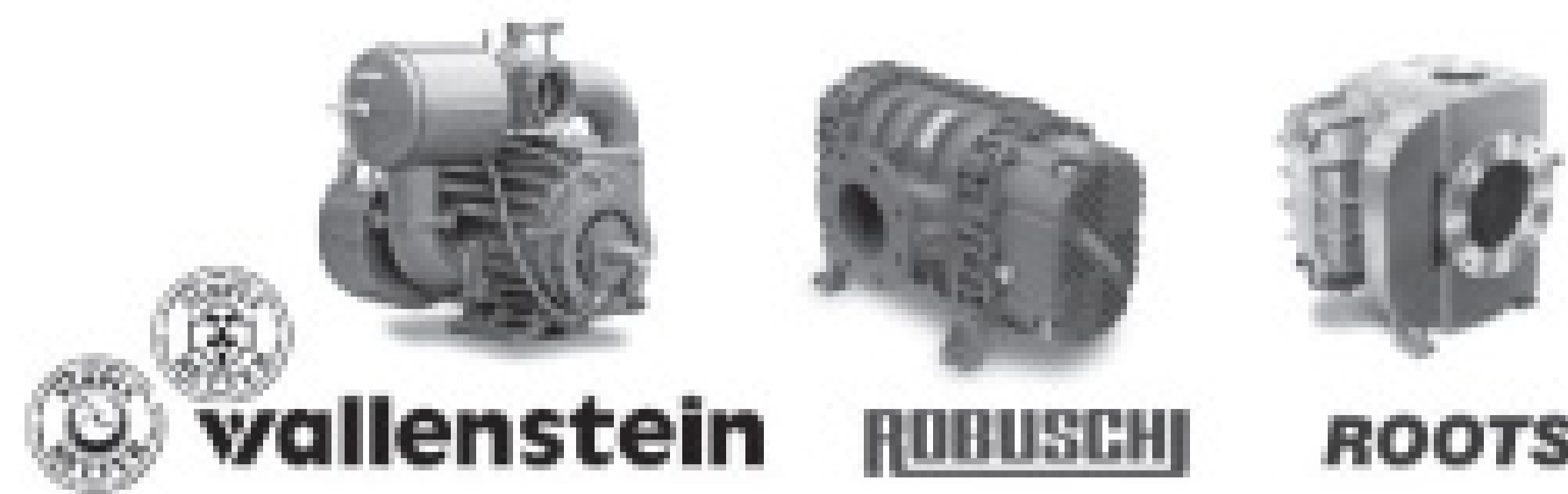
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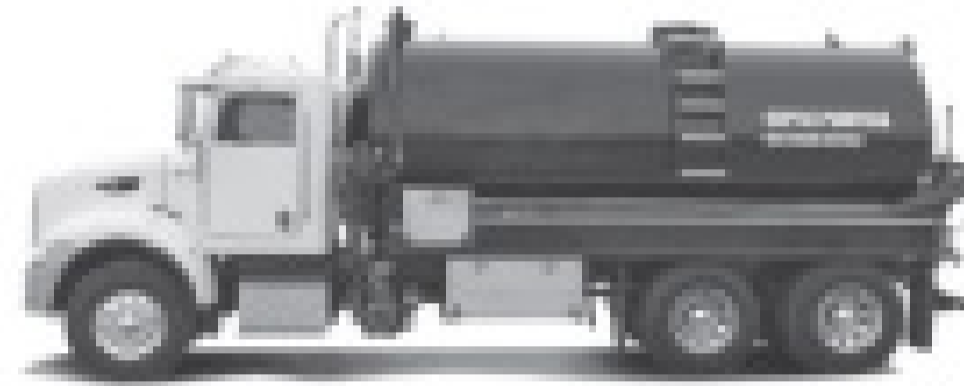
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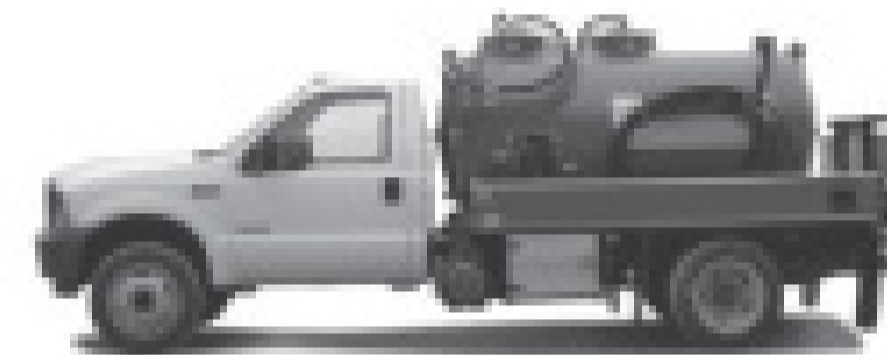
Septic



Low Profile  
Underground



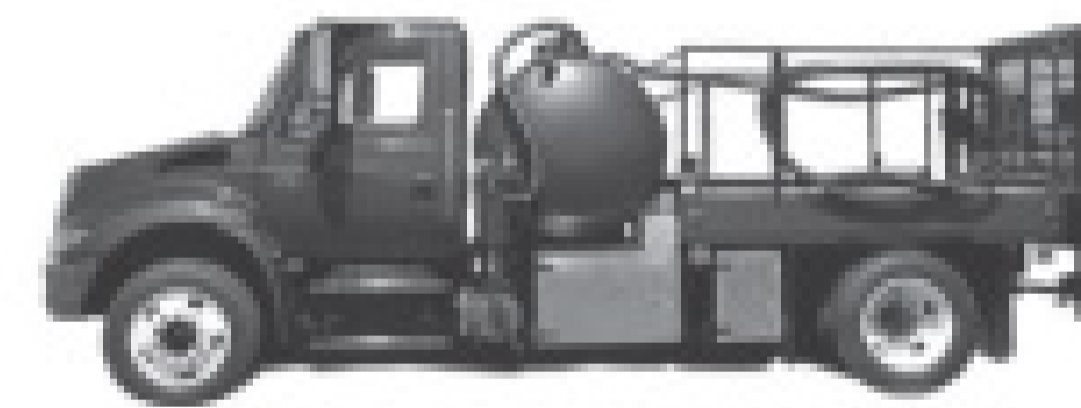
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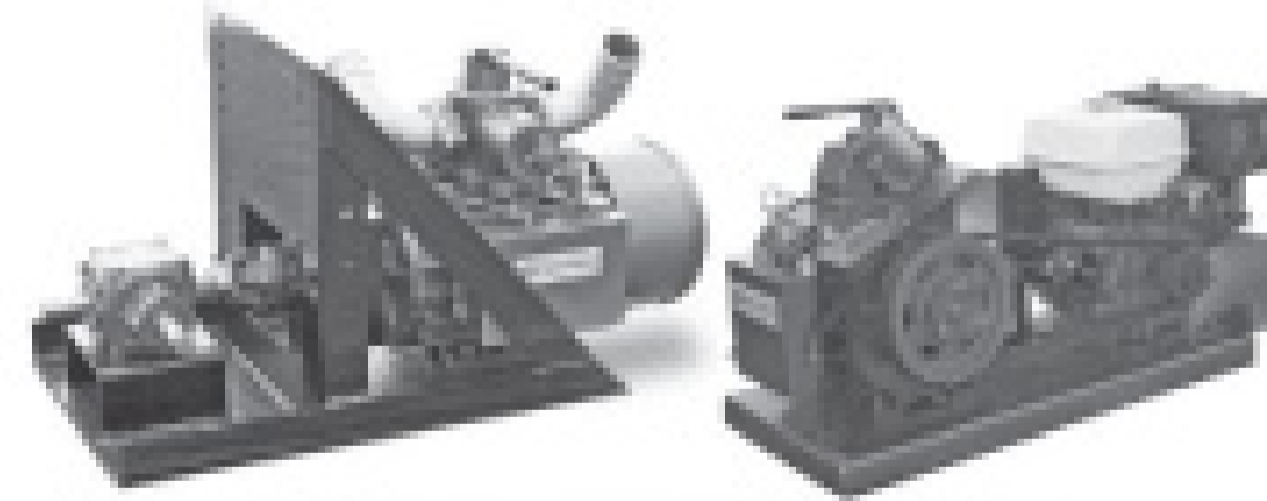
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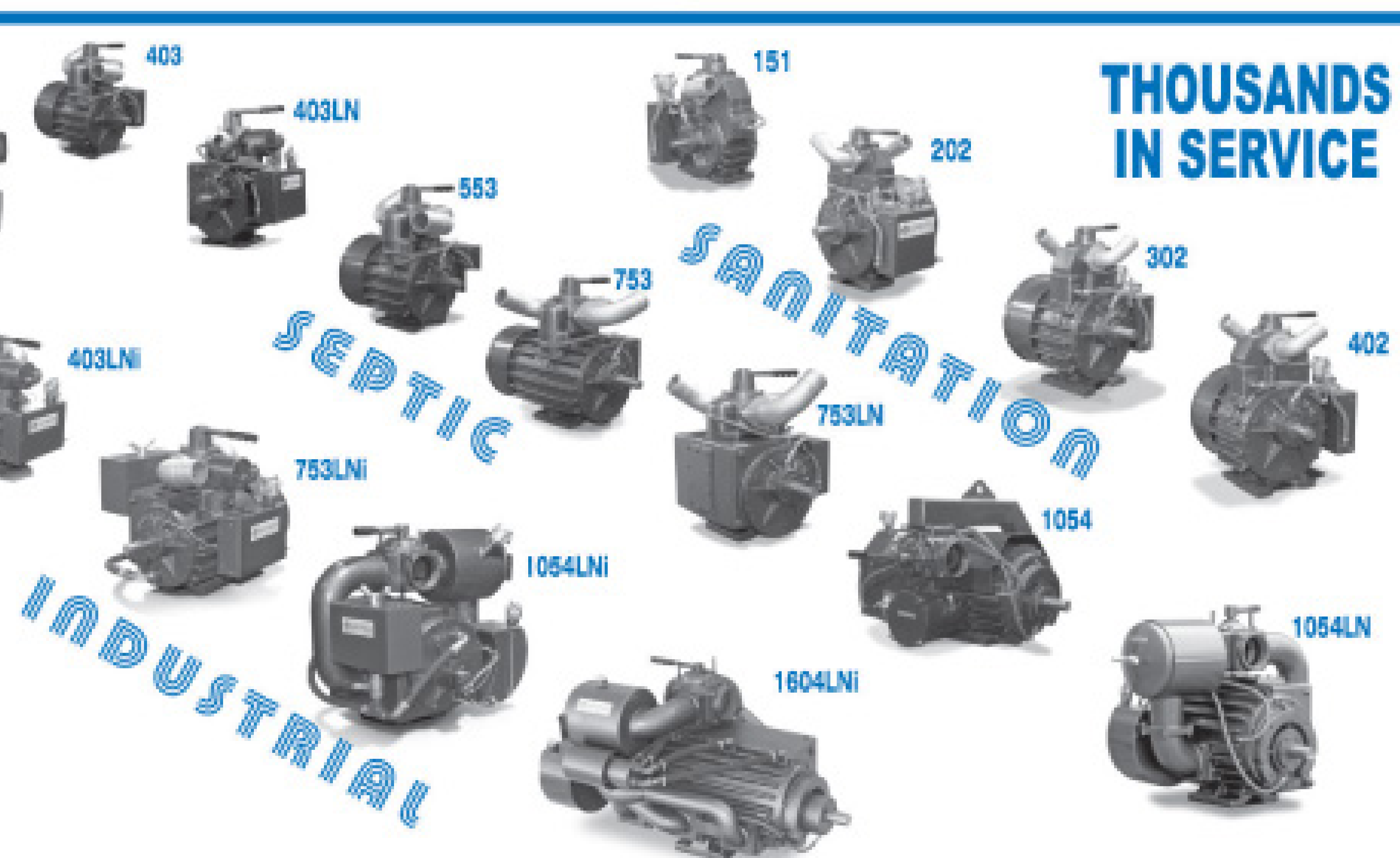


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# Get Cracking on Business Preservation

If a lagging economy is chipping away at your profitability, get moving on these 10 ways to keep your company ship-shape

By George Hedley

Customers have stopped buying, companies are closing, layoffs are common, banks have stopped lending, consumer confidence is falling. The list goes on. Many business owners hope things get better before it's too late and are struggling to stay afloat during these tough times.

As a business owner or manager, your choice is simple: Do what you know you need to do and do it fast ... or die a slow death.

Most people are afraid to make tough decisions, try new ideas or do business differently. So they continue to hope their outdated business strategies will keep working as they tread water or sink slowly and wait for something good to happen. Even if survival is your goal, past methods won't work.

Running your company the same way you always have will result in failure. The successful contractors will make tough decisions. What difficult choices do you need to make immediately to grow your business and make a profit?

Do these 10 things right now:

- 1 Set goals to grow and make a profit.**  
Stop lowering your prices and cutting costs. Start focusing on sales, customers, and making money. Write down your annual targets for revenue, direct costs, overhead expenses, and net profit for the next three years. This will get you aligned in a positive direction so you can decide what steps you'll need to take to achieve your profit goals.
- 2 Cut your fixed cost of doing business.**  
Determine what your business really needs to prosper in tough times. Decide how much overhead you can cut so you can make a profit with reduced revenue. Eliminate all unnecessary expenditures or underutilized people. Sell or eliminate any underutilized equipment or assets.
- 3 Preserve cash.**  
In times like these it's good to keep some cash handy. If you really need a new piece of equipment, do you have an option to lease it as needed rather than buy? Can you outsource or subcontract any services to cut costs? The more services you outsource, the longer you hold on to your cash.
- 4 Cut your poor performers.**  
Eliminate poor employees who have bad attitudes, stopped contributing, don't make money or don't fit into your long-range plans. Good people are easier to find now, so you have choices. Rate your people on an "A - B - C" scale. Keep the A workers, train and challenge the B workers and replace the C workers with employees who have the potential to become top performers.

Make a list of your top 10, 20 or 50 repeat customers. Go see them and ask about their needs, problems and plans. Learn how your company can become a bigger part of their future, how you can provide additional services and solutions, and what else you can do to improve your relationship.

- 5 Visit your top customers.**  
Most service businesses have a handful of loyal customers who provide 80 percent of their revenue. Make a list of your top 10, 20 or 50 repeat customers. Go see them and ask about their needs, problems and plans. Learn how your company can become a bigger part of their future, how you can provide additional services and solutions, and what else you can do to improve your relationship.
- 6 Seek new customers and markets.**  
Continuing to sell your services to the same customers won't give you better results. As sales opportunities decrease, you must increase the number of sales proposals to land the same amount of business. Start looking for more customers, markets and territories. Seek difficult, technical or complicated customer requirements competitors won't go after. Find new underserved locations or forgotten customers waiting for what you have to offer.
- 7 Get in the opportunity business.**  
Why do you continue to only offer what you've always provided? Wealthy business owners realize their companies are platforms to seek business opportunities to maximize their bottom line. For example, speedy printers keep busy by printing for customers who show up at their store. Successful printers are proactive and seek new creative types of entrepreneurial opportunities like joint venturing with authors to publish books or producing catalogs for a piece of the profits. Seek strategic alliances, ventures, new profit centers and additional services.
- 8 Increase sales and marketing.**  
Now, more than ever, you must make marketing and sales your top priority. Advertise or mail to your target list monthly. Enhance customer relationships via meals, sporting events, and time together. Send thank-you cards and handwritten notes to every customer to let them know you appreciate their business and want to do more. Upgrade your image, presentation, stationery, uniforms, signs, storefront, and Web site.
- 9 Increase spending on technology.**  
Can you improve or become more efficient by implementing cutting-edge technology? Make it your goal to eliminate paper, and never stop upgrading your technology.



**10** **Seek companies to buy.**  
 Keep on the lookout for struggling companies available to acquire at low prices. Weak competitors may need an infusion of cash and consider merging with your business. Also look for distressed real estate to invest in. Get out of your comfort zone and look for new ways to make more profit.

**A FINAL WORD**

You can continue to do business the same way and hope it gets better, or you can start looking for new ways to build your business. The only way to succeed in tough times is to make tough decisions, face reality, and change the way you do business. Don't wait until it's too late. Implement these ideas now! ■

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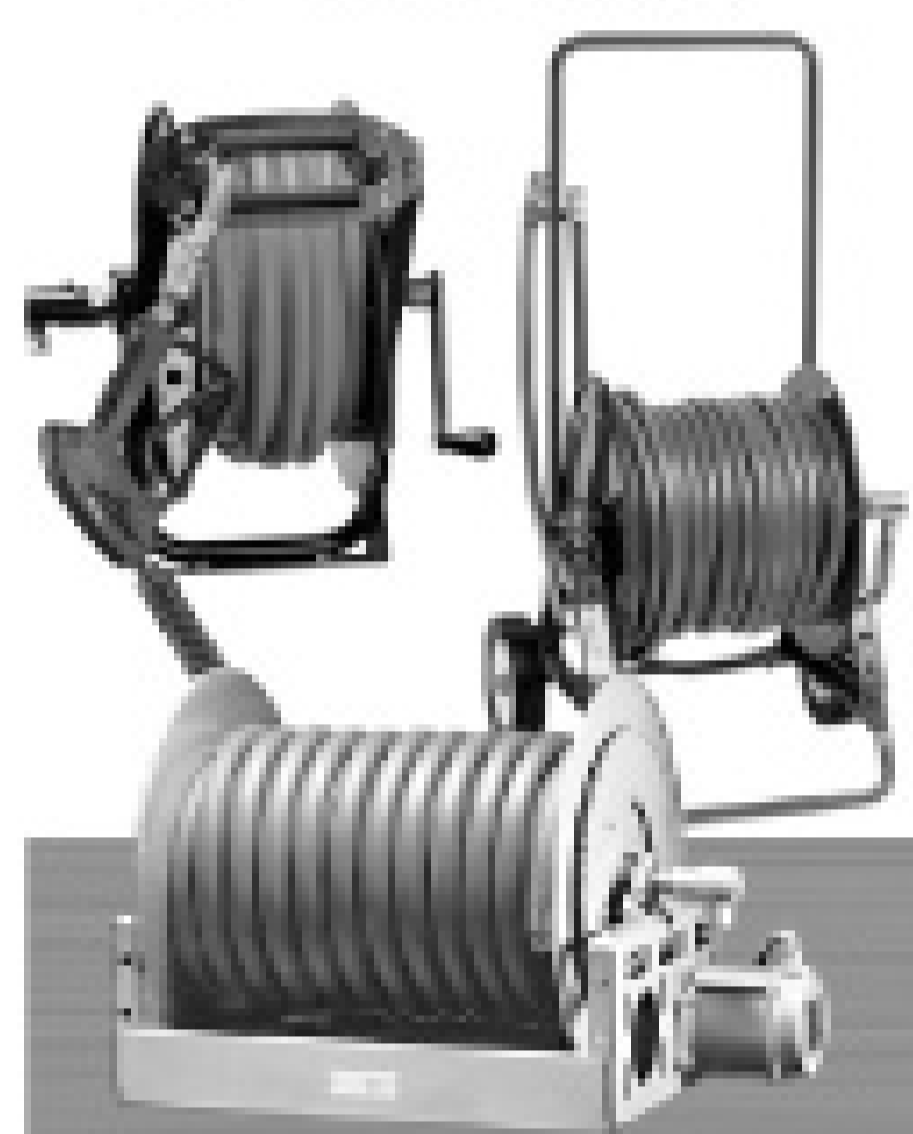
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# Officials Want Investigation of Troubled Michigan Septage Plant

By **Scottie Dayton and Doug Day**

**M**ichigan's Grand Traverse County Board of Public Works voted to conduct an independent investigation of its troubled \$8 million septage plant to see if it should seek damages over the design and construction. The facility opened in May 2005 and suffered a partial collapse of a holding tank less than a month later. Even since going back into operation, the plant has performed below expectations. Financial projections indicate the plant will lose around \$2.4 million over the next four years, and officials are struggling to come up with funds to cover the losses.

## CONNECTICUT

There have been some revisions to the technical standards for septic systems as of the first of the year. The changes are published on the Department of Public Health Web site at [www.ct.gov/dph](http://www.ct.gov/dph) under Environmental Health, Subsurface Sewage, Regulations and Technical Standards. Click on the link to Technical Standards Summary of Revisions 2009.

## FLORIDA

The Department of Health has issued a public notice of proposed changes to septic system regulations in the state. The

changes address "tank inspection procedures; operating permits; filters and components; land application of septage; drainfield repairs; portable restrooms; design, construction location and use of septic tanks, dosing systems, drip irrigation systems, performance-based treatment systems, aerobic treatment systems and mound drainfield systems; system abandonment; site evaluations; reports required; and availability of forms." Visit [www.doh.state.fl.us/environment/ostds/rule.htm](http://www.doh.state.fl.us/environment/ostds/rule.htm).

## HAWAII

State officials in Hawaii are considering their options after research indicated that discharges from cesspools are polluting some of the best snorkeling areas. About 60,000 gallons of wastewater are produced by residents in two subdivisions near the Wai Opae tide pools, news reports say. Studies have found high levels of fecal bacteria in the ocean waters near the subdivisions, which have developed only half of their lots. Proposed solutions include installing individual septic systems at a cost of about \$32,000 each, or a community sewer system at an estimated cost of \$7.8 million.

## IDAHO

The state senate in February killed a bill calling for more stringent requirements for new septic systems. The proposal from the Department of Environmental Quality to require larger drainfields came after an extensive rule-making process and years of debate.

## IOWA

Effective last July 1, all septic systems must be inspected before any sale or transfer of the deed of any building or business. Such septic systems do not have to meet current codes in order to pass the inspection, but they do have to meet the requirements included in their installation permit and must be operating properly.

The Department of Natural Resources also developed a certification program to make sure there would be enough inspectors. After applying for certification, people must complete a training course and pass a test. Applicants must have two years of experience working with septic systems. Certification costs \$350 and is good for two years. Inspectors must have 12 hours of continuing education during each two-year certification period.

## MAINE

A bill to require a license for onsite system installers failed in committee in April. The requirements would have included being a licensed plumber and maintaining certain insurance coverage. The Committee on Business, Research and Economic Development killed the bill.

## MISSISSIPPI

As of last July 1, septic systems in Mississippi must be approved by health officials before they can be used. Rural areas that use wells for drinking water are exempt. New regulations also have stricter requirements for the maintenance of some alternative systems. Homeowners can either contract for the maintenance or become certified to do their own work. ■

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](mailto:editor@pumper.com).



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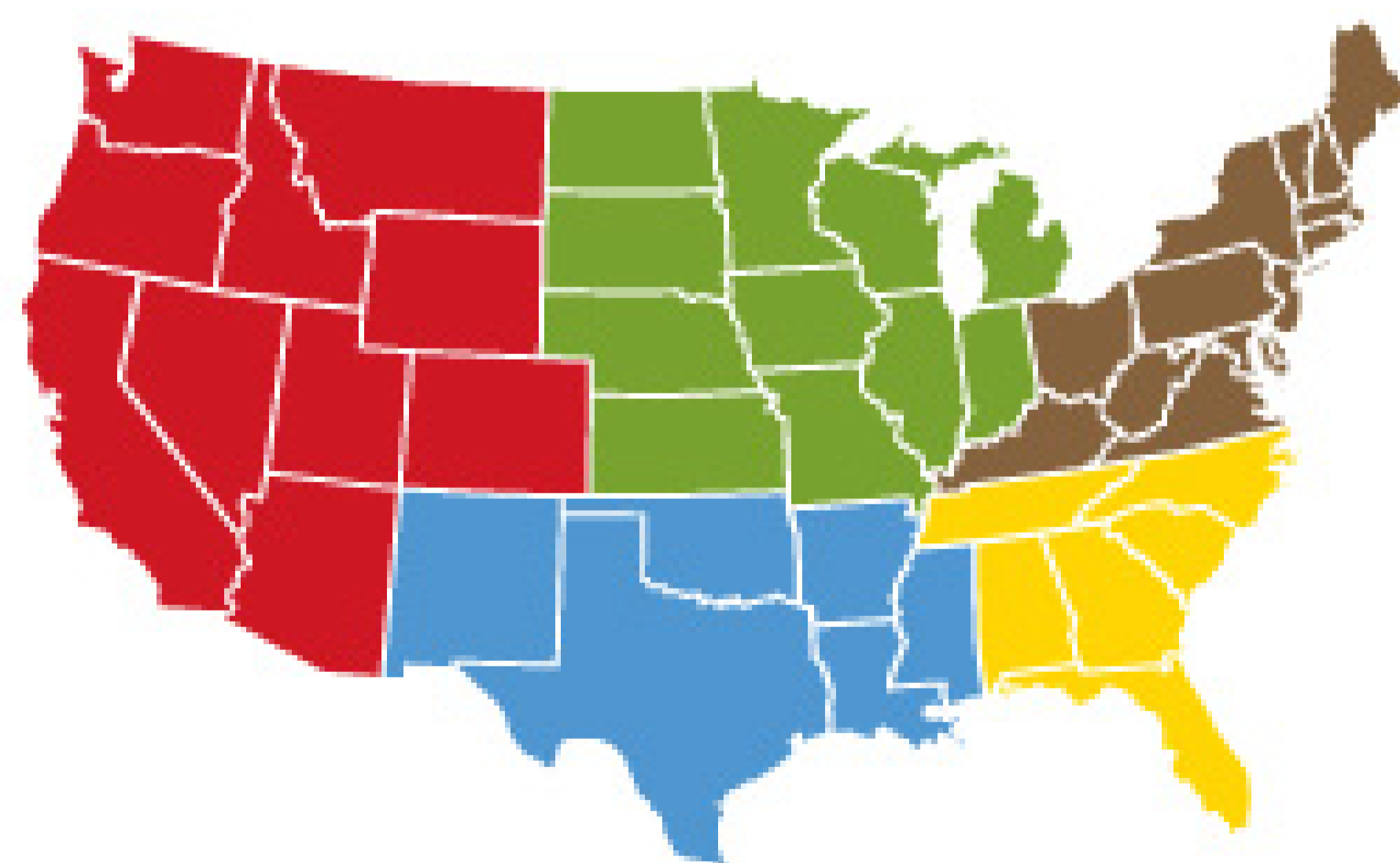


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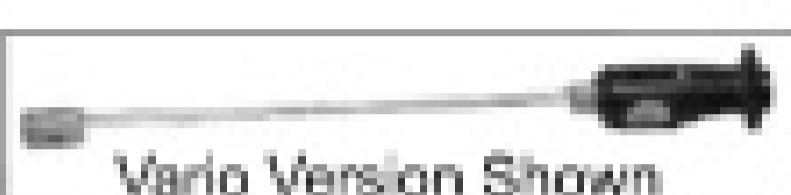
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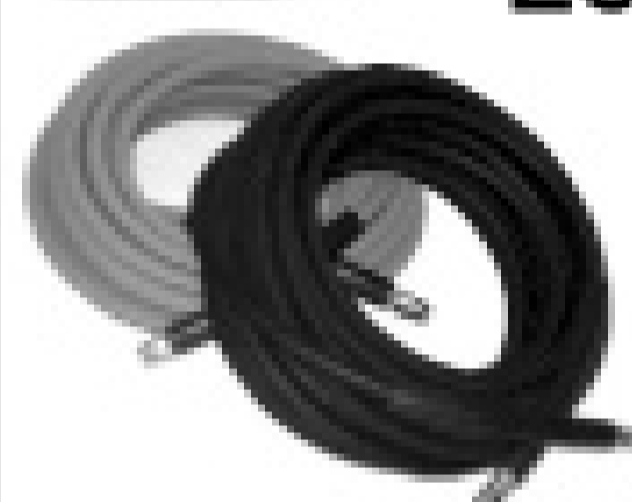
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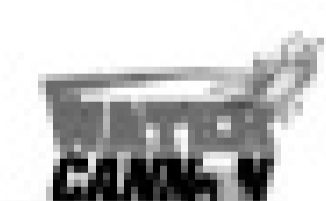
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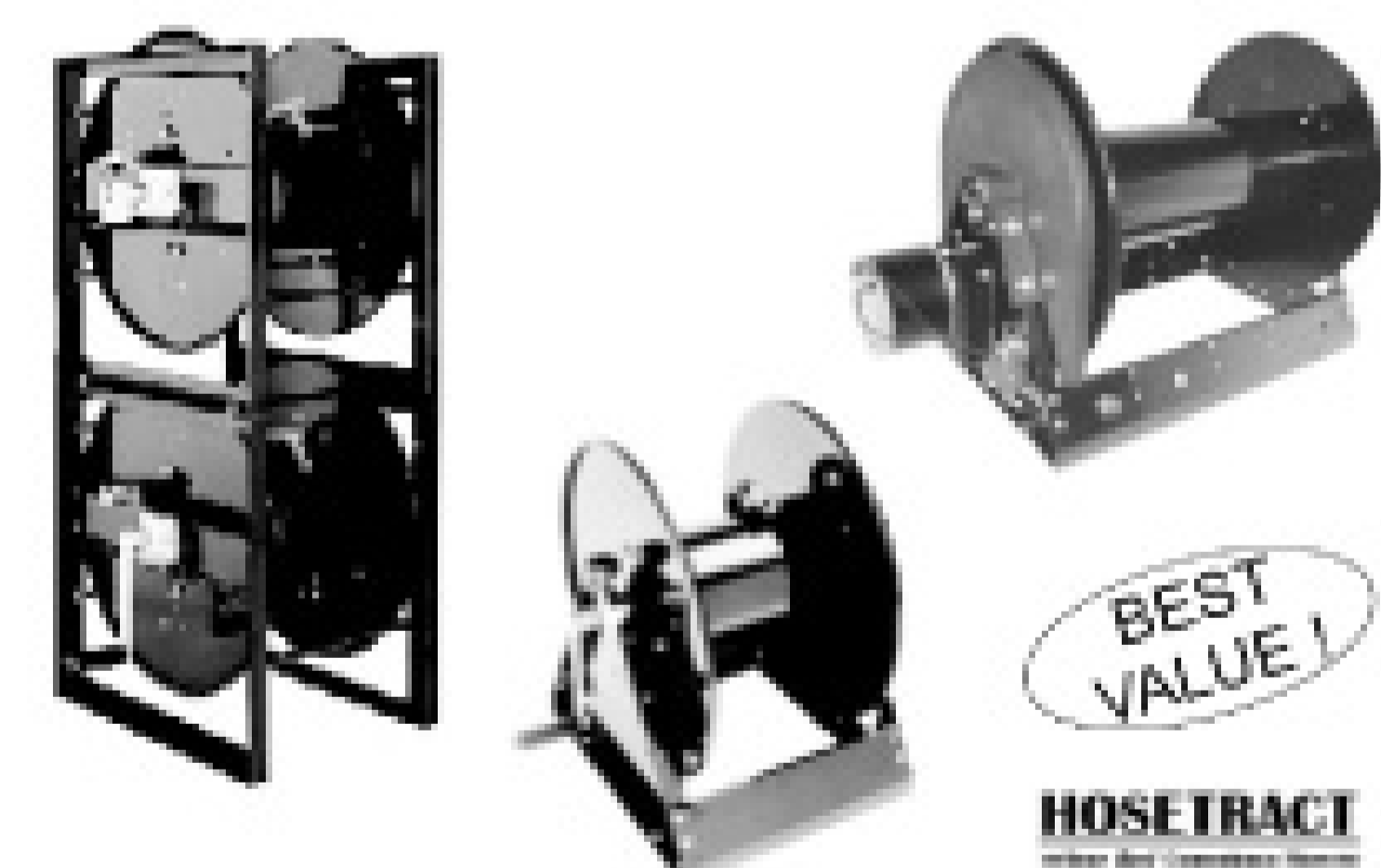


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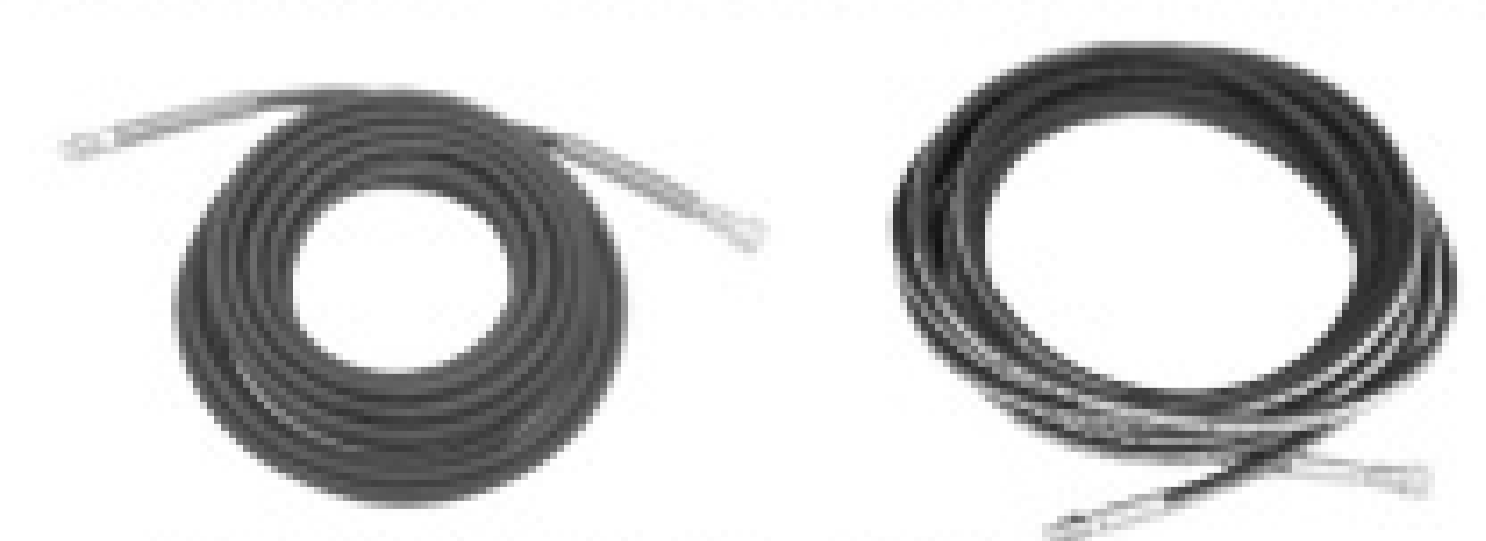
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A Vactor truck is used to clean a line for a new residential community. (Photos courtesy Haz-Mat Environmental Services)

# BRING IT ON!

By *Scottie Dayton*

**Tough job specialist Haz-Mat Environmental Services continually builds on its diverse industrial vacuum service menu**

While some industrial vacuum loading contractors might shy away from hazardous work, such as cleaning tanks holding high flash or explosive materials, Haz-Mat Environmental Services considers challenging and dangerous duty its bread and butter service.

Always seeking to diversify, the Charlotte, N.C.-based Haz-Mat wants to answer the call from new customers with formidable industrial vacuum loading tasks. A long history of seeking new revenue streams is the business-building key that drove the company to dou-

ble its revenues to \$12 million over the past three years.

And constantly looking in new directions for work has led this old-line firm into recycling waste oil, emergency maintenance, CCTV pipe inspection ... even a little commercial septage pumping done as a courtesy to regular customers.

#### MARKET FOR DIVERSITY

Haz-Mat started in 1944 as James Waste Oil, then took

on its new name in 1972. Company headquarters is an office and eight-bay garage with wash stall on eight acres. Across the road is its 30,000-square-foot waste treatment plant and 700,000-gallon tank farm for storing wastewater and oil. The largest of 20 above-ground

## Profile

### Haz-Mat Environmental Services Charlotte, N.C.

**Owners:** Ernest Cutter III and Neil Danziger

**Founded:** 1972

**Employees:** 62

**Services:** Industrial maintenance and cleaning, waste solutions, hazardous and non-hazardous waste transportation, emergency response, oil recycling, and CCTV pipeline inspections

**Service area:** 200-square-mile radius of Charlotte

**Web site:** [www.hazmatnc.com](http://www.hazmatnc.com)



Industrial service personnel (from left) Jose Castillo, Joe Harrison and Juan Duarte in front of a 2008 Cusco vacuum truck.



**“ONE OF OUR MORE CHALLENGING CONTRACTS INVOLVES CLEANING 20,000-GALLON STAINLESS STEEL TANKS CONTAINING LIQUID STYRENE USED TO MAKE PLASTIC PRODUCTS. IT’S VERY FLAMMABLE.”**

**Neil Danziger**



At left: Haz-Mat provides 24-hour service, as shown in this emergency response to a cleanup at a nearby tributary. Personnel (above) are trained in confined space rescue and entry.

tanks holds 150,000 gallons, but average capacity is 30,000 gallons.

When Ernest Cutter III bought Haz-Mat in 2005, he hired Neil Danziger to enlarge the company’s menu of industrial cleanup capabilities. Drawing on 17 years of experience in the environmental services area, the new operations manager networked with his contacts and achieved Cutter’s initial objectives.

One of the company’s largest contracts is with Duke Energy. The North and South Carolina utility calls Haz-Mat for most of its remediation needs, mainly transformers that spill oil on the ground when they break. A dedicated three- to four-man crew with a

service truck, small dump truck, and mini excavator collect and dispose of the liquids and solids.

Duke Energy, however, wanted to develop a wood recycling program to dispose of or recycle pallets, reels, and snapped utility poles treated with copper, chromium, and arsenic, or CCA, all considered contaminants. “We’d never done anything like that before, so we put together a model and presented it to the customer,” says Danziger.

Haz-Mat purchased two large grapple trucks, much like the timber industry uses to grab logs. Employees travel to 48 sites six days a week collecting wood debris. General

debris, such as pallets and spools, is chipped, shredded and used for boiler fuel or to cover playgrounds. Weathered utility poles are taken to a landfill, but Duke and Danziger are looking at recycling options.

“Regulations on handling CCA wood debris are very strict,” says Danziger. “Burning it as fuel is prohibited because of the leftover ash and tar. However, we’re working with the U.S. Environmental Protection Agency to gain approval to burn the debris on the utility’s coal piles.” The Duke Energy contract accounts for approximately 7- to 8-percent of Haz-Mat’s annual revenue.

The company’s main customers are the petrochemical industry and manufacturers of hydraulics and industrial metal parts. Haz-Mat pumps no residential septage, but does service industrial clients’ large domestic sewage runoff pits. “Hauling septage is an added benefit,” says Danziger. “We don’t openly pursue it because that isn’t our forte, but it is part of our service.”

The company uses its Industrial Vac Series vacuum loaders from Wastequip Cusco Inc. to pump less than 50,000 gallons of septage per year. Water is discharged to the city, but solids go to a nearby septic pumping company for disposal, along with a small amount of grease trap waste.

Pumping grease traps is another service done only for the benefit of customers. “It accounts for less than 1 per-

Manuel Batella and his 2007 Cusco truck prepare to off-load.





**“WE EXPECT DO TO \$13 TO \$14 MILLION IN BUSINESS THIS YEAR, BUT I’D LIKE TO SEE IT AT \$20 MILLION. WE’RE ALWAYS LOOKING FOR ADDITIONAL ACQUISITIONS THAT FIT OUR COMPANY AND ENABLE CUSTOMERS TO MAKE ONE CALL FOR ALL THEIR ENVIRONMENTAL NEEDS.”**

**Neil Danziger**



At left: Head mechanic Bruce Honeycutt works on a pump repair. Above: Juan Duarte at the controls of his 2008 Cusco truck.

cent of our business because we can't recycle the grease.”

#### **EMPLOYEE PROBLEM SOLVERS**

Danziger says his employees have proven creative in solving cleanup challenges. One example involved a quarterly job to clean metal scale waste from milling machines. The men, working in cramped spaces behind and below the machines, broke up the heavy material by hand. Instead of corrugated hose to vacuum the debris, they used solid rubber ones that withstood the sharp edges on the scale.

One day Jackie Fielder, with 30 years of industrial experience, was thinking aloud about integrating a Vactor combination truck with jet rodder to help break up the scale. “Jackie’s idea cut a two-day job in half,” says Danziger. “The customer was very happy to start production a day earlier than usual.”

Haz-Mat’s crews have taken on hazardous jobs other contractors refuse, such as cleaning tanks holding high flash or explosive materials. Cusco vacuum trucks are used

because of their grounding and bonding capabilities. “One of our more challenging contracts involves cleaning 20,000-gallon stainless steel tanks containing liquid styrene used to make plastic products,” says Danziger. “It’s very flammable. We pump what is removable and transport it for fuels blending.”

What remains in the tanks has the viscosity of thick honey, and is too rubbery to shovel or push with squeegees. The technicians, following confined space safety procedures, enter through a manway and remove the residue with non-sparking hammers. If the styrene is still gooey, they use hand scrapers.

“It’s intense manual labor, and the job usually comes in summer when the extra gooey styrene has formed basketball-sized stalagmites,” says Danziger. Once the residual solids are removed, workers blast the tanks with walnut shells, which produces a fine finish without damaging the metal.



Aaron Drage prepares to take a sample from his 7,000-gallon aluminum vacuum tanker prior to off-loading at Haz-Mat’s permitted wastewater treatment plant.

#### **TOUGH-JOB FLEET**

Last year, a large tire production facility in Charlotte closed, and Haz-Mat received the contract to clean 20 process oil tanks holding 10,000 to 40,000 gallons. The largest, a 1-million-gallon six-hole No. 6 fuel oil tank, had tar-like residue. Workers pumped off the liquid through manholes and mixed it on site with sawdust in a roll-off container to form a scoopable substance suitable for transport to the landfill. They then cut a large door in the tank and mixed the remaining sludge with sawdust. Another contractor dismantled the tank after it was hot pressure washed.

Haz-Mat runs eight Industrial Vac Series vacuum loaders from Wastequip Cusco Inc. The trucks have 3,500-gallon debris tanks, Hibon A20 blowers producing 3,000 cfm/28-inches of vacuum, 2,500-psi pressure washers, and 500-gallon freshwater tanks with 35-65 gpm/2,000 psi triplex water pumps. Two HXX HydroExcavators from Vactor Manufacturing Inc. have 2,000-gallon debris tanks, 4,200 cfm/30-inches of mercury blowers, 1,000-gallon freshwater tanks with 12 gpm/10,000 triplex pumps, and jet rodgers. Eight vacuum tankers from various makers, with 6,000- and 7,000-gallon aluminum or stainless steel tanks, complete the fleet.



## EXPERIENCE COUNTS

Danziger credits an experienced staff for Haz-Mat's success. Many employees came from a large industrial cleaning and emergency response company that closed in 2002. At the time they had 10 to 15 years of experience. "New hires are typically referred by employees, who feel a sense of responsibility and want the new guy to work out," says Danziger.

All employees have extensive medical benefits, short-term/long-term disability, and a life insurance policy. The company also pays 100 percent of employee health insurance and offers a 401(k) plan.

The acquisition of a pipeline inspection company brought eight people and multiple trucks. Buying the company continued Haz-Mat's trend toward diversification. Danziger maintains an optimistic outlook for Haz-Mat despite a gloomy economy.

"We expect to do \$13 to \$14 million in business this year, but I'd like to see it at \$20 million," says Danziger. "We're always looking for additional acquisitions that fit our company and enable customers to make one call for all their environmental needs." ■

### MORE INFO:

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## RECLAIMED OIL IS NEW BLACK GOLD

The largest business impact on Haz-Mat Transportation and Disposal Inc. in Charlotte, N.C., was its ability to handle petroleum-based (oily) water from car washes, diesel and gasoline storage tanks, and hydraulic companies. The waste oil is recycled and sold as off-spec fuel.

Pumped oily water is stored at the company's 700,000-gallon tank farm. Solids, which settle in the vacuum trucks, are solidified, mixed, and sent to a Subtitle D landfill, a lined structure built into or on the ground that isolates waste from the environment, collects gas generated by the decomposition process, and has groundwater-monitoring wells.

"Oil and water have two different specific gravities and separate naturally when allowed to sit," says operations manager Neil Danziger. "We collect the oil floating on top of the water and pump it into a separate tank where it is filtered, heated, and chemically treated."

The company's 10,000-square-foot waste treatment plant processes 1 million gallons annually of off-spec fuel. Haz-Mat sends samples to labs for analysis, guaranteeing that each batch meets the customer's parameters of water content, flash point, metals content and Btu per gallon. Off-spec fuel oil is often resold through brokers for use in asphalt burners.

"Waste oil is a good spinoff for pumpers because they run across a lot of oily waters on their routes," says Danziger. "Pursuing it gives their customers a recycling service instead of a disposal service. If managed correctly, collecting, refining, and reselling oil can be a steady revenue stream."

"Even pumpers with as few as 10 oily water customers can branch into the business provided they collect a good product," he says. "Companies like Haz-Mat will buy it. Haulers can make 5 to 20 cents a gallon depending on the deal they worked on their end. Large volume businesses will encounter enough decent oil to make it beneficial to resell."

Asphalt burners are the end users of most off-spec fuel, causing prices to fluctuate with the seasons. "Nobody buys oil from November or December to March in the Carolinas," says Danziger. "Consequently, we pay haulers less and we resell it for less, but prices increase once road construction begins again."

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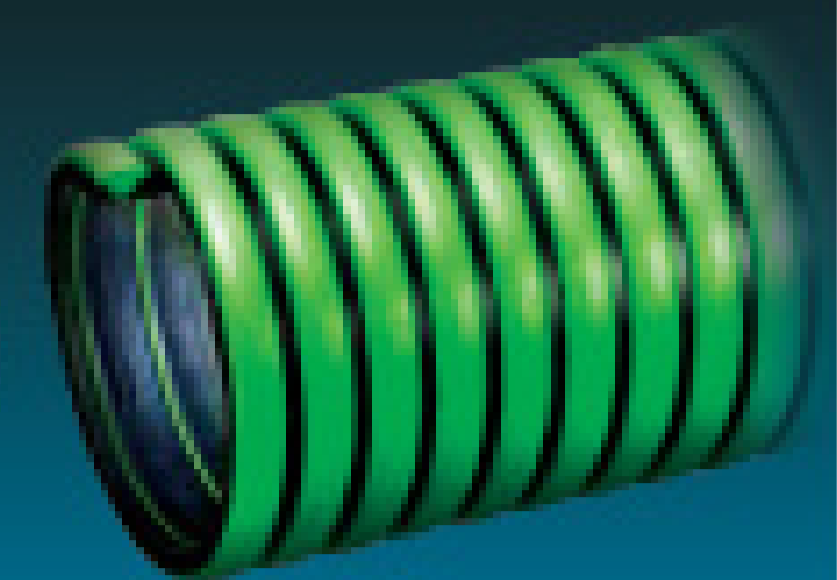
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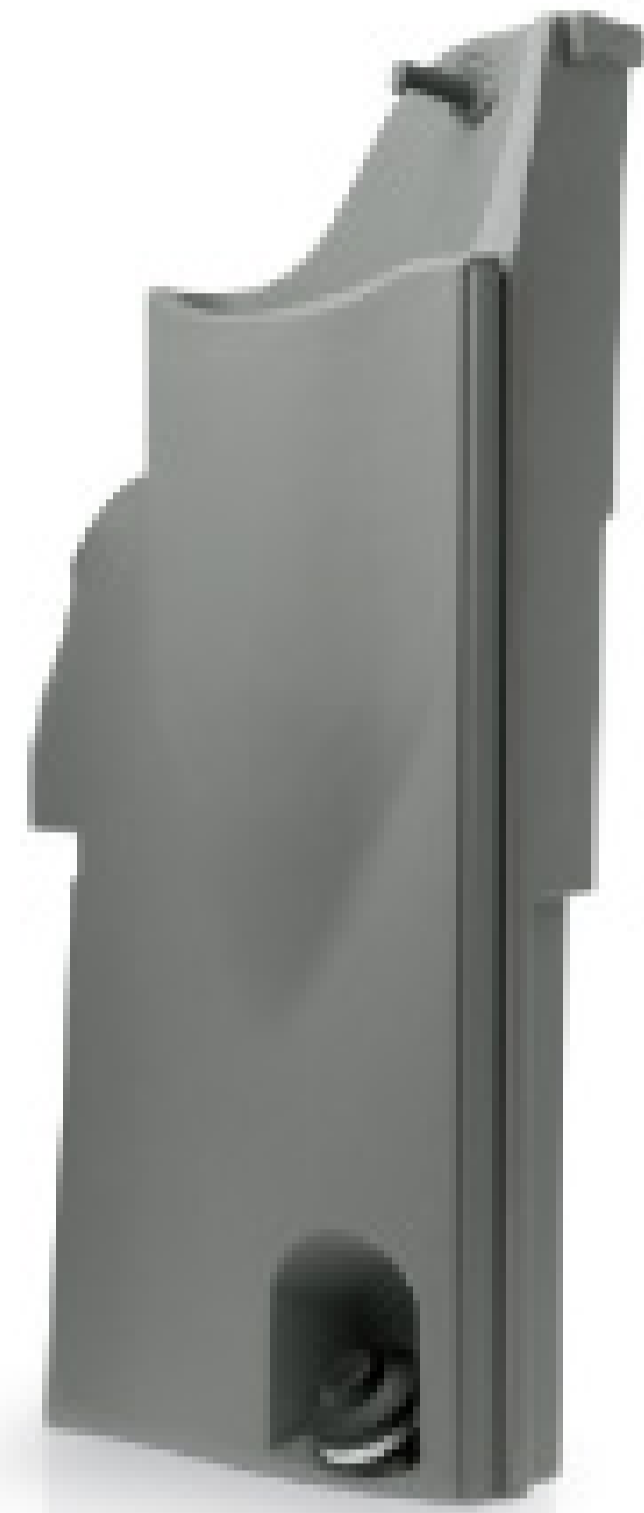
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## Profile

### Riley Industrial Services Inc. Farmington, N.M.

Principal owner: George "Sonny" Riley II

Founded: 1970

Employees: 325

Services: Industrial vacuum loading, hydroexcavating, sandblasting and waterblasting

Service area: Northwest New Mexico, northeast Arizona, southwest Utah and southwest Colorado

Web site: [www.rileyindustrial.com](http://www.rileyindustrial.com)

NEW MEXICO

# HAVE VAC TRUCKS, WILL TRAVEL

By Ken Wysocky

The national economy may be in shambles, but as evidenced by the recent addition of \$3.3 million in new vacuum, hydroexcavating and wet-vac trucks, no one at Riley Industrial Services Inc. got the memo.

Thanks to a diverse business base that's largely recession-proof and meticulous attention to machine maintenance, the Farmington, N.M.-based industrial cleaning company continues to thrive. Its primary services are industrial vacuum loading, sand and waterblasting, tank recoating and hydroexcavating.

"We've been very fortunate," says George "Sonny" Riley II, 74, who over 39 years has transformed a small equipment rental shop into a corporation with more than 300 employees. "We've slowed down some, but not like out East."



George "Sonny" Riley II

### NEW VAC TRUCKS

The Riley Industrial complex features 130,000 square feet of shop space, including a 20,000-square-foot repair shop and a



Riley Industrial Services cleans a sump at a New Mexico power plant. (Photography by Tony Bennett)

## New Mexico's Riley Industrial Services rolls the odometer on a new fleet of industrial vac trucks serving a sprawling region

4,500-square-foot welding shop. Its fleet of equipment includes 30 vacuum trucks, mostly Supersuckers made by Super Products LLC; 20 GapVax hydroexcavating

trucks, made by GapVax Inc.; six wet-vac trucks, made by Global Vacuum Systems Inc.; 75 sandblasting units; 14 waterblasting machines; 225 18-wheel trucks;

and 100 flatbed trailers.

During the past year, Riley Industrial purchased three GapVax hydroexcavators, four Supersucker trucks and four Global wet-vac trucks to handle growing demand for industrial cleaning services.

Riley depends on the GapVax trucks to safely locate 30- to 32-inch-diameter underground natural gas and oil pipelines, many of which are decades old and difficult to find because of poor

recordkeeping and businesses that change hands multiple times. In addition, there's also the hazard of destroying unmarked, buried fiber optic lines.

"There's an unbelievable maze of pipelines around these parts," he explains. "They didn't use maps back then, so no one knows where anything is. You can use metal detectors, but they can be two or three feet off the mark. And if the tooth of a backhoe hits a buried, pressurized pipeline,



**"I TELL THEM I CAN DO IT CHEAP OR DO IT GOOD, BUT I WON'T DO CHEAP. MY REPUTATION MEANS TOO MUCH TO ME."**

**George Riley II**



Riley Industrial team members (front row, from left) include Chris Honneffer, Jon Hutchison, Ralph Doolin, Rick Brite, George Riley III, George "Sonny" Riley II, Gary Riley, Glen Riley, Amy Riley and Alicia Riley-McCuller. Pictured in the second row (from left) are G.W. Riley and Darrell Griffith.

it'll rupture and explode. So we use a hydroexcavator to locate them so our clients can do repairs and maintenance."

The Supersucker trucks are used primarily to remove fly ash from utility power plants, which comprise another main business sector for the company. The Global wet-vac trucks are used to clean production tanks located in oil and natural gas fields and oil refineries. A typical production tank is 12 feet in diameter, 20

feet tall and holds almost 17,000 gallons of liquid. Riley estimates that tens of thousands of these "slop tanks" stand throughout the Southwest.

#### **STARTING OUT**

Riley Industrial's roots stretch back to 1970 when Riley, who ran an equipment rental company, decided to put some under-utilized air compressors to work doing sandblasting jobs on the side. Soon work was steady

enough for Riley to strike out in a different direction.

"I really wanted to get away from working with the drilling rigs in the oil fields," he explains. "I had done it all my life, and was tired of it. Working in the oil fields means days and nights, seven days a week, 13 months a year.

But even after forming Riley Industrial, the company remained largely dependent on cleaning and recoating oil and water-storage tanks. That continued until 1983, when Riley set a

goal: Stop being 100 percent dependent on the oil/natural gas industry, with its frustrating and nerve-wracking boom-and-bust cycles.

"We started to diversify by getting into vacuuming up fly ash in big silos at two local power plants," Riley explains. "Sometimes it's so hot in there that the hoses catch on fire. At peak demand, I'm told those plants can lose \$200,000 an hour in revenue when they're down, so they don't waste any time waiting for things to cool off. They want to get back on line ASAP!"

At first, Riley encountered tough sledding as the new kid on the power-plant block. The two local plants already had established long-standing business relationships with other contractors, so Riley says he literally begged for the chance to bid on jobs, starting with small tank-recoating projects.

"It took about 10 years to get in good with the power plants," Riley says. "When they said jump, we'd ask how high they wanted us to go."

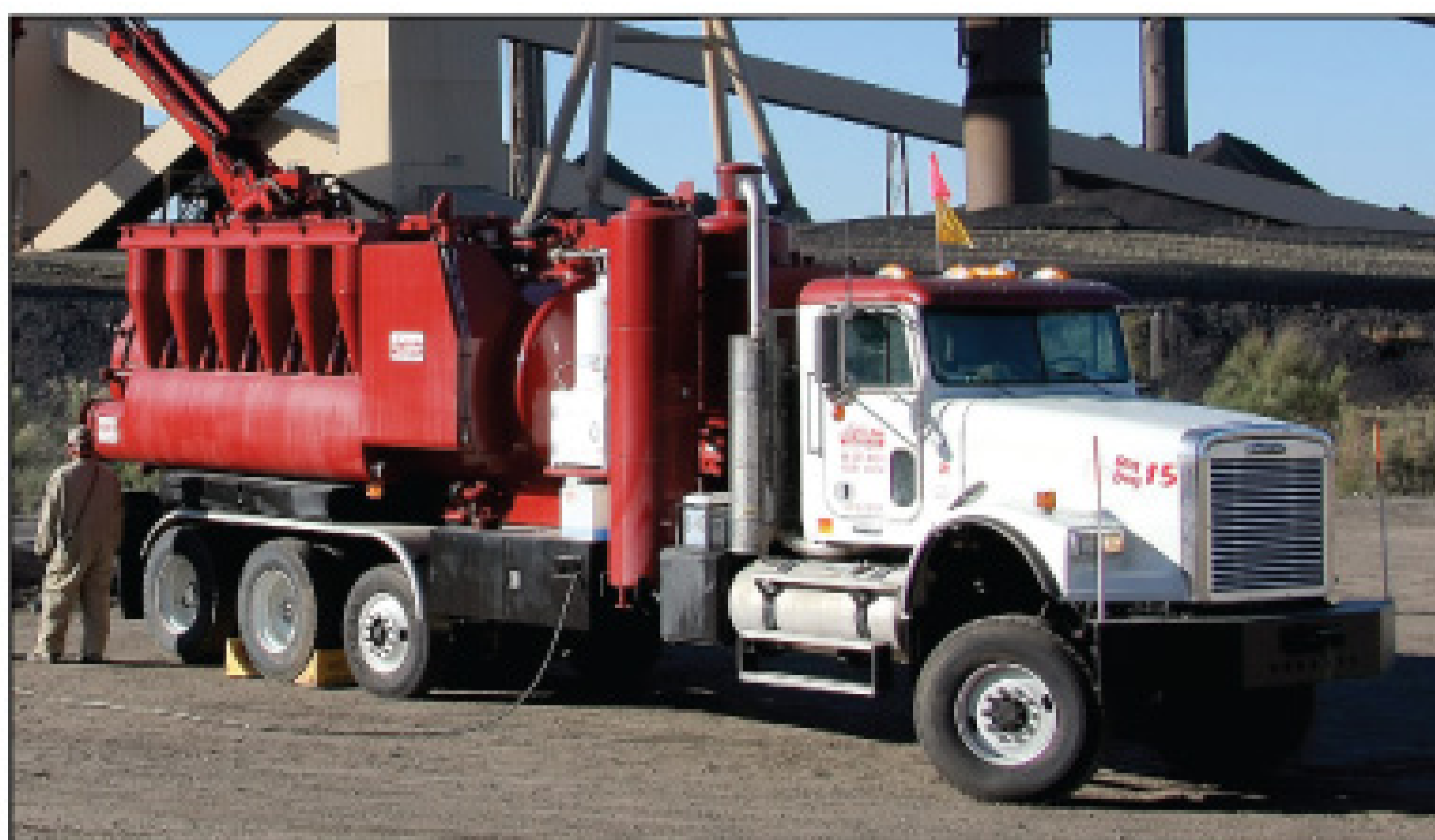
#### **DIVERSIFICATION RULES**

Riley says he can't emphasize enough how critical diversification has been to his business. Most contractors operate in two or three different industries, while Riley Industrial is active in nine or 10.

"With clients in different industries, your business is steadier, as opposed to boom-and-bust cycles," he says. "In summer, we do a lot of water-tank lining for municipalities. In winter, we do maintenance work — sandblasting and recoating — when the power plants shut down for overhauls, one unit at a time for two or three weeks.

"In October, we go up into Wyoming and work all winter, recoating cooling-tower basins for coal-fired power plants. That's five or six months of work."

To become diverse also requires a willingness to travel — and the gumption and determination to tackle jobs other com-



Diversification has enabled Riley Industrial to smooth out the industrial boom-and-bust cycle, performing sandblasting and recoating when power plants shut down. At right, a GapVax truck is shown in front of a power plant baghouse.





Aaron Sesvechan and Theodore Dance prepare for a vacuum job at a power plant. Originally dependant on the oil and gas industry, Riley Industrial diversified into vacuuming fly ash in 1983.



panies won't. Riley Industrial works within a 500-mile radius of Farmington, which is in north-west New Mexico in the so-called Four Corners region, the barren and remote area where Arizona, Colorado, New Mexico and Utah meet.

"There's nothing out here, so you've got to go a long way to get to anything," Riley says. "Plus, we're the only company of any significance that provides these kinds of services.

"Today, we're loading up to go to Opal, Wyo., which is 500 miles away, to clean out natural-gas line filters and traps. No one else wants to mess with that stuff, and I never back down. I don't know how to say no. Sure, we've stubbed our toes a few times ... but we learn from our mistakes."

Diversification also requires the vigilance to spot new opportunities. For example, Riley noticed that the company's one large water tank was always in use, both for hauling water to jobsites for cleaning projects and taking dirty water away for disposal. "So now we haul a lot of water," Riley says.

In a similar vein, Riley noticed that many power plants were ill-equipped to keep large boilers from freezing if they broke down during winter. So the company now generates revenue

through 24 large, portable, propane-powered heaters.

#### MAINTENANCE MATTERS

Riley has a knack for fabricating equipment, a skill acquired during his many years as a mechanic and machinist in the oil fields of West Texas.

"I've built 90 percent of everything we own, except for the vac trucks," Riley says. "I started building my own equipment out of necessity, because we were undercapitalized when I started the business."

For example, Riley couldn't find sandblasting units that were easy to clean, so he developed his own. The units can be either unloaded pneumatically, or crews can vacuum out residue through a door on the bottom of the machine.

Riley is a stickler for well-maintained equipment. He still has the first pickup truck he ever bought (in 1970), his first air compressor (circa 1971), his first sandblasting truck (purchased in 1976) and

**Riley uses one of its 30 vacuum trucks for an industrial cleaning job in front of cooling towers at a power plant in New Mexico.**

## Personal Touch Wins Bids

George "Sonny" Riley II takes job bids personally. Instead of relying on project specs faxed or e-mailed from a project manager, the principal owner of Riley Industrial Services in Farmington, N.M., visits jobsites in person to observe any nuances that mere specifications wouldn't disclose. And in many cases, that personal touch sets him apart from competitors.

To illustrate the importance of personal visits, Riley points to a tank-painting job the company bid on 25 or 30 years ago for a major oil company in Gallup, N.M. After driving 140 miles to take a look in person, he drove back home to work up a bid.

While developing the bid, Riley had a feeling something wasn't quite right, so he drove all the way back to Gallup to re-measure the tank. Satisfied that his initial calculations were correct, he drove back and finished the bid.

Later, the project manager called Riley and told him he submitted the highest bid.

"I told him I usually do, but that's because we do the best job," Riley says. "I said if you want a cheaper job, throw my bid away."

The project manager then told Riley that he was the only contractor who visited the jobsite in person — twice, no less. In addition, the manager had received glowing reports from everyone on Riley's long list of references.

"He told me there's no way I have that many kinfolk around here, and gave me a purchase order number for the job," he says.

Riley says prospective customers always ask if he can do a good, cheap job. He replies that it's an either/or proposal.

"I tell them I can do it cheap or do it good, but I won't do cheap," he says. "My reputation means too much to me."

Like so many things in his business, Riley takes it personally.

his first vacuum truck (bought in 1982).

"We still use that first air compressor every day," Riley says.

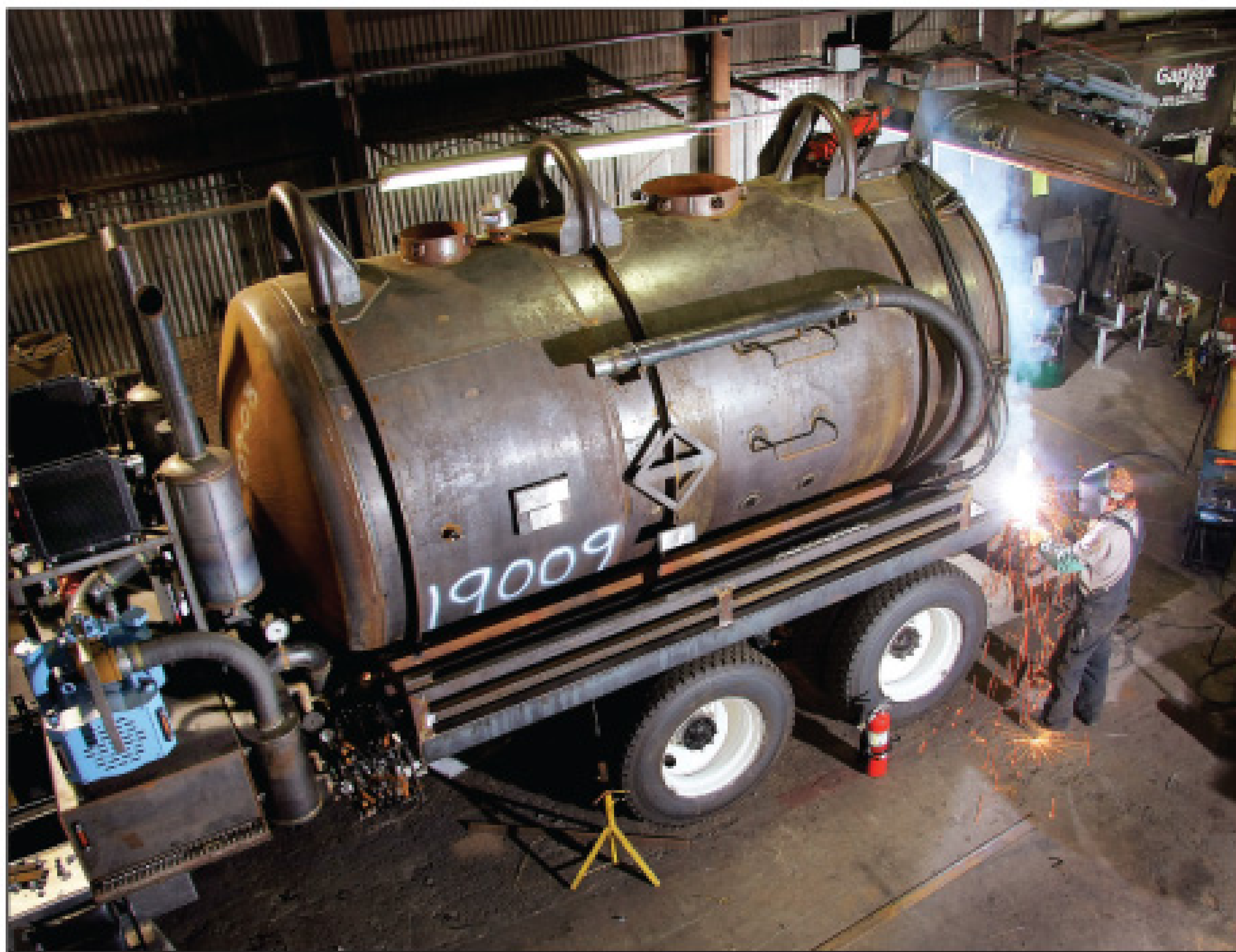
"We use things until we wear them out. We'll get 20 years out of a vacuum truck. I'm a nut about preventive maintenance."

To stay on top of equipment maintenance schedules, Riley Industrial depends on software that tracks every detail about each piece of equipment. Riley developed the software in-house.

"I get a daily report on each machine that ran the previous day," he explains. "It tells me everything that happened, from a broken wind-







James Sagg makes modifications to a new wet-vac truck.

shield wiper to a funny noise in a transmission to a rear end being out. It tells us when the next service interval is, so we don't send a vehicle out of town when it's due for service."

Riley oversees 22 employees and is responsible for all vehicle repairs, maintenance and manufacturing. With so much equipment, it's critical for the company to have its own repair and maintenance department to avoid machine downtime.

"If we have a truck go down, a dealer would tell you he'll get to it next week," Riley notes. "Hell, we'll have it up and running by tomorrow."

#### WONDERFUL WORKERS

Riley says his company's success stems from its employees. To attract and retain workers, he says the company offers very competitive wages, a profit-sharing plan, bonuses and a 401(k) retirement program. Attractive wages and benefits are especially important to retaining field employees, who are often away from home for extended periods and do tough, dirty work. Riley Industrial pays workers a per diem and provides all transportation during out-of-town projects.

"These guys make good money — up to high five figures to low six figures," Riley says. "They're very dedicated workers who routinely put in 12- and 14-hour days. We have 75 or 100 guys who've been here at least 15 years, and many employees have brothers and/or sons working here, too. I like to think it speaks well of us as an employer."

Riley's sons help run the company. George Riley III, 51, is in charge of production and sales; Gary, 50, is the secretary/treasurer; and Glen, 45, is an equipment operator and coordinator. George Riley III's son and two daughters also work at the company.

What's the key to achieving harmony in a family-run operation? Mutual respect and delegation of distinct responsibilities that don't overlap, Riley says.

"It's good to give everyone their own area of responsibility," he says. "That way there's no hassling. It also helps that this operation is so big that no one can do it alone. It's very demanding."

#### LEAD BY EXAMPLE

What's the key to being a successful manager of a large operation? Riley firmly believes in leading by example, and leaving

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**George Riley II**

people alone if they do something well, instead of micromanaging.

"I'm not a tyrant — a hollerer or a screamer," he says. "I lead by example. There's nothing my employees do that I won't do, if necessary."

Riley says his company's future looks bright. Even in a deep recession, the company keeps expanding. "We reach farther and try harder," he says when asked to explain his company's success. "When we hear about

something, we really pursue it." And keep on diversifying in the process. ■

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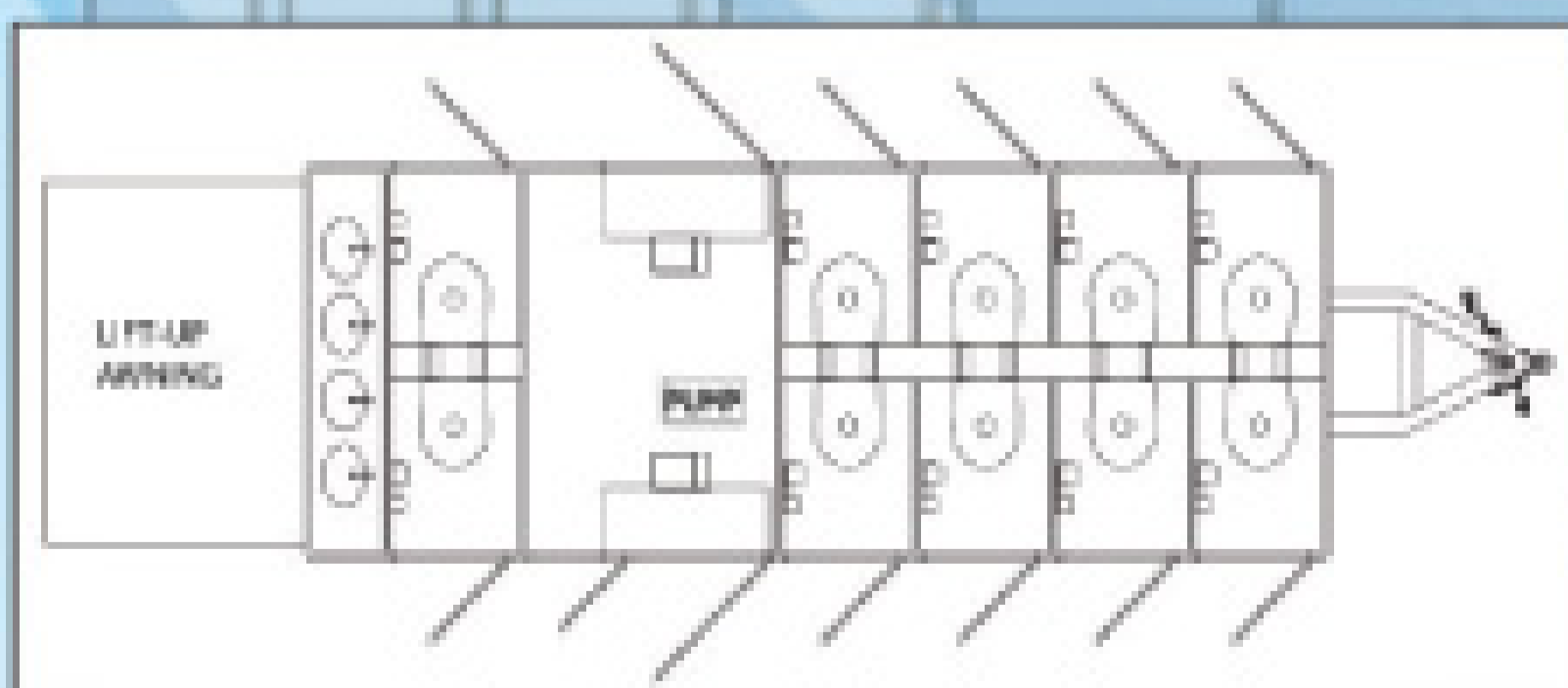
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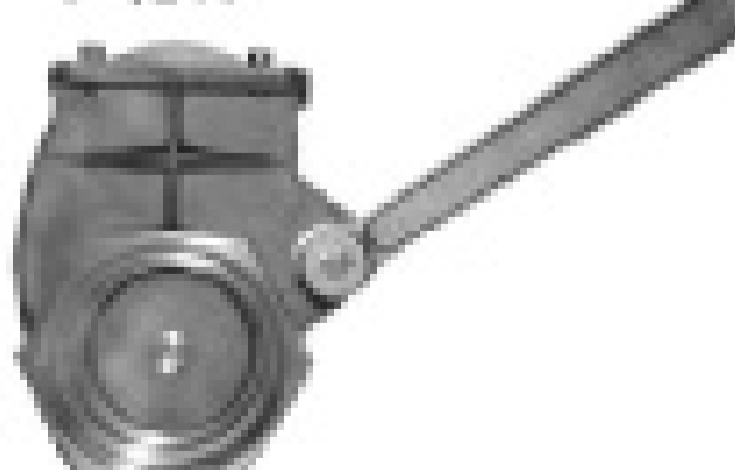


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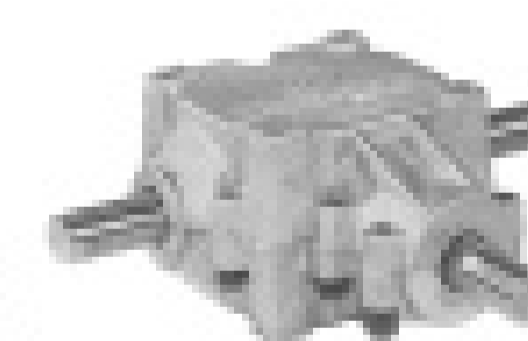


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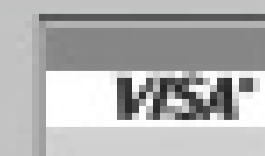
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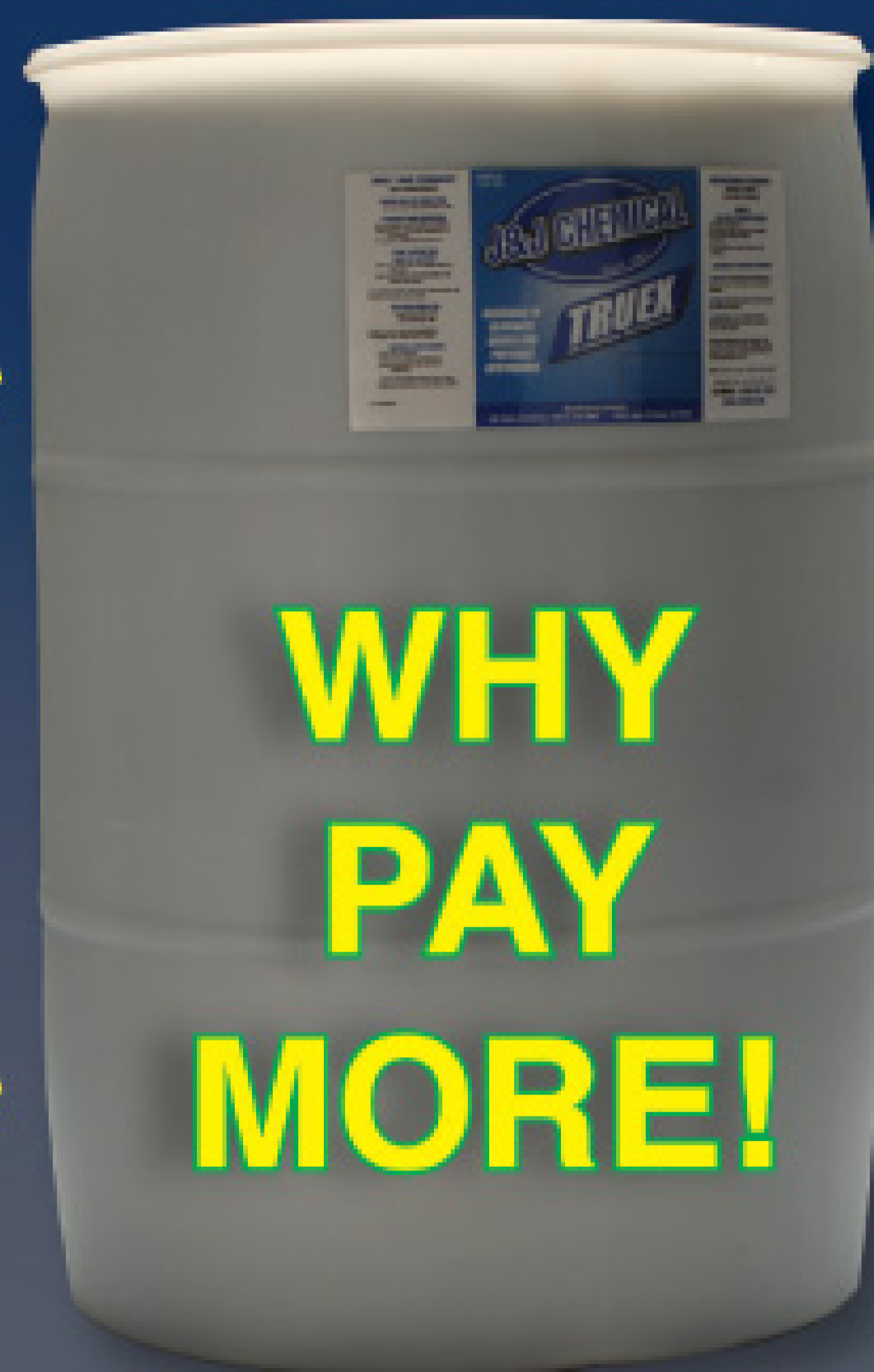
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Tony Thompson poses with two of his most important rides, one of his East Alabama Portables service trucks and a 2006 Harley-Davidson motorcycle. (Submitted photo)



When he's not pumping, Alabama portable restroom operator Tony Thompson hits the open road on his Harley

## IN HOG HEAVEN

**T**he problem with Thomas "Tony" Thompson's leisure time pursuit is that the best season to enjoy it is also what he calls "portable restroom season," when he's busiest running his Anniston, Ala., company, East Alabama Portables.

But Thompson, 43, "lives to ride" as Harley-Davidson motorcycle enthusiasts like to say, and fits it in wherever he can. He rides to work, church, out to dinner or to visit friends in the evening.

"Sometimes on weekends I'll just slip off by myself," he says. "I've ridden to North Carolina and up to Missouri where I grew up."

Thompson would like to get others in the industry riding too.

"Usually if there's nice weather, it's nice portable restroom weather, but whenever I'm not somewhere working I'll go on some rides," he says. "There are so many nice places to ride around here, and I've had several people in the industry mention getting together to ride. I'd like to get some people in the industry to come down some weekend and ride to Tennessee or north into the mountains of Georgia."

Thompson bought his first Harley, a 2006 Screamin' Eagle Fat Boy, about four years ago. He has since added a 2006 Ultra Classic to his stable, and he bought his wife, Selena, a 2002 Fat Boy. Selena's bike has a custom purple pearlescent paintjob that Thompson jokes about saying, "now the only time I'll ride hers is after dark." Not to be outdone in the customization department, he had his Ultra Classic chromed and painted to match his 2006 Corvette.

On long motorcycle rides, Thompson says his wife will still ride with him on the Ultra Classic because it's more comfortable. But around Anniston, she's on her own.

"When I got my bike, she rode on the back a few times and said, 'I

want my own,'" he says. "She rides it 15 miles to her job at a school lunchroom every day and she'll ride it to church too, which raises a few eyebrows. People at church just don't expect to see a woman riding her own motorcycle, I guess."

### REWARDING EXPERIENCE

His first Harley was a way Thompson rewarded himself for his hard work during the six months he spent in Mississippi providing portable restrooms for the relief efforts after Hurricane Katrina.

"First I stayed in a camper in Hattiesburg at Camp Shelby and then in Biloxi where we set up base camp in the parking lot of the coliseum," he says. "And we had other camps set up for drivers."

"We had portable toilets set up in half the state of Mississippi," Thompson says. "It was quite an adventure."

"I still had a month or so left on the contract when I bought the bike there at a dealership in Mississippi," he adds. "I rode it home."

To complete his new biker look, Thompson also came home with a ponytail, which grew to be 13 inches long before he had it cut off at the end of the summer of 2008. He donated it to the "Locks of Love" program,

which collects hair that is then made into wigs for cancer patients who lose their hair during chemotherapy treatments.

### FINDING TIME TO HELP

Thompson joined the national Harley Owners Group when he bought his first Harley and the local H.O.G. chapter a couple of years later. Even though he's often too busy to participate in H.O.G. events or other events at the nearby Mt. Cheaha Harley-Davidson/Buell, he

"Usually if there's nice weather, it's nice portable restroom weather, but whenever I'm not somewhere working I'll go on some rides. There are so many nice places to ride around here, and I've had several people in the industry mention getting together to ride. I'd like to get some people in the industry to come down some weekend and ride to Tennessee or north into the mountains of Georgia."

Tony Thompson



## CALLING ALL PUMPERS WHO RIDE

Tony Thompson, owner of East Alabama Portables, says when he talks with pumpers, portable restroom operators and suppliers at the Pumper & Cleaner Environmental Expo each year and they hear he rides a Harley, they often suggest an organized event for other riders in the industry. Thompson says he'd be happy to get the ball rolling and plan a ride somewhere in the Southeast if enough people would be interested. So tune up your bike and get in touch with him. You can reach him through his Web site, [www.eastalabamaportables.com](http://www.eastalabamaportables.com), or by calling 256/236-6830. And, of course, send pictures of the first "Pumper Pride Ride" to [editor@pumper.com](mailto:editor@pumper.com).

has entered his Ultra Classic in the dealership's bike shows and he helps out wherever he can.

"I do a lot with the local dealership," he says. "I leave restrooms at the dealership for their events and either I don't charge them at all or I give them a discount."

Thompson's company manages about 2,000 portable restrooms, mostly from PolyPortables Inc., and employs 15 people. They have diversified the business with roll-off trash containers and provide both portable restrooms and trash containers for special events, construction-sites, parks and other public places across northern and central Alabama within a 100-mile radius of Anniston, which includes the Birmingham area. East Alabama Portables has a wide variety of vehicles in its fleet, including the newest — a 2007 International with a Progress Tank. The aluminum tank is positioned sideways with a flatbed behind it, which Thompson calls "fantastic for pickup and delivery at special events."

"When I first looked at it, it didn't seem big, but it fools you," he says. "It holds 810 gallons — 550 waste and the rest freshwater. It is equipped with a Masport HXL pump that can be used from both sides of the truck, which is convenient."

### RIDE TO THE SHOW?

In addition to his motorcycles and his business, Thompson is also busy on the 195-acre farm that he and Selena share with 15 miniature Sicilian donkeys. The donkeys came with the property, Thompson says, and he's happy to let them wander around. He also took in a mini Brahman bull and has numerous wild turkeys on the property. This year he planted a vegetable garden and is considering adding goats to his menagerie.

The business, the animals and the garden keep Thompson occupied and he rarely has time to ride beyond his 12-mile daily commute from farm to business. But someday, he says, he'd like to combine business with pleasure and ride his motorcycle to the Pumper & Cleaner Environmental Expo. That's a challenge, however, because while the climate in Alabama allows for nearly year-round riding, ice can become a problem when traveling north into Kentucky in the winter months.

"One of these years we'll hit it so the weather is really nice and I can ride to the Pumper Show," he says. "I've always wanted to ride to the show."

But it certainly isn't the only place Thompson dreams of riding.

"I want to go on a big ride like to bike week at Daytona or Myrtle Beach so bad I can't stand it. I would also love to do Sturgis too," he says of the huge Harley party, held each summer in North Dakota. "But if I do, I want to ride the whole way and that would take a least a week." ■

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

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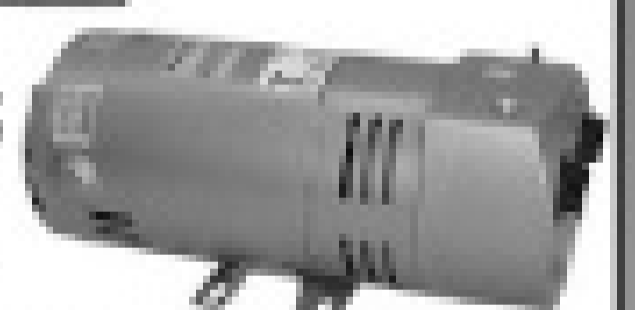
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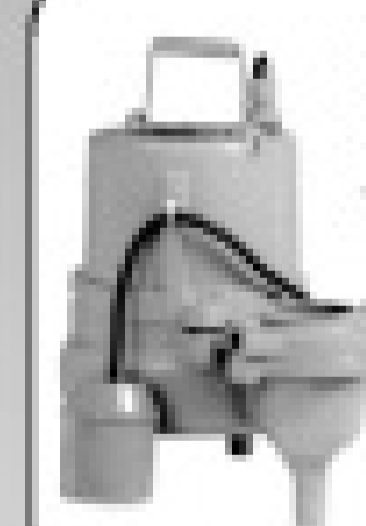
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# Tracing a Mystery Odor

## SCENT DETECTIVES COME TO THE RESCUE TO HELP A FELLOW PUMPER GET TO THE SOURCE OF AN ILL WIND IN THE NEIGHBORHOOD

*This feature in Pumper reports noteworthy conversations that take place in Pumper Discussion, an e-mail based forum for industry professionals sponsored by COLE Publishing. Pumper Discussion provides for the exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemicals and additives, and much more. To find out more about Pumper Discussion, or to subscribe, visit [www.pumper.com](http://www.pumper.com).*

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

## Overheard Online

### BAD ODOR IS COMING FROM THE OUTSIDE IN

#### Question:

A pumper I know has a problem with septic odors appearing inside houses. Lots of houses in a small area. Some of the houses are old, some new. The problem seems to happen in the spring and fall, on a warm day following a cold night. He says it happens in his own house, and the odor is so strong that it smells like his service truck is parked in his living room. My thought is that it's due to lower atmospheric pressure inside the house drawing odors into the house from outside. The problem goes away by noon every time. Any thoughts?

#### Answers:

If it's a new home, check to make sure the vents are clear on the roof. Ask the homeowner if the sinks/toilet drain slow; if they do, the vents may be clogged.

Have the homeowner perform a manometer test. This will test the traps and verify it can hold pressure. If it is inside the home, this is the most likely culprit. They will have to cap the vents and the main line to the septic tank.

There are a host of other issues that can contribute to this as well. In one case, a homeowner's vent was too short and when a building went up next to it, the wind swirled in a different manner and it took the vented gas right into the home. They extended the pipe and the problem was solved.

If there are lots of houses in a small area, it may be the neighbor.



It is possible that the odors are originating from outside. It could be getting drawn into his heating system if the home has forced hot air heating. If the odor is originating from outside he should be able to smell it outside the home near where it is entering the house. Is the odor only in one room or on one level? Another possibility is either a

In one case, a homeowner's vent was too short and when a building went up next to it, the wind swirled in a different manner and it took the vented gas right into the home. They extended the pipe and the problem was solved.

restricted plumbing vent or a cracked vent pipe, but generally they will cause a problem year-round.



I have seen this once before. We were able to determine that it was caused by unsupported horizontal vent piping in the attic, which created a trap and wouldn't let the gasses out to the vertical vent. The problem was worse in the morning because the building was shut tight all night allowing the fumes to accumulate. After a while with doors opening and closing, the odor would dissipate. Once we supported the vent so that it could not trap water, the odor problems went away.

This reminded me of something else. Everyday I see rooftop combo units with the condensate drain running directly into the plumbing vent. This is fine in the summer time (not really fine, but causes minimal problems), but when the trap dries out in the winter, you are actually sucking sewer gas in through the condensate drain.



Is there a dry P-trap in the home? An unused basement shower is a common culprit. Or is the washing machine discharge drained through an un-trapped connection, also a common problem?



The odor mystery is usually found to be inside the trap in the basement, and sometime when the water drains out it leaves a muck in there that really reeks.



Thanks for all the great input. The odor problem affects many houses, all on the same days. There is nothing in particular that the houses/families have in common. My customer believes the problem to be caused by atmospheric conditions and the weather. The only apparent commonality is the odors occur on warm days following cold nights in spring and fall. I've always thought odors are plumbing problems, which you all have mostly concurred with. Trap issues, etc. I'm passing all your ideas along. ■





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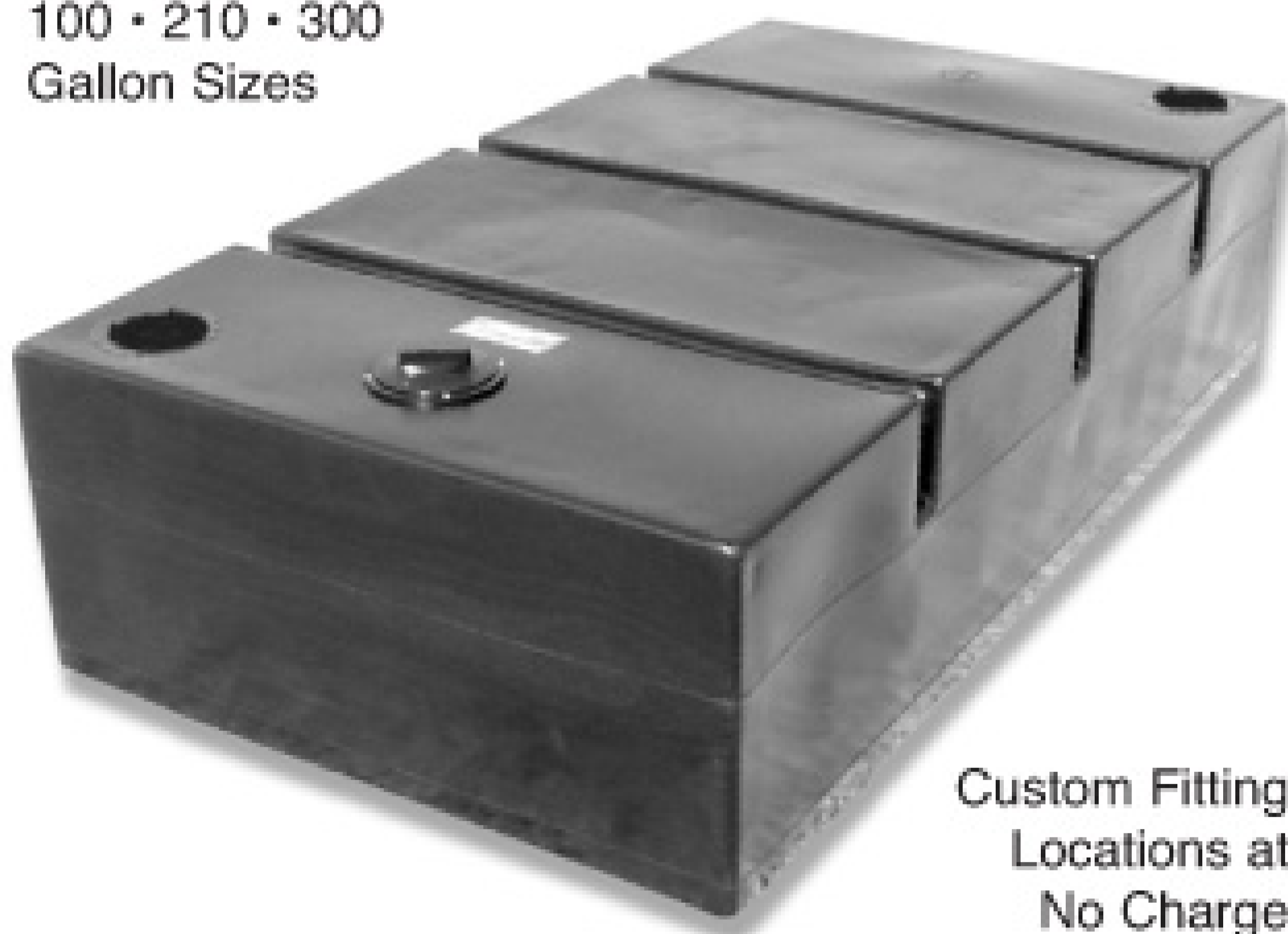
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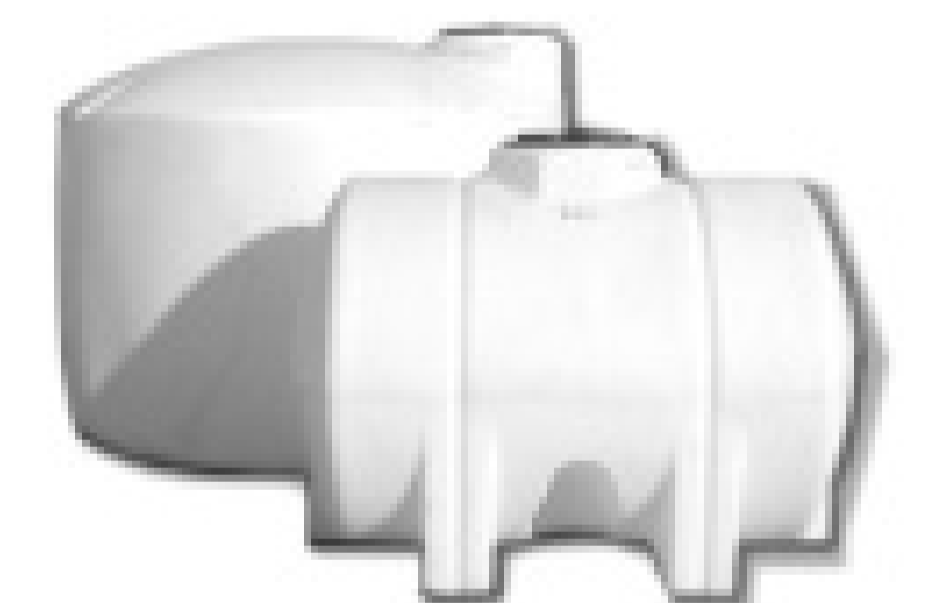


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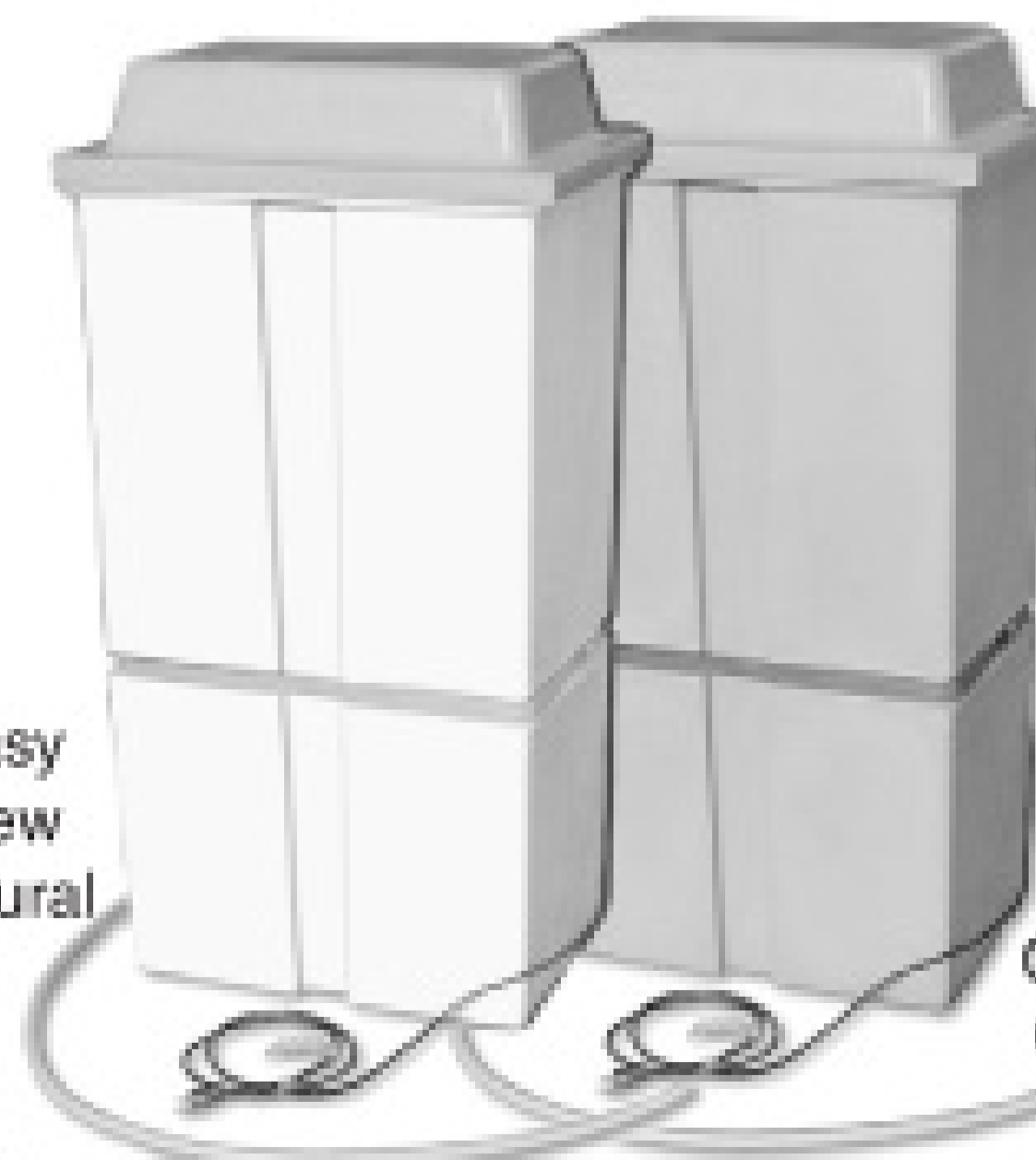


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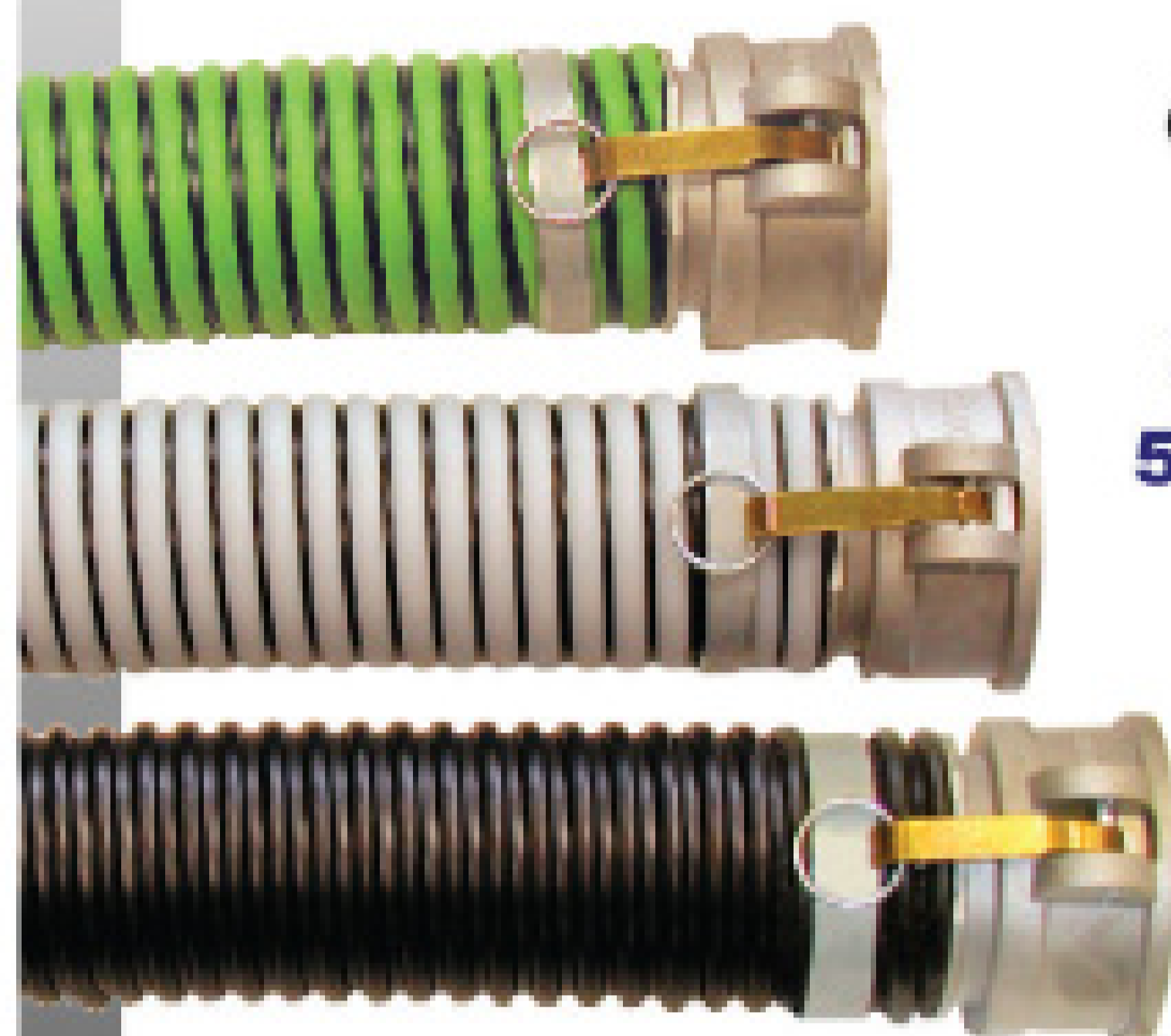
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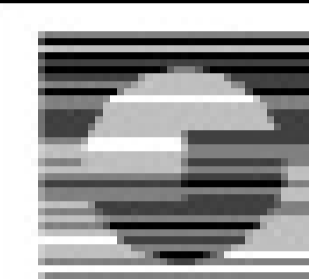
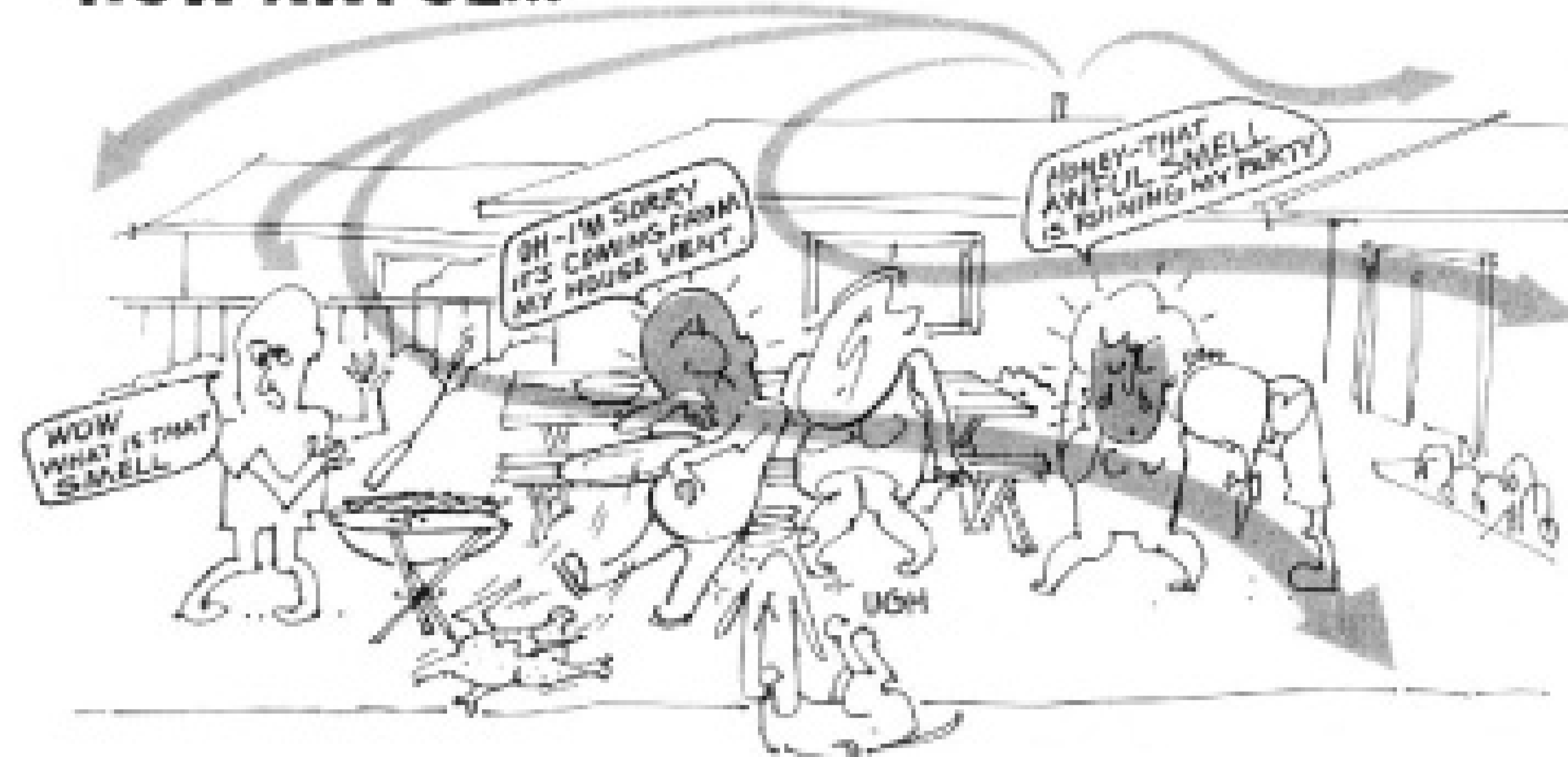
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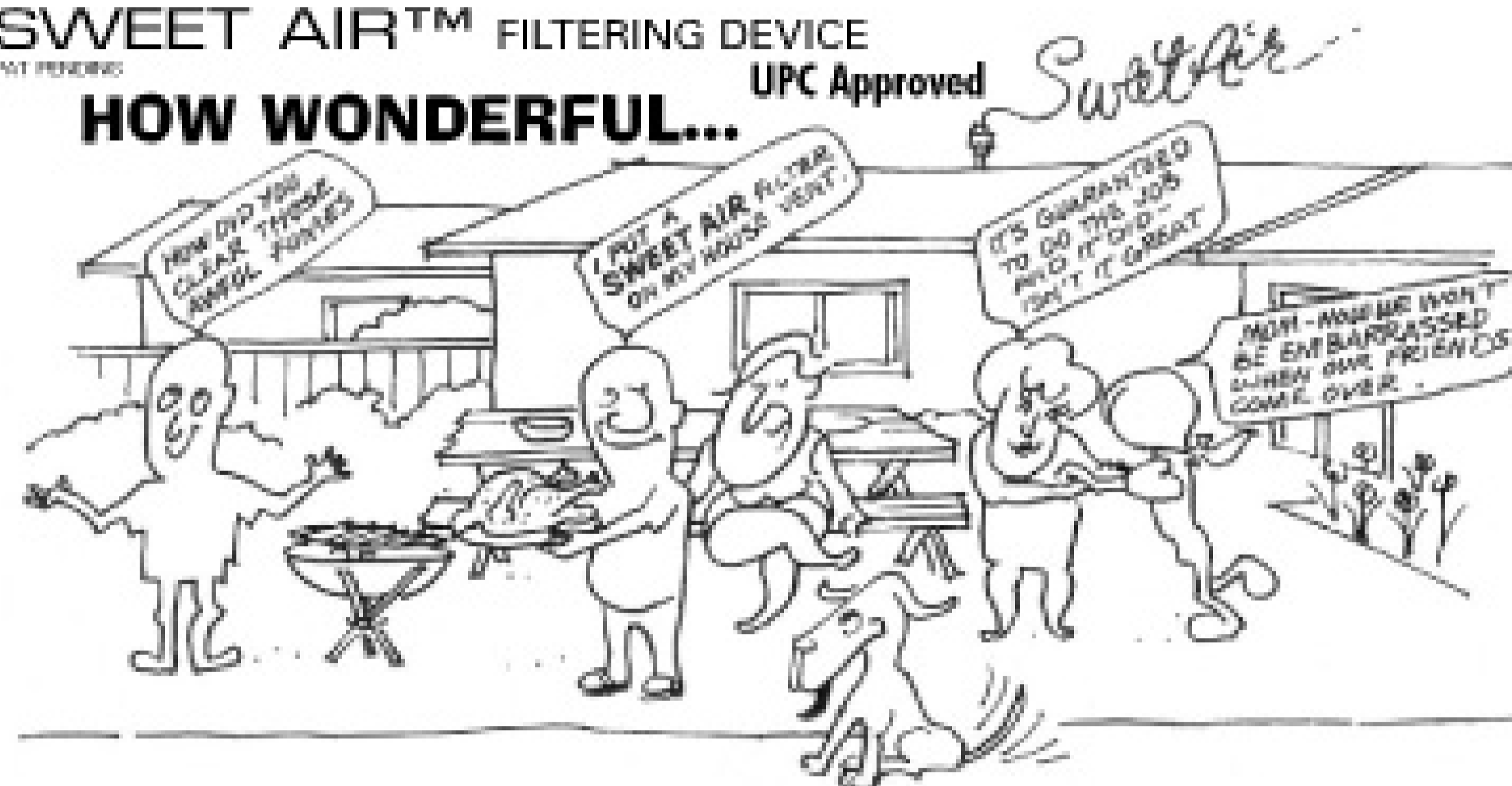


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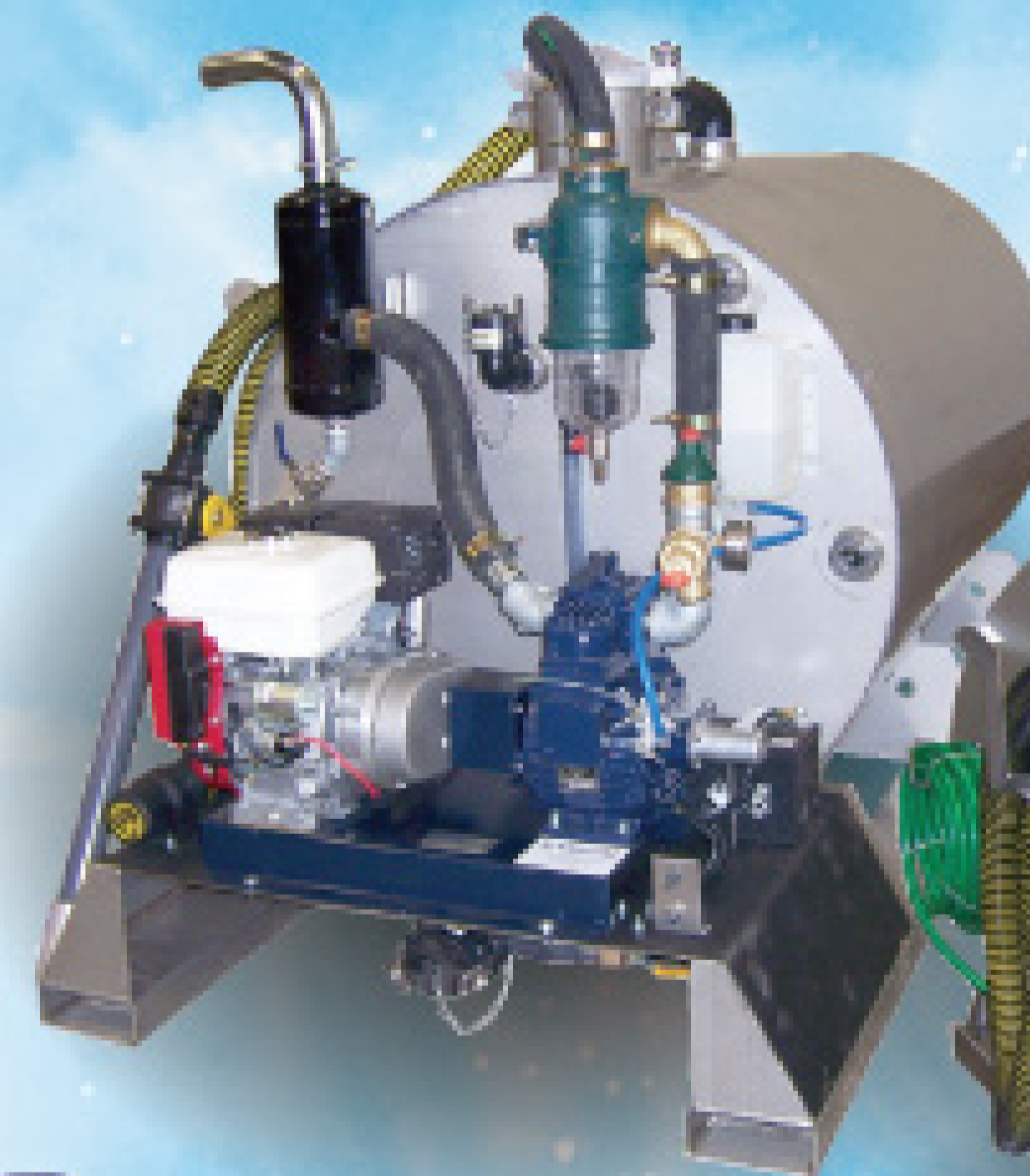
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**Pumping professionals are well-equipped to evaluate onsite systems. Is it time to consider adding point-of-sale checks to drive new revenue for your company?**

**A**s states amend septic codes, some are adding language requiring a certificate of onsite system evaluation before properties transfer. The response to inspectors who report systems as unsatisfactory ranges from cooperation to arbitration and occasional litigation.

Allstate Septic Systems LLP in Bangor, Pa., has performed buy-sell inspections since 1989, with real estate agents providing 25 percent of the business and homeowners the remainder. "We also do a lot of second opinions and support work for other inspectors," says Allied partner Bruce Fox. "Branching into this field has been great for us."

Fox, who teaches the Pennsylvania Septage Management Association standards for real estate inspections and the National Association of Wastewater Transporters Inc. vacuum truck technician course, has various ways to identify and avoid the pitfalls of buy-sell inspections.

## Pumper Interview

By **Scottie Dayton**

**Pumper:** What is the history behind buy-sell inspections?

**Fox:** In the mid 1980s, banks were writing mortgages for newer, larger homes, inheriting their septic problems, and dealing with \$10,000 to \$15,000 repair bills. About nine years ago, informed buyers and Realtors became the driving factor. Today, Pennsylvania Realtors have a pre-disclosure sales contract containing a check box for a septic system inspection. Now the buyer knows that the property has an onsite system and that he has a right to an inspection.

**Pumper:** What are the biggest dangers arising from onsite inspections?

**Fox:** One of the biggest is arriving without the seller knowing you are coming. PSMA and NAWT inspector courses teach authorization. The seller authorizes the inspector to come onto the property and identifies who pays for pumping the septic tank. The buyer authorizes who pays for the inspection. Authorization provides communication and removes any surprises.

Another danger is giving information during the inspection. If the homeowner is following you around, keep a tight lip or risk ruining a deal. My inspectors bring the information back to the office, review it, make a decision, and give the report to the payer — usually the buyer. That's very important.

There's always the danger of damaging a component while you're digging it up or pumping it. This doesn't occur often, but when it does, the seller will say that it is your fault. It then becomes a matter of arbitration. For example, if a cesspool caves in while I'm pumping it for the inspection, I would argue, and to some extent involve my attorney, that the cesspool was an accident waiting to happen, and it happened while I was there. The flip side is if you back your truck over a tank and crush it. Then yes, you have to repair it.

Driveway damage is another big issue. Pumpers deal with this daily, but it is part of the inspection. Inspectors need a release slip stating that



**"IF WE REPORT A SYSTEM AS UNSATISFACTORY AND SHOW THE SELLER THE PROBLEM, MOST ASK, 'WHAT DO I DO NEXT?' SEVENTY-FIVE PERCENT OF THEM HIRE US TO FIX IT. THAT'S GOOD FOR BUSINESS."**

**Bruce Fox**

they are not responsible for damage caused by driving on the seller's driveway.

**Pumper:** Must onsite inspectors be certified through the state, or health department, or some recognized agency?

**Fox:** Most states do not require certification, but there are some exceptions. Massachusetts requires real estate inspections, and Arizona and Texas require home inspectors to take onsite inspection training. Although some states are building buy-sell inspections into their amended septic codes, certification remains mostly voluntary.

The movement for certification is developing, but not widespread yet. Neither is class availability. PSMA trains in Pennsylvania and New Jersey. NAWT trains in Arizona, California, Texas, and anywhere it is asked to present the inspection course. The National Sanitation Foundation has an accreditation program, but that's it.

**Pumper:** Are pumpers doing the majority of onsite inspections?

**Fox:** In Pennsylvania, no. Home inspectors seem to receive most of the work. The problem has been pumpers not following inspection standards and exposing themselves to liability. Getting into trouble discouraged them from doing more inspections, especially if they were sued.

Ongoing training is another turnoff for many pumpers. PSMA and NAWT require continuing education every two years, and a standards refresher course every three years to keep up with rule changes. Certified inspectors are trained to locate every system component and rate its condition. They excavate and pump the septic tank. They locate the absorption area by probing, and identify its condition based on liquid levels.

**Pumper:** If an inspector fails a system, what risks could he face?

**Fox:** My company has been threatened because our report ruined the deal. That's why it's so important to follow a standard. Had we arbitrarily condemned the system, the seller and Realtor could have sued us for destroying the sale.

Pennsylvania had a case where the homeowner sued the inspector for failing a system. The inspector had followed PSMA standards, and documentation after the fact proved that his conclusion was correct. Although it destroyed the deal, he protected the buyer from stepping into a bad situation. In turn, the inspector was protected by adhering to PSMA standards. This is critical. Pumpers thinking about branching into buy-sell inspections should be certified through some nationally recognized inspection-training program. It's their safety net.



What happened when my company was sued remains a risk for pumpers. After pumping the tank, we wrote on our sales slip that it was in good condition. When the homeowners sold the property, they used our slip as proof of an onsite inspection. In the NAWT vac truck training, we teach pumpers to state on their slips that pump-outs are not an onsite inspection or warranty. Never make any comments on your sales slip because Realtors and homeowners will use them. Always write comments on a separate slip of paper.

**Pumper:** If an inspector is sued, what is the financial risk?

**Fox:** Primarily the cost of replacing the system.

**Pumper:** Doesn't business insurance cover the financial risk?

**Fox:** Pumpers must discuss that with their insurance companies. Ours does. We showed our agent how we do inspections, how we gather information, and how we report it so he could determine our liability exposure. Having certified inspectors was a great plus in this discussion, and the agent approved our liability coverage.

**Pumper:** How often does buy-sell litigation reach the courtroom?

**Fox:** Not too often. In 20 years, I've been an expert witness in four cases. It's difficult to prove when a component failed if an onsite problem manifests itself six months after the sale. If it happens immediately, the probability is high that the situation will be resolved through arbitration. Usually, the seller knows the system has a problem, but didn't disclose it. When confronted, he pays for the repair.

One nationwide trend is elderly people selling their homes with old systems to young couples with children. In our inspection, we ask how many people live in the house now and how many are in the prospective buyer's family. If the difference is huge, we recommend a hydraulic load test to check that the system can handle higher loads.

**Pumper:** Should pumpers diversify into buy-sell inspections to increase business?

**Fox:** It's been great for us. If we report a system as unsatisfactory and show the seller the problem, most ask, "What do I do next?" Seventy-five percent of them hire us to fix it. That's good for business. People have accused me of simply wanting to sell systems, but once I show them what we found, they usually acknowledge the problem.

It's human nature to assume that the other guy wants to sell you his product. That's why it's vital for inspectors not to talk to sellers or try selling something while conducting inspections, or put sales pitches in their reports. However, the report should contain a recommendation to contact a reputable onsite repair company, and let the homeowner decide who to hire. This needs to be stressed if inspectors are to avoid the appearance of conflict of interest.

Another reason pumpers should consider this field is that home inspectors don't have the equipment to do a proper inspection. Pumpers own vacuum trucks, and our standards require a pump-out at the time of inspection. Pumpers who can't find the absorption area will send down a sonde. If a home inspector can't find the absorption area by probing, he'll call us to do the support work.

Many home inspectors can't get a septic company to the site on time. However, we've aligned ourselves with home inspectors. If they want us somewhere at three o'clock, we're there at three o'clock. That policy is great for repeat business. So even if pumpers don't want to be inspectors, those who position themselves as subcontractors with inspectors can increase their business.

Bruce Fox may be reached at 610/498-3111. ■

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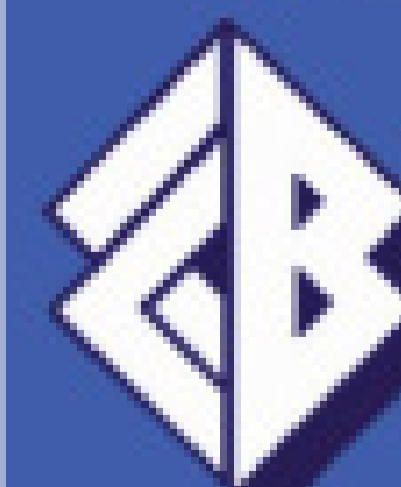
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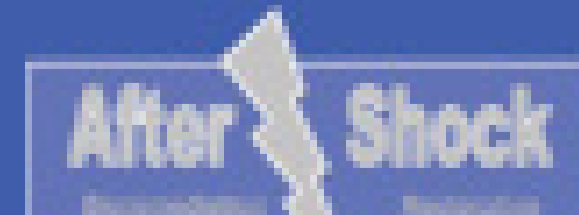
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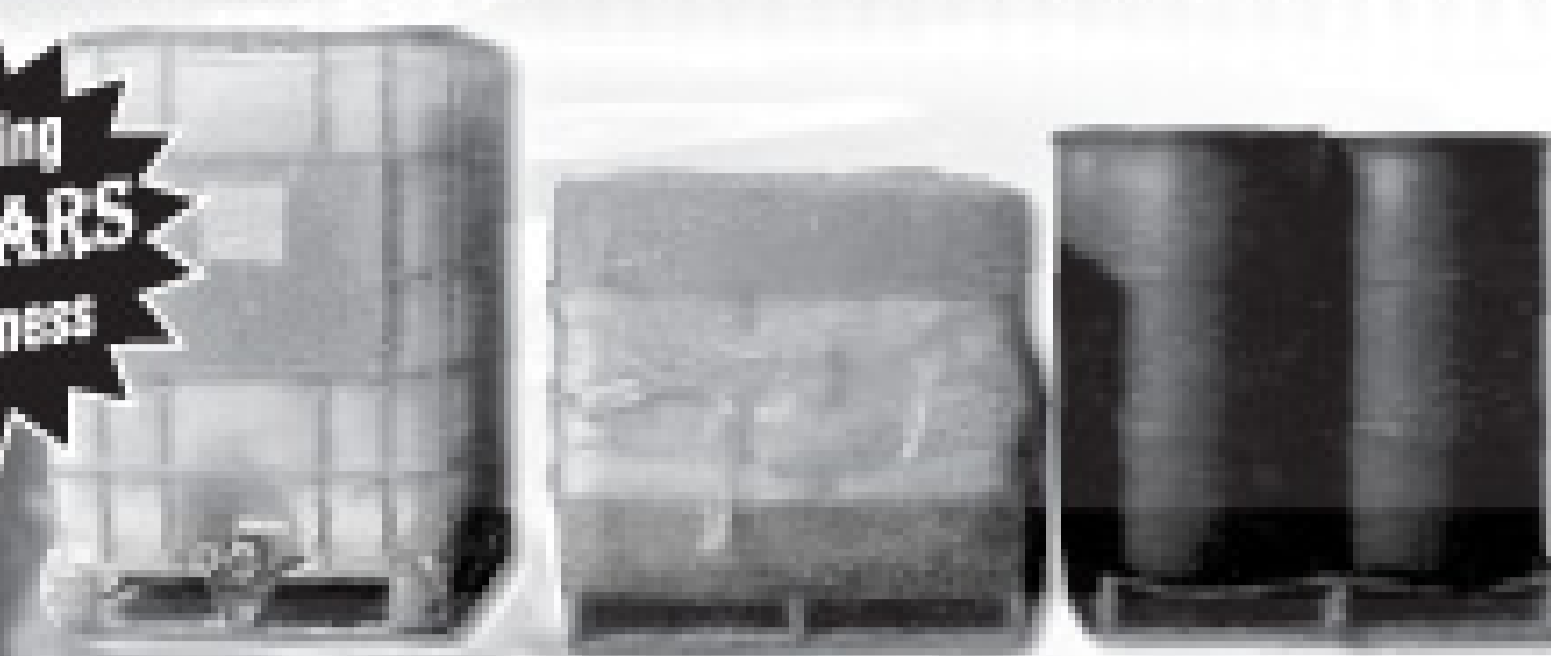
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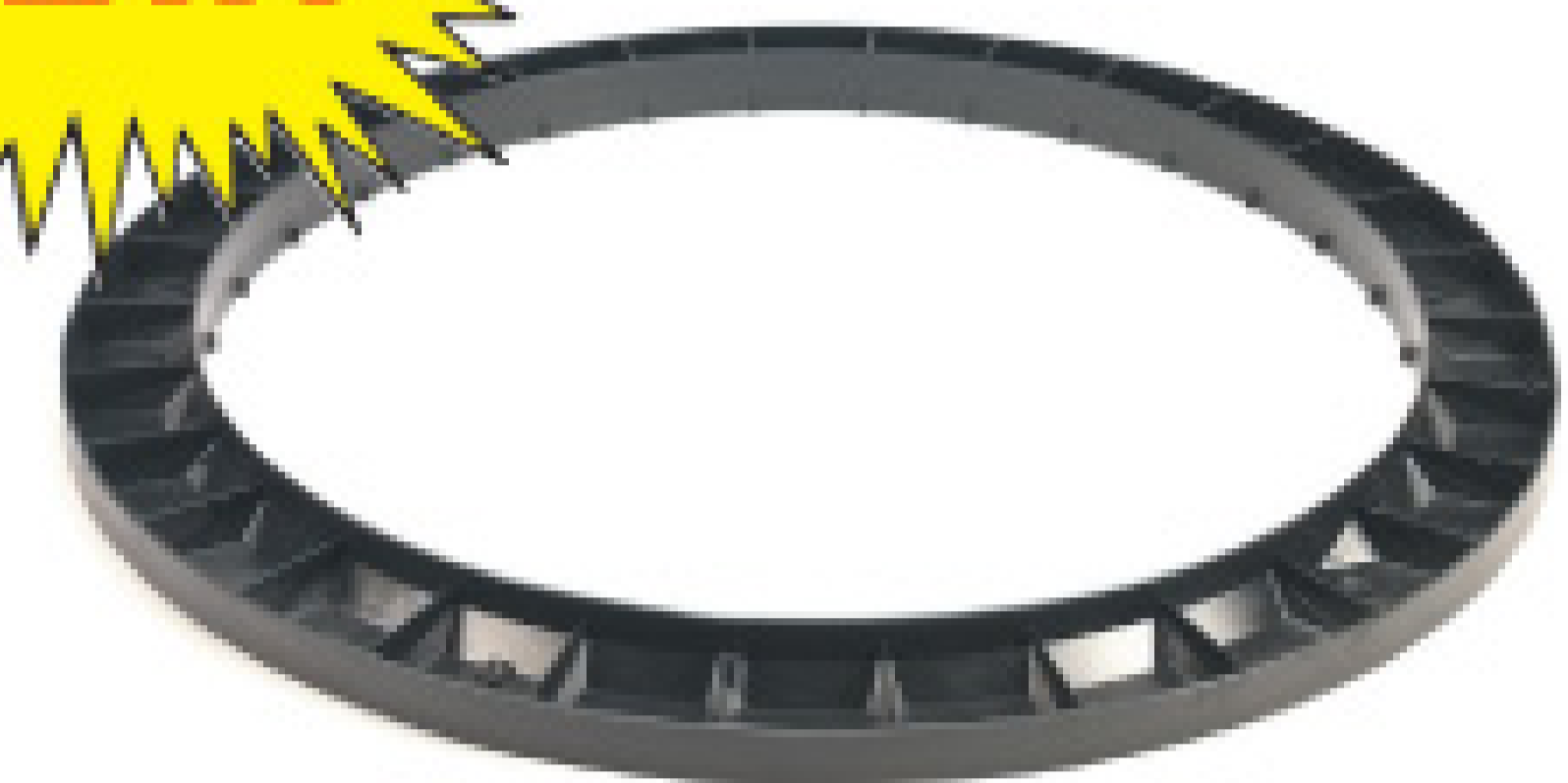
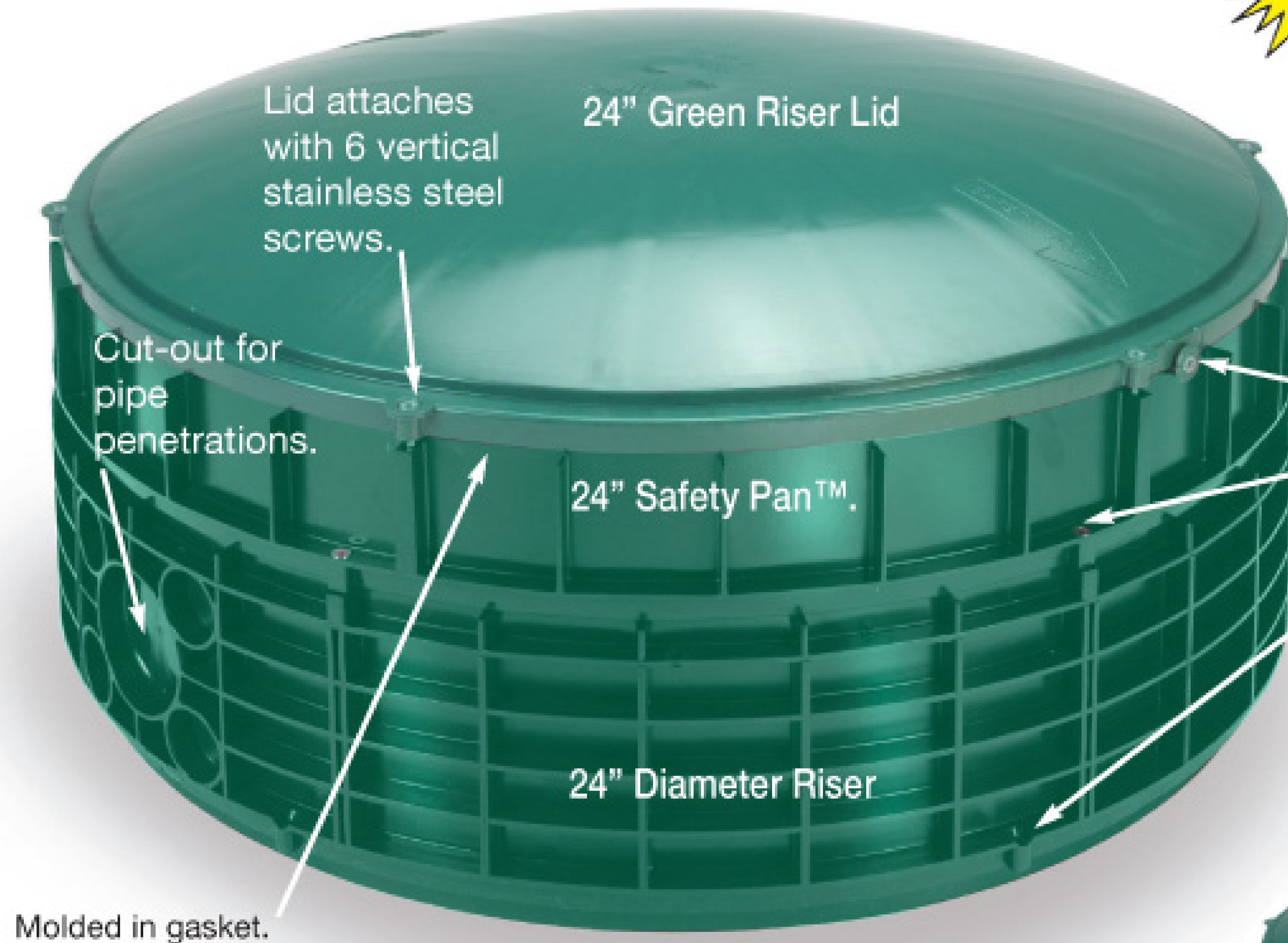
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5,617,679 &  
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Patent Numbers  
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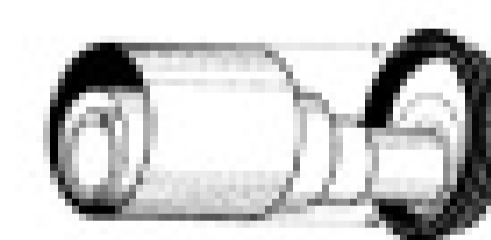
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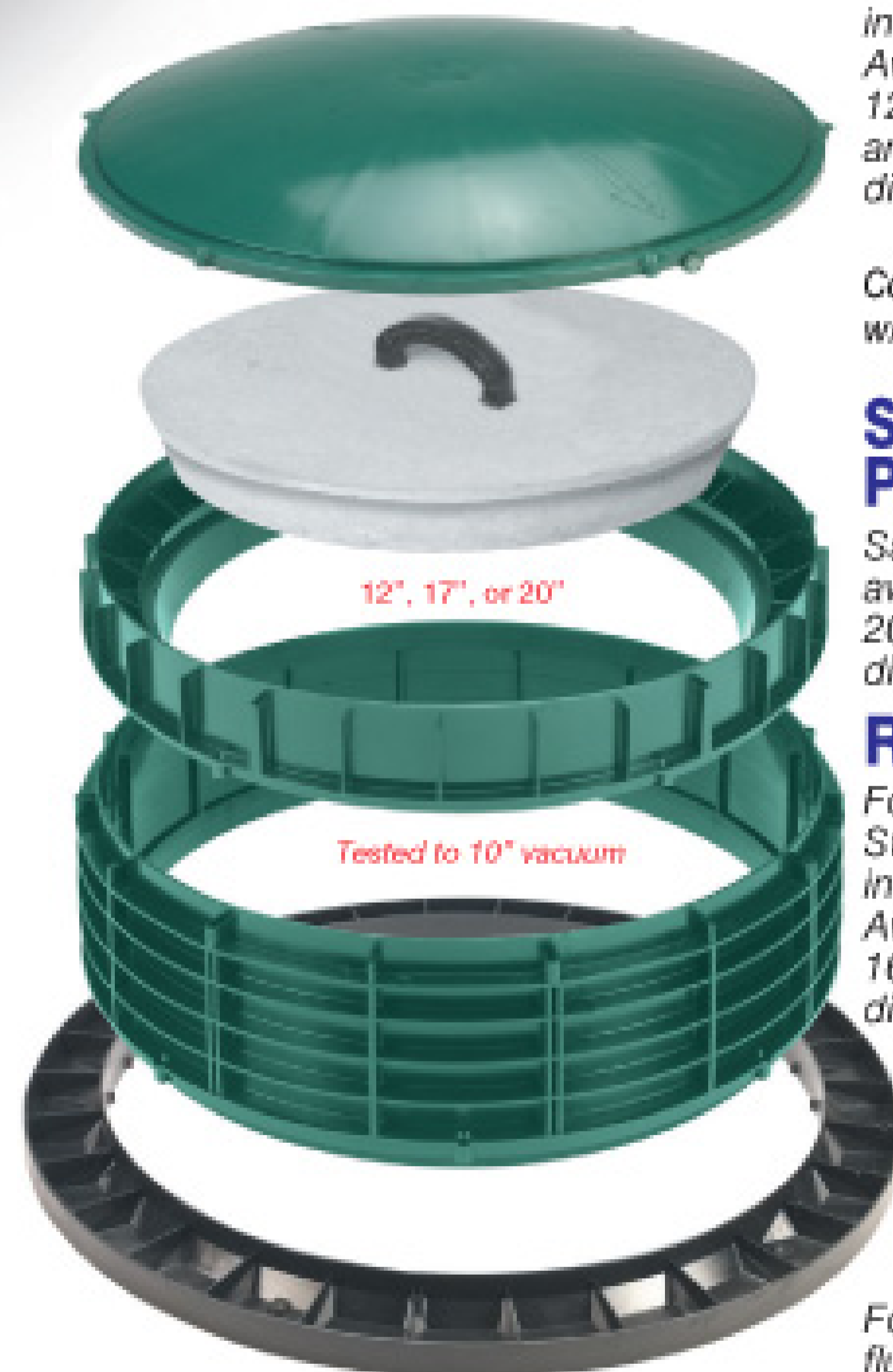


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4,951,914,  
5,624,123  
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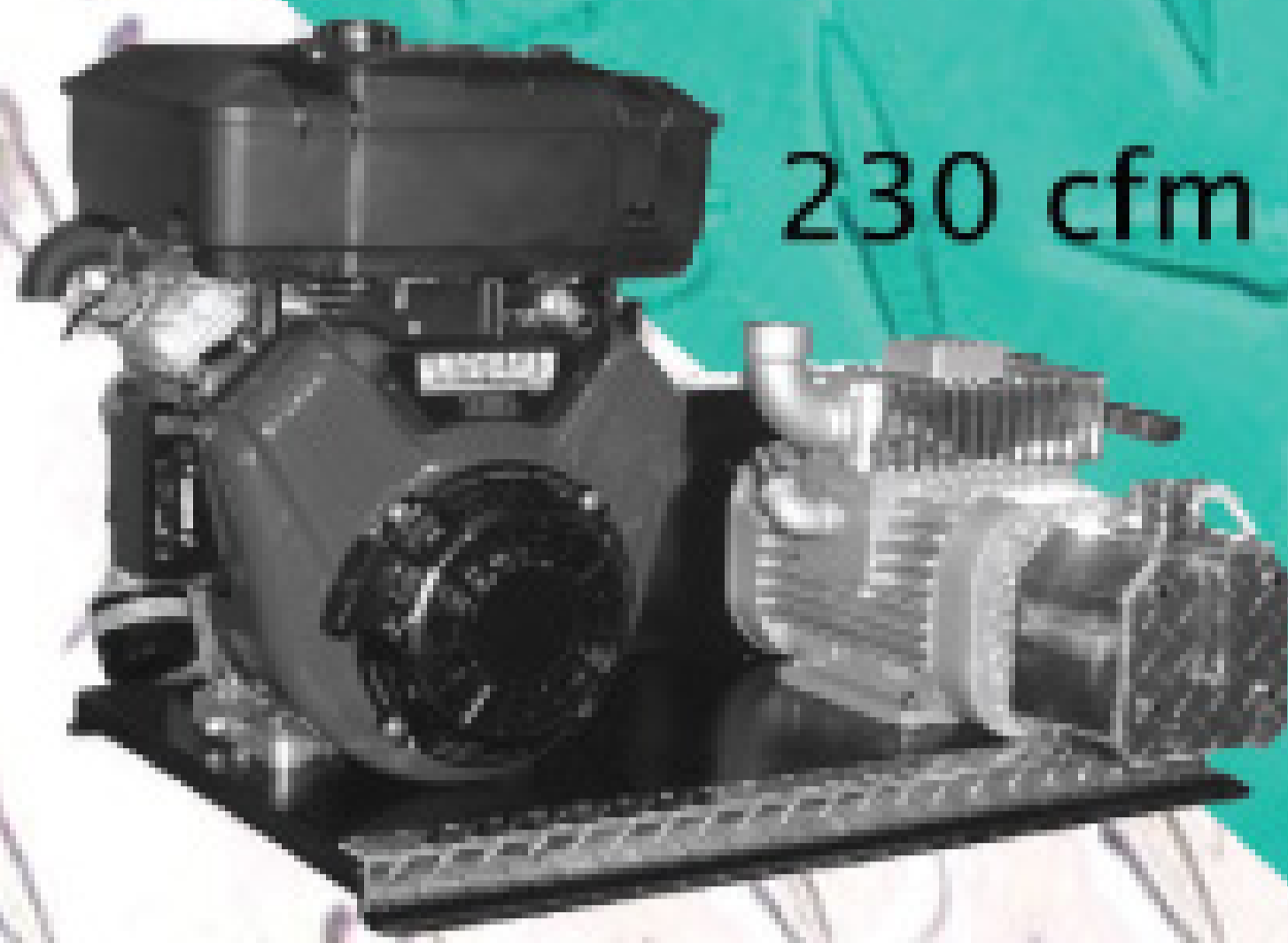


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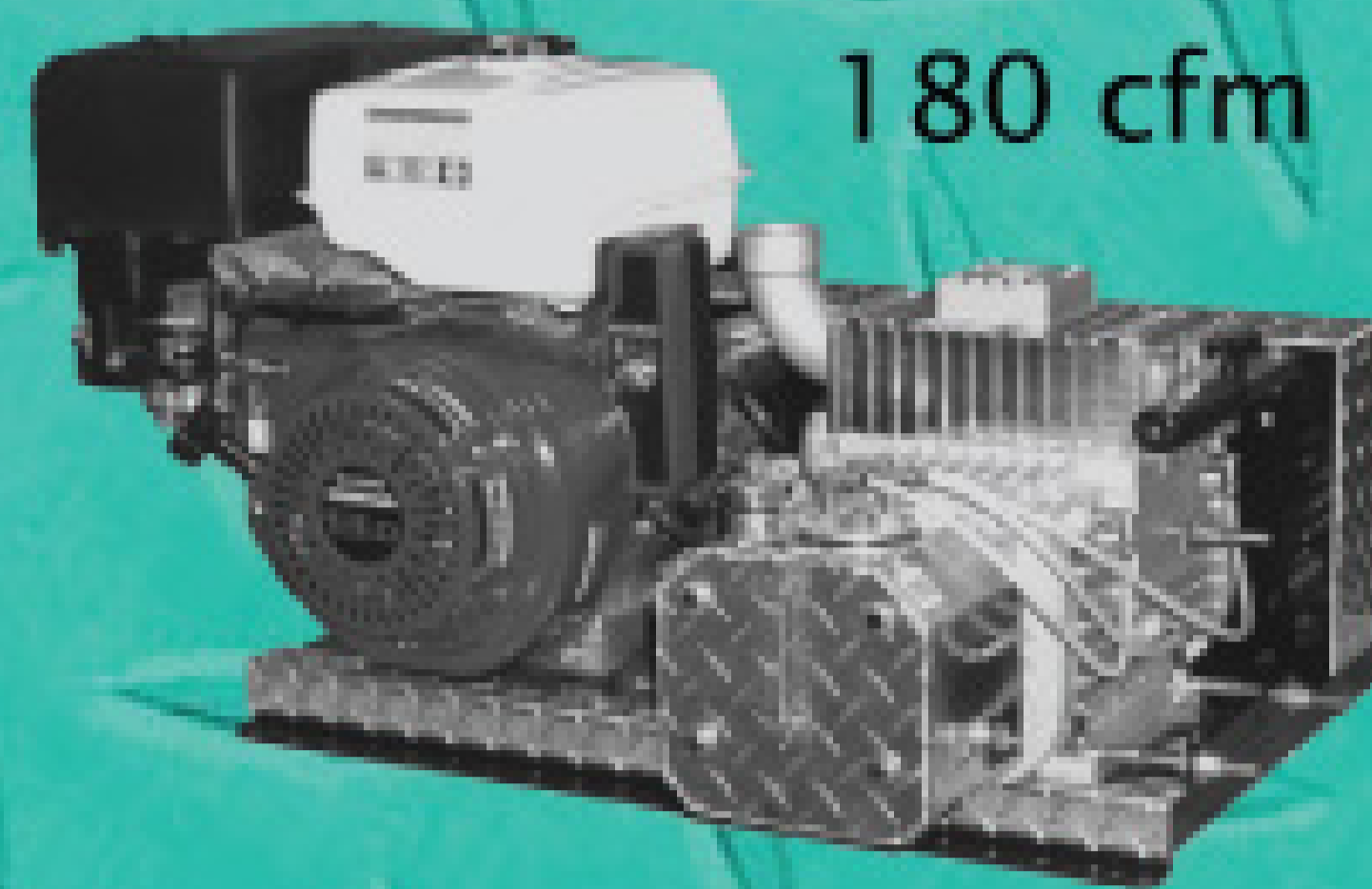
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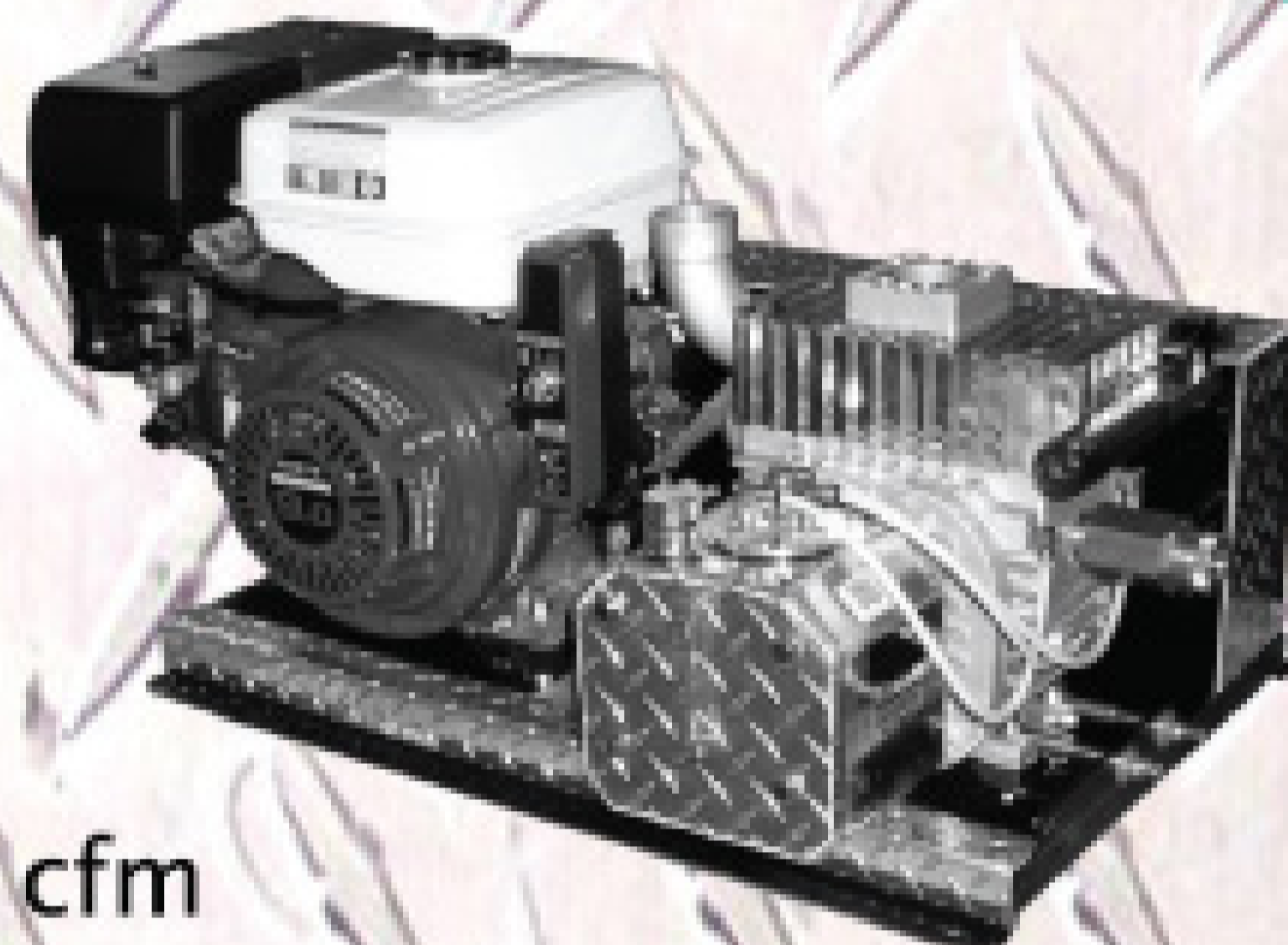


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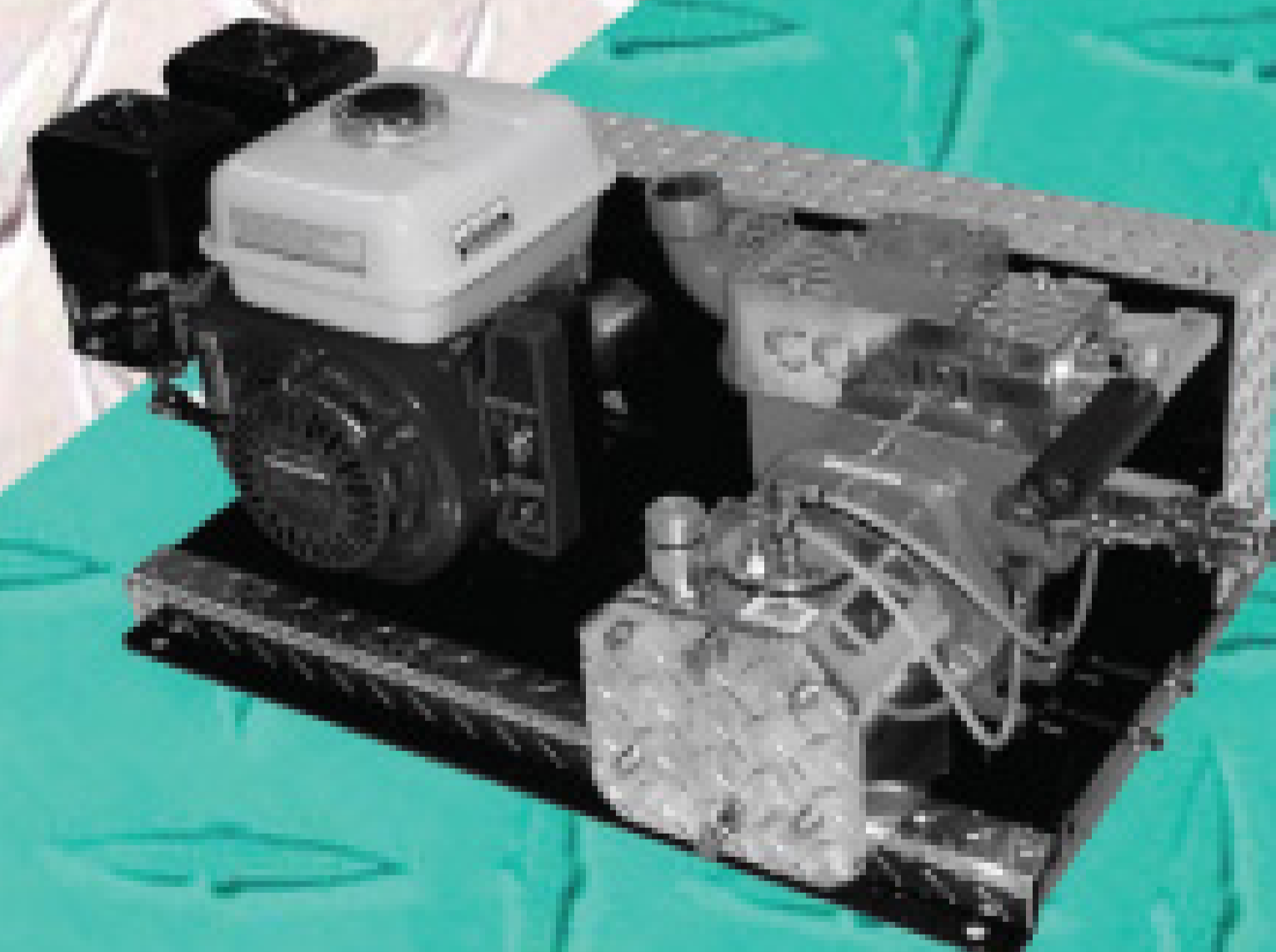


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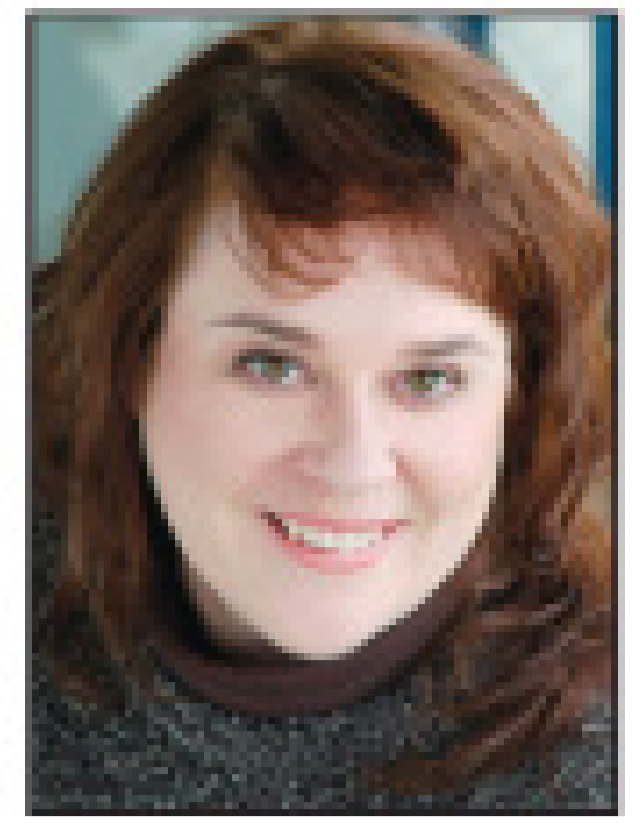
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# Bringin' on the Big Guns

## Pumping contractors discuss the benefits of adding industrial vacuum loading rigs to their arsenal of money-making machinery

By Mary Shafer

**O**K, admit it: One of the biggest reasons you got into septic pumping in the first place was that you like to drive big rigs and play with the really big toys, right? Good. Now that we have that out of the way, it explains half the thrill of making a deal on the show floor for a huge new industrial vacuum truck. Because you know you want one.

But hey, it's not just about loving the size and the power. These vehicles are serious profit machines in the right hands. Still, they're not a cheap date, and that kind of investment can be a big risk, unless you know how to leverage a jumbo piece of equipment to bring in added revenue.

The lure of bigger jobs, bigger paychecks and bigger rides never go away. That's why, for so many pumpers, industrial vacuum rigs are never far from their thoughts. But is this big-rig fixation shared by all?

Let's talk to a few pumpers about their own opinions:



Dan Plummer



Rick Plummer

**Name:**  
Dan Plummer and Rick Plummer  
**Company:**  
Plummer's Septic Tank Inc.  
**Location:**  
Wyoming, Mich.  
**Employees:** 12 in pumping division  
**Years in Business:** 52

Plummer's Septic Tank Inc. has diversified quite a bit since its founding in 1957. It now serves the Grand Rapids area of east-central Michigan with septic pumping, portable restrooms, grease trap, sewer and drain cleaning, and roll-off container rentals. Technician Dan Plummer says the company's industrial vacuum truck has helped the business weather the recessionary climate by growing previously smaller parts of the company.

"It's opened the door, because we can now do bigger jobs," he says. The company performs hydroexcavating with its Wastequip/Cusco TurboVac truck. Plummer gives the example of a really stubborn septic tank or a grease trap from a big bakery. The crew will get the really hard stuff out with the industrial truck, then finish up with a vacuum truck.

"Also, when we clean our own holding tank — like the ones we dump our own septic into — when those fill up, we don't have to hire somebody else to come clean it out. We can do it ourselves. It saves us time and money because we're more self-sufficient now."

Dan's brother, Rick Plummer, adds that not only has the industrial rig allowed the company to land new customers, but also to pitch existing customers for additional work they weren't able to do before.

"We find it easier to keep our current customers more satisfied because we can now offer them a wider variety of services," he says. "It's always easier in a customer's mind if they only have to think of one name. We've learned to kind of duplicate Walmart by offering one-stop shopping. It makes it a lot easier and less stressful on the customer."



Robert Carthage



Ray Black

**Name:**  
Robert Carthage and Ray Black  
**Company:**  
Rogers & Sons Inc.  
**Location:**  
Lithonia, Ga.  
**Employees:** 3  
**Years in Business:** 41

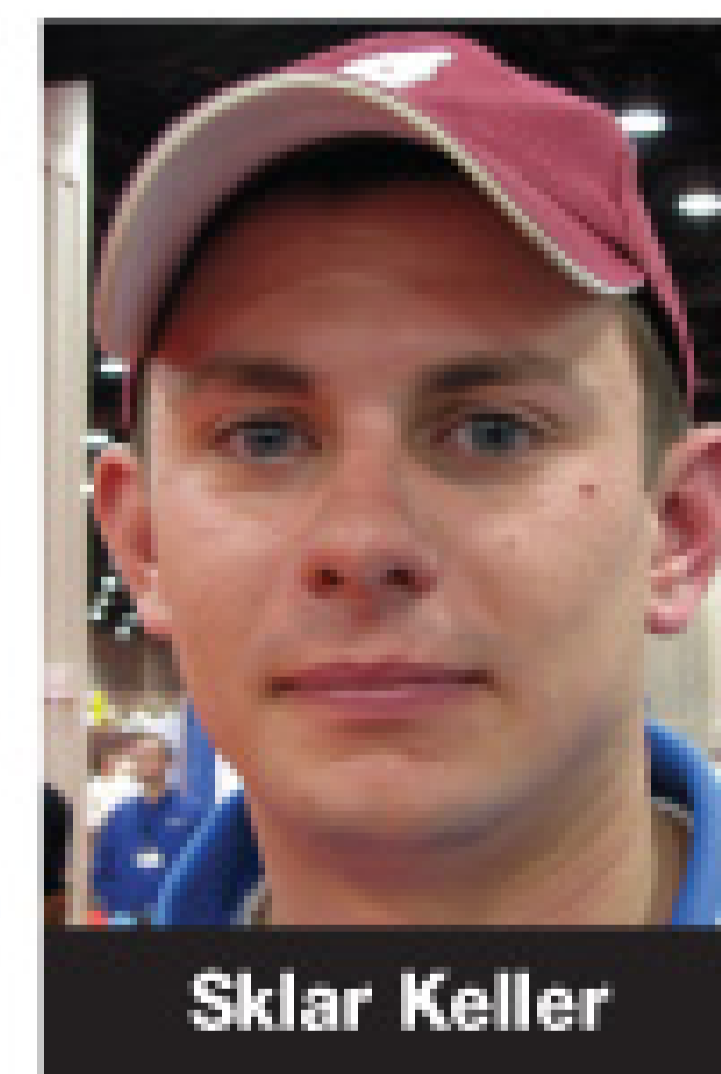
Rogers & Sons Inc. has been a player in this southeastern Atlanta suburb's septic pumping industry since 1968. And frankly, it just isn't pretty anymore, say driver/technicians Robert Carthage and Ray Black. The market's crowded and with city sewer being extended to more and more homes and businesses, septic just isn't where it's at for the company.

Management could see the trend 15 years ago, so in 1995, the company bought its first Vac-Con rig. Rogers & Sons went after the first of its high-pressure jetting and sewer vacuuming contracts. "There was a downturn in septic pumping," Black explains. "We're trying to get out of that now."

So the company diversified into drain-cleaning and industrial jetting with that first big rig. Ten years later, the company bought another one, this time configured for the dry side of industrial loading and hydroexcavation work.

"It's something new," says Carthage. "We're trying to keep up with what's happening in our market."

"Absolutely," Black chimes in. "It's the only thing we're using right now. It's bigger, with more pull power and more capacity. We're servicing mostly county and municipal sewers with it, and some lift stations."



Sklar Keller

**Name:**  
Sklar Keller  
**Company:**  
Hacker Plumbing & Drilling Inc.  
**Location:**  
Vincennes, Ind.  
**Employees:** 12  
**Years in Business:** 50

Hacker Plumbing & Drilling Inc. offers septic pumping, installation and cleaning of lateral drain lines to residential customers about 150 miles east of St. Louis. Driver Sklar Keller says his company hasn't considered purchasing an industrial vacuum

truck and probably won't be doing so any time soon.

"The city has one, and doing residential work, we don't have the need to buy one. The work we do for the city — mainly repairs — only takes our pumper truck," he says.

He allows that there's the possibility the company may refocus at some time in the future in a way that might make a big vacuum rig attractive, but he doesn't see that happening in the current economy. ■





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**2006 VAC-CON V312LHAD**

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**RECONDITIONED \$185,000**



**2004 VAC-CON V311LHAD**

- 2004 Sterling LT7501
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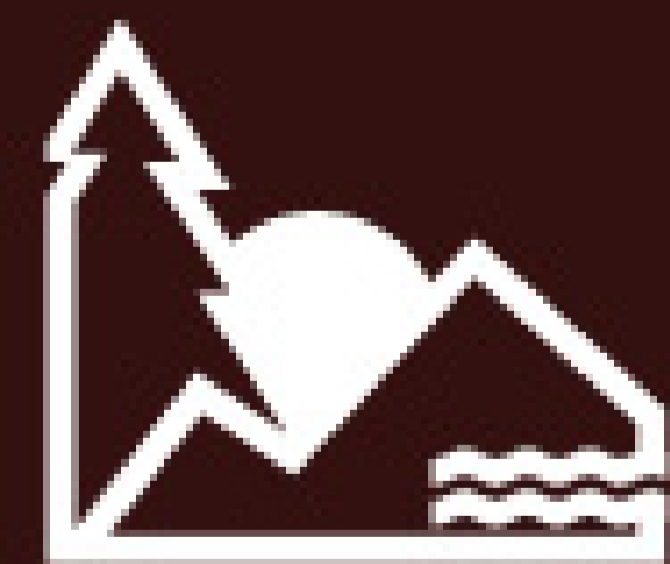
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## 'Clean Sand' Explained

Using unwashed sand will reduce the design capacity of an onsite system, which may lead to early failure

By Roger E. Machmeier

**Q** You mention using clean sand in a lot of your columns. What do you mean when you say "clean sand?" I thought sand was sand. And why is clean sand so important?

**A** Your question is timely, because a series of mound systems have been reported failing in our area recently. Mound systems have had an excellent performance record in my home state, Minnesota, as well as many other states. So it was unusual that a series of mounds should start failing. The interesting fact was all these failing mounds had been installed by the same contractor under a local grant program for a small city without municipal sewer.

With the extensive number of failures, an investigation had to be conducted. The conclusion was that sand placed under the rock layer of the mounds did not meet required specifications. The sand was not "clean sand" as had been specified. Apparently the contractor did not know about clean sand and apparently the inspector did not adequately inspect the construction materials for the mounds.

What is clean sand and why is it so necessary in the construction and successful operation of a mound sewage treatment system?

### DEFINITION IMPORTANT

First of all, clean sand, as described by soil scientists through a sieve analysis, is a soil texture composed by weight of at least 25 percent very coarse, coarse and medium sand varying in size from 2.0 to 0.25 mm (millimeters), less than 50 percent of fine or very fine sand ranging in size between 0.25 and 0.05 mm, and no more than 10 percent of particles smaller than 0.05 mm. This is technical, but is the definition soil scientists use to describe clean sand.

A sieve analysis is not really needed on the job, as the fruit jar test is a simple way for both the installer and the inspector to test the quality of the sand. Clean sand can easily be determined by placing exactly 2 inches of the sand in the bottom of a quart fruit jar. Then fill the jar three-fourths full of water. Place the cover on the jar and shake the contents vigorously.

Allow the jar to stand for about an hour and observe if there is a layer of silt or clay on top of the sand. If the layer of these fine particles is more than 1/8 inch thick, the sand is not suitable for use in mound construction.

What is the reason for this? Sand having too many fine particles will be compacted during mound construction. This slightly compacted sand will not have the open pores necessary for the successful operation of the mound.

Also, the long term accept-

*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.*



ance rate, or LTAR, of the unclean sand will be less than that of clean sand. The acceptance rate of clean sand is the value used to size the rock layer area of the mound.

### SOIL SIZING FORMULA

The size of the rock layer of the mound is based on 0.83 square feet per gallon of effluent per day, which is 1.2 gallons per day per square foot of sewage tank effluent. But this is a valid number if, and only if, clean sand is used. This is also the soil sizing factor for soil having a percolation rate in the range of 0.1 to 5 minutes per inch.

Using unclean sand results in a mound with an actual capacity that is less than designed. The LTAR will be less than 1.2 gallons per day per square foot. Sewage effluent will begin to surface along the side slopes of the improperly constructed mound. And this is apparently what happened in the example I mentioned above.

Another example of improper mound construction occurred in another state. The officials who developed the code for mound construction in that state did not understand the function of the clean sand layer in a sewage treatment mound. They apparently had the opinion the sand layer under the rock layer would not provide adequate treatment, so they specified a layer of loam soil for "better" treatment.

The soil sizing factor for clean sand was used and when the effluent was discharged onto the loam soil under the rock layer of the mound, the biomat quickly formed and the mounds failed hydraulically.

Sewage tank effluent is applied as a dose with pressure distribution to the rock layer of the mound. The

effluent percolates through the rock to the sand layer. As the liquid percolates downward, air is drawn into the sand layer. If the application rate remains less than 1.2 gallons per day per square foot, conditions in the sand layer alternate between anaerobic and aerobic.

The result of these alternating conditions causes a reduction of the nitrates in the percolating liquid. Research has shown nitrate reductions of up to 44 percent.

Sand can be useful in another application for onsite sewage treatment systems. Soils having a high clay content easily compact or the texture breaks down under wet conditions.

A trench constructed in a clay loam soil should have a 4-6 inch layer of clean sand placed on the bottom of the trench. The purpose of the sand layer is to protect the compaction of the clay loam soil from the rock placed in the trench.

### PREVENTS COMPACTION

The soil may be relatively dry when the trench is constructed. When effluent enters the trench and percolates downward to the soil in the trench bottom, the weight of the trench rock will tend to compact the soil. A layer of clean sand between the soil and the trench rock will prevent this compaction. The same procedure should be used for a seepage bed installed in clay loam soil.

Clean sand is an essential material required in the construction of a sewage treatment mound. Sand can also be used in other soil absorption systems to make them more effective. Some sand pits naturally contain sand that is clean and suitable for use in mound construction. Other sand pits need to have the sand washed to be suitable. ■

Clean sand is an essential material required in the construction of a sewage treatment mound ... Some sand pits naturally contain sand that is clean and suitable for use in mound construction. Other sand pits need to have the sand washed to be suitable.



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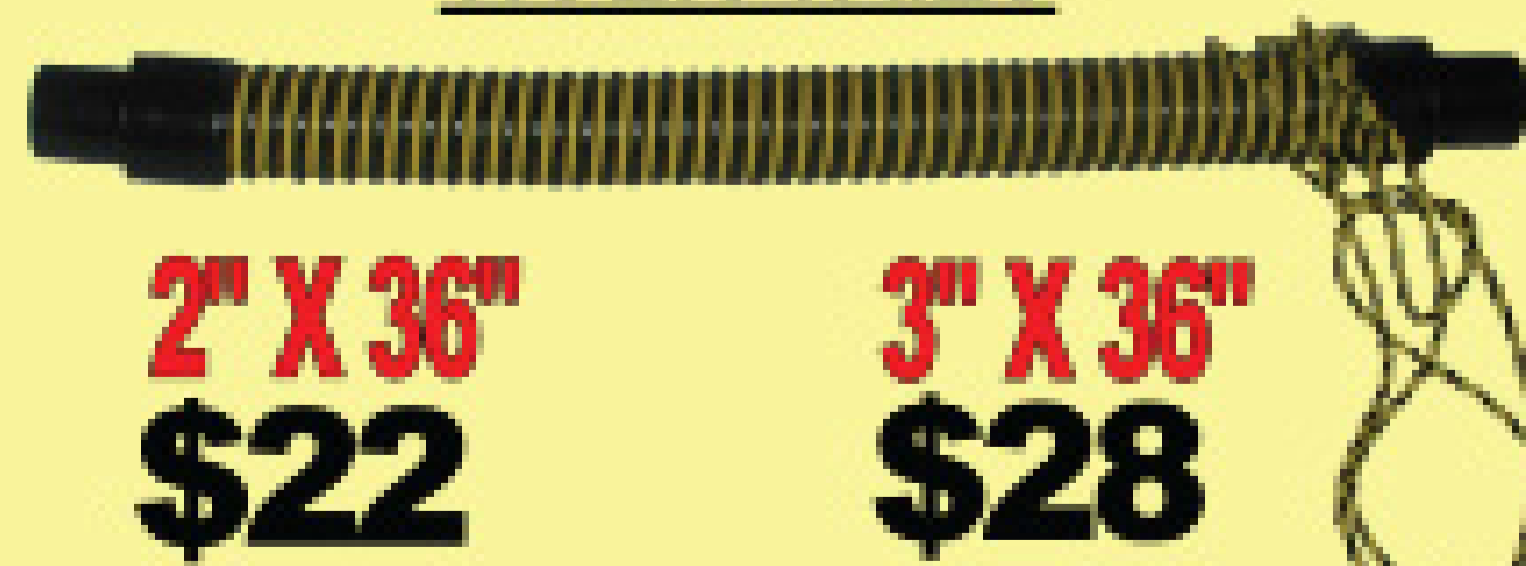
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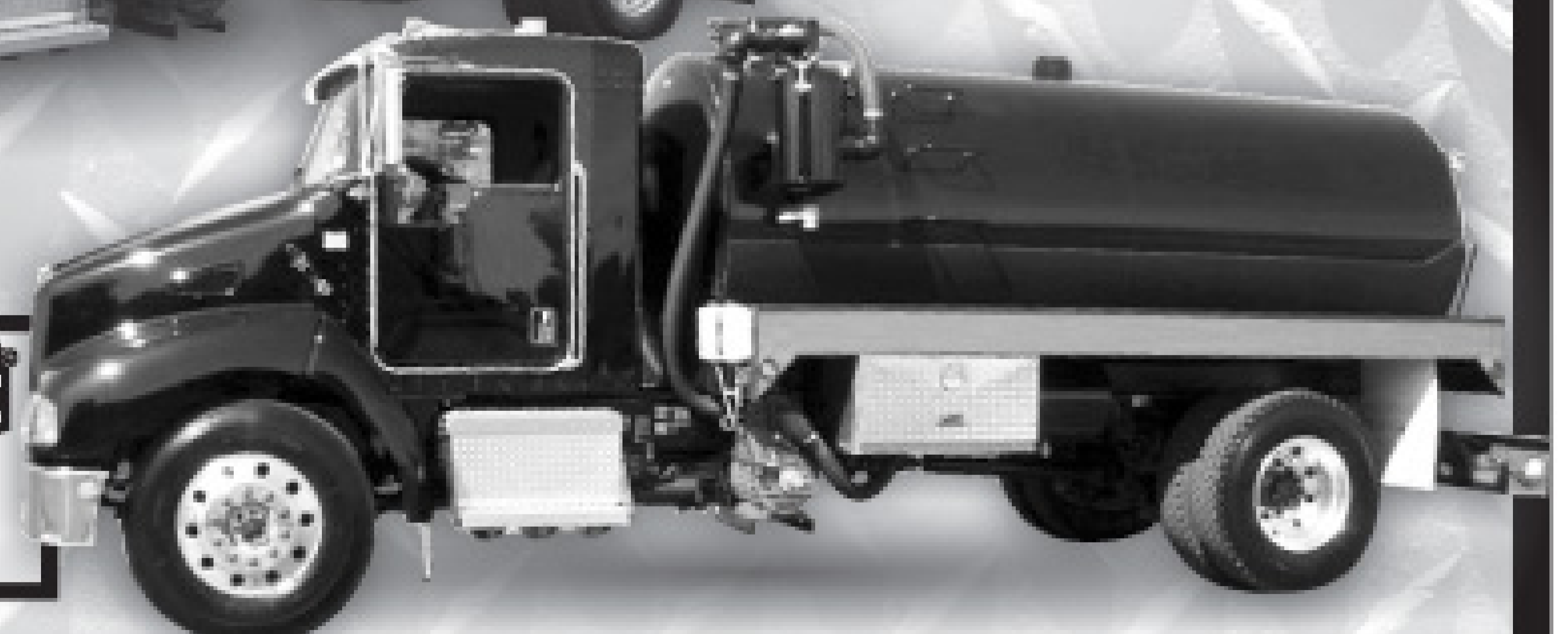
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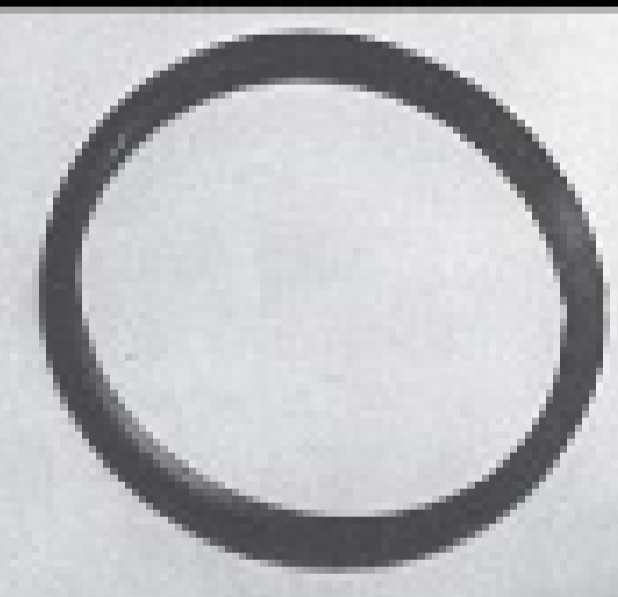
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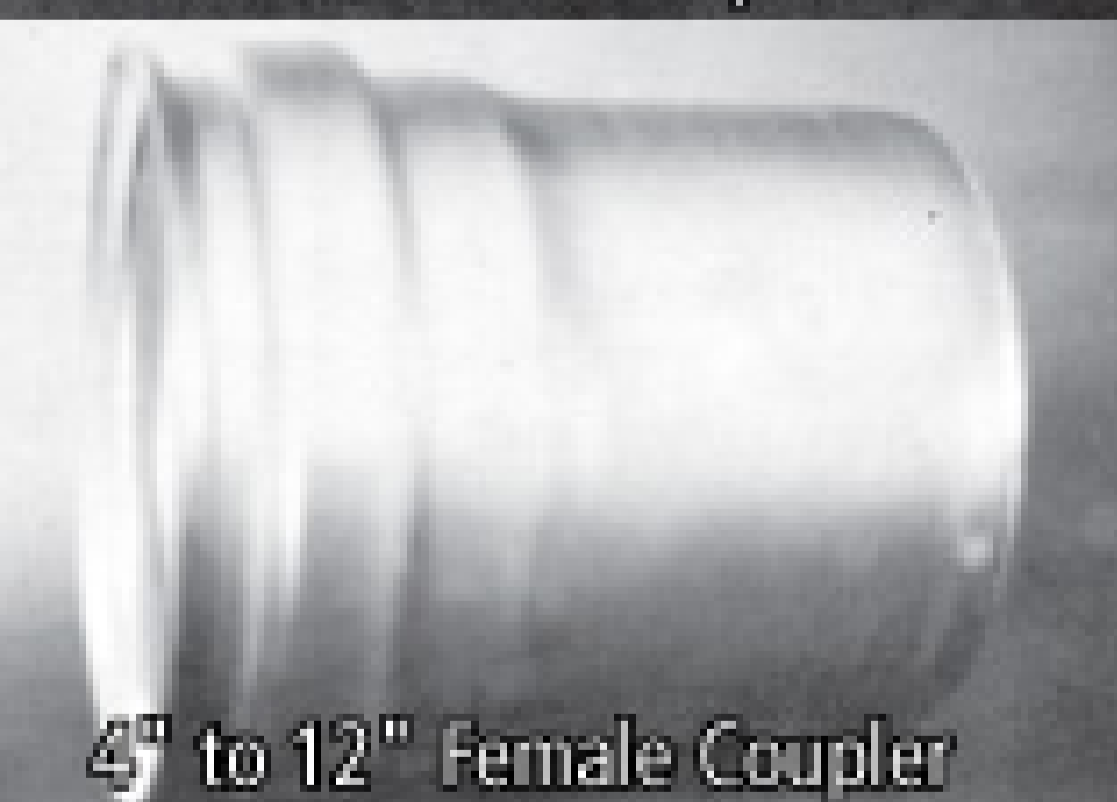
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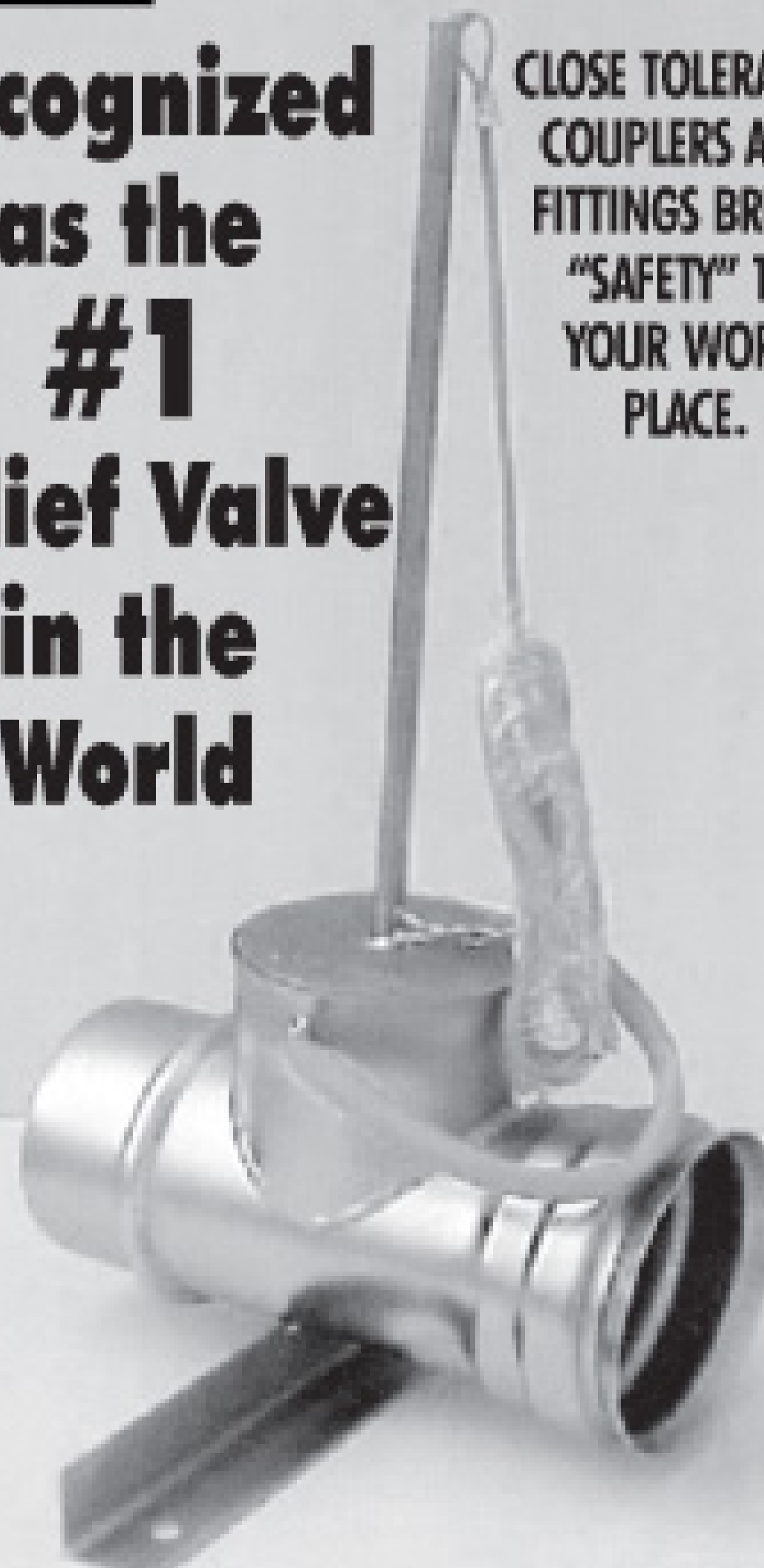
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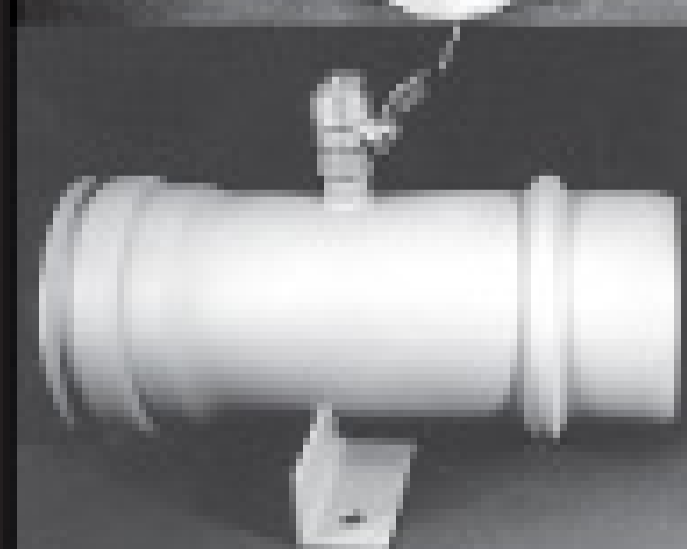
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Congratulations to Elite Portables of Metairie, LA who purchased a 2009 Kenworth with a 1500 gallon stainless steel tank and for being one of the featured companies in the August issue of *The PRO*.



Congratulations to Mobi-Toil of Switzerland for the recent purchase of four 300 waste & 110 fresh water Stainless Steel tanks.

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## Orenco Systems Receives Safety Recognition

Orenco Systems Inc. of Sutherlin, Ore., designer and manufacturer of decentralized wastewater systems, has been recognized as a Safety Health Achievement Recognition Program company. The program encourages Oregon employers to work with employees to find and correct hazards, and develop and implement safety and health programs.

## Oldcastle Precast to Offer Algaewheel Technology

Oldcastle Precast will offer Algaewheel's algal growth process technology as part of its decentralized wastewater treatment systems in the U.S. Oldcastle will incorporate the "green" process in cluster housing, commercial, educational, institutional and other treatment applications.

## Pat's Pump Named Florida Allianz Sweeper Dealer

Pat's Pump & Blower LLC has been named Florida dealer for Allianz Sweeper Co./Madvac Inc., producer of mechanical and vacuum litter collection equipment.

## Rich Restrooms Meets 'Green' Classification

Rich Restrooms has been recognized as a "green" manufacturer for using sustainable materials in the construction of its products, limiting waste by recycling and providing opportunities for its employees and customers to reduce waste and carbon emissions.

## Vac-Tron Updates Web Site

Vac-Tron Equipment has updated its Web site, [www.vactron.com](http://www.vactron.com), adding product information, spec sheets and uses, as well as video presentations and demonstrations.

## obituary

### Founding NAWT Member Richard Lange Remembered



Richard Lange, Smithtown, N.Y., a long-time advocate for the liquid waste industry and founder of Lange's Sewer Service, passed away Aug. 4. He was 69.

Lange is remembered as a founding member of the National Association of Wastewater Transporters Inc., who tirelessly donated his time to help start the trade association, then fought to build the reputation of the industry. He started Lange's Sewer Service in 1975.

Ralph Macchio, who subcontracted for Lange's services and worked with him on the startup of NAWT, remembered Lange as a true professional and someone who was outgoing in promoting the industry.

"He was excellent in commercial (sewer cleaning), and the type of guy who was persistent," said Macchio. "No matter how difficult the job was, his pride wouldn't let him not do the job. He was an exceptional guy and a precise individual."

Macchio said Lange made countless calls to pumpers across the country when NAWT was formed, and especially brought many New York pumping companies into the association. Lange was the New York representative to NAWT, and was also active in the Long Island Liquid Waste Association Inc.

Lange left his mark on the industry in many ways, according to Macchio, but it was a protest to U.S. Environmental Protection Association interest in regulating the industry that Macchio remembers most. At a Pumper & Cleaner Environmental Expo several years ago, Lange dressed in a Grim Reaper costume at an EPA presentation.

"He wasn't bashful about getting his point across in any manner and on any issue," Macchio said of his close friend. "I know he did make an impact; those that attended that Expo often talk about that situation." While it wasn't the way Macchio would approach the EPA, he said Lange grabbed the attention of regulators and helped get across the point that private pumping companies held a stake in the future of the industry.

Lange is survived by his wife, Frances, seven children, 16 grandchildren and three great-grandchildren. ■

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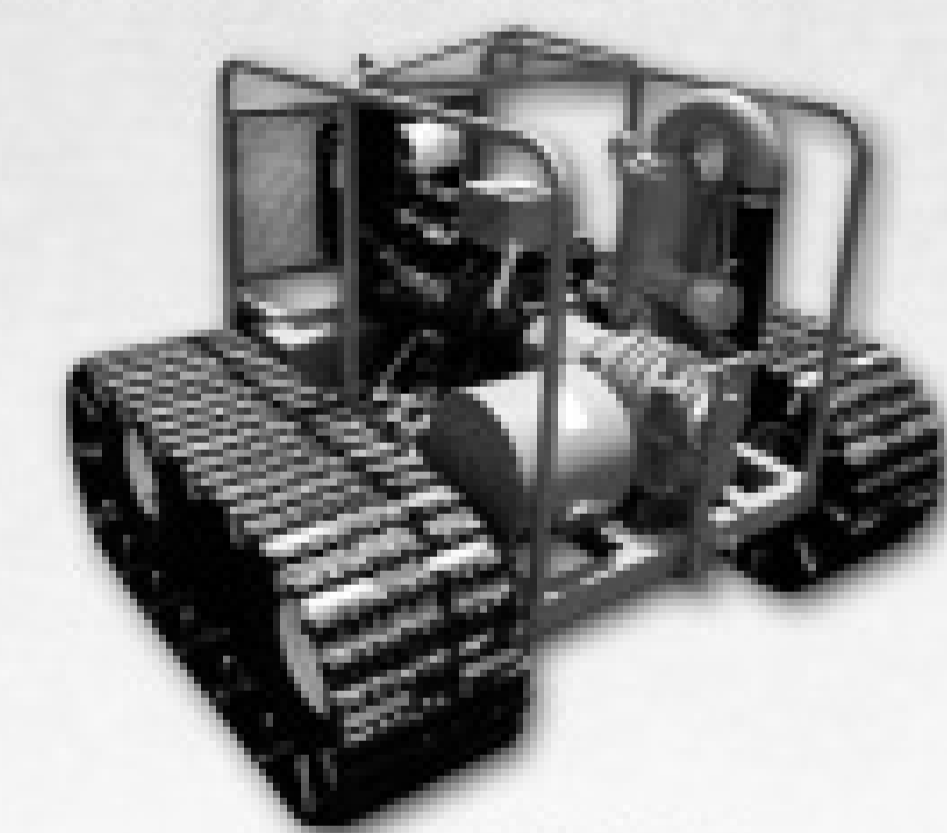
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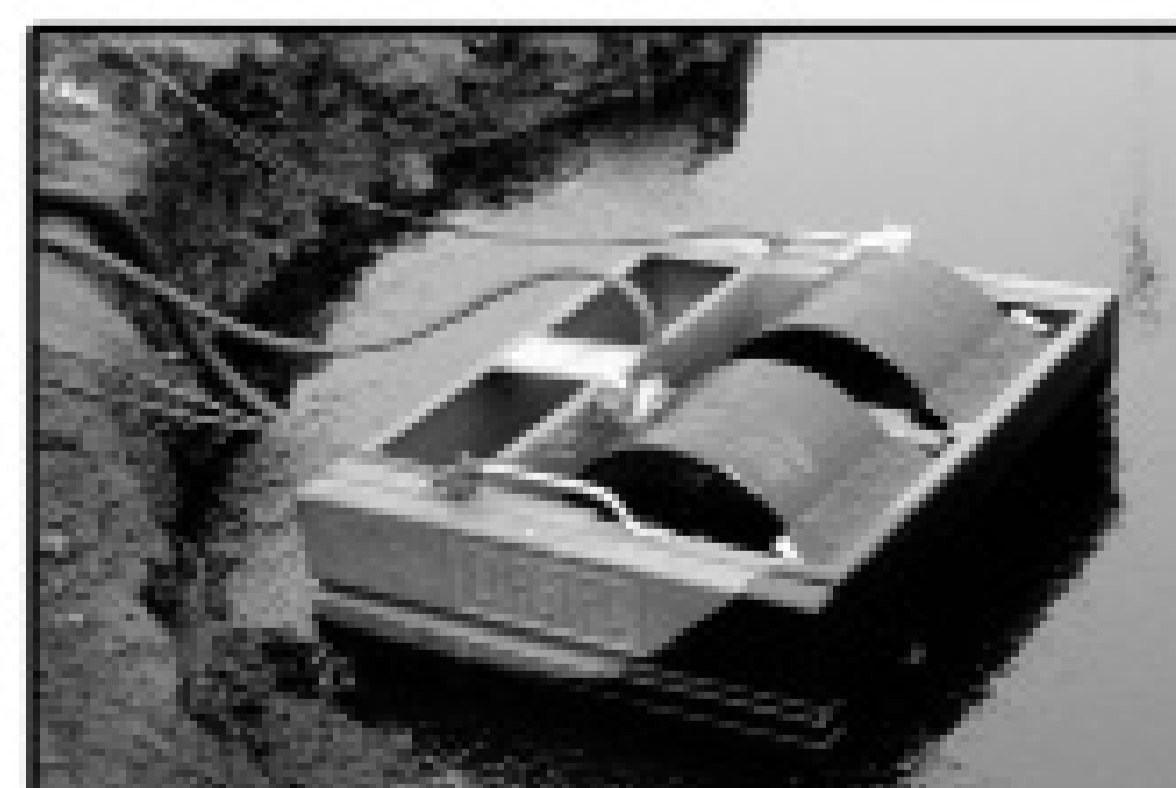


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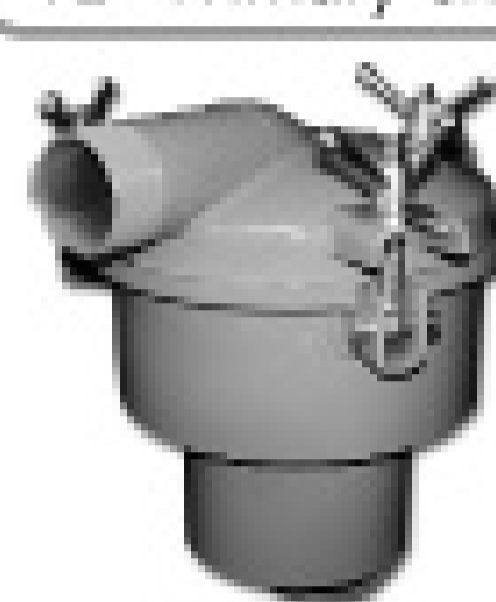
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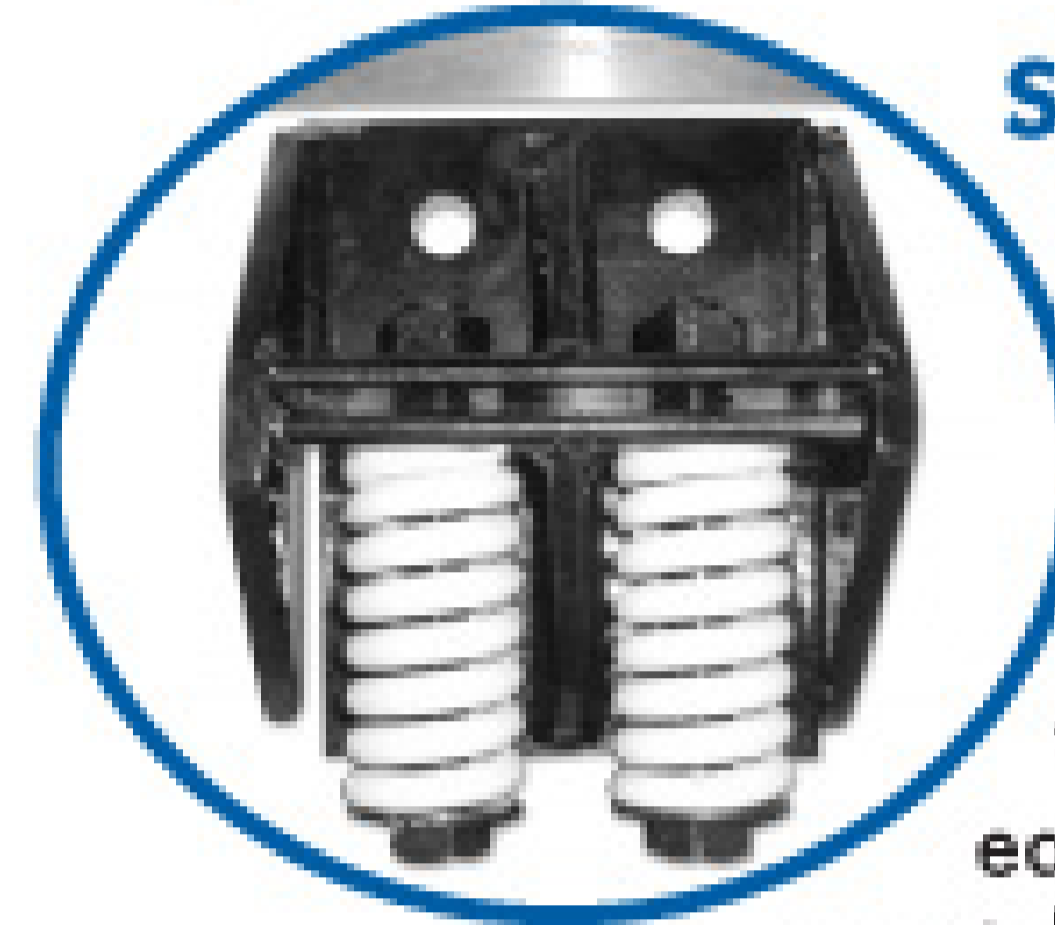
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## 4th Annual Waste Treatment Symposium Detailed

By Tom Ferrero

### IT'S ALMOST HERE

The National Association of Wastewater Transporters fourth annual Waste Treatment Symposium, Oct. 9-10, is only weeks away. Have you reserved your room at the Renaissance Orlando Resort SeaWorld? To qualify for the Oct. 8-9 discount price of \$150 per night double occupancy, plus taxes, register by calling NAWT at 800/236-6298. Remember that the Water Environment Federation Technical Exhibition and Conference follows at the Orange County Convention Center on Oct. 12-14. Registering for the symposium includes free admission Monday to the WEFTEC exhibit hall ([www.weftec.org](http://www.weftec.org)), where you'll find many vendors with information on waste treatment. Note that the hotel rate rises to \$217 per night after Oct. 9.

Sign up now, because space constraints limit us to 200 people. Download the registration form at [www.nawt.org](http://www.nawt.org). Registrations must be received by Sept. 28. You won't want to miss the most comprehensive, hands-on experience the industry offers.

### FRIDAY (CLASSROOM ALL DAY)

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

Tom Frank of Tim Frank Septic Tank Cleaning Co., Huntsburg, Ohio, and NAWT president, will welcome attendees and introduce the agenda

#### Analyzing Your Resources: How to Work with What You Have

Dave Gustafson, P.E., extension engineer at the University of Minnesota and Onsite Sewage Treatment Program trainer

Heading the list of scenarios is how pumpers will treat the septage, then handle the water and sludge from the process. How the waste streams are handled determines the treatment process. Options include thickening septage for land application, discharging water into sewer lines or hauling it to receiving facilities, spray irrigation, or running it through drainfields. The same choices apply to handling sludge. Rural plants can land-apply, while urban locations rely on landfills and beneficial reuse options.

Regulations and permitting are more resources, ranging from dealing with the state to working with counties or even treatment plants. Attendees will receive tips on how to cope with all prime regulators. They also will learn what to look for when choosing their design consultant and engineer.

### UNIT PROCESSES

The moderator is Therese Wheaton, owner of Crystal Environmental in Springboro, Pa. Presenters will have 15 minutes to explain the equipment.

#### Screening and Grit Removal

Representative Doug McCord, EnQuip Co., Exton, Pa.

Pumpers are not in the habit of screening septage, and maybe this step is unnecessary if disposing of sludge at landfills. However, removing the sticks, stones, organic matter, and plastic products before land-applying sludge is a sound idea. From a management standpoint, screening septage as it enters the plant prevents grit from accumulating in the tanks and clogging pumps. Plants processing 10,000 gpd may be able to shovel out the grit twice a year, but those processing 50,000 to 100,000 gpd want to remove the grit mechanically before it shuts down the system every two weeks.

### Equalization and Storage

Therese Wheaton, owner, Crystal Environmental, Springboro, Pa.

Every load of septage is different. To homogenize the loads, plants mix them in tanks, ensuring that each batch is almost identical. Tanks also attenuate the flow, from 200 gpm as septage leaves the truck to 30 or 50 gpm as it enters the dewatering equipment. They enable operators to run the dewatering equipment at the most economical and convenient time.

### Polymers: Chemical Magic

Representatives Jim Millard, Aqua Ben Corp., Oswego, Ill., and Kathy Mabry, Fort Bend Services Inc., Stafford, Texas

Every dewatering process requires polymers, the chemicals that make water want to separate from septage. Attendees will learn about the various chemistries and how they differ from each other.

### DEWATERING OPTIONS

Once the waste streams are chemically conditioned, machines separate the liquids from the solids. The following representatives will discuss the most common technologies:

#### Screw Press

Wes Bond, FKC Co. Screw Press, Port Angeles, Wash.

#### Rotary Press

Peter Gagne, international sales coordinator, Fournier Industries Inc., Thetford Mines, Quebec

#### Belt Press

Dave Deaton, owner, MSD Environmental Services, Centerville, Ohio

#### Container Filter

Therese Wheaton, owner, Crystal Environmental, Springboro, Pa.

### PERIPHERAL COMPONENTS

#### Pumps

Jeff Seaton, Boerger Pumps LLC, Minneapolis, Minn.

Pumps make the dewatering process possible by moving materials from one place to another. Attendees will learn which pumps work best in what application.

#### Regulations: EPA 503 and Class A Biosolids

Robert Rubin, Ph.D., professor emeritus at North Carolina State University and consultant for McKim & Creed, P.A., Raleigh, N.C.

Participants will learn the ins and outs of EPA 503 sludge regulations and Class A biosolids options. The EPA 503 regulations cover the land application of the end product when plants mix septage, grease trap waste, sludge from municipal treatment facilities, portable toilets, and other waste streams together. Biosolids, however, are moving from Class B (lime stabilized) to Class A because of its options. The most appealing is that Class A biosolids are unregulated in many states. They can be sold after heat drying or composting, cost less to dispose of, and are more acceptable to the public.

#### Odor Control

Martin Crawford, president, Bay Products Inc., Stateline, Nev.

Plant operating permits require controlling odors. One way is through site location,



but for most plants, the nearest house is 150 feet away instead of one mile. Mechanical odor control options include containing plant operation indoors or covering the outdoor tanks. In both cases, air drawn off the tanks runs through filters before returning to the atmosphere. Biofilters are a popular choice because they are effective, low cost, and low maintenance.

#### Miscellaneous

Kevin Taylor, product manager, USA BlueBook, Gurnee, Ill.

USA BlueBook is a resource for wastewater equipment and supplies.

#### BUSINESS PLANS: HOW TO PRESENT YOURSELF TO THE BANK

Tim Pratt, Wells Fargo Equipment Finance, Tempe, Ariz.

Pratt will outline strategies to convince loan officers that building a privately owned wastewater treatment plant is a sound investment. Attendees will leave with the information and confidence to create a business plan that makes sense to banking entities.

#### CASE HISTORY

Luke Deshotels, owner, Big Mamou Bio-Solids Inc., Mamou, La.

Deshotels uses plate frame filter technology to process 20,000 gpd of septage, grease trap, and portable restroom wastes.

#### Networking time with hors d'oeuvres and cash bar

An opportunity for attendees to talk with presenters, engineers, and vendors.

#### SATURDAY (MORNING CLASSROOM)

##### Trap Grease: Transforming a Liability to an Asset

Emily Landsburg, CEO, BlackGold Biofuels, Philadelphia, Pa.

Philadelphia Fry-o-Diesel technology converts sewer grease into biodiesel, a low-carbon diesel fuel substitute that burns in most diesel engines, boilers, and burners without any engine modification. Landsburg will focus on the challenges of processing trap and other brown greases into an ASTM-D6751 fuel, highlight the company's operations and lay out specific steps to implementing a successful project.

##### Evolution of Transported Liquid Waste to Beneficial Use with Pre-Treatment Processes; Solving Regional Needs of Haulers and Wastewater Treatment Plants

Therese Wheaton, owner, Crystal Environmental, Springboro, Pa.

Septic tank and grease trap waste haulers can no longer depend on the government for all their disposal needs. The volumes are simply too great. Consequently, haulers are building privately owned wastewater treatment facilities. They treat greater volumes of waste with a smaller impact on municipal plants.

##### Orange County (Fla.) Grease Management and Industrial User Discharge Permits

Susanna Littell, Orange County Utilities Services Coordinator, Orlando, Fla.

Orange County implemented an aggressive grease trap management program because the area has disposal options. One is Select Processing of Orlando. It dewater wastes, discharging the liquid to the municipal sewer. Littell will present the relationship between Select Processing and the Orange County Pretreatment program.

##### Case History of Select Processing of Orlando

Steven Macchio, owner, ClearFlo Technologies Inc., N. Lindenhurst, N.Y.

Macchio will talk about the benefits and challenges of operating a wastewater treatment business. He owns three plants. The Orlando facility, an industrial user, is permitted to process 188,000 gpd of septage, grease trap and portable restroom wastes, and sewage sludge. It handles 30,000 to 40,000 gallons of grease trap waste daily. Class B biosolids, previously land-applied, are now trucked to a landfill.

##### Q&A session and lunch (included)

##### FIELD TRIP (AFTERNOON)

Attendees will be bused to Select Processing of Orlando for a tour. Using septage and grease trap waste, vendors will demonstrate operating, screening, and dewatering equipment, polymer applications, and other peripheral devices. ■

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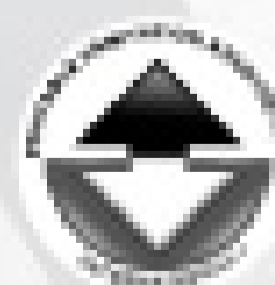
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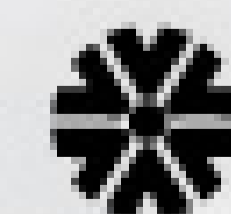
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## IN GOOD HANDS

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

By Jeff Cooper

Garrett Smith and Amy Douglas, founders of Old Pueblo Septic and Drain Service Inc., have been successful in building a family-owned business that has thrived for over 25 years. Their success is a testament to their hard work, dedication, and understanding of the business. They have built a strong foundation for the future, ensuring that the business can continue to grow and prosper for generations to come.

Old Pueblo Septic and Drain Service Inc. has a long history of providing high-quality septic and drain services to residential customers in Pinal County, Western Arizona. The company's commitment to customer service and excellence has earned it a reputation as a trusted and reliable provider of these essential services.

Garrett and Amy's leadership and vision have been instrumental in the company's growth and success. They have built a strong team of professionals who are dedicated to providing the highest quality of service to their customers. Their focus on customer satisfaction and operational efficiency has set Old Pueblo apart from its competitors in the industry.

As the business continues to grow, Garrett and Amy remain committed to maintaining the values and standards that have made Old Pueblo a success. They are confident that their understanding of the business and their dedication to their customers will ensure the company's long-term success and prosperity.

## Separation ANXIETY

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

By Scott Dayton

When the partners they agreed that their business was approaching its end, they were not looking ahead. Instead, they were looking back at the challenges they had faced over the years. They had built a successful business together, but now they were facing the prospect of separation. The decision to sell the business was a difficult one, but they knew it was the right time to move forward.

Water Tech LLC, a company that had thrived for years, was now being sold. The owners had spent countless hours and resources building the business, and now they were leaving it behind. The process of selling the business was a complex one, involving legal and financial considerations. They had to ensure that all their obligations were met and that the business was sold for the best possible price.

The sale of Water Tech LLC was a significant event for the owners. It marked the end of a chapter in their lives and the beginning of a new one. They had to navigate the challenges of selling a business, including finding a buyer and negotiating the terms of the sale. The process was not without its difficulties, but they managed to complete the sale successfully.

Now, the owners are looking forward to the future. They have gained valuable experience from the sale and are ready to move on. They have a clear understanding of the business and its value, and they are confident that they have made the best decision for themselves and their future. The sale of Water Tech LLC has been a challenging but rewarding experience, and they are proud of what they have accomplished.

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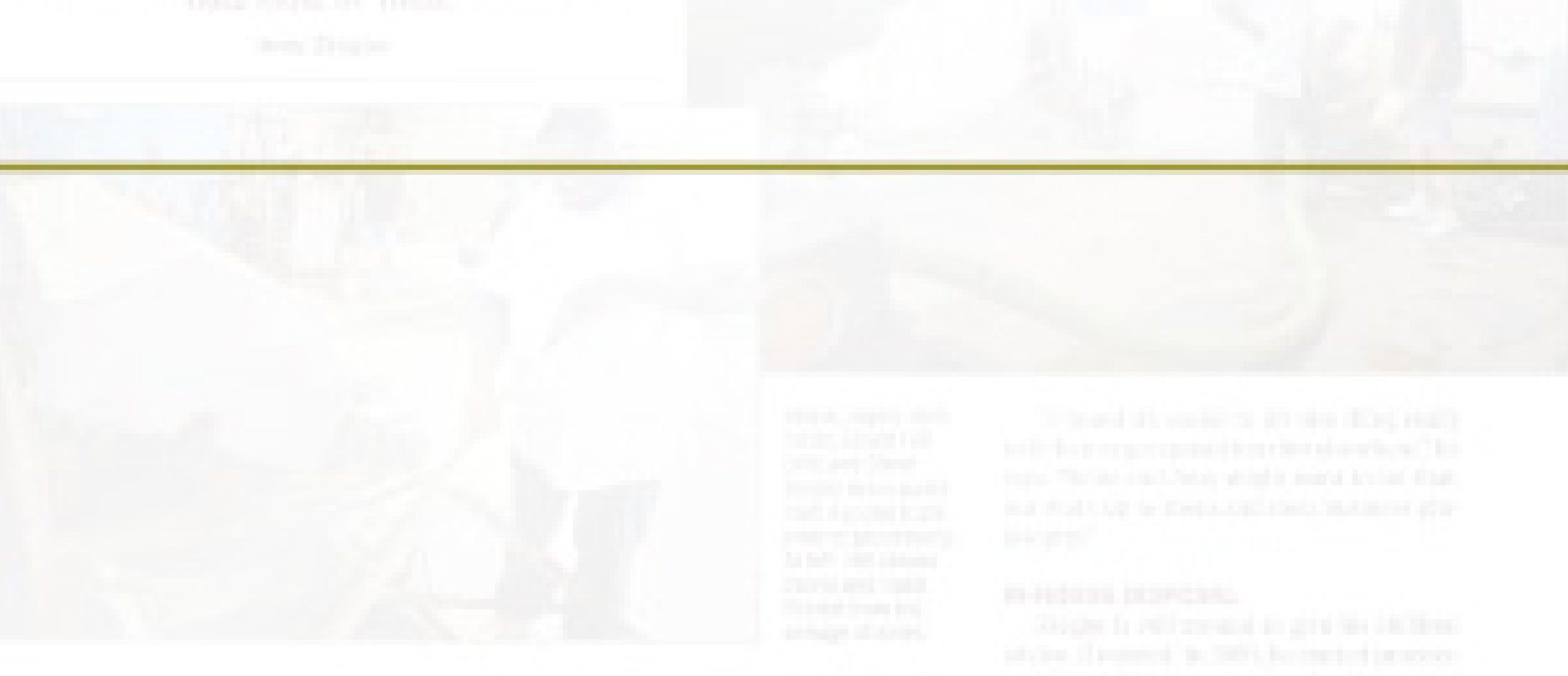
## Corvette package and employee loyalty

Corporate Management Services Inc. has implemented a new program to reward its employees. The program includes a variety of benefits, including a new Corvette package and employee loyalty program. The company is committed to its employees and wants to ensure that they are well taken care of. The new benefits program is a testament to the company's commitment to its workforce.

The Corvette package is a new benefit that will be provided to all employees. It is a high-quality vehicle that will be provided to employees as a reward for their hard work and dedication. The employee loyalty program is another new benefit that will be provided to all employees. It is a program that will reward employees for their long-term service to the company.

Corporate Management Services Inc. is a leading provider of corporate management services. The company has a long history of providing high-quality services to its clients. The new benefits program is just one of the ways in which the company is committed to its employees and its clients.

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## Tanks Look

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

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## Interview

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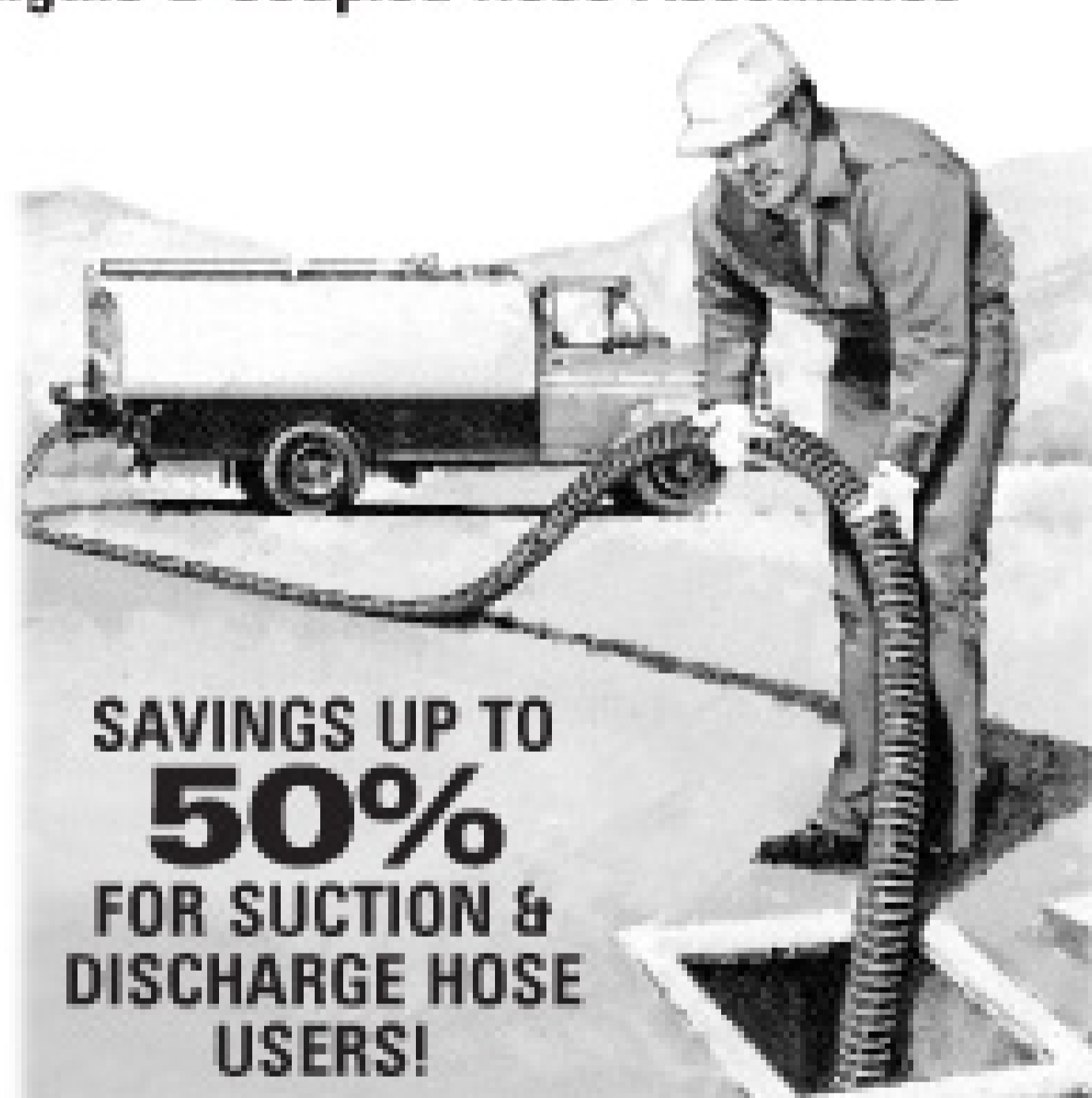
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# Mastering Cash Flow

Follow these tips to make sure your income stays ahead of your expenses

By Ty Freyvogel

**Y**our success as a business owner comes down to whether or not you can pay your bills and still turn a profit. Seems obvious, right? But achieving a healthy balance between monetary intake and output is an art that confounds many entrepreneurs. I am not exaggerating when I say that your ability to manage cash flow will either make you or break you.

I have seen otherwise-successful business owners crumble under the stress of poorly managed cash flow. Likewise, I have watched colleagues flourish under a well-structured, well-maintained accounting system. Fortunately, it's quite possible to stay on top of the money coming into and going out of your company. Read on for some insights that have led to my own businesses' successful cash flow:

**Assume that your estimates are wrong — and save for a rainy day.**

No matter how carefully you plan for all potential cash-related scenarios, you will not be able to accurately predict the “weather” of your operating environment. At any moment, a storm front could appear out of the blue. Don't get me wrong; it's a good idea to make rough estimates for your cash flow. Just be sure to give yourself a healthy margin for error and expect the unexpected. Keep a nice cushion of “extra” money in your account for surprise bills. I know entrepreneurship is based on taking risks, but where cash flow is concerned, err on the side of conservatism. Remember that cash is king. No matter how much we dislike it, cash flow determines what we are able to do with our business.

**Don't underestimate the value of a good customer.**

You have the choice to run your business as you see fit. But no matter how successful and powerful you become, remember that your customers are the reason you exist. So be good to them. Some of my oldest customers are still my best customers. One company can spend millions on your services over the years. If you're a consumer company, even one person can be worth thousands of dollars over the span of your business relationship. For this reason, you must not let success change your mission to give every client and customer the royal treatment. They are, after all, responsible for the incoming cash you will use to pay rent, taxes and other fees.

**Keep tabs on your expenses.**

Don't rely on your memory alone to know when to pay your bills, order new supplies or bill your clients. Even if you run a very small business, you will never be able to pay everything on time if you don't have a system in place to help you keep track of it all. For this reason, it is imperative to appoint some method to help you keep your bills and their due dates separate. Your system can be as simple as keeping a notebook documenting when to write checks and when to deposit them. Or you can utilize a computerized system like QuickBooks to help you keep track of everything. Being well organized will ensure that

*Ty Freyvogel owns the consulting firm Freyvogel Communications and is author of It's Not Your Smarts, It's Your Schmooze and Seize the Century! He can be reached through his Web site, [www.EntrepreneursLab.com](http://www.EntrepreneursLab.com).*



Don't worry if managing your cash flow seems very difficult and even overwhelming at first ... After a few months, you will embrace your monthly monetary obligations and may even find a sense of comfort in the ebb and flow of money.

your supplies are always in stock, your power never goes out and your employees get paid.

**Be firm but kind with clients.**

It is important to run your business in a manner that tolerates a certain amount of leniency with clients, but don't let them walk all over you either! If you establish yourself as a complete pushover, even clients with the best intentions will take advantage of you. It is also important not to run your company with an iron fist. You want to find a happy medium that will keep you in business and keep your clients happy. That being said, don't be afraid to politely call a customer who hasn't paid a bill and remind him or her that it is overdue. They understand that you have provided a service and it requires a payment. You can preserve your client relationship and get your money by treating the client with integrity.

**Break even.**

You have to at least break even each month to survive. If you are facing hard times, your biggest goal will be to just break even — and then get back on track. For obvious reasons, you want your incoming cash to be significantly higher than your outgoing. So engrave your break-even number in your mind or sticky-note it to the front of your computer, and see that you surpass that number each month. Simple. Here's a quick tip: If you are having problems breaking even one month, tell your vendors, don't keep them in the dark. No one likes surprises, especially your bank.

**Be honest with the man.**

Do not, I repeat, do not try to cheat the government. Some very clever people have filtered out money from their business that they were able to keep out of the government's grasp ... for a while. You may get away with hiding money, under-reporting income, fudging your write-offs and other methods of cheating, but you probably will not. Uncle Sam has gone to great lengths to set up systems that keep this from happening easily.

**Why taxes are good. (Really!)**

Many businesses try to have a very small profit at the end of the year so they don't have to pay huge amounts in taxes on it. This can negatively affect cash flow if you keep your business account so low that you don't have enough of a pad to pay an unexpected bill. Rather than taking tax avoidance to extremes, get out there and try to make more money. If you think about taxes in the right way, you won't view them as such a bad thing. You may as well assume paying more taxes means that you are doing very well.



**Keep away from credit cards if possible.**

Credit cards are necessary, but that doesn't mean you should run up a mountain of debt. Businesses shut down because of factors like credit card debt, so swipe with caution if you have to swipe at all. Don't max them out, by any means. If you find that you have to max out a credit card your business may already be in trouble and it is time to seek alternate funding.

**A FINAL WORD**

Don't worry if managing your cash flow seems very difficult and even overwhelming at first. Cash flow is very complicated and can take some getting used to. After a few months, you will embrace your monthly monetary obligations and may even find a sense of comfort in the ebb and flow of money. Like the tides and the seasons, cash flow has a natural "rhythm" that keeps you grounded and helps you make sense of your place in the business world.

Before you know it, you will use cash flow as a gauge of your ability to take risks — and that knowledge will help you make the kinds of smart decisions that help your company grow and flourish. Remember, when your outgoing exceeds your incoming, your upkeep is your downfall. ■



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The system consolidates all the separate switches, levers, instruments, controls and system monitor on a clean panel. Controller area network (CAN) technology substantially reduces the complexity of the electronic and hydraulic systems.

"The configuration eliminates 5,300 feet of wiring — more than a mile — and 124 wiring connections," says Tom Jody, marketing manager. "Fewer wires and connections mean fewer opportunities for failure points and greater simplicity. And because the cost of technology has come down, this system is surprisingly affordable."

Jody notes that joystick-style controllers have become popular on a variety of equipment, including construction machinery. The Omnibus control handle is mounted to the top of the truck's hose reel panel. The monitor screen beneath the handle replaces the instrument panel found on conventional trucks.

On the vacuum side, the handle controls chassis engine rpm and regulates boom movement. The operator twists the handle to telescope the boom, pushes forward or pulls back to lift or lower, and moves side to side to swing the boom left or right.

On the water side, the handle controls starting and stop-

*in the*  
**SPOTLIGHT**

By Ted J. Rulseh



The joystick controller for Vac-Con and Xcavator machines provides added convenience in the operation and maintenance of hardworking rigs.

ping of the auxiliary engine that drives the pump, regulates engine rpm to adjust pressure and flow, controls hose reel articulation, activates the outrigger leg that supports the reel, and controls the extension and retraction of the hose.

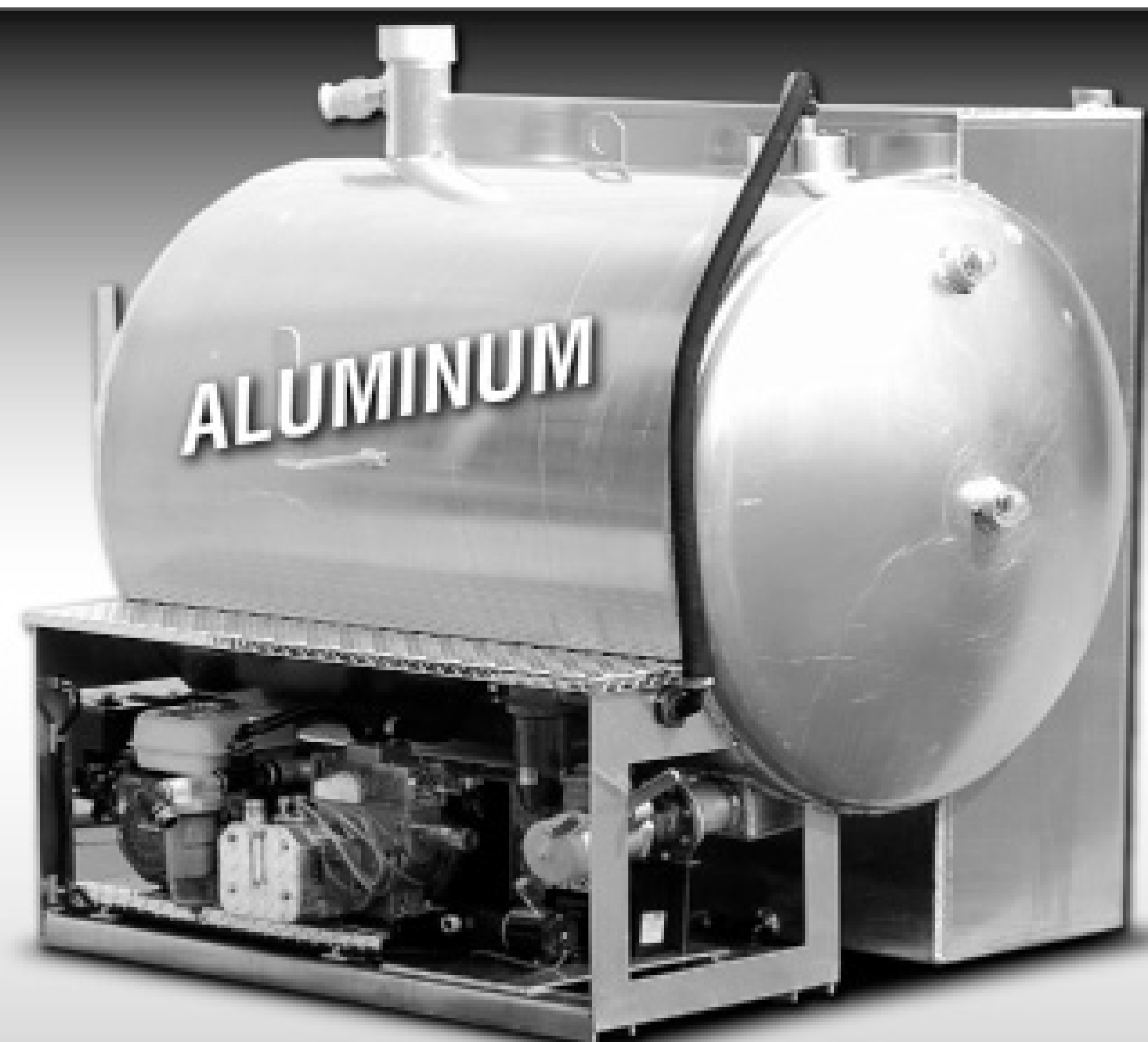
Operators can use the monitor to program specific functions. For example, if the hose retract speed is set at 25 percent of maximum, then the operator can push forward on the handle to increase the speed to the preset limit.

"Proportional hydraulic valves with a central control unit enable operators to make very accurate and precise movements," Jody notes. "It puts the power exactly where the operator needs it. That saves time on the job, in turn saving run time and conserving fuel." In addition, the system provides wide flexibility to expand control and diagnostic capability simply by adding sensors or controllers. **For more information: 904/284-4200; [www.vac-con.com](http://www.vac-con.com).**



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By **Scottie Dayton**

## FLORIDA: Taking Action

The Florida Onsite Wastewater Association assembled a task force to write a bill for next year's legislative session. It will offer alternative solutions to a springs protection bill that proposes every residence in a watershed be connected to a sewer and banning all onsite systems. FOWA's bill will also address a proposal in the springs protection bill to transfer the onsite program from the Department of Health to the Department of Environmental Protection.

Nancy Deal, a member of the Consortium of Institutes for Decentralized Wastewater Treatment, attended the FOWA Master Maintenance Day to photograph activities related to installing septic tanks. She will add the images to the National Installer Training Curriculum under development by the consortium.

Stephan "Alex" Clary, the eighth-grader whose Wonder Worms project won first place at the Southwest Florida Regional Science Fair, went on to win first place in the Junior Division at the Florida State Science and Engineering Fair. His efforts earned more than \$20,000 in college scholarships and prizes.

Wonder Worms hypothesized that the digestive tract of earthworms could destroy E. coli and fecal coliform bacteria found in onsite wastewater systems.

## IOWA: Iowa Professionals

Another 35 Iowa installers earned the Certified Installer of Onsite Wastewater Treatment Systems credential of the National Environmental Health Association, bringing the total to 114 in the state. Those passing the exam are offered the opportunity to become Iowa Onsite Waste Water Association certified installers. Four of the five counties requiring contractors to be certified require IOWWA certification.

Blake Rasing and Heather Adolfs received \$500 scholarships from IOWWA. Rasing, the son of Shari and Kenneth Rasing, finished his freshman year as a business major at the University of Iowa. Adolfs, the daughter of Ramona and Richard Adolfs, will study animal science and pre-veterinary medicine at Iowa State University.



Heather Adolfs



Blake Rasing

## NORTH CAROLINA: Community Service

The North Carolina Septic Tank Association used fees charged for continuing education credits to fund and install an onsite system for a Habitat for Humanity home in Stokes County. Participants earned CEUs while providing a community service. The association awarded \$17,000 in scholarships this year.

## NATION: Alternative Solution

Opponents who argue that people are unable to afford regular onsite inspections, maintenance, and replacement of failing systems

should evaluate a project in Petropolis, Brazil. O Instituto Ambiental designed and installed 80 biodigesters, one per four homes, to help the poor deal with sanitation problems.

Biodigesters — proprietary organic enzymes and bacteria — break down wastewater and turn it into burnable gas. The owners use the mud left over from the treatment process to fertilize crops, and return the treated effluent to the river. According to the Brazilian group, units cost \$1,000 to \$1,500 to set up. Visit [www.oia.org.br](http://www.oia.org.br).

# Training & Education

## National Association of Wastewater Transporters Inc.

NAWT has these sessions:

- Oct. 9-10 – Waste Treatment Symposium, Orlando, Fla.
- Oct. 15-16 – Inspector Training, San Luis Obispo, Calif.
- Nov. 5-6 – Operation and Maintenance, San Luis Obispo, Calif.
- Dec. 3-4 – Installer Training, Sacramento, Calif.
- Dec. 10-11 – Operation and Maintenance, Mill Valley, Calif.

Call NAWT at 800/236-6298 or visit [www.nawt.org](http://www.nawt.org).

## Alabama

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

- Oct. 1-2 – Continuing Education, Montgomery
- Oct. 15-16 – Pumper
- Oct. 29-30 – Continuing Education, Mobile
- Nov. 11-13 – Basic Installer
- Dec. 3-4 – Continuing Education
- Dec. 9-11 – Advanced Level II Installers

Call 334/396-3434 or visit [www.aowa.org](http://www.aowa.org).

## California

The training schedule for the California Onsite Wastewater Association is:

- Oct. 15-16 – Inspector Training, San Luis Obispo
- Nov. 5-6 – CIDWT Operation and Maintenance, San Luis Obispo
- Dec. 3-4 – Installer Training, Sacramento, Calif.
- Dec. 10-11 – CIDWT Operation and Maintenance, Mill Valley, Calif.

Call MaryAnne Bobrow at 530/321-2207 or e-mail [maryanne@cowa.org](mailto:maryanne@cowa.org).

## Iowa

The Iowa Onsite Wastewater Training Center at Ankeny is offering Basic 101 on Oct. 20. Call Annette Adams at 515/964-6464, option 5, ext. 6464 or visit [www.iowwa.com](http://www.iowwa.com).

## Michigan

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

- Oct. 7-8 – Existing Systems Evaluator Training
- Oct. 29-30 – Soils



- Nov. 4-5 – Onsite Wastewater Systems 101  
Call Barb DeLong at 517/355-4720 or visit  
[www.egr.msu.edu/age/outreach.html](http://www.egr.msu.edu/age/outreach.html).

## Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- Oct. 6-7 – Operation and Maintenance, Cape Girardeau
  - Oct. 27-28 – Drip and Pump Panels, Liberty
  - Nov. 10-11 – Dispersal and Water Management, Branson
  - Nov. 17-18 – Troubleshooting and Hydraulics, Camdenton
  - Dec. 8-9 – Dispersal and Water Management, Hillsboro
  - Dec. 15-16 – Operation and Maintenance, El Dorado Springs
- Call 417/739-410 or visit [www.mosmallflows.org](http://www.mosmallflows.org).

## New England

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

- Oct. 1 – Innovative and Alternative Technology
- Oct. 8 – Bottomless Sand Filter Design and Installation
- Oct. 15 – Functional Inspections
- Nov. 5 – Rhode Island Designer Examination Preparation
- Nov. 19 – AutoCALC: Automated Bottomless Sand Filter Sizing and Pump Calculations
- Dec. 3 – Regulatory Setback and Buffers
- Dec. 10 – Nitrogen in the Environment and Onsite Systems
- Dec. 15 – Designing Nitrogen Removal Technologies

Call 401/874-5950 or visit [www.uri.edu/ce/wq](http://www.uri.edu/ce/wq).

## North Carolina

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

- Oct. 1 – Introduction to Decentralized Wastewater, Boone
- Oct. 2 – Soils 220: Saprolite, Boone
- Oct. 6-8 – Subsurface Wastewater System Operator Training, Plymouth
- Oct. 13 – Introduction to Decentralized Wastewater, Greensboro
- Oct. 14 – Subsurface Wastewater System Inspector, Greensboro
- Oct. 15 – Principles of Gravity System Design
- Oct. 16 – Advanced Design Lab
- Oct. 22 – Soils of the Mixed Felsic/Mafic Piedmont Region
- Oct. 23 – Soil Mineralogy, Salisbury
- Nov. 3 – Introduction to Advanced Pretreatment Technologies, Manteo
- Nov. 4 – Inspector Field Practicum, Plymouth
- Nov. 10 – Getting the Dirt on Soil, Mills River
- Nov. 10 – Onsite System Technologies
- Nov. 11 – Introduction to Advanced Pretreatment Technologies, Mills River
- Nov. 11 – Septic System Options for Difficult Sites
- Nov. 17-19 – Introductory Installer Training

Call Joni Tanner at 919/513-1678 or visit [www.soil.ncsu.edu/training](http://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

## C A L E N D A R

### Sept. 8

Massachusetts Association of Sewerage Pumping Contractors meeting, O'Connors Pub, 1160 West Boylston St. at highway exit 4 route 190 Worcester/West Boylston. Meeting starts at 6:30 p.m. Representatives from Eljen will give a presentation on the company's in-drain system. Attendance carries 2.5 credits for renewal of Mass Title 5 license. For reservations, call Frank King at 978/452-7750.

### 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](http://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](http://www.oasisontario.on.ca).

### Oct. 25-28

Virginia Onsite Wastewater Recycling Association Fall Conference, Koger Center, Richmond. Call 540/465-9623 or visit [www.vowra.org](http://www.vowra.org).

- Oct. 16 – Pumper, Greensboro
  - Nov. 12-13 – Installer/Inspector, Hickory
- Call Connie Stephens at 336/416-6394 or visit [www.ncsta.net](http://www.ncsta.net).

## Utah

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

- 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

These courses by the Virginia Onsite Wastewater Recycling Association (VOWRA) and Virginia Center for Onsite Wastewater Training (VCOWT) are at Blackstone unless indicated otherwise:

- Oct. 19-23 – Soils, VCOWT
- Oct. 25-26 – National Installer Training, Richmond (VOWRA)
- Oct. 25-26 – Operations and Maintenance, Richmond (VOWRA)
- Oct. 27-28 – Onsite Sewage Regulations, VCOWT
- Oct. 28-29 – Understanding Water Movement in Soil, VCOWT
- Nov. 2-6 – Design Camp II, VCOWT
- Nov. 4-5 – Wastewater 101, VCOWT
- Dec. 2-3 – Effluent Dispersal Systems, VCOWT

For VCOWT classes, contact Lydia Cox at 434/292-3101 or visit [www.southside.edu](http://www.southside.edu). For VOWRA courses, contact Ben Morrell at 540/465-9623 or visit [www.vowra.org](http://www.vowra.org).

*Pumper invites state associations to post notices and news items in this column. Send contributions to [editor@pumper.com](mailto:editor@pumper.com). ■*



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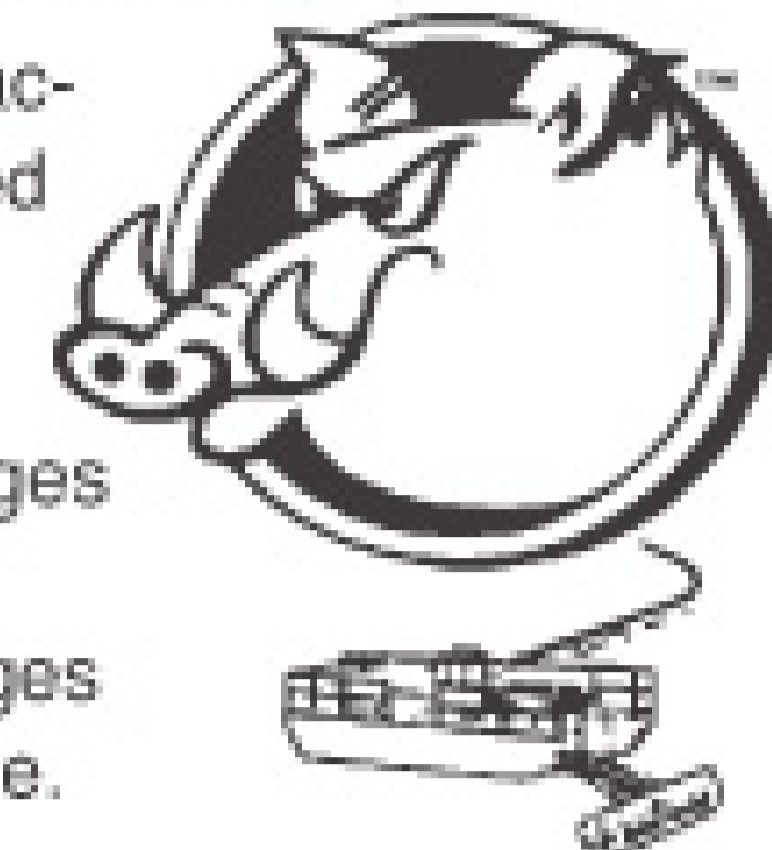
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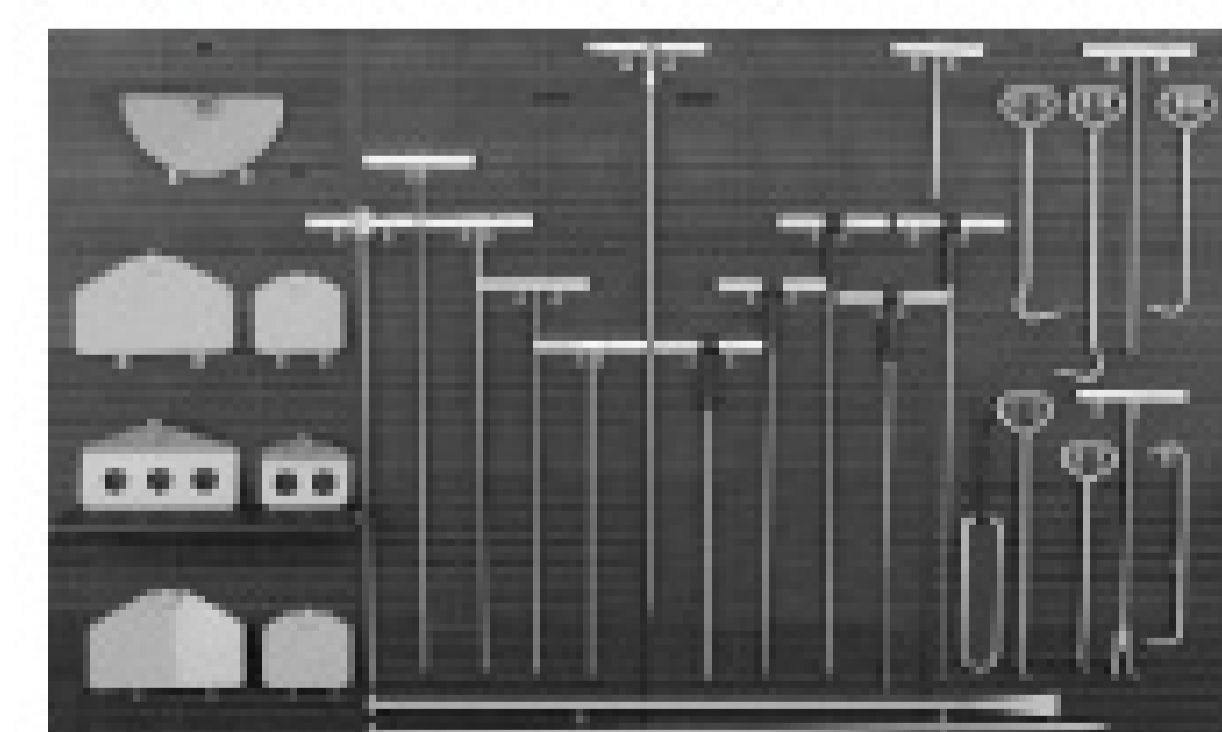


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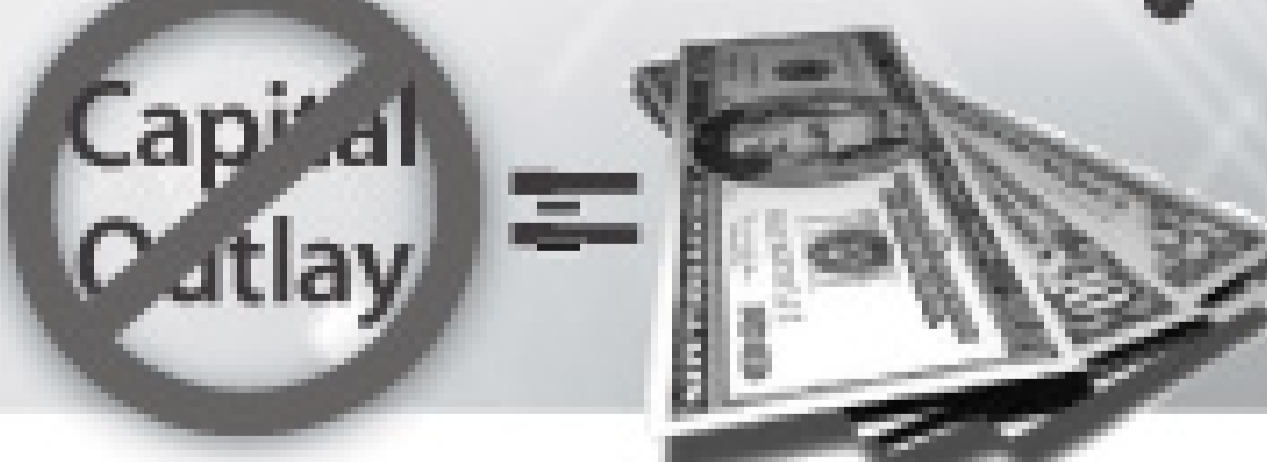
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It started as a joke, but owner Joe Hall years ago started putting the phrase, "Mama's Red Corvette" on the bug shield of all of his service trucks. And it's true for his latest septic service rig, a bright red 2009 Sterling bought from Badger Truck Center and built out by Pik Rite Inc. Identical to a 2007 Sterling in Hall's fleet, the new truck is powered by a 450-hp Mercedes engine tied to a 10-speed Eaton-Fuller transmission. The Pik Rite steel tank is 3,600 gallons and is outfitted with a NVE 367 heavy-duty vacuum pump. The tank is fitted with both rear sight glasses and a digital gauge with readout in the cab. The graphics and pinstriping, including the company name with green ribbon background, was done by Herzel Sign. Exterior features include an open aluminum toolbox on one side and another toolbox to carry pumps and supplies on the other, decorative diamond plate accents on the rear end, aluminum hose troughs, spray-on liner protection in the troughs and under the tank, and stainless steel wheels. The truck has air suspension and an air-ride seat for comfort, power windows, air conditioning, CD player and heated mirrors. Hall drives the rig, cleaning septic tanks and grease traps. ■

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Got a truck with real WOW appeal? Show it off to Pumper readers — and to the whole world through [www.pumper.com](http://www.pumper.com)!

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](mailto:editor@pumper.com) or mail to Editor, Pumper, P.O. Box 220, Three Lakes WI 54562. We look forward to hearing from you!



# Pumper. see photos in COLOR at [www.pumper.com](http://www.pumper.com) TRUCK STOP



September



**2000 Sterling L7500:** 230 hp Cat, 6-spd., 150,000 miles, 2800 gal. aluminum tank, Masport vacuum pump. Looks and runs great. ....Asking \$35,000

281-353-9479

CP9



**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

P10



**2005 Freightliner:** Full ACME coded aluminum liquid ring vac truck w/only 159K miles! CAT engine, 2300 psi high pressure jetter, 3500 gal. tank w/300 gal. fresh water supply for jetter. Full dump and rear opening door, all air ride. Garage kept. Must see to appreciate.

614-795-1899

P10



**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](http://www.fcctrucks.com)

P9



**1995 International 4900:** 32,000 GVW, DT466, 7-speed, Moro 350 cfm pump, new paint & catwalks, 2200 gal. tank, 161,000 original miles. Needs nothing; runs excellent. ....\$26,500 OBO

518-260-5724

P9



**2006 Peterbilt 379:** Cat C-15, 475 hp, Jake, 13-spd., new 4000 gal. tank, new Jurop LC420 liquid-cooled pump, aluminum wheels, one owner truck, original paint. ....\$86,000

[www.nationaltruckcenter.com](http://www.nationaltruckcenter.com)

Office: 305-691-8407

Michael Vera: 786-554-0892

George Gonzalez: 954-558-0816

P9



**2004 International:** 90,000 miles, 2500 gal. aluminum tank with a 300 gal. jet rod-der (3000 psi), Myers vac pump. Very good condition. Only 1 owner. ....\$54,000

240-298-3066

P10



**05 HV56 Gap Vax Hydroexcavator:** 5300 CFM 27" HG blower, 6 cyclone wet-dry vac, telescoping boom, 1200 gal. water tank, 15 cubic yd. debris tank, wireless remote.

713-783-3363

P9



**Isuzu Flat Bed:** Honda motor, Imperial tank, 350 gallon waste, 200 gallon fresh, 175 hp Isuzu, 141,744 miles. New paint, real nice condition.

631-727-3939

P9



**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

P9



**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



**2004 Ford F550 XLT:** 4X4 diesel, auto, alum. wheels, 120K miles, 600 gal. stainless steel waste tank, 330 gal. poly fresh water tank, 100 gal. poly spray tank w/12V pump and hose reel. New Honda engine w/Conde pump. Stainless steel fold-down restroom carrier. ....\$28,000

Frankfort, KS 785-292-4933

P84



**1995 Volvo FE:** Diesel, Allison AT, 175,000 miles, 2300 gal. stainless steel tank, Jurop R-260 pump, 6" discharge, 3' intake. Owner retired; truck purchased new.

.....\$17,500 OBO

317-539-7304 Indiana

P9



**For Sale or Lease:** Several stainless steel or aluminum vacuum and non-vacuum tank trailers.

Bulk Tek Sales & Leasing

217-268-4917

P11



**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

P9



**1991 Dodge 1-Ton Portable Restroom Pump Truck:** 500/300 waste/fresh, dual services, Super 6 Conde pump under hood, 2-toilet rack, individual pressure washer tank. Runs great. Excellent back-up truck. ....\$6,500

651-430-0916

P9



# Pumper

see photos in COLOR at [www.pumper.com](http://www.pumper.com)

# TRUCK STOP



September



**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.....\$197,500  
**Daryl @ Four Way 717-354-3199**  
**New Holland, PA** P9



**2002 GapVax HV56 Tri-Axle Hydro Excavator/Industrial Vacuum Loader:** 27' Hibon blower, 5300 cfm, 5000 hrs., wireless telescopic boom, 880,000 BTU burner, heated pump and water cabinet, 1000 water/15-yd. debris, coated tanks, exc. cond.\$165,000  
**612-328-2158** CP11



**2001 Mack RD688:** 66,000# GVW, 400 hp, 8-spd. with Jake brake, 3500 gal. Coleman with stainless steel skirting, decking & cabinets, 400 CFM pump. .... \$64,900  
**Call Judge 516-398-5638**  
**or e-mail [cwjudge@aol.com](mailto:cwjudge@aol.com)** P9



**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** P9



**2008 T 300 Kenworth:** 2000 gallon tank, 1500 gallon waste, 500 gallon water, dual service, Cummins motor, automatic transmission, under 26,000 GVW brand new, 34,219 miles, maintenance records available.  
**631-727-3939** P9



**1997 Peterbilt Pump Truck:** New tires, paint and brakes. ADOT inspected and approved, ADEQ approved. 700,000 miles, pump MAS HSC WZ 3,500 gal. tank.  
 .....\$49,000  
**480-777-5020** P9



**2008 5th Wheel Tanker:** 1750 gallon Honda HXL75V, 24 hp, perfect unit.  
 .....\$18,500  
**916-454-2000** P9



**1995 Ford 8000 Vac-Con V290:** Jetter 2500 psi @ 60 gpm, 600' 1" hose, 9-yd. debris, ex-county truck. Good shape. Would consider partial trade for pump truck.....\$39,500 OBO  
**334-347-0905** P9



**2007 Ford F-750:** 300 hp Cummins GVW, 2000 gal. tank, 1500 waste, 500 fresh water, dual service, mileage 64,000, like new condition.....\$67,000  
**631-727-3939** P9



**1999 GMC 3500:** 1000 gal. tank, V8 auto. trans., Masport pump, new belts, new Honda 11 hp engine, 100' hose, 112K miles, good tires, 3' intake, very clean.  
 .....\$19,500  
**210-445-7286** P9



**2006 Ford F650:** 110,000 miles, Allison auto, hot shift PTO, big Juroop pump, Burks water pump, local made tank, 300 fresh/700 waste, 2-toilet rack, 10 mpg. good condition.....\$23,000  
**417-887-4957** P9



**2003 Mack CX-613 Vision:** E-7 427 hp, Jake, 10-spd., new 4000 gal. tank, new pump with accessories, new paint.\$69,000  
**[www.nationaltruckcenter.com](http://www.nationaltruckcenter.com)**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**1989 Ford L8000 Vac-Con:** New 3-stage fan, less than 20 hrs. New water tank platforms. Extendable boom. 80 gpm @ 2000 psi. 6500 hrs. Very good tires. Cummins diesel. 9-yd. debris.....\$50,000 OBO  
**Damian 814-825-7542** CP9



**2005 Presvac Pumper Truck:** Low profile, 500 gallon tank, full dump rear opening door with vibrator. Fruitland RCF-500 vacuum pump, mounted on Ford F-450 chassis, 6.0L diesel, manual, air cond., 8000 km, Ottawa Canada..... \$50,000 USD  
**613-841-8410** CP9



**2004 Kenworth T-300:** VERY CLEAN, Cat 3126, 2300/200 split tank, Allison trans., 6' discharge, 2-4' 1-2' inlets, Masport pump, alum. rims, 108K miles....\$58,500  
**916-454-2000** P9



**2007 International Toilet Truck:** 1500 gal. alum., 2-comp., Allison trans., VT365 engine, 89K highway miles, excellent maintained condition. ....\$55,000 OBO  
 Included MANY EXTRAS: 38 units, hoses, t-paper, solar lights, potty cart.  
**Tom @ 201-739-9494** P9

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# TRUCK STOP



September



**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** P9



**2007 Volvo VHD64F, VacAll Jet Vac:** VED12 365 hp, Eaton 10-spd., 12 CY debris, 1500 water, 80 @ 2000, Hibon TS56 blower, low miles and hours. Also have available with Hydro. Exc. kit.  
**888-564-0202**  
**www.kmhequip.com** P9



**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](mailto:hdind@mnsi.net)** P9



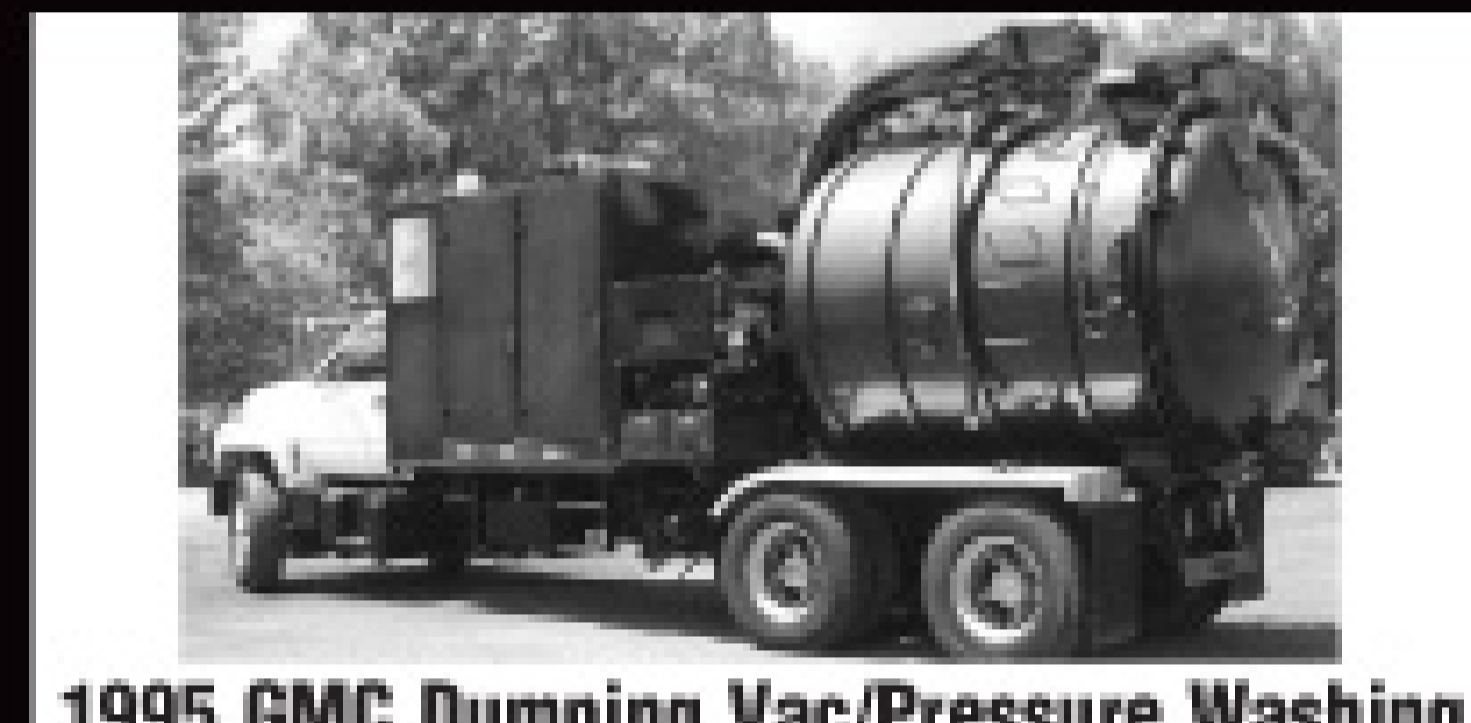
**2001 Supersucker:** Freightliner FL112 chassis, Cat C-10 engine, 27' blower, Cotta transfer case. ....\$95,000  
**Call 1-888-739-0838** P9



**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** PBM



**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** P9



**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** PBM



**2007 Volvo VHD with Aquatech B-12 Jet Vac and Hydro-Excavator:** 65 gpm @ 2500 psi, 1000 gal. water, Hibon TS56 blower 18' hg., 12 CY debris, 980,000 BTU Hotsey boiler, hydro hand gun 2500 psi @ 18 gpm, 10-spd. manual, Volvo 12.1 liter, 365 hp.  
**888-564-0202 • www.kmhequip.com** P9



**2004 Sterling LT7500 with AquaTech B-10 Jet Vac:** 80 gpm @ 2000 psi, Roots 824 blower, 15 Hg., 10 CY debris, 1000 gal. water, 10-spd. manual, Cat C-7, 275 hp, lateral hose reel.  
**888-564-0202**  
**www.kmhequip.com** P9



**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



**2003 Freightliner M2:** NEW 2500 gal. vacuum body and Challenger vacuum pump. 225 hp Cat, 6-spd. manual trans., 156K miles.  
**Terry 734-777-0390** P9



**Reconditioned 1997 FL80 Freightliner with Vactor 2115C Combo:** Cummins 6BTA Pony motor with 6308 hr., Cat 275 hp chassis engine with 36,680 miles, Allison auto. trans., new 1" x 600' jetter hose, 80 @ 2500.  
**888-564-0202**  
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**Shower and Restroom Trailers:** Platinum and Gold Series, new and used available. Each with separate men and women sides.  
**CCI/Brian Touey 805-896-3777** PBM



**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. Make offer.  
**Call Troy @ 1-800-498-3000** P9



**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



**2005 Ford F550 Super Duty Diesel Pump Truck:** White/grey, 75,000 miles, auto, AC, Best Enterprises 1050 gal. stainless steel tank, bumper & skirting. PTO driven Masport pump. Due to delivery of new trucks this allows CALLAHEAD to sell this mint condition low, low mile truck. Go to [CALLAHEAD.com](http://CALLAHEAD.com) and click Fleet to learn more. This truck is \$60,000 new; we are offering it in brand new condition for only \$24,500.  
**800-634-2085** P9



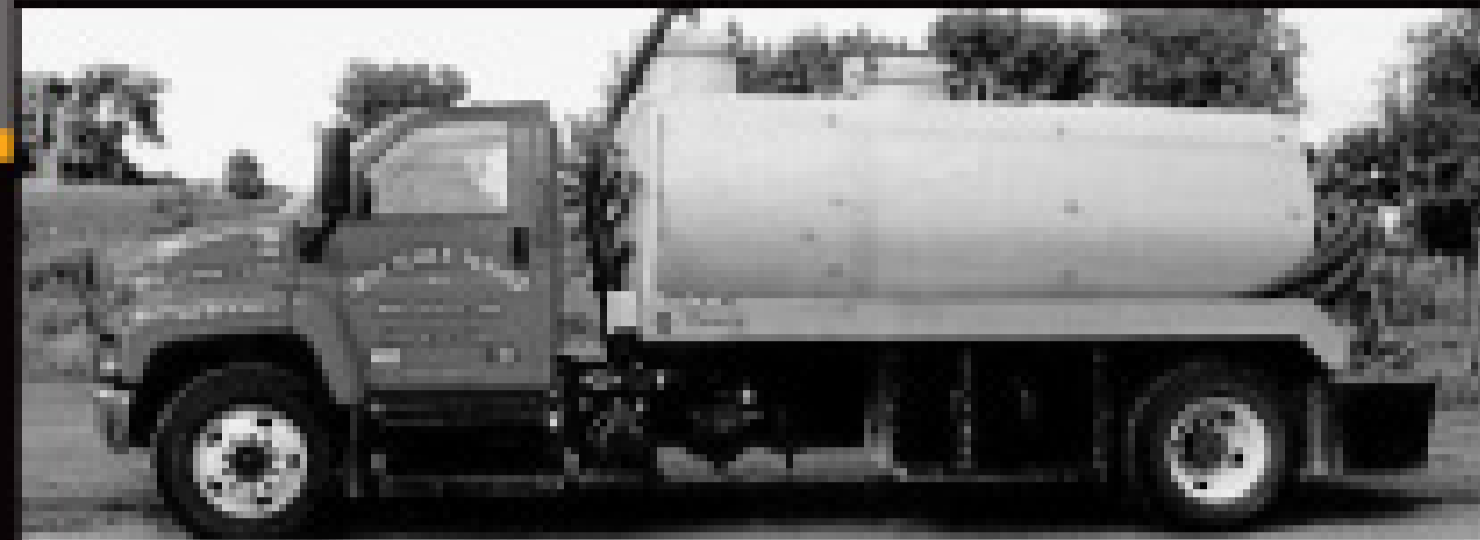
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# TRUCK STOP



September



**2005 GMC 7500 Topkick:** AC, power windows, 250 hp, Duramax engine, 6 spd., manual, 31,000 miles. Engine has 1-1/2 yr. warranty, tranny and clutch has 1 yr. warranty, 2,000 gallon dipped galvanized steel tank, 367 NEV pump. Many tool boxes. Remote control loading valve. Sea level indicator. Truck looks and runs like new. \$55,000 OBO  
**507-635-5590** P12



**2000 Sterling, Sewer-Jet, VacCon Model HS1600A:** 1635 gallon tank, Cat 3126 engine, AT, 43,055 miles, power unit 3.9 Cummins. Can assist w/delivery...\$19,500  
**503-663-7200 - Chambers Motor Co.**  
**www.chambersmotorco.com** P9



**1998 VacCon Combo:** 12-yd. debris body 3-stage blower, 1000 gal. water tank, 600' articulating hose reel w/counter, 3/4" x 600' 3000 psi sewer hose, 50 @ 3000 water pump aux eng., John Deere 4045T 115 hp (only 1,041 hrs.), debris body flush out system, retractable hand gun, reel wash down gun, 6.43 ratio, cruise control. Only 15,275. Very clean ex-city unit.  
**530-758-9999; www.TruckSite.com** CM19



**2000 Mack CH-613:** E-7 330 hp, 10-spd., 200K original miles, new 3600 gal. US tank, new Juroop LC420 with all new accessories, new paint. ....\$59,000  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**2003 Mack CX-613 Vision:** E-7 427 hp, Jake, 10-spd., new 5000 gal. tank, new Juroop LC420 liquid-cooled pump, 20K tag axle, all new accessories, aluminum wheels. ....\$78,500  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**2005 KW 900L w/GapVax VTX820:** 27' Hibon blower, new 2009 Presvac vacuum tanker trailer, hyd lift/dump, full open tailgate, wireless remote extendable boom, pressure offload, vibrator. Extremely mint. Only 29,000 miles.  
**612-328-2158** CP11



**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** FB4



**1995 International 4900 Vacuum Septic Tank Truck E/C:** Ready for work, 2300 gallon, R-260 pump. ....\$23,500  
**703-361-4517** P9



**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



**2002 Freightliner FL80:** 3,600 gal., Cat 250 HP, 9-spd. Eaton Fuller, 162,289 miles, 11x22.5 tires, 18#F-40#R, 58K GVWR, Transway TSI-800 pump, 2-4" and 1-6" valves, 4K psi jetter system, 250 gal. separate water tank. ....\$50,900  
**chrisdunn@lapinservices.com**  
**for pics/questions, Ph: 321-436-0150** P9



**1986 GMC 7000:** 2000 gal. LMT tank in 2003. 198,828 miles, 5-spd. V-8. Masport H7-5V pump. Comes with 125' of hoses. No CDL required. Maintenance records on file. ....\$8,300  
**903-814-9244** P9



**2005 T7500 Cab & Chassis:** 250 hp diesel, 3000RDS Allison, 124,000 miles, air brakes, 12K front & 21K rear, 33,000 GVWR, heavy specs, tight turning radius. Will make a great pump truck.  
**Contact Lance Ellis 706-831-6458**  
**and visit: www.fcctrucks.com** P9



**2006 Safewacs - Five (5) To Choose From:** Sterling LT9511 chassis, MBE 460 engines, 27" Wispair blowers, OMSI transfer cases. ....Special Price \$149,950 Each  
**Call 1-888-739-0838** P9



**2007 Isuzu NQR:** 900 gal. Crescent flat bed tank, Masport pump system, 58,904 miles. Excellent condition.....\$49,000  
**Call Scott 706-832-5224 or email**  
**scott@williamsseweranddrain.com** P9CM10



**2003 Freightliner FL-70:** Cat, 210 hp, 6-spd., 199K original miles, new 2200 gal. tank, new Juroop R-260 pump, new paint, aluminum wheels. ....\$42,000  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**1990 International 4900:** DT 466, 5-spd. trans., 2600 gal. tank, Juroop pump 363 cfm, Red-Dot roof air, 11R22.5 tires 90% tread, new paint, very good condition, ready to work.  
**256-223-1415 or 256-378-6886** P9

# Pumper® see photos in COLOR at [www.pumper.com](http://www.pumper.com) TRUCK STOP



September



**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

715-546-2680

PBM



**1995 Ford L9000:** Cummins M11 engine, 10-speed transmission, 3800 gallon tank and Jurop R260 vac pump. Comes with hose ready to work. ....\$40,000

435-691-2316

P9



**1995 Volvo Pump Truck:** New 2500 gal. tank, new Jurop R-260, new paint, wheels and tires, Cat 3126, Fuller 10-spd. trans. ....\$30,000

\$30,000

Contact Steven Dixon 770-286-3934

P9



**2001 Custom Homemade 24' VIP Restroom Trailer:** 1000 gallon built-in HT, womens 4 stalls, 2 sinks. Mens 1 stall, 3 urinals, 1 sink. Both sides A/C & heat, sky lights, all porcelain fixtures, laminate hard wood floors. 5 Star Restroom Facility.

715-723-3449

P9

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# TRUCK STOP

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**DEADLINES** **CLEANER:** 1ST OF THE MONTH • **MSW:** 1ST OF THE MONTH • **PUMPER:** 10TH OF THE MONTH – For example: July 10th would be the deadline for August Pumper.

**ADVANCE PAYMENT** **NO BILLING FOR TRUCK STOP ADS.** Payment must be received in **ADVANCE** before publishing in Cleaner, Pumper or MSW.

Enclosed is \$ \_\_\_\_\_ for \_\_\_\_\_ ad(s) to run \_\_\_\_\_ month(s) in  
 **CLEANER**    **MSW**    **PUMPER/PUMPER TRADER**    **ALL PUBLICATIONS (TRIPLE DOLLAR AMOUNT)**

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Address \_\_\_\_\_ Phone \_\_\_\_\_

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• **MAIL** this completed form with payment and photo to:  
 COLE Publishing Inc., P.O. Box 220, Three Lakes, WI 54562  
 (Make check/money order payable to: COLE Publishing Inc.)

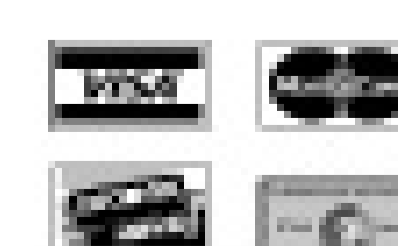
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**PLEASE FILL OUT CREDIT CARD INFORMATION COMPLETELY:**

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# Mid-Continent Truck Sales, Inc.

891 Adkins Hill Rd. • Norman, OK 73072 • 405-329-5365 • Fax: 405-329-5381 • After Hours: 405-826-4469 • [www.vacuumtrucksales.com](http://www.vacuumtrucksales.com)

## Trucks - Trailers - Vacuum Tanks - Pumps



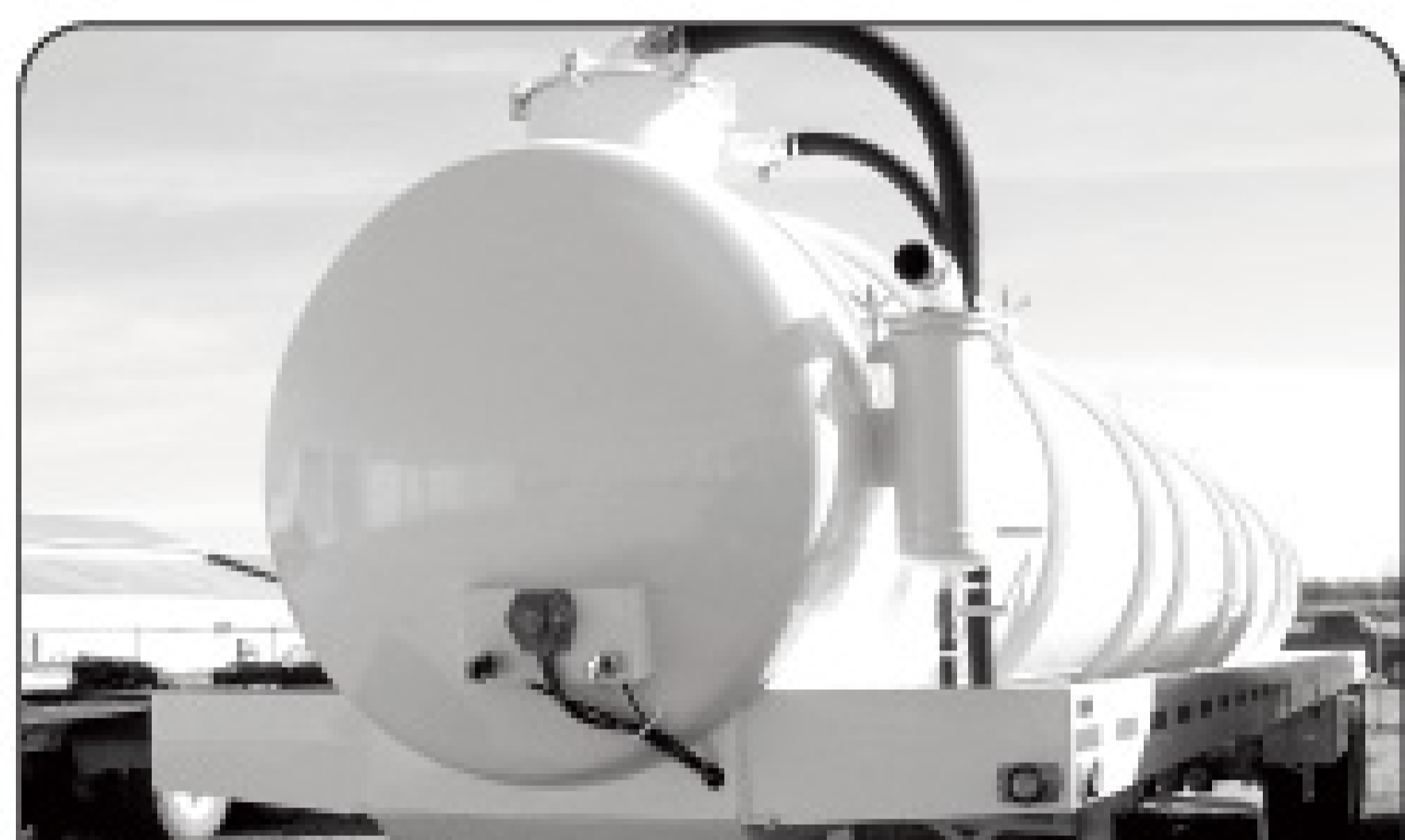
1981 Peterbilt 359, Cummins 350, 13-speed, Fruitland RCF500 vacuum pump, 2500 gallon vacuum tank.



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



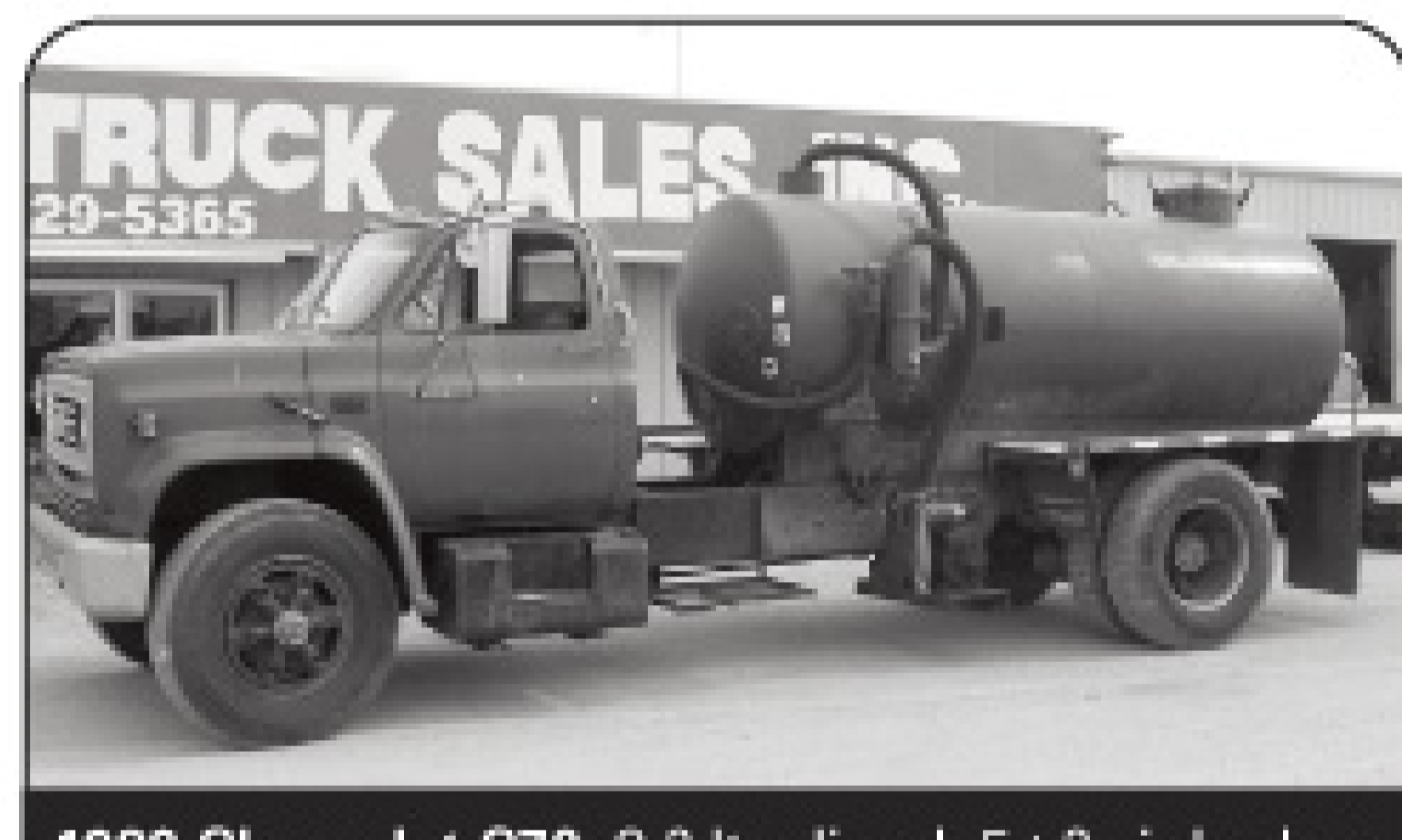
1998 Freightliner FL60, Cummins 5.9 (210 hp), 6-spd., Masport H75V vacuum pump, General 47 series triplex, 1100/200 gallon vacuum tank.



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.

### CALL US BEFORE YOU BUY!

#### MID-CONTINENT TRUCK SALES

manufactures and stocks all necessary components to complete your vacuum system.

Whether it's pumps, valves, moisture traps, oil catch mufflers, pump frames, etc.



**NEW 3800, 3400, 3000, 1600 GALLON VACUUM TANKS IN STOCK!**

**Kerr**  
Pumps  
Since 1946



**Masport**

**NVE**

AUTHORIZED DISTRIBUTOR



**vallenstein**  
vacuum pumps

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FLUID AND SLURRY  
**PUMPS**

WE CARRY MOST BRANDS OF VACUUM PUMPS AND PARTS!



**WE WILL BUILD TOILET UNITS TO YOUR SPECS!**

Call DAVE PERRY for TRUCK quotations and CHUCK RODGERS for TANK quotations.

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- ▶ Portable Restroom Trucks
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- ▶ Pumps-Vacuum
- ▶ Pumps-Water
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- ▶ Safety Equipment
- ▶ Septic Tank Forms
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- ▶ Service / Repair
- ▶ Slide-In Unit
- ▶ Sludge Applicators
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**SANITATION POSTCARDS & BUSINESS CARD MAGNETS:** Remind your customers and prospects with color postcards and magnets. Economical marketing tools. Tradeshow handouts as well. Call Toll Free 888-334-4553. Visit [www.postcardprinting.com](http://www.postcardprinting.com). (PBM)

## BLOWERS

**VFC200P-5T, FUJI** Pumps, Regenerative Blowers, Ring Compressors. All models, accessories. Authorized distributor. Authorized parts and repair center. Call 888-227-9822. [www.carymfg.com](http://www.carymfg.com) (PBM)

## BUSINESSES

Plumbing, Septic & Drain and Portable Toilet Company for sale in Northeast Ohio. Complete company or will consider dividing. Possible real estate also. Serious inquiries only contact at: [businessforsale64@yahoo.com](mailto:businessforsale64@yahoo.com). (CPT9)

Arizona pumping company and portable toilets. Owner earned \$111K in 2008. Asking \$300K, Financing available. Call Scott WCI Brokers 928-445-1144. (CP11)

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

Complete portable toilet operation for sale located in North Georgia. Will sell part or all. 160 Poly-Portables, 2006 F-350a portable pumper, 4x4 diesel, holding tanks, etc. Price on request. Will consider turn-key or relocation. Will consider trade for free and clear assets. 706-379-2635 or 706-994-3655. Email: [mvminvest@windstream.net](mailto:mvminvest@windstream.net). (P9)

Family owned portable toilet business. Owner with health issues forces sale. 500+ units, 4 service trucks, located in beautiful Sacramento, Calif. area. 16 years established business, loyal customers. Serious inquiries only. Leave message; will return calls. 916-343-3326. (P9)

## BUSINESSES

Established portable toilet rental company operating out of northeast & eastern PA- has a strong customer base. Serving 11 counties along major highways and interstates. 1,300 units - 850 active monthly's and 50-175 average week-end specials. Asking \$1,500,000. Optional rental of office & yard - \$3,000 monthly. Serious inquiries only. 570-436-3898. (PT9C10)

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

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

Florida - Installation, repair, pumping business for sale in South-Central Florida. Willing to qualify license. Advertising and name recognition in place. 863-441-5264. (P10)

Portable toilet and septic pumping business for sale in North East California. Have been in business for 16 years. Will consider splitting the business. Call 530-251-7447 for more info. (P9)

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

## BUSINESS OPPORTUNITIES

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste fryer grease and oil (yellow grease) only. **No trap grease.** Big \$. Over 30 yrs. experience. Will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. Call for information. Dewey Walker. 813-752-9535 or 813-758-2552. (PBM)

HAVE LICENSE WILL SPONSOR YOUR SEPTIC BUSINESS, STATE OF FLORIDA. PUMPOUTS, REPAIRS, INSTALLATIONS, ETC. MALONE 321-784-1614. (P10)

**Attention PolyJohn Owners:** Receive a **free CD-Rom** of our products to use in your company marketing efforts. Ask your PolyJohn business coach in your area to send you this material today. 1-800-292-1305 Kell. (PBM)

**WWW.ROOTERMAN.COM.** Franchises available with low flat fee. New concept. Visit web site or call **1-800-700-8062 x26**. (CPBM)

## COMPUTER SOFTWARE

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

## DRAIN/SEWER CLEANING EQUIPMENT

Spartan Sewer and Drain Electric Snake, 2 years old, very seldom used, model 300. Built to fit down stair cases. New \$3,000; For sale \$2,000. Complete w/upgrade tires and tool kit. Call 203-746-3900. Connecticut. Rich. (PM9)

## DEWATERING

Netzsch Plate Filter Press no. 1200/LP/III for sale. Excellent working condition with controls and documents. Automated plate open/close. New filter fabric, ready to install. Asking \$70,000. Call 717-587-1917 for details. (PT11)

Buy - sell - trade - lease: Filter presses, belt presses, vacuum filters, filter cloth, dewatering bags, tanks, mixers and more! Call Waste Treatment Equipment Specialties at 440-808-8844. [www.wescoequip.com](http://www.wescoequip.com). (PBM)

Alar, Model 650, very good cond. Completely automatic with all controls and panels, filters down to 1/2 micron, sludges generated by septic and grease haulers. Reducing BODs, F.O.Gs, TGS, total phosphorus, meters and NH3-N. 770-917-0377. (PBM)

Aqua-Zyme 30-yard Dewatering Box, 3 years old, one owner. Excellent condition. Polyblend polymer mixer available. \$30,000 OBO. 317-539-7304. (P11)

## DREDGES

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

## HAZARDOUS WASTE UNITS

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 #13393 V) *In production.* [www.VacuumSalesInc.com](http://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](http://www.kmhequip.com). (P9)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



## HAZARDOUS WASTE UNITS

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

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. (P9)

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

2009 Sterling LT9500 triaxle with a new Presvac, **Powervac** 3800, 3,250 gallon (US), DOT, wet/dry industrial, vacuum tank loader. (Stock #13354 V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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

1986 Polar 5,000 gallon 316 stainless steel MC 307/312 vacuum trailer with new vac pump and hyd. drive. New tank inspections with new NVE valves. Spring suspension. In excellent condition. Must see. KLM Companies 617-909-9044. (P9)

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. (P9)

## HOLDING TANKS

Black 300 gal. used holding tanks. \$100 each. Great shape. Custom made for any hookup. Call 239-731-2587. SW Florida. (P9)

## JETTERS-TRAILER

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

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)

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. (P9)

## JETTERS-TRUCK

AquaJet SJ1100, 2001 Ford, general MSS55 pump 65 gpm, 2000 psi, twin 550 tanks, 800' hose 30,387 miles, 2476 hours, excellent condition. \$28,300. 208-376-7473. (P10)

1988 Ford F800, SRECO jet truck, 140,000 miles. Former city truck. \$9,000. 651-489-5185. (CP10)

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)

## JET VACS

1995 Ford 8000 Vac-Con V290, jetter 2500 psi @ 60 gpm w/9-yd. debris, good shape, ex-county owned. \$39,500 OBO. Financing available. Consider partial trade for pump truck. 334-347-0905. (P10C11)

## JET VACS

1989 International Vac-Con with 12-yd. debris tank, extendaboom, 1000 gal. water tank, 3-stage fan, 2000 psi @ 100 gpm, low miles, like new. Price \$39,000. Call 503-969-9557 or 503-682-2723. (CP9)

2006 AquaTech Model B-10 on International, 39,000 miles, 1800 hrs., Myers 80 gpm, 2000 psi, Roots blower, 1500 gal. plastic water tanks, pump-off system, debris flush-out system. Truck is like new. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

1989 AutoCar, st. 7-spd. Cummins & Cummins, Vactor 810C dual fan, 5-yd, 65 gpm/2000 psi, low hrs. & mi. \$19,500. Dick or Anthony 800-794-9265. (P10)

1989 International Camel with 12-yd. 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. (CP9)

2008 Sterling LT7501 with a Vac/All All Jet Model AJV1215 1500 water comp, 12-yd. debris body, Roots 824 PD blower, 80 gpm @ 2000 psi jetting system with 600' of 1" hose. Combination vacuum-jetter unit. **Available for purchase or rent!!!** (Stock #0329V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2004 Sterling LT7500, AquaTech B-10 Jet Vac, 80 gpm @ 2000 psi, Roots 824 blower, 15 Hg., 10 CY debris, 1000 gallon water, 10-speed manual, Cat C-7, 275 hp, lateral hose reel. 888-564-0202; **www.kmhequip.com.** (P9)

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. (CP9)

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.** (P9)

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)

## JET VACS

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)

(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)

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

1998 Vactor 2110 on a Freightliner FL80, 28,213 miles, 2-stage fan, 80 gpm, 2,000 psi pump off system accumulator. Was a city owned unit. Located in Dallas. 972-938-1905. **www.empireequip.com.** (CPBM)

## LEASE/FINANCING

**BSM Financial Group** is a nationally recognized finance company. We offer flexible payment schedules for all types of equipment new or used. Trucks, pumps, jettors, portable toilets, and software easily financed. We do first time start-ups, established businesses, and challenged credit. **Call Brett at 877-524-7972 or email [brett@bsmfinancialgroup.com](mailto:brett@bsmfinancialgroup.com).** (PBM)

**North Star Commercial Credit:** Commercial Loans for Trucks or Equipment. Flexible purchase programs to fit your budget. 21 yrs. in the industry. Contact **Tom Myers - 877-804-2274.** (CPBM)

**VSI Equipment Finance.** New and used equipment financing available with competitive rates. Access to quality pre-owned and new vacuum tankers. **Call JR @ 609-868-7634.** (PBM)

## LEASE/FINANCING

**Capital Partners — Your One Stop Financing Partner.** A simple phone call allows us to get you pre-approved for **ANY** new or used equipment. Call today to see why we are the Finance Leader in the Pumper/Cleaner Industry. Contact Jim Stekl @ 866-769-2345. (P11C12)

## MISCELLANEOUS

**Top quality aerators at wholesale prices.** We have replacement units for most name brands and also carry Linear Regenerative Rotary Vane pumps. Flagg Air, Gast, Thomas, FPZ, Secoh, Medo and more. Call a company that understands aerators and aeration systems. Septic Services Inc. 800-536-5564. (CPBM)

## PARTS & COMPONENTS

**PARTS & SERVICE** for vacuum pumps and vacuum tanks. Vacuum pumps also in stock. Chambersburg, PA. 717-709-0000. Ask for Ken or Randy. (PBM)

## PORTABLE RESTROOMS

Satellite Units. 125 blue 6 female units, blue with gray door. \$325 each. Excellent condition. 1 Satellite handicap 500. 10 Satellite holding tanks, \$150 each. 318-548-3900. (P10)

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)

Dark green Satellite Tufways, 3-4 years old, good condition, \$95. Seabach toilets, used twice, good condition, \$50. Broken Seabachs, free with purchase. Light green Satellites, fair condition, \$25. Call Barb 772-538-9575 or email [bmacw@aol.com](mailto:bmacw@aol.com). (P9)

150 PolyJohn units. Aqua and yellow. Construction grade. \$150 to \$250 each. Southern MI. Ph: 248-437-5595 Email: [johnsanit@yahoo.com](mailto:johnsanit@yahoo.com). (P9)

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

## PORTABLE RESTROOMS

LIKE NEW Polyjohn Comfort Inns with flat floors. 12 total. \$795 each. 319-378-8900. IA. (PT9)

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

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

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

## PORTABLE RESTROOM HAULERS

8-unit restroom hauler made by Ameri-Can Engineering. Good shape. Needs paint. \$1,500. 319-378-8900. IA. (PT9)

## PORTABLE RESTROOM TANKS

300 gallon, 225 waste/75 water, brand new, Battioni pump. \$5,500. 315-375-7867. (PBM)

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

## PORTABLE RESTROOM TRAILERS

**'08 ACSI Advantage Series 12' Restroom Trailer;** NEVER USED. 2 women's stalls, 1 urinal, 1 man stall. **\$27,000.** Call for further details. **Crescent Tank Mfg. 585-657-4104;** www.crescent-tank.com. (P9)

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)

## PORTABLE RESTROOM TRAILERS

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

2 IDENTICAL TRAILERS FOR SALE. Each is 15' with 2 stalls, 1 sink, 1 urinal on each side with privacy screen, radio, lighting. Static tanks, 20 years old, good condition. Uniquely designed from two Olympic Fiberglass handicap toilets on each trailer. Call Rich 219-405-0405. (P11)

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)

PORTABLE TOILET TRANSPORT TRAILERS: 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. (P9)

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

New and used **RESTROOM TRAILERS** available immediately. 8 to 34 foot luxury trailers. Comforts of Home Services Inc. 877-382-2935. (PBM)

2006 Wells Cargo Comfort Elite III restroom trailer ready for rental, just detailed inside and out. Everything is in working condition. Used for special events and office bathrooms. \$16,500. Lots of earning potential. 504-838-0358. (PT10C11)

## PORTABLE RESTROOM TRUCKS

1999 International 4700 Porta John Pump Truck: DT466E, 6-spd. man. trans., A/C, air brakes, 2000 gal. waste, 500 gal. fresh water, Transway pump, fresh water hose reel and pump, approx. 240,000 miles, holds 2 porta johns. \$27,000. 770-883-5342; cpjs@bellsouth.net. (P9)

## PORTABLE RESTROOM TRUCKS

2004 International 4700, 166,000 miles, stick shift, air brakes, Trident stainless steel tank 250/1100/250, under hood pump Masport M2DES, \$26,000. (J-52) Call Pete 732-895-6533. (P9)

Flatbed 2003 International 4300 A+ condition, all chrome, aluminum wheels, side lift gate, hauls 10 units. \$20,000. 866-944-5536. (P9)

1998 Keith Huber 4700 International, 2000 Lane 4700 International, 2002 International 4300. All in good condition and ready to use. Call for details 770-439-2888 or e-mail: wjwigley@bellsouth.net. (P11)

1996 Ford F-350 4-door, 7.3 diesel, new automatic transmission, 350/150, new Honda motor with Masport pump. \$15,000. Contact Steven Dixon 770-286-3934. (PT9)

2005 Ford F550 Super Duty, diesel, cab & chassis, auto, AC, but has a Masport PTO driven pump. Only 95,000 highway miles. Truck still in new condition. \$9,900. 1-800-634-2085. (P9)

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.aacoinc.com/classified. Location Phoenix, AZ and Las Vegas, NV. \$45,000. 208-362-3193. (P9)

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. (P9)

**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 for quote today. **Crescent Tank Mfg. 585-657-4104;** www.crescent-tank.com. (P9)

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. (P9)

## PORTABLE RESTROOM TRUCKS

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)

**2008 Isuzu NPR-HD** chassis ready to be up-fitted with **Model 800 (550/250) Crescent Rectangular Vacuum Tank. REDUCE** operating costs and **IMPROVE** productivity with the **all-in-one** vehicle. Also available '09 GMC 5500 4x4. Call for quote today. **Crescent Tank Mfg. 585-657-4104;** www.crescent-tank.com. (P9)

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. (P9)

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. (P9)

1997 Freightliner. Great condition! 1100 gallon waste, 500 fresh. Holds 2 toilets. 88,000 miles. CAT engine. Alabama. \$32,500 OBO. 719-942-3934. (P9)

1990 International 4600, 261,000 miles, Allison auto transmission, 900 gal. stainless steel tank (600 waste, 300 fresh), Masport vacuum pump, all in good working order. \$8,500. 731-660-1781. Mike@allbritesignsandrentals.com. (P01)

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

## PORTABLE RESTROOM TRUCKS

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. (P9)

1995 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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## RENTAL EQUIPMENT

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Liquid vacs, wet/dry industrial vacs, combination jetter/vacs, vacuum street sweeper & catch basin cleaner, truck & trailer mounted jettors. All available for daily, weekly, monthly, and yearly rentals. **VSI Rentals, LLC, (888)VAC-UNIT (822-8648) www.vsirentalillc.com**. (PBM)

## ROLL-OFF CONTAINERS

Rolloff Containers (20-yd & 30-yd) 5 yrs old, \$2,500 each. Freight not included. Call Brian Wintjen 843-529-1399. (P9)

## ROLL-OFF TRAILERS/TRUCKS

2003 Mack Granite Rolloff Truck, Galbreath hoist, Pioneer tarper, 196,000 miles, 1-owner. \$52,500. Call Brian Wintjen 843-529-1399. (P9)

## ROLL-OFF TRAILERS/TRUCKS

USED SURPLUS EQUIPMENT FOR SALE: 1978 GMC GEN roll-off truck, 60,000 lb. Benlee hoist. 1981 BENLEE 31' roll-off trailer. For more info contact Steve 1-313-600-1501; [sliabenow@kdigroup.com](mailto:sliabenow@kdigroup.com). (P9)

## SEPTIC TRUCKS

1986 International pump truck, 2600 gallon tank, new Jurop R-260 pump, new valves and fittings, great starter truck, runs daily. \$19,500. Contact Steven Dixon 770-286-3934. (P9)

2003 International 7400 all chrome, aluminum wheels, A+ condition, 4200 gallon aluminum tank, hoist, Battioni 720 vacuum pump. \$59,000. 866-944-5536. (P9)

1990 Kenworth with 3000 gal. Transway tank with hoist & hydraulic back gate. Also has a 1200 Transway pump. In good working condition; painted 2 yrs. ago and looks clean. \$31,000. 613-731-5500. (P9)

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

2005 Presvac pumper truck, low profile unit, 500 gallon tank, full dump rear opening door with vibrator. Fruitland RCF-500 vacuum pump, mounted on Ford F-450 chassis, 6.0L V8 diesel, manual, air cond., 8,000 km, OTTAWA CANADA, \$48,500 USD. 613-841-8410. (CP10)

GMC pumper, 1500 gallon tank, Masport pump. Make good start-up truck. \$12,500 OBO. 2 additional Masport pumps, make an offer. 248-220-1399. (P9)

1993 IHC 4900, "33,000 GVW", w/a 2500 gal. carbon steel tank. Equipped with a Moro AC4 vacuum pump. Truck has 275,000 miles and comes complete w/hoses. Asking \$20,000. Call 618-939-3001. Ask for Stan. (P10)

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## SEPTIC TRUCKS

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2005 Peterbilt 357-C13 CAT, 190,000 miles, with a 2005 Keith Huber Dominator 4000 gallon tank with hoist, end dump and vibrator. \$85,000. 2000 Peterbilt 357-C12 CAT, 340,000 miles, with a 2008 Keith Huber Dominator 4000 gallon tank with hoist, end dump and vibrator. \$75,000. 941-429-6842. (P10)

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

2002 International 4400 DT466 with 2500 gallon tank. Tekflo pump. 139,000 miles, Am/Fm, AC, air ride seat. Good clean truck. \$38,000 OBO. 410-275-2647. (P9)

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

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

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

## SERVICE/REPAIR

**Sewer Cam Reel, Camera and Locator Repair:** 48-hr. turn-around time. General Wire, Ratech, Riddid, Pearpoint, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. For more info, give Jack a call. Dynamic Cable Repairs, Lodi, NJ 07644. 973-478-0893. (PBM)

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**350/200 Slide-In Unit \$8,500.** Place in a 1-ton pickup or on a flat bed. **Call 585-657-4104. Crescent Tank Mfg.; www.crescent-tank.com.** (P9)

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1982 Trailmaster aluminum double conical vacuum tank trailer; 8400 gallons; recent new wiring, lights, airlines, brakes, drums, seals, and S-cams. 3 - 6" valves, ladder, baffles. Road ready, good condition. \$18,500 OHIO. 419-629-3695. (P9)

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RETIRING: 130 BBL self-contained vacuum semi tanker, 36 cyl. diesel, Fruitland pump, belly mounted pressure rings, haz or non-haz, aluminum wheels. Very good condition. Ready to work. Jim 951-545-9604. (P9)

Presvac 5500 gal. 316 stainless steel DOT certified vacuum trailer, new Fruitland 500 vac pump w/complete rebuilt Lister diesel engine. Original tank thickness; new tank inspections, no pitting. Excellent overall condition w/new Imron paint. Must see. KLM Companies 617-909-9044. (P9)

## TRUCKS (MISC.)

USED SURPLUS EQUIPMENT FOR SALE: 1989 Freightliner FLD tractor, conventional cab with sleeper; 1994 Freightliner FLD tractor with sleeper; 1998 International 9400 tractor with day cab; 2000 Freightliner FLD 120 classic tractor with conventional cab with sleeper; 1996 Ford L9000 tractor with conventional day cab; 1989 OTTAWA Model #30, yard tractor; 1984 Ford water sprayer truck; 1989 GMC topkick stake truck. For more info contact Steve 1-313-600-1501; sliabenow@kdigroup.com. (P9)

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Cues 1999 Ford E-350 cutaway with 12' box, full studio & equipment rooms, 6KW generator, Pipe Ranger transporter, shorty tractor, Night Owl pan/tilt camera, approx. 800' MC cable, computer and software, 35K miles on chassis, city trade. \$38,000. 1-800-381-9134. (CP9)

1993 Ford E350 box van, 7.3 diesel with Aries TV inspection, pan/tilt camera. 2 extra tractors all on tracks, 1 stationary camera, many extra parts, TV, rear air, diesel generator, 1000' multi conductor video cable. \$12,950. Call or email, 573-374-8785 or elitmotors@charter.net. (P10C11)

BEST BUY: Must see this 1997 RST video system that includes a P & T, tractor, and an additional mainline camera. Converted ambulance with odometer of 48,000, perfect studio, storage space and safety lights. The software includes printed reports, hard disc, and Sony Photomate. Photos of interior and exterior are available via e-mail. Special Price \$10,000. Call Don at 503-969-9557. (CP9)

Cobra Technologies equipment with 2 Cues cameras and 2 transporters, 1000' of cable on one reel and more than a 1000 on the other reel. All equipment seems to be mfg. in 1998, mounted in a 1995 Chev. W-5 cabover with 20' box. Only 47,000 miles. Lots of spare parts, very nice truck and equipment. Pictures and more details on our web site: letsrollautoandequip.com; go to medium duty trucks-van trucks. Value priced at only \$29,950. Ned 719-338-3767. (P10C11)

## TV INSPECTION

FOR SALE: 1992 Ford E-350 van, chassis mount box, new 351 V-8, new auto transmission, A/C, P/S, studio with A/C, built-in storage cabinets and toolbox, 4.5 KW Onan generator, Cues video system Pipe Ranger transporter 8"-36", ultra Shorty transporter 6"-24", Night Owl pan/tilt camera, power reel w/approx. 800' multi conductor cable, HPL-8 lighthouse and HPL-10 lighthouse, 2 monitors, Granite XP Inspection Edition version 2.0 software, Granite XP PACP module. \$48,500 OBO. Ask for Richard or Charles. 1-800-200-0457. (P9)

## VACUUM EQUIPMENT

USED SURPLUS EQUIPMENT FOR SALE: 1987 Presvac stainless steel vacuum pressure tanker trailer, 6000 gallon double conical, PV-750 pump, Deutz engine; 1982 vacuum truck, GMC Brigadier cab & chassis with HI-VAC unit; 1990 Ford LN9000 vacuum pumper, 3,000 gallon tank (Non-DOT) Presvac PV-750 pump; Roll-off vacuum pumper tank with Presvac PV-750 pump, Deutz motor. For more info contact Steve 1-313-600-1501; sliabenow@kdigroup.com. (P9)

## VACUUM LOADERS

2004 Kenworth T800, triaxle, 475 hp Cat with Cusco Turbovac, 3,800 cfm, Hibon blower, DOT certified, 3500 gallon, dump door, vacuum tank, Demagg RFL 100 vacuum/pressure offloading pump. Must see. Low hours/miles. KLM Companies. 617-909-9044. (P9)

Garage kept 2005 Freightliner full AFME coded aluminum liquid ring vac truck with only 159,000 miles! CAT engine, 2300 psi high pressure jetter, 3500 gallon tank with 300 gallon fresh water supply for jetter. Full dump and rear opening door, all air ride, must see to appreciate. 614-795-1899. (P10)

1996 International 9200 with a 2008 DOT Diamond Series 3000 gal. tank. \$80,000. 985-707-4444. (P10)

1992 Ford with Guzzler 4816 with swing out Cyclone 6,000 CFM blower (4 yrs old). Cat engine with Fuller trans. 150,000 miles, 5,000 hours. Runs very good. \$19,950. KLM Companies 617-909-9044. (P9)

## VACUUM LOADERS

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WANTED: 2500 to 5000 gallon used vacuum tanks. NO JUNK!!!! Also buying vacuum tankers. CASH PAID!!!!!! Ph: 903-278-0026. (P10)

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Wanted to Buy: Vactor 2100s and late model Guzzlers. Cash. Phone 800-336-4369. (CPBM)

## WATERBLASTING

USED SURPLUS EQUIPMENT FOR SALE: 1985 GMC 6000 truck mounted waterblaster with 1994 NLB 8150 waterblaster unit (8,000 PSI @ 32 GPM); 1990 GMC 7000 truck mounted waterblaster with 1980 NLB 1012 waterblaster unit (10,000 PSI @ 16 GPM); 1987 GMC truck mounted waterblaster with 1995 NLB 10-250 waterblaster unit; 10,000 PSI NLB electric waterblaster, model #10150E, skid mounted with wheels; 5000 PSI electric waterblaster model #5K4286B22A1-F2-Giant pump, G.E. 20 hp motor-skid mounted with wheels. For more info contact Steve 1-313-600-1501; sliabenow@kdigroup.com. (P9)

NLB 4075D, 40k @ 3 gpm waterblaster, factory trailer mounted with air compressor, includes new hoses in box, 620 hrs. on machine, serviced by NLB, perfect machine, stored inside. \$38,000. Contact Pat 973-476-7194. (CP9)

**Wheatley** 165 Cummins 10K @ 30 gpm. **Wheatley** 125 Detroit 10K @ 20 gpm. **Gardner Denver** 450 Cummins 10K @ 42 gpm. **NLB-Ultraclean** Cummins 36K, 7 gpm. **NLB** 10-600 Cummins 10K @ 104 gpm. Hydroblast water recycle system. **Boatman Ind. 713-641-6006. View @ [www.boatmanind.com](http://www.boatmanind.com).** (CPBM)

2004 NLB 40-150 electric, 40,000 psi waterblaster, (0) hours on unit - never used. Marathon Motor on skid with control panel. KLM Companies, 617-909-9044. (P9)

NLB 10-250 2000 model year with 1,200 hrs., 250 hp @ 43 gpm. Complete mounted on 1993 International truck with 120,000 miles. Fluid/power end just rebuilt by NLB. In good shape. \$42,500. KLM Companies, 617-909-9044. (P9)

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| <input type="checkbox"/> Blowers                     | <input type="checkbox"/> Excavating Attachments | <input type="checkbox"/> Locators                 | <input type="checkbox"/> Pressure Washers    | <input type="checkbox"/> Safety Equipment         | <input type="checkbox"/> Trucks (dump/septic/misc.) |
| <input type="checkbox"/> Bucket Machines             | <input type="checkbox"/> Excavating Equipment   | <input type="checkbox"/> Miscellaneous            | <input type="checkbox"/> Pumps-Dredge        | <input type="checkbox"/> Septic System Components | <input type="checkbox"/> TV Inspection              |
| <input type="checkbox"/> Businesses                  | <input type="checkbox"/> Hand Tools             | <input type="checkbox"/> Parts & Components       | <input type="checkbox"/> Pumps-High Pressure | <input type="checkbox"/> Septic Tanks             | <input type="checkbox"/> Vacuum Loaders             |
| <input type="checkbox"/> Business Opportunities      | <input type="checkbox"/> Hazardous Waste Units  | <input type="checkbox"/> Pipeline Rehabilitation  | <input type="checkbox"/> Pumps-Submersible   | <input type="checkbox"/> Septic Trucks            | <input type="checkbox"/> Vanes                      |
| <input type="checkbox"/> Cable Machines              | <input type="checkbox"/> Hydroexcavation        | <input type="checkbox"/> Portable Toilets         | <input type="checkbox"/> Pumps-Vacuum        | <input type="checkbox"/> Service/Repair           | <input type="checkbox"/> Vehicle Tracking           |
| <input type="checkbox"/> Computer Software           | <input type="checkbox"/> Jetters-Trailer        | <input type="checkbox"/> Portable Toilet Tanks    | <input type="checkbox"/> Pumps - Washdown    | <input type="checkbox"/> Slide-In Units           | <input type="checkbox"/> Wanted                     |
| <input type="checkbox"/> Dewatering                  | <input type="checkbox"/> Jetters-Truck          | <input type="checkbox"/> Portable Toilet Trailers | <input type="checkbox"/> Pumps-Water         | <input type="checkbox"/> Sludge Applicators       | <input type="checkbox"/> Wastewater Transfer        |
| <input type="checkbox"/> Drainfield Restoration      | <input type="checkbox"/> Jet Vacs               | <input type="checkbox"/> Portable Toilet Trucks   | <input type="checkbox"/> Rodding Machines    | <input type="checkbox"/> Tanks                    | <input type="checkbox"/> Waterblasting              |
| <input type="checkbox"/> Drain/Sewer Cleaning Equip. | <input type="checkbox"/> Lease Financing        | <input type="checkbox"/> Positions Available      | <input type="checkbox"/> Roll-Off Containers | <input type="checkbox"/> Tools                    |   |

**CHOOSE THE PUBLICATION(S):** (Deadlines are for the month preceding issue)

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> <b>CLEANER</b><br>Deadline: 1st of the Month                     | <input type="checkbox"/> <b>PUMPER</b><br>Deadline: 10th of the Month           | <input type="checkbox"/> <b>PRO</b><br>Deadline: 17th of the Month |
| <input type="checkbox"/> <b>MUNICIPAL SEWER &amp; WATER</b><br>Deadline: 1st of the Month | <input type="checkbox"/> <b>ONSITE INSTALLER</b><br>Deadline: 17th of the Month |  |

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