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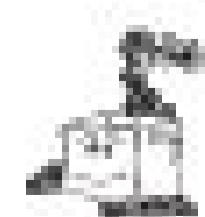


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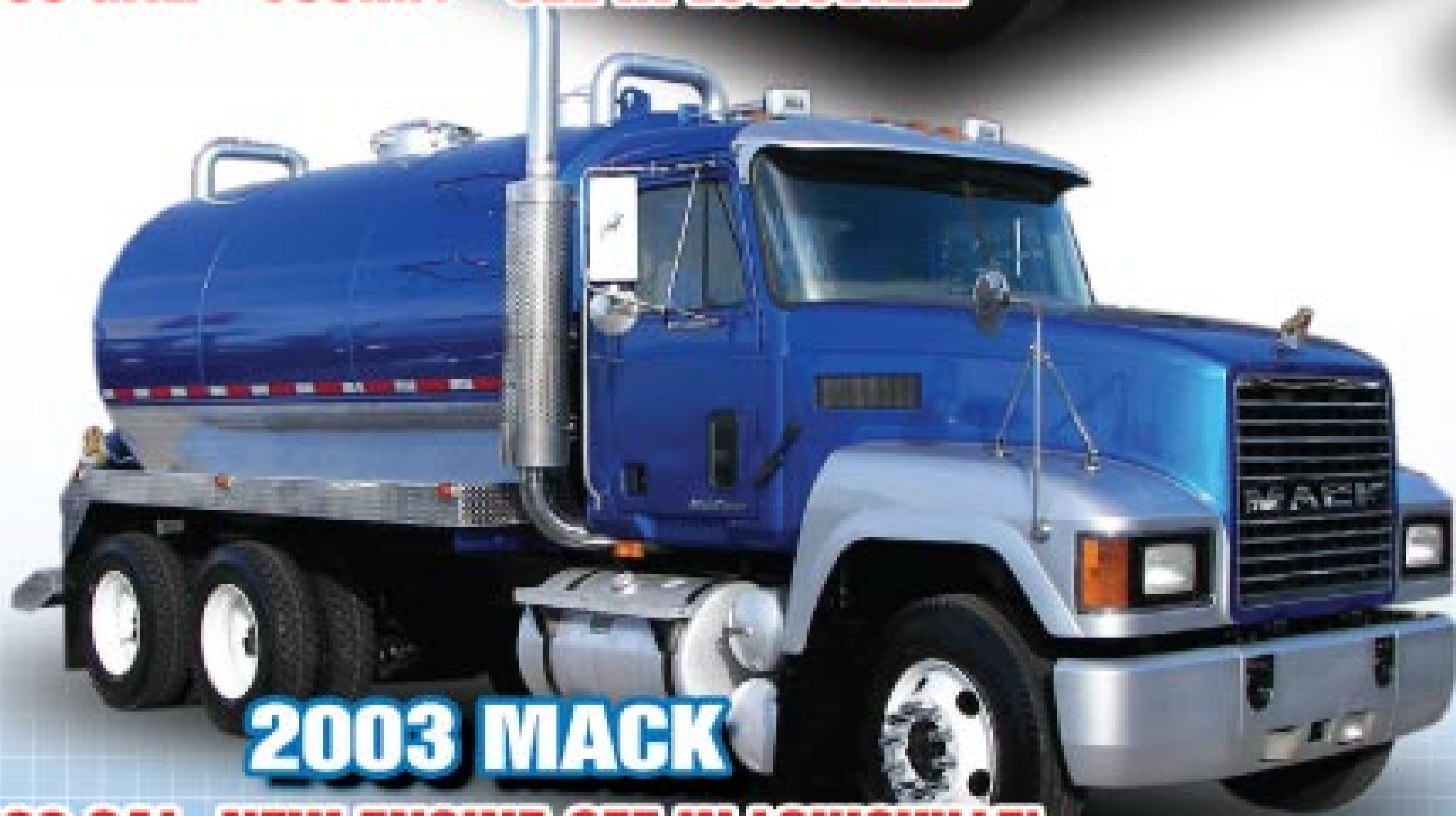
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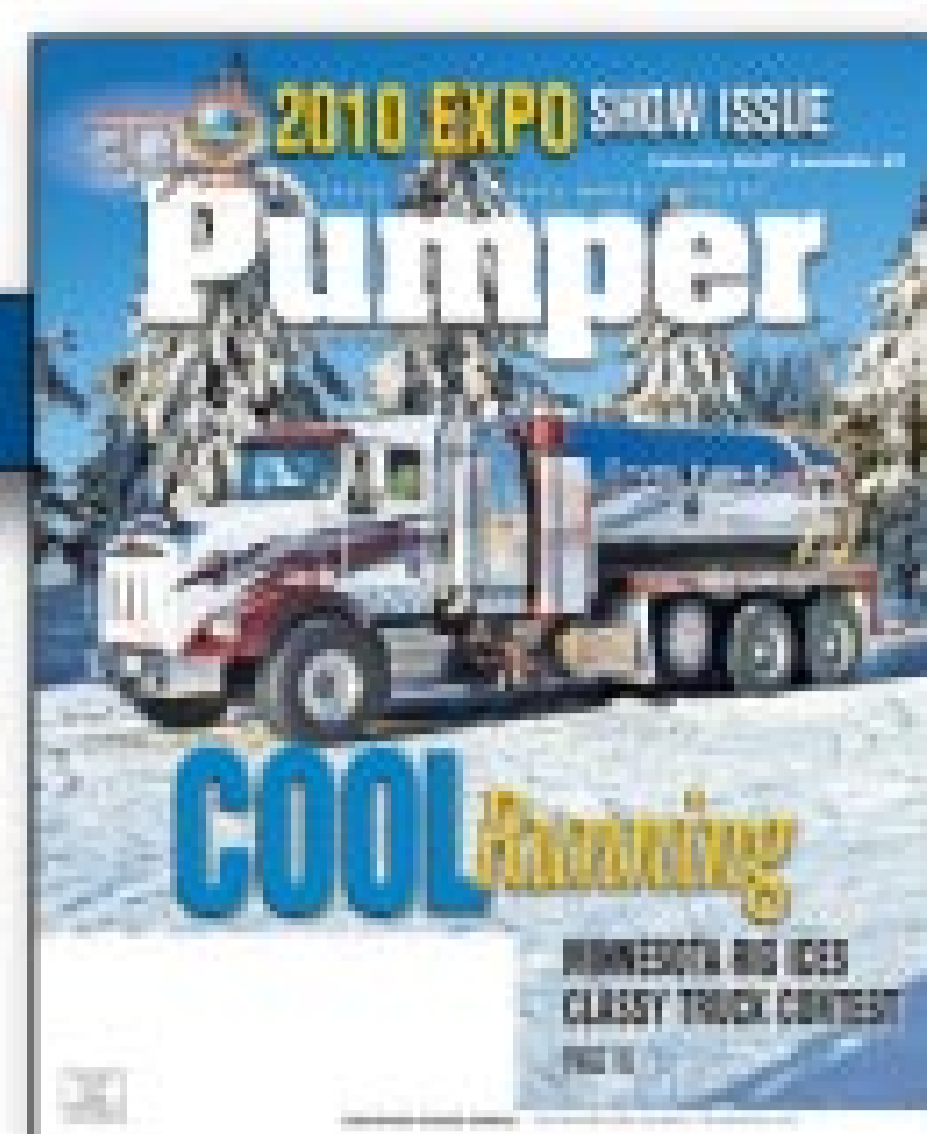
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1720 Maple Lake Dam Rd.
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SUBSCRIPTION INFORMATION: A one year (12 issue) subscription to *Pumper* in the contiguous 48 U.S. states costs \$16 (24 issues for \$26; 36 issues for \$36). Subscriptions to Canada or Mexico cost \$28 per year (24 issues for \$54). Subscriptions to all other foreign countries cost \$82 per year. Subscribers are guaranteed monthly delivery of the magazine. To subscribe, send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

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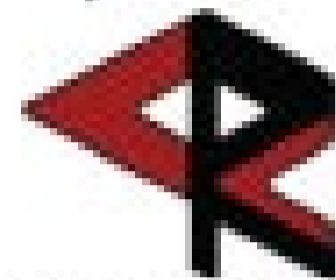
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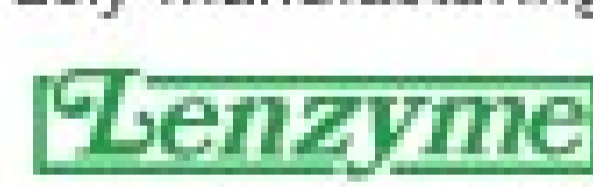
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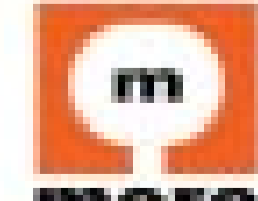
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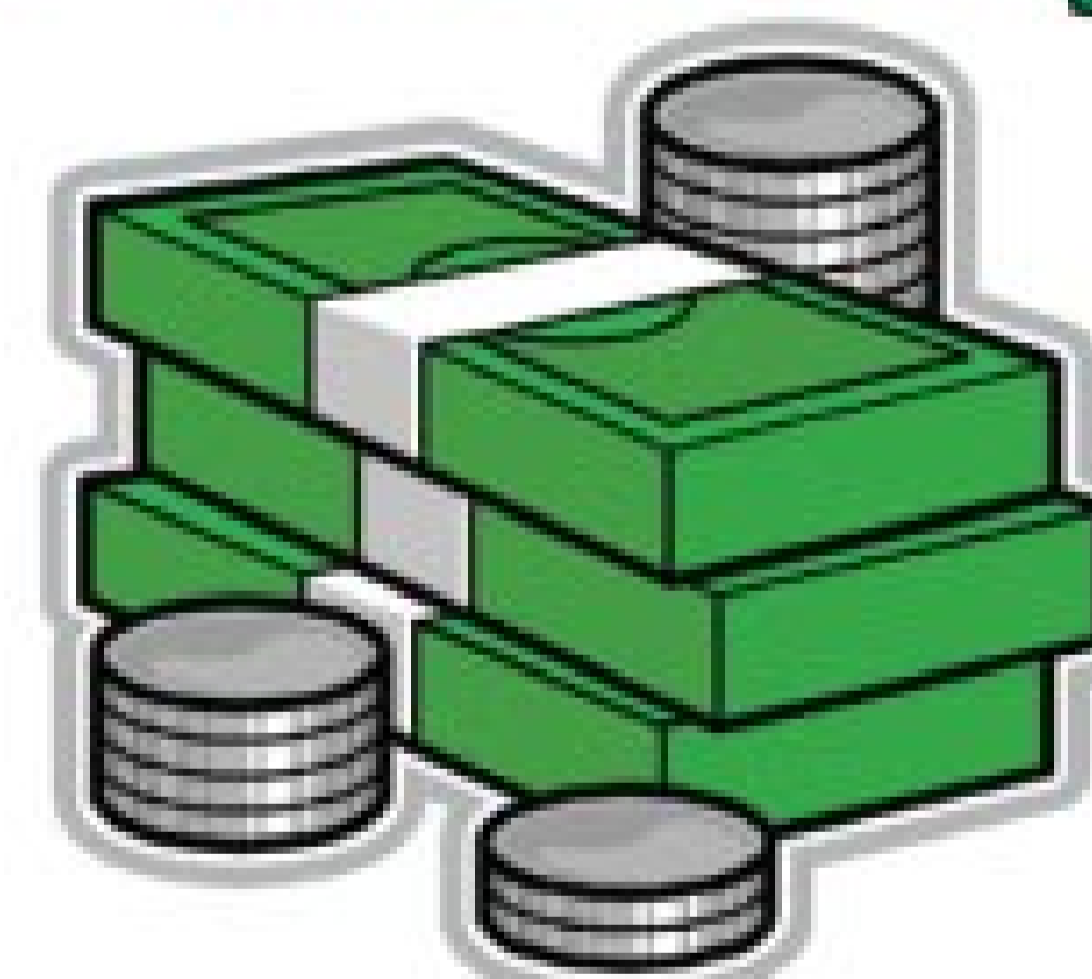
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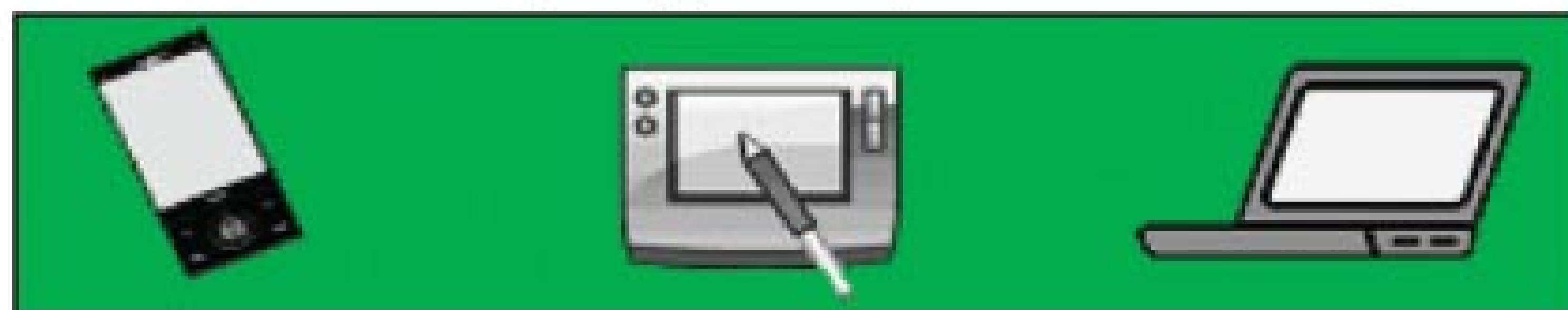
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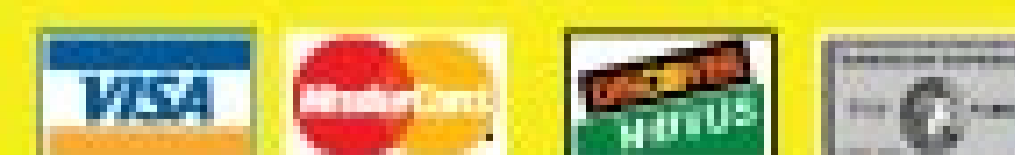
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GOOD BONES ON THIS CLASSY TRUCK

REPURPOSED KENWORTH MILK HAULER MAKES A POWERFUL PLATFORM FOR A DO-IT-ALL VAC TRUCK OWNED BY MINNESOTA'S GLENN LARSON

By Jim Kneiszel, Editor

Every so often, a pumping customer will look over Glenn Larson's newest septic/commercial pumping service rig, and thoughtfully ask the question, "Isn't that an awful nice truck for the kind of business you do?"

Larson, the owner of Enviro Pump-Plus Inc., Balaton, Minn., answers "no," and then explains, "This is my office and I kind of live in this truck. I kind of like to have it look nice."

Larson takes pride in his ride. And that's probably the major reason his flashy and functional 2004 Kenworth rig has been named the 2009 *Pumper* Classy Truck of the

Year. Larson's truck was the December 2009 Classy Truck of the Month, and was chosen as our annual Classy Truck winner based on reader polling and a panel of COLE Publishing judges.

THE DAIRY BEST

The Kenworth is a former milk truck from Wisconsin dairy farm country, rebuilt as a do-it-all vacuum truck by Advance Pump & Equipment in Peosta, Iowa. Larson credits Advance owner Wayne Vanden Berge for understanding the transformation he envisioned, adding a new Progress 3,800-gallon stainless steel tank with full-open rear door, a 1,000-cfm 957 blower system from National Vacuum Equipment, a hoist and Cougar hydraulic vibrator.

This is the second milk truck Larson has converted for liquid waste service. He says the milk haulers are often traded in with plenty of miles left on the chassis. This one, powered by a 425-hp Caterpillar engine and 10-speed transmission, has the power, performance and rear-end needed to get his jobs done. The conversion involved shortening the



Owners Karen and Glenn Larson (from left) and driver Todd Vander Wal with their Classy Truck of the Year. (Photo by Todd Finlo)

frame and removing the tag axle to leave a tandem and a pusher axle for ample carrying capacity.

With the stainless tank, Larson, 57, says this truck should see his company to his retirement and beyond, no matter how long it takes to put down the hose.

"This was the first stainless truck we put together and I will do it again," Larson says. "It's easy to clean and I know it's going to last. The truck will eventually wear out, but we can put this tank on a different chassis and we're going down the road again."

Beyond the basics, the truck features a diamond plate tool

box manufactured by TL Woods, mounted behind the cab. A custom-made heated water tank is fitted under the tool box. The tank is equipped with heated valves for service during cold Minnesota winters and an onboard load scale. Graphics are by Sybesma Graphics of Sanborn, Iowa.

LOOKS TO MATCH

The splashy graphics were inspired in part by driver/mechanic Jay Fricke, who races stock cars as a hobby and hooked Larson up with the company that provides vinyl graphics for his cars. Larson worked with Sybesma to create waves of maroon, white and silver that were applied from hood to tank, with lettering of the Enviro Pump name across the tank.

"When we brainstormed, we asked how we could get our identity out there, and stand out so people would recognize us," Larson recalls. "When (the truck) pulls into somebody's yard, they go, 'wow,' and that reaction is what we did it for."

And while the truck was detailed to look pretty, Larson says the way it was done, the looks will last. The only wear is some stone chips on the wheels and a few blemishes on the hose trays from a heavy workload, including septic pumping and commercial jobs moving sand, grit coal and wet corn.

"We can't baby them," Larson says of his fleet. "They're designed to work. The stainless won't chip and the graphics are up far enough that they won't get scarred."

"It's a good, efficient truck and we can get into a lot of different appli-

"I was raised that if you provide a good service for people, they will call you back. We always tried to be honest and give customers good value for their dollar. We look at this as a professional service, no different than hiring a doctor or a lawyer or a dentist."

Glenn Larson

cations with it," Larson continues. "It just does a tremendous job of moving material and getting the job done so we can get onto the next job."

FAMILY TRADITION

Larson's father, Floyd, started the pumping business in rural southwest Minnesota in 1963, calling his company Floyd Larson Septic Tank Cleaning. He retired in 1989 and Glenn Larson took over, changing the name to reflect the more varied services offered. Larson owns the business with his wife, Karen. She and their daughter, Elizabeth, hold down the office while Larson and a handful of technicians are in the field.

In addition to the Classy Truck winner, Larson runs four vacuum trucks. They are a 1995 International, another former milk hauler, with a 3,500-gallon aluminum tank and National Vacuum Equipment pump; a 1989 International with a 2,500-gallon aluminum tank added in 2000 and NVE pump; a 2008 International portable restroom service truck with a 1,000-gallon waste/250-gallon freshwater/250-gallon deodorant mix stainless steel tank from Best Enterprises and Masport pump; and a 1998 Peterbilt industrial vac loading truck from Cusco.

To care for his fleet in a frigid northern climate, Larson has a heated garage where the most frequently used vehicles are parked. Fricke and another driver are diesel mechanics, so they help Larson stay on top of routine maintenance. With corrosive salt on the roads in winter, constant washing is a priority.

"Our shop is equipped with a pressure washer, and we bring them in over the drain and wash them down. You keep them neat and clean so they look good on the road," Larson says. "The guys are told to keep their trucks looking good, and by and large they do a good job."

There is more behind the motivation for clean trucks. Larson says it goes back to his father, who always stressed how looking good promoted professionalism.

"I remember when I was 11 years old and I started helping out, and my father said, 'Just because you pump waste, that doesn't mean you have to look like you rolled in it.'" Larson recalls. "I was raised that if you provide a good service for people, they will call you back. We always tried to be honest and give customers good value for their dollar. We look at this as a professional service, no different than hiring a doctor or a lawyer or a dentist."

HAT'S OFF TO THE WINNERS

Congratulations to Glenn Larson for winning the 2009 Classy Truck of the Year award and landing his truck on this month's cover. And kudos to all 12 monthly Classy Truck winners over the past year. Your determination to put good-looking and high-performance service trucks on the road continues to raise the reputation of our industry.

SEE YOU AT THE EXPO

Excitement is building for this month's Pumper & Cleaner Environmental Expo International at the Kentucky Exposition Center in Louisville, Ky. The tradeshow is something we at *Pumper* look forward to all year long. It's my best opportunity to talk to old friends in the industry and meet many new ones. And that's where you come in.

The COLE Publishing editorial team will have a booth on the Expo exhibit floor, and I invite you to stop by and introduce yourself. We'd love to hear about your company and the issues you feel are most critical to the industry today. The discussions we have with pumpers at the Expo have a tremendous influence on the topics we tackle in these pages throughout the year. Tell us what kind of information you'd like to see in upcoming issues.

See you all in Louisville! ■

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We've Come a Long Way, Baby!

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

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

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

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

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

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

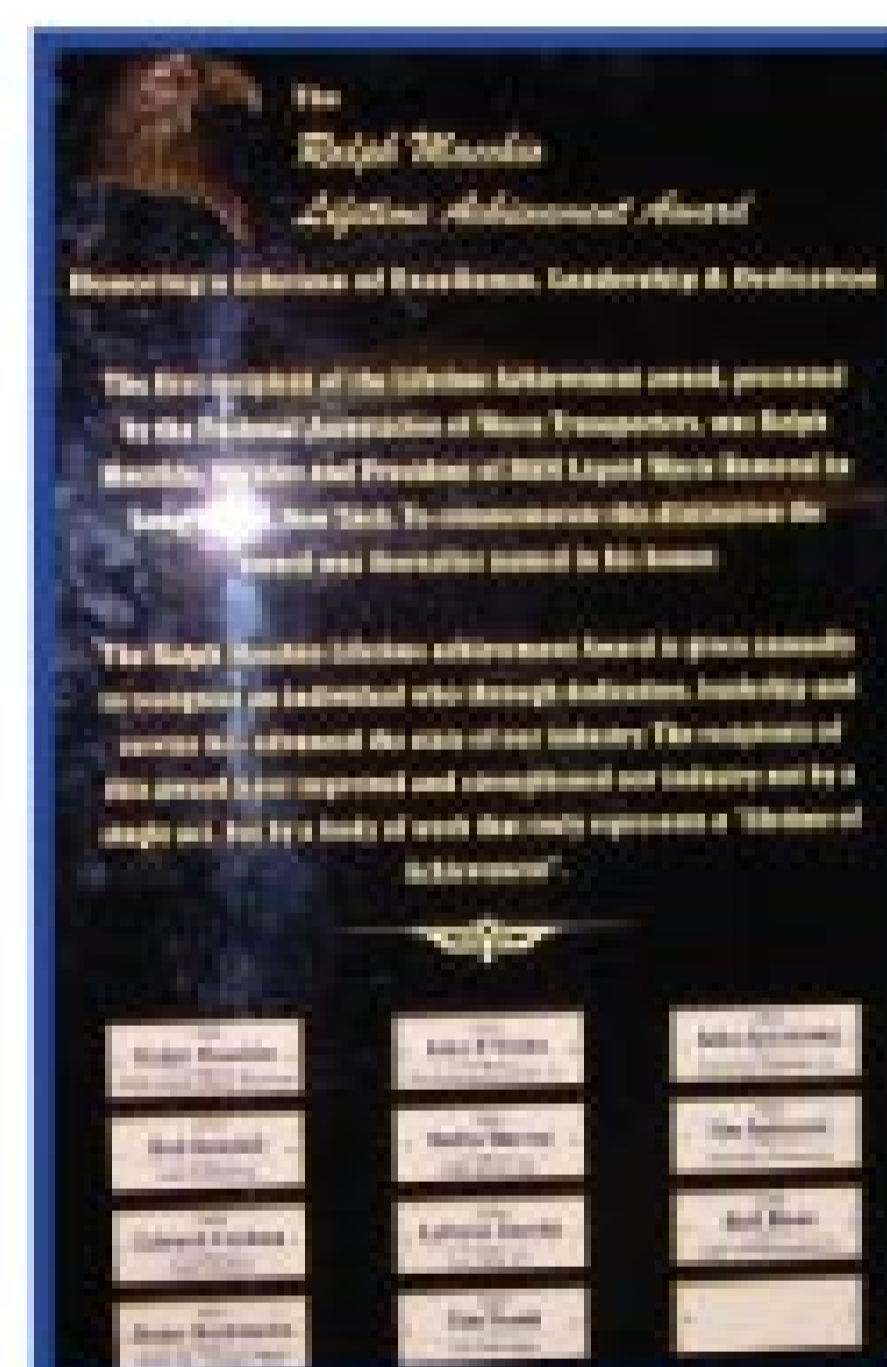
Not long after Pumper started, one of our **ccls** dealers in Kentucky, Ricky Alexander, called with an idea: how about a trade show?

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

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

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

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



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

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



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The CCLS Booth at the 2009 Expo



2009 Pumper & Cleaner Environmental Expo,
Louisville KY



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



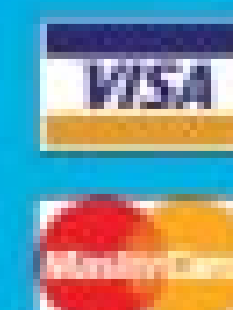
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Hold on to Your Star Employees

A combination of advancement opportunities, financial incentives and industry image building will help you retain the best and brightest workers

By Jim Kneiszel

You have a promising young employee. He or she punches in, works hard all day, giving you a good effort. That's right now. But you wonder what the future holds. Will this gung-ho worker lose enthusiasm and turn into a so-so performer? Will he or she go out looking for another job, leaving you with the difficult task of finding another worker who will give an equal effort?

You're anxious because you were lucky to find someone so conscientious. This is the kind of person you know you could build your business with if you could count on them to stick around and stay fired up about the work. If only you had workers who could carry a load, you'd expand the services you offer and buy that new truck you've been dreaming about.

But you also know the realities that have dogged your business in the past: Many workers don't find the respect, the reward and the satisfaction they seek pumping septic tanks and cleaning grease traps. And as a small business owner, you know you can't offer the type of salary or opportunities of advancement a bigger company can.

It may help to know that you're not alone. Over the years I've heard many pumping contractors bemoan the fact that they can't keep good employees, or simply can't keep them motivated enough to turn them into big-time company assets.

You'd like to think every one of your employees is just as motivated as you are to get up in the morning and do a good job every day. But that's just not realistic. Nobody will work as long, as hard and carefully as the small business owner. That's just the way it is and it's never going to change.

So what can you do to light a fire under the butts of your best employees? How can you convince a young septic service technician that this field — and your company, in particular — offers a long-term career option worth pursuing? Here's a recipe for success to gain a greater commitment to excellence and loyalty from your company's best and brightest workers:

Show them this is a profession.

In an industry that doesn't generally get the respect it deserves, you need to always look for ways to stress that your company is on the front lines providing important environmental services. The industry includes scientists, engineers, and ever-more-technical equipment that demands trained technicians. If it weren't for pumpers, the country would face many more problems with unsafe drinking and groundwater and would be threatened by disease.

Back up the important environmental message by providing continuing education and technical certification opportunities. Involve your workers with trade groups like the National Association of Wastewater Transporters and hook them up with top technicians in related fields. Let them network with professionals in related industries, learning from onsite system installers, treatment plant operators and the like.

Take a good, hard look at how you're rewarding employees financially and compare your company to other local employers. Put yourself in your employee's place; would you be excited by the wages you pay?

Take your best employees along to the Pumper & Cleaner Environmental Expo International. I've heard the story many times of the pumper who brought a young employee to the Expo as a reward for hard work. The employee is amazed by the breadth and depth of the liquid waste industry, the quality of the other pumpers he's met, and blown away by the equipment and technology on display. Seeing the spectacle of the Expo can help transform a guy who pumps waste into an environmental professional.

Show them the money.

If they're truly professionals, pay them like professionals. Take a good, hard look at how you're rewarding employees financially and compare your company to other local employers. Put yourself in your employee's place; would you be excited by the wages you pay?

Sweetening the money pot doesn't have to mean strictly paying more per hour or per week. In fact, creative ways to build on the salary package may have a bigger impact at convincing good workers to stick around.

As you can afford it, how about giving large year-end bonuses based on how well the employee performs? A top performer might have to think twice about leaving for another opportunity in June if he knows a significant bonus awaits him in December if he sticks around.

Or you might consider a more radical approach by starting a profit-sharing program or even giving a small piece of the business to an outstanding employee. Talk to your accountant and a small business consultant about how you might structure either type of program for a special employee who you deem is critical to the long-term success of your business.

The other way to pay great employees is through a Cadillac benefits package. In these days of soaring health insurance costs, this is easier said than done. But if you can provide health insurance, life insurance or vacation benefits that beat other companies in your area, it might convince top workers to stay put. Better pay and benefits than they can find elsewhere for similar work is often aptly referred to as "golden handcuffs."

Pile on the responsibilities.

The next time you purchase a new service vehicle, involve your top-notch driver in the process, and turn the keys over to him when the rig arrives. Show your loyalty in the form of a sweet ride (don't skimp on the

comfort features) and your driver is likely to show more loyalty to you. As an added benefit, a worker is likelier to pamper a dedicated rig, and his "ownership" of the truck will show other employees what's possible if they dedicate themselves to the job.

Maybe there's a new service you've been itching to add to your offerings. Don't take on the task of training, marketing and equipping your employees by yourself. This might be the perfect opportunity to ask your top performer to step up and help in the effort. Let the employee study the market for the new service. Give him the time to research the equipment you'll need to do the job right. When the time comes to ramp up the new service, ask the employee to coordinate training sessions for other workers. Soon the motivated worker will be running that division of the company and thriving on management responsibilities.

PROCEED WITH CAUTION

All this talk of sharing profits and turning over critical company responsibilities is heady stuff for a small business owner used to making all of the decisions. Certainly you need to be wary of "giving away the farm" to an employee who might not prove to be a top performer over the long haul. You must demand accountability and performance. And you must leave yourself an out, a process to reverse any bold initiatives you start.

There are risks to giving greater roles to your best employees. But as an entrepreneur, you know that great risk sometimes leads to great reward. What if empowering that great young worker yields a fat new revenue stream, or results in a dedicated 20-year employee/manager?



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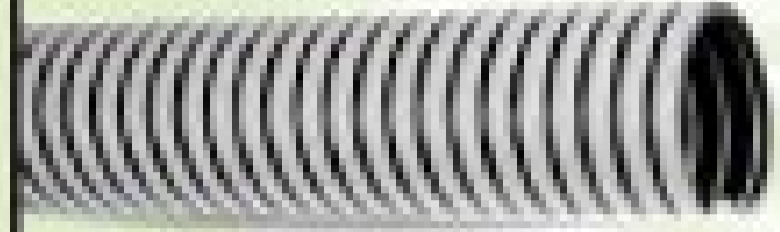
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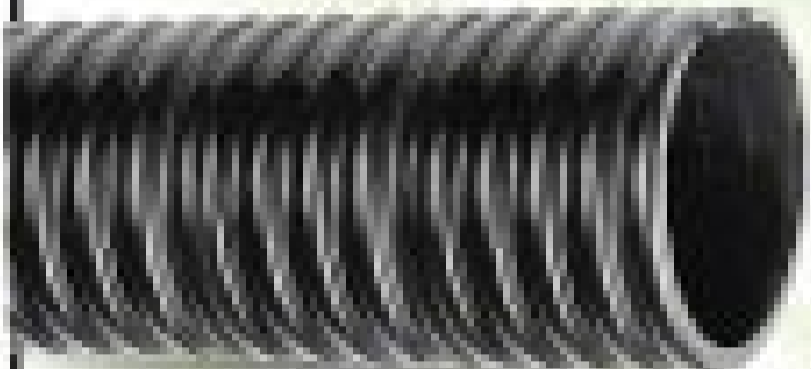
All Weather Water
Suction Hose



1-1/2", 2", 2-1/2", 3", 4",
6" Cut to Length

220 RS

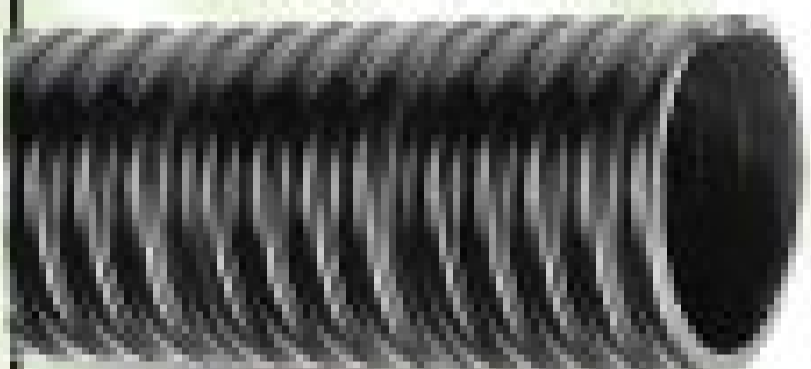
Low Temp Rubber
Water Hose



1-1/2", 2", 3", 4", 6"
Cut to Length

180 AR

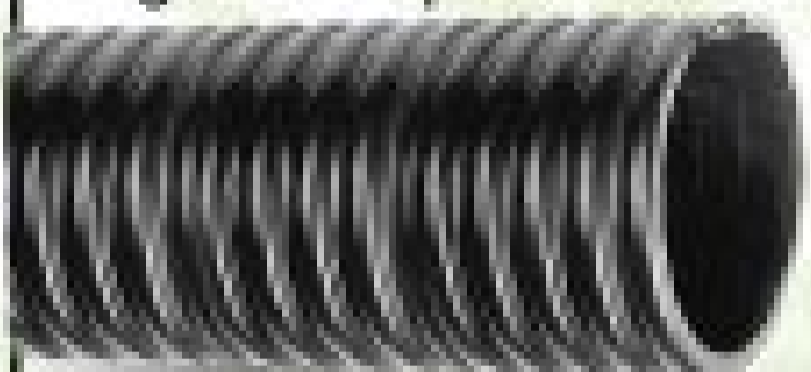
Abrasion Resistant
Suction Hose



1-1/4", 1-1/2", 2", 2-1/2",
3", 3-1/2", 4", 6", 8"
Cut to Length

180 HR

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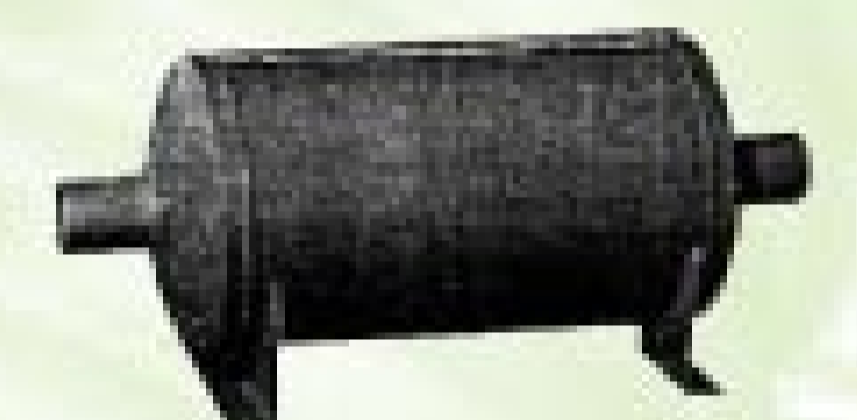
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By **Scottie Dayton**

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.

Funding Runs Out for Pennsylvania Regulators

The Lycoming Sanitary Committee in Montoursville, Pa., closed early last November due to \$230,000 debt and insufficient reimbursable funds. The committee had served 35 municipalities in Lycoming County and one in Clinton County since 1974. Its sewage enforcement officers issued 200 and 300 permits per year.

Each year, the agency seeks state Department of Environmental Protection reimbursement for basic permitting and complaint investigations done the previous year, but receives only 85 percent of the annual costs incurred. The 2008 state budget trimmed the amount substantially, according to an e-mail from the committee.

Later that month, the committee received \$112,211 of the available \$2.2 million in sewage facilities enforcement grants, but the office was closed by then. To bridge the gap before checks arrive, the committee relied on

a line of credit. In 2009, it used that line to fund all its operations, then found itself without revenue to repay the loans.

TEXAS

A report by the U.S. Government Accountability Office on fraud cited an unnamed septic tank company in Austin for fraudulently collecting more than \$5 million in federal contracts from a program favoring companies run by disabled military veterans. Using veteran-owned businesses as a front, the company received an army contract for septic and related work at Fort Drum, N.Y., and Fort Irwin, Calif.

After its status was challenged in 2008 and the Small Business Administration found it to be ineligible, the company was allowed to continue work on a \$1.1 million contract at Fort Drum through 2013. In 2009, the company partnered with another fraudulent dis-

abled veteran-owned small business to receive a \$3 million contract at Fort Irwin for septic tank and related services. The report, *Service-Disabled Veteran-Owned Small Business Program: Case Studies Show Fraud and Abuse Allowed Ineligible Firms to Obtain Millions of Dollars in Contracts*, is at www.gao.gov.

MICHIGAN

The Grand Traverse County Septage Finance Committee proposed to replace a 12-cents-per-gallon charge to treat septage with an annual property tax assessment of \$44 on all septic tanks to offset an expected \$2.4 million deficit at the Traverse City Regional Wastewater Treatment Plant over the next five years. The plant takes in less than half the volume and costs almost twice as much to operate as projected when constructed in 2003. ■

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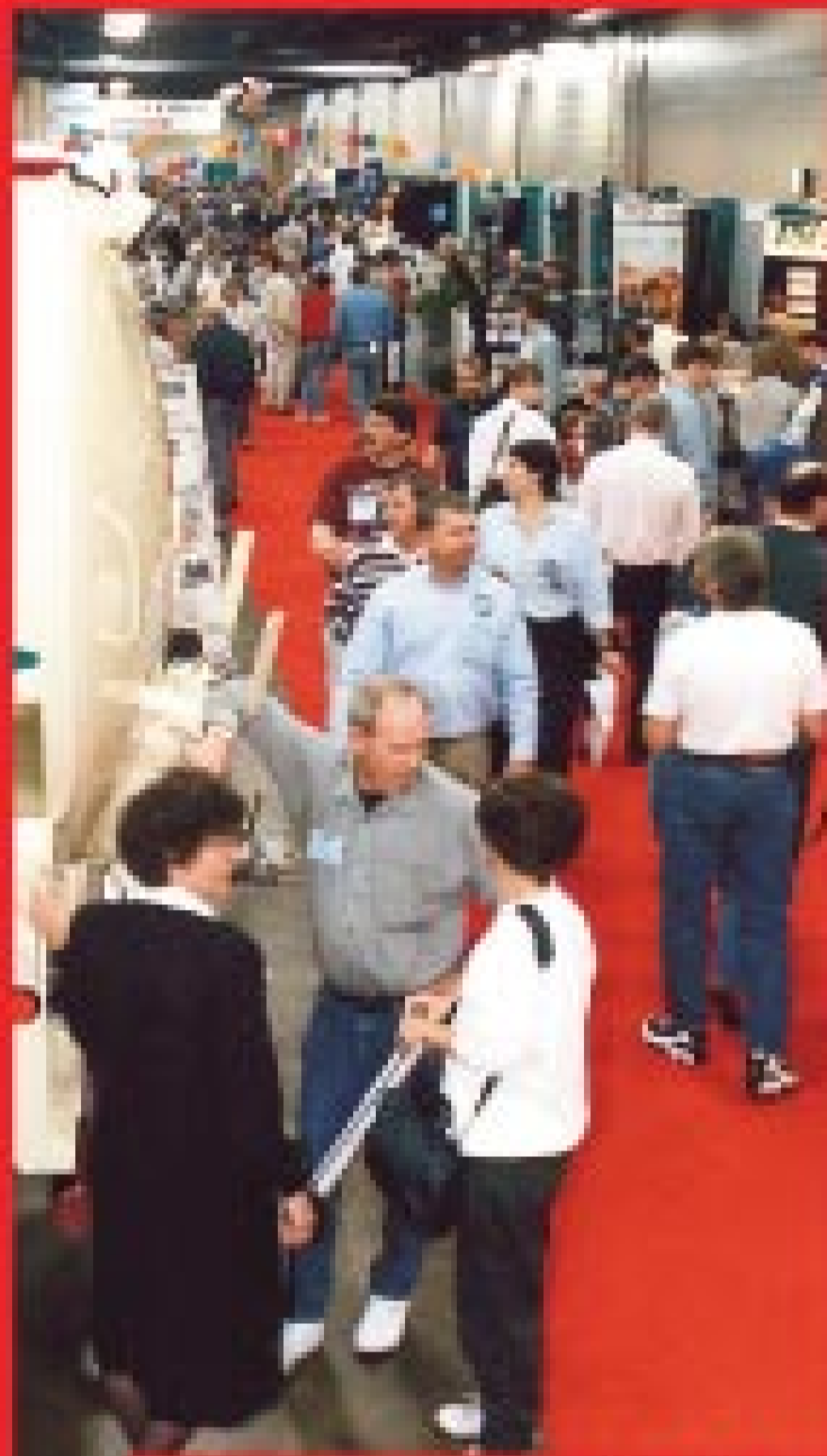
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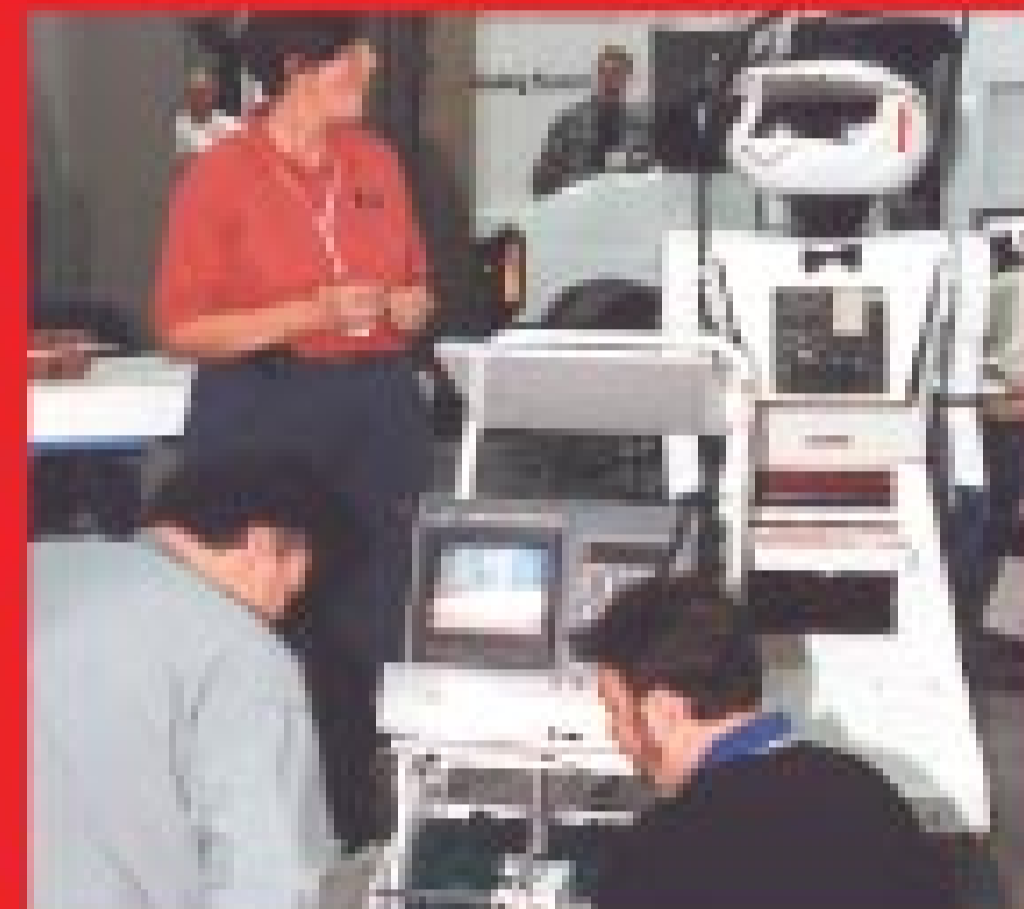


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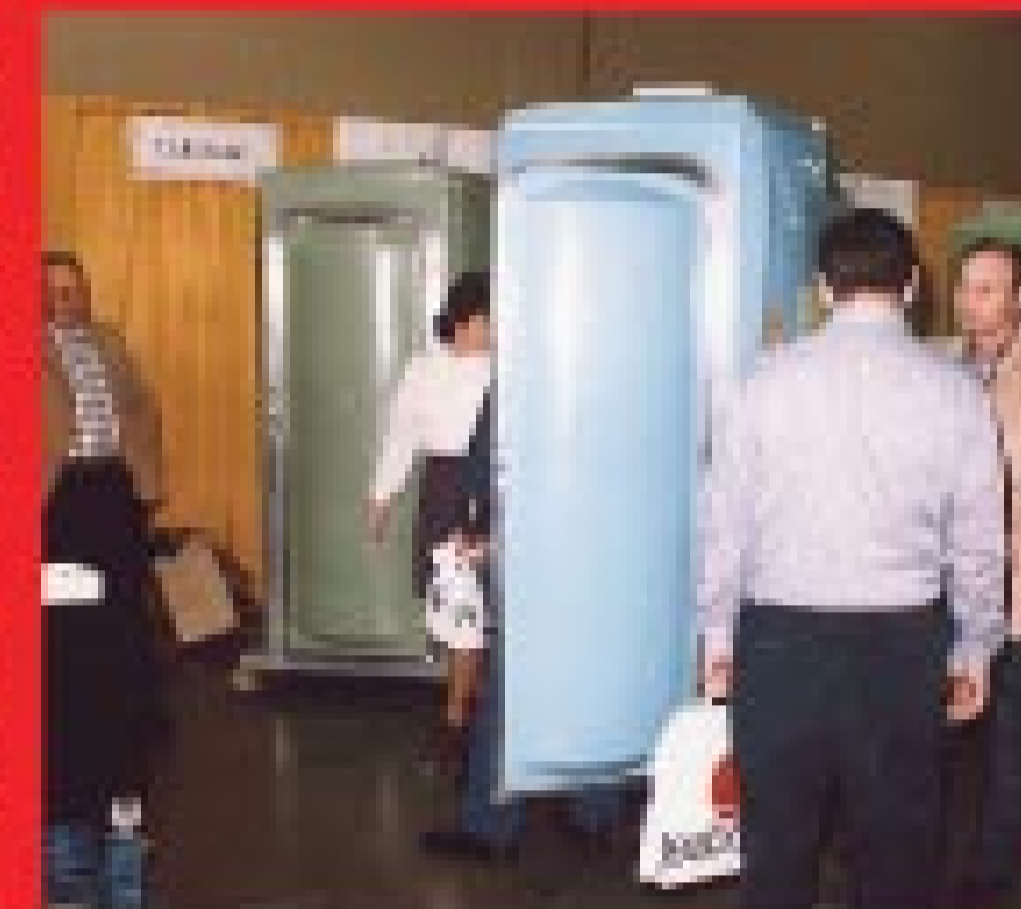
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Nashville, 1996



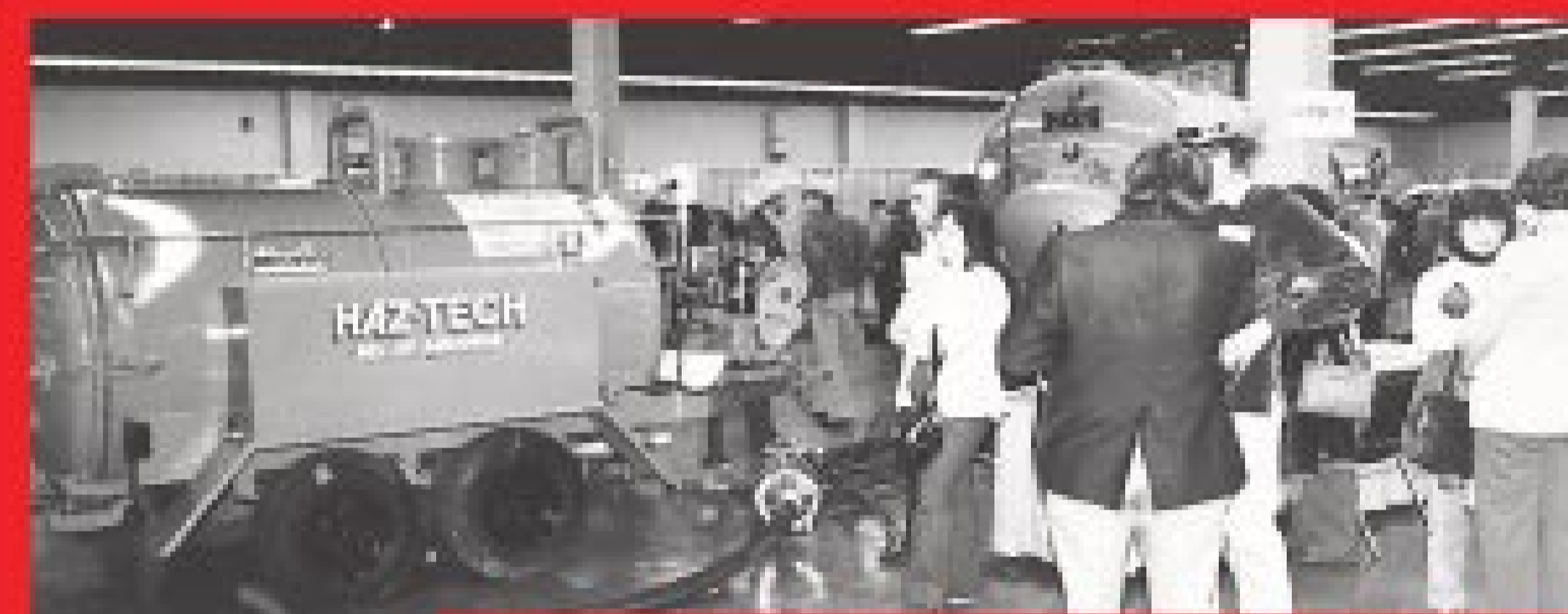
Nashville, 1994



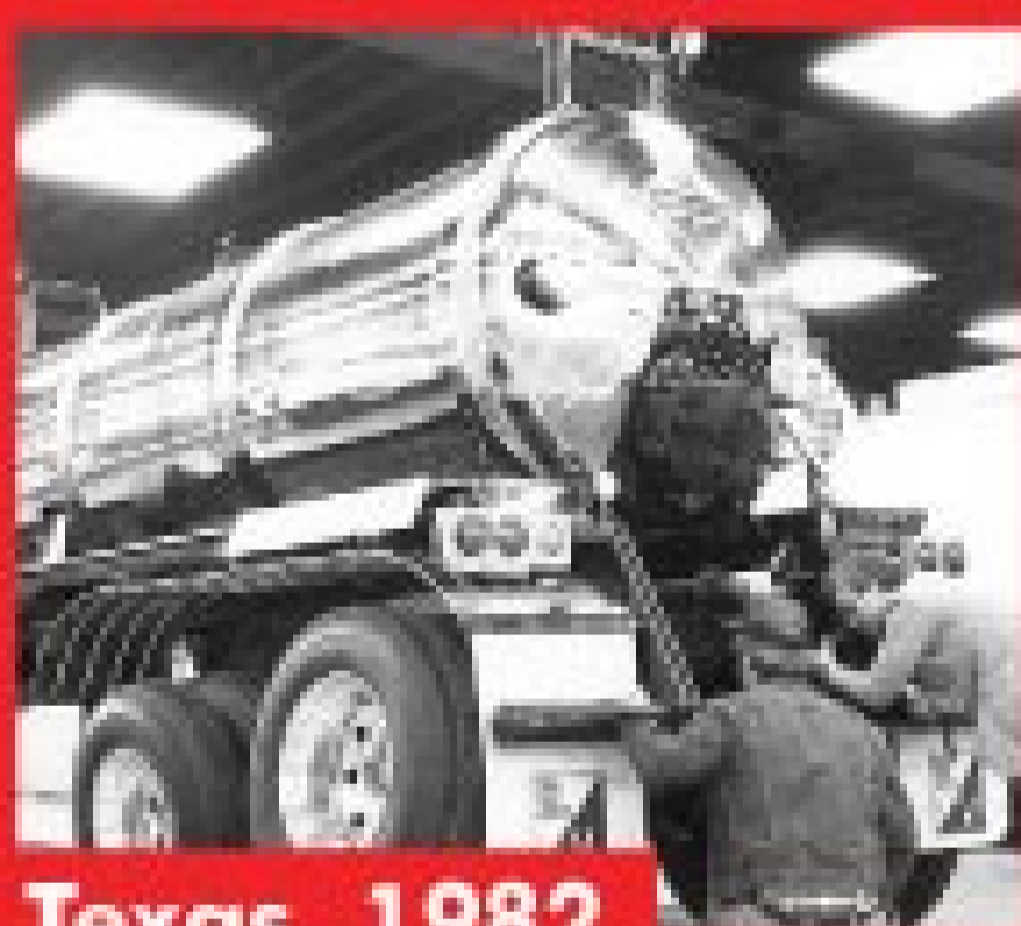
CELEBRATING

30 years

1981-2010



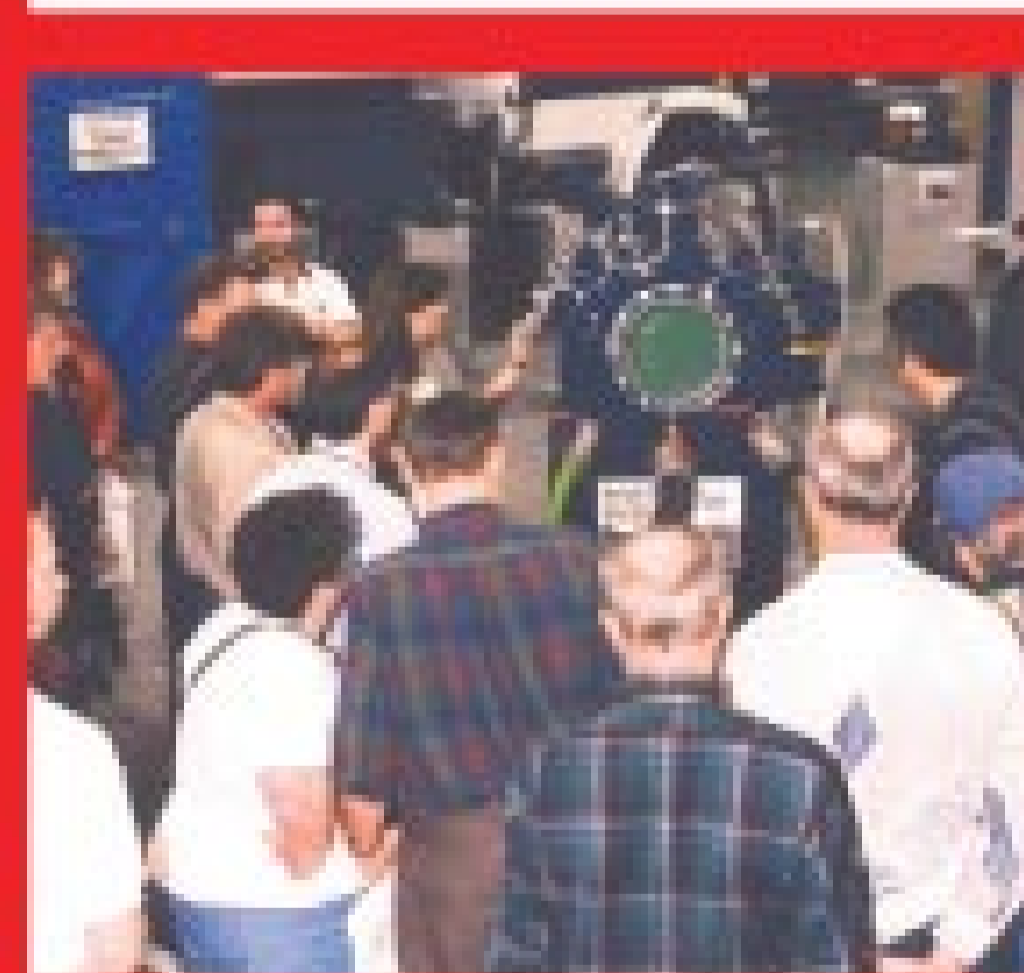
First Show in Nashville, 1981



Texas, 1982



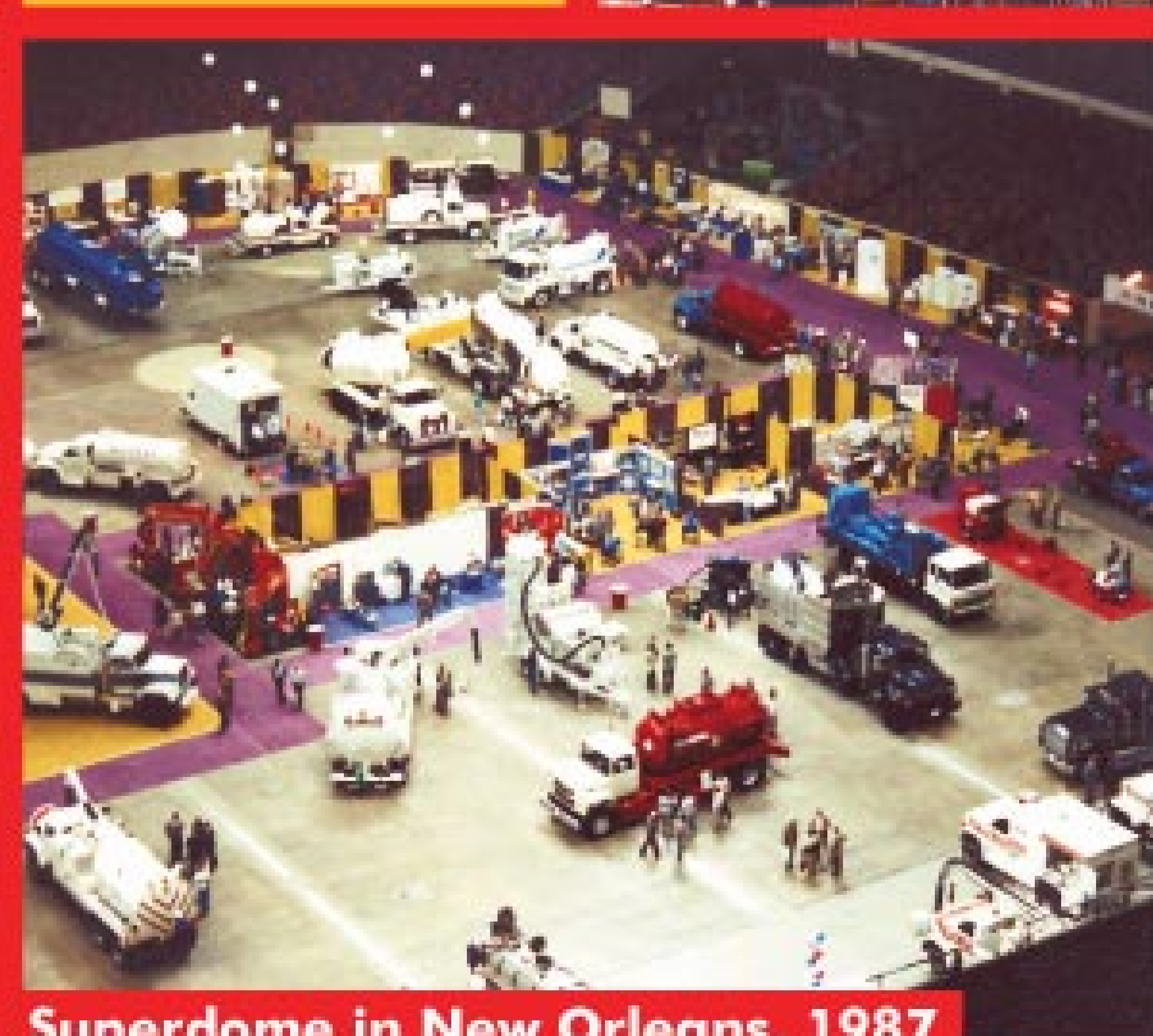
Nashville, 1985



Nashville, 2004



Mississippi, 1983



Superdome in New Orleans, 1987



Louisville, 2009

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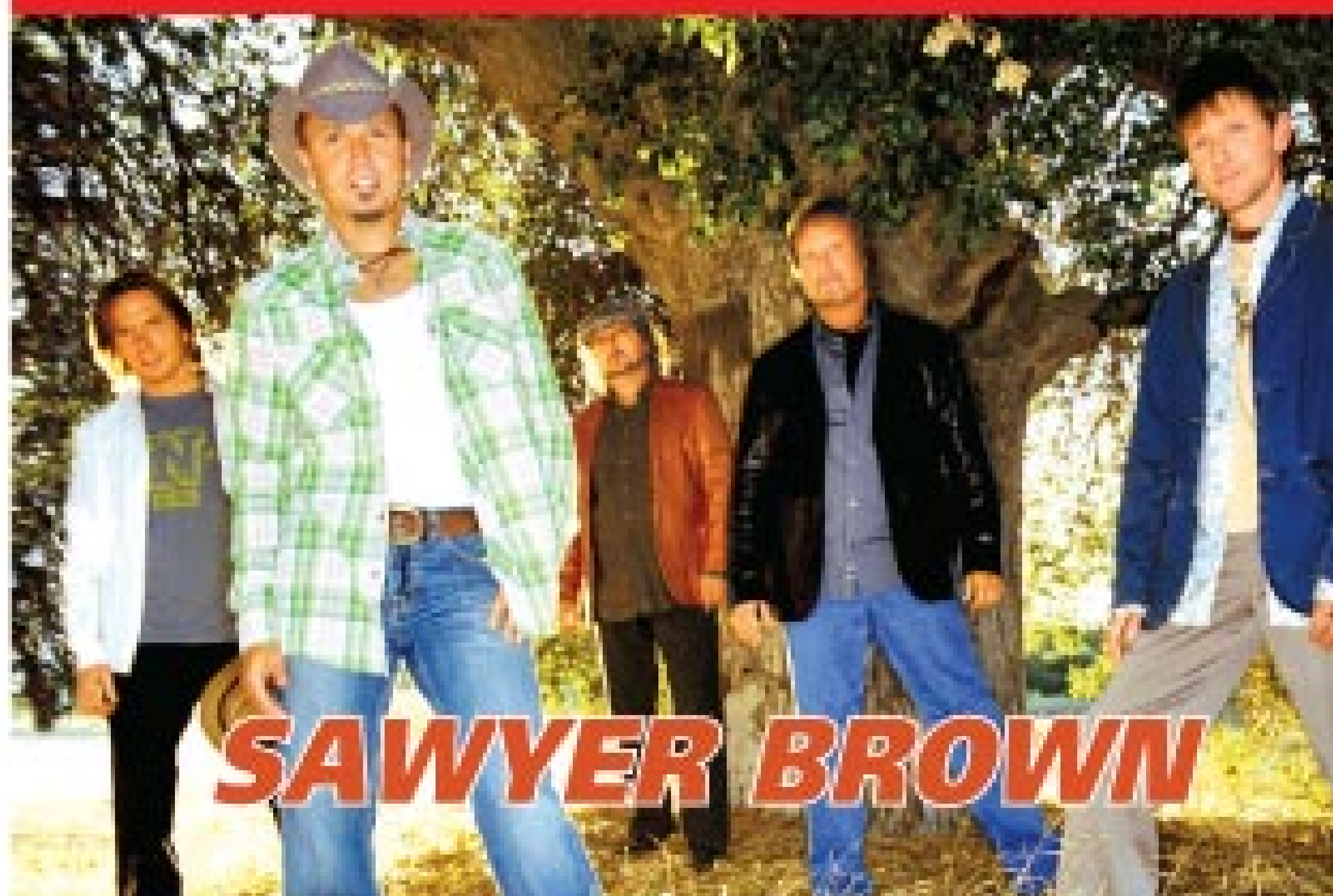
- Certified Onsite Installer Course
- Educational Seminars: 8 a.m. - 12 noon
- Exhibits Open: 9 a.m. - 5 p.m.
- Women in the Industry Seminar: 9 a.m. - 12 noon
- Women's Wine & Cheese: 2 - 4 p.m.
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SATURDAY

FEBRUARY 27, 2010

5 p.m. approximate



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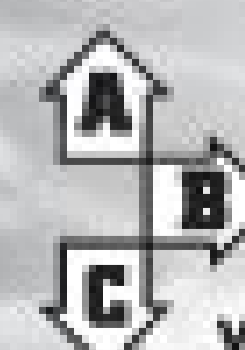
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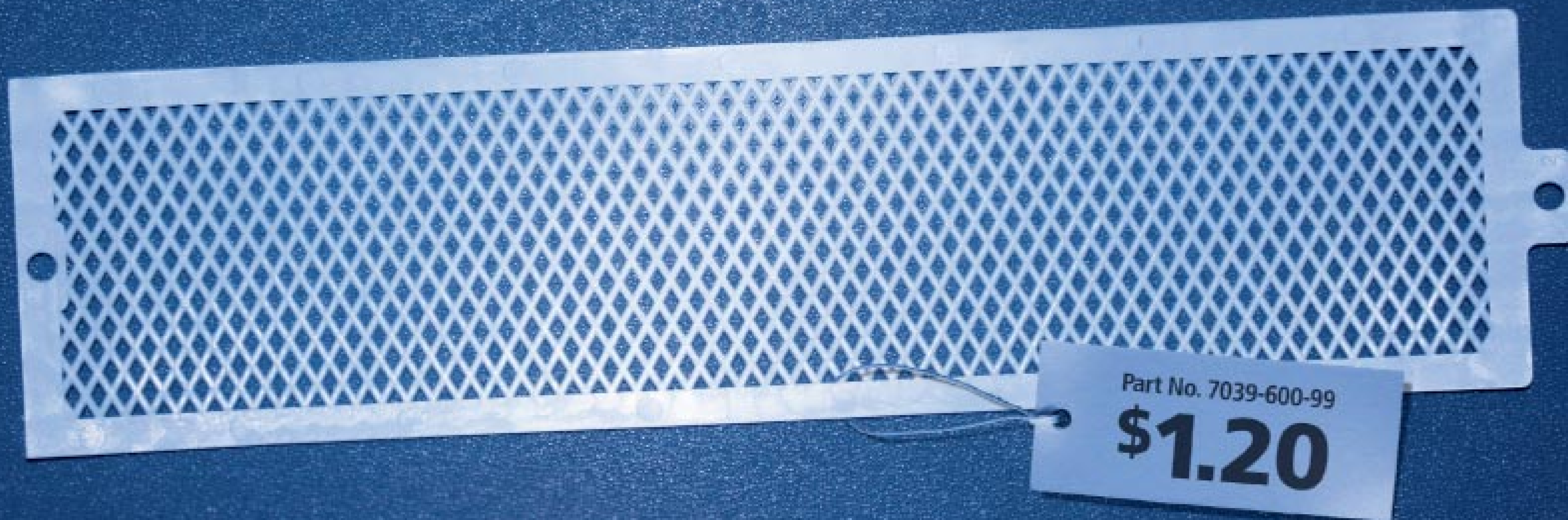
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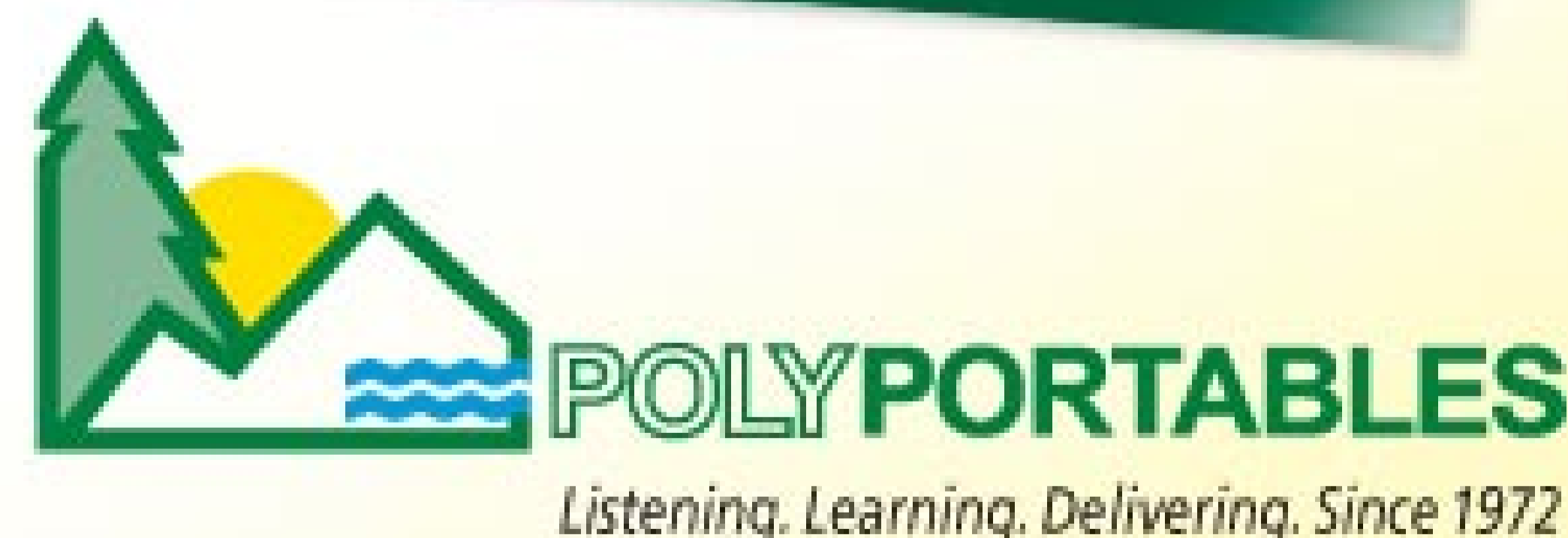
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Jim Lanier, president and majority partner of Stanley Environmental Solutions, samples compost ready for market. (Photos by Rick Haithcox)

GREEN *and Growing*

An affinity for recycling and cleaner technologies gives North Carolina's Stanley Environmental Solutions a profit punch

By Ken Wysocky

What's in a name? Plenty, in the case of Stanley Environmental Solutions Inc., a company that's repositioned itself for growth and boosted revenue by putting a modern spin on the old adage, "Waste not, want not."

An ecological mindset informs virtually all operations at the Stanley, N.C.-based company, which is a major regional player in grease-trap service, pumping seven million gallons a

year. Formerly known as Stanley Septic Services, the company dewateres grease and septic waste, then land-applies the remaining liquid, which has proven to be an efficient and environmentally sound practice.

The company then mixes the filtered cake with food and other waste products to make 15,000 to 20,000 tons of compost annually, which it sells to farmers and landscapers under the name Earth

Farms Organics. Moreover, Stanley is building a facility that will remove usable brown oil from grease-trap waste. And it's increasingly promoting the installation of innovative, more eco-friendly pretreatment units in septic systems, says Jim Lanier, president and majority partner.

SAY WHAT YOU DO

"About two years ago, we changed the name of the company because it not only sounded more professional, but it reflected our broader range of services," Lanier says. "The name creates a totally different perception than Stanley Septic Services."

"These days, everyone wants



Trent Heafner pumps grease-trap waste into a 6,000-gallon tanker built by Advance Pump & Equipment.



Profile

Stanley Environmental Solutions Inc. Stanley, N.C.

Owners: **Jim Lanier, Tommy Morrison and Eric Lutz**

Founded: **1971**

Employees: **43**

Services: **Pumping grease traps and septic tanks, septic system installations, collecting food and other waste products; selling compost**

Service area: **North and South Carolina**

Web site: **www.stanleyenviro.com**



Jim Lanier (right) checks an order with dispatch manager Paul Ballard.

to know where waste is going,” he adds. “We’ve seen a groundswell of interest in the environment from both commercial and residential customers. People are definitely more environmentally aware ... we feel it’s very important that we replenish the Earth we’re blessed with, and put back what we take from it.”

The scope of Stanley’s business is a far cry from the company founded in 1971 by Lanier’s father, William, who started out with a diaphragm pump and a homemade tank mounted on a 1956 Ford truck. Today, the company’s geographic range includes both North and South Carolina. Grease trap pumping generates about 40 percent of the company’s business volume, while septic tank pumping and septic

system installations each chip in roughly another 30 percent.

The company’s fleet of equipment has grown dramatically. It now includes a 1993 International with a 2,500-gallon steel tank; a 1997 Ford with a 3,500-gallon steel tank; and several trucks — Peterbilt, Freightliner, Kenworth rigs — with aluminum tanks from Progress Tank and built out by Advance Pump & Equipment Inc. The company also has a 6,000-gallon tanker trailer, also built by Advance Pump & Equipment.

DISPOSAL SOLUTIONS

Because no area treatment plants would accept grease and septic waste, Stanley began land-applying it about 30 years ago on

a 110-acre farm the company owns outside of town. But regulations prohibited the company from applying more than 50,000 gallons per acre per year, which posed a problem as the company grew and volume increased.

The solution? Two 40-yard dewatering boxes, one made by Aqua-Zyme Disposal Systems Inc. and the other by BakerCorp. The units process about 40,000 to 60,000 gallons of waste per day.

“We started using dewatering boxes six years ago, and they’ve increased our (land-application) capacity to 198,000 gallons per acre per year,” Lanier explains. “Applying clear water substantially increases our ability to

“THESE DAYS, EVERYONE WANTS TO KNOW WHERE WASTE IS GOING. WE’VE SEEN A GROUNDSWELL OF INTEREST IN THE ENVIRONMENT FROM BOTH COMMERCIAL AND RESIDENTIAL CUSTOMERS. PEOPLE ARE DEFINITELY MORE ENVIRONMENTALLY AWARE ... WE FEEL IT’S VERY IMPORTANT THAT WE REPLENISH THE EARTH WE’RE BLESSED WITH, AND PUT BACK WHAT WE TAKE FROM IT.”

Jim Lanier

keep the farm viable for land application.”

To handle more distant accounts as the company expands geographically, as well as reduce fuel costs and vehicle wear-and-tear, Stanley recently invested in a third dewatering box in Durham, located 60 miles away. Lanier expects to be processing about 40,000 gallons per day within a year. Dewatered waste from that unit, made by Haul-A-Day Inc. Dewatering Systems by Aqua Ben Corp., goes directly into the local sewer system, for which Stanley is charged a per-gallon fee, as measured by a flow meter.

But while dewatering solved one problem, it created another. The filtered cake required dis-



Rosario Rodriguez-Cruz fills a BakerCorp. dewatering box with grease-trap waste.

Education, Networking Help Open New Markets

How can pumpers enter business markets they don't know much about? For Jim Lanier, the president and majority owner of Stanley Environmental Solutions Inc. in Stanley, N.C., the answer is three-fold: education, networking and community involvement.

When his grease trap and septic tank pumping company decided to get into the business of composting waste and selling it to landscapers and farmers, Lanier didn't know beans about biological decomposition (or composting). But he attended several classes at North Carolina State University and made good use of resources provided by the U.S. Composting Council (USWC — www.compostingcouncil.org).

"We went into it blindly, knowing only that composting would help our farmland and local farmers," Lanier says. "The USWC and the seminars it puts on were very valuable."

Lanier also found it helpful to network and glean advice from other professionals. He accomplished this at trade shows, such as the Pumper & Cleaner Environmental Expo International Feb. 24-27 in Louisville, Ky.

"Even if I never even look at one piece of equipment at a show, the knowledge I gain from talking with other people more than pays for the trip," he says. "Networking with others and learning about what they do is the most economic business plan you can have in today's economy."

As an example, Lanier cites a contact he made at the Pumper & Cleaner Expo. Months after the show, Lanier visited the colleague's facility to see how it operated. He's also paid visits to other pumpers, based on contacts made at the show, he says.

To get the word out about Stanley's composting efforts, Lanier speaks at local colleges and participates in an annual Earth Fair. The company also donates bulk compost or topsoil — up to nine cubic yards — to any school with a gardening program. So far, 20 schools have participated, and Lanier expects 25 more to join this year.

In addition, Stanley established a presence at Discovery Place in Charlotte, a facility where families can explore topics such as science and technology via interactive displays and exhibits. Stanley representatives periodically give composting presentations there, and distribute free sample bags of compost to children.

"We're big on educating people about composting," Lanier says. "We know we're probably not going to change the lifestyles of older people. But we can do it through children."

posal at a local landfill — at \$57 a ton. "It didn't take long to figure out that wasn't going to work," Lanier says. It was then that a state official recommended that Stanley consider composting its waste.

COMPOSTING 101

Getting into the composting business involved a learning curve (see sidebar above), as well as a \$1.2 million investment in a facility. Lanier says he took several classes at North Carolina State

University, as well as attended seminars at events including the Pumper & Cleaner Environmental Expo International.

The effort has been worthwhile, as composting provides the company with several key benefits, not the least of which is a new revenue stream, generated from compost sales and the tipping fees clients pay Stanley to pick up their waste.

"Those fees help offset the operating costs of the composting facility," Lanier says. In addi-



Facility manager Zach Barfield turns rows of grease trap waste compost with a Backhus Windrow Turner.

"EVEN IF I NEVER EVEN LOOK AT ONE PIECE OF EQUIPMENT AT (THE PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL), THE KNOWLEDGE I GAIN FROM TALKING WITH OTHER PEOPLE MORE THAN PAYS FOR THE TRIP. NETWORKING WITH OTHERS AND LEARNING ABOUT WHAT THEY DO IS THE MOST ECONOMIC BUSINESS PLAN YOU CAN HAVE IN TODAY'S ECONOMY."

Jim Lanier

tion, composting offsets the tipping fees Stanley would otherwise pay to dispose of waste that's now being recycled, not to mention preserves valuable landfill capacity.

The composting process begins by mixing the dewatered cake with other waste streams — such as food, wood chips and cotton waste from textile industries — in a 60- by 40-foot concrete-lined pit. A rubber-tire loader is used to blend the food and other waste streams; the facility receives three tractor-trailer loads a day, or 60 tons.

The resulting mixture is placed in windrows about 6 or 7 feet tall, 100 yards long and 8 feet wide. During a 90- to 120-day period, workers use a windrow-turning machine to turn the windrows an average of twice a week. They also take daily temperature readings, one every 25 feet; the goal is to keep the windrows at a minimum temperature of 131 degrees F, which typically takes about two weeks to achieve.

The heat, which kills

pathogens and any weed seeds, is generated by a "recipe" that requires a certain ratio of carbon (from the wood chips) and nitrogen (from the grease and septic waste). The state requires the temperatures to be logged, and mature compost samples must be submitted quarterly for testing.

When the compost is fully "cooked," workers use a front-end loader to scoop it and screen it on a 3/8-inch screener. Then it's either packaged in 50-pound bags — the company recently invested in an automated bagging machine — or sold in bulk. Stanley also mixes the compost with clay soil, sand and minerals to produce various blends of topsoil. The company relies on radio ads and direct-mail marketing to promote the products.

PROMOTING PRE-TREATMENT

In keeping with its environmental focus, Stanley also actively promotes the use of septic system pretreatment units — and the use of septic systems in general.

"A septic system is a much

Dried compost is screened before being packaged or sold in bulk.



better way to treat waste than sewers," Lanier says. "The water is purified by the soil and replenishes the aquifer as well. We're seeing more cluster systems, where a subdivision relies on one large septic system."

In some applications, Stanley uses the E-Z TREAT pretreatment filter system, made by E-Z SET Co. The system employs ultraviolet lighting to kill bacteria in wastewater, then disperses the effluent through thousands of feet of 1/2-inch-diameter tubing, which takes the place of a conventional drain field.

"It all depends on the terrain you have to work with and the surrounding vegetation," he notes.

As more and more communities find it's too expensive to keep expanding sewer services, Lanier sees large-scale septic systems, outfitted with pretreatment units, as a popular alternative.

As an example, Lanier cites a large pretreatment septic system Stanley installed at a community center built by a local environmentally conscious developer. The system features 25 E-Z TREAT units and a 9,600-linear-foot Infiltrator chamber system, made by Infiltrator Systems Inc. The chambers take the place of stone and pipe leachfields. Better yet, the chambers are made from recycled plastic.

"It's better because it allows more water per square foot to permeate the ground than through stones," Lanier explains.

"There's no stone compaction or gravel to clog the pores of the soil. These systems can make otherwise undevelopable property usable."

DIVERSITY IS CRITICAL

The ability to offer a wide range of services is a key component of Stanley's business model. That's why the company installs septic systems as well as pumps grease traps and septic tanks, collects and recycles waste, plus provides a variety of other municipal and industrial pumping and cleanup services.

"We want to give customers a one-stop shop," Lanier says. "The more we can offer them, the less chance there is of a competitor coming in. Also, a diversified company is more sustainable in a poor economy because you're not dependent on one revenue stream. Offering residential, industrial and commercial services is an important part of our growth in today's economy."

To that end, Stanley promotes service maintenance contracts, which generate revenue from customers in between pumpings, and can detect problems before they become serious.

"It's important to watch systems," Lanier says. "We do annual or biannual inspections to check for things such as leaks and bacteria levels, and to make sure the pump and other components are running properly. We always wash out the filter, too, which is one of those things that's

out of sight and out of mind for most customers.

"At first, it's hard to convince customers (about the importance of inspections)," he continues. "But it's easier after they understand how it can increase the life expectancy of their system."

Stanley plans to diversify even further this year by extracting the brown oil in grease-trap waste, then selling it for use in the alternative fuel market. The company is currently building an extraction facility to remove the two to five percent of brown oil that resides in grease.

"This kind of fuel can be used in boilers, asphalt plants and fossil-fuel plants. We'll need a lot of volume, so we're expanding our territory to gain more market," Lanier explains. "And we'll also accept grease trap waste from other pumpers."

Lanier says he expects the facility to benefit other pumpers because growing numbers of

waste treatment facilities are no longer accepting grease, and land-application permits are becoming more and more difficult to obtain.

Another environmental challenge, another solution — and another example of Stanley living up to its name. ■

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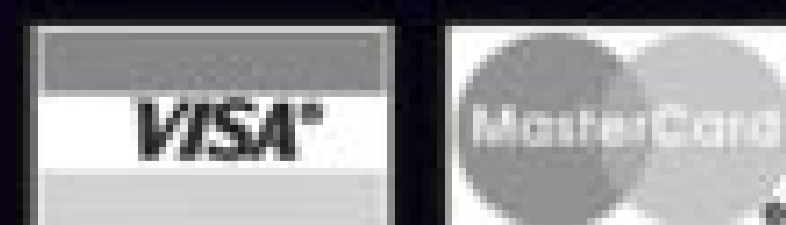
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2010 EXPO

BUILDING AN EDGE

Seminars at the 2010 Pumper & Cleaner Expo focus on helping contractors improve business performance and profitability

A track of seminars presented by the Hunter Partnership Alliance highlights the education lineup at the 2010 Pumper & Cleaner Environmental Expo International, Feb. 24-27, in Louisville, Ky.

The HPA workshops are part of Education Day on Wednesday, Feb. 24. The complete program includes 45 seminars presented by experts across the full range of environmental service industries. Seminars also are offered on Thursday and Friday mornings.

A summary of the HPA program follows. The presenter, Scott Hunter, is the company's founder and a business coach and speaker.

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Creating an Outrageously Successful Company, Part One

This workshop reveals that what individuals do, what they know, and how hard they work have little effect on success. Hunter will cover principles such as the laws in the universe that determine results, how these laws work, and how to use them to produce the desired results.

Creating an Outrageously Successful Company, Part Two

Attendees will learn the meaning of integrity and how having it affects success, what the main ingredients are for achieving accomplishments, the significance of being of service, and the importance of having a clear business vision.

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

LRN program

The Education Day lineup also includes a track of seminars from the Leaders Resources Network:

- Creating Your Vision for Success – *Kelly Newcomb, director, Leaders Resource Network*
- Getting Your Team On Board – *Kelly Newcomb*
- Working Effectively in a Family Business Culture – *Kelly Newcomb*
- Creating Your Own Competitive Edge – *Frank Taciak, owner and sales representative, C.A. Taciak & Sons*
- Winning More Sales – *Jessica Damasa, account executive-marketing consultant, Newcomb Integration Marketing Solution*
- In Business: Panel Discussion – *Jessica Damasa*

Other seminars

Other business presentations at the Expo on Thursday and Friday include:

Thursday, Feb. 25

- New Four P's of Marketing – *Jerard Nighorn, business manager, Lenzyme Trap-Cleer Inc.*
- Quit Learning and Start Doing – *Bill Raymond, master trainer, Nexstar Network*
- Five Secrets of Winners – *Kenny Chapman, master trainer, Nexstar Network*

Friday, Feb. 26

- Quality and the True Cost of Ownership – *Matthew Sutton, vice president of sales and marketing, RapidView*
- Vision and Direction: Leading Your Service Company to Prosperity – *Victoria Finley, vice president of business development, One Biotechnology*
- How to Shop Your Insurance Effectively – *Mark Herring, CRM, CIC, LUTCE, vice president, Heffernan Insurance Brokers*

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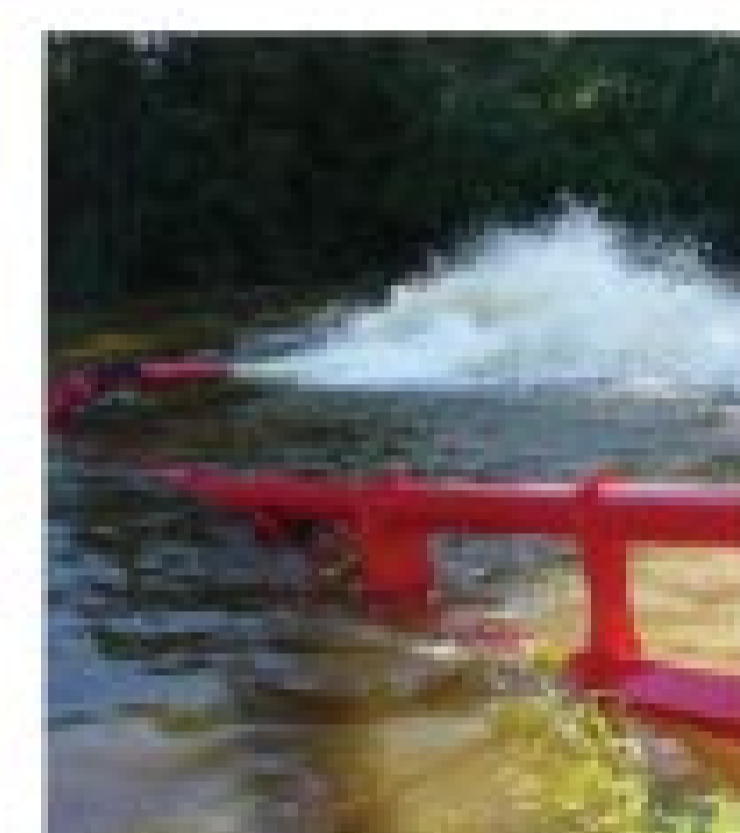
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Just For 2010 EXPO Women

By Scottie Dayton

A first-time seminar at the 2010 Pumper & Cleaner Expo will help women in the industry handle their roles effectively

For the first time, women attending the 2010 Pumper & Cleaner Environmental Expo International at the Kentucky Exposition Center in Louisville will find a workshop designed around their unique needs as contributors to family businesses and as members of the industry.

Ann Fry, an author, professional speaker, executive coach and corporate culture consultant, will help women learn how to manage their roles with joy and enthusiasm and spend less time living in “that place called stress.” Her Women in the Industry seminar runs from 9 a.m. to noon on Thursday, Feb. 25.

‘GREAT MULTITASKERS’

Fry’s specialty is helping people feel happy and fulfilled through her presentation: “The Regeneration Process: How to ReEnergize, RePurpose, ReInvent and Handle Everything!” Women will learn how to create balance in their work and personal lives, tap into their sense of humor, and figure out how to take care of themselves amid everything else they have to do.

“Women, the great multitaskers; they can handle everything,” says Fry. “They also are excellent at reaching out to and talking to each other, offering support and suggestions. Then why are so many stressed out, exhausted, frustrated and annoyed?”

Through hands-on activities with partners or small groups, and a workbook, Fry will help women diagram everything on their plate, then find ways to master the different kinds of stress.

“One playful activity I use is having a lady talk while another listens,” says Fry. “The person talk-

ing is downloading her stress — one experience or event that ate her lunch recently — in a fun, outrageous way. The exercise teaches how important it is to release stress from your system and not keep it bottled up.”

POSITIVE THINKING

Another activity focuses on interesting facts about perfectionism and how it can drive the perfectionist and everyone around her crazy. Most women, being nurturers and caregivers, say yes to everyone and everything, Fry says. Her exercises center on helping them say no without inducing a guilt trip.

“The perspective people have on events carries a lot of weight on how they are handled,” says Fry. “By using a little positive thinking and seeing the humor in things, I will teach women how to look at situations so that they appear on the lighter side. If you can put an episode in perspective, you can handle it.”

Fry admits the reinventing portion of her workshop can scare women. “They hear the word and think it means quitting their job, leaving their family and moving to China,” she says. “Reinventing actually means changing how you deal with things and adjusting your attitude.

“We’ll look at some steps to reinventing yourself, such as being willing to do a few things differently. For example, you should stop doing things that are not working for you and start doing things that are more helpful.

“I GUARANTEE THAT WOMEN WILL LEAVE THE ROOM ENERGIZED, WITH A NEW DIRECTION AND PURPOSE.”

Ann Fry

“By the time we reach this point in the presentation, everyone will know what those things are in her life. I guarantee that women will leave the room energized, with a new direction and purpose.” ■

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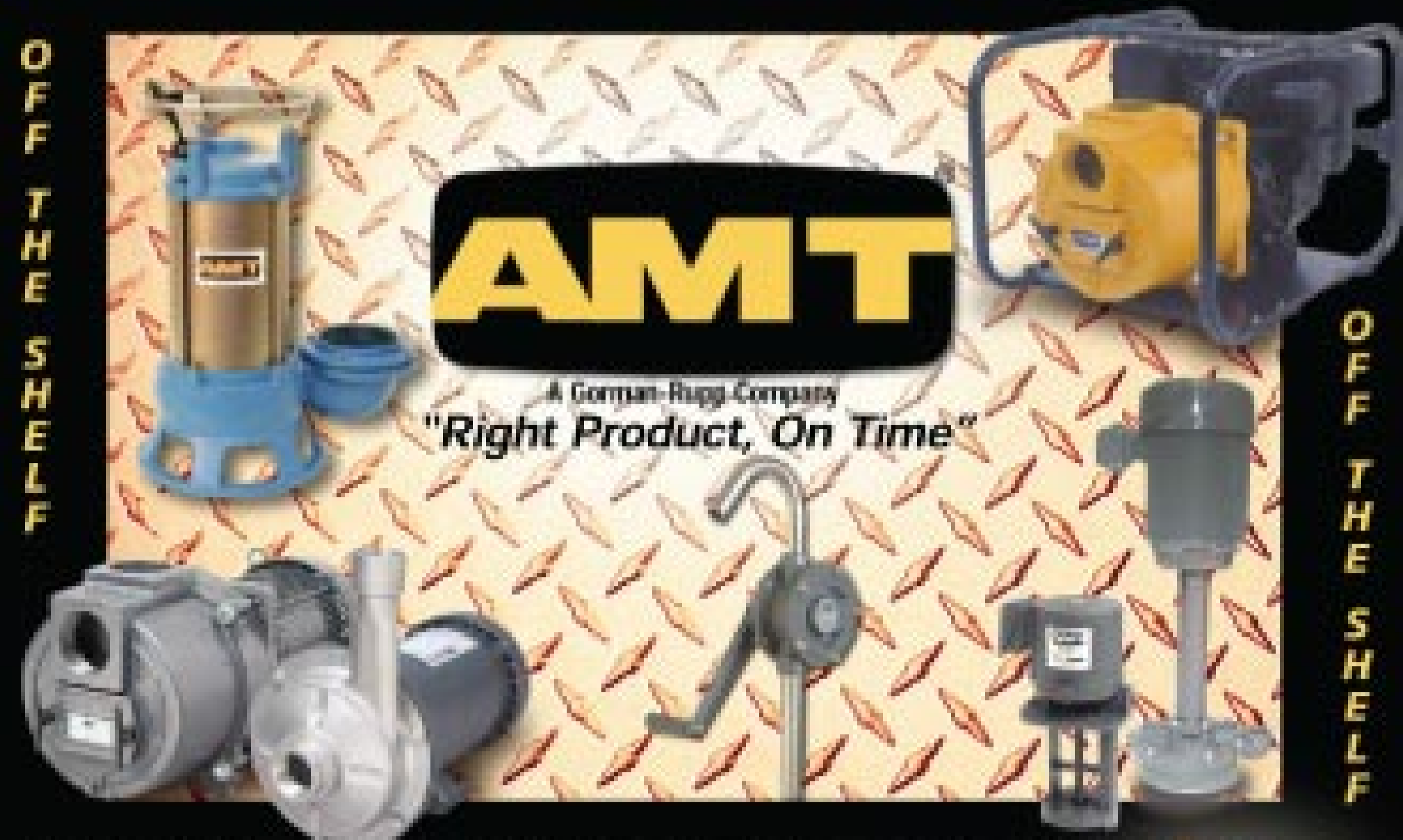
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COME TOGETHER

Faced with a family health crisis, brothers join forces and create a succession plan to preserve and strengthen Ohio's AAA Wastewater Services Inc.

By Seiche Sanders

As they navigate the transition, Scott and Timothy are simultaneously working to restructure and strategically reposition the 55-year-old company for sustainable success.

While they grew up together, the two brothers went in very different directions after high school and thus acquired experiences and education that couldn't be more different: Timothy, having lived and traveled around the world, and Scott, who stayed put and worked for the company his whole life.

The two are looking to build off divergent strengths and pool their talents to strengthen the business's foundation and set it on course for a profitable future.

Their strategies include charting out business and succession plans, documenting work processes and encouraging accountability among employees.

WORLD TRAVELER

Timothy never imagined he'd wind up back in his hometown and working for the family business. The youngest son in the DeHart family, he was an adventure-seeker who had spent time working and traveling around the world, most recently living in Lima, Peru, where he served as the director of Noche de Arte (Night of Art), an art-show

Jimmy Fenstermacher breaks up crusted grease-trap waste as Dave Hamblin vacuums out the tank for AAA Wastewater Services Inc. (Photos by Joe Clark)

Profile

AAA Wastewater Services Inc.
Franklin, Ohio

Owners: Eugene and Linda DeHart and sons Scott and Timothy

Founded: 1954

Employees: 14

Services: Residential, commercial and industrial pumping, onsite system repair, inspection and maintenance; portable sanitation

Service area: Southwest Ohio

Affiliations: Better Business Bureau; National Federation of Independent Business; Franklin Area Chamber of Commerce; Portable Sanitation Association International; Ohio Waste Haulers Association



Serious illness can have a devastating impact on a family — but it can also strengthen relationships, bring family members closer, both geographically and otherwise, and, it is hoped, bring out the best in those whose lives it touches.

Such has been the case for Scott and Timothy DeHart, whose mother, Linda, was diagnosed last year with ALS (Amyotrophic Lateral Sclerosis), also known as Lou Gehrig's Disease.

Since Linda's difficult diagnosis, the family has banded together to ease the transition of the family-owned Franklin, Ohio-based AAA Wastewater Services Inc. from Linda and Eugene (the "mom-and-pop," respectively) to the two sons.

AAA Wastewater Services celebrated its 55th anniversary last September. Pictured (front row, from left) are Timothy DeHart, executive vice president; Krystal Saunders, Marsha McFarland, Linda DeHart, president; Eugene DeHart, founder; Stephanie Back, Tom Moyer, and Scott DeHart, vice president-operations. Pictured (back row) are Derrick Richmond, Dave Hamblin, Marc Davis, Calvin Shinkle, Shawn Davis, Jeremy Moses, Jimmy Fenstermacher, and Steve Witt.



“WE STARTED HAVING WEEKLY MANAGEMENT MEETINGS, SO WE COULD COLLABORATIVELY MAKE DECISIONS ON THE COMPANY’S PRIORITIES. IN OUR CASE, WE QUICKLY REALIZED OUR FOCUS NEEDED TO BE TO CREATE A HEALTHY FINANCIAL CLIMATE. WITH THE DECLINE IN THE CONSTRUCTION MARKET, THE COMPANY NEEDED TO BE STABILIZED IN ORDER TO DEFINE ITS FINANCIAL SUCCESS.”

Timothy DeHart

fundraiser for the United States Embassy Association.

It was while he was living in Peru in 2007 that Timothy noticed that his mother’s speech seemed slurred over the phone. He urged her to see a doctor, and she was told it was stress. By 2008, Timothy could no longer understand her. “This clearly alarmed me,” he recalls.

While his parents were in Lima on a visit, Linda saw a neurologist who was the first to suggest the possibility of ALS, a terminal ill-

ness that affects nerve cells that control muscle movement. Another doctor later confirmed it.

“The problem is that ALS is not an easy disease to diagnose until the patient is further along with the illness,” he explains. “At that time, the symptoms become more recognizable. Since then, we have been taking it one day at a time.”

Finally, early last year, Timothy made the decision to come home.

“After speaking to some friends ... I came to the conclusion that both my parents needed me and I had the skills to be

useful to them,” Timothy explains. “I believe very much in being aware of ‘windows or doors of opportunities.’ The timing couldn’t have been better for me to move back home to help my mom,” he says. “So after discussing it with my parents, we decided it would be the best thing for me to do, and here I am.”

Timothy, now 40, had been gone 16 years and had lived in four U.S. cities and six countries. He had graduated from Ohio State University with a degree in advertising and journalism, had served in the Peace Corps, and had earned a master’s degree from the New School University, New York, in Organizational Change Management.

EXPERIENCED AND ABLE

Scott, 47, currently the company’s vice president of operations, is the technical expert. Having worked for AAA since he was old enough to tag along with his father and grandfather on calls, Scott has seen it all — and has acquired a lifetime of knowledge and skill in the liquid waste industry. He understands the day-to-day operations of the family business.

Scott has performed every task associated with running a septic service company. Recently, he took over dispatching trucks (a post his mother had previously held) and field supervision of the company’s 12 employees. He handles job bidding and specifications for AAA’s trucks and equipment.

The current fleet includes 14 trucks: a 1991 Ford F-800 pump truck with a, 2,000-gallon waste/200-gallon freshwater tank and a 4,000-



Jeremy Moses vacuums waste from a T.S.F. Tuff Jon portable restroom at a city park into a Ford F-650 service vehicle with 1,200-gallon tank.



Ownership of the 55-year-old company has transitioned from founder Eugene DeHart (second from left) and his wife, Linda, to their sons Scott (left) and Timothy.

psi jetter; a 2000 Sterling with a 3,300-gallon waste/300-gallon freshwater tank with a 4,000-psi jetter; a 1985 Ford F-800 with 2,800-gallon tank; a 1989 Ford van; 2000 Ford F-150 pickup; a 1996 Vac-Con with a 1,500-gallon waste/1,000-gallon freshwater tank; a 1999 Ford F-550 dump truck; a 2002 Ford F-550 with a 650-gallon waste/300-gallon freshwater tank; a 1999 Ford F-550 with a 650-gallon waste/300-gallon freshwater tank; a 2000 Ford F-650 with an 850-gallon waste/350-gallon freshwater tank; a 1997 Ford F-450 with a 400-gallon waste/250-gallon freshwater tank; a 1994 Ford Super Duty with flatbed; and a 1999 Ford F-550 flatbed.

All the tanks are steel; the F-800 and 2000 Sterling were built by Abernethy Welding & Repair Inc. Except for the Vac-Con, the rest of

the trucks were built by AAA.

CHANGE IN THE AIR

It isn't uncommon for business owners — particularly small business owners — to put off planning for the future. For AAA, Linda's diagnosis put the need for a succession plan front

and center. The plan includes fundamental changes as the next generation steps in to run the business without their parents. Eugene, 76, retired in 2003 although he still stayed

Succession Planning For a Sustainable Future

Many small business owners put succession planning on the back burner, never expecting those tricky curveballs life sometimes throws you.

But at AAA Wastewater Services, when Scott and Timothy DeHart's mother, Linda, was diagnosed with Bulbar ALS — which took away her abilities to speak and eat normally — building a sustainable succession plan became a top priority.

There are several facets to a comprehensive succession plan: the transfer of what is sometimes a lifetime's worth of knowledge, the financial systems and processes, and the all-important culture that exists, and establishing how that will evolve and change.

With a background in organizational change management — and his own experience with his family's business — Timothy DeHart offers his advice for business owners looking to develop their own succession plan:

"First, breathe. All business owners face it. Look at it as developing your 'exit strategy' and a natural process in life, just like anything that must come to an end." Some points to consider:

- How would you like to go out of the business?
- If you want the business to continue, what are your options?

Do you have people willing and able to take over?

- Look outside immediate family — are there other options?
- Consider selling. Put feelers out there, and see what people say. But be sure to have all your financial information ready and available prior to this step.

• Visit the Small Business Administration's Web site (www.sba.gov/smallbusinessplanner/exit/index.html) for helpful information.

- Seek help through your lawyer and/or accountant.

s o m e w h a t involved over the years, but Linda, 67, had been involved in day-to-day operations. She is scaling back as her sons take on more.

Timothy, now executive vice president, intends to apply his expertise in change management and

his experience managing people to the family business. He credits his time away with giving him objectivity in looking at what exists — and what needs fixing.

In order to get a full view of the business "as-is," upon his return, Timothy spent the first several months performing a thorough analysis of the business's strengths, weaknesses, opportunities and threats. His first goal was to establish a system of accountability, and get employees on the same page.

"We started having weekly management meetings, so we could collaboratively make decisions on the company's priorities," he explains. "In our case, we quickly realized our focus needed to be to create a healthy financial climate. With the decline in the construction market, the company needed to be stabilized in order to define its financial success."

SYSTEMIZING

He didn't stop there. "Now that that has been accomplished, I have started to work on human resources and marketing at the same time. We have hired new office administra-

Marc Davis explains work on a septic system to a homeowner.



“WE’RE RESTRUCTURING THE COMPANY, TAKING IT FROM A MOM-AND-POP ORGANIZATION TO A MORE PROFESSIONAL AND COMPETITIVE TYPE OF BUSINESS.”

Scott DeHart

tion so that has made it easier to change some of the systems to serve our customers better and faster.”

His goals are lofty, including an emphasis on social responsibility. “Identifying myself as an ‘agent of change’ I hope to develop more inroads into the family business to allow us more visibility in our responsibilities and commitments to our customers, employees, community, vendors and environment as a whole.”

Employees’ needs, abilities and well-being are an important piece to the puzzle:

“We spent a lot of time learning about building trust with employees,” says Timothy of his master’s program. “In order to do this, transparency and openness helps people understand better what is going on and trust the owners better.”

That accountability is encouraged with proper training and explicit directions for the job they’re required to do. Checklists and processes are in place to ensure employees do each task satisfactorily.

A key part of success in this is vision — that every employee is on the same page. “I am a believer that someone has to be guiding the overall ship, looking at the ‘big picture.’ I have taken over that role,” Timothy explains.

A WRITTEN RECORD

One of the more difficult symptoms of Linda’s illness thus far is that she is no longer able to speak, a hurdle for both the transfer of knowledge from parent to children, but also a frustrating hindrance to normal family conversations they’ve always enjoyed.

“My mom has lost her ability to speak and gets very frustrated trying to communicate with us. She’s able to get out and do everything she wants to do, but she has to write everything down. Sometimes you can tell in her frustration it’s hard for her to get what she’s trying to get across,” Scott explains.

Linda oversaw many of the business’s financial and record-keeping processes, so transferring that knowledge has been a challenge as well.

These difficulties brought to light the need for clearly documented processes, so



Derrick Richmond directs Marc Davis, who is operating a Kubota L35 backhoe.

that duties can be carried out easily by more than just one person. Scott has undertaken the job of putting everything that’s in his head (and his mother’s) down on paper. He’s capturing all the information others might one day need to know: the best process for cleaning a restroom or installing an onsite system.

This documentation will lead to improvements. “The office has gotten relaxed in a lot of its operations, and we’re trying to set up ... and modify the systems that are already in place,” Scott says.

CHARTING A COURSE

AAA has not been immune to economic hardship — the company has lost a few of its customers to the economy. But rather than sit back and wait for things to improve, the DeHart brothers are revving things up now to prepare for success when the economy turns around.

“We’re restructuring the company, taking it from a mom-and-pop organization to a more professional and competitive type of business,” Scott says.

“By working together with our employees, our goal is to beat the odds of surviving and taking this company on to the next level,” Timothy adds.

Sales and marketing will be one focus area. Having relied on the Yellow Pages to serve as its primary advertising vehicle for



Dave Hamblin does some metalworking in the shop.

many years, there is untapped potential, Timothy says. Plans include a redesigned Web site and crafting a solid sales and marketing plan.

Timothy has also put an emphasis on fiscal belt tightening, and analyzing every penny that goes out the door, including more diligent fleet management. A three-year strategic plan — currently under construction — will tie all of these strategies together in a cohesive document based on the brothers’ vision.

Timothy acknowledges that succession in a family business can be precarious, and done wrong, can be a recipe for failure. Working with family members provides its own share of challenges, but the brothers have settled on a set of common goals that work for them — and a relationship based on mutual respect.

“If it’s two siblings, you have to stop and look at what makes each other tick, and you have to try to be respectful and compassionate about each other’s needs,” explains Scott. “You have to come to mutual ground where you all agree.”

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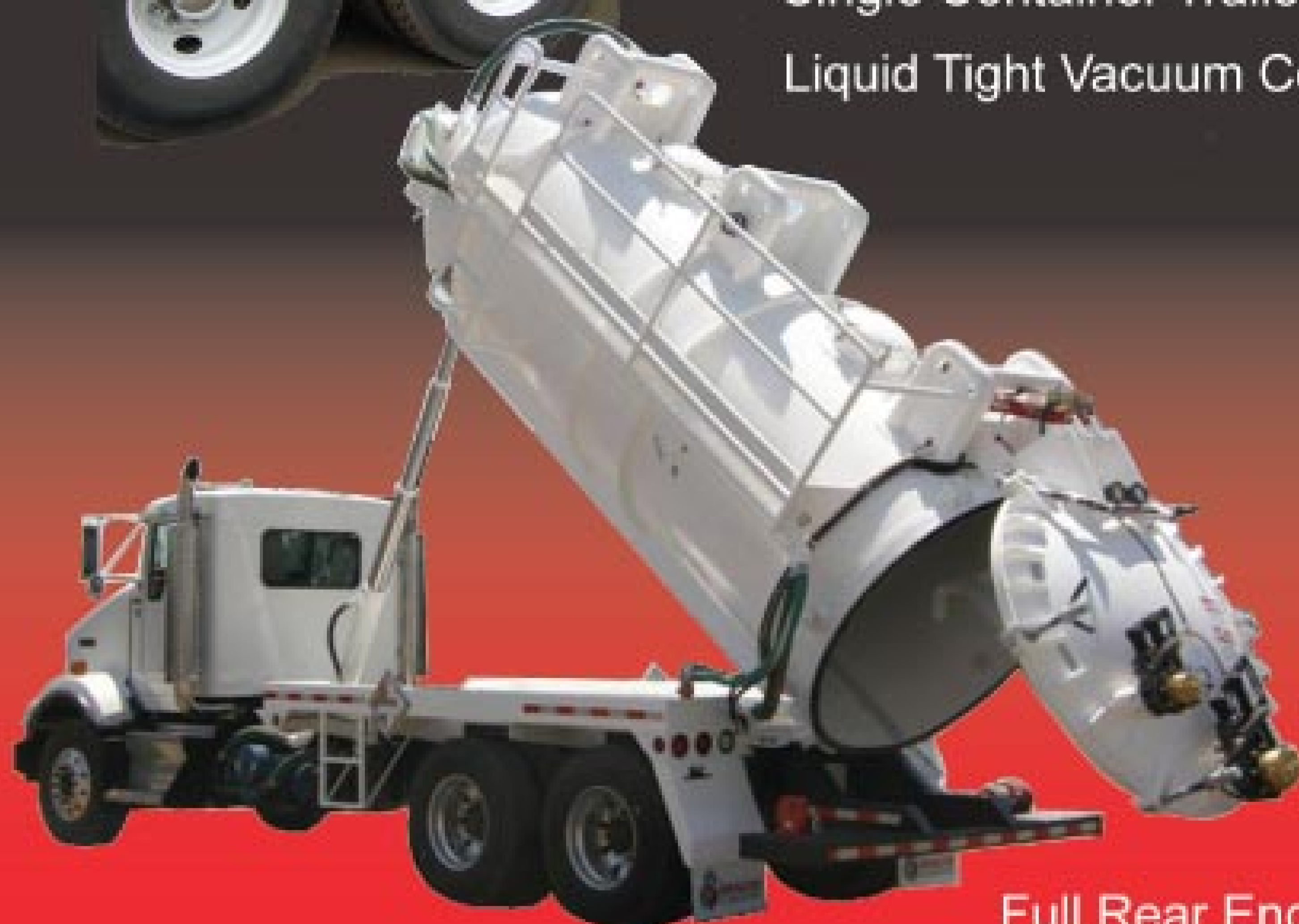


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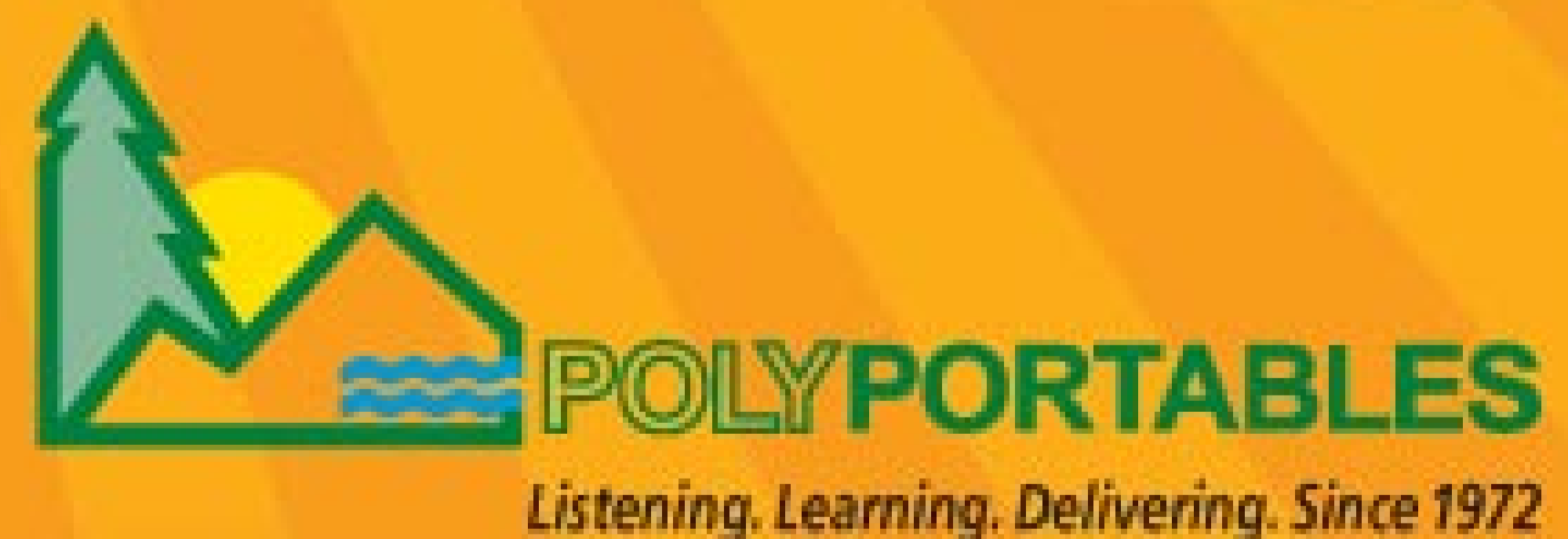
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Blair Miller's vac truck (left) was on hand at the Cornfield 500 to spray dust-cutting brine on the track. Below, Sabrena and Blair on their wedding day. (Photos courtesy of Miller Salt Brine & Septic Service)



Rednecks & Racing

By Judy Kneiszel

Pennsylvania pumper Blair Miller and his wife, Sabrena, starred in CMT's *My Big Redneck Wedding*, and steer the fortunes of the Cornfield 500 race weekend

The Cornfield 500 started out a decade ago with some buddies getting together for what Pennsylvania pumper Blair Miller calls a "junk fest of racing." It has evolved into an annual Labor Day weekend event that draws more than 5,500 people to Miller's Warren County farm.

This September celebration of all things vehicular is the culmination of Miller's after-

hours efforts throughout the year. It has grown to include a full day of racing on a quarter mile dirt track with cars, pickups, vans and motorcycles. There are freestyle demonstrations from motocross, monster trucks and super-buggies. The 2009 schedule included a Short-Course Off-Road Racing (SCORR) Truck Series points competition. Another highlight of the weekend was a 50-lap enduro race that paid \$2,000 in prize money.

But the fun isn't all on the track. About 100 RVs and 50 tents populated a field near the track on Friday night, and a pre-registration

party with live music was held in the barn, giving campers "a chance to get to know each other," says Miller's wife and business partner Sabrena.

BIG REDNECK WEDDING

If Blair and Sabrena, who met in the woods while deer hunting in 2003, look familiar, it's because their 2008 wedding was featured on Country Music Television's reality show *My Big Redneck Wedding*. Hosted by comedian Tom Arnold, the show documents unique weddings of country couples. Blair and Sabrena's nuptials had a Wild West theme, with a few monster trucks thrown in for good measure.

"We were watching the show and I asked Blair if he would like to be on it, and he said, 'our wedding is going to be better than that one' (the one they were currently viewing)," Sabrena says. "So I e-mailed CMT."

A few days later the network called back, saying the Millers' wedding — complete with six-guns, groom and groomsmen in cowboy hats and boots; brides and bridesmaids in Southern belle dresses and a replica of the "Dukes of Hazard" General Lee as the wedding car — would be a perfect fit for the show.



Monster trucks are part of the day-long entertainment lineup at the annual Cornfield 500.

"I'll never get out of the vac truck business. It's in my blood. I worked with my grandpa Al Fox, who started in the septic business in 1948, since I was old enough to crawl into the truck."

Blair Miller

Blair and Sabrena's entire wedding party got into the Wild West spirit wearing colorful Southern belle dresses, cowboy hats and six-guns.



Meet Blair & Sabrena Miller

Visit www.cornfield500.com to learn more about the Miller's Baker Hill Motor Sports events. Click on the "Wedding" tab to link to a clip from *My Big Redneck Wedding* featuring Blair and Sabrena, as well as their wedding album and blog.



The media attention didn't end after the honeymoon, however. The Cornfield 500 and the Millers' story were filmed as a pilot for a proposed series on cable's SPEED network.

MORE THAN RACING

While The Cornfield 500 is nirvana to racing enthusiasts, the event is more than tires on the track. There are crafters and food vendors selling all day on Saturday and after the racing, more live music, and fireworks.

"It's just a really fun family event," Sabrena says. "The name is just so cool sounding people want to check it out, and Blair's pretty popular around here, so if he's having a party, people want to come."

And it was, she says, his popularity that saved the 2009 edition of The Cornfield 500, which could easily have come to a screeching halt when three weeks before race day Blair suffered second and third degree burns on his neck, shoulder, back and arm. He was rebuilding a motocross ramp when he was thrown onto the muffler of his bulldozer. A few more seconds on that hot pipe could have been fatal. He was in the hospital for a week after the accident.

"They wanted to keep me there longer, but we talked them out of it," Blair says.

The Millers considered canceling the event, but did not want to disappoint local race fans, so Blair says he "corralled" his friends and directed them as they used his equipment ... for a while.

"Then pretty soon I found myself in the road grader," he says. "But I couldn't have done it without all my buddies who pulled through for me and made things happen."

A DIVERSIFIED BUSINESS

Blair faced plastic surgery in December and then a long recovery resulting in cutting back significantly on his workload. He trained

an employee to cover for him, but Sabrena says there's no way one employee can do the amount of work her husband was accustomed to doing before the accident.

In addition to Baker Hill Motor Sports LLC, the official name of the racetrack operations, the Millers own Miller Salt Brine & Septic Service, a septic- and brine-pumping business covering a service territory of a 75-mile radius from the town of Columbus, located in the northwest corner of Pennsylvania. Sabrena handles marketing for both companies and, Blair says, "keeps everything together."

The two businesses have proved as compatible as Blair and Sabrena, with race week-end leading to an expansion of the services offered by Miller Brine & Septic to include portable restroom rentals. Currently the company has 15 Armal restrooms.

"We needed restrooms for the races," Sabrena explains. "So we saved our money and bought them for the races and now we rent them out. We wanted to cover our own event first."

In addition to pumping septic tanks, Blair uses his 1998 International service truck to clean out car wash pits and service natural gas wells in the area. The Guzzler Manufacturing Inc. tri-axle rig has a 4,200-gallon steel dump tank and Fruitland pump.

"Salt-water brine is a byproduct of the gas wells," he says. "I work with the drilling rigs; I haul in freshwater and haul out salt brine."

Blair has secured permits from local municipalities to spread the brine on 200 miles of rural dirt roads in the summer to control dust. He uses it on his racetrack for the same purpose.

A BRIGHT FUTURE

In the future, Blair and Sabrena hope to expand Baker Hill Motor Sports into a variety race park, with more races throughout the

"We were watching the show and I asked Blair if he would like to be on it, and he said, 'our wedding is going to be better than that one' (the one they were currently viewing). So I e-mailed CMT."

Sabrena Miller

year plus an off-road track, hill climb and pulling track. They have plans for a motel and gas station to accommodate visitors to the track and they want to build an amphitheater in a ravine on the farm.

"We want to bring jobs and tourism into the area," Sabrena says. "It will all take time and money, but the future looks good."

Especially now that Blair is healing and soon hopes to be back pumping full time and planning the 2010 Cornfield 500 in his after hours time.

"I'll never get out of the vac truck business," Blair says. "It's in my blood. I worked with my grandpa Al Fox, who started in the septic business in 1948, since I was old enough to crawl into the truck, and my dad was an over-the-road trucker. I knew my destiny was driving something." ■

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

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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

Question:

We are thinking of doing service contracts. Have any of you done this? Any input will be great.

Answers:

I do the service contracts. They are a great way to keep money rolling in during the winter, but they do have a downside. Some customers assume service agreements cover parts, labor and pumping. They get mad when they don't see you and they think you are ripping them off. I do my testing during the day and I leave a sticker on the door so they know I was there.



In my opinion, the only thing better than cleaning septic tanks is having your customers on a checklist paying you to tell them when it's time for you to pump it! But you must let them know when they sign up that any repairs or pumping costs additional money. Other than that, the only thing to avoid is price wars started by poor contractors. Just do your deal, and if the next guy wants to work for nothing, that's his business.



If you are providing the best service in your area, you are giving your customers a service contract free of charge. I guarantee my customer's septic system will pass inspection when they sell their home as long as they follow my usage procedures and pumping schedule. Not a single competitor in my state offers that. A new system can cost many thousands of dollars. I send out reminder cards. I have all the work I can do.



There are all kinds of gimmicks to get work. And the promise of something for free sure perks up the ears of the uneducated. But my advice to anyone who is new to this or any other business is to join your

I guarantee my customer's septic system will pass inspection when they sell their home as long as they follow my usage procedures and pumping schedule.

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Then find the best people in your area in your field (the best ones won't be the ones scared to death that you want their precious trade secrets) and develop a relationship with them ... Because if you are only looking out for yourself, the chances are very good you will be the only one looking out for you. I share this from experience. I bought my first truck from a competitor and we do business with each other on an almost-daily basis. In the College Station, Texas, Yellow Pages, there are 21 pumpers listed. I'm on a first-name basis with all of them (owners and drivers).

Most of them have my cell number and I have theirs and we talk. Most of them refer work to me because I provide services they don't. I have repaired vacuum pumps for a few, pulled several out when they got stuck, replaced lids some have broken. I'm secure enough that I do all I can to help the people around me. And even generously helping and sharing information with my competitors, I amazingly have enough work that my employees and I stay busy.

Question:

I'm looking for ideas and or contract language to lock in clients for a scheduled pump-out. I try calling them back and a lot of folks either don't call us back to book jobs or say they want to wait. I have this vision of a contract they sign at the time we pump the tank the first time. This is when we explain everything and they are thinking about their systems.

Answers:

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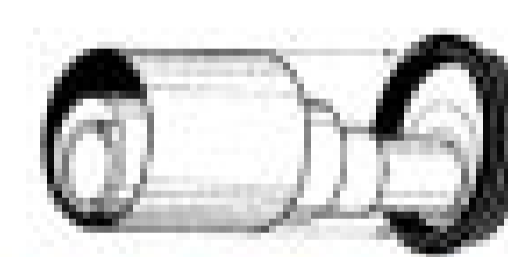
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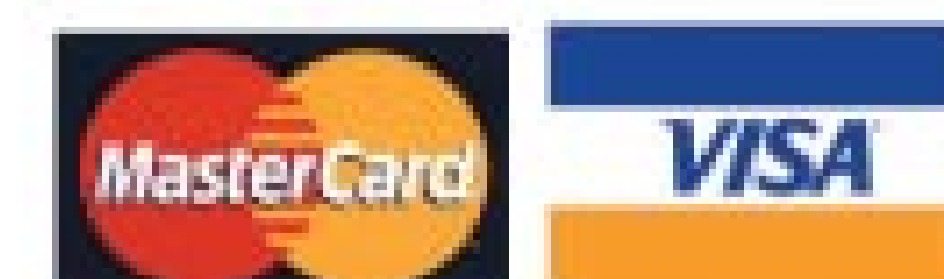
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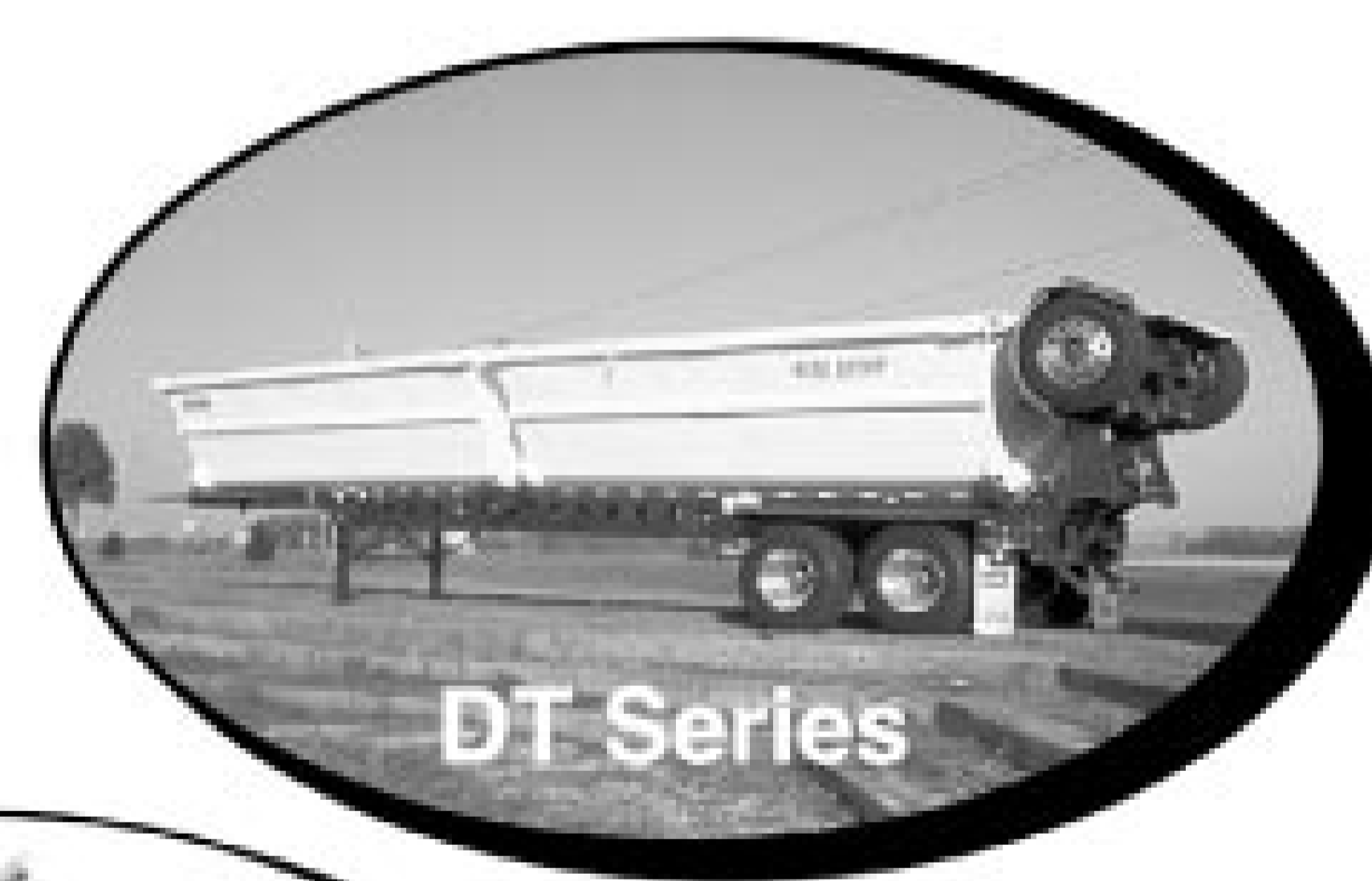


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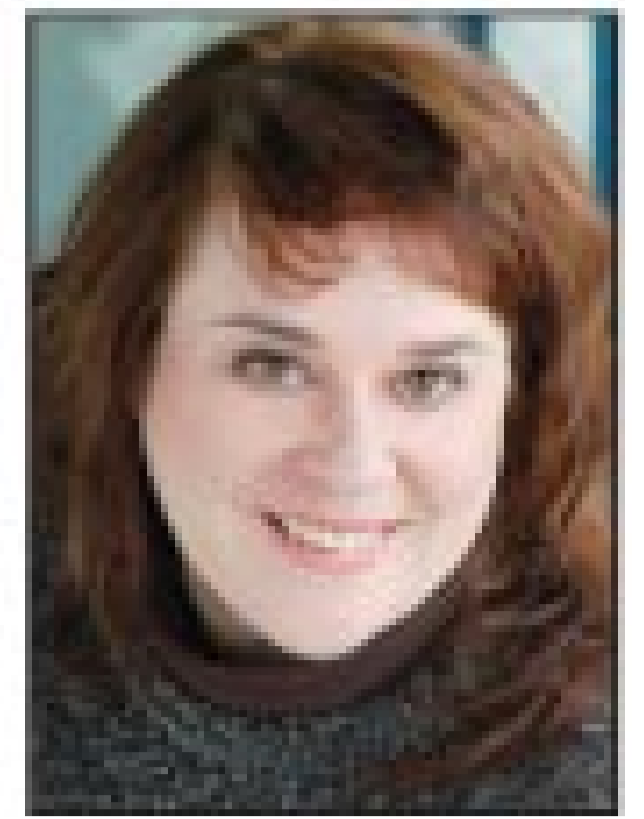


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Pumper Nightmare Jobs

“It hadn’t been cleaned in about five to seven years, and the crust was about six feet thick”

By Mary Shafer

If you’re in this field for any length of time, you’re going to have your share of horror stories to tell. It’s the same in any field, but when you mix that common “you can’t win ‘em all” reality with the nature of the materials pumpers handle on a daily basis ... well, sometimes it just ain’t pretty.

This month, we talk with a few operators about that one job they just can’t forget, but would probably like to. We offer these stories as a reminder that you’re not alone out there, as a bit of comic relief, or maybe just so you can say, “Hey, better you than me!”



Name:
Rollie Unruh
Company:
Rollie’s Vac Systems
Location:
Stetler, Alberta, Canada
Employees: 2
Years in Business: 18

Rollie Unruh’s nightmare job is the recurring kind, because it’s not just in the past, but one he continues to struggle with. “We service a provincial park that has seven outhouses. They’re deep, and you can’t back up to them because they’re in the trees. So you have to string out your hose (for quite a distance). But it’s just

solid paper, because we only get called to pump it maybe once or twice a year. It just gets so solid and backed up.”

On one visit, he decided to try backflushing to break up the solid layer that had formed over the top of one of the park’s tanks. The park’s manager happened to be there, and Unruh asked her to help in monitoring the level, since he was alone on the job. “I asked her to tell me when it was two feet from the top, so I could shut off my valve,” he recalls. “Well, she didn’t realize it doesn’t stop flowing the second you shut it off, so she waited. Of course, it overflowed and came out all over the ground. What a mess!” He had to clean it up and realized that backflushing wouldn’t work for this situation.

Unruh often has to stop and clear his hoses because of the inappropriate items he ends up sucking into the flow. “Disposable diapers are the worst,” he says, “because they don’t fit through 3-inch pipes.” “It’s really a two-man job, and we still do it,” he says. “It’s the most brutal one we do.” He’s quiet a moment, thinking about how the once-a-year pump-out just isn’t enough for the way the park restrooms are used.

He says the charge for the job reflects its distasteful nature. But still, he thinks about letting it go. “It’s no flat-rate job. We charge by the hour, so we get paid for all the extra work it takes. We show no mercy on that, because my competition wouldn’t do that job. I think if we quit, they’d be up the creek. I know not many people would do it. It’s just too rank.”

“It’s no flat-rate job. We charge by the hour, so we get paid for all the extra work it takes. We show no mercy on that, because my competition wouldn’t do that job.”

Rollie Unruh



Name:
Shawn McElroy
Company:
Upper Cape Septic Services
Location:
East Falmouth, Mass.
Employees: 2
Years in Business: 12

A McDonald’s grease trap on Cape Cod is the stuff that Shawn McElroy’s bad dreams are made of. In the busy, tourist-loaded area, “It hadn’t been cleaned in about five to seven years,” he recalls. “And the crust was about six feet thick.”

He alternated backflushing with probing and physical agitation with a long-handled shovel for three days before he was able to fully pump out the trap. “Plain hard work” is how he describes it. But was it worth the effort?

“Oh, yeah,” he says, grinning. “They originally called on a backup, and were more than happy to write that check when we were done.”

The bad dream had a happy long-term ending, too. McElroy was able to put the restaurant on a regular, quarterly pumping schedule. The restaurant became a solid customer for five years before it was sold.



Name:
Kelly Murphy
Company:
Murphy’s Septic Systems Inc.
Location:
Bushnell, Ill.
Employees: 3
Years in Business: 29

Not just a distasteful or brutal job, Kelly Murphy’s wish-I-could-forget-it situation was truly horrifying.

“I was at the shop one day, cleaning by myself. I moved the barrel of blue tank chemicals. It fell over, and the top popped out of it,” he remembers. The blue concentrate hit the cement floor

and splashed into his face. It got in his eyes, up his nose, and burned his hair away. “It put me down,” he recalls. “I thought I was gone that day.”

He couldn’t breathe, and couldn’t see. He crawled around on the floor in the growing puddle of chemicals, groping for the garden hose, which he finally found. “I started rinsing all over me, getting it out of my mouth and my eyes. I just kept rinsing, over and over. I couldn’t see for a long time.”

A friend just outside the garage heard him gagging and came to his rescue. He was taken to the hospital, where poison control measures were taken. He went to the ophthalmologist the next day to make sure he hadn’t done any permanent damage to his eyes. He hadn’t.

“I was lucky,” he says. “I just never had the proper respect for that stuff. I do now.” He believes everyone in the pumping industry — from the bosses on down — could benefit from a refresher safety course on how to handle chemical products.

Such a situation happens quickly, and could affect any pumper. Murphy laughs about it now with some measure of embarrassment. But mostly, it’s with relief, because he knows it could have turned out much worse than it actually did. ■

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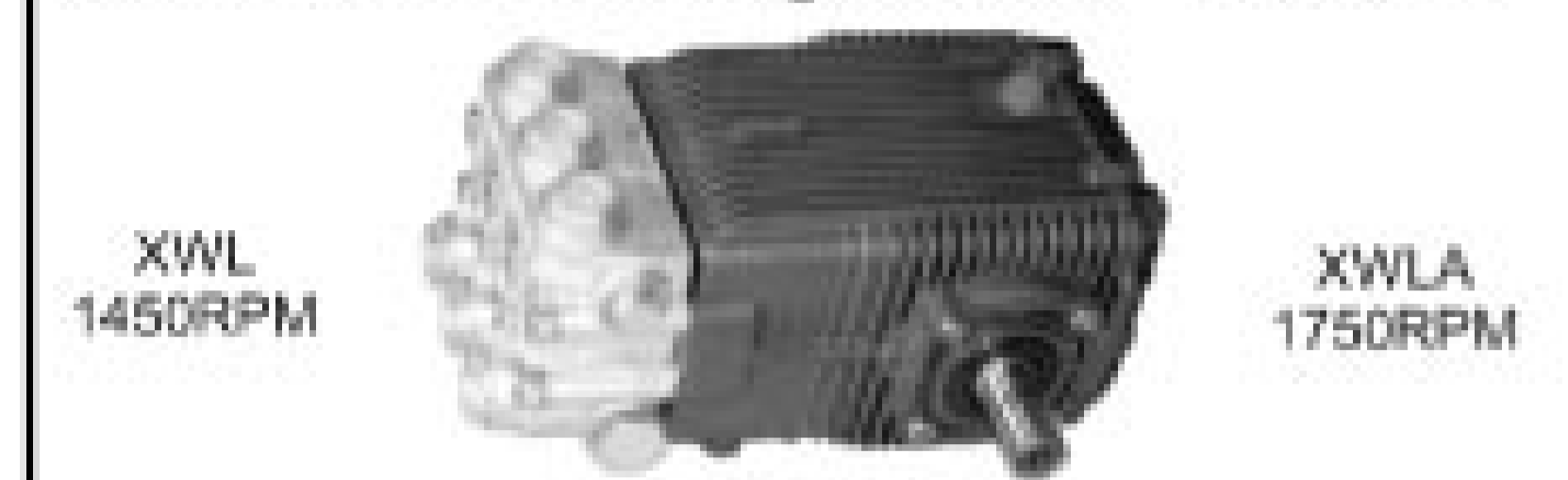


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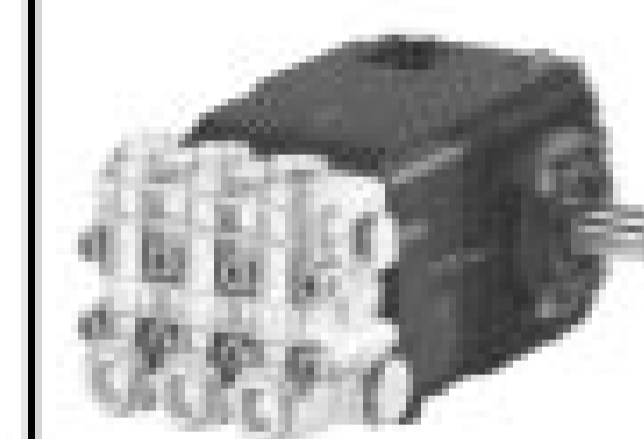
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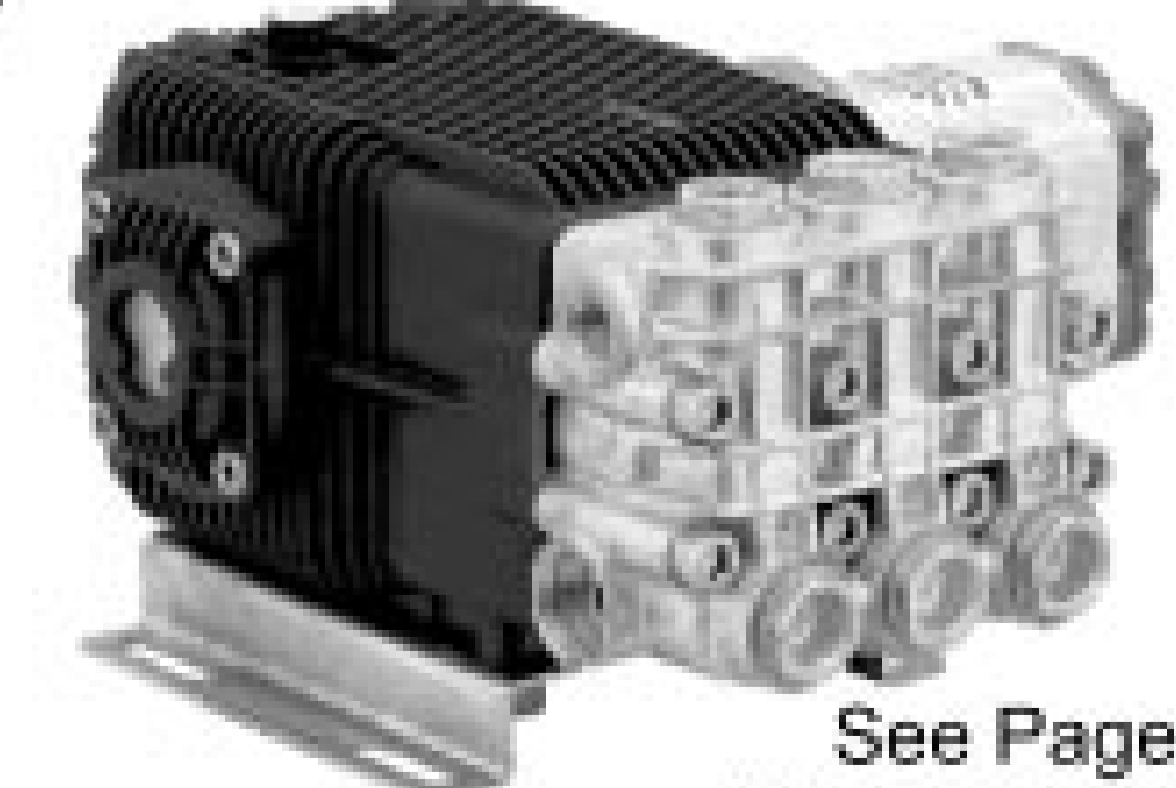
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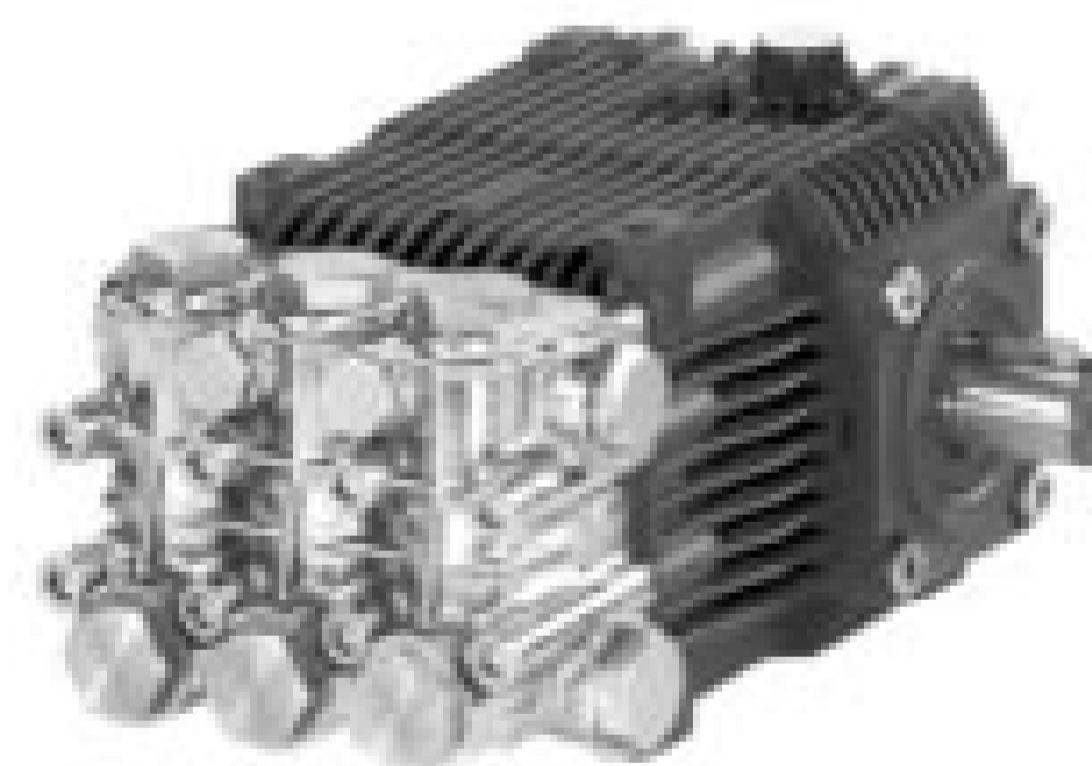
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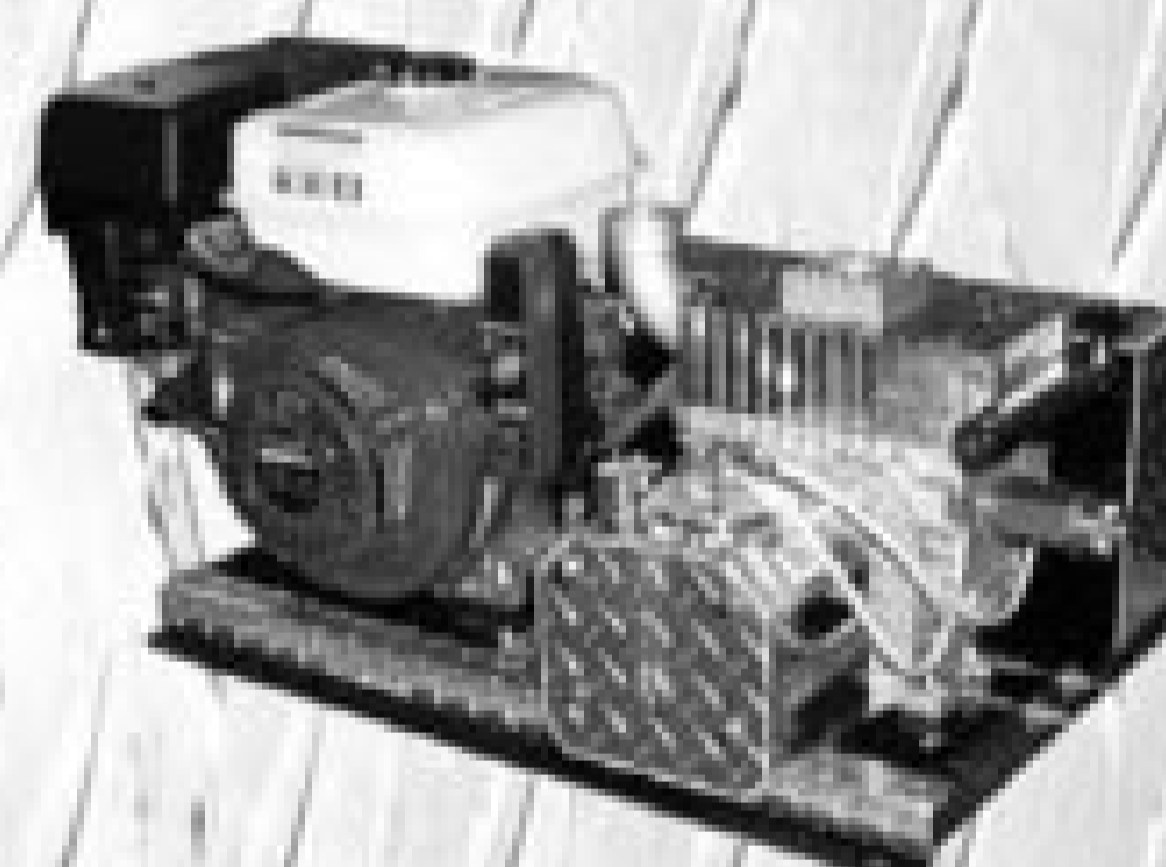
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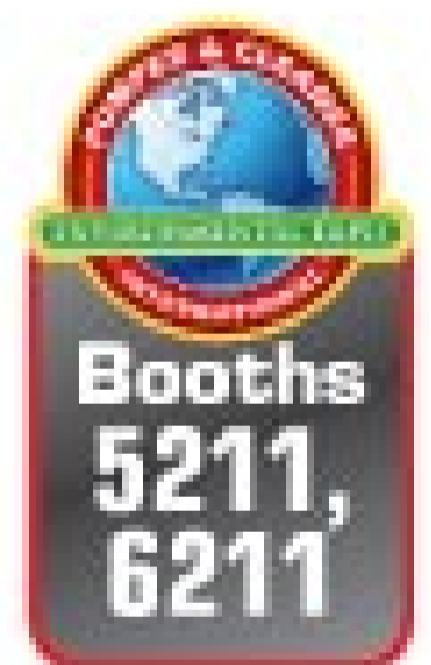
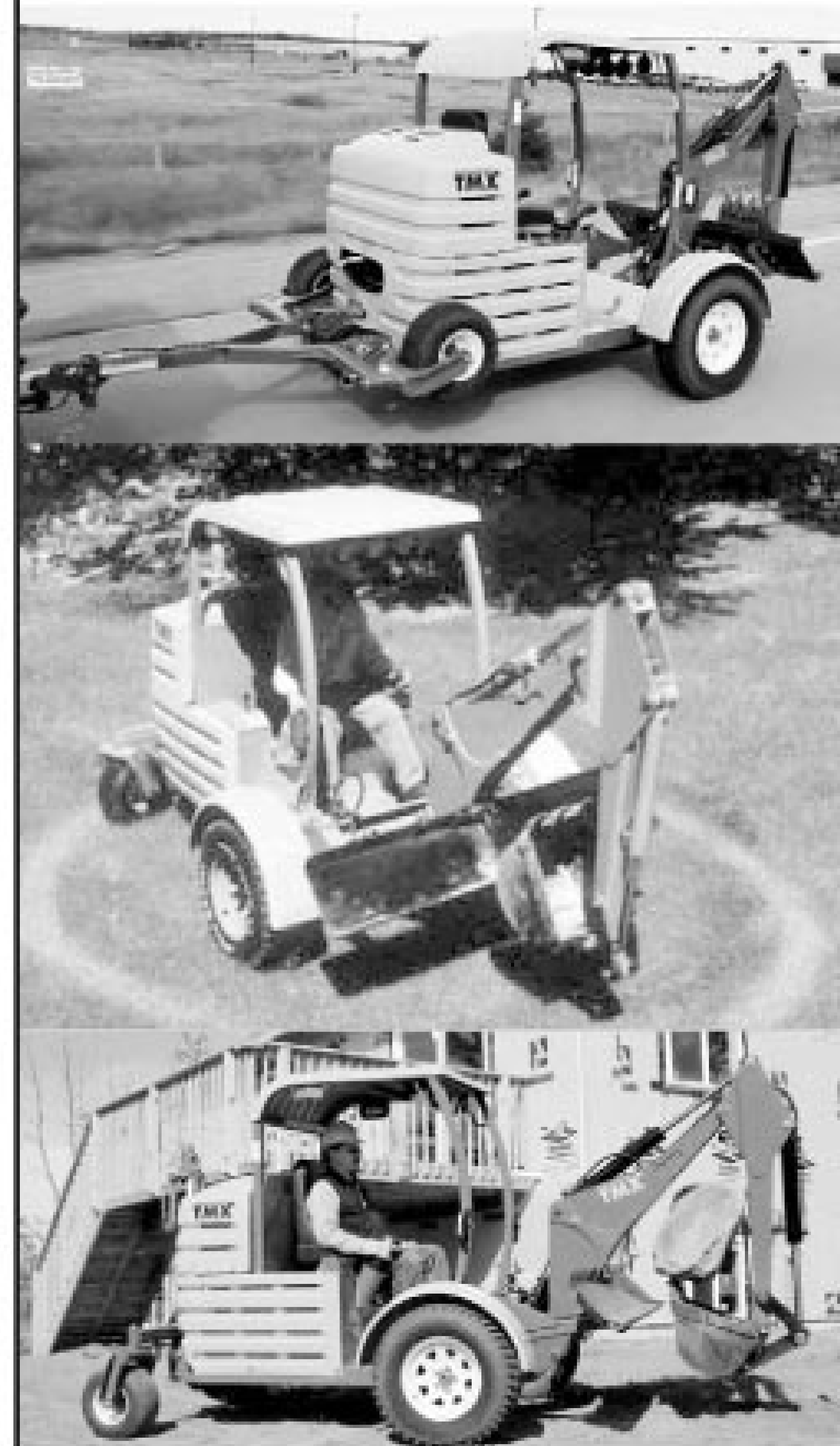


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How do pumpers dispose of grease trap waste when municipal wastewater treatment plants accept fewer gallons — if they accept them at all — and counties ban land application?

A growing number of pioneers are recycling the grease into various products for a diverse market. Some even turn away customers anxious to get rid of it because their facilities can't handle the demand.

To understand the best uses for grease trap residuals now and in the future, *Pumper* talked to A. Robert Rubin, Ph.D., senior scientist at the environmental engineering firm of McKim & Creed Consulting in Cary, N.C. Rubin, a former professor in the Biological and Agricultural Engineering Department at North Carolina State University, has been involved in recovering grease trap residuals for beneficial use since the mid-1970s.

Pumper Interview

By **Scottie Dayton**

Pumper: What impact has the U.S. Environmental Protection Agency 527 regulations had on how the pumping industry handles grease trap waste?

Rubin: They have provided standards for reporting and site monitoring. In essence, the regulations have professionalized the industry by requiring a paper trail of gallons pumped, gallons discharged, and where they were discharged. If regulators are going to accept what pumpers do as a permanent part of infrastructure, then the whole service industry must be professional.

Professionals are educated, licensed, certified, and regulations are making it happen. Many states or associations have, or are developing, educational programs. For example, (the National Association of Wastewater Transporters Inc.) has its Waste Treatment Symposium and the North Carolina Division of Waste Management provides training for every individual involved in pumping and land applying materials.

Pumper: How do grease trap residuals differ from grease trap waste?

Rubin: If a material has no inherent value, it's waste. I will argue that the material we're discussing has inherent value. People are converting grease trap residuals into fuel or land applying the material, taking advantage of its organic compounds to grow crops.

The challenge we face is recovering the beneficial value in all residuals, not just from grease traps. Recovering the energy in residuals is another huge challenge. Most people are somewhat familiar with bio-fuels, but we're also dewatering residuals, composting the solids, and selling them as fertilizer. The fat, oil, and grease content of grease trap residuals is energy, the same energy that feeds the bacteria that make compost. It's used on golf courses, athletic fields, Department of Transportation median strips, and is perfectly safe for residential lawns, gardens, and flowerbeds.



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A. Robert Rubin

Pumper: What's behind the effort to recycle grease trap residuals?

Rubin: We've always known what to do with the material: land application, digestion, or compost. Within the last 15 or 20 years, however, the focus has switched to managing it. Management is the driving force and its main component is energy production. For example, biogas is a gas produced through digestion (fermentation) using anaerobic microorganisms that live on carbon dioxide and hydrogen and give off methane. Biodiesel or biofuel is produced through some chemical treatment of the liquid stream.

Pumper: What is your opinion of grease trap waste as a viable future energy source?

Rubin: I think it's a great source of energy. When crude oil is consistently \$80 or more a barrel, then all kinds of alternative energy become viable. The U.S. government has subsidized the oil industry for so long that the private sector hasn't thought about other energy sources: anaerobic digestion, biofuel and FOG-to-fuel. In FOG-to-fuel, power plants burn the dewatered, solidified material as a substitute for coal or wood. One pound of dewatered material has 7,000 to 10,000 Btus, which is equivalent to 2 to 2.9 kilowatt hours. As a comparison, a pound of wood has about 6,500 Btu (1.9 KWh) and coal about 12,000 Btu (3.5 KWh).

Digesters are sealed, heated containers that consume organic materials to produce biogas, usually hydrogen or ammonia, which is burned to power turbines. Some municipal digesters are using biogas in fuel cells, essentially large batteries, to drive the turbines. Fuel cell technology has tremendous potential, but it's a little premature right now.

A pumper with a digester could heat his shop or generate enough electricity to sell the excess power back to the grid. Utilities are required to accept electricity generated through sustainable sources.

Pumper: How strong is the market for biogas and biofuels?

Rubin: I can't answer that. I do know some people who have done a really good job of marketing. Others still don't view what they do as part of the local infrastructure. Lyle Estill of Piedmont Biofuels in Pittsboro, N.C., has a large used oil collection business. Dean Brooks of Brooks Contractor in Goldston, N.C., added large-scale composting to his operation and is turning away customers because he's run out of room. Jim Lanier of Stanley Environmental Solutions in Stanley, N.C. (see a profile story on Stanley Environmental in this issue of *Pumper*) is solidifying and composting grease trap residuals.

All these people are selling the product. Stormwater utilities use it in

bioretention ponds. Duke Energy in North Carolina burns the material in place of coal. Landscapers use it as fertilizer. The market depends on what is available in your area for compost, fuel, or digester gas.

Pumper: How can pumpers identify these markets?

Rubin: Look for the opportunities. Successful people are not content to just pump and discharge at a facility or land-apply it. They continue to look for better ways to manage it. For example, North Carolina limits pumpers to 30,000 gallons per acre per year liquid loading on land application sites for grease trap waste. Jim Lanier and other pumpers didn't like that and looked for a better way. They purchased dewatering boxes, mixed the dewatered material with wood waste or other byproducts, and composted it. By removing the nutrients, they increased the liquid loading on their sites to 200,000 gallons per acre per year.

Pumper: Why are more wastewater treatment plants rejecting grease trap waste?

Rubin: First, community and industrial growth has diminished plant capacity. Second, because of the strength of grease trap waste and septage, plants can only co-mingle about 10 percent of it into their waste stream before violating their discharge permit limits. Third — and here's what many people forget — those limits keep dropping.

When pollution control regulations were established in 1972, the target was secondary treatment with a BOD of 30 mg/L. However, each new permit imposes higher levels of pollutant removals, because the goal is the elimination of pollutant discharge to surface water. The BOD numbers are fairly low now, so the focus has switched to nitrogen and phosphorous levels.

Pumpers can't operate the way they did 50 years ago and expect to stay in business. For example, they may have to build dewatering facilities to separate the nutrients from the liquid. Lowering the concentration levels opens the door for municipalities to reassess its assimilation into their waste stream.

Pumper: What side effects, if any, are you seeing from the regulations requiring grease traps to be pumped?

Rubin: On the positive side, it's bringing more intensive professional management. The negative side occurs when regulations are based on a length of time rather than a percentage of tank capacity. Tank management frequency should be based on the characteristics of that business or industry, and pumpers can do something about it. If a tank doesn't need pumping as often as specified, gather the data to prove it, then take it to the permitting agency. If pumpers work with officials in a professional manner, most are willing to switch the tank to a different maintenance cycle.

Pumper: Is it cost effective for pumpers to add grease trap pumping to their list of services?

Rubin: It is if they have a place to go with the residual. Again, know your market area. Septage is different from grease trap waste. They're regulated differently and managed a little bit differently. Loadings for septage are generally higher than loadings for grease trap residual. For example, if I go into the grease trap business, my 10-acre land application field will handle only 50 percent as much liquid load unless I first dewater the material. Pumpers must know the capabilities of their systems before adding or subtracting components.

As energy costs continue to escalate, alternative fuel opportunities will become better and better. Pumpers should look at their market, figure out the opportunities, and seize them.

A. Robert Rubin may be reached at 919/233-8091. ■

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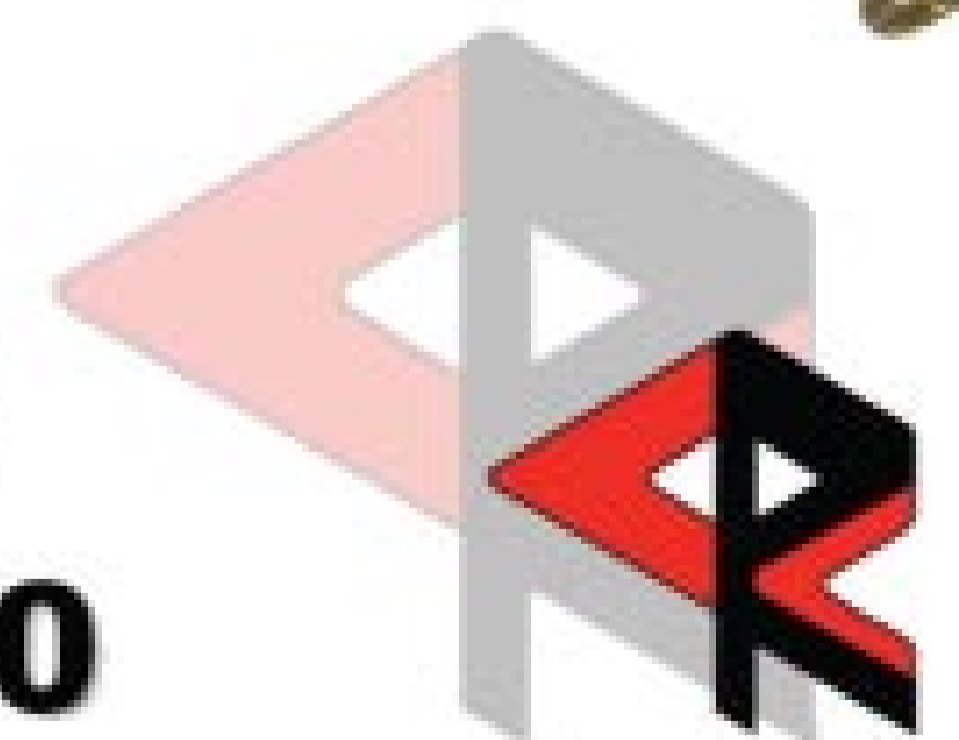
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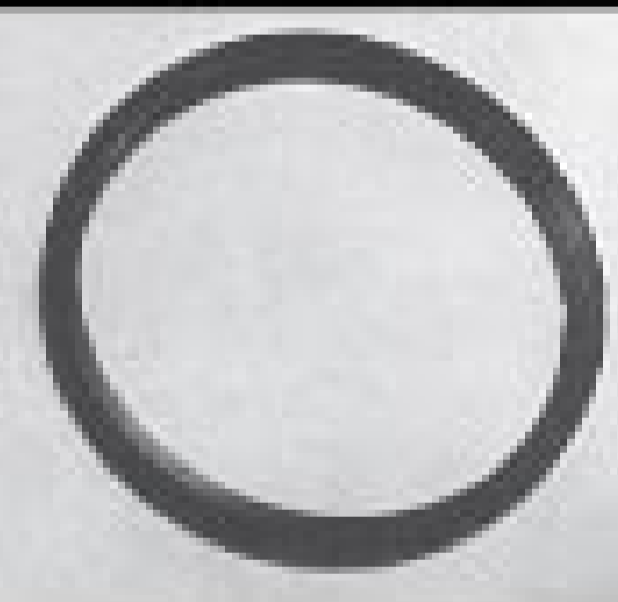
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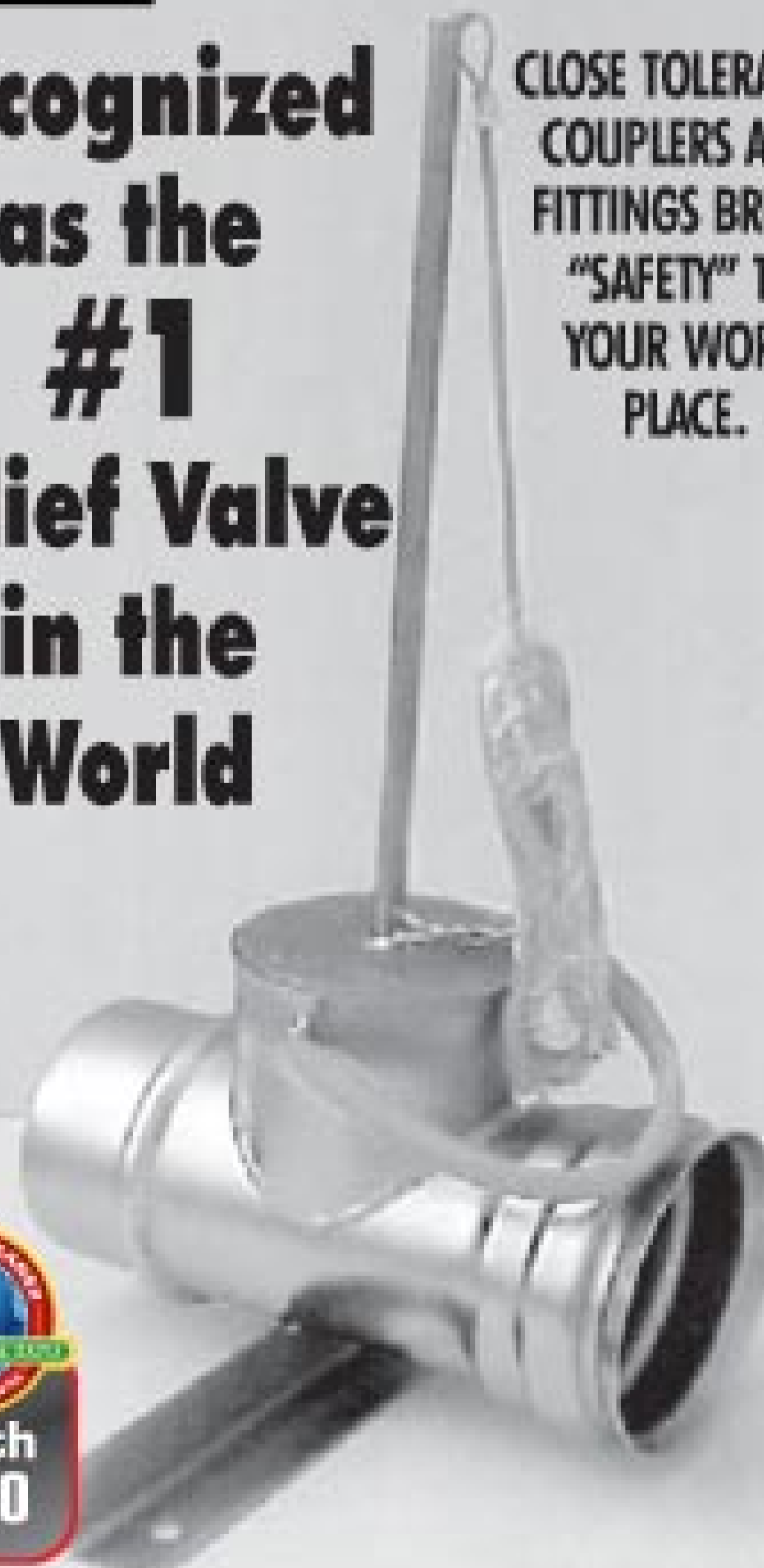
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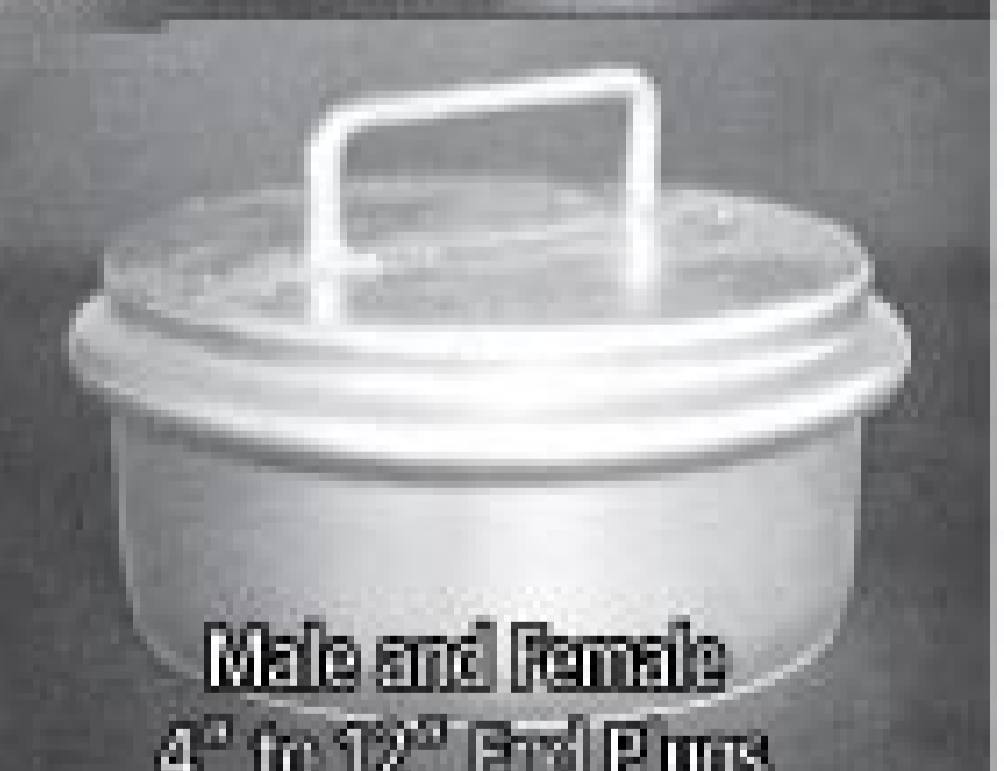
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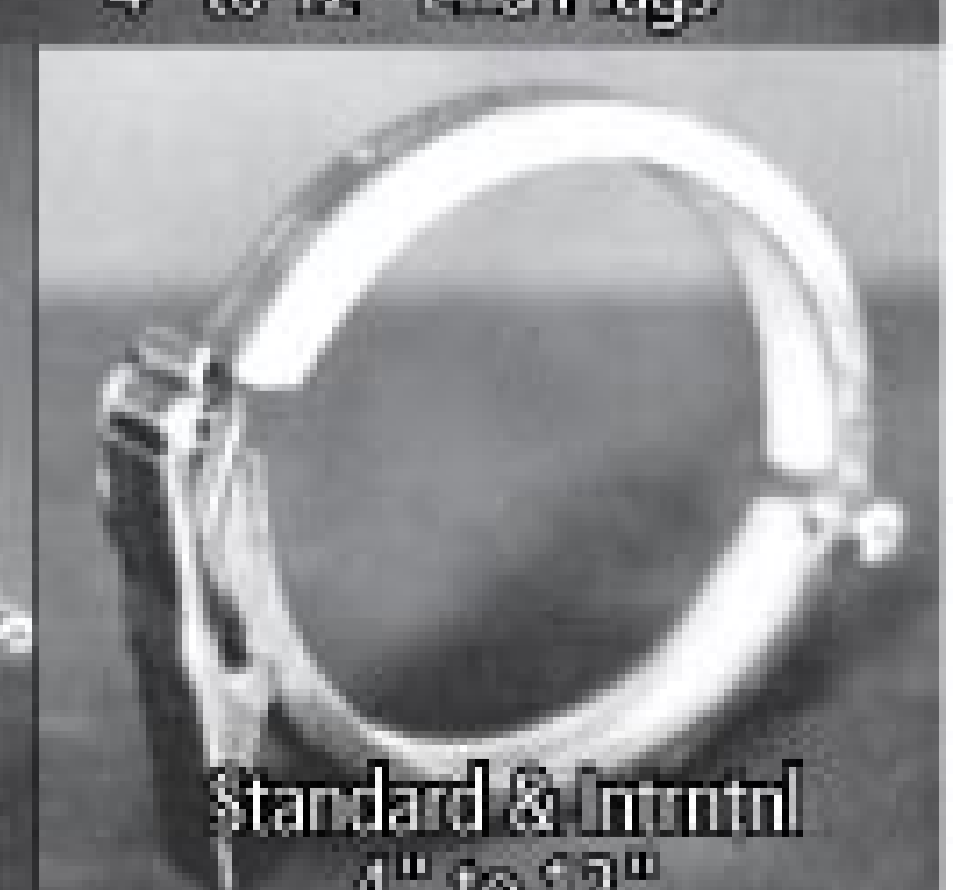
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A Fine Mess!

Laundry lint particles might be small, but they can still create big problems with onsite systems if they're not handled properly

By Roger E. Machmeier

Q There are several laundry machine lint filters on the market. What are the benefits as you see them? If the septic tank has an effluent filter in the outlet tee, would this negate the benefit of blocking laundry lint from entering the septic tank? For a heavily used septic system, is it reasonable to divert the laundry water to a few chambers, with an overflow back to a tee in front of or even after the septic tank? Let's assume that surface distribution of laundry water is not an option.

A I will address each of your questions:
What are the benefits of laundry machine lint filters as you see them?

When clothes are washed, some fine material is removed from the fabric. This fine material, called lint, ends up in the wash and rinse water, which ends up in the sewage tank.

The fine particles of lint will easily be carried by the flowing wastewater. How much of the lint gets into the soil treatment system is another question. This would depend on the liquid volume of the septic tank, the tank having compartments to slow the flow, and the volume of wastewater discharged by each cycle of the automatic washer.

The liquid moves slowly through a large tank, or not at all when there is no flow into the tank. Some of the lint will settle to the bottom of the tank and

become a part of the sludge layer.

I am not aware of research about the amount of lint entering a sewage tank and the amount leaving the tank. I also am not aware of any studies confirming lint to be a major problem clogging the distribution media in a soil treatment system. It is certainly good practice to keep as much solid matter as possible out of the soil treatment system.

An effective filter on the wastewater discharge line from the automatic washer should catch most of the fine lint particles.

If the septic tank has an effluent filter in the outlet, would this negate the benefit of blocking laundry lint from entering the septic tank?

No. A filter in the outlet tee of the septic tank will not affect the flow of sewage into the sewage tank.

The purpose of the outlet filter on a septic tank is to prevent fine solids from being discharged with the effluent. Many different types of outlet filters are available.

An outlet filter must be cleaned periodically to be effective in removing solids. Filters should be selected for ease of maintenance, as well as effectively removing solids from the effluent.

An onsite system can benefit from having both a laundry wastewater filter and an effluent outlet filter in the septic tank.

As an aside, when outlet filters are placed in sewage tanks, installers should offer homeowners a service contract. Servicing the outlet filter is not considered

Roger Machmeier, Ph.D., P.E., retired as a professor and 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 715/546-3786; or by mail at P.O. Box 220, Three Lakes, Wis. 54562.



The slowest possible flow through the tank will result in the best effluent quality. Good effluent quality is essential for an extended life of the soil treatment system.

a desirable job by the average homeowner. Yet the outlet filter does need periodic service to effectively remove fine solids. A service contract will be beneficial both to the homeowner and to the installer.

For a heavily used septic system, is it reasonable to divert the laundry water to a few chambers, with an overflow back to a tee in front of or even after the septic tank?

First of all, a septic system should be sized adequately for the average daily sewage flow. Thus, there should be little difference in the flow pattern between systems, and no system considered "heavily used."

In some state codes, septic tanks are required to have chambers. Two chambers is usually the accepted number. The laundry water should not be discharged into the second chamber of a two-chamber septic tank. That sewage liquid would flow much faster to the tank outlet, carrying more lint particles out of the septic tank.

If the tank has more than two chambers, the laundry wastes definitely should not be discharged closer to the tank outlet. All of the wastewater should flow through the sewage tank and as slowly as possible.

Most tank compartments have an opening in the compartment wall through which the sewage flows from one compartment to the next. A much better way to provide effective treatment and slower flow is the use of an outlet tee on the compartment wall. As the sewage flows into the tank, the liquid level rises in the first compartment and begins to flow into the second compartment.

The liquid level in the second compartment should be at least two inches lower than in the first compartment. This forces the liquid in the second compartment to rise before effluent flows out of the sewage tank. This slowing of the flow is called "attenuation" of the flow. Sewage tanks with an outlet tee in the compartment wall and a lower liquid elevation in the second compartment will have a much slower flow out of the tank.

The slowest possible flow through the tank will result in the best effluent quality. Good effluent quality is essential for an extended life of the soil treatment system.

The laundry water must not be discharged "after the septic tank." All sewage wastes from a home must flow into the inlet tee of the septic tank. ■

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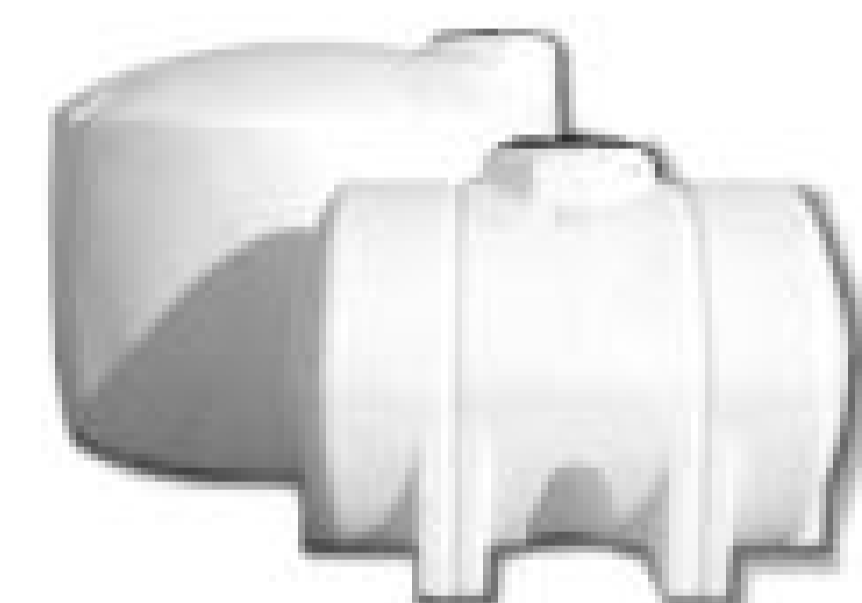
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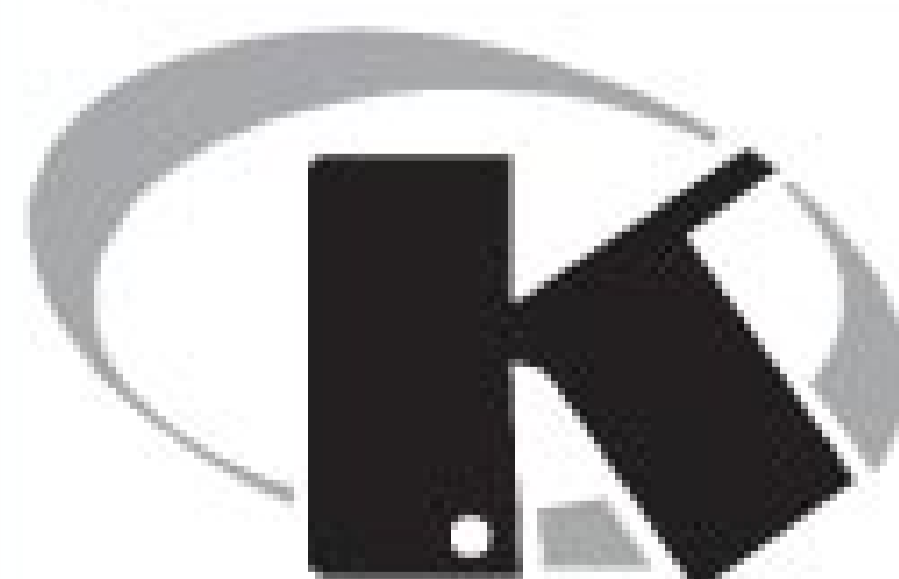


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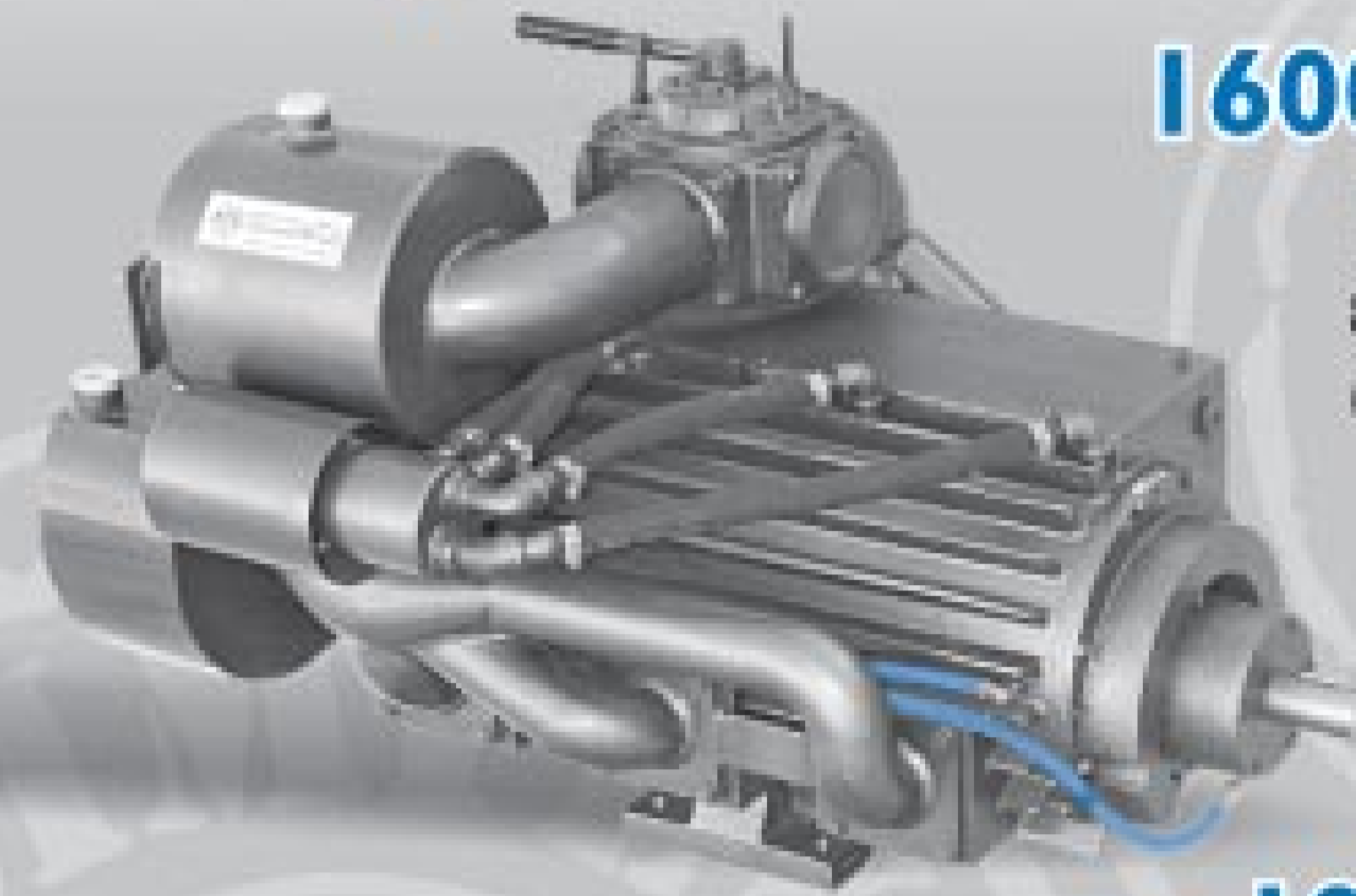
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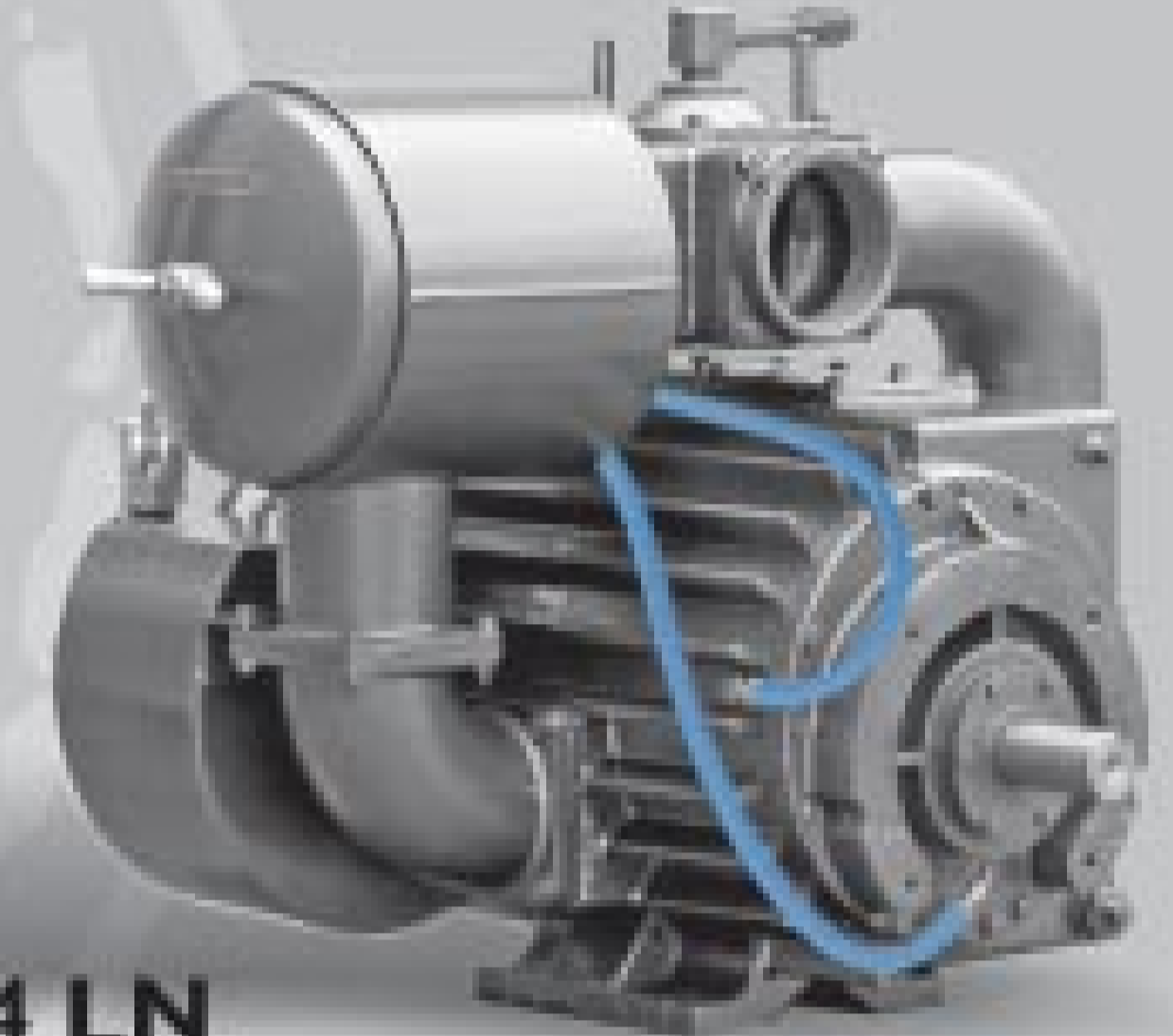


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Are You Creditworthy?

The business loan landscape has changed with the economy, but many of the fundamentals for borrowing remain the same

By Robert E. Carlson

In an economy like this, one of the biggest crunches business owners face is the cash crunch. Customers have begun to be slow payers and some have even buckled under and filed for bankruptcy. Just when you were expecting a check, you get a Chapter 11 notice from some courthouse. As you know, cash is king in an economy like this, so how does one get the cash during the shortfalls of cash flow?

FINANCING VEHICLES

Lisa Key, from Diamond International, Kansas City, Mo., says it isn't significantly more difficult to get a loan for a truck these days.

"Things haven't changed all that much. I can still get customers financed through Navistar in pretty much the same routine. If a customer has good credit or there is other criteria that appears to make them worthy, they can still get financed," she explains. She elaborates on the criteria for loans.

"In terms of credit rating, we've gone as low as 500 in some cases if the customer has a track record and we understand what has happened to put them in that rating bracket. We don't exclude anyone because of a relatively low credit score," she says. "Those other factors come into play, such as how long (the borrowing company has) been in business, how much business have they done with us, and what is the likelihood they'll be able to pay the loan off."

So in terms of trucks, the truck dealership may be your best bet for a successful loan application. The truck manufacturers remain anxious to sell vehicles and have the latitude to work with the buyer.

FINANCING THE BUSINESS

Businesses were booming more than a year ago. Expansion was part of the mindset and some debt was taken on to move forward. In a growing economy, perhaps some poor spending habits or inefficient processes weren't properly dealt with, leaving you vulnerable when customers started cutting back or leaving. It's easy to be inefficient during a healthy economic climate.

With the business hitting some bumps, you may currently need some additional financing to get by until the economy starts to recover. So many business people are wondering where they can get this much-needed infusion of cash. A lot of media attention has been focused on federal stimulus money and the U.S. Small Business Administration. But how will these major programs impact the liquid waste industry?

Last February, when the stimulus package was given the green light, some \$700 million was set aside for the SBA (www.sba.gov) to disburse and help small businesses. Let's take a look back before we move forward, and see how the SBA operated in the past.

As a small businessman for many years, I'd always heard that the SBA was burdensome to deal with. I never dealt with them because I really never had any need, but the criticisms I'd heard about the agency boiled down to: 1. They required too much paperwork, and 2. The banks didn't like to administer SBA loans because of the slow repay

Robert Carlson is owner of Glendale Welding, Glendale Ariz., and a business consultant for the Small Business Development Center of McLennan Community College, Waco, Texas.



Before seeking additional financing, jump on the other side of the table. Take on the role of the banker and look at yourself like the banker does. Knowing what you know, would you loan the money?

from the government on guaranteed loans. Oftentimes, banks would file to get their guaranteed money and it took as much as a year for the government to pay the bank. Just like with your small business, the banks didn't want to slog through a lengthy process to be reimbursed.

RECESSIONARY TIMES

So, with the onset of the recession, the SBA was brought forward to pave the way for the process of getting money in the hands of the small business owners who needed it so badly. Many loan programs were developed to help troubled businesses. They include the ARC (America's Recovery Capital) loan, which would supply up to \$35,000 to struggling businesses to meet current debt obligations.

This was designed as a five-year loan with interest paid by the U.S. government over the life of the loan, and no payment due from the borrower until the beginning of the second year. Sounds great. I called several banks to see how ARC loans were going, and mostly they reported that they hadn't made any of the loans because they weren't interested in the program. Their explanation for not participating? Not enough profit and too much paperwork. A number of the bank representatives said they didn't enjoy dealing with the SBA.

It's important to remember that all of these SBA loans have to go through the banks. The banks gather the information and if they deem it a good loan, they forward their approval, and the loan is approved and guaranteed by the SBA.

Ultimately, the bank makes the decision. And as you might imagine, they are more skittish about handing out money today than they were a few years ago. If you are in need of a cash infusion, whether it be through an SBA loan or traditional bank financing, here are the requirements banks are demanding these days:

Money in their bank. Many banks don't like loaning money to someone who isn't "going in" on the deal with them. In some cases, they want the potential loan recipient to pony up as much as 30 percent of the total amount in cash to establish your commitment to successfully building back the business.

A Personal Financial Statement. Many banks will require this document, showing everything you own, what you owe, and ultimately your net worth.

Collateral to secure the loan. The SBA recommends banks do whatever they can to secure 100 percent of the loan in either or both

business and personal assets. And the assets are valued at "fire sale" prices, what they could raise through immediate liquidation. This means the assets are worth 50 to 75 percent of real market value.

Your current credit rating. Many banks want to see a rating of 700 or above. Each bank sets its own requirements on a minimum qualifying score. Some banks will still consider a score of 600 and above.

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Before seeking additional financing, jump on the other side of the table. Take on the role of the banker and look at yourself like the banker does. Knowing what you know, would you loan the money? Remember, like any business, the bank's job is to make money. They don't want to gather up collateral when someone fails and start selling off assets. That's not what they know how to do or how they turn a profit.

When it comes to financing, be realistic. The banker is. You've all heard the phrase, "If you don't need the money, the bank will lend you the money." This has a ring of truth to it, but it doesn't mean you can't secure a loan in these troubled times. You just have to be smarter about navigating the loan process these days. ■

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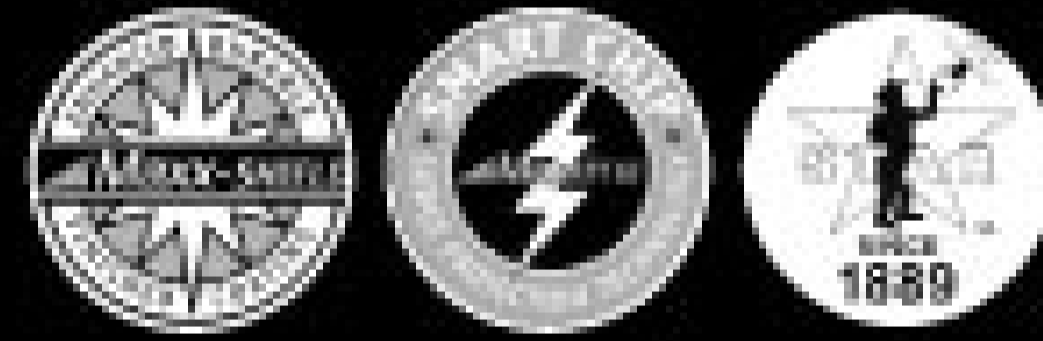
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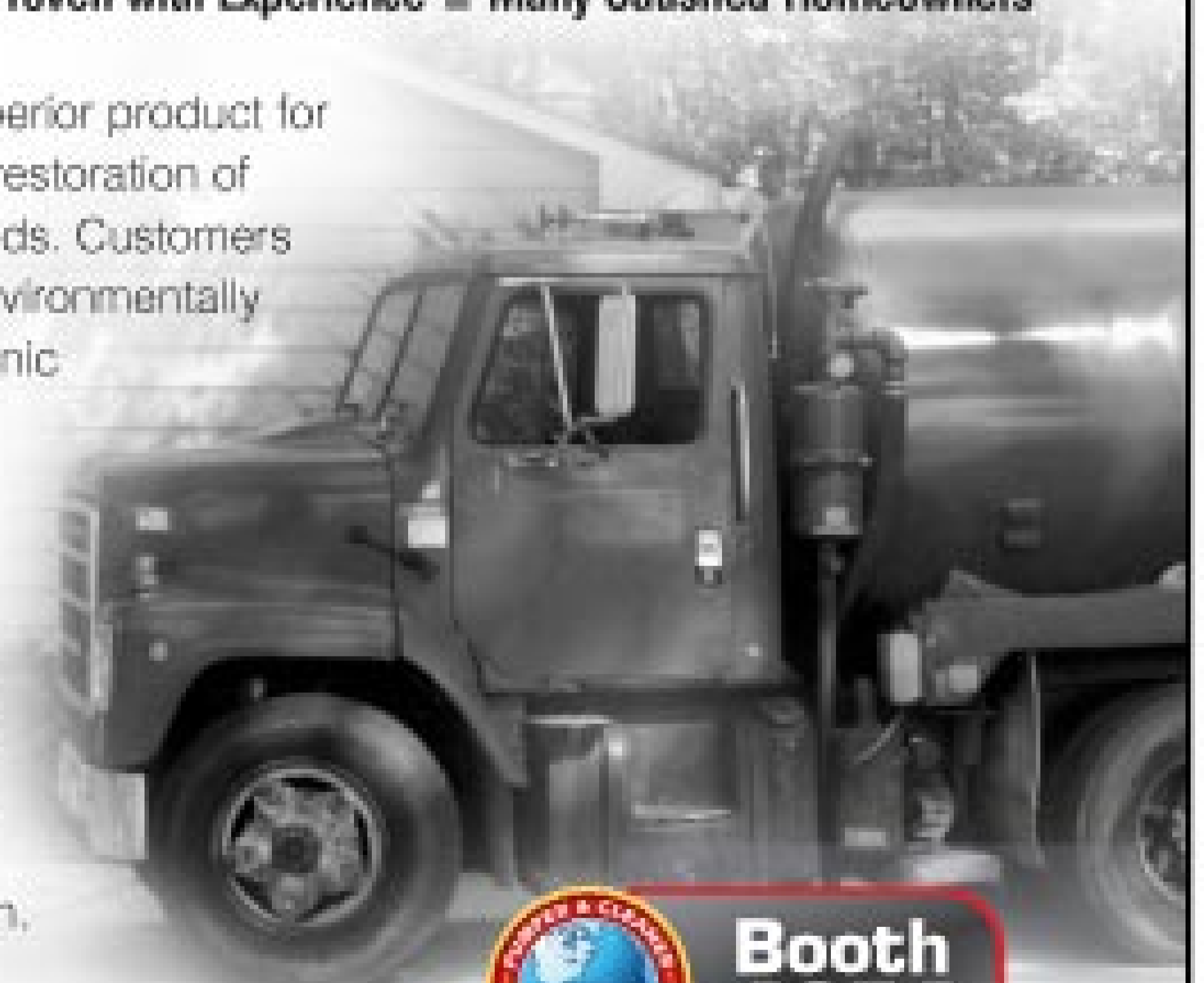
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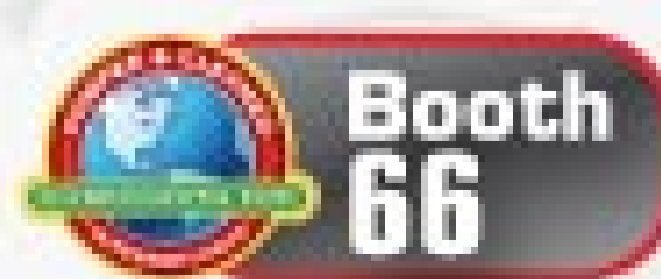
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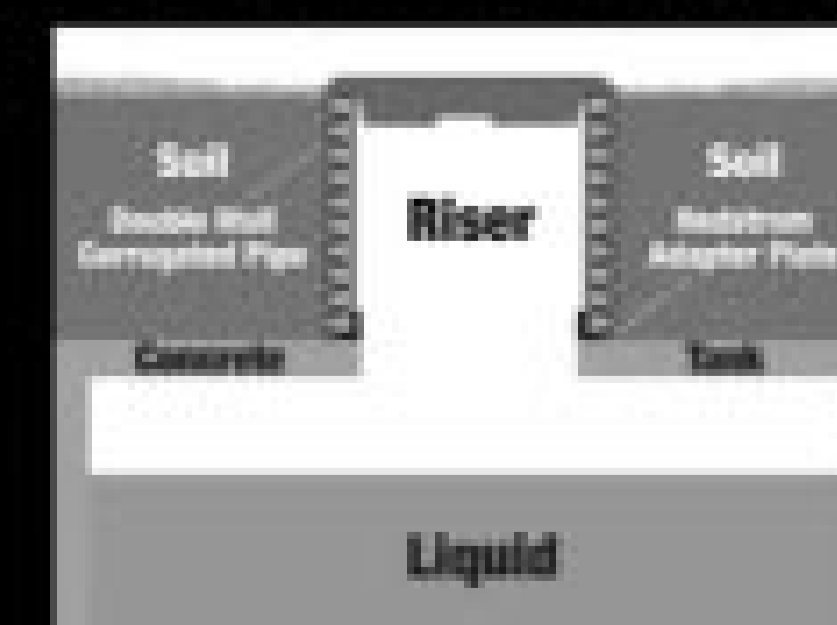
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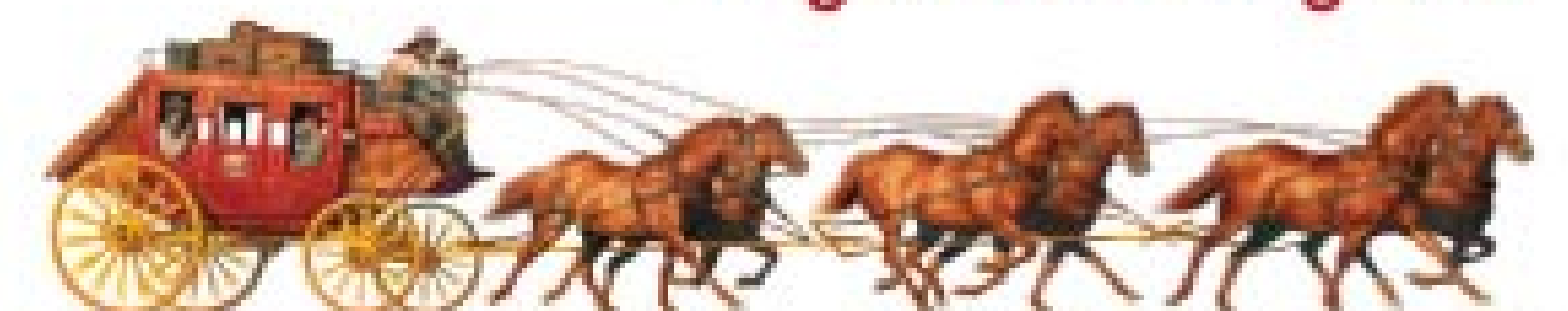
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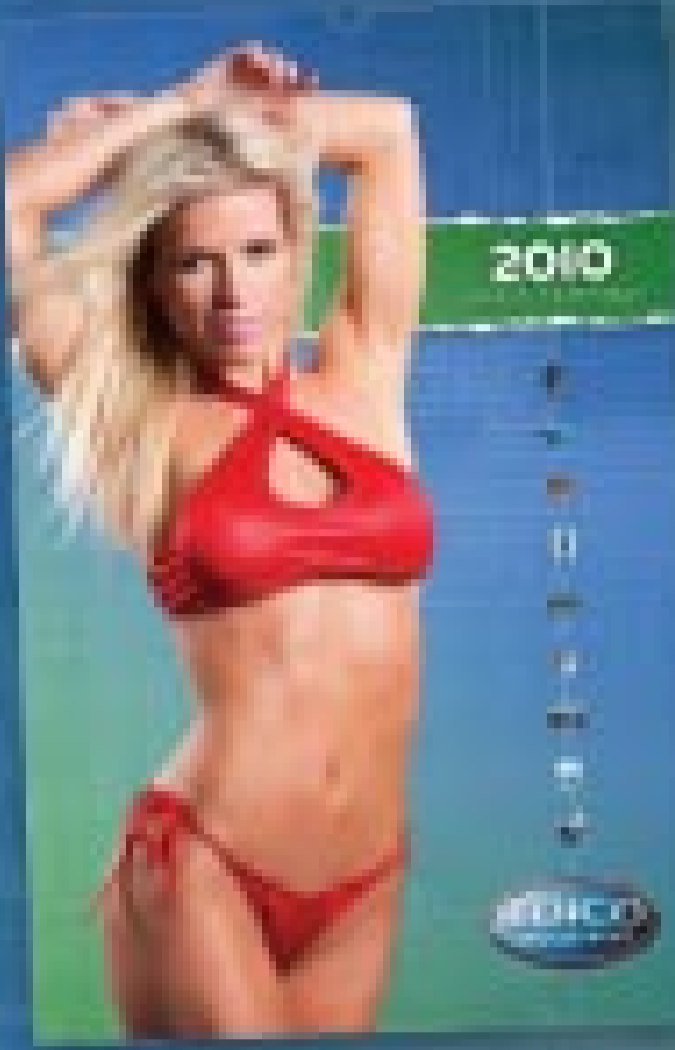
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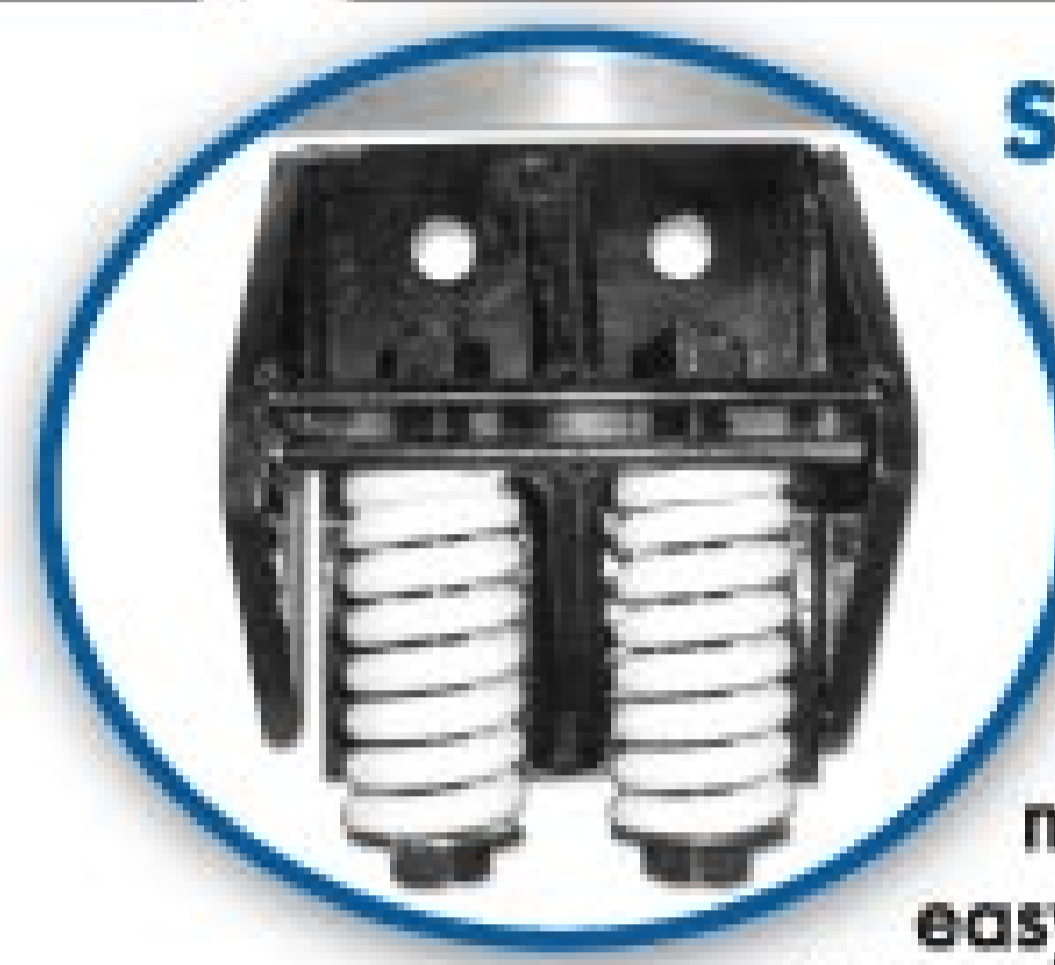
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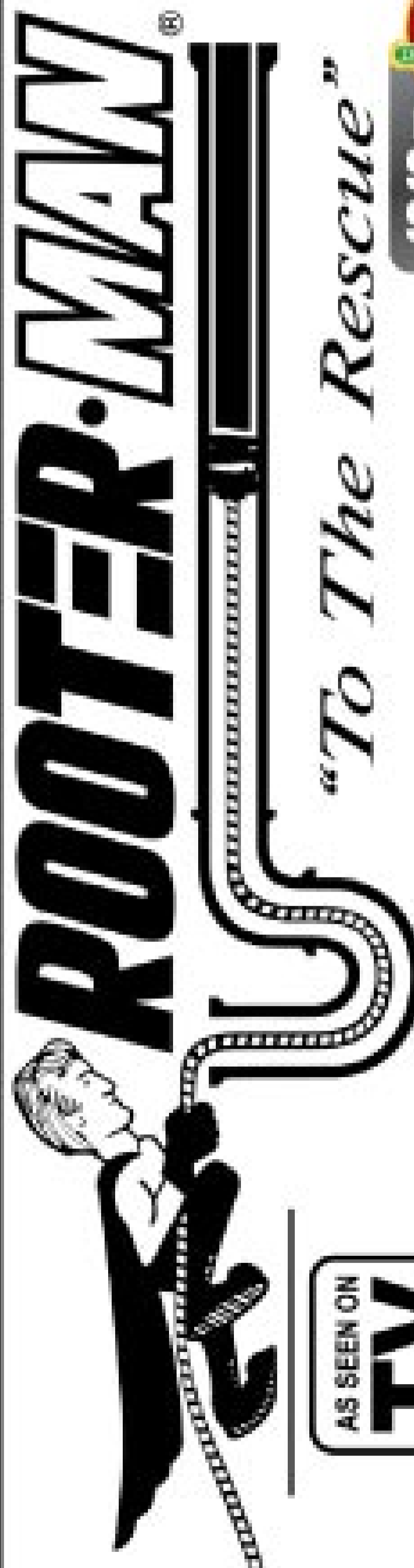


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WORKING TOGETHER PAYS DIVIDENDS

By Tom Ferrero

The Partnership for Sustainable Decentralized Wastewater Treatment System Management Reports on 2009 Achievements

I've said this before, but it bears repeating: The best thing that has happened to pumpers in a long time was the invitation from the U.S. Environmental Protection Agency to NAWT to join the Decentralized Wastewater Memorandum of Understanding. The MOU, a cooperative relationship between 14 national organizations and the EPA, addresses issues pertaining to onsite and decentralized systems, giving pumpers a voice at the national level in issues and regulations affecting their livelihood.

It's still somewhat amazing to sit at the table with representatives of these organizations and be treated like an equal partner. That the pumper perspective was deemed valuable enough to be included is delightful, especially since some organizations requesting to participate were rejected.

It's even more delightful to have every partner believe that onsite systems are a sustainable technology and a viable means of sewage disposal for rural America. That's 95 percent of the country, according to the EPA. In another study, the U.S. Census Bureau 2007 American Housing Survey stated that more than 20 percent of 55,000 polled households and 22 percent of new housing developments used onsite systems, which discharge 4 billion gpd. The country has an estimated 26 million onsite systems.

Consequently, the partnership developed three work groups — Awareness and Outreach, Training and Professional Development, and Support and Information — and four goals: Promote education of the public and industry; expand the knowledge level by creating national standards; provide a unified voice for the partners; and support and promote EPA's Voluntary Management Guidelines.

Each year, the partnership reports its key accomplishments to the EPA. The 2009 report states that six more partners joined, bringing the total to 14. Four new organizations are regulatory or regulatory-like, and this is big. If we want regulators to understand the technology that enables us to install onsite systems anywhere, they must be at the table. Of course, these people are the leaders in their groups and have the most open minds.

I find it interesting that the State Onsite Regulators Alliance and Association of State and Territorial Health Officers joined, but the National Association of County and City Health Officials did not. NACCHO was in the first group invited in 2008, but leaders couldn't agree on what to do. Some other organizations declined because they wanted to watch how the partnership unfolded.

THE FACT THAT THE PUMPER PERSPECTIVE WAS DEEMED VALUABLE ENOUGH TO BE INCLUDED IS DELIGHTFUL, ESPECIALLY SINCE SOME ORGANIZATIONS ASKED TO PARTICIPATE AND WERE REJECTED.

POSITIVE ACHIEVEMENTS

Another new partner is the Water Environmental Research Foundation, a funding organization. Jeff Moeller is in charge of the decentralized funding program, and with his guidance, the partnership developed a list of 26 research needs. At the partnership's November annual meeting in Washington, D.C., one of the more important things we did was to prioritize those needs. It was amazing how quickly we reached a consensus, demonstrating again that we are all on the same page. The top five research needs received 30 to 40 votes and are presented here in no particular order. The runners-up had 12 votes or less.

- 1) Evaluate the costs of operation and maintenance for onsite technologies, coupled with treatment expectations over the life of the systems. The comprehensive analysis will assist in selecting systems used by small communities.
- 2) Develop reuse opportunities beyond groundwater recharge, especially the better use of greywater. This also includes developing water conservation and energy efficiency measures.
- 3) Evaluate the effectiveness of long-term maintenance contracts on individual onsite system performance. Evaluate financial and social acceptance of contracts to maintain systems.
- 4) Develop a simple protocol for estimating risks presented to water quality in a given receiving environment, then assign appropriate performance criteria including soils as part of the treatment train.
- 5) Develop a readily applied standard protocol for identifying the relevance of onsite systems in watershed pollution problems using GIS mapping, water-quality testing, and source-tracking techniques.

SEPTIC SENSE

The partnership is sending the message that onsite is here to stay and we need to manage it. To that end, the EPA hired MDB, a strategic consulting firm in Washington, D.C., to develop a third-party verification program. Called Septic Sense, it will confirm what pumpers tell homeowners about industry professionals inspecting

and managing their onsite systems. The program has a mascot: a service man wearing gloves and boots. I think someday we'll see national public service announcements promoting Septic Sense. The good news is that NAWT reviews and comments on all this material before it is produced.

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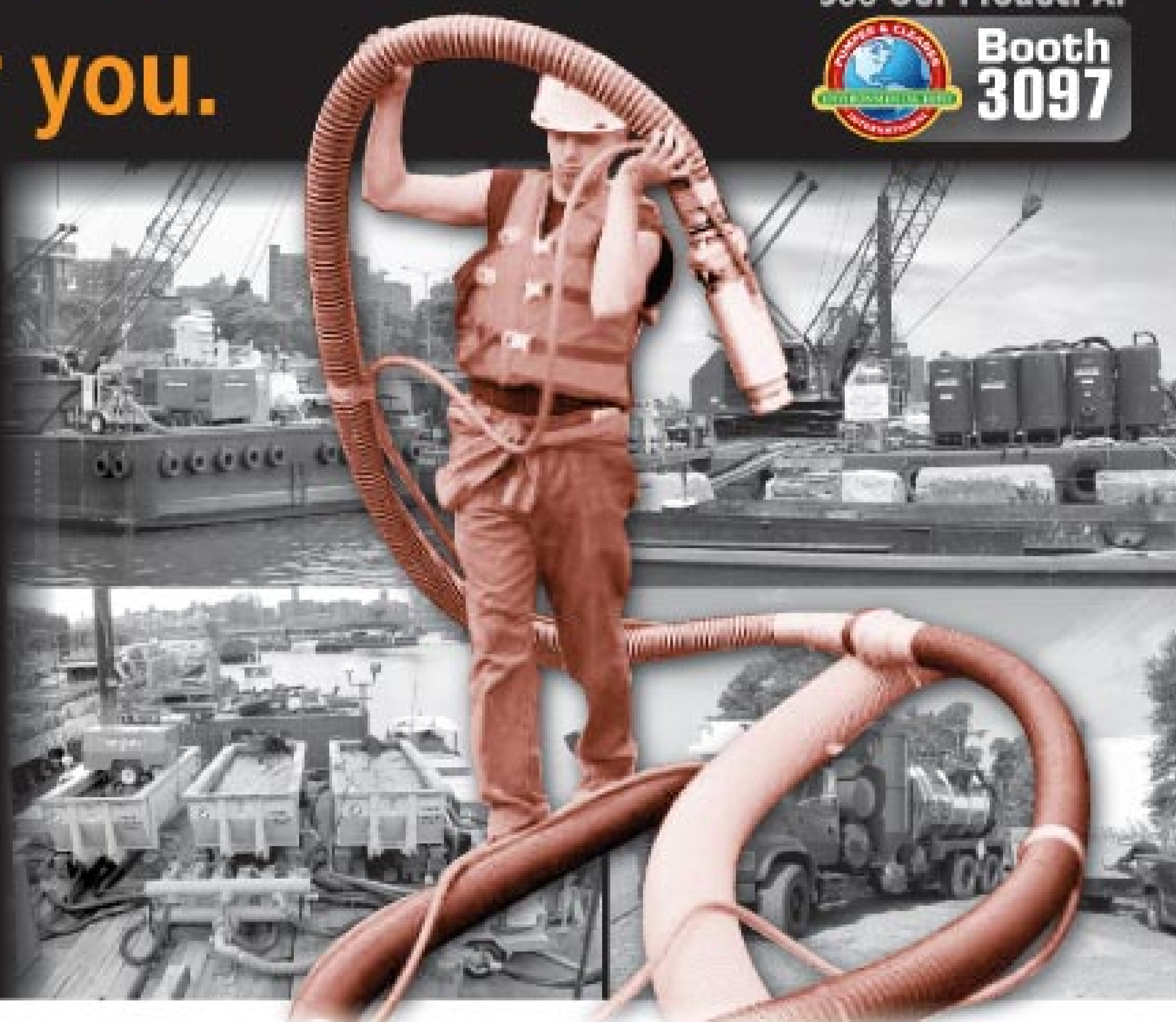
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One thing I'd like to see come out of Septic Sense is an awareness of cost comparisons between municipal sewer rates and onsite inspection and maintenance. People complaining to politicians that they can't afford to pay \$300 to have their tank pumped every three years is ludicrous, when sewer charges average \$150 or more per year. The cost of repairing or replacing a system is another story.

Homeowners with a wet spot in their back yard have ignored it forever, knowing it is not a \$500 fix. Put management into the picture and owners can no longer do nothing. An onsite inspector isn't going to tolerate a wet spot, and people fear that. This is where the government can help through low-interest loans for onsite repair.

We've all heard of the EPA Clean Water State Revolving Fund. That money goes to the states, but they seldom use it to repair onsite systems. I heard at the meeting that the EPA is now pushing the states to do so. Furthermore, the stimulus money requires 20 percent spent on green projects, and onsite is considered one of them. In 2010, if the states can't come up with that 20 percent, they don't get the money. The partnership sees this as a great opportunity to persuade legislators to designate the money for onsite decentralized projects.

THE POOR CARD

The truth is, most people can afford an onsite system repair. It's just like paying off a new vehicle, snowmobile, HDTV or the family's monthly cell phone bill. To condemn inspection and maintenance because of a few legitimately cash-strapped individuals is irresponsible. Playing the poor card is a common political ploy because it replaces intelligence with emotion.

I hear pumpers buying into the poor card when they talk about their cheap prices. They always give me the example of this widow or elderly couple who can't afford \$300 for a pump-out, so they charge everybody \$150. Emotion pushes their sound business sense out the window. I tell them that most people can afford the \$300. Charge the correct rate, then service the few exceptions for free. That would be a great thing to do. ■

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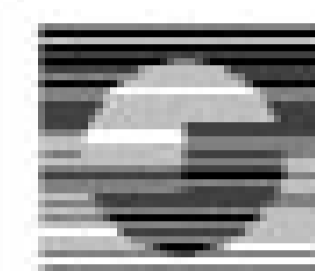
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Bord na Mona Names Peat Business Development Director

Bord na Mona Environmental Products U.S. Inc. has named Raymond Peat director of business development for the company's North American residential and commercial wastewater and water reuse treatment systems.

Premier Tech Installs First Ecoflo in State of Washington

Premier Tech Environnement installed its first Ecoflo wastewater treatment system in the state of Washington. The system was installed on the shores of Lake Mason for a homeowner who needed to improve his septic system in order to build a new home. Space requirements in the environmentally sensitive area left limited building options.

Osprey Biotechnics Opens Fungi Production Facility

Osprey Biotechnics Inc. has opened a fungal lab alongside its bacteria research and production facilities in Sarasota, Fla. The two businesses will operate independently.

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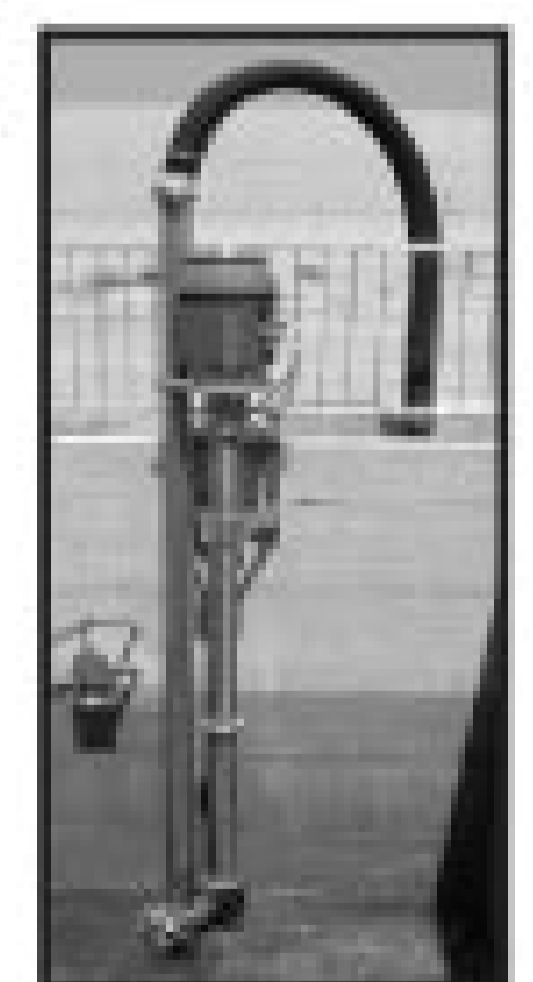
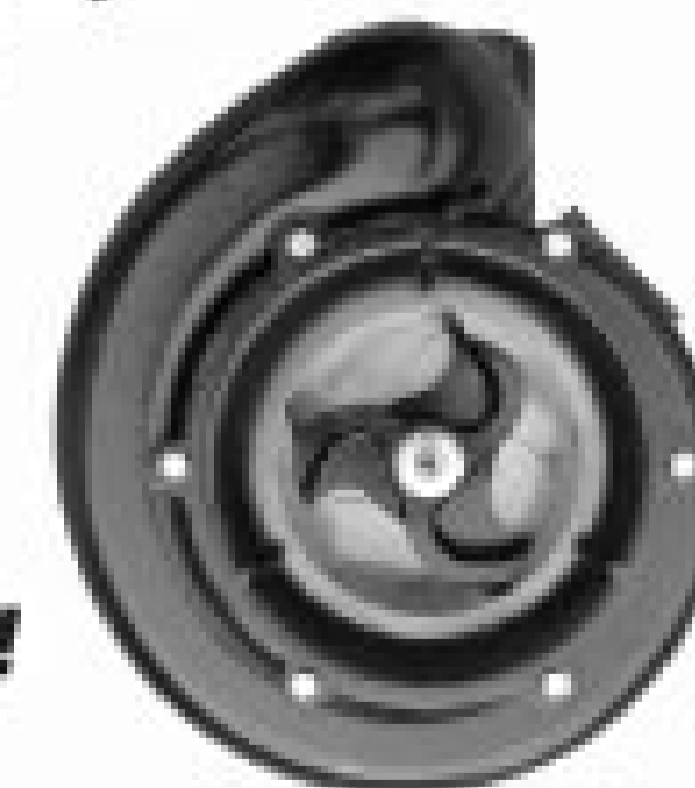
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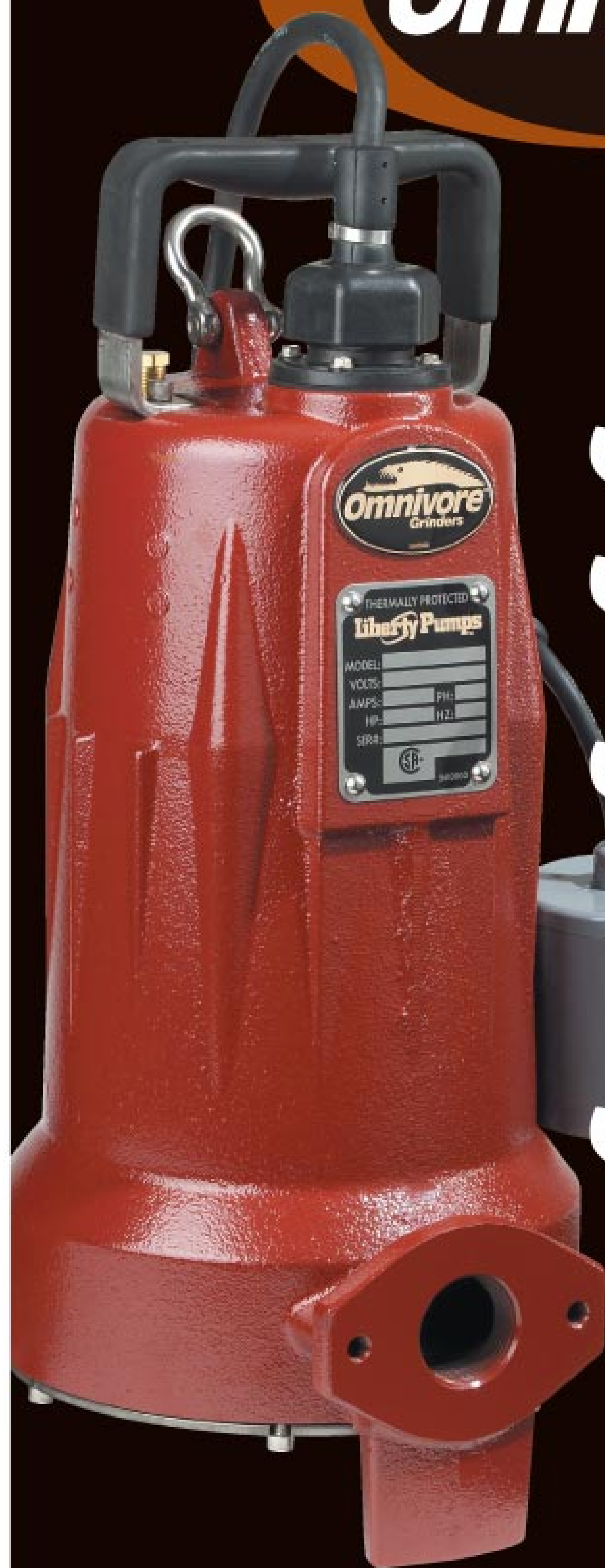
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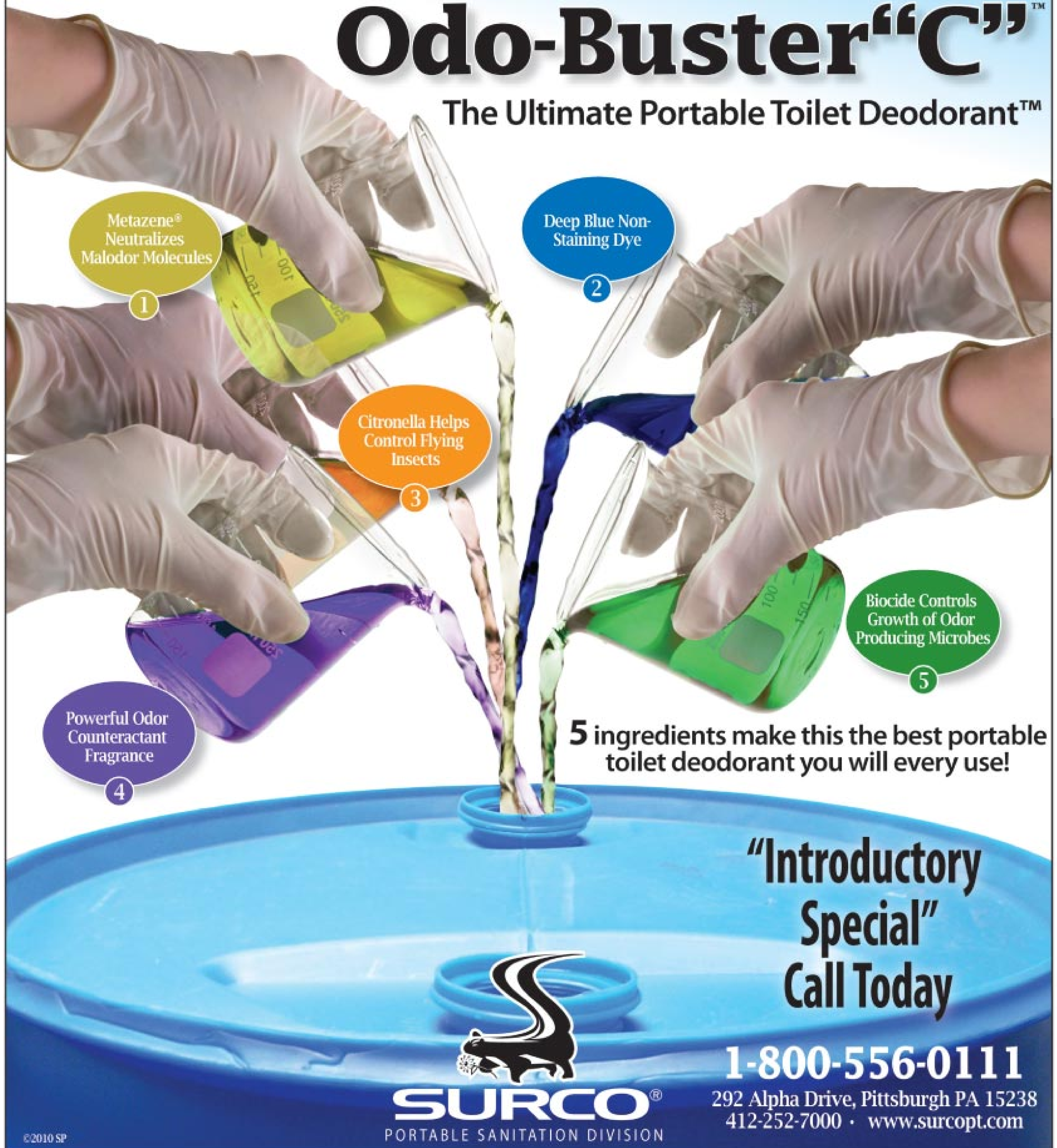
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"We came up with the Wee Vac when we started pumping 35-gallon, under-sink grease traps at small mall stores, and no one wanted dirty 3-inch hoses coming into their kitchens," says Bob Parker, company president. "Some places didn't even allow hoses."

The solution? Parker adapted a two-wheel hand truck by adding larger rubber tires and a sturdier axle. Then he modified a 55-gallon drum by attaching a 3-inch coupler to the lid for a vacuum-hose hookup, and mounting an electric vacuum pump that draws 105 cfm. Inside the drum, a 2-inch pipe runs from the camlock almost to the bottom of the barrel, which enables pumpers to vacuum out the drum's contents with their septic truck hose. Two nylon ratchet straps affix the drum to the hand truck.

The unit comes with a 10-foot-long, 1-1/2-inch-diameter vacuum hose. A 3-foot-long plastic pipe on the end is used to punch holes in the grease crust and scrape down the sides of a trap. A ball-and-seat mecha-

nism prevents overflows, just like the primary shutoff valve in a septic truck, Parker says.

"The Wee Vac is actually a modified shop vac," he says. "We've used it for 12 or 15 years, and it seems like every time we build a septic truck, the customer asks us to build them a Wee Vac, too. So we decided to build and sell them."

The unit weighs about 125 pounds and is 28 inches wide, so it fits through a standard 32-inch doorway. The drum is 35 inches tall, and the unit measures 52 inches tall to the top of the hand truck handle. On new trucks, designers can create space to store the unit. On existing vehicles, many pumpers store it on a hitch hauler that fits into a standard Reese receiver, Parker says.

Even though the drum holds 55 gallons, its maximum capacity is 40 gallons. That leaves enough room for the grease to move without spilling when the drum is tipped backward for transport.

"There are more expensive products on the market that are very sophisticated, with



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SPOTLIGHT
By Ken Wysocky

features such as odor depressors," he says.

"Ours is very basic, without a lot of bells and whistles. We tried to keep it simple so it's easy to operate and less expensive."

The unit is easy to maintain. If the barrel is damaged, it's simple to replace it with another one. It's versatile, too; Parker says some customers use it to clean remote portable restrooms, powering it with a generator.

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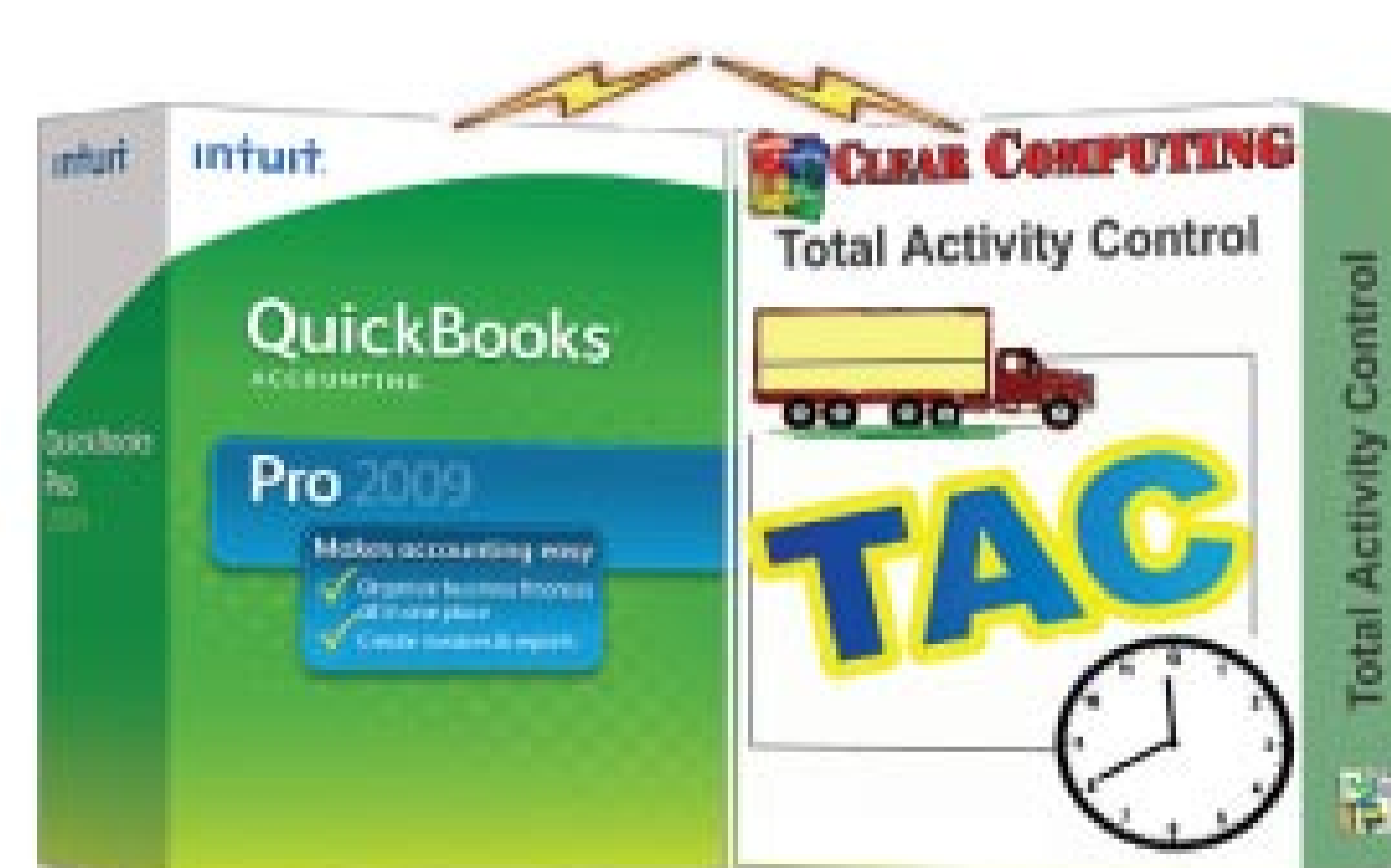
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Foam Jet Injector Kit from Water Cannon

Clear Computing Expands QuickBooks Support

The 2009 version of Clear Computing's Total Activity Control operations management system offers expanded QuickBooks support, featuring unique customer IDs to prevent duplicate entries and faster data import. Imported data also features job start date, customer notes, credit limit and other financial information. An opening balance invoice option is available. 888/332-5327; www.clearcomputing.com; Expo booth 3177.



Clear Computing's Total Activity Control



HYD-3D Dewatering Pump from Lowell Scott Enterprises Inc.

Lowell Introduces HYD-3D Dewatering Pumps

The HYD-3D TrunkPump line of hydraulically powered dewatering pumps from Lowell Scott Enterprises Inc. can be powered by skid-steer remote hydraulics and other hydraulic power sources. Pumps come in a roll cage configuration with camlock pump fittings, hydraulic flow regulating manifold and 8-foot hydraulic hoses with male and female Flush-Face

Quick Disconnect couplings. The HYD-3D 3-inch dewatering pump has a flow of 280 gpm, while the HYD-2D 2-inch pump has a flow of 190 gpm. Both pumps have a total dynamic head of 70 feet, are self-priming to 25 feet, have a built-in check valve, measure 25 x 19 x 19 inches and weigh 75 pounds. 910/463-1282; www.trunkpump.com.

Zoeller Offers Fusion Series Treatment System

The Fusion Series wastewater treatment system from Zoeller combines anaerobic, aerobic, recirculation, fix-film and backwash processes. Pre-assembled, the drop-in systems can be adapted to existing systems and do not require septic tanks unless mandated by local regulations. The unit's small footprint and advanced treatment capability is designed for long-term sustainability. Its anaerobic and aerobic media never need to be removed or replaced. All system components are accessible from the surface with no specialized tools needed. 800/928-7867; www.zoeller.com; Expo booth 87.



Fusion Series Wastewater Treatment System from Zoeller

SJE-Rhombus Introduces VFDC-1300 Control Panel

The VFDC-1300 control panel from SJE-Rhombus is designed for pressure control in irrigation applications. Each panel is equipped with a variable frequency drive in a NEMAR 3R enclosure with circuit breaker, VFDC-1300 controller and pressure transmitter. Built-in features include PID control with sleep function, fill pipe function, dry run protection with automatic re-start and a preset time. The panel can be configured for simplex, duplex or triplex pump control using a single variable frequency drive. 888/342-5753; www.sjerrhombus.com; Expo booth 6069.



VFDC-1300 Control Panel from SJE-Rhombus

Aquaworx Offers IPC Control Panels

IPC pump control panels from Aquaworx monitor liquid levels, control pumping time intervals and log events in real-time. The Sandfilter panel can time-control two individual pumps with independent level sensors. The panels can store up to 4,000 events using a programmable controller. 877/278-2979; www.aquaworx.com.



IPC Pump Control Panel from Aquaworx

Hibon Introduces Silent Flow Blower Package

The Silent Flow Package from Hibon Inc., a division of Ingersoll Rand, is designed for use with VTB 810 and VTB 820 blowers, enabling vacuum truck owners to operate in sound sensitive areas. The package includes manifold, exhaust silencer, air injection silencer, inlet filter, four-way valve (pressure/vacuum mode) hydraulic adaptor, sound enclosure and plumbing. 514/631-3501; www.hibon.com; Expo booth 26. ■



Silent Flow Package from Hibon Inc.

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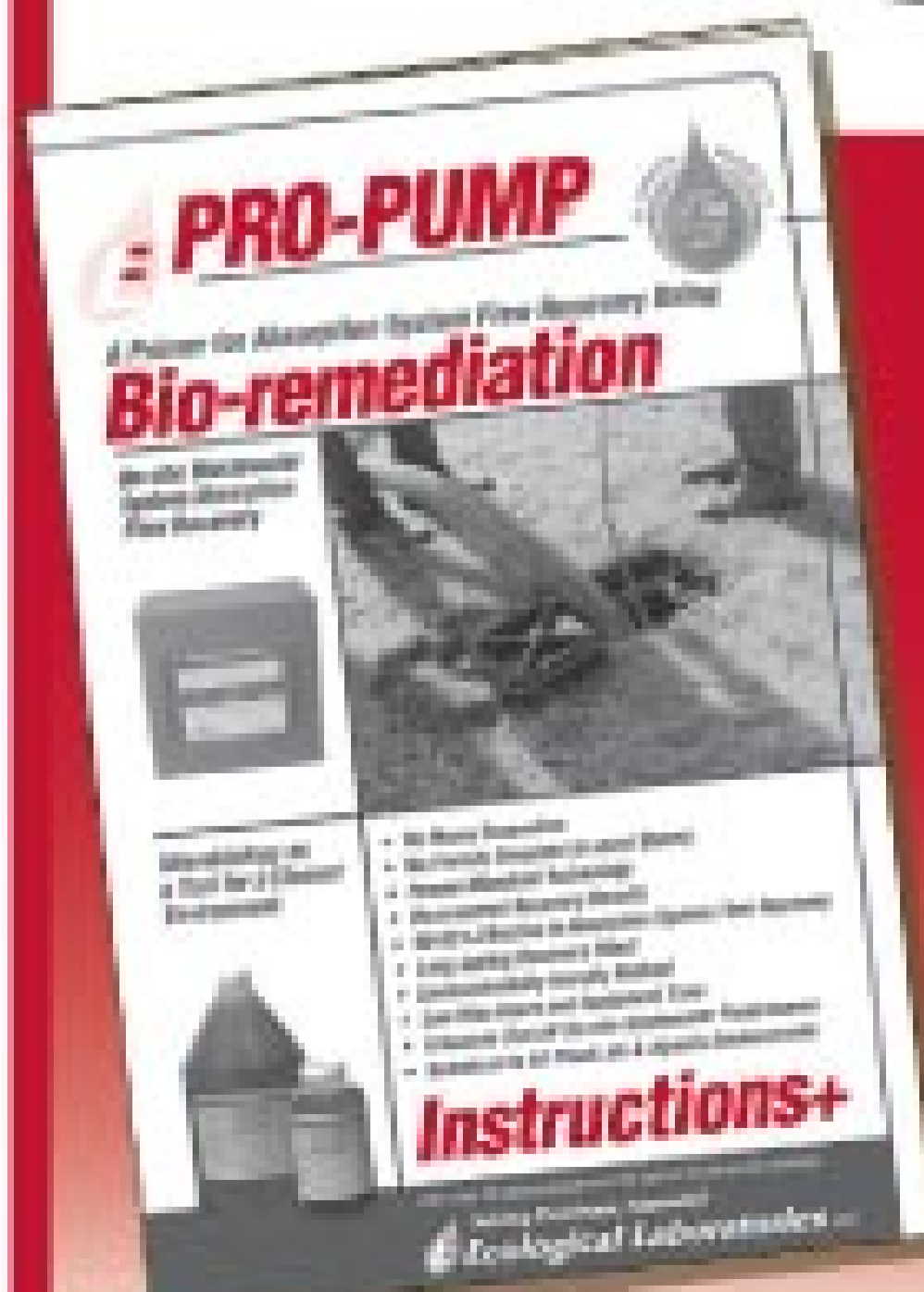
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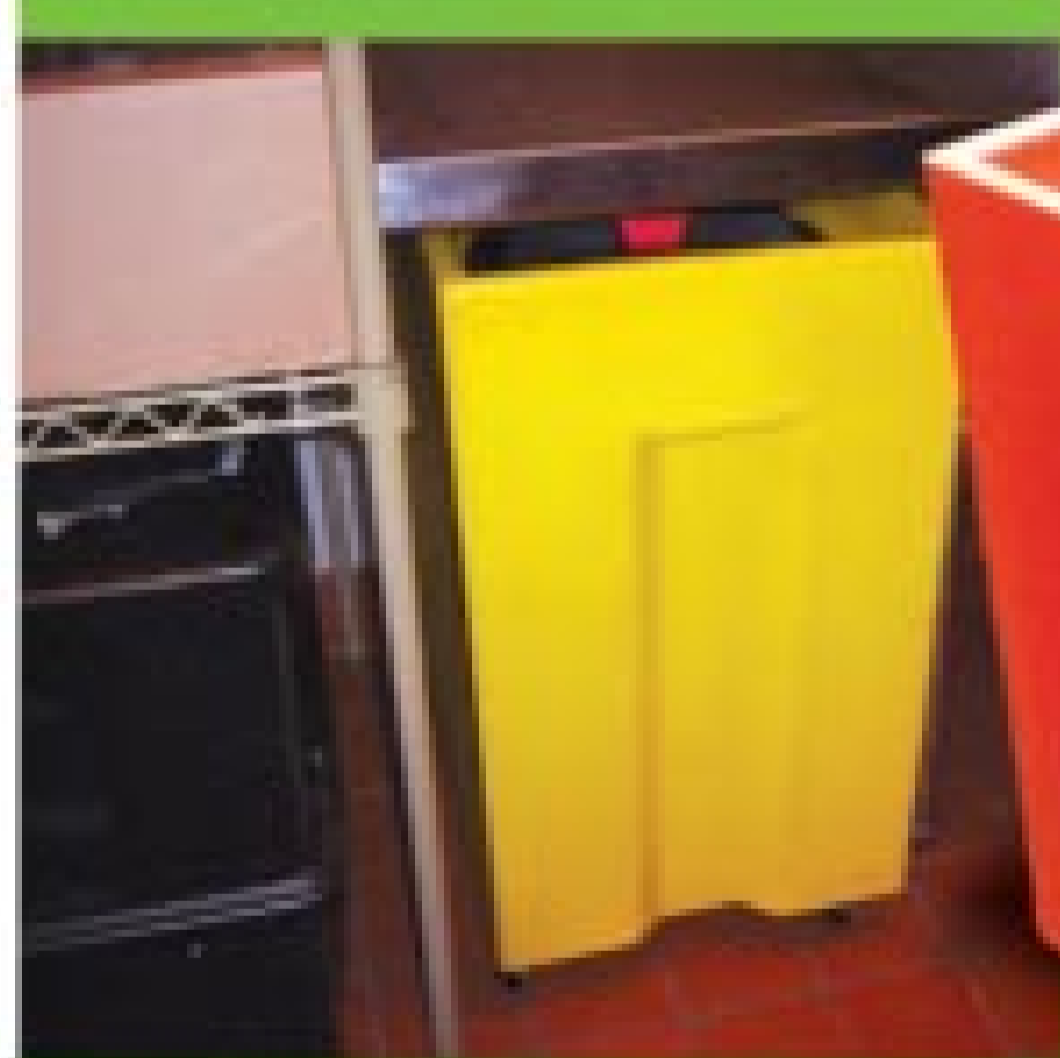
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By **Scottie Dayton**

FLORIDA: FOWA Scholarship Recipients

The Florida Onsite Wastewater Association awarded Bob and Joan Lynch Scholarships to Jonathan Savage and Katie Parr.

Savage majors in engineering and computer science at Virginia Tech. Parr is studying business and accounting at Florida State University.

ARIZONA: Teaching Homeowners

The Arizona Onsite Wastewater Recycling Association Homeowner Septic Education course, presented in Yavapai County, trained nearly 350 homeowners about their onsite systems. The program was videotaped and will be available to state libraries and through the Internet. Gila County health officials also asked AzOWRA to present the program. For more information, call Lowell Fagen at 928/778-7575 or e-mail Lou Brown at azowraloub@gmail.com.

AzOWRA also wrote a Code of Conduct covering general obligations, obligations to others, and obligations to professionalism, and is asking members to sign it.

WASHINGTON STATE: Aging Population

Last summer, the Washington Onsite Sewage Association hosted sessions to gather ideas on how to maintain the number of licensed system designers as a significant number approach retirement. Evaluation of comments enabled the WOSSA board to make recommendations for updating regulations, including changing what is considered acceptable training to enter the industry and allowing the state Department of Licensing for Onsite Designers to accept broader education qualifications for the designer exam.

Other suggested changes included starting an apprentice program and allowing designers to design stormwater infrastructure on the same properties as residential onsite systems. WOSSA will contact several legislators for sponsorship and to time the introduction of the suggested updates into the next legislative session.

WOSSA worked with Indian Health Services to develop a two-hour onsite training program for Nisqually Indian Tribe homeowners. Association members also partnered with Clallam County Health Department to certify homeowners to inspect their own systems. The association's radio show, *Septic Solutions*, answers listener questions.

James Converse asked various industry professional and practitioners what they viewed as the major challenges facing the onsite industry, then summarized their replies in an article published in the WOSSA Fall newsletter (www.wossa.org/newsletter.html).

NEW ZEALAND: Composting Portable Bathroom

Three students at the University of Auckland (New Zealand) Business School took first prize in a social entrepreneurship challenge for a working prototype of a composting portable toilet. Brad Lovett, Angus Blair, and Lucy Luo developed the Green Loos technology. They received \$20,000 in seed capital and \$10,000 worth of mentoring time at a business incubator.

The team tested the Green Loos prototype at Mainzeal Construction. Employees used the unit for two weeks. Lovett said Mainzeal is interested in having Green Loos on all its construction sites. Lovett will use the money to develop molds and to help protect the intellectual property.

Training & Education

Constructed Wetlands Link

During the last 20 years, LaGrange County, Ind., installed more than 300 constructed wetlands treating 150 to 50,000 gpd. Now installers, homeowners, designers, and regulators will find relevant information on these bio-enhanced treatment systems at <http://lagrangecountyhealth.org/constructedwetlands.aspx>.

Educational Presentations

The Arizona Onsite Wastewater Recycling Association Education Committee developed presentations and education programs. Its Realtor education program is approved for three hours of continuing education by the state Department of Real Estate.

The Homeowner Septic Education course covers how onsite systems function. The Member Recruitment presentation is for contractor, designer, and pumper organizations. To recommend a group that would benefit from these presentations, call Lowell Fagen at 928/778-7575 or e-mail Lou Brown at azowraloub@gmail.com.

Minnesota

The University of Minnesota Extension has these classes:

- March 8-10 – Introduction to Onsite Systems, St. Cloud
- March 11-12 – Installing Onsite Systems, St. Cloud
- March 18-19 – Installer Continuing Education, Sauk Centre
- March 19 – Pipelayer Certification, Sauk Centre
- March 30-April 1 – Advanced Design and Inspection of Onsite Systems, Part 1, Mankato
- April 6-8 – Basic Design of Onsite Systems, White Bear Lake
- April 13 – Design Continuing Education, St. Cloud
- April 14 – Inspector Continuing Education, St. Cloud
- April 15 – Troubleshooting, Owatonna
- April 20 – OSHA Competent Person/Pipelayer Certification, St. Cloud
- April 26-28 – Introduction to Onsite Systems, Mankato
- April 29-30 – Installing Onsite Systems, Mankato

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

New Hampshire

The Granite State Designers and Installers Association is offering its Certified Septic Evaluator training programs:

- April 20, Bow
- May 1, Rochester

Call 603/228-1231 or visit www.gsdia.org.

Pennsylvania

The Pennsylvania Septage Management Association is offering an Inspector Certification course March 30-31 at Reading. Call 717/763-7762 or visit www.pasma.net.

Calendar

Feb. 4-5

Ohio Water Quality and Waste Management Conference, University Plaza Hotel, Columbus. Call Karen Mancl at 614/292-4505 or visit <http://setll.osu.edu>.

Feb. 4-6

Alberta Onsite Wastewater Management Association Convention and Trade Show, River Cree Casino, Edmonton. Call 780/489-7471 or visit www.aowma.com.

Feb. 17-18

Nebraska On-Site Waste Water Association Conference, Embassy Suites Hotel, Lincoln. Call 402/476-0162 or visit www.nowra.org.

Feb. 22-23

National Onsite Wastewater Recycling Association Installer Academy & Roe-D-Hoe, Kentucky Exposition Center, Louisville, Ky. Call 800/966-2942 or visit www.nowra.org/academy.html.

Feb. 24-27

Pumper & Cleaner Environmental Expo International, Kentucky Exposition Center, Louisville, Ky. Call 800/257-7222 or visit www.pumpershow.com.

March 22-23

Tennessee Onsite Wastewater Association Conference and Continuing Education Workshop, Embassy Suites and Conference Center, Murfreesboro. Visit www.tnonsite.org.

March 22-25

National Onsite Wastewater Recycling Association Technical Conference and Exposition, St. Louis, Mo. Call 800/966-2942 or visit www.nowra.org.

March 29-30

Granite State Designers and Installers Spring Septic System Conference and Expo, Radisson Hotel in Manchester, N.H. Call 603/228-1231 or visit www.gsdia.org.

Washington State

The Washington On-Site Sewage Association and Washington State Department of Health in cooperation with Washington State University are offering these certification courses at the training center in Puyallup unless stated otherwise:

- March 11 – Design Siting
 - March 17 – Subsurface Drip Design, Moses Lake
 - March 24-25 – Exam Review
 - April 7 – Maintaining Onsite Systems
 - April 15 – Pumper
 - April 21-22 – Wiring Control Panels
 - May 5 – Electrical Control Panels
 - May 6 – Installing Mounds and Sand Filters
 - May 13 – Design Siting, Centralia
 - May 19 – Evaluating and Repairing Onsite Systems, Bremerton
- Call WOSSA at 253/770-6594 or visit www.wossa.org.

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



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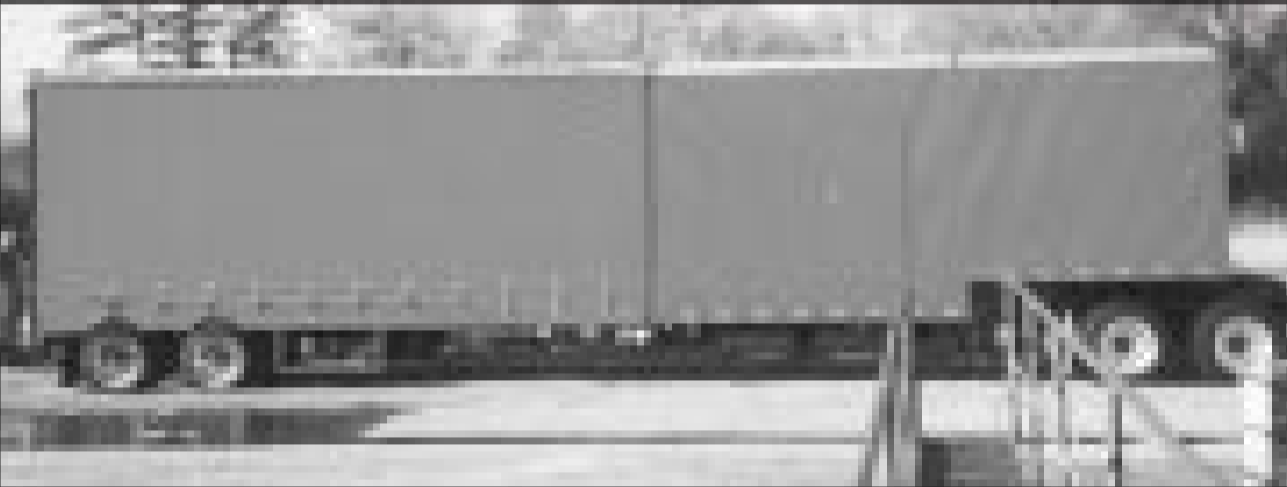
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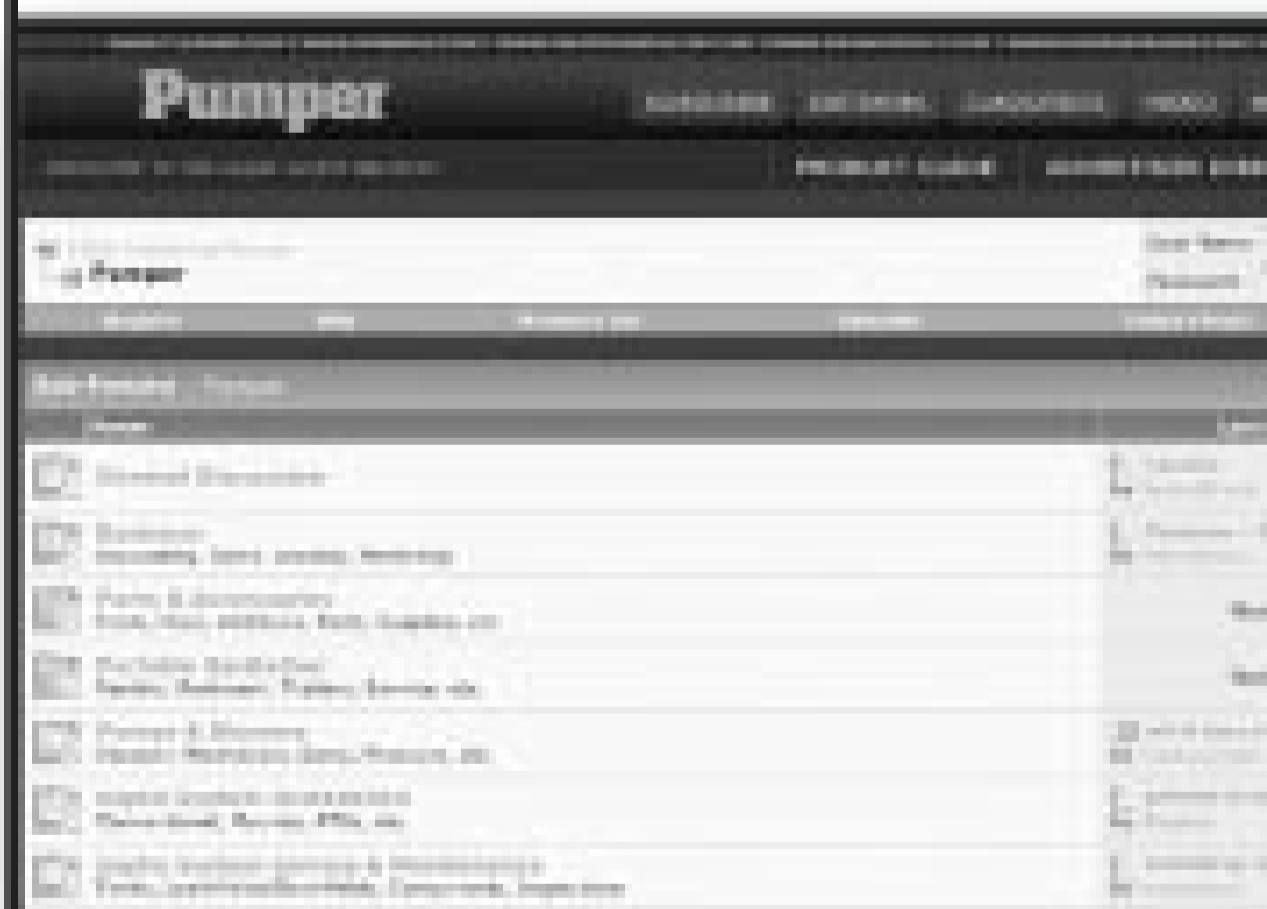
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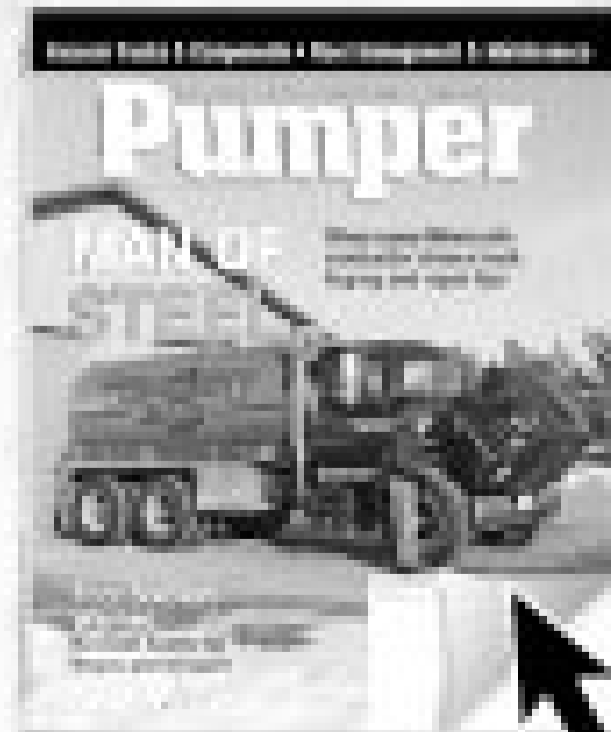
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TRUCK STOP



February



2004 Freightliner: Mercedes-Benz motor, 2500 gal. aluminum tank, 367 Challenger pump, heated valves, 140K miles, serviced every 3K. New tires. Runs great. New truck coming. MUST SELL!\$49,000
1-888-758-6599 P2



2006 Peterbilt 550 Cat: 18-spd., new, never used Amthor 4000 gallon aluminum vacuum tank and Challenger vacuum pump. They don't get any cleaner than this truck.\$99,500
903-278-0026 P2



2005 Vac-Con V390SH: 9-yd. debris body, 3-stage vacuum compressor, hydrostatic blower drive, telescopic boom, articulating hose reel, 2003 Sterling chassis, diesel, automatic. Extremely low hours and miles. (Stk. Joe 12-09A)
Call Joe 312-706-9678 P2



1999 Freightliner: Cummins M11, Rockwell 10-spd., new in '07, 3500 gal. tank & Jurop R260. Recent steer tires, kingpins, shocks, clutch & brakes.
863-441-5264 CP2



1993 Vactor 2110: 2-stage fan, 10-yard body, 80 gpm @ 2500 psi water pump, rebuilt by Vactor dealer. (Stk. 1605)
Call Joe 312-706-9678 P2



1997 Ford LT9501 Vac-Con Jet Vac Truck: C-10 Cat, Allison auto, 44K rears, 20K F.A., John Deere diesel upper, 3-stage blower, 1300 gal. water, municipal truck, 68,299 miles, 2943 hours.
814-696-4343, Hollidaysburg, PA P2



2003 Freightliner FL70: NEW 2500 gal. vac. unit with Challenger 607 liquid-cooled vac. pump, CAT 225 hp, 6-spd. man. trans., 134K miles. Clean oil test, DOT and annual inspection. Delivery available.
\$42,000
Call 734-777-0390 P2



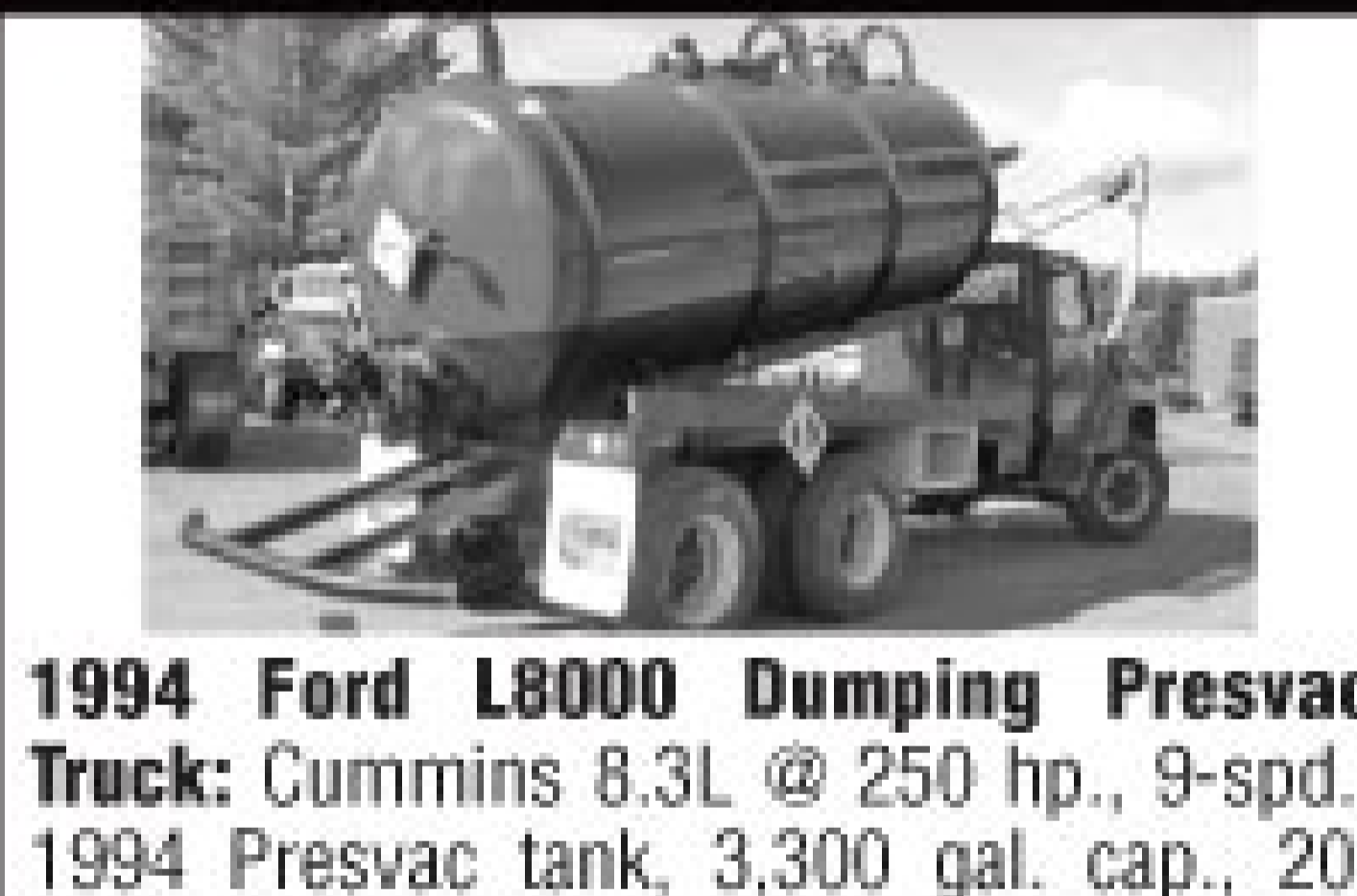
Pre-Owned Portable Service Unit: 2008 F-550: 4x4, diesel, auto, 68,000 miles, 875 Imperial steel (575 waste/300 fresh), 2-toilet gate, tool box both sides, Masport pump, DC10 pump, hydro drive...\$47,871
800-722-7382 ext 213 P2



1997 Vactor 2115: 3000 gal. Ford chassis, 8-spd., Road Ranger man. trans., 91,253 miles. Located in Bayonne, NJ.
Contact Marty Goss
734-576-0489 P3



2004 Vac-Con: IH 7400, DT 530, 63.5k mi, Allison 6-spd. auto, 2,200 hrs., Cummins aux. diesel, Roots 827 PD blower, 120 gpm/3000 psi, 1-1/4" x 500' Piranha hose, 12-yd. Hi dump tank, 1,500 gal. water, 25' suction tube, wireless control. Other vehicles available.\$100,000
631-242-4999 P2



1994 Ford L8000 Dumping Presvac Truck: Cummins 8.3L @ 250 hp., 9-spd., 1994 Presvac tank, 3,300 gal. cap., 20' manway, 4" suction, Fruitland pump, Hendrickson RT susp., 22.5 tires, spoke wheels, hazardous placarded. NEW PAINT.
\$29,500
715-546-2688 PB4



2000 International 5600: Cummins N-14 Eaton Fuller 13-spd., 20Kf/46Kr, 4000 gal. tank with new Fruitland 500 (350 cfm).
\$48,000
936-825-2000 P2



1981 Ford 8000 Vactor/Jet Rodder: 3208 Cat, 13,640 miles, Pony motor, 300 CID Ford engine, only 101 hrs., like new.
\$20,000 OBO
401-727-8600 P2



1999 International 4700: DT466E engine, diesel, 204,000 miles, auto, 11R22.5 tires, 2-compt. 1500 gal. (1100 waste/400 fresh) tank w/Masport vac pump, 95% rubber, 4x2, VERY CLEAN!\$28,000
318-995-6341 P2



2000 International 4700: Lane steel tank 800/300, T444E auto, 179,298 miles, very sturdy truck, good shape, ready to work.
\$30,000 OBO
770-439-2888 P2



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 PB4

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



February



2004 Pete C-7: Allison auto, air ride w/air lifting axle, 3000 gal. tank w/new hose tray, air charged 100 gal. wash tank. Free delivery 1000 miles of Houston. ...\$32,900
800-578-5098 P2



1994 Volvo: Cummins N-14, Eaton Fuller 9-spd., 3150 gallon full tilt/open, relined tank, new Fruitland 500 (350 CFM).
 \$39,000
936-825-2000 P2



1996 International DT44: Automatic, 2004 Karymor tank, 1700 black, 300 fresh, Jurop pump, 250,000 miles. Truck needs TLC. Tank in good shape.\$20,000 OBO
609-758-2700 P2



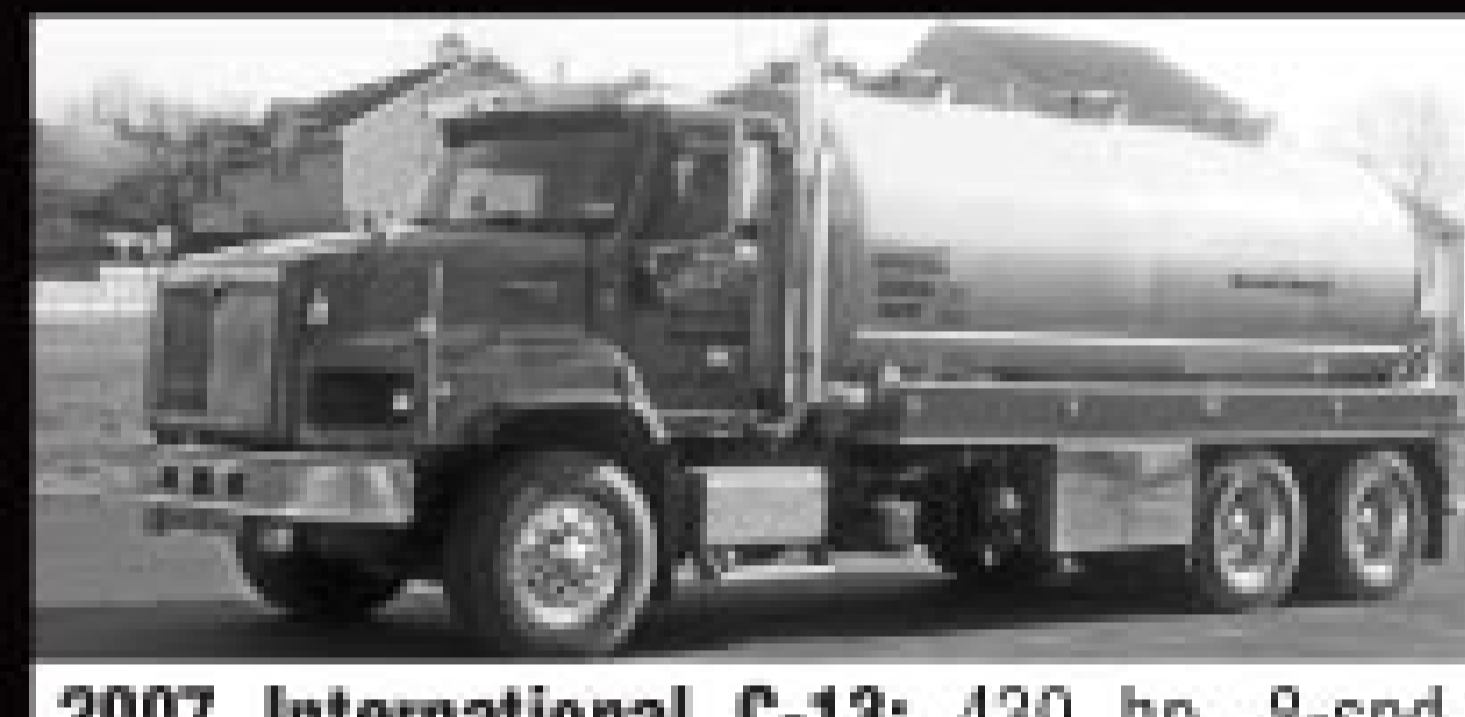
1999 Ford F-450: 850 gal. Satellite tank, 2-toilet rack, Conde Super 6 pump, 4WD. Call for more pics and questions. \$13,500
JR. @ 720-253-8014
www.pumpertrucksales.com P2



2001 Vactor 2110 on a 2001 Int'l: 10-yd. debris body, 1300 gal. water, 60 gpm @ 2500 psi, 8' hyd. teleboom, debris body flush-out, centrifugal separator, multi-flow, tele/rotating hose reel, remote pendant control, fold-down pipe racks. (Stk. 1621)
Call Joe 312-706-9678 P2



BRAND NEW 2008 Ford F-550 Portable Restroom Truck: Auto trans., powerstroke motor, brand new 1100 gallon tank w/new Masport M2 pump.\$49,500
 See full inventory at PumperTruckSales.com.
JR. @ 720-253-8014 P2



2007 International C-13: 430 hp, 8-spd. double-low, 18,000# front/46,000# rear, air-ride susp., alum. 4,500 gal. tank, heated valves, 4' front/rear load lines, digital level indicator, approx. 125K miles.\$115,000
Contact Jr.
Email: hapchukinc@hotmail.com
Ph: 724-222-6080 P2



2004 Isuzu Work Mate: 650 waste, 300 fresh, Masport DC pump, 4-place toilet carrier with lift. Excellent condition, ready to work. Part trade for slide-in unit. West Coast.\$23,500
360-414-8161 P2



STETCO BASIN CLEANERS: 4 in stock, from city. They run and operate.
\$8,900 to \$13,900
 (\$8,900 has no clam shell)
Opdyke Truck Sales
800-520-4704 P2M



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 P2M



2000 Vac-Con Combination Unit on 2000 Navistar 4300: 26,000 GVW chassis with 2-stage fan, 6" suction tube, front hose reel, 500 gal. water tank, 30 gpm @ 3000 psi. (Stk. 1626)
Call Joe 312-706-9678 P2



YEAR END SPECIAL!
2006 Safevacs - Three (3) To Choose From: Sterling LT9511 chassis, MBE 460 engines, 27" Wispair blowers, OMSI transfer cases.Special Price \$139,950 Each
Call 1-888-739-0838 P2



For Sale or Lease: Several stainless steel or aluminum vacuum and non-vacuum tank trailers.
Bulk Tek Sales & Leasing
217-268-4917 P2



1998 International 4700: Keith Huber steel tank 1100/400, DT466 auto, just completed rebuild, new paint, 349,035 miles, original owner.\$30,000 OBO
770-439-2888 P2



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.\$32,000
Call Troy @ 1-800-498-3000 P2



2005 GMC W5500: With refurbished 99 Keith Huber Tugger 600 waste/250 fresh, diesel, auto, 17,950 GVWR, only 53,850 miles, new tires, ready to work.
\$28,000 OBO
Please Call Lance Ellis For Details
706-831-6458 P2

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



February



2000 Ford F-450: 7.3L diesel, 600W/200F LMT tank, Conde pump (3 years old). Two-unit carrier, hitch, and trailer brakes. 3/4 tread tires. 182,000 miles.\$13,000 OBO
715-938-0119 or 715-789-2129 P2



2005 Kenworth T300: 100K Mil, Masport 400, tank capacity 2300/200, automatic trans., O'Brien jetter.\$51,000 OBO
916-580-7245 P2



2005 Ford F-650: 250 hp, C7 Cat, Allison, A/C, 74,000 miles. Alum. wheels with a Crescent model 1350 tank, Masport HXL4, air shift PTO. Will carry up to 10 restrooms.\$59,995 OBO
Call Troy @ 1-800-498-3000, WI P2



YEAR END SPECIAL!
2001 Supersucker: Freightliner FL112 chassis, Cat C-10 engine, 27' blower, Cotta transfer case.\$89,500
Call 1-888-739-0838 P2



1997 Vactor 2110 on '98 Intl. 254: 10-yd. body, 1,000 gal. water, single stage, 60 gpm @ 2000 psi, debris body flush-out, cold weather recirc., 4' hyd. teleboom, tele/rotating hose reel, joystick boom control, auto trans., diesel, 18K fr/23K rr. (Stk. 1618)
Call Joe 312-706-9678 P2



1999 International 4700: 54,000 miles, 6+1 transmission, DT466E, 2,000 gal., Rovac pump. 100 plus feet of 4-inch hose. Ready to work!.....\$24,000 OBO
203-746-3690
or email Bill.R.418@ATT.NET P4



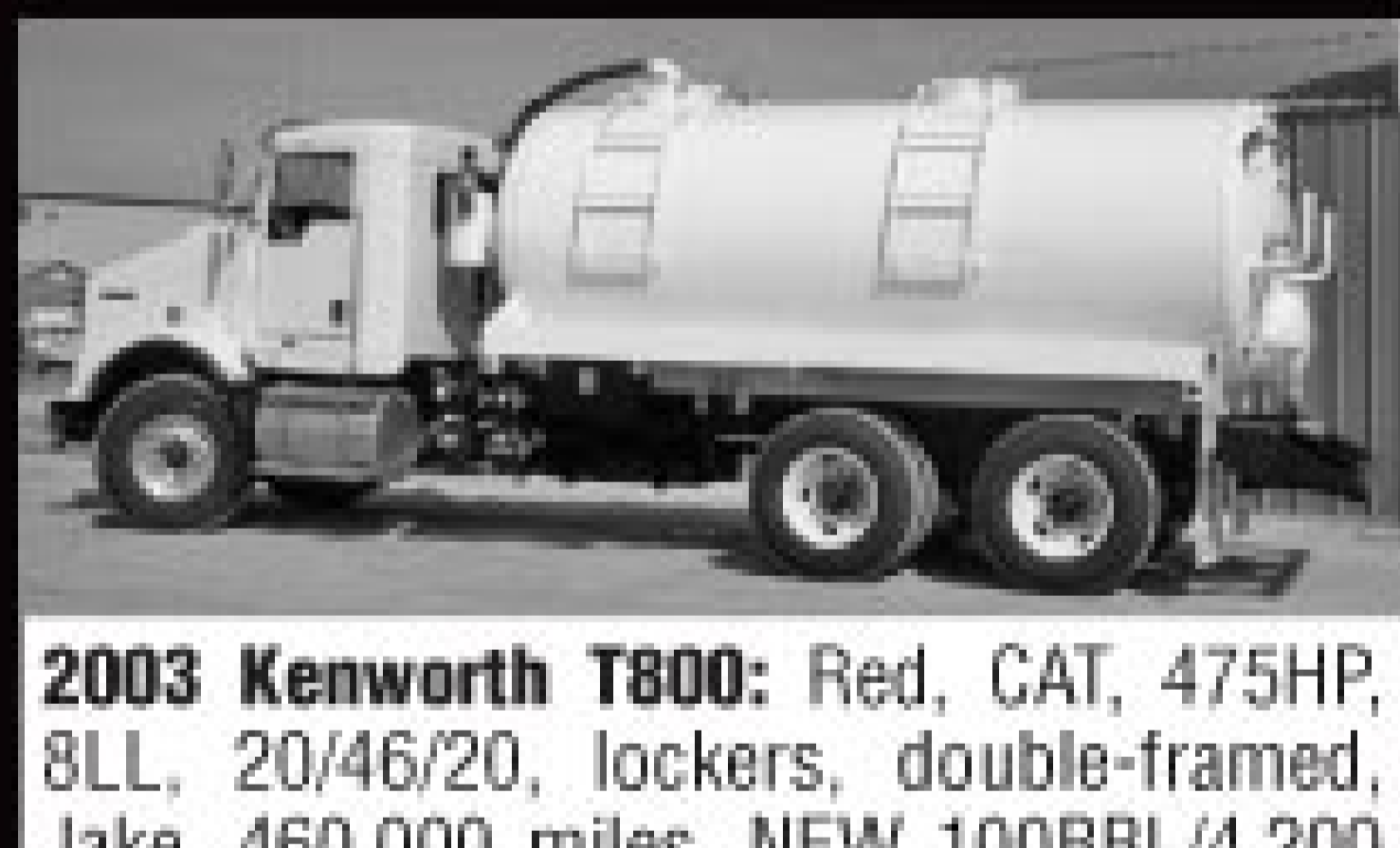
2004 Vactor, Sterling Chassis: 80 gpm, 2500 psi, variable flow pump, PD blower, 600' articulating hose reel, extending boom, 1000 gal. water capacity, 9-yd. debris tank, 3126 CAT motor, Allison trans.
909-422-1430 P2



2004 Freightliner FLD120SD: 2 available, white, Detroit, 400HP, 8LL, 12/46/20, lockers, 161,000/165,000 miles, NEW 80BBL/3,360 gal. tank, epoxy, Masport HXL75WV. Lease-return vehicles, Dyno tested. Delivery anywhere. ...\$79,850 each
Terry 877-500-3993; emillc@att.net P2



2004 GMC Septic Truck: 6-speed, Cat diesel, 99,000 miles, 2300 gallon tank, R260 Jurop vacuum pump.....\$42,000
1-800-592-3308
Rodney Cell 270-832-3793 P2



2003 Kenworth T800: Red, CAT, 475HP, 8LL, 20/46/20, lockers, double-framed, Jake, 460,000 miles, NEW 100BBL/4,200 gal. tank, epoxy, Masport HXL400WV. Delivery anywhere..... \$89,850
2005 Kenworth T800 170,000 miles.
\$109,850
Terry 877-500-3993; emillc@att.net P2



2008 Dodge: 5500 Cummins, automatic, 54,000 miles, 1000 waste/300 fresh. Still under warranty.\$52,000
1-800-592-3308
270-832-3793 Rodney's Cell P2



1992 Ford F-800: 7.8L diesel, 2,300 gal. T-Line tank with Mec pump (8 years old). Heated valves, brand new tires, 223,000 miles. Nice truck\$21,000 OBO
Call 715-938-0119
or 715-789-2129 P2



1998 International 4700: 25500# GVW, DT466E, 175 hp, Allison auto, 272K miles, Coleman KA950 3-comp. (650 waste/200 water/100 wash water), 150 cfm pump powered by hot shift PTO.....\$16,900
Call Judge Coleman 516-398-5638
Email: cwjudge@aol.com P2



Portable Transport Trailers: 13' tires, 23" high. **Special Feb. & March Only:** 8 restroom hauler \$4,000; 10 restroom hauler \$4,500; 14 restroom hauler \$5,300; 16 restroom hauler \$5,700; 20 restroom hauler \$6,500.
1-800-592-3308
Rodney Cell 270-832-3793 P2



2004 Mack CH613: AC-427, Spicer 10-spd., 3000 gal. full tilt/open ASME code tank, Fruitland 500 (350 cfm).....\$77,500
936-825-2000 P2



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.
\$19,995
715-723-3449 P2

Pumper

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TRUCK STOP



February



1999 Kenworth T300: 30K lb. roll-off, 67K mil., 10-yd. concrete wash out boxes & trash boxes.\$39,000
916-580-7245 P2



2005 Vector, Sterling Chassis: 80 gpm, 2500 psi, variable flow pump, PD blower, 600' articulating hose reel, extending boom, 1000 gal. water capacity, 9-yd. debris tank, C7 CAT motor, Allison trans.\$35,000 OBO
909-422-1430 P2



Take \$15,000 Off This Month Only!
 Hard to find TST Liquid Ring Vac Truck! 2005 Freightliner w/only 160K miles! Cat 7 engine; full ACME coded 3500 gal tank w/2300 psi jetter; must see to appreciate!Buy in February only \$144,999
865-805-4662 P2



USED 2000 Keith Huber 600/300 Gal. Tank: Very good condition, includes tool-boxes, Shor Flo fresh water pump, 2-toilet carrying rack and Masport pump model HXL4DE.\$6,500 OBO
410-365-1109 P2



2004 GMC W5500: Isuzu engine, auto trans., 1,250 gallon tank, spring susp., 274,126 miles.\$19,500
800-462-7728, ext. 301,
www.nasset.com P2



2002 International 4300: Progress aluminum tank 1700/300, DT466 auto, 225,625 miles, a real work horse, good paint/body.....\$35,000 OBO
770-439-2888 P2



New 2007 International DT 466: 225 hp, pre-emission, 6-spd. with new 2300 gal. tank and R-260 Jurop vacuum pump, 350 cfm.....\$65,000
1-800-592-3308
Rodney Cell 270-832-3793 P2



2006 Freightliner CL120064ST: 435 HP MBE 4000, Fuller 15210C, A/R susp, A/C, 275K miles, 12K/40K, 170 in. WB, c/w NVEF367 vac pump, 130 bbl Troxell vac trailer. (8 units)\$65,000
817-271-8063 P2



IN PRODUCTION NOW! NEW 2010 Peterbilt 367 ISX: 525 HP, 18-spd, 20/46/20, double-framed, Jake, lockers, all aluminum wheels, NEW 110BBL/4,620 gal. tank, 84" diameter, epoxy, Masport HXL400WV. Delivery anywhere.\$165,000
Terry 877-500-3993; emilic@att.net P2



New 2010 Peterbilt Model 340: Paccar PX-8 (330 hp), Eaton Fuller 10-spd., 3000 gal. ASME code tank, Fruitland 500 (350 cfm).....\$138,000
936-825-2000 P2



PRICE REDUCED!
1990 Ford L8000: 1999 2300 gal. Imperial tank, rebuilt 360 Challenger pump, excellent rubber, heated valves.....\$18,000
585-229-2504 P2



1996 Western Star: M11, 370HP, 20F/46R, 13-spd. Eaton Fuller, air ride, 340K, rebuilt Jurop 150 pump CFM 506. 4600 gal. Karymore aluminum tank w/heated valves.\$40,000
www.DarrellsSeptic.com
715-425-1025 P2



1971 Ford L8000: 33000# GVW, 210 hp Cat 1160, (new 1991) 5-spd. trans., 2-spd. rear, 2200 gal. Coleman, 3' intake, 4' discharge valves, 150 UKAC vacuum/pressure pump, powered by air shift PTO.\$15,900
Call Judge Coleman 516-398-5638
Email: cwjudge@aol.com P2



1996 International 9200 Dumping Presvac Truck: Detroit 60 series @ 330 hp, Spicer 10-spd., (00) Keith Huber body w/4,396 hrs., 3,249 gal. cap., air ride, new 22.5 recaps, disc wheels, new paint, hazardous placarded.\$59,500
715-546-2680 PBM



2005 Chevy C-4500: 6.6L Duramax diesel. 350F/650W square tank with spray on bed liner and Conde pump (4 mo old). Aluminum lift gate, carries 8 units, double sided. 187,000 mi.\$43,000 OBO
715-938-0119 or 715-789-2129 P2



1997 Chevy Cab Over: 33000# GVW, air brakes, Cat 3116 215 HP, 6 speed, A/C, 183,000 miles, 1,200 gallon ASME-DOT tank, plenty of cabinets\$15,990
Call Judge Coleman 516-398-5638 P2

Pumper see photos in COLOR at www.pumper.com

TRUCK STOP



February



30-Yard Dewatering Box: All ready to use.
.....\$24,000
603-276-3402 P2



2006 Volvo VHD64 w/Gapvax HV56 Industrial Vac. Loader: Volvo 465 hp, 10-spd., Osmi transfer case, hydro.drive, Hixon 8702, 1200 gal. water tank, 17-yd debris, Uraca water pump (11,600 psi). Remotes & manuals available. Tow pkg. 22,391 orig. mi., 1,700 blower hrs., warranty.....\$187,500
Daryl @ Four Way 717-354-3199
New Holland, PA P2



1999 International 8100 Vacuum Truck: 3600 gal. tank, runs good, Jurup pump. Won't last long at\$29,500
903-278-0026 or 903-794-9921 P2



1999 Isuzu: 600 waste, 250 water, Keith Huber tank, toilet rack. Truck works every day, in good condition.....\$10,500
270-828-3496 P2



1999 Mack Glider: 65,352 miles, 350 engine, 18 speed, 18 fronts, 38 rears, 44 max suspension, 3500 gal. steel tank, 850 cfm pump.....\$30,000
203-453-5025 P2

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2004 Mitsubishi Fuso: FG Model 4x4, 120K miles, 525 waste, 325 fresh Progress tank, Masport pump, toilet carrier, hot water heater, new brakes... \$26,500
Call 1-828-756-7268 P2

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Please print ad legibly with correct punctuation and PHONE NUMBER. Don't forget to send photo!

RATE \$125 PER AD, PER MONTH, PER PUBLICATION WITH A 30-WORD MAXIMUM – **PLEASE NOTE:** You can only advertise **ONE TRUCK** for sale per ad.

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

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PUMPER MSW CLEANER ALL 3 PUBLICATIONS (TRIPLE DOLLAR AMOUNT)

Company Name _____

Address _____ Phone _____

City _____ State _____ Zip _____

PLEASE FILL OUT CREDIT CARD INFORMATION COMPLETELY: CREDIT CARD NO. _____

CARDHOLDER NAME _____

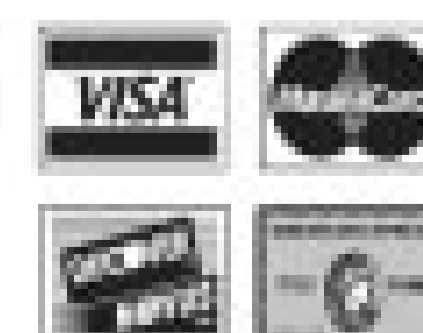
• **MAIL** this completed form with payment and photo to:
COLE Publishing Inc., P.O. Box 220, Three Lakes, WI 54562
(Make check/money order payable to: COLE Publishing Inc.)

• **ONLINE** ad form at: www.pumper.com; www.cleaner.com,
www.mswmag.com

• **FAX** this completed form to: 715.546.3786 and **E-MAIL** photo to:
truckstop@mswmag.com, truckstop@pumper.com, truckstop@cleaner.com

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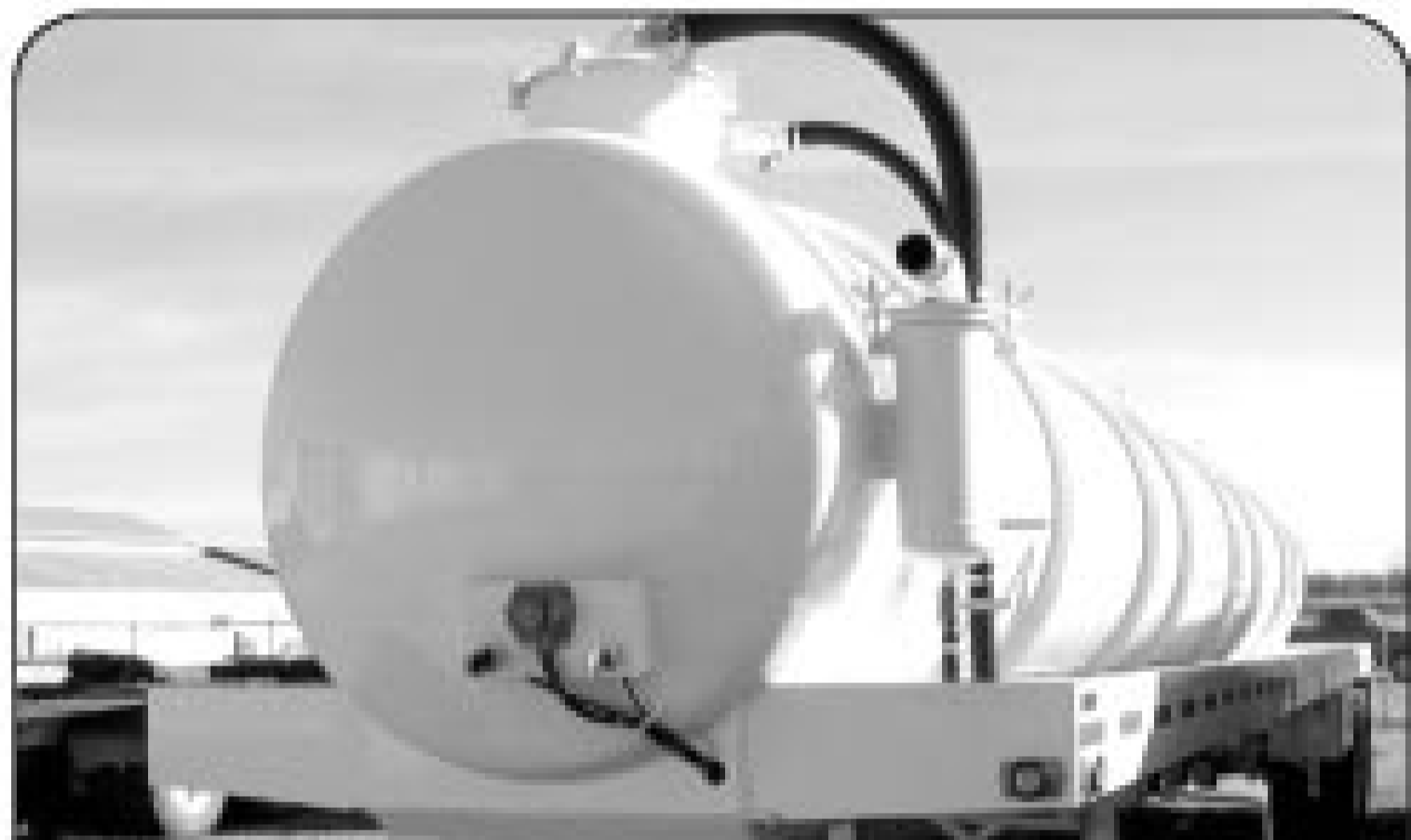
2003 IH 4400, DT466E (215 hp), 6-spd., 33K GVW, new Wally 403HR vacuum pump, new 2300 gallon vacuum tank.



1992 Ford F900, Diesel 210 hp, Allison auto., air brakes, Moro vacuum pump, 2500 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.



2001 IH 4700, DT466E, Allison auto., non-CDL, 75K miles, new Wally 403HR vacuum pump, new 1600 gallon vacuum tank.

CALL US BEFORE YOU BUY!

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

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



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(PBM)

AERATORS

TERRALIFT AERATOR: 20 hp Kohler engine, Atlas Copco compressor. Complete with hoses and styrofoam pellets, self-propelled. \$7,000. YORKVILLE, IL . 630-417-9396. (P2)

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. (PBM)

BUSINESSES

Looking to sell your industrial cleaning, hydroexcavation or waterblasting business? We have buyers. Must have gross revenue in excess of \$1,000,000 annually. Nationwide interest. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

Looking to sell your business? We can effectively market your business to more than 100,000 potential buyers in the liquid waste, portable sanitation, and sewer & drain industries, as well as your local markets, the Internet and other venues. No upfront fees — you don't pay unless your business sells. To learn more about brokering your business through B2 Business Brokers powered by Pumper, call 800-257-7222. (PBM)

BUSINESSES

Growing Septic & Port-A-Potty business for sale in beautiful Truth or Consequences, NM. Expanding area with Spaceport and NASA raceway under construction. Includes business, two septic trucks, port-a-potties. \$87,000. Call Steve 575-740-2526. (P4)

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

Portable Toilet Company for sale in Suffolk County, NY. 2 porta-pottie trucks (service & delivery), 2 trailers (10 units & 12 units), 75 portable toilets, 5 handicap units, 2-4 person handwash stations, 300 gallon holding tank. Asking \$95K — serious inquires only. Call 631-472-1487. (PBM)

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. (PBM)

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NORTHERN CALIFORNIA/RENO, NEVADA AREA PORTABLE RESTROOM SERVICE BUSINESS FOR SALE. Owner is motivated and inventory alone is worth the asking price. Includes 100+ restrooms, sinks, ADA units, holding tanks, 2 service trucks and a delivery trailer. Annual revenue in excess of \$100K each of the past 4 years. List of existing customers and contracts included. Owner is willing to train if needed. Asking \$75,000 - **make an offer.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (P6)

BUSINESSES

FOR SALE OR PARTNERSHIP: 15-year-old well established septic pumping/installing/backhoe/lawn grading/hauling Corp. Partnership would give you 1/3 stockholding share of the business and you would be a working employee of the Corp. as well as a stockholder. We will train you and get you licensed. Located in Central Illinois. There is much potential for growth but we need you to do that! Sale price is \$160,000. Partnership/stockholder buy-in price is \$52,000. 217-417-0374. (P2)

North Carolina Septic, Drain Cleaning and Installation Business for Sale. Showing good growth over the past 3 years. Includes all equipment to operate, extensive customer list, and owner is willing to train if necessary. Asking \$110,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

FOR SALE: 25-year-old restaurant service company specializing in hood system cleaning and ceiling restoration. Serving WV, OH and KY. Large loyal customer base. Grossing average \$600,000 2009. All vans, equipment and experienced service techs in place. \$375,000. Will train. 304-372-2158. (CP2)

LOOKING TO BUY: Good quality portable toilet company, septic/grease hauler, and/or commercial vac/jetting companies in North/South Carolina and Ohio. Serious buyer. 704-929-1845. (P3C4)

PORTABLE RESTROOM BUSINESS FOR SALE IN SOUTHWEST FLORIDA: 300 toilets, 5 handicap, 7/2 person wash stations, 2 trailers, 2 pumper trucks. Family owned and operated. 813-454-4865. (P2)

Looking to sell your portable restroom business? We have buyers looking in the following areas; Florida, California, Virginia, Iowa, Kentucky, New York, Pennsylvania and more! Must have gross revenue in excess of \$250,000 in most cases. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

BUSINESSES

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)

Well-Established and Profitable Texas Septic, Sewer and Installation Business For Sale. Grossing in excess of \$1,000,000 annually, customer list of nearly 2,000 accounts and 430 contracted customers. Includes nice late model equipment, most are 2007, 2008 model years. Real estate with rental income can be purchased separately if interested. Asking \$799,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

BUSINESS OPPORTUNITIES

BE YOUR OWN BOSS! Start your own portable restroom company! 100 portable toilets and a service truck for only \$25,000. Call 505-345-3965 today! (PT4)

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South Jersey Plumbing & Heating Franchise For Sale: Gross \$750,000+. 4-truck operation, '08 trailer jetter, Cat 416B, B26 Kubota. Owner willing to hold license. Asking \$399,000. Call 609-470-1510. (CPTI2)

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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)

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in the liquid waste, portable sanitation, or sewer & drain industries? Call B2 Business Brokers powered by Pumper at 800-257-7222 and we can add you to our VIP buyer list. No obligation, no fees, no pressure. (PBM)

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

DEWATERING

DISSOLVED AIR FLOTATION UNITS:

150 GPM stainless steel, \$25,000 FRC; 100 GPM Martint carbon steel (new); 75 GPM circular DAF carbon steel, \$15,000. **FILTER PRESSES:** 35 cubic foot Netzch, \$17,000; 20 cubic foot Netzch, \$13,000, 100 cubic foot JWI w/mezzanine, \$90,000; 125 cubic foot JWI w/mezzanine, \$110,000, new condition, auto place shifter; 30 cubic foot Netzch w/mezzanine, \$40,000, new condition w/plate shifter Many other sizes available. For more information, call Clay @ 803-422-6230. (P3)

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

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HAZARDOUS WASTE UNITS

1987 Pete 379 with Presvac 3000 gal. stainless steel dump/door, DOT certified vacuum tank, Presvac PV750 pump, Cummins big cam with alum. budds. KLM Companies. 617-909-9044. (P2)

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

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ATTENTION: Fleet of Mack vacuum waste oil trucks. Assorted size MC312 aluminum vacuum tanks. As seen on ebay and craigslist. 417-619-5111. (PBM)

2003 Freightliner, Cat engine, 412 hp, 13-spd., Jurop pump, 4,000 gal. DOT 412 cert. Amthor tank. \$65,000. Call JR. @ 720-253-8014; www.pumpertrucksales.com. (P2)

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)

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1988 IH model 2554 with a Presvac 3,200 US gallon carbon steel tank and PV750 pump. (Stock #4922C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

2009 Sterling with new Presvac 3200 gal. stainless steel DOT certified dump and door with Moro PM100 vacuum pump. KLM Companies, 617-909-9044. (P2)

JETTERS-TRAILERS

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

JETTERS-TRUCKS

2000 Isuzu FRR, 19,500 GVW, 6-cyl. turbo diesel, Allison 6-spd. auto, 104,000 miles, insulated & heated 14' aluminum box, US Jet 4014, 1,500 hrs. All in good condition. \$15,900. 563-927-5823. (CP2)

1985 Ford 7000, cabover, 5-speed, 53,420 miles, single engine, PTO drive, 1500 gallon tank. Myers D65-20 water pump. Caterpillar engine 3208. \$10,000. Call 601-373-3736; rhvss@aol.com. (P3)

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

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)

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

1994 Vac-Con, 16-yard debris tank, 1250 gallon water tanks, telescoping boom, articulating hose reel, 3 stage vacuum. Rebuilt automatic transmission, split shaft drive for vacuum. L8000 Ford chassis, 128K miles. \$50,000. Call 601-373-3736; rhvss@aol.com. (P3)

JET VACS

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2003 Vactor 2110, **PD blower**, 80 gpm, 2500 psi pump, pump-off system, articulating hose reel, extendible boom. Was city owned. In excellent condition. Located in Dallas. 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)

www.myjetvac.com Replacement parts, tools and accessories for your jet vac. Check us out at www.myjetvac.com. (CMP3)

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PORTABLE RESTROOMS

50 Satellite Maxim 3000 portable toilets. All grey in color and in good condition. Located in Central Valley, Ca. Call 209-628-0444. (P2)

BLOW OUT SALE: Good condition, 300 PolyJohn half units, \$250-\$350 ea.; 300 Maxim 3000 units, \$225-\$250 ea.; Regular units, \$125-\$200 ea. Contact Manuel @ 305-970-9837. (P2)

Olympic Hi-rise fiberglass portable toilets only use on one job site, \$250 ea. 100 Satellite Tufway construction portable toilets, \$200 ea. Call 573-450-8378 for more information. (P4)

500 used fiberglass toilets. \$50 each. Handicaps also available. Various condition. Great for construction sites! Call Mike 505-345-3965. (P4)

150 Polyjohn PJN-3s with hand sanitizers. 1-4 years of age. A-1 condition. Ohio area. \$325 ea. + delivery. 419-865-4830. (P3)

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Used PolyJohn units, green/gray in color, good to excellent condition, wood skids, \$135 - \$150. Call Brett at 1-352-446-0475. (P3)

FOR SALE: Used Porta-potties: Green PJ3s and green Synergy World Taurus units. Good to very good condition. \$250 per unit. 573-864-5062 or 573-864-5597. (P4)

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

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

PORTABLE RESTROOM TRAILERS

2006 COSHI 20' & 12' Trailers. 20' 3 women stall, 1 men stall and 2 urinals, \$24,000. 12' 4 individual rooms w/toilet & pedestal sink, \$13,500 OBO. In excellent condition. Call 619-793-5577. (P2)

2008 ACSI - AD16 with interior package upgrade. Six-station, stereo, heat traced tank. All of the extras, excellent shape. Will email pictures. \$32,500. Please Contact Chris or Jeff at 217-224-1932. (PT3)

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

2007 ACSI 20' x 8'6" Presidential Restroom Trailer. Special features include: simulated marble interior and wood flooring, electronic flush toilets and urinals, tinted skylights, brass fixtures, remote thermostat, stereo, oriental rugs, paintings and plants. Call for pricing and more information. 800-690-5756. (PT2)

Several Olympian restroom trailers for sale, all sizes. Two Luxury Liners and four Executive Series, one is brand new. 845-883-9538. (P2)

McKee portable toilet transport trailers, 3-12 pack; 2-6 pack. American Engineering 828 Tonto and 814 Royale, 2 decons. 315-437-1291. (P2)

PORTABLE RESTROOM TRAILERS

2001 61' Olympic Fiberglass restroom trailer, 2 women's stall, one urinal, one man stall, A/C, heat. Very high end unit. Like new. Pictures upon request. \$8,000. 812-280-1600. (P2)

PORTABLE RESTROOM TRUCKS

2004 Int. 4300, stainless, \$42,500; 2002 Int. 4300, \$32,500; 2001 Int. 4700, \$32,500; 2000 Int. 4700, \$25,000; 1998 Int. 4700, \$22,500. 200 restrooms, \$125 - \$300 each. Call 256-757-9900 or visit www.pbsos.com for more info and pictures. (PBM)

1999 GMC W5500, Keith Huber Tugger (600 waste/200 fresh), 267,000 miles. All pumps work, 2 unit carrier, small leak in fresh water tank. Diesel/automatic. \$9,600. 815-946-2813. (P3)

2003 Ford F550 w/600 gallon sewage tank and 200 gallon fresh water tank. 6L diesel, 6 speed manual transmission, \$18,000. Call 573-450-8378 for more information. (P4)

2006 F350 XLT 450 waste, 200 fresh, 71000 miles. Tank, catwalks & unit hauler less than one year old. Conde 6 mounted under hood. For more info. call 320-356-9121. (P2)

1990 GMC, 6.2 diesel, (Jasper engine, re-manufacture 15,000 miles), auto, 400/175, Masport, hauls six units. Price includes 6-place trailer and 10 used Polysan toilets. Package price \$13,800. Call 989-379-3054 MI. (P2)

BLOW OUT SALE: Aluminum Portable Toilet Tankers: '02 F-650, \$18K; '02 Isuzu, \$17K; '02 Inter., \$19K; '02 Inter., \$19K; '03 Inter., \$32K; '05 Inter., \$42K; '06 Inter., \$48K. Masport pump, pressure cleaners; 500 clean & 1500 waste. Contact Manuel @ 305-970-9837. (MAKE AN OFFER) (P2)

2007 F-550 XL Super Duty, 130,000 miles, Lely tank, 600 waste/250 fresh, 2-unit rack, wash down pump and hose reel. \$18,000. 325-388-4332. (P2)

2001 F-550 with Keith Huber tank 600/200. 7.3 diesel, high miles. Asking \$10,000. Call 585-335-9466. (P3)

PORTABLE RESTROOM TRUCKS

2002 Ford F-550. Stainless Satellite unit. 650 waste, 300 fresh. 116K miles. \$25K OBO. Located Central Valley, Ca. Call 209-628-0444. (P2)

2005 F-350 XLT, 6.0 diesel, auto, 500/225, Masport, galvanized troughs, hauls two toilets, 160,000 miles. Price \$26,500. Call 989-379-3054 MI. (P2)

2003 International 4300 DT466 automatic, wet kit, Conde SDS vac pump, pressure washer, huge cabinets, SS-1100/300 tank, 2-unit SS carrier, heated valves, well documented maintenance. \$45,000. 262-483-6380. (PT3)

2000 Intl. 33,000 GVW. Automatic. 1000 waste/450 fresh. Toilet carrier. 1999 Freightliner FL70. 33,000 GVW. 7-speed. 1000 waste/450 fresh. Both ready to work and priced at \$20,000 each. 505-345-3965. (P4)

1998 F-Series Ford, 26,000 GVW, Cummins engine, 6-spd., 3 compartment tank, 750/200/100, Battioni vac pump, heated valves, 2-unit rack. \$15,950. 262-483-6380 WI. (PT3)

2006 International CF600 with Abernethy 600 waste/400 water tank and 2-toilet carrier rack. Masport M4-H4 pump. \$36,900. 828-371-0948. (CPT3)

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. (P2)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, airbrakes, 3-compartment aluminum tank (450/1400/250), M-10 water-cooled pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures www.acoinc.com/classified. Location Phoenix, AZ and Las Vegas, NV. \$35,000. 208-362-3193. (P2)

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

PORTABLE RESTROOM TRUCKS

1995 red Chevy 3500HD, auto trans, gasoline, 8 hp Honda setup, 500 waste/200 fresh, new trans. Asking \$4,800. Call 800-473-3205 Ohio. (PT2)

2008 Dodge 5500, Cummins, automatic, 54,000 miles, 1000 waste, 300 fresh, \$52,000. Still under warranty. 2006 GMC Duramax diesel, automatic, 1000 waste, 300 fresh, slide-in tanks 600/200, \$10,000. Portable transport trailers, new and used. Lane's Vacuum Tank, 800-592-3308. Rodney Lane cell 270-832-3793. (PBM)

2005 GMC5500 4X4, Durmax eng model 6600, Allison auto, 26,5715 miles, Keith Huber system, 2-toilet carrying rack, 3-compartment tank (700waste/200premix/200fresh water heated) Masport vac pump, pressure washer, gwv 19500. \$25,999 OBO. John 508-962-5489. (P3)

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National pipelining company seeks experienced large and small diameter experienced lining technicians. F/T, benefits, 401K. Valid DL, ability to travel, a plus. Contact Jeremy 215-702-9100. (CP2)

A leader in underground inspection systems is looking for a highly motivated, self-starting individual to lead one of its field inspection crews. Candidates must possess the following skills: • Strong experience in water or sewer conveyance systems and pipeline assessment (minimum 5 yrs.) • Proficiency in project assessment for productive, effective execution • Strong communication skills (verbally and electronically) • Strong organizational skills in project execution • Strong leadership abilities • Team player • Proficiency with as built drawings, blueprints, maps, etc. • Strong computer skills overall and specifically in CCTV environment. This position requires: • Extensive travel (75-90%) • Aptitude for execution of field operations in a safe, efficient and customer oriented manner • Ability to partner with all internal departments related to engineering, process improvement, administration, etc. • Strong customer interaction to maintain positive information sharing during the operation. Please forward resume and cover letter to rks210@hotmail.com. (P2)

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POSITIONS AVAILABLE

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Utile vacuum pump model L-215, blue series, never used, still on shipping pallet. \$1,200 OBO. Call 732-688-8766. (PT3)

Need a vacuum pump for your portable pumper? Try our new 30 cfm, 12 volt system. Less noise, no fuel. Automatic oiling, cheaper than a gas engine. 800-545-0174. www.tanksandpumps.com. (PBM)

Selling a year 2000 Imperial M-4000 TM vacuum pump/tank. Tank is ready for truck mounting. Selling for \$6,000 OBO. 715-937-5765. (P2)

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

Jurop PN23 (93 cfm) vacuum pump with 11 hp electric start Honda. Self contained, belt drive package. Excellent condition, sized for 500-1000 gallon tank. \$1,500. 256-435-8868. (P2)

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KMH Equipment Company has a full range of late model combo units and industrial vacuum loaders for sale, rent or lease. Visit us at our website www.kmhequip.com for a complete listing of our equipment, or call us at **888-564-0202**. (CP2)

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.vsi rentalsllc.com**. (PBM)

ROLL-OFF TRAILERS

1993 Galbreath AC416 single container roll off trailer. Bridge weight design, just sandblasted and painted with aluminum Budds. Good condition. \$14,000. KLM Companies. 617-909-9044. (P2)

ROLL-OFF TRUCKS

1998 Volvo WG64 quad axle roll-off truck, 75,000 PD Universal hoist with new auto tarp system, Cummins 400 hp with low miles. Must see. KLM Companies. 617-909-9044. (P2)

SAFETY EQUIPEMNT

Safety Supplies and Gloves of all kinds. Since 1982, low prices, great service. Call for catalog. **Free samples** 800-282-1007. www.tophandglove.com. (CP2)

SEPTIC TRUCKS

1996 Western Star, M11 370HP, 20F/46R, 13-speed Eaton Fuller, air ride, 340K, rebuilt Jurop 150 pump CFM 506. 4600 gallon Karymore aluminum tank w/heated valves. www.DarrellsSeptic.com, 715-425-1025. (P2)

2002 Int'l Model 8100, 2008 steel 3300 gal. tank, full open rear door, NVE pump. Like new. \$43,000. 239-455-2028. (P3)

2003 Sterling LT9513 (4 available - matched set). CAT-C12, 410 HP, 8LL, 20/46/20, walking beam, full lockers, Jake, factory double frame, NEW 100BBL/4,200 gal. tank, epoxy, Masport HXL400WV. \$93,500 each. Delivery anywhere. Terry 877-500-3993; emilic@att.net. (P2)

1996 "GMC TOP KICK". Good condition, runs well, 240,000 miles, 1800 gallon, brushed aluminum tank, hoses included. Ready to work. \$21,000. 325-388-4332. (P2)

1999 Freightliner FL70, Cummins diesel, very low miles, w/2000 Jay's 2300 gal. vac tank, Battioni 600 water-cooled vac pump. \$27,500. 563-927-5823. (CP2)

1983 International 2500 gal. vacuum septic truck. DT466, runs excellent. 5-spd./2-spd., PS, AB, new front springs, new tires/brakes, 100' 3" hose. Clean, dependable, ready to work. Looks great! \$10,500. 845-863-6080. (P2)

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2004 Freightliner: Mercedes-Benz motor, 2500 gal. aluminum tank, 367 Challenger pump, heated valves, 140K miles, serviced every 3K. New tires. Runs great. New truck coming. **MUST SELL!** \$49,000. 1-888-758-6599. (P2)

1994 GMC Topkick, 1000 gallon dump, full open rear head, propane/gas powered, bad pump. \$7,000 OBO. 913-558-1231. (P3)

1992 International 4900 7-speed, 2500 gallon tank with hydraulic lift and full open rear door. Masport liquid cooled pump. \$25,000. WI 920-585-9924. (CPBM)

1999 Mack, 350 hp, 10-speed. 18,000 front, 44,000 rear, camel back. 130,000 miles. 4000 gallon full open door Transway vac tank with hoist and vibrator. 1200 Transway pump. Just inspected, ready to work. Good rubber. \$70,000. Call P&P Septic, 1-802-658-6243. (P2)

2000 Sterling with Cummins diesel, tri-axle, new tires, new turbo, Eaton Fuller 8LL transmission, A/C, and cruise control. 210,000 mi. \$46,000 OBO. 715-938-0119 or 715-789-2129. (P2)

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

I am a Buyer of Vacuum Trucks. I buy Wholesale only if you need fast cash and need to sell your Vacuum Truck. We buy Wholesale only. Call me Ricky 903-278-0026 or 903-794-9921 or email rickchrome@att.net. (P3)

2007 Sterling LT 9500 vacuum truck w/3360 gallon tank, Masport pump, 14,000 miles, shop kept, excellent condition. \$88,000. 888-867-9507. (P2)

1989 Volvo, 2000 gal., 90 gal. fresh, liquid cooled Masport pump, heated valve, full open rear, hoist, cab over, auto, pintle hitch, good shape, used weekly. \$17,000. 612-366-5638. (CP2)

1999 Chevrolet Kodiak C8500, 127K miles, 210 Caterpillar 3126, 6-speed, air brakes, 2200# refurbished tank. ALL brand new pumping equipment. Very nice. \$34,750. Call David at 417-531-2326. Will email pictures. (CP2)

SEPTIC TRUCKS

2001 Freightliner C120, factory refurb. cab & chassis with 3,750 US gallon, 2-compartment (250 water/3500 waste) aluminum tank, Challenger 367 pump, 6 gpm @ 3000 psi jetter. (Stock #0428C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (PBM)

2005 International 4400, 3,600 gallon alum. pumper (2005 Allied Tank show truck), chrome all around, good rubber, 136K miles, runs great, money maker. 1995 International 4900, 2,500 gallon pumper, runs good. Will sell together or individually. 410-257-1999 So. MD. (P2)

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2007 Intl. DT-466, 2300 gal. tank, \$65,000; 2008 Ford F-750, Cummins, automatic, 2300 gal. tank, \$67,500; 2001 Intl. DT-466, new 2300 gal. tank, \$37,500; 2004 GMC, C-7 Cat, 2300 gal. tank, \$42,500; 2001 Intl. DT-466, tandem, 3600 gal. tank, \$45,000. Lane's Vacuum Tank, 1-800-592-3308. Rodney Lane cell 270-832-3793. (PBM)

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. (P5)

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Sewer Cam Reel, Camera and Locator Repair: 48-hr. turn-around time. General Wire, Ratech, Ridgid, 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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Best Enterprises 300/110 slide-in unit 2005. Excellent shape. Will email pictures. \$6,200. Please contact Chris or Jeff 217-224-1932. (PT2)

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WANTED: 1978-1982 2505 Terra Gator. Midwest only! 765-268-2256. (P3)

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WANTED: Used vacuum tanks 2000 gal. to 5000 gal. I will pick up and pay cash. No junk. Ph 903-794-9921 or email rickchromeshop@aol.com. (P3)

2002 Imperial 2300 gal. (72"x148"), set up for cold weather use. Pictures available. In Wisconsin. \$2,000. 218-743-3297. (P3)

NEW 90BBL/3,780 gal. vacuum tank system. In-production NOW! Ready week of 1/25/2010! 72" diameter, black powder-paint exterior, epoxy interior, install ready! \$26,949. Delivery anywhere. Call Terry 877-500-3993; emilic@att.net. (P2)

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NEW 80BBL/3,360 gal. vacuum tank system. In-stock NOW! 72" diameter, black powder-paint exterior, epoxy interior, install ready! \$25,849. Delivery anywhere. Terry 877-500-3993; emilic@att.net. (P2)

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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)

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88 Brenner 5,000, 316 gallon stainless, DOT cert. vacuum trailer. New Moro vac pump with hyd. drive, stainless subframe, new tank inspections/brakes/tires. KLM Companies, 617-909-9044. (P2)

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. (P2)

2002 Wells Cargo restroom trailer(s). 2-stall, \$12K. 3-stall, \$14K. Both in excellent condition. Located Central Valley, Ca. Call 209-628-0444. (P2)

1991 International Tractor, 400 Cummins newly rebuilt, 1983 aluminum Trailmaster vac trailer, 7800 gal., 1988 aluminum Trailmaster transport trailer, 7500 gal., good rubber & brakes. Worked every day last 2-1/2 years. Job over. Package deal. \$25,000. 716-676-3388. (P2)

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1995 Chevy Van with **8100 original miles**, RST video system, Omni Eye II color camera, transporter, RST data display plus system with VCR and 19" monitor. Was municipal owned and in like new condition. 714-639-8352. www.empireequip.com. (CPBM)

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2009 Sterling LT9500 triaxle with a new Presvac **Powervac** 3800, 3,250 US gallon, **Sound Enclosure** DOT wet/dry industrial, vacuum tank loader. (Stock #13365) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1992 Vac-Con; Ford LNT 8000 (tandem axle); Allison automatic transmission MT653; 12-cubic-yard debris body; 6' telescoping boom; 3-stage centrifugal compressor; 80 GPM water pump (new '08). 407-402-2625. (CP3)

1995 International 4700 with a Keith Huber 1100 US gallon waste, 400 US gallon water, 2-compartment, carbon steel vacuum tank with a Masport H 7.5 V vacuum pump. (Stock #6499C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2004 Volvo Gap Vax HG57, wet/dry, 5,300 cfm 27" blower with full open rear door and offloading pump. Clean truck. KLM Companies 617-909-9044. (P2)

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. \$15,500. KLM Companies 617-909-9044. (P2)

2000 Sterling with Cusco Mastervac 3,800 CFM 27" blower with 3,000 gallon tank. Wet/dry unit with full open rear door and Moro vacuum offloading pump. Low miles/hours. \$92,500. Ready for work. KLM Companies 617-909-9044. (P2)

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

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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. (P2)

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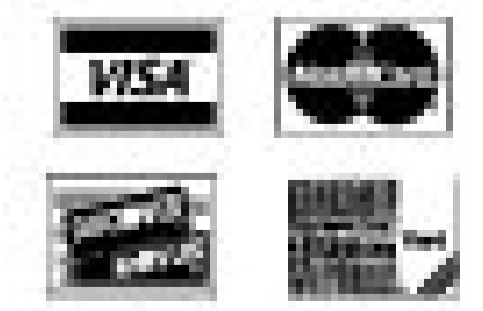
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