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Join the Disposal Discussions

By Jim Kneiszel, Editor



To land spread or not to land spread? That is the question. Whether 'tis nobler to find another way to dispose of septage or to fight against a sea of state regulators ...

Hamlet I ain't, and I'm sure folks in William Shakespeare's world didn't give a whole lot of thought to sanitation. How they dealt with human waste would likely shock us all here in the 21st century.

Today, however, wastewater is becoming a hot button issue all over, as states seek to limit — or end all together — the practice of land spreading. Many promote a more sophisticated approach, dewatering and treating wastewater before returning it to the ground.

But still, others cut against the current in the court of public opinion. A recent editorial in New Hampshire's *Concord Monitor* newspaper led with the headline, "Spreading Biosolids Still the Best Option." The commentary shows a surprising level of understanding for a complex issue.

Commenting on upcoming votes in two area communities — one to join many other municipalities in banning land spreading, and one to lift a ban on land spreading — the newspaper was critical of a "not in my backyard" attitude that can overwhelm the debate over the best way to deal with sewage sludge. And end up costing homeowners a lot more money.

"Voters in towns that ban sludge spreading should rightly expect that places that wind up with their waste will charge them more, perhaps much more than current prices," the editorial states. "Every modern option for dealing with sewage sludge has a cost, as well as environmental benefits and downsides. Spreading the sludge on agricultural lands is easily the cheapest option.

"If the sludge were only the composted excreta of humans and animals in the pre-chemical era, it would be, by far, the best choice environmentally. Some would argue that's still true if the sludge is tested regularly and spread on land that has the proper soil type and pH," the editorial goes on. "Sludge, particularly if it's a Class A biosolid, which was composted to eliminate all detectable pathogens, is an excellent fertilizer that can carry little risk ... Residents in towns that ban sludge spreading will pay a price for avoiding the odor and risk associated with the practice, as residents will learn as soon as they get a higher bill for having their septic tank pumped out."

The fate of land spreading is one of a number of disposal issues percolating in the liquid waste industry. And through the efforts of individual haulers and groups like the National Association of Wastewater Transporters, the industry is more and more taking the disposal challenge into its own hands.

VISITING DAVID HAPCHUK

One of those pre-treatment pioneers is David Hapchuk of Hapchuk Inc., Washington, Pa. Hapchuk is hosting NAWT's annual Waste Treatment Symposium in September, and I had the good fortune of visiting Hapchuk's Wheeling, W.V., disposal facility on a recent road trip. At the clean and efficient dewatering plant, Hapchuk not only treats waste his business collects, he processes waste from numerous haulers in the area, providing them with a viable solution.

Look inside this issue to see photos from my tour of Hapchuk's facility and to learn more about his plans for hosting the NAWT event. Hapchuk spoke to writer Mary Shafer about his current views on disposal and shared insights about what pumpers will see when they visit his plant later this year. ■

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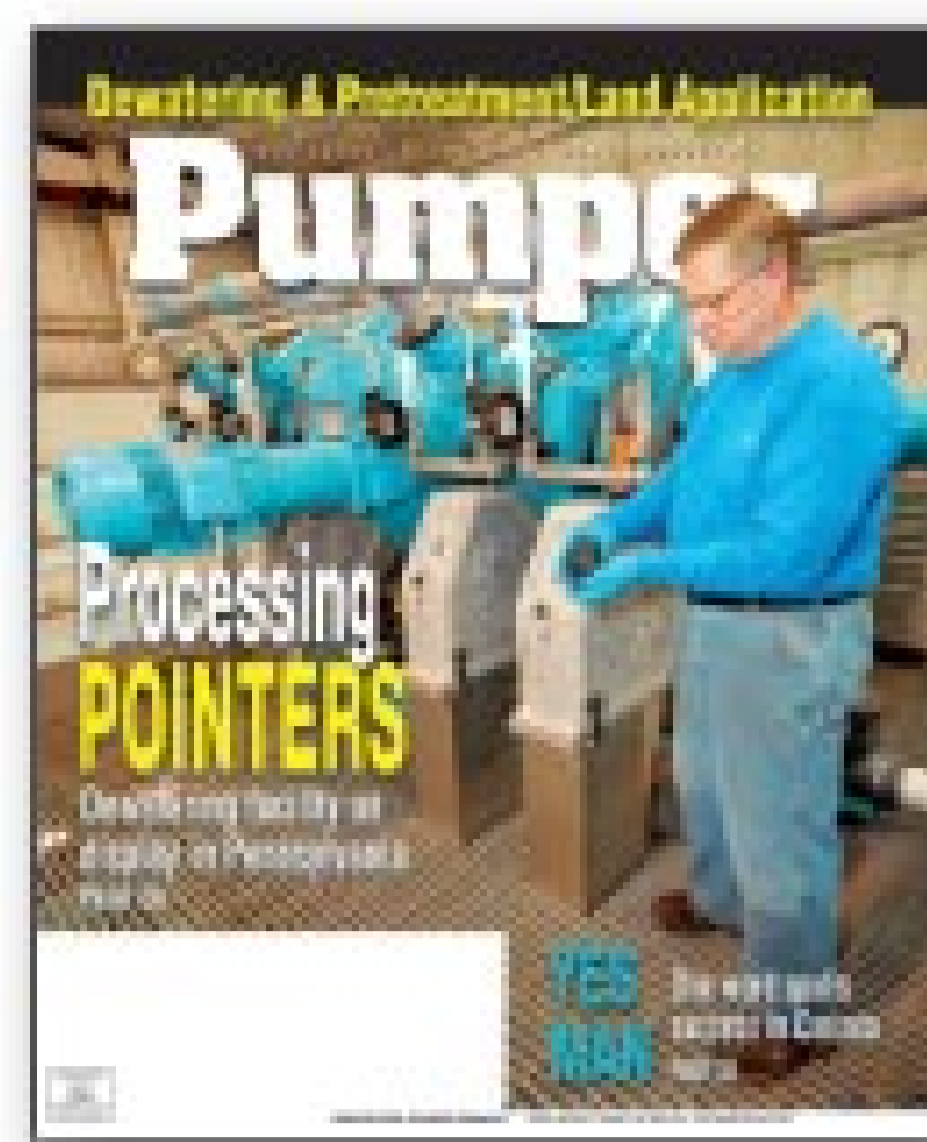
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- Mary Shafer

Hapchuk Inc. will open the doors to its dewatering facility to attendees of the National Association of Wastewater Transporters Waste Treatment Symposium. **On the cover**, Hapchuk plant worker John Marchinsky examines cake coming out of a Fournier Press. (Photo by Jim Kneiszel)



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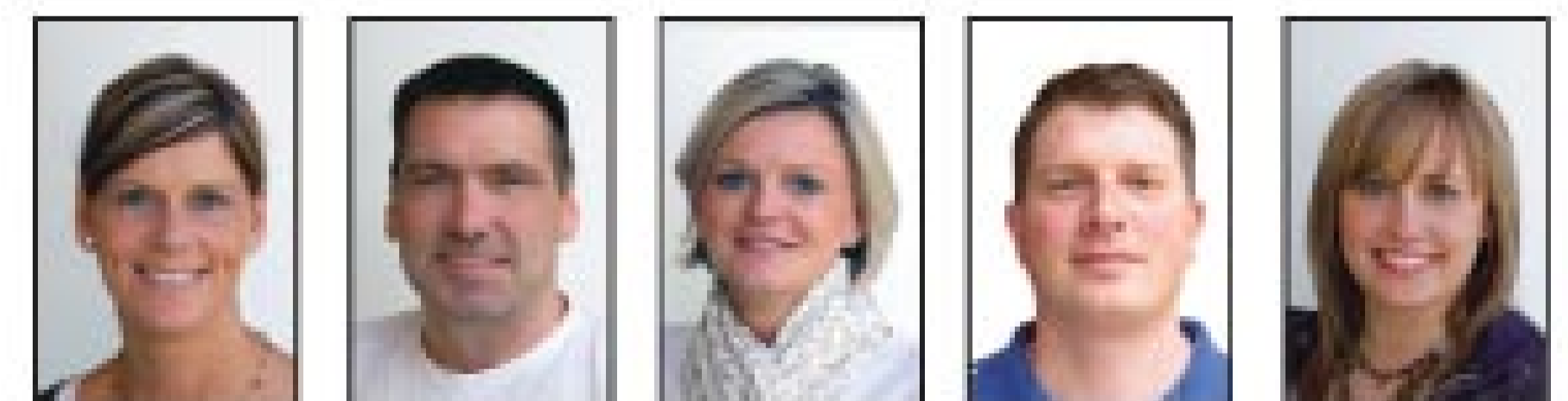
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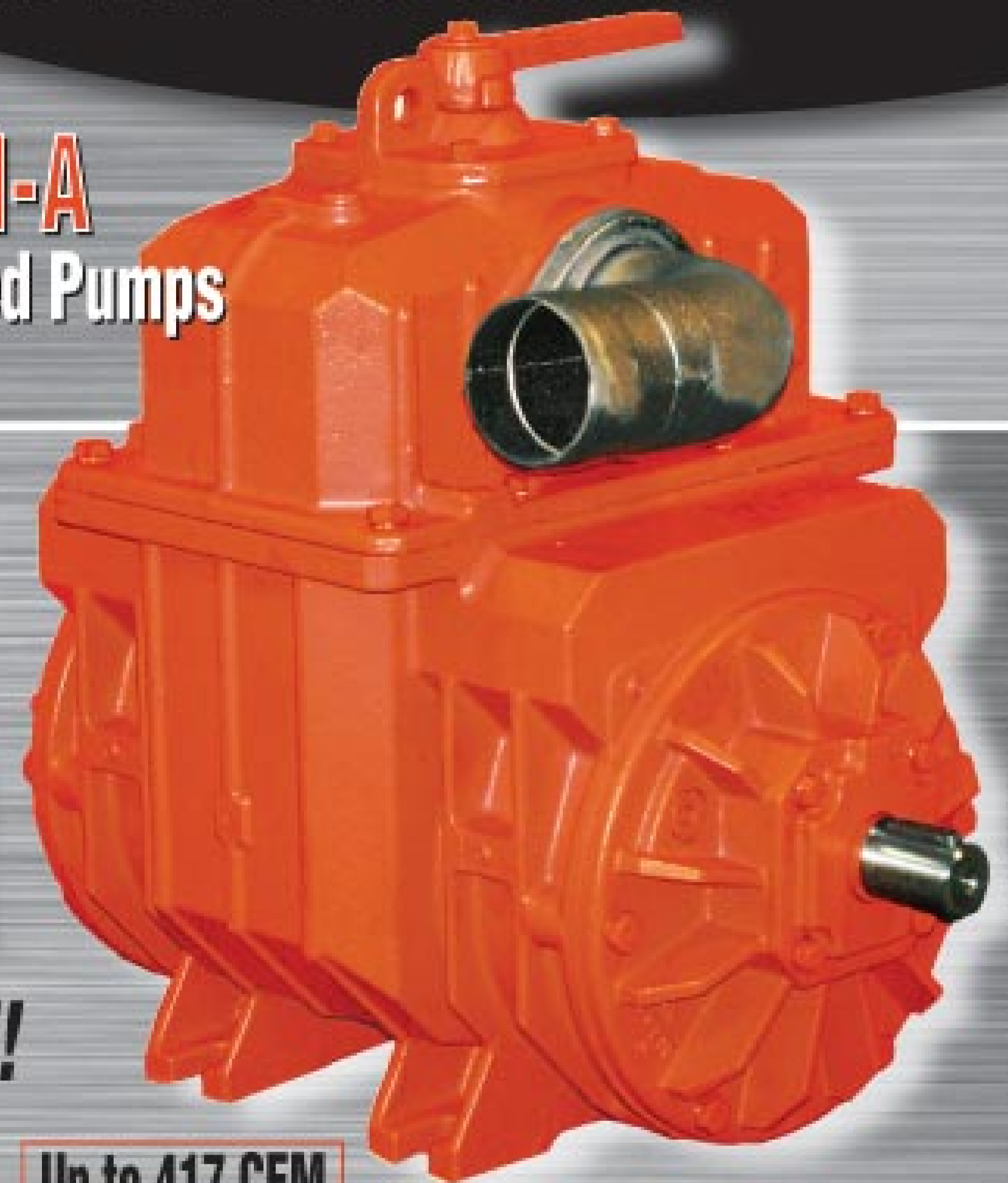
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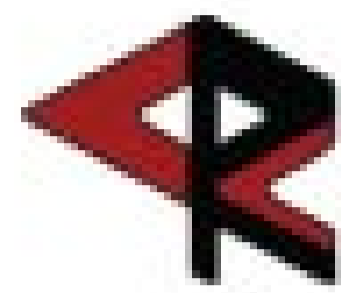
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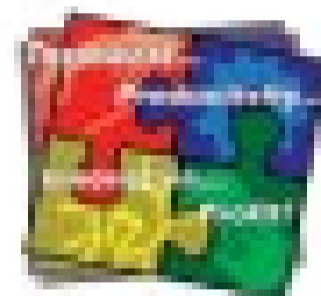
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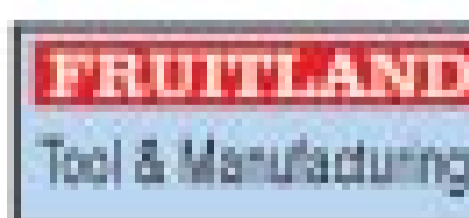
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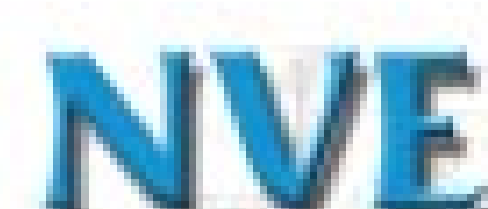


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What's Your Tiebreaker?

Don't allow potential customers to choose a contractor based on price alone. Create a clear reason to hire you over your competition.

By Joe Calloway

Right now there are potential customers for your business trying to decide whether or not to choose you. Unfortunately, most of them can't see much difference between you and your competition. Many of the contractors in your area provide quality service. You all may seem to have competent, helpful employees. It all pretty much just looks the same to the homeowner who needs your service. That leaves one factor to drive the decision: price.

Welcome to the commodity trap. It's a place where the lowest price almost always wins because customers don't see any other difference. It's not a place where most companies want to compete. To escape the commodity trap, you have to answer the toughest question in business: Why should I choose you?

No matter the service being offered — it could be your septic-pumping or portable sanitation placement — today's buyers just don't see much difference in their choices. Unless you want to compete on price, you have to clearly differentiate from your competition. You have to have a *tiebreaker*. You have to give potential customers a reason to say, "OK, that's the difference. That makes my decision." The good news is that you probably possess one or more tiebreakers right now; you just haven't capitalized on them.

Tiebreakers usually aren't anything particularly unusual or exotic, but more often the mastery of a basic customer expectation. The best way to discover and develop your tiebreakers is to list your customers' basic expectations of you. Start by choosing one basic customer expectation and stake your claim with it. Improve your performance in that area until it becomes "your turf," and clearly differentiates you from your competition. Reach the point where you have mastered the differentiator and can confidently say, "Nobody does this like we do."

While basic expectations will vary depending on the nature of your customers, here are some typical areas that can prove to be powerful tiebreakers to separate you from your competitors:

Be the fastest: Quick response and always on time.

Become known for returning customer's calls within one hour, guaranteeing service within two days — then always doing it in one, paying your customer if you are late for a service call, or responding to e-mails with lightning speed. In today's "I want it yesterday" world, being known for quick response or always being on time can be a powerful sales tool.

Be the easiest to do business with: Become the 'no-hassle' choice.

This has been listed as the No. 1 factor with business-to-business customers, and it has equal importance with any consumer. Look at every aspect of how you interact with customers and correct anything that might make you the least bit difficult to do business with. Are your invoices clear and easily understood? Is your Web site easy to navigate?

Do you empower employees to say "yes" to customers without always having to get approval from a manager? Be easy to deal with and win more business.

Let the customer choose: Offer more selection and customization.

Today's customers want exactly what they want, exactly how they

Joe Calloway is a partner in Engage Consulting Group and author of several business books, including *Becoming a Category of One*. Contact him at www.joecalloway.com or 615/383-2249.



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want it. Whether it's the music mix on their iPod or their "no fat, no whip, double shot, extra hot" latte with a shot of vanilla at the coffee shop, everyone wants it their way. Let the customers decide. Give them what they want, not what you want to give them.

Demonstrate value: Competitive price and clear value.

You don't have to have the lowest price, but you do have to demonstrate that you offer a great deal. That's the essence of value. Never take for granted that your customers understand that you're worth what you charge. Spell it out for them. It's not their job to see your value, it's your job to show them. All it may take is a realization of "Oh, I didn't understand before how that was saving me money" for you to lock in customer loyalty.

Be relevant: Take a 'big picture' approach to serving your customer.

Look beyond the immediate needs of your customers to a bigger view of how you can help them succeed, make their lives easier or create new opportunities for them. A company that sells pipe to building contractors invites its best customers to annual seminars on business development. An auto paint manufacturer offers its body shop customers help with programs on inventory control, accounts receivable and other business basics. A restaurant offers free baby food to customers with infants, making life easier for the family. Look beyond your core product or service and explore how a "big picture" approach can bring in the business.

Solve problems on the spot: Empower employees to make it happen.

Nothing is more frustrating to customers than hearing the words, "I'll have to ask my manager" or "I'm sorry, but our policy is ..." Train your employees to resolve customer problems fairly, amicably and — whenever possible — on the spot. Effective problem resolution can win you customers for life.

The ultimate tiebreaker: Consistency of performance.

While it's great to hear "superstar" stories about employees who go above and beyond for customers, the most powerful tiebreaker in today's marketplace is consistency. If customers know that no matter who they deal with in your company, they will receive the same level of great service, that's the most powerful differentiator there is.

SET SOME GOALS

Think about your own customers' basic expectations, then set a goal to improve your performance on one of them by 25 percent. Start there, then continue to get better. The more expectations you master, the better your chances to win the business when your potential customers ask, "Why should I choose you?" ■



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By **Scottie Dayton and Doug Day**

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.

Florida Seeks Nitrogen-Reduction Strategies

An interim report on Florida's plans to develop passive strategies for nitrogen reduction for onsite sewage systems has been issued. The study is in response to legislative action in 2008 creating a 3- to 5-year project to reduce nitrogen in the state's bodies of water.

There are 2.3 million onsite systems in the state serving about one third of the population, according to the report, which also acknowledges several other ways that nitrogen gets into soils and water. The report is available online at www.myfloridaeh.com/ostds/pdfiles/forms/InterimReport.pdf.

Two bills affecting onsite systems in Florida are under consideration. House bill AB 727 and Senate bill SB 1738 would require periodic inspection of septic systems and require the Department of Health to administer inspection and grant programs to help owners make system repairs. According to the health department, only 1 percent of systems in the state are actively managed and most were built at least 30 years ago under less strict rules.

The bills would also revise fees for contractors. Both bills are before committees.

ARKANSAS

The state Department of Health is considering changes to its onsite wastewater rules. Hearings were held earlier this year. A draft of the proposed language is available at www.healthyarkansas.com/rules_regs/onsite_wastewater_draft_2009.pdf.

MAINE

The state is updating subsurface wastewater disposal regulations. A group was formed to review and comment on proposed changes. A formal rulemaking process was expected to begin last spring. Audio recordings of the group meetings are available at www.maine.gov/dhhs/eng/plumb/index.htm.

MARYLAND

Due to high demand for its septic system upgrade program, Maryland is giving priority to grants for systems that pose the greatest environmental threat. It has also added an income-based sliding scale to the grant program.

The state Department of Environment has upgraded about 2,000 septic systems through its Nitrogen-Reducing Septic Upgrade Program. Grants are now going only to systems in critical areas — within 1,000 feet of tidal waters. Other applications have been put on a waiting list.

WASHINGTON

Beginning in January 2012, only septic tank sizes and models approved and registered by the state Department of Health will be allowed. Manufacturers must confirm at the factory that the tanks are watertight. The rule, passed last fall, also encourages watertightness testing after installation for systems with flows less than 3,500 gpd. Testing is already required for larger systems.

Preliminary language for a proposed greywater rule must be completed by December 2010. The rule would provide homeowners with a simple way to reuse greywater for subsurface irrigation and would establish requirements for more complicated subsurface dispersal.

MINNESOTA

Counties have until June 30 to incorporate the 2008 septic rules overhaul into their local ordinances. Officials statewide are not complying because the state Pollution Control Agency is still correcting flaws discovered in the code. The Association of Minnesota Counties has a bill before the Legislature to allow counties to delay accepting the rules for two more years. As it stands, counties that do not adopt the new rules by the June deadline could have state funding withheld.

IDAHO

A bill with amendments approved by the state House Environment Committee would eliminate two specific rules: one that limits expansion of homes using non-conforming onsite systems to 10 percent of the current square footage, and another that in some cases requires dual drainfields for community sewer systems. The amended bill would allow expansions of any size as long as no additional bedrooms were added. Other proposed changes would unify the appeal process. ■

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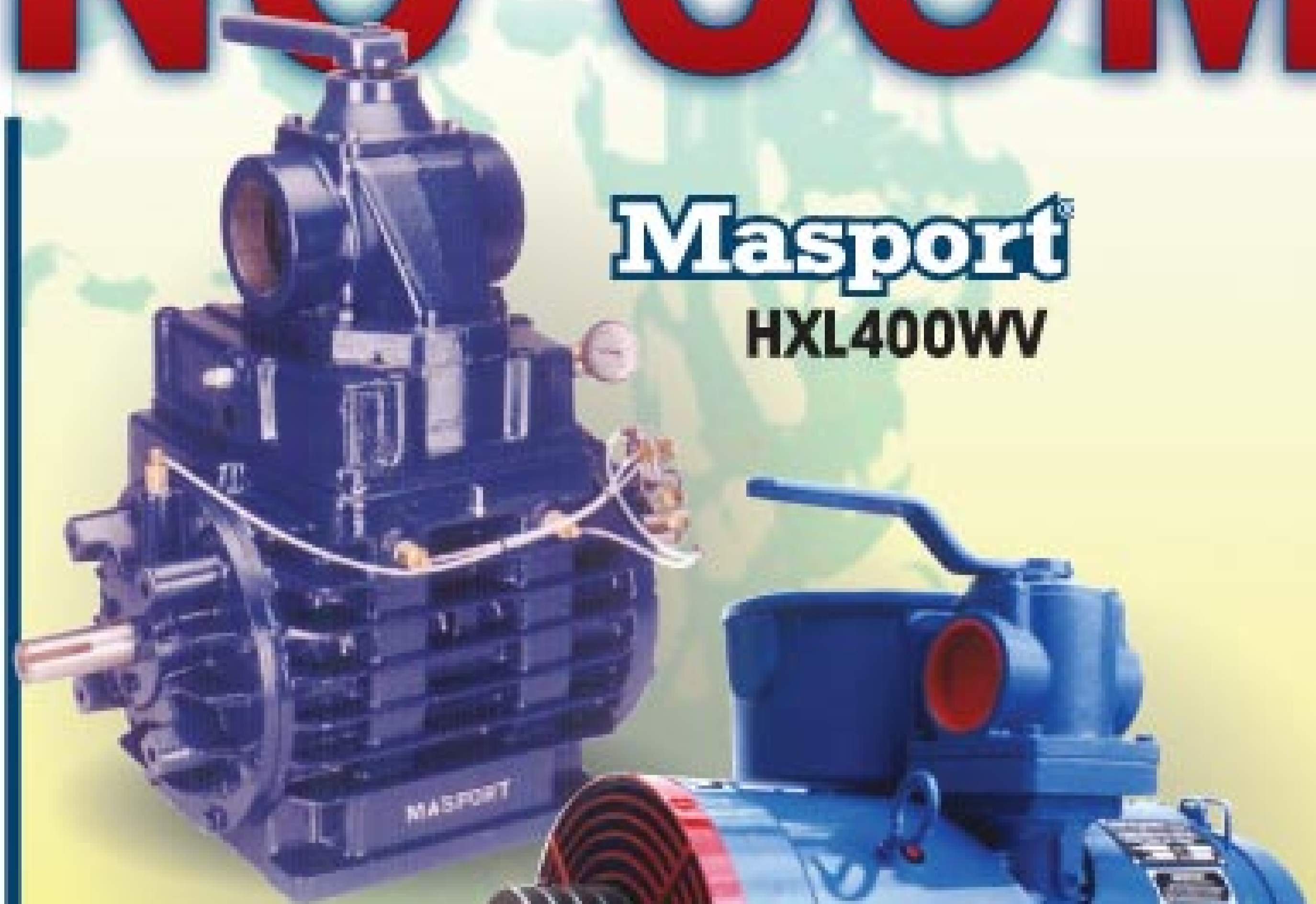
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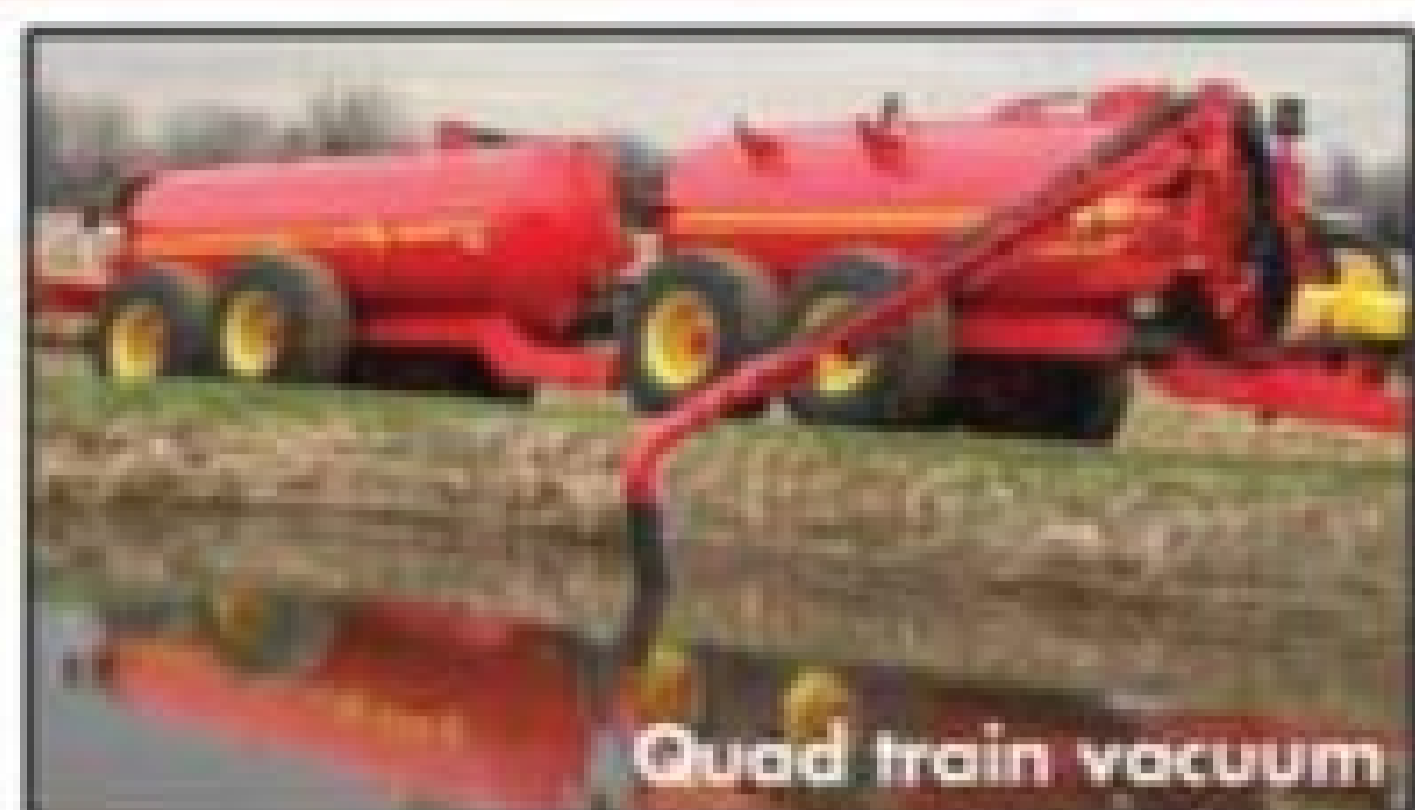
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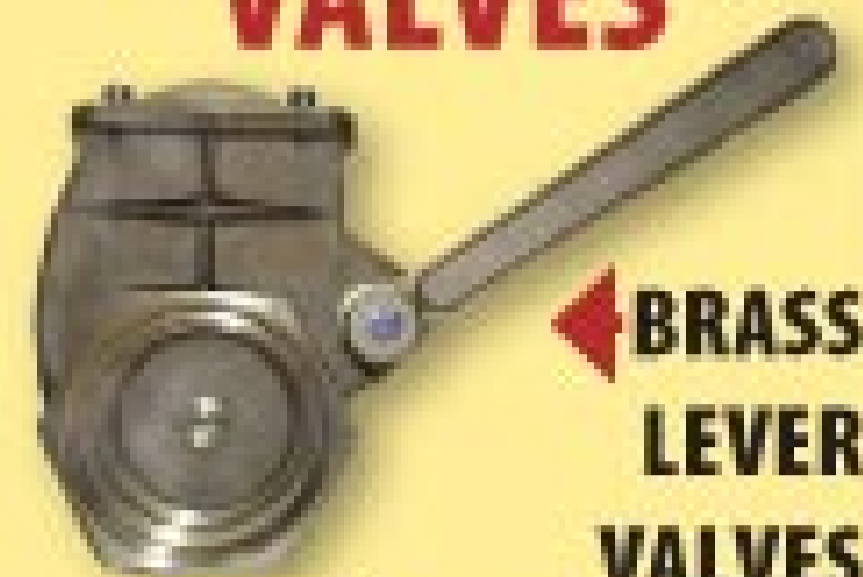
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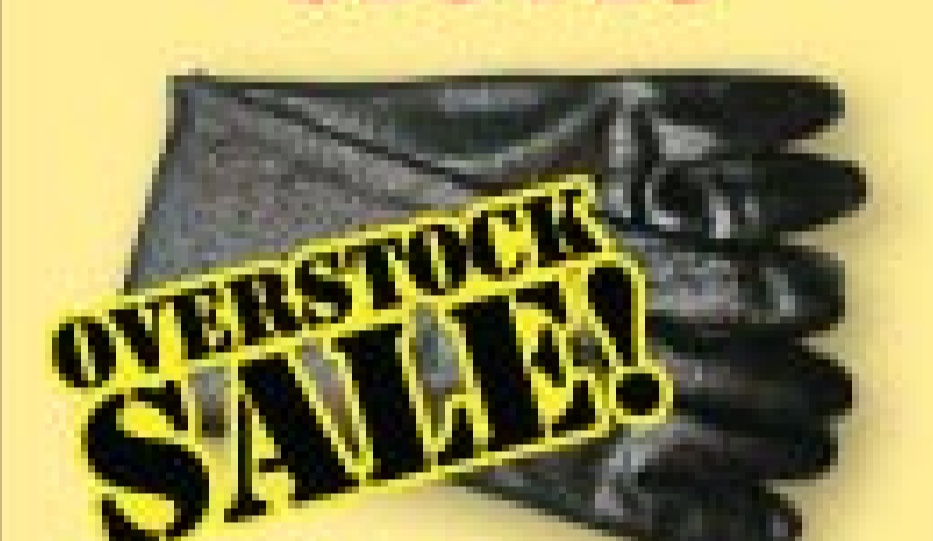
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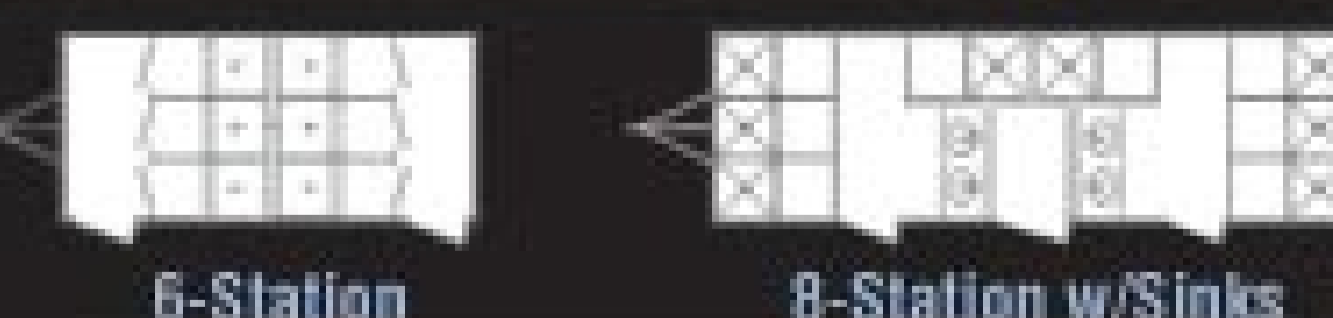


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John Marchinsky washes out the PolyWick dewatering box being tested at Liquid Assets Disposal Inc. (Photos by Jim Kneiszel)

COVER
STORY

Processing POINTERS

Hapchuk Inc. will open the doors to its dewatering facility for attendees of the National Association of Wastewater Transporters Waste Treatment Symposium

By Mary Shafer



Effluent from the dewatering process has improved with the addition of the PolyWick dewatering box. At left is the decant water from the sludge tanks. At right is the decant water after going through the box built by Bucks Fabricating.

In an era of stiffening environmental requirements and tightening volumes at municipal treatment plants, Dave Hapchuk believes more pumpers need to consider handling their own disposal. And the Washington, Pa., pumping contractor and processing plant operator is aiming to help by opening the doors of his Wheeling, W. Va., disposal plant for tours in September.

"It makes you more independent. Your ability to do business isn't depending on someone else's plant where they can shut you down at any point," Hapchuk says of the prospect of pumpers nationwide adding their own processing plants.

SEEING IS UNDERSTANDING

Hapchuk's main office and processing plant will be the host sites for the fifth annual National Association of Wastewater Transporters Waste Treatment Symposium Sept. 15-16. Visitors will get a look at a successful and growing dewatering facility, Liquid Assets Disposal Inc. (LAD), where Hapchuk pre-treats septage from his operation and seven others in the region southwest of Pittsburgh.

“PUMPERS WHO WANT TO DO THEIR OWN PRE-TREATMENT NEED TO REALIZE THAT PUTTING THESE PROCESSES IN PLACE IS A TEAM EFFORT BETWEEN ALL THE PLAYERS. IT’S IMPORTANT TO HAVE GOOD RELATIONSHIPS WITH VENDORS AND COMPLIANCE STAFF.”

Dave Hapchuk



Jeff Greco returns the discharge hose after unloading septage at Liquid Assets Disposal Inc.



Dave Hapchuk is shown in front of the polymer mixing tanks at his disposal facility in Wheeling, W. Va.

The 10,000-square-foot plant is permitted to process 200,000 gallons per day and currently processes an average of 100,000 gallons daily. Haulers back into a fully enclosed, heated bay and offload into a Lakeside Raptor screening system for solids separation. The solids are then dumped into a grit chamber.

The septage is auto-fed into four 15,000-gallon Pittsburgh settling tanks. From the settling tanks, the sludge is pumped into a four-chamber Fournier Rotary Press. The sludge cake from the press is then hauled to a landfill in Wheeling or other nearby locations.

In addition, a new dewatering system has been tested by LAD for the distributor, Crystal Environmental. The 6,000-gallon PolyWick filtering dewatering container is made of high

molecular weight polyethylene and is pH-resistant, allowing it to process such material as grease or lime-stabilized solids. PolyWick containers are manufactured by Bucks Fabricating.

LAD is pumping water from its press and its supernate decant water from settling tanks directly to the new dewatering box. The resulting effluent is piped to an equalization tank, aerated, and then discharged to the City of Wheeling at an equal, continuous flow.

TESTING NEW TECHNOLOGY

Symposium attendees will see the entire process in operation, how trucks unload, and how municipal and state reporting paperwork is properly completed and submitted. They’ll also learn what led to the dewatering process upgrade.



Hapchuk’s processing facility includes four 15,000-gallon Pittsburgh settling tanks.

FOR MORE INFORMATION ABOUT THE SEPT. 15-16 WASTE TREATMENT SYMPOSIUM, CONTACT THE NATIONAL ASSOCIATION OF WASTEWATER TRANSPORTERS AT 800/236-6298 OR ONLINE AT WWW.NAWT.ORG.

"I thought about it at 2 a.m. as I was lying awake trying to figure out how to save costs and make sure we'd get our (treatment plant discharge) permit renewed," recalls Hapchuk. He knew that with tightening restrictions and increasing volume pressures on the plant, effluent quality was going to become an increasingly important factor in permit renewals.

"I wanted to lower my surcharges for TSS (total suspended solids) and BOD (biochemical oxygen demand) by sending a better quality of water to the city plant. Hapchuk says tests show more than 60 percent of suspended solids are removed through the new system.

Processing volume, he says, "depends on the amount of solids you're putting through it. We ran 80,000 gallons through in two days. Then it was time to clean (the dewatering container), which was just vacuuming it out with a tank truck and washing it down."

TEAM EFFORT

What really enthuses Hapchuk is the quality of the effluent compared to his previous product. "When I got results back from the first test, I was ecstatic with them." Inflow and outflow samples for TSS and BOD were analyzed by an independent lab. "That was one of the things that really moved our new permit for discharge into the City of Wheeling treatment plant along a lot faster," Hapchuk reports.

He says Therese Wheaton, his representative from Crystal Environmental, helped expedite the process so he could decide whether to move forward with the new technology. He credits Wheeling's plant staff with remaining actively interested in and responsive to his testing results.

"Pumpers who want to do their own pre-treatment need to realize that putting these processes in place is a team effort between all the players. It's important to have good relationships with vendors and compliance staff. We made sure to let the city know we were changing our process, which was directing the water through the box instead of just going down the drain."

It was worth all the cost, testing and time, Hapchuk says, to put the



Hapchuk loads the sludge box from beneath the Fournier press, preparing to take the cake to a local landfill.

new container through its paces. He's considering adding one more PolyWick box. "We are considering expanding our facility to accommodate the boxes by adding 4,500 square feet, which may be under construction at the time of the symposium." Final testing will reveal how much the plant upgrade will increase LAD's processing capacity.

SEEK COOPERATION

Hapchuk stresses it's important for pumpers to understand that it's only through the cooperation of the people at the sewage treatment plant this kind of efficient processing can get done. "You have to give them confidence that you'll do what you say you're going to do," he says.

He emphasizes this cooperative attitude as one of the ongoing positive aspects of the NAWT symposium over the years. "I'll learn as much from the guys who come to the event as they will from me," he says. "We all got as far as we are by working together and learning from each other."

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Tom Conley greases a fitting on the flocculator for the Fournier press.

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Jason Farraway, Andy O'Brien and Jerrett Hodgins use a Guzzler combination unit to clean debris from a dug well while the owner looks on. (Photos by William Mason)



Yes Man

Grand Bend Sanitation owner Andy O'Brien finds his one-word 'business plan' speaks volumes about how to succeed

By Ken Wysocky

Pumping contractor Andy O'Brien sums up his business philosophy in a mere three words: Just say yes.

Guided by that aggressive mindset, Grand Bend Sanitation in Grand Bend, Ontario, Canada, has enjoyed steady growth since

O'Brien bought the company in 1987. Bolstered by a passion for his profession and savvy marketing and business instincts, Grand Bend has expanded from a small outfit with one vacuum truck, 35 portable restrooms and \$45,000 in gross sales in 1987 to a stable of almost two dozen service vehicles and machines, 350 restrooms and gross sales of \$1.6 million in 2008.

Moreover, the company now is strategically organized into three different divisions: septic pumping, portable restrooms and sewer cleaning/hydroexcavating. And success came, O'Brien says, because of a staunch refusal to say "no."

"My famous line is that as long as I say yes whenever I answer the phone, I stay busy," he explains. "That's been our business plan all these years. We haven't grown in leaps and bounds, just steady growth. In fact, 2009 marked our first downturn in sales."

KNEW WHAT HE WANTED

O'Brien is one of those rare guys who always knew what he wanted to do in life: run

his own pumping outfit. When he was five or six years old, he couldn't wait for the local pumper to arrive and let him help drag out the hose or pack it away.

"Sometimes, I'd even get to ride in the truck for a few hours, or head out to where the company land-applied its waste," he recalls. "I found the whole process fascinating."

At age 14, the new owner of a company called Grand Bend Sanitation came to the O'Brien family's seasonal cottage to clean a septic tank. Like always, O'Brien lent the owner a hand, and was thrilled when asked if he wanted a summer job with the company.

"Of course, I said yes," O'Brien says. "And I've been saying yes ever since."

O'Brien worked for Grand Bend until high school graduation. Then he went to a tech school to become a welder/fitter and, after graduating, took a factory job.

"But after I got behind those closed doors inside the plant, I knew this wasn't for me," O'Brien says. "So I came back to Grand Bend. And when the owner wanted to retire, I bought the business with help from my par-



Andy O'Brien and his wife, Cheryl, discuss dispatching equipment for the next day's work.



Septage is land-applied on a hay field as a crop nutrient.

ents, who took out a second mortgage to help get me started.”

DISPOSAL CHALLENGES

At the time, the biggest issue facing Grand Bend was disposal of septic waste. The business land-applied its waste, just as it does now, but the provincial Ministry of Environment did not allow operators to spread waste on farmland with drainage tiles for fear it would contaminate water sources.

“That made it difficult for us because less than 1 percent of the farmland qualified,” O’Brien says. “It forced us to find little corners of land here and there. We bought land in chunks — different farms that weren’t contiguous. It worked out pretty well, though, because the way they’re spaced out is pretty strategic for us.”

Today, the drainage-tile restriction no longer applies. Grand Bend land-applies waste on 300 acres of company-owned land and on 500 to 600 acres of rented land. O’Brien says a spreader plate

is used to distribute waste; no screening or lime stabilization is necessary.

“We tilt the tank and put it over to pressure —10 psi — then spread the waste 15 to 25 feet wide,” O’Brien explains. “It’s applied at a rate of about one gallon per square yard.”

Grand Bend isn’t allowed to land-apply on frozen ground. So during winter, the company hauls septage to a treatment plant about 20 minutes away. That plant only accepts waste generated within the local municipality, so when the company picks up waste from other municipalities, it must use two other treatment facilities that are as far as 2 1/2 hours away, O’Brien says.

GAINING A COMPETITIVE EDGE

With strong local competition, especially in the portable sanitation area, O’Brien has always concentrated on customer service and clean-as-a-whistle restrooms. “When we first started out, keeping restrooms clean gained

“WE’VE ALWAYS HAD MECHANICALLY MINDED DRIVERS, AND I DO MOST OF THE WELDING. WE KEEP A MAINTENANCE BOOK ON EACH TRUCK AND TRACK ROUTINE MAINTENANCE FOR EACH TRUCK ON A MARKER BOARD.”

Andy O’Brien

us a lot of work, and it hasn’t changed much since then,” O’Brien says.

That emphasis on customer service and clean restrooms also helped when competitors tried to undercut Grand Bend on price. “There’s always going to be someone who’s cheaper, but you beat them by providing better service,” he says.

Competition also prompted O’Brien to offer a wider array of services. For example, he

Profile

Grand Bend Sanitation Grand Bend, Ontario, Canada

Owners: **Andy and Cheryl O’Brien**

Founded: **1957**

Employees: **9**

Service area: **Up to 100-mile radius around Grand Bend**

Services: **Septic system installation, pumping and repairs, portable sanitation, hydroexcavating, waterjetting and municipal sewer inspection**

Web site: **www.gbsanitation.com**



Team members (from left) include Greg O’Brien, Jerrett Hodgins, Jason Farroway, Mark Watson, Jamie Ferreira, Mike Vincent, Marty Unger, Cheryl O’Brien, Michael O’Brien and Andy O’Brien.





Andy O'Brien excavates a distribution box on a failing septic system. Right: Jamie Ferreira pumps a tank and cleans the distribution box while O'Brien and the homeowner look on.

added drain-cleaning and septic-system repair to his septic service menu.

"Maybe someone else would pump out a tank, but couldn't fix a broken outlet baffle," O'Brien explains. "So we'd get a call to fix the outlet baffle. But when that customer needed help the next time, we'd get everything.

"In the septic-pumping business, that was our source of growth — value-added services," he continues. "People came to realize that we had all the oddball equipment to do the jobs ... from replacing a distribution box to cutting out tree roots from a septic-system line."

EQUIPMENT LIST

Today, the company owns a full line of equipment across its three divisions. For septic pumping, Grand Bend relies on a 2003 International 7500 with a 3,400-gallon tank, and a 1987 International 1954 with a 2,200-gallon tank, both built by Vacutrix Ltd. The municipal sewer-cleaning division depends on a Guzzler combination unit, built on a Ford LTS 9000 chassis, from Guzzler Manufacturing Inc.

"We bought the Guzzler combo because we struggled to do that kind of (municipal sewer) work with a vac truck and a trailer jetter," O'Brien says. "We saw a niche market we could fill, so we bought it."

For portable restroom service, the company owns four vacuum trucks that were fabricated in-house: a 2003 International 4300 with a 500-gallon waste/375-gallon freshwa-



ter steel tank; a 2002 Dodge 3500 with a 300-gallon waste/175-gallon freshwater steel tank; a 1999 Dodge 3500 with a 300-gallon waste/175-gallon freshwater tank; and a 1998 Dodge 3500 with a 300-gallon waste/150-gallon freshwater tank. The company also runs a 2001 International 4700 with an 800-gallon waste/400-gallon freshwater tank, built by Vacutrix. All their septic service and restroom vac tanks are steel and outfitted with Wallenstein pumps.

The restroom inventory is almost exclusively PolyJohn PJN3 units, though the company services other brands as a subcontractor for another company. Grand Bend also has a dozen 13-foot Comfort Station restroom trail-

ers from McKee Technologies Explorer Toilet Transporter Trailers, and five more restroom trailers manufactured in-house.

The company also owns five service trucks and vans; an excavator; two mini-excavators; two skid-steers; a trailer jetter made by Aquatech (a division of Hi-Vac Corp.); a J-3055 waterjetter, made by General Pipe Cleaners (a division of General Wire Spring Co.); RIDGID K-3800, K-750 and K-1500 cable drain-cleaning machines; and two mainline inspection cameras, manufactured by Ratech Electronics.

O'Brien estimates 80 percent of vehicle and equipment repairs are done in-house. The company has a 3,000-square-foot work-

Pricing for Professionalism

When Andy O'Brien and his wife, Cheryl, bought Grand Bend Sanitation in 1987, O'Brien knew he was well trained at the jobsite. But as for being a good businessman, the Canadian operator came up as short as a 200-foot hose for pumping a tank 300 feet away.

"Early on, I was a good operator," he says. "But a good businessman? No. I could do the job right, but in terms of pricing, I didn't value enough what I did."

Lucky for O'Brien, two business mentors offered sound business advice. They told him to price his work to adequately reflect the professional services he was providing.

At the time, O'Brien wasn't able to keep his equipment up to date at the rates he was charging, and was concerned about future profitability. So he raised his prices, factoring in time on the job and distance traveled, and waited to see customer response.

"It was tough. A few people slammed the phone down in my ear," he adds. "But in the long run, it paid off."

O'Brien received another valuable lesson in pricing at an educational seminar put on by Frank Blau, the father of flat-rate pricing, at a Pumper & Cleaner Environmental Expo International.

"He said that at the end of the day, you have to make a profit beyond just your paycheck," O'Brien says. "I got home and looked at our year-end numbers that year, and there wasn't much profit there. So the next year, we aimed for a 25-percent profit margin, which is what Blau suggested, and adjusted our prices accordingly.

"Sure, we lost a certain percentage of customers, but at the end of the year, we were in much better financial shape. Now, we sit down every year and set a profit goal," he continues. "Some years, it's maybe 21 percent. Other years, it may be 13 or 14 percent. But whatever it is, that's the goal we shoot for."



Larry Preszator cleans a group of PolyJohn PJN3 restrooms for Advantage Portable Toilet Services, a division of Grand Bend Sanitation. (Photo courtesy of Grand Bend Sanitation)

"MY FAMOUS LINE IS THAT AS LONG AS I SAY YES WHENEVER I ANSWER THE PHONE, I STAY BUSY. THAT'S BEEN OUR BUSINESS PLAN ALL THESE YEARS. WE HAVEN'T GROWN IN LEAPS AND BOUNDS, JUST STEADY GROWTH."

Andy O'Brien

help the company market its services more effectively. Potential customers outside of Grand Bend would see the name and assume the company only serviced Grand Bend residents.

So O'Brien broke the company into three divisions: Grand Bend Sanitation, which provides septic services; Advantage Portable Toilet Services; and O'Brien Environmental, which cleans sanitary and storm sewer lines and catch basins, and performs hydroexcavating, utility locating and mainline camera inspections.

"We had to come up with names that weren't geographically limiting. And I always wanted my name on the side of a truck," he

jokes. "It's kind of my living legacy."

What's the most important lesson O'Brien has learned after being in business for more than 20 years?

"No one big thing — just all kinds of little ones," he says. One of the most valuable little things was finding out about the Pumper & Cleaner Environmental Expo International.

"We've gone practically every year since 1990," O'Brien says. "I found I learned a lot more by talking to people outside my local circle of competitors. The show is extremely important to my business because of the amount of knowledge I can gain in a short amount of time, talking to suppliers and contractors from throughout North America."

And of course, there's that other small lesson that yielded big results for O'Brien: Whenever the phone rings, just say yes. ■

shop that includes welding equipment. "We've always had mechanically minded drivers, and I do most of the welding," O'Brien says. "We keep a maintenance book on each truck and track routine maintenance for each truck on a marker board."

The crew is adept at fabricating equipment, including sink stations and restroom trailers, work that is done in the slow winter season.

MULTIPLYING BY DIVIDING

As Grand Bend grew geographically, O'Brien realized that a name change would

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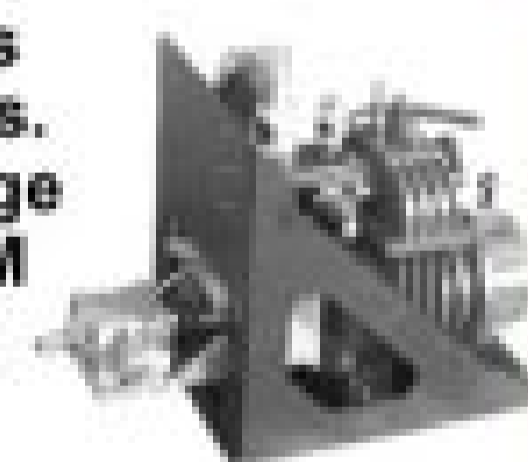
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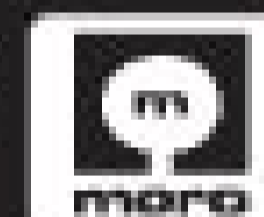
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Thinking of Selling?

USE THESE 10 HANDY TIPS TO POSITION YOUR PUMPING BUSINESS FOR THE HIGHEST RETURN WHEN YOU DECIDE IT'S TIME TO MOVE ON

By Fred S. Steingold

From time to time, every business owner thinks about selling his or her business. If you hope to sell yours someday, it's never too early to think about how to attract buyers — and get top dollar. Here are some time-tested tips for positioning your business for a profitable sell.

1 Show a consistent profit.

If you have the luxury of a two- or three-year lead time before marketing your business, there are several ways to boost your profit. For starters, keep your workforce lean. You may be able to replace two inefficient workers with one productive one. You can also upgrade equipment and software for greater efficiency.

Don't automatically renew maintenance and service contracts. Get competitive bids to help trim costs. And consider closing down parts of your business that don't contribute sufficiently to your bottom line.

Get rid of excess inventory. Have a stock reduction sale, or sell the excess to another business. Unnecessary inventory takes up expensive space and increases the chance that you'll end up with too many stale goods.

2 Resolve outstanding legal issues.

No prospective buyer will want to inherit potential claims by unhappy customers or disgruntled employees. Similarly, the fear of having to pay for an environmental cleanup is a huge turnoff. So if you've been receiving demand letters from an angry employee you recently fired, or you fear that an inspection will reveal a toxic waste problem, now's the time to resolve the problem.

3 Demonstrate that accounts can be collected.

If you're going to include accounts receivable as part of your sale, you'll need to show a buyer that they're collectable. Put together an aging chart that shows how long the bills have been outstanding. Also show the historical average as a point of comparison. Settle with the slow pays and write off the deadbeats.

Since the ability to collect a given bill is never a 100 percent sure thing, the buyer may still expect some discount on the value of accounts receivable — but if your collection rate is high, that discount shouldn't be too steep.

4 Maintain a clear financial system.

Your accounting protocols should be clear and consistent from year to year. Income, costs, and cash flow should be self-evident. A shoebox full of check stubs and deposit slips won't do the trick — nor will profits manufactured by questionable or overly aggressive accounting tactics. For example, avoid suddenly shifting from expensing to capitalizing the costs of developing new services in an effort to increase short-term revenues.

5 Provide a convincing business plan for the future.

The buyer will want to build on what you've done in the past and hopefully do it even better. You need to fire the buyer's imagination with specific ideas on where to go from here. Start with a well-written business plan — one that the buyer can use as a roadmap for getting from Point A to Point B.

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



The buyer will want to build on what you've done in the past and hopefully do it even better. You need to fire the buyer's imagination with specific ideas on where to go from here.

Among other things, your plan should address industry trends, where new customers will come from, how sales to existing customers can be increased and how your business can be more competitive.

6 Secure beneficial relationships with suppliers and customers.

Good ongoing relationships with customers and suppliers can be a compelling reason why a buyer might prefer your business over another similar one. If your business is a corporation or an LLC, try to sign long-term contracts with key customers and suppliers. These should be contracts that will remain in effect regardless of who owns the business.

Less formally, you can introduce prospective buyers to your important customers and suppliers, and seek a verbal commitment that past relationships will continue.

7 Lock in the lease.

A buyer may want to be sure a favorable lease will remain in place. Negotiate with the landlord for a lease with an option to renew — and make it clear in the lease that it can be transferred to a new owner.

8 Disclose all relevant information — even negative facts.

A buyer wants to trust you. It's a mistake to leave it to the buyer to discover negative facts about your business. So if a contract with a major supplier is about to end, tell the buyer about it upfront. Presenting negative as well as positive information helps the buyer see you can be trusted.

9 Get the premises in shape.

You'll want to apply a fresh coat of paint and fix broken windows and cracked tile — but that's just the beginning. Look at your workplace from top to bottom. It may be time to install better lighting or signage, replace old carpet, install new bulletin boards, and get rid of 10-year-old posters.

10 Provide a clear picture of how you get compensated.

You'll certainly tell buyers about any salary, bonuses and fringe benefits you receive. But you can also give them a list of non-cash perks, such as business-related travel or a business car that may be treated as a tax-deductible expense.

And point out ways your business benefits family members or others who are close to you. For example, maybe your business provides summer employment for your child, or maybe you hire your spouse or other relative and pay them a decent salary. This can open up attractive possibilities to prospective buyers. ■

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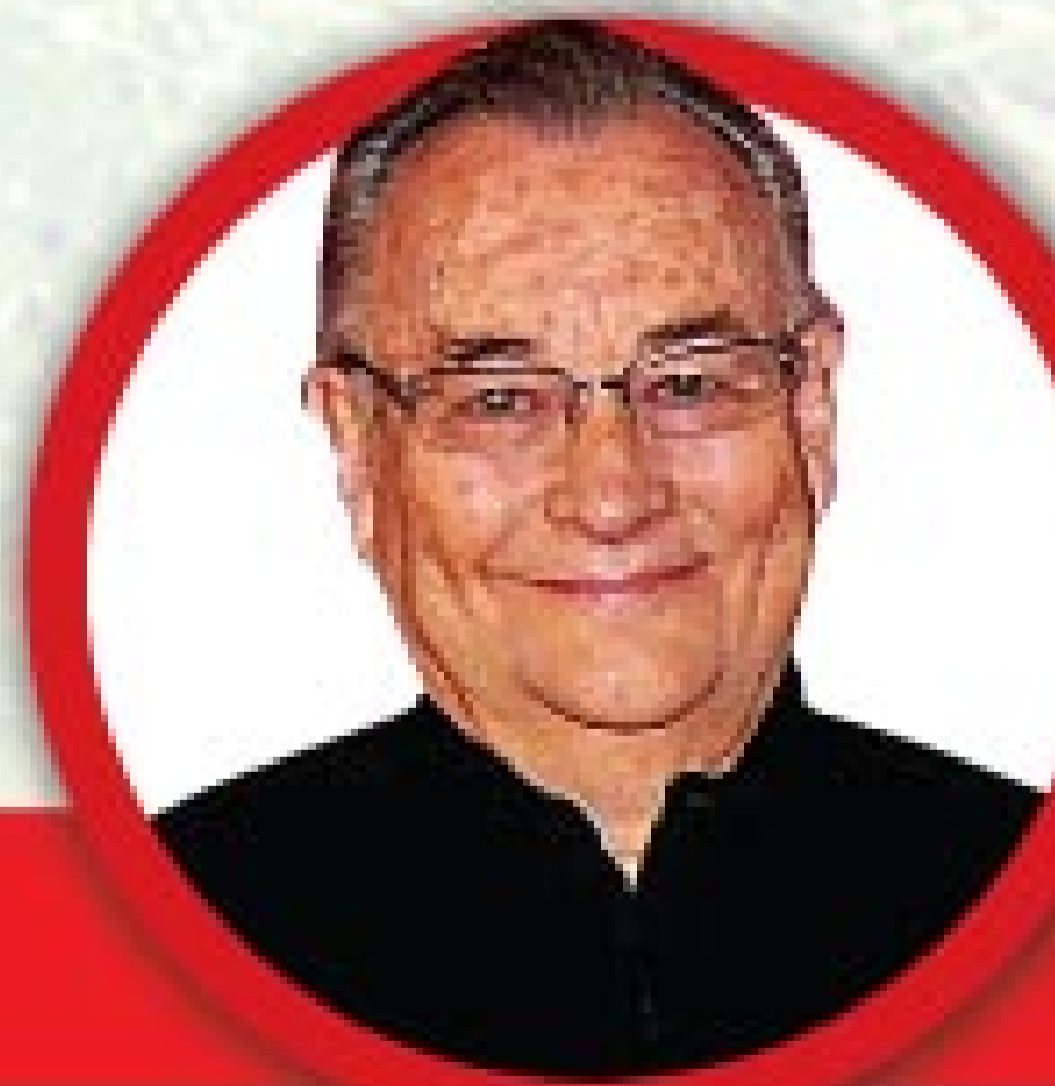
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Tank Adapter Ring

New - Horizontal Safety Screw.

Safety Pan™ to Riser attachment with 6 vertical stainless steel screws.

Riser to Riser attachment with 6 vertical stainless steel screws.

Patent Numbers
5,617,679 &
5,852,901; other
pats. pending.

Riser Lid

with Molded-in gasket.
Available in 12", 16", 20" and 24" diameters.

Concrete Lid w/handle

Safety Pan™

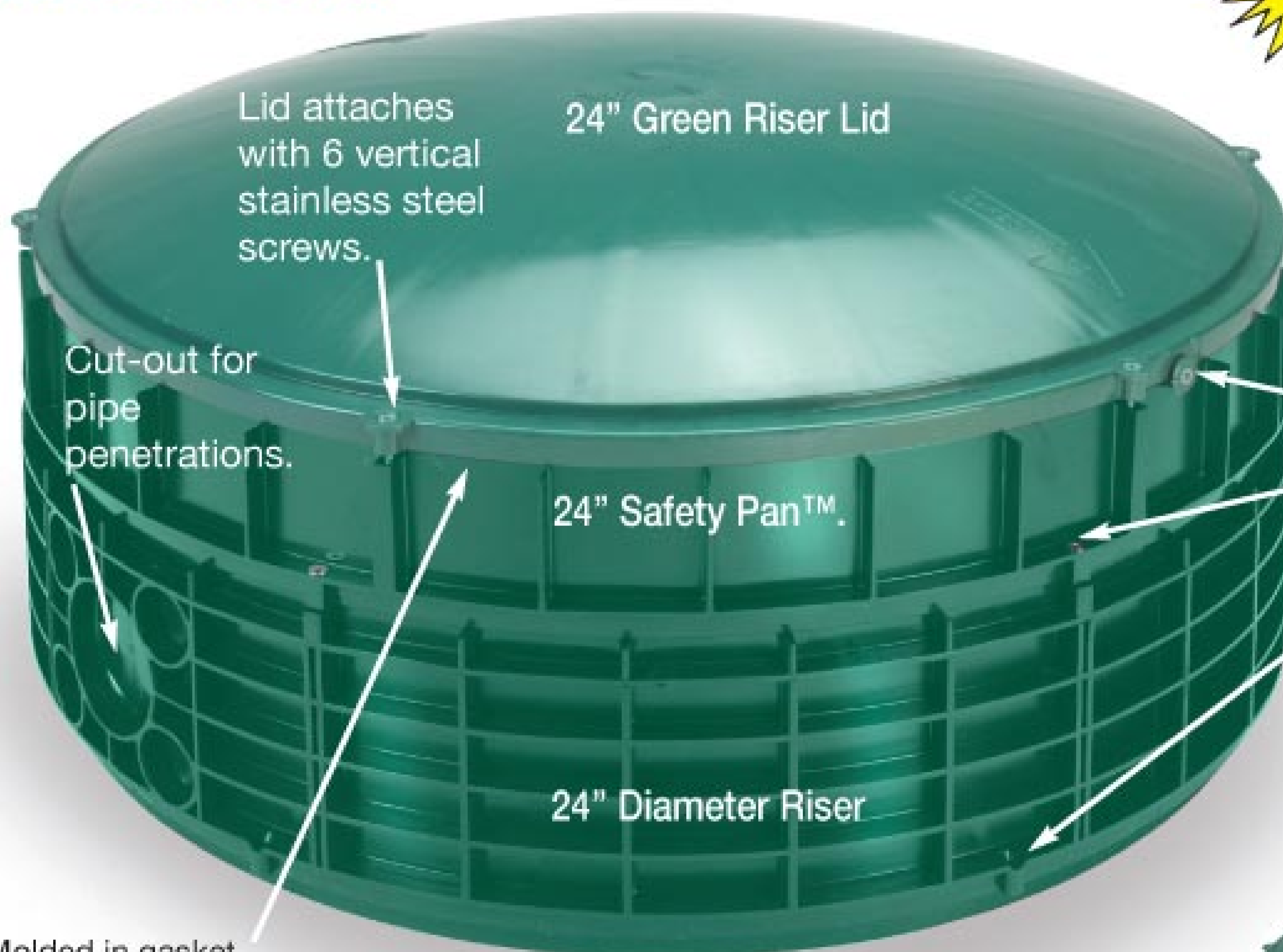
Safety Pan™ available in 16", 20" and 24" diameters.

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Tank Adapter Ring

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Lid attaches with 6 vertical stainless steel screws.

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Cut-out for pipe penetrations.

24" Safety Pan™.

24" Diameter Riser

Molded in gasket.

Available in 12", 16", 20" and 24" diameters.

Effluent Filters

Patent Numbers
6,319,403; D 431,629; other
pats. pending.

800 GPD
ANSI/NSF
Standard 46

4" Sch. 40 &
SDR-35

EF-4
4" Filter



1500 GPD
ANSI/NSF
Standard 46

4" Sch. 40 &
SDR-35

EF-6
6" Filter

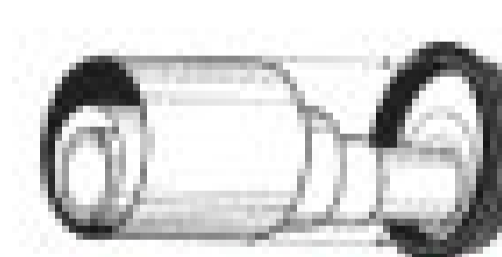
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Deflector

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Accepts pipes from 1-1/2" to 4".
Mounts with or without concrete flash.



TS-4-RUBBER TANK SEAL
(will hold 10psi)
TS-4PRO TANK SEAL
(will hold 5" vacuum)



Free Freight: 32¢

Patent No's
5,624,123
& 5,711,536;



12", 17", or 20"

Tested to 10" vacuum

WEBSTER'S DICTIONARY ANSWERS QUESTION: IS THERE ANYTHING I CAN PUT IN MY TANK?

THE 2 QUESTIONS MOST-ASKED BY CUSTOMERS IN THE PUMPING INDUSTRY:

Q: WAS MY SEPTIC TANK FULL?

A: Yes, septic tanks are designed to operate full. It will be full again several days after pumping.

Q: IS THERE ANYTHING I CAN PUT IN MY TANK TO HELP AVOID FUTURE PROBLEMS?

A: Yes, **CCLS** Bacterial Septic Tank Treatment.

Why do people need **CCLS** bacteria in their septic tanks? Let Webster's Dictionary answer that question:

SEPTIC TANK: "An underground tank in which waste matter is decomposed through bacterial action."

If there is too much solid material in the tank, the "bacterial action" is not taking place properly. Why? According to Webster's:

Disinfectant: "A means for destroying bacteria."

Germicidal: "An agent for killing bacteria."

Antibiotic: "Having the capacity to inhibit the growth of or destroy bacteria."

Sterilize: "To cleanse by destroying microorganisms (bacteria)."

Antiseptic: "Any substance that inhibits the action of bacteria."

Have you noticed the recent rise in the use of anti-bacterial soaps?

Anti-bacterial: "Destructive to or inhibiting the growth of bacteria."

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So it's simple: if we regularly kill bacteria necessary for proper septic tank operation, we need to regularly replace those bacteria. How? With a monthly addition of **CCLS**, "The Original" bacterial additive. **CCLS** contains hundreds of billions of the exact right, laboratory-enhanced bacteria to balance the septic tank and keep it running properly. **CCLS** is USDA-Approved and has been used in households in the US and Canada since 1976.

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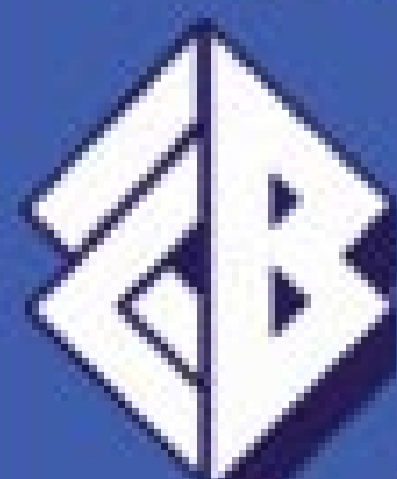
-Rick Howe, President

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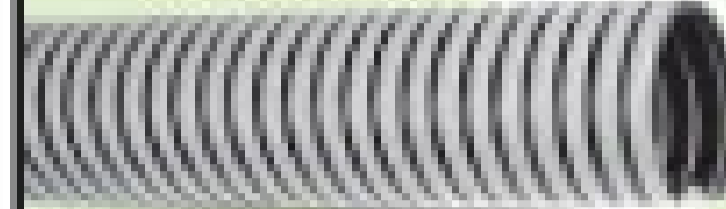


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220 RS

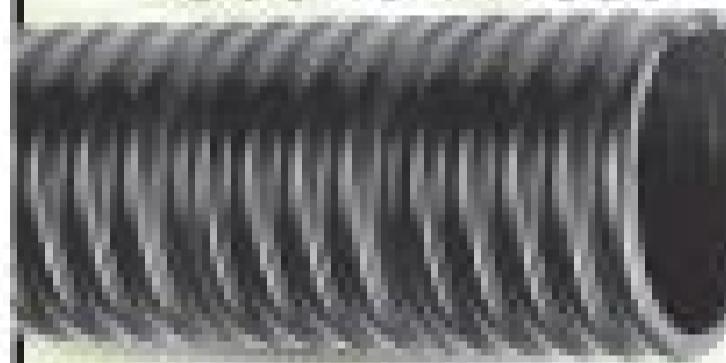
Low Temp Rubber
Water Hose



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

180 AR

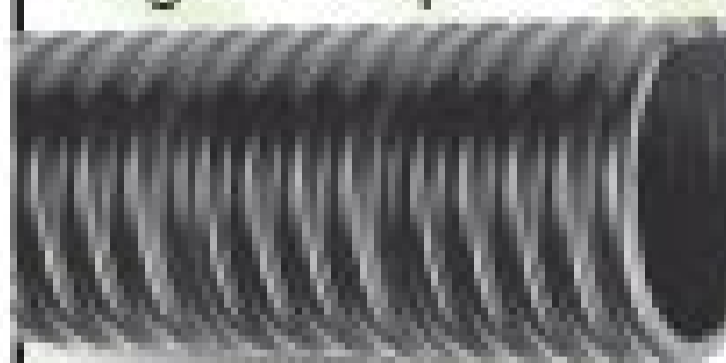
Abrasion Resistant
Suction Hose



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

180 HR

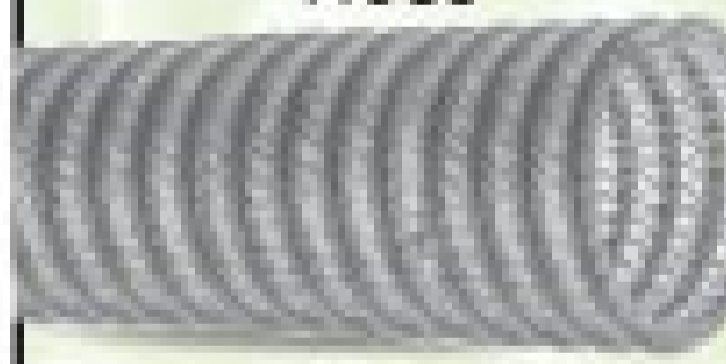
High Temp Suction



4", 6", 8" Cut to
Length

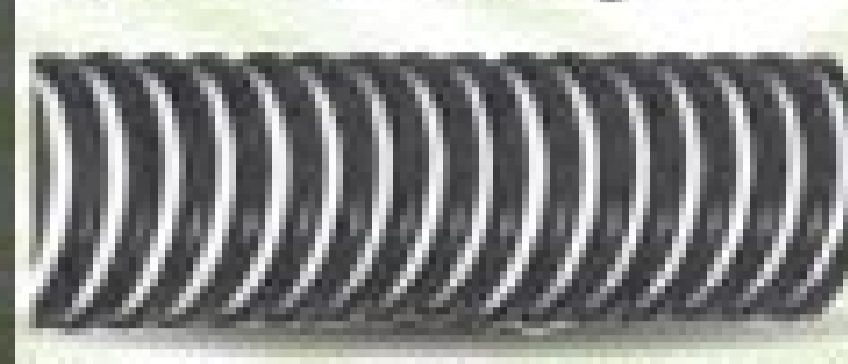
KANALINE SR

Suction & Discharge
Hose



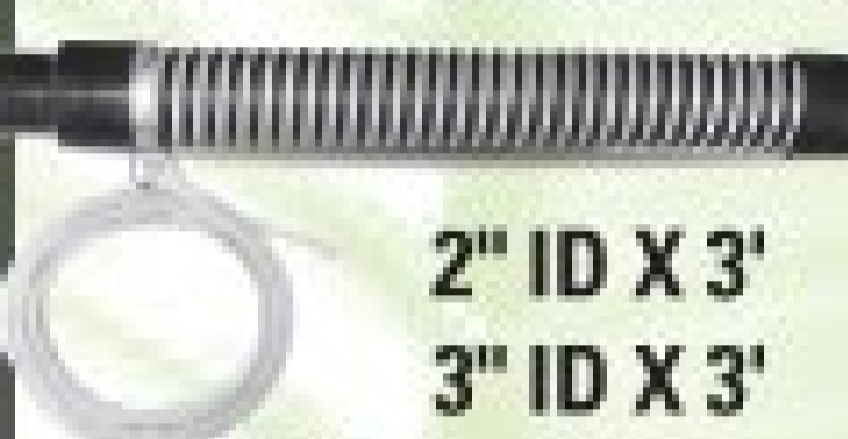
1-1/2", 2", 3", 4", 6",
8", 10" Cut to Length

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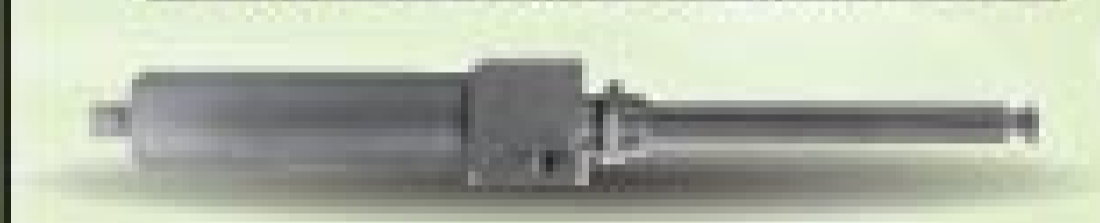
2", 3",
4", 6"

Piston Valves



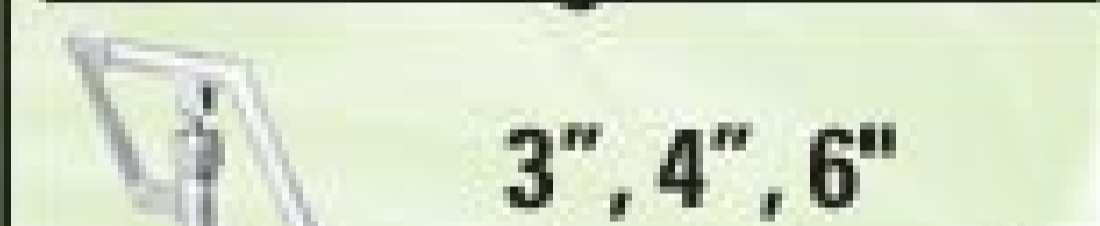
Brass 4", 6", 8"
Flanged Brass
4", 6", 8"
Flanged X
Threaded Brass
4", 6", 8"

Double Acting Pneumatic Actuator



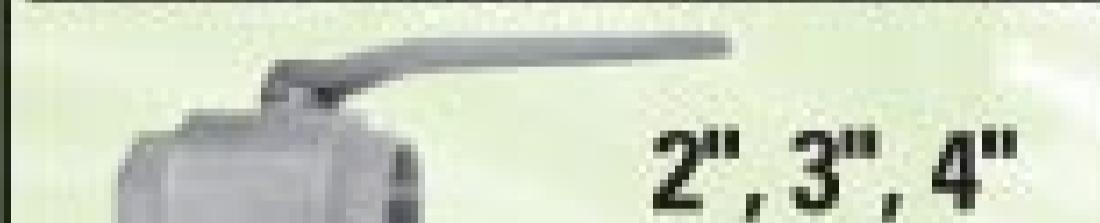
4", 6" and 8" brass
piston gate valves

Betts Sliding Gate Valve



3", 4", 6"
sizes Flange X
Flange, and
Flange X
Thread

Non-Bolted Ball Valves



2", 3", 4"
sizes

Poly Pro Ball Valve



Compact Pro 2"

Full Port
1-1/2", 2", 3", 4"

90° With Handle 2"

PUMPS



Moro



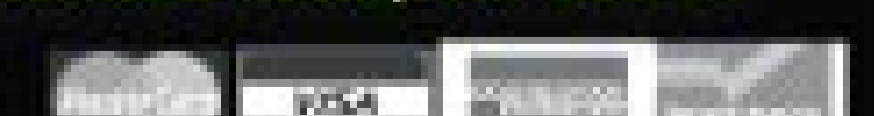
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One of two Adkins Sanitation trucks is parked on the Miller Ferry for a trip to Middle Bass Island. (Photos by Jason Werling)



EXPANDING THE MENU

For more than 50 years, the Adkins family has continually taken on a new and varied workload to answer the shifting demand for local liquid waste services

By Ken Wysocky

One thing leads to another. In a nutshell, that old adage describes how Adkins Sanitation Ltd. in Fremont, Ohio, went from a one-truck outfit to a multi-service company — not to mention persevering long enough to become a fourth-generation, family-owned business that's still going strong after more than 50 years.

"In this industry, you start one thing and it tends to lead to another," says John Adkins, who owns the business along with his father, Jim. "It all kind of snowballs."

When Jim Adkins started the septic pumping business in 1957, he had no notions about dramatic growth. After being laid off from a factory job, it was strictly a matter of survival.

Equipment-wise, all he had going for him was a 1951 Ford truck outfitted with a 1,000-gallon tank and a 4-inch centrifugal pump. "I didn't even have any Yellow Pages advertising because I missed the deadline for publication," Adkins says. "If I didn't have any work, I'd just leave the house at 7 a.m. and drive

around and knock on doors. Sure, it was daunting. But it paid off in the long run."

TODAY'S EQUIPMENT

Today, Adkins Sanitation owns four vacuum service trucks. Two of them are 2009 International 7500 models with 4,000-gallon aluminum tanks. One was built by Tri State Tank LLC (TST LLC), a division of Walker Group Holdings LLC, and features a Masport pump. The other was built by Transway Systems Inc. and uses a Wallenstein pump. The other two rigs are 1995 Ford 9000 models, built by Marengo Fabricated Steel Ltd. with 4,000-gallon steel tanks, and using Wallenstein and Jurup pumps.

The company also owns two combination

vacuum trucks: a 2005 Sterling built out by Vac-Con with a 16-yard-capacity tank and a Roots 824 PD blower, made by Dresser Inc.; and a 1993 Ford 9000, also built by Vac-Con with a 12-yard tank.

K.C. Collins attaches a hose to the back of an International vacuum truck at Adkins Sanitation in Fremont, Ohio.





The Adkins Sanitation team includes (front row, from left) Jimbo Adkins, J.R. Adkins, Joey Adkins, John Adkins, Jim Adkins and Jed Adkins. Back row (from left) are Wilma Rapp, Dan Licursi, Laura Williams, Jon Ottney, K.C. Collins, John Seamon, Tom Fisher, David Reyna, Sara Reyna and Dan Fisher.

Profile

Adkins Sanitation Ltd. Fremont, Ohio

Owners: Jim and John Adkins

Founded: 1957

Employees: 15

Services: Septic and grease trap pumping, septic tank installation, jet rodding, camera inspections and portable sanitation

Services area:
50-mile radius
in northwestern
Ohio



“THIS IS A SEVEN-DAY-A-WEEK JOB, AND YOU HAVE TO LET YOUR CUSTOMERS KNOW YOU’RE DEPENDABLE. IF A CUSTOMER PLUGS UP AT MIDNIGHT ON THE FOURTH OF JULY, THEY WANT SOMEONE THERE RIGHT AWAY. THEY NEED TO KNOW THEY CAN DEPEND ON YOU.”

John Adkins

In addition, Adkins Sanitation owns two restroom service pump trucks: one a 2005 Peterbilt 335 with a 2,200-gallon aluminum tank and a Masport pump, built by Transway Systems, and the other a 2000 Ford F-550 with a 900-gallon steel tank and Jurop pump. Adkins also owns two jetting trucks, a trailer-mounted jetter and a camera-inspection truck.

Septic pumping generates about 60 percent of the company’s business volume; televising and cleaning pipelines contributes another 25 percent; and the balance comes from portable restroom rentals, Adkins says.

Jim Adkins knew modern, productive equipment would be critical to success, so in the mid-1960s, he made his first major capital investment: a 1962 Ford vacuum truck built out by Pearson Brothers. The cost? About \$2,500, Adkins recalls.

Adkins slowly gained business through word-of-mouth referrals. As business grew, he bought a second vacuum truck. “For the longest time, we had two trucks,” he says. “John would take one truck, and I’d take the other. A lot of times, I wish it was still like that.

It was all a lot easier and simpler.”

But by the 1980s, he knew he couldn’t remain a two-truck, one-dimensional business for much longer. With John and two stepsons working for him, Adkins needed to generate more work to keep them all going.

“So we bought a combination truck and started cleaning catch basins and sewers for local municipalities,” he says. “At that time, a lot of guys were using a regular pump truck to clean catch basins in emergencies. That’s just how it was done. But that’s what led us to get a combo truck. I saw that work was available — saw a different direction we could go with the right equipment.”

TWISTS & TURNS

The business continued to grow in unexpected directions. Seeing the need for pipeline video inspection work, Adkins Sanitation invested in a camera truck and televising system from CUES Inc. That, in turn, led the company into pipeline repair work, says John Adkins.

“We’d camera a line and see problems, so we’d also make the repairs,” he says. “We did-

n’t do line repair work before, but a lot of contractors didn’t want to do smaller jobs, so (camera) customers started asking us to do it. We didn’t need a license back then, and it was pretty basic work, so we did it.”

The next logical extension of service was portable restrooms. Existing customers kept asking if Adkins Sanitation had restrooms to rent, so the company started buying small quantities. They eventually bought two service trucks, too. The company currently owns about 300 restrooms — mostly from Satellite Industries Inc. and PolyJohn Enterprises Corp., and plans to buy more. “They’re like mushrooms,” Adkins says. “They keep popping up.”

Entering the portable restroom field was a risk, to a degree, he notes. But that risk was tempered by the fact that customers kept asking for them, which indicated strong demand.

John Seamon prepares to process a load of waste with the Lely Maximizer at the company's Fremont, Ohio, waste facility.

Adkins says the company does not finance equipment purchases.

"You've got to put something back (save money)," he says. "I learned that from my dad. You're always going to have to repair or upgrade equipment, so you've got to keep something back. We've been very fortunate in that respect."

DIVERSITY PAYS DIVIDENDS

Through it all, developing a diverse business base and services has been a boon to Adkins Sanitation. If one business sector slows down, the others keep employees busy — and maintain cash flow.

"Lately, we've been doing an awful lot of

televising, cleaning and pumping," John Adkins says. "We

even went to Iowa for two

or three weeks to do catch basin and sewer line cleaning, a job we obtained through an environmental company for which we do a lot of work."

Adkins Sanitation's diverse customer base includes an unusual arrangement: a contract with a nearby town to pump out 1,500 septic systems — hooked up to its sewer system — every two years. The regular pumpings help



The Maximizer can process 30,000 to 40,000 gallons of waste daily.

ADKINS TAKES ON DISPOSAL

Tired of burning daylight and gasoline to haul septic waste to treatment plants — and paying ever-increasing disposal fees, to boot — Adkins Sanitation Ltd. in Fremont, Ohio, decided to treat its own waste instead. In 2003, the company invested in a Maximizer from Lely Waste Solutions LLC, and the purchase has been paying dividends ever since, says co-owner John Adkins.

"It's great because our trucks can dump here and leave empty every morning," he says. "It eventually pays for itself over time. We pay four to five cents a gallon for local waste disposal.

"Plus, most treatment plants in our area are about a half-hour to 45-minute drive away," he continues. "That meant our trucks were spending a lot of time driving to the dump ... which costs us in terms of gasoline and labor."

The system can process 30,000 to 40,000 gallons a day. However, thicker loads can decrease that rate to 10,000 gallons a day, Adkins says. "We try to take those (thicker) loads to the local treatment plant," he says. "Our drivers use their own discretion."

Aside from saving time and money, the company plant also keeps Adkins Sanitation from being overly dependent on municipal disposal options. "If they have a problem and cut us off, we still have a place to go," he says.

“I GO TO THE PUMPER & CLEANER EXPO TO SEE WHAT PIQUES MY INTEREST. THAT’S THE BEST WAY TO GET IDEAS. WE ALSO LISTEN CAREFULLY TO OUR CUSTOMERS AND SEE WHAT THEIR NEEDS ARE.”

John Adkins

ease the load on the municipality’s treatment plant and allow it to generate cleaner discharge, an important step in meeting federal water standards.

Adkins signed the contract three or four years ago, and it has proven valuable by providing fill-in work. “We might have half a day scheduled for emergency work, and we’ll fill in the rest of the day with the contract cleanings,” Adkins says. “That’s the best thing about it. It also leads to more work ... if we’re working out there and we see something else they’re going to need done, that’s the time to approach them.”

FAMILY TRADITION

Adkins Sanitation is a family operation through and through. The company employs

John’s three sons — Jimbo, J.R. and Jed — and John’s grandson, Joey. Moreover, Jim’s sister, Wilma, has been the company’s secretary since 1977.

The heavy family involvement presents John Adkins with his biggest challenge: figuring out how to position the company so it remains a viable business for his children. Part of his concern stems from an area trend toward fewer septic tanks.

“Around here, one neighboring county wants all residents on its sewer system within 20 years,” he says. “There are fewer and fewer tanks to pump every year. So I’m always thinking about what direction to go — what to get into, like pipelining, for example.

“I go to the Pumper & Cleaner Expo to see what piques my interest. That’s the best way to get ideas. We also listen carefully to our customers and see what their needs are.”

Keeping a family company running harmoniously requires an emphasis on communication. So Adkins says the family periodically makes time to talk about issues.

“Sometimes we get real busy, and everyone’s running in different directions, so it’s important to

make time to sit down and talk,” he notes. “With more people come more opinions about ways to do things, so talking helps keep us all moving in the same direction.”

One thing that everyone in the family agrees on is the importance of customer service. Jim Adkins puts it best:

“The key is hard work,” he says. “This is a seven-day-a-week job, and you have to let your customers know you’re dependable. If a customer plugs up at midnight on the Fourth of July, they want someone there right away. They need to know they can depend on you.”

That philosophy just might carry Adkins Sanitation to another 50-plus years of service. But what direction it’ll go is anyone’s guess. ■



Four generations of the Adkins Family attended the 2009 Pumper & Cleaner Environmental Expo in Louisville. Pictured at right is company founder Jim Adkins and (from left) grandson J.R. Adkins, great-grandson Joey Adkins and son John Adkins. (Photo by Sherry Dobbins)



Dan Licursi cleans a manhole with a 2005 Sterling combination truck by Vac-Con.

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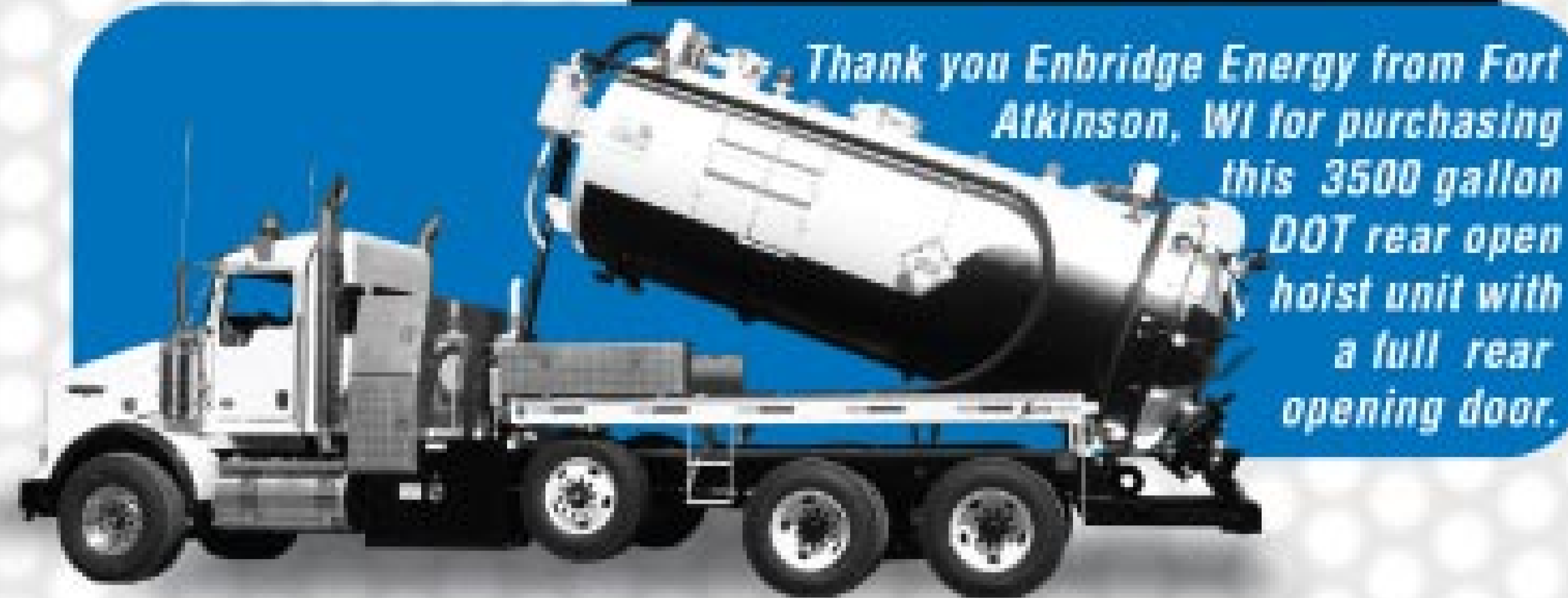
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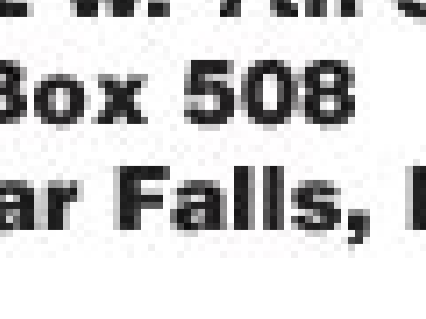
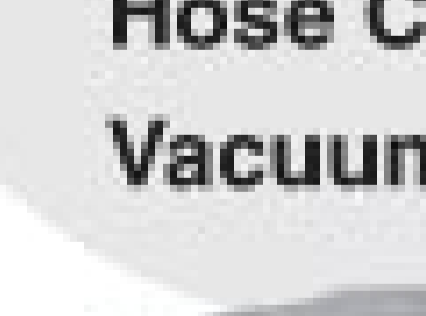
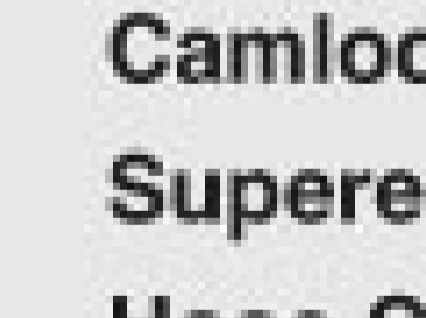
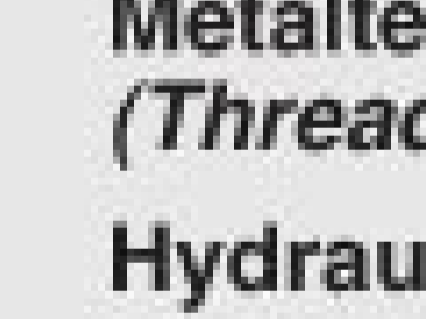
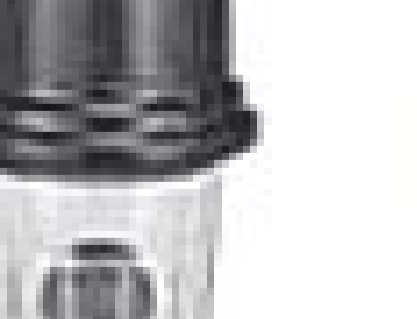
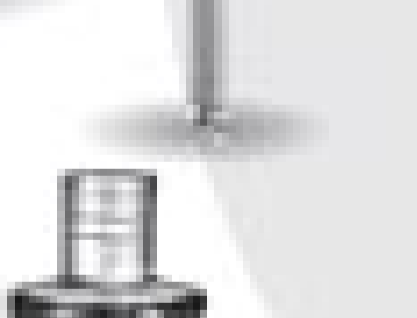
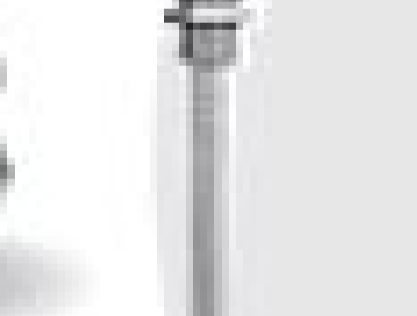
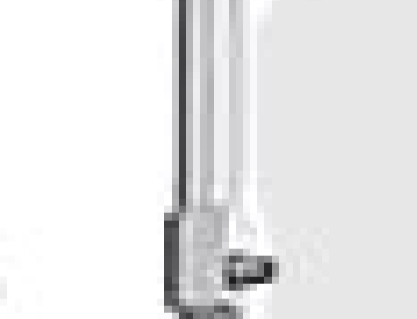
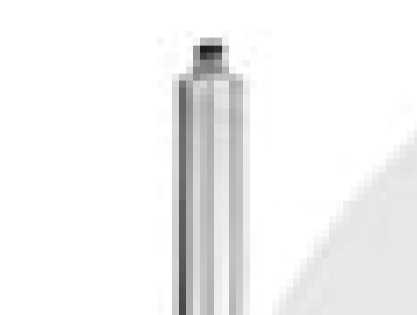
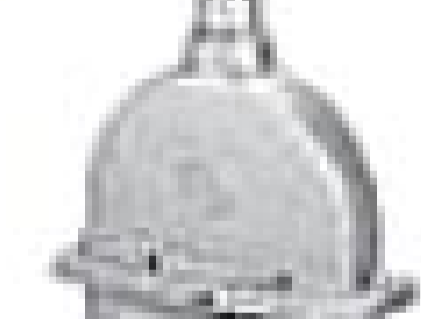
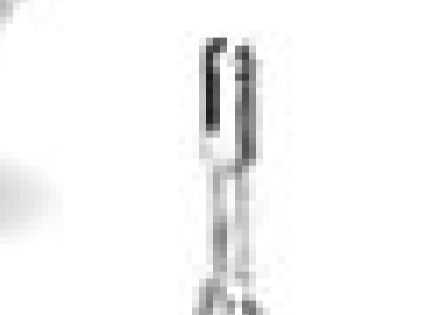
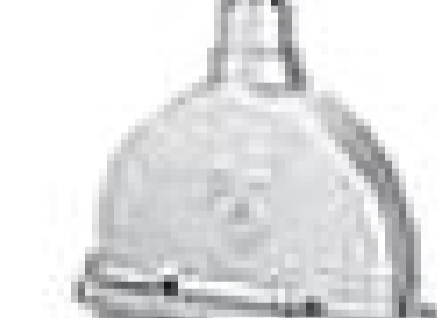
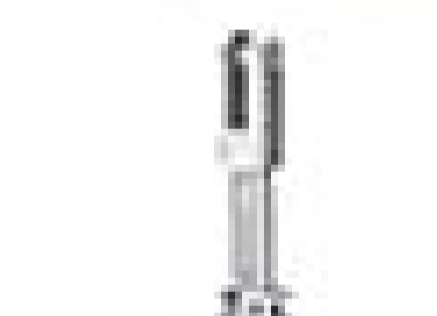
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Information and advice in Overheard Online is offered in good faith by industry professionals. However, readers should consult in depth with appropriate industry sources before applying such advice to a specific business situation.

Overheard Online

Question:

I have a customer who wants to put a check valve after the tank, inside the pump chamber to prevent basement flooding in the event of high water table and pump failure. I can get one, but it is so big (designed to have pipe at either end and measures at least 9 inches) I will have trouble putting in a pump. Does anyone know of a narrow check valve designed to go in that location that won't take up half the space? Ideally it would be a flapper with only one socket for a glue joint.

Answers:

They are huge. You can dig down and put it outside the tank. The one I use has a threaded top to access the guts so you can put a 4- or 6-inch pipe on it for a riser.

Why not put a high-level alarm in the pump vault so he knows when the pump fails? If he is worried about flows back into the house maybe put the backflow valve upstream from the tank? In any case, the vault and tank should be watertight so no infiltration from outside should get in and the dispersal field should be in a location where it is above high water table. (Various jurisdictions have regulations regarding vertical separation from the infiltrative surface to seasonal high water table.) A check valve should be located on the force main from the pump, inside the vault, so no water can get back into the vault.

I prefer a rolling ball check valve, as I have had problems with the flapper type. I have had the rubber hinge on the flapper tear off so the disk inside is loose, then it can be forced up, sometimes just right, so it closes the outlet from the valve. So the pump runs but won't pump.

Usually the flow rate determines the equipment. If the flow rate is low enough, the vane pump is the best solution. As the flow rate requirement rises (600 cfm at 18 inches Hg), the vane pump and blower pump performances will overlap. I think most would agree that once you get into the overlap scenario, the blower pump is the best solution.

◆ ◆ ◆
They are common here where we are all below the river level every spring. But come to think of it, most of the homes have them in the basement. That would be a lot easier.

Vane vs. Blower Pump

Question:

Can anyone explain in regular terms the difference between how a lobe blower such as a Roots blower and a vane pump works? We are in the sewer cleaning business and have Vactor and Clean Earth trucks with blowers, but just bought a straight vacuum truck to venture into the septic pumping business. It too has a blower (It came from a company that used it primarily for industrial pumping.), but I was told that it would not work for septic tanks and that a vane pump is better.

Answers:

To answer the first part — basically a lobe blower uses two rotors that rotate together at high speed to create the vacuum. A vane pump uses vanes that rotate around inside of a housing creating a seal gap that does the job. A vane pump burns oil; a blower uses oil to lube gears but does not burn it.

For septic, vacuum is vacuum. It doesn't matter if you have a blower that produces 27 inches Hg with a 200-cfm flow or a vane pump that produces 27 inches Hg with a 200-cfm flow.

Blower advantages include sustaining high vacuum for unlimited periods of time without overheating. Blowers do not burn oil and have no emissions other than heat. Disadvantages include cost, and if they crash, they're usually not repairable.

Vane pump advantages include cheap startup cost and ability to repair easily. Disadvantages include use of oil, requiring you to refill the reservoir. The oil is exhausted into the atmosphere. Heat during high-vacuum levels could get out of hand if run for extended periods of time.

◆ ◆ ◆
In addition, I have received the following from owners and operators:

Vane pumps offer a lower initial investment, but are much more expensive to maintain. I have been told that the vanes need to be replaced annually at a cost of about \$1,000. As the vanes wear, your performance decreases. I have also heard that they are loud and messy.

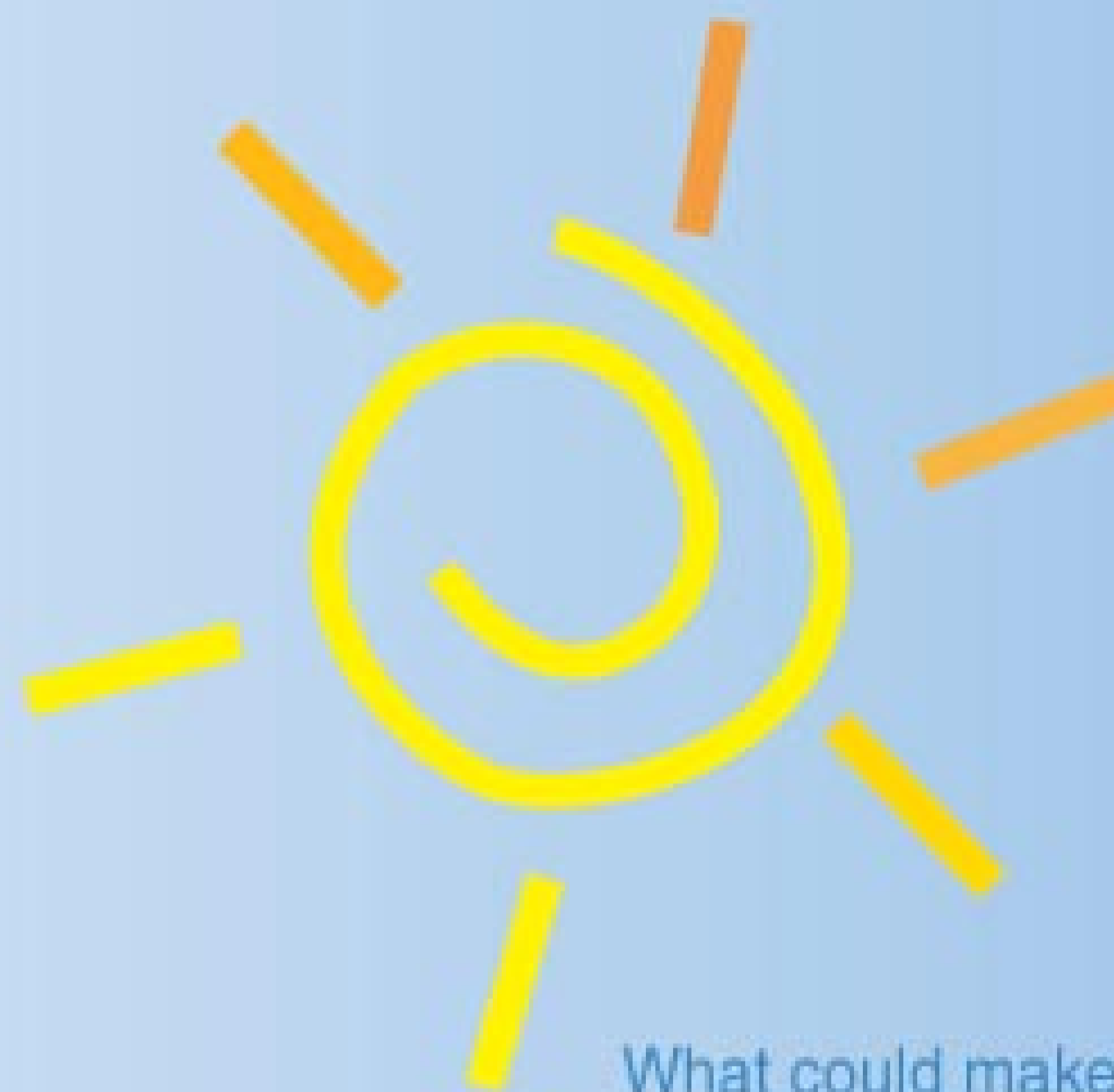
Positive displacement blower pumps are much more reliable, typically lasting 10-plus years with little maintenance. Unfortunately, they require a larger initial investment. They are usually smaller and lighter for the same performance, but require a good filtration system and a set of silencers.

Usually the flow rate determines the equipment. If the flow rate is low enough, the vane pump is the best solution. As the flow rate requirement rises (600 cfm at 18 inches Hg), the vane pump and blower pump performances will overlap. I think most would agree that once you get into the overlap scenario, the blower pump is the best solution.

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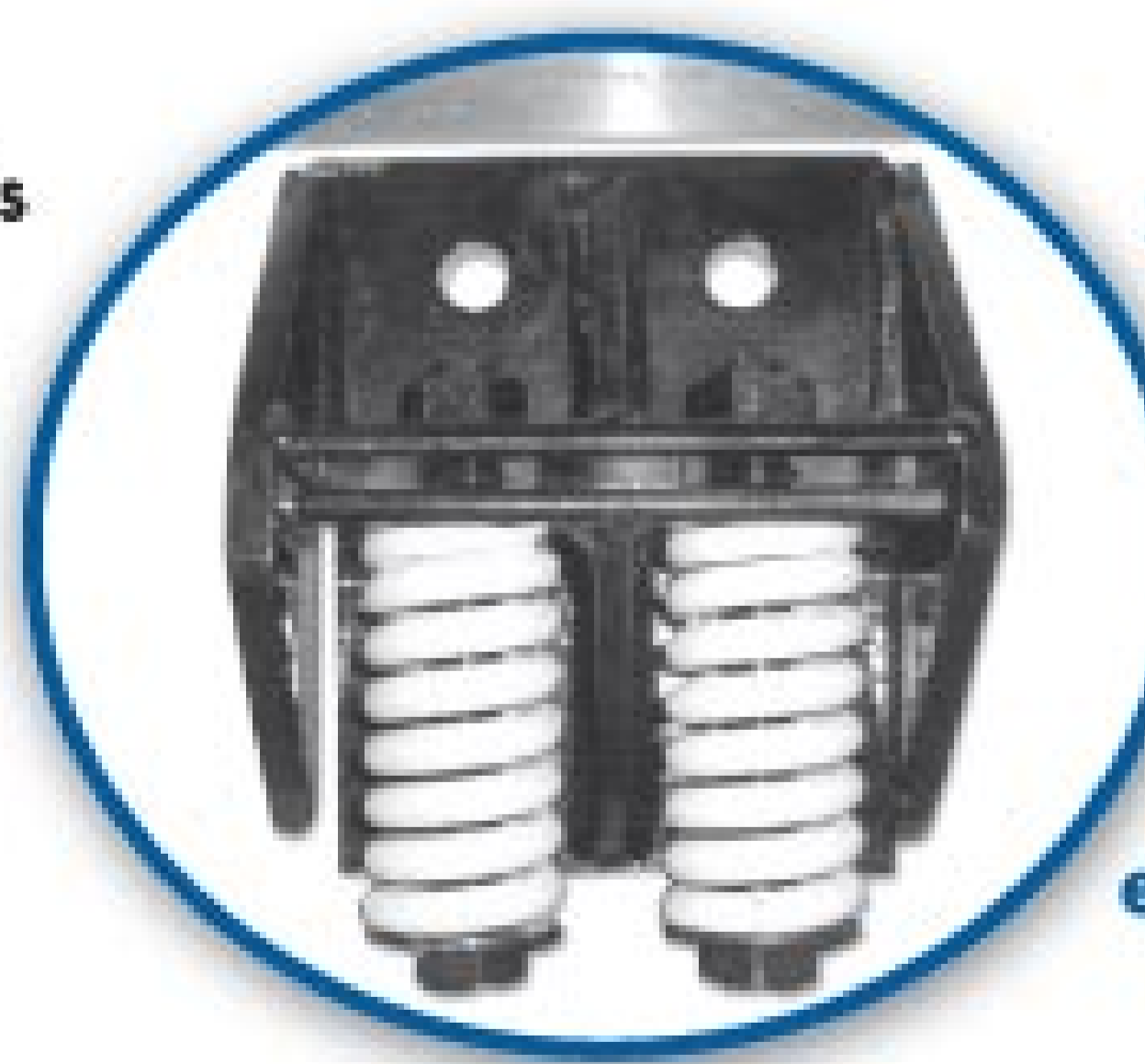
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Right Credit, Right Reason

Don't be afraid to borrow money when your business needs it. Just know good debt from bad debt and avoid getting overextended.

By Erik Gunn

Debt. It cuts two ways. There's no question bad loans and risky lending strategies have helped create the economic troubles we face today. Or that credit is a lot tighter these days than just a few years ago (and for good reason).

It's never been easier to be afraid of debt. But today's lesson is: Don't throw the baby out with the bathwater. It might sound smart to just kiss debt goodbye. But that would be almost as risky as taking on debt thoughtlessly.

Businesses have failed because their owners weren't willing to seek the resources needed to expand when an opportunity presented itself. The key is knowing good debt from bad debt — and making sure you get one and not the other.

TWO KINDS OF DEBT

Broadly speaking, there are two kinds of debt. One is a *line of credit* — a source of money you can turn to when your business bumps into cash-flow problems. This is also called revolving debt, because you borrow it, pay it back, and borrow it again. At home, this is like a credit card.

The other is *amortized debt* — a limited-term loan, usually for equipment or supplies or property or some other fixed asset — that you pay back over time. Your home mortgage or car loan are examples.

One big mistake is using one kind of debt when the other is what you need. Suppose you use your line of credit to buy a new truck. That would be like putting it on your credit card. Typically, the finance costs on a line of credit are higher than on amortized debt. So credit lines should be used only in short-term situations where you can pay the money back quickly. To buy that truck, amortized debt is the way to go.

AMORTIZED DEBT

New assets, thoughtfully selected and purchased, can make a big difference in the future of your business. Suppose you find there's a need for your services in the next county, but to expand effectively you need a new service truck and related equipment.

First, do your homework. Realistically, how many customers can you gain by expanding? How much monthly income is that likely to generate? How long will it take you to get the word out and the calls coming in?

Now perhaps you're cash-rich and can pay for that new truck without borrowing a penny. Great if you can do it, but for many businesses that's not realistic. So does that mean all is lost? Absolutely not.

If the numbers show that your additional revenue can more than cover monthly principal and interest payments on a loan for the truck, then it's sensible to make the move. That's where it helps to have a good handle on your day-to-day costs, and income.

CREDIT LINES

On the day-to-day side, you bill customers, and you have bills to pay — to suppliers, vendors, employees. Wouldn't it be nice if your customers paid instantly and you didn't have to pay your bills until the end of the billing period?

Of course it doesn't work that way. Instead, your bills are due today, and the money you've got coming in won't arrive until next week, or even next month. A line of credit helps you bridge the gap. By using it, you can buy the

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



Businesses have failed because their owners weren't willing to seek the resources needed to expand when an opportunity presented itself. The key is knowing good debt from bad debt — and making sure you get one and not the other.

fuel your trucks need and cover your employees' paychecks on time. When the revenues come in, you turn around and pay down your credit line.

A credit line is like a home credit card with an important difference. A credit card is unsecured debt: It's backed by nothing more than the card issuer's belief that you'll pay back what you owe. That's one reason interest on credit cards is often much higher.

On the other hand, a credit line for your business is secured, typically by a lien on your business, some real estate, or at least your accounts receivable. That suggests two important rules: First, don't carry a balance on your credit line longer than you must. Try to pay it off as soon as your business income allows. The other rule follows from the first: Never borrow so much that you can't pay off the line of credit quickly from your cash flow, once your customers do pay you. Otherwise, you could end up losing your business to repay that debt.

HOW BANKS FIGURE IT

While banks may base your credit line on your accounts receivable — the money your customers owe you — here's an important caution: Older receivables, such as those 90 days old or older, don't count. Banks will subtract those old receivables from your total, and they typically won't lend you more than 65 to 85 percent of the rest.

They'll also consider other factors: Do your business costs and income rise and fall depending on the season? Do you have a broad or narrow base of customers? (Broader is better.)

Finally, you need to be realistic about your ability to pay the loan down to zero on your cash flow. Especially now, it's important to pay a credit line balance within a year.

RELATIONSHIPS

All these point to two related last pieces of advice: If you don't already have a good accountant or other financial advisor on your team, get one. Choose someone you can trust to learn the ins and outs of your business, your cost structure and your cash flow. A professional accountant will be critical to helping you keep your business running smoothly.

And finally, if you don't already have a relationship with a banker, get one. The more you become a familiar face your bank can trust when it decides to lend you money, the better off you and your business will be.

So think of debt like fertilizer: Yes, too much can burn up your crops. But with the right kind, used judiciously, your business can provide a bumper yield. ■

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Poised For Pre-treatment

Disposal regulation and rising costs at the treatment plant are forcing pumpers to look at their own dewatering operations

By Mary Shafer

Pumpers everywhere are watching developments in disposal with a keen eye. Even those utilizing land application are wondering how long that mode of disposal will remain a valid, legal option. Others are already struggling under the pressures of dwindling land application opportunities and/or limited treatment facility volumes. Still others have no volume restrictions, but are plagued with higher costs at the treatment facility. And everyone has to deal with rising costs in time and labor to transport to their disposal sites.

Many have decided to get out in front of the disposal issue. They want the versatility to make decisions while they still have time and aren't under the gun. These pumpers have instituted some sort of pre-treatment process — usually dewatering — for their septage. This either lessens the volume they must pay to haul and have treated, or balances treatment costs by creating a new revenue stream for the cake as a fertilizer product. We caught up with several contractors at the 2010 Pumper & Cleaner Environmental Expo, and here's what they have to say on the subject:



Name:
Steven Weaver
Company:
Weaver's Level Best Septic & Excavation
Location:
Monte Vista, Colo.
Employees: 2
Years in Business: 9

Weaver's Level Best Septic & Excavation owner, Steven Weaver, was intently shopping on the Expo's exhibit floor. "We're looking at the dewatering systems that are available at the moment to handle grease trap waste from our restaurant customers," he said. "Right now, we're having to truck it all out about 300 to 400

miles. We're trying to come up with the alternative method." His primary motivation is meeting state and U.S. Environmental Protection Agency disposal requirements.

Weaver's territory is in south-central Colorado, on the eastern edge of the Rio Grande National Forest. It's fairly rural, and none of his competitors are doing any kind of pre-treatment. "Everybody's either shipping out or land-applying everything they've got," he says. "We're in a large agricultural area, so it works out for everyone to land-apply septage, but we need some way to take care of the grease trap waste. Regulations say if you compost it you can land-apply, but they really want you to put it in a landfill."

Weaver is taking the long view in his search for a dewatering solution, doing his homework on potential pre-treatment systems. "What we're trying to do is get something that's going to be universal so if we have to start dewatering septage, we can."

"Everybody's either shipping out or land-applying everything they've got. We're in a large agricultural area, so it works out for everyone to land-apply septage, but we need some way to take care of the grease trap waste."

Steven Weaver



Name:
Gary Thompson
Company:
Sandhills Septic LLC
Location:
Tryon, Neb.
Employees: 2
Years in Business: 9

During the summer months, Sandhills Septic land-applies septage on nearby farms. It dumps waste at municipal public lagoons during the rest of the year. "I think the Feds are going to stop us from land-applying and push dewatering on us," company co-owner Gary Thompson says. He believes that within 10 years, land application will be outlawed in his area, forcing pumpers to dewater and then truck the cake to landfills.

The trip to the lagoon can be up to a two-hour drive one way from the pumping site, so Thompson is interested in keeping those trips to a minimum. Despite the recent plateau in rising fuel costs, he knows the trend will continue upward in the long run.

With these two realities in mind, Thompson is thinking about setting up for dewatering at his yard. He's not taking immediate steps to purchase a system, but the technology is on his radar, and he's paying attention to how it develops. He thinks he'll start out slowly when he does buy a system, perhaps with a small dewatering container. After that, regulations and business volume will determine how his dewatering effort develops.



Name:
Bill Artamenko
Company:
Envirotech LLC
Location:
Sacramento, Calif.
Employees: 3
Years in Business: 15

Bill Artamenko already does dewatering in his septic pumping business, Envirotech LLC. "We started dewatering in 1995 — because our municipalities went from 7 cents to 12 cents per gallon for treatment at their facilities. So I needed to do something." He didn't see profitability in purchasing a dewatering system solely for his own use, and decided to find someone who also needed the service. This way, he could make the equipment pay for itself quicker.

He learned that to his north, Placer County's wastewater management officials were looking for a company that could dewater septage that was creating too much of a load on their treatment plant. He approached them about becoming a customer if he were to offer dewatering services. "They were just about ready to start getting fined by the EPA, and weren't able to take on any more volume. They were in dire need of someone to help, so they were very happy to see me."

Artamenko did some research on the Web, located a manufacturer, and purchased a dewatering system. He made the deal with Placer County and went into the pre-treatment business. Now, dewatering has become a huge part of what he does, to the point where the company now designs and builds its own dewatering boxes and constantly experiments with new screening materials to increase productivity and efficiency.

He allowed the septic pumping side of the business to level out and built the dewatering side. Envirotech now serves about 15 pumping contractors with dewatering services, which bring in about the same level of income as the pumping services. The company continues to grow, which Artamenko credits to his decision to enter the dewatering business. ■



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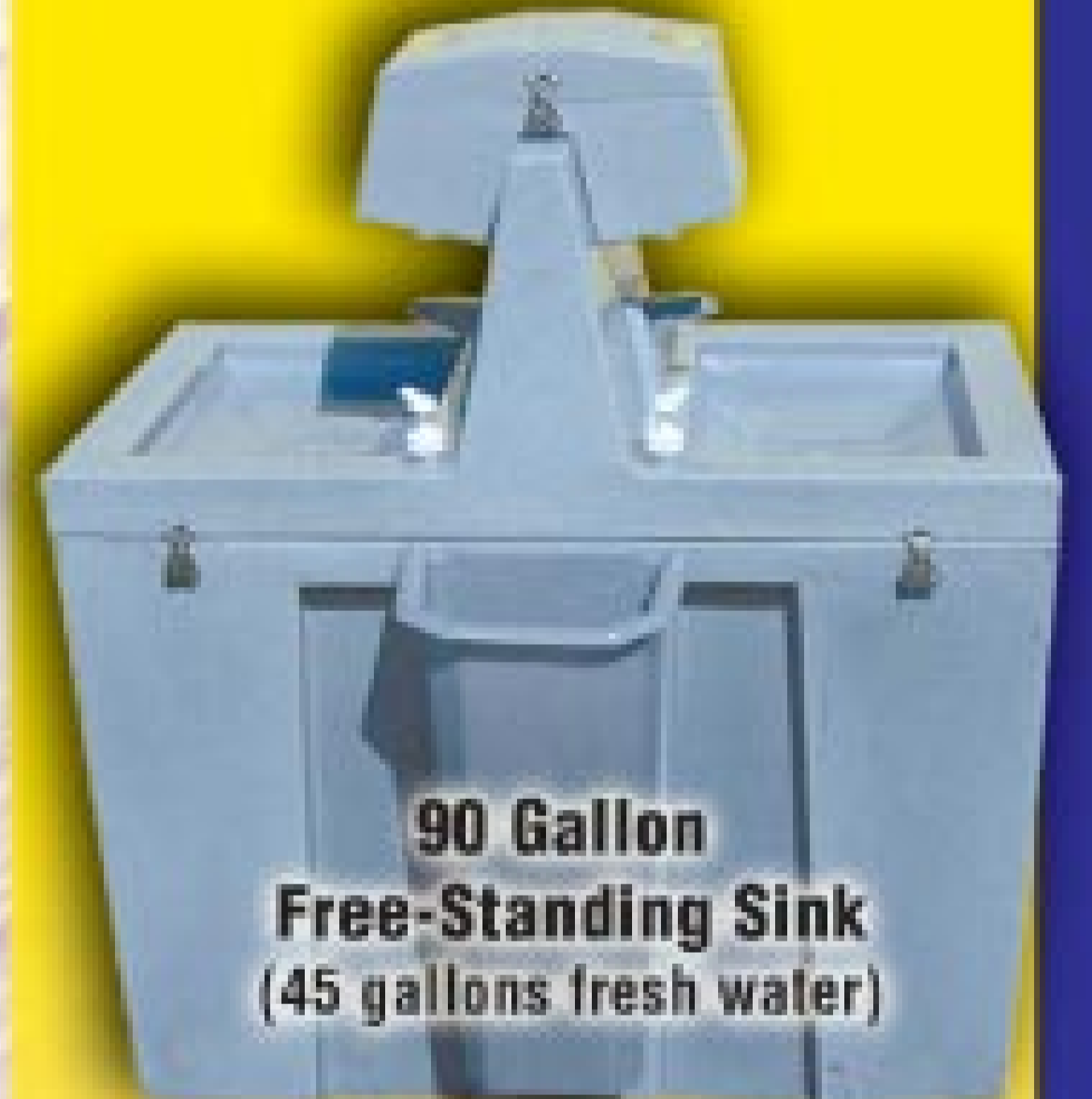
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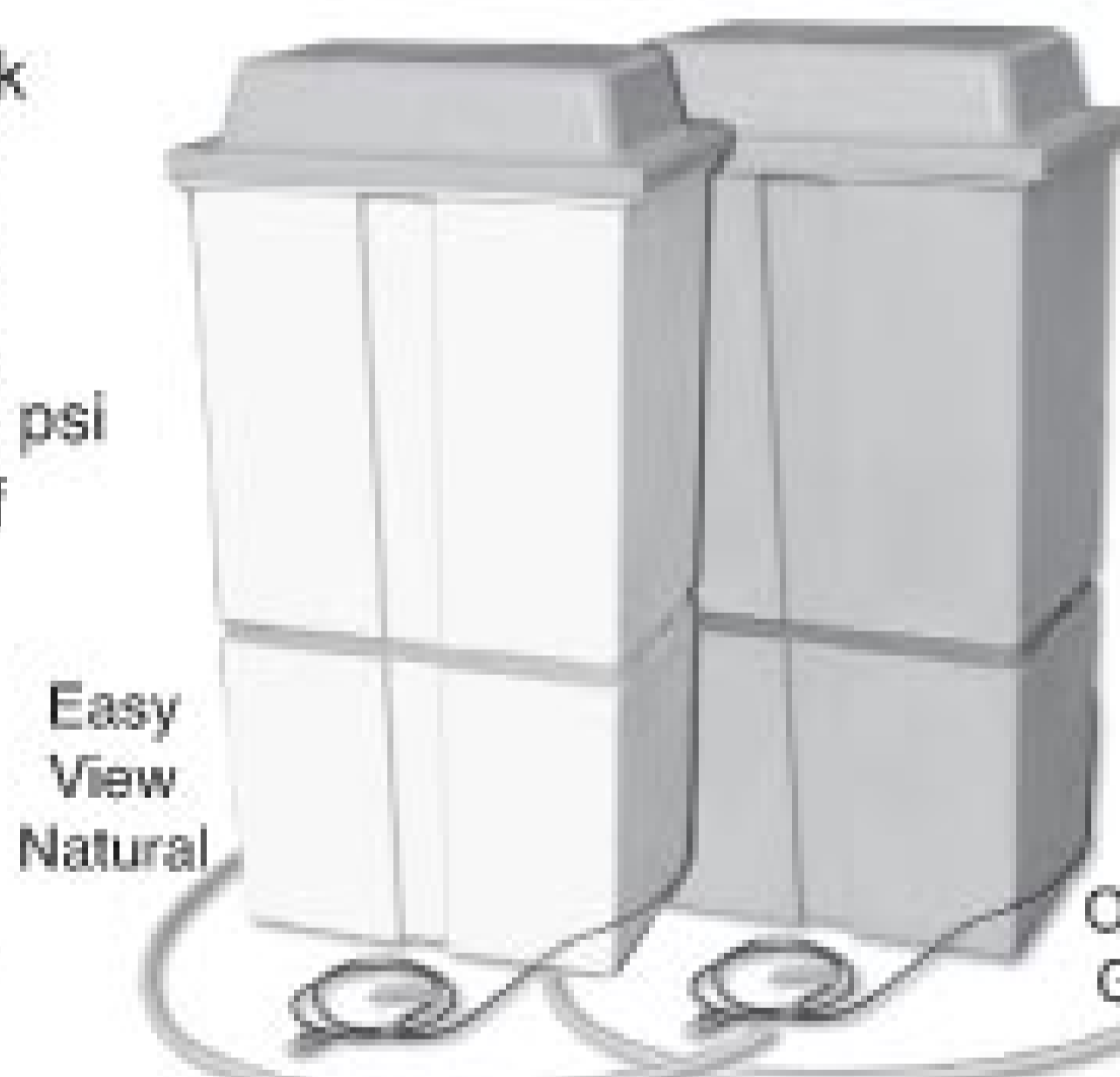
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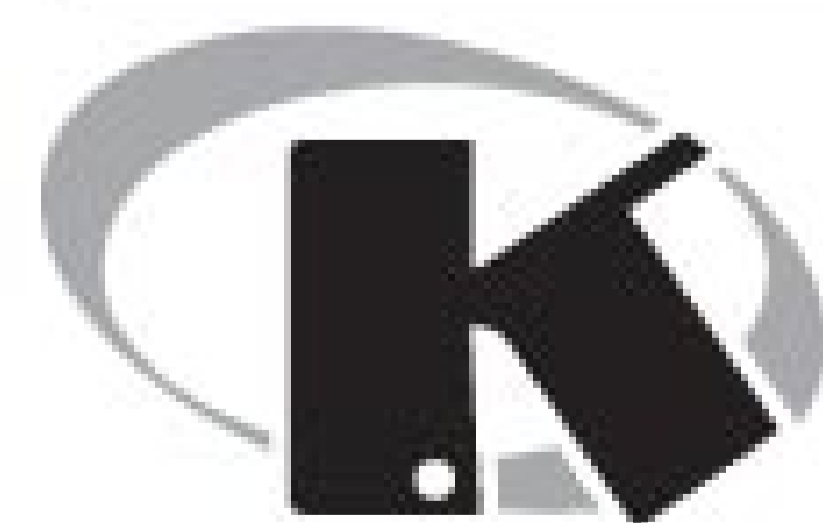


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Get Your Trenches in Order

Sequential distribution design allows the installer to work around drainfield layout challenges posed by obstacles or an unusually shaped lot

By Roger E. Machmeier

Q I've been pumping septic tanks, but I'm thinking about getting into the installing business. In April you wrote about ponding and the biomat, then you mentioned sequential distribution. What does this mean?

A First, I want to stress that if you get involved with installing systems, be sure and get adequate training. Most states have educational programs for onsite sewage treatment systems. Your local health department or zoning office can give you information on available training programs.

I have written about the advantages of sequential distribution in the past, but now may be a good time for a refresher.

When trenches are used for soil absorption in an onsite sewage treatment system, septic tank effluent must be distributed in the most efficient way. For gravity distribution of effluent, distribution boxes were used for many years. There was an inlet pipe from the septic tank into the distribution box and an outlet pipe for each trench. The outlet pipes were supposed to be at the same elevation so an equal amount of effluent would flow to each trench in the system.

There were two basic faults with this system. First, the trenches would likely not have the same capacity to treat sewage. The soil would have different properties along the length and depth of each trench. So each trench would be able to treat different amounts of effluent. Also, it was difficult to install trenches exactly the same length because of lot size or other features.

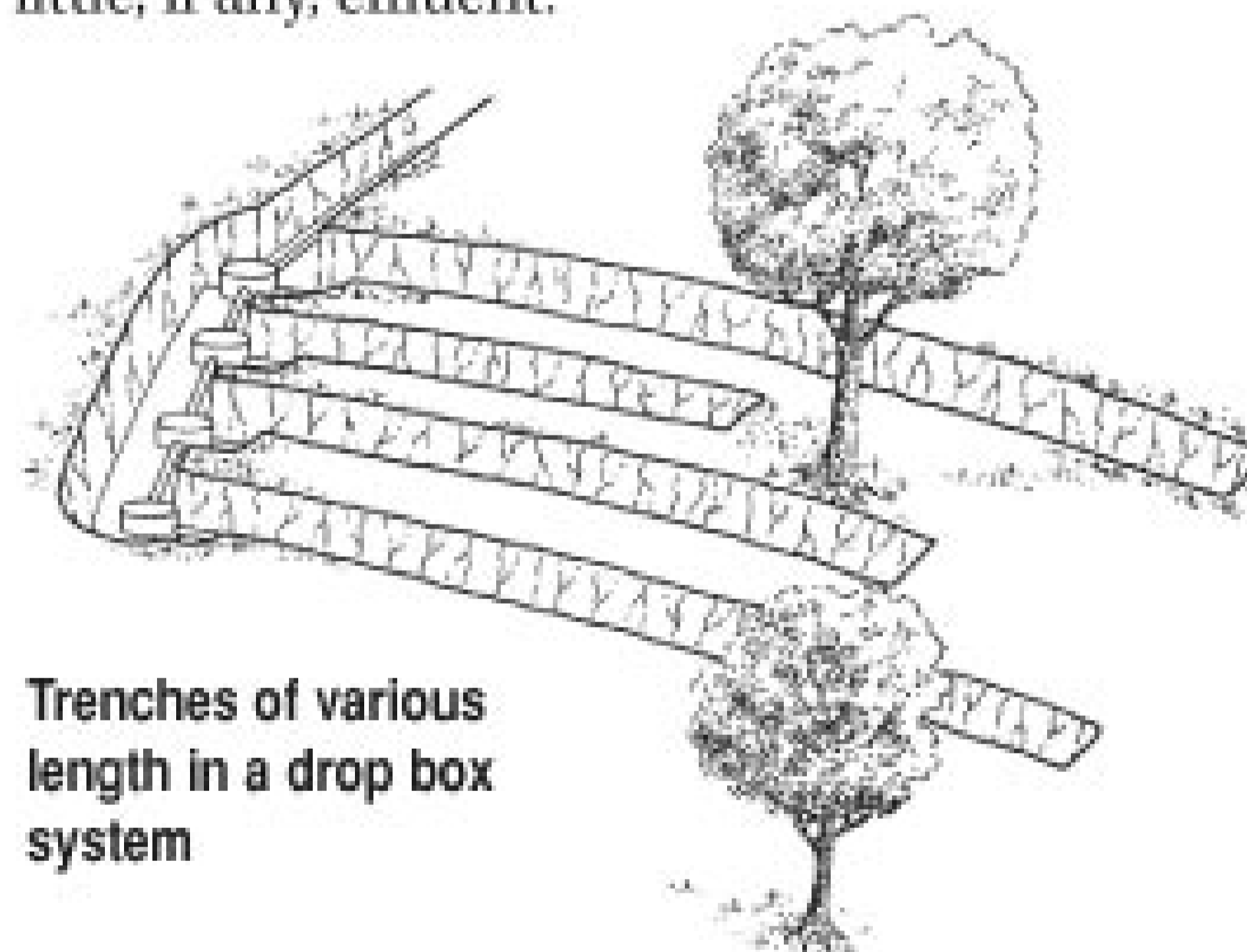
Secondly, it was virtually impossible to install a distribution box so all the outlets would be at the same elevation when the box was operating. To do this effectively, when installing the distribution box, water would need to be poured into the box and the outlet pipes adjusted. Most installers weren't doing this because it was too time-consuming. And even if the box were perfectly installed, settling

of the soil during backfilling would often change the level of the box.

STUDYING FAILED SYSTEMS

After World War II, a lot of houses were constructed for veterans and financed through the Federal Housing Authority. Septic systems were used for some of these houses. Many of the septic systems failed because one of the trenches would have sewage surfacing. This was called "side hill seepage" at the time.

The FHA authorized research to determine why the systems were failing. The study showed distribution boxes were the problem, not the side hill slope. Too much effluent was discharged by the distribution box into one trench and that trench failed. Other trenches in the system often received little, if any, effluent.



Trenches of various length in a drop box system

The FHA study recommended use of serial distribution rather than distribution boxes. Serial distribution connects the end of one trench to the beginning of the next trench. For effluent to get to the end of the last trench it would need to flow through all the trenches in the system. In that way the entire trench system would be used. If effluent surfaced, it would be from the last trench. This meant the septic system would be hydraulically overloaded. The family was just using too much water.

However, the problem with true serial distribution is that if plugging occurred in a trench, the remainder of the trenches in the

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.



An advantage of the sequential distribution system is that trenches do not need to be the same length, so trees or other obstacles can be avoided. Sometimes the shape of the lot makes it difficult to have all trenches the same length.

system would not receive effluent.

Sequential distribution is a modified serial distribution system. Each trench has a drop box installed at the head end. Effluent from the septic tank flows to the first drop box. This drop box directs all the effluent flow into the first trench.

DESIGN ADVANTAGES

When the biomat forms and the liquid level rises to the top of the first trench, effluent begins to flow to the second trench in the system. The first trench continues to treat septic tank effluent at its capacity, but excess effluent flows to the second trench. When the second trench is treating effluent at its capacity, effluent will flow to the third trench in the system. Each trench receives only the amount of effluent it is capable of treating. The trenches are supplied with their effluent in sequence by the drop box system. This is the reason for the name "sequential distribution."

Septic tank effluent is supplied to the head end of each trench in sequence. The drop boxes are connected with 4-inch plastic pipe. The accompanying sketch shows the pipe connections and trench layout of a sequential distribution system.

An advantage of the sequential distribution system is that trenches do not need to be the same length, so trees or other obstacles can be avoided. Sometimes the shape of the lot makes it difficult to have all trenches the same length. All that is required with sequential distribution is the total length of the installed trenches meet the design for the soil absorption system. ■

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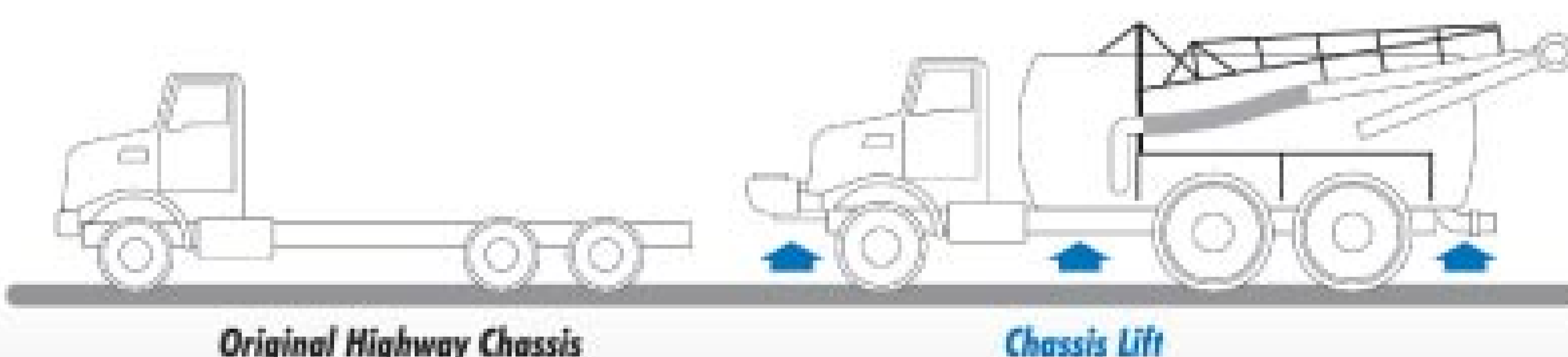


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NEW OFFICERS, NEW DIRECTIONS

By Tom Ferrero

Roger Winter was elected president of the National Association of Wastewater Transporters for the 2010-2012 term. He served as NAWT vice president from 2007-2009 and is vice president of K. Winter Sanitation Inc. in Havelock, Ontario, Canada. Winter also was president of the Ontario Association of Sewage Industry Services and a member of the Ontario Ministry of Environment Technical Steering Committee. His 47-year-old, family-owned portable sanitation company serves central Ontario with 24 trucks. Winter is married to Jill and the father of Hayden, 3, and Siera, 1.

Other elections included Bruce Fox of Allstate Septic Systems LLP, Bangor, Pa., vice president, and Ralph Macchio of New York, treasurer. These are two-year terms.

2010 SCHOLARSHIP RECIPIENT

NAWT received nine applications — a new record — for the William Hapchuk Memorial Scholarship Fund. Todd Frank, a sophomore at Ashland University, is our 2010 recipient. Frank will apply his scholarship toward a bachelor's degree in business administration with minors in information systems and finance. He is a member of the fraternity Phi Kappa Psi, the honorary fraternity Alpha Lambda Delta, a member in Ashland's Honor Program, and president of the College of Business and Economics Scholars. His parents own a full-service septic business in Ohio.

Applicants were asked to write a 500-word essay on the role pumpers can play in ensuring that onsite systems operate properly and are maintained to industry standards. Frank's composition stressed that pumpers should be educated people who go beyond just answering customer questions to teaching them what their system is and why it is important. They must be proficient in the art of persuasion, motivating customers through economics, environmental and public health, and consequences to produce the desired results.

By doing more than just pump, Frank concludes, pumpers can be a friendly and trusted face of the community for many years to come. The scholarship, which can be won more than once, is available to high school seniors or full-time college students.

Our new *Policies and Procedures Manual* defines the selection process. I receive all the applications, number them, remove anything that could reveal the author's identity, and send them to the Scholarship Committee. Each of the four members select their first, second, and third choices, which I rank, giving three points for first on down. The paper with the highest total wins. The question for the 2011 scholarship will appear in next month's column, which gives students ample time to meet the Jan. 1, 2011, submission deadline. Download applications at www.nawt.org.

MAN-OF-THE-YEAR AWARD

In 2009, NAWT renamed its Man-of-the-Year Award the Excellence in Service Award to accurately reflect that many women, as well as men, are making outstanding special efforts to improve the industry through the association. Any member can nominate someone by downloading the form on our Web site. Applications are due by Dec. 31, 2010. We didn't present the award at the Pumper & Cleaner Expo this year because our *Policies and Procedures Manual* was in the approval process. The manual covers the protocol for the award process.

STATE ASSOCIATIONS MEETING

NAWT held its state associations meeting Thursday morning at the Pumper & Cleaner Expo, and attendance was terrible. It's my fault because I didn't invite representatives early enough. I made a commitment not to let it happen next year.

It's important for representatives to be there to voice issues they would like NAWT to address. While most concerns can be handled at the state and county level, some issues require our experience and ability to network with individuals from around the country. Those resources are invaluable.

Don't forget to use our new database to check on your credentials and certifications or to change personal information. Doing so will improve office efficiency and make processing requests easier. You'll find us at www.nawt.org. ■



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Lot #2815680 - \$55,500



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Pump, Lot #3016231 - \$19,500

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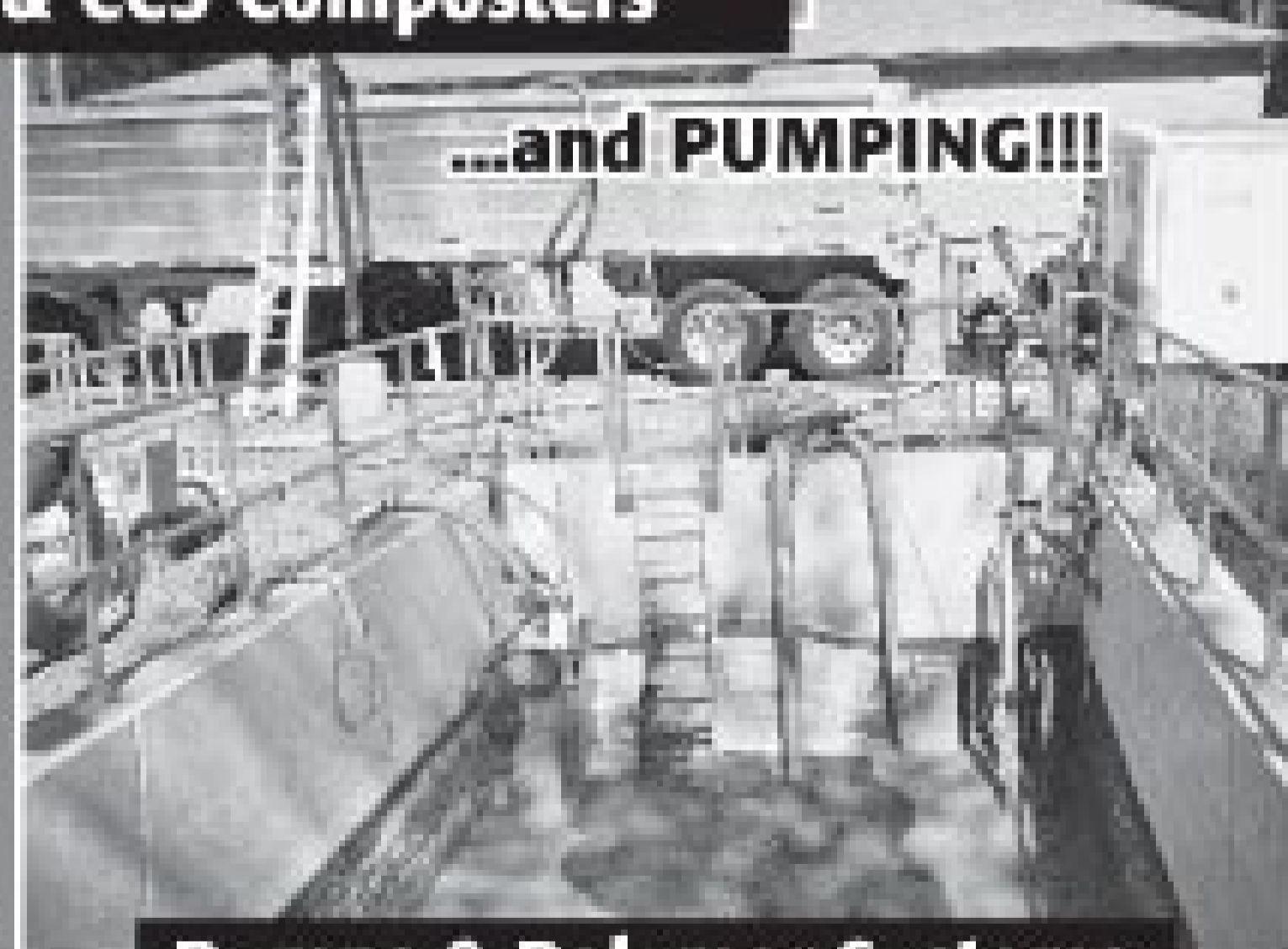
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Imperial Industries Debris Collector Traps Litter

The **Ultimate Debris Collector** from **Imperial Industries Inc.** “combs” debris from septic waste so it can be land-applied according to state regulations or pre-treated for offloading at a disposal plant. “When you spread or land-apply, everything is coming out of your tank,” Tom Aerts, general sales manager for Imperial Industries, explains.

Eventually that litter needs to be removed. That can take time, labor and expense, he says. The 85-pound, aluminum debris collector attaches to the rear valve of the vacuum truck. Measuring 45 1/2 inches long to the end of the drain valve, the device is 12 inches wide and has a depth of 20 1/4 inches. Inside is a track where the stainless steel filters ride.

The unit is available with a choice of septic or holding tank filter. The septic filter, with 22 teeth, spaced 3/4 inches apart, is designed for removing larger debris, while the holding tank filter has 45 teeth spread 3/8 inches apart, a requirement for all waste in some states.

According to Aerts, a year of testing revealed distinct differences in waste from holding tanks and waste from septic tanks. Feedback from users said the narrow-tooth comb at times filled up and needed to be cleaned before an entire load could be emptied. That wasn't the case when unloading a holding tank. So Imperial designed a second filter with larger spacing between the teeth specifically for septic tank waste, allowing more solids to flow through, while still holding back debris.

“So now we sell these as a septic or a holding tank debris collector,” Aerts says. Pumpers who service



in the SPOTLIGHT

By Ed Wodalski

both septic systems and holding tanks can purchase the unit with both types of filters.

A hinged end cap makes it easy to slide the filters out for cleaning. Debris on the filter can be brushed into disposal container. “You clean it out, slide it back in, and you're ready to go,” Aerts explains. The filter with smaller gaps also meets at least one California treatment plant's requirement for debris removal.

The device's light weight enables one person to safely remove and remount it in



the field, although most pumpers simply leave it attached to the truck, Aerts says. Two receivers, welded to the truck's rear bumper, telescope in or out for a customized fit. A camlock attaches the collector's flexible hose to the 90-degree or pitched rear valve of the vacuum tank. Two pins hold the device in place, while the discharge pipe allows for a wide spray attachment. A side drain valve allows for easy cleaning with a pressure washer, and two handles atop the

device make it easy to lift.

For more information, call 800/558-2945, or visit www.imperialind.com.

AlturMATs Introduces Galvanized Turn-A-Link

Steel Turn-A-Link connectors from AlturMATs feature a galvanized coating to resist rust. The portable roadway linking system is available in round single or double and flat single or double configurations. 888/544-6287; www.alturnamats.com.

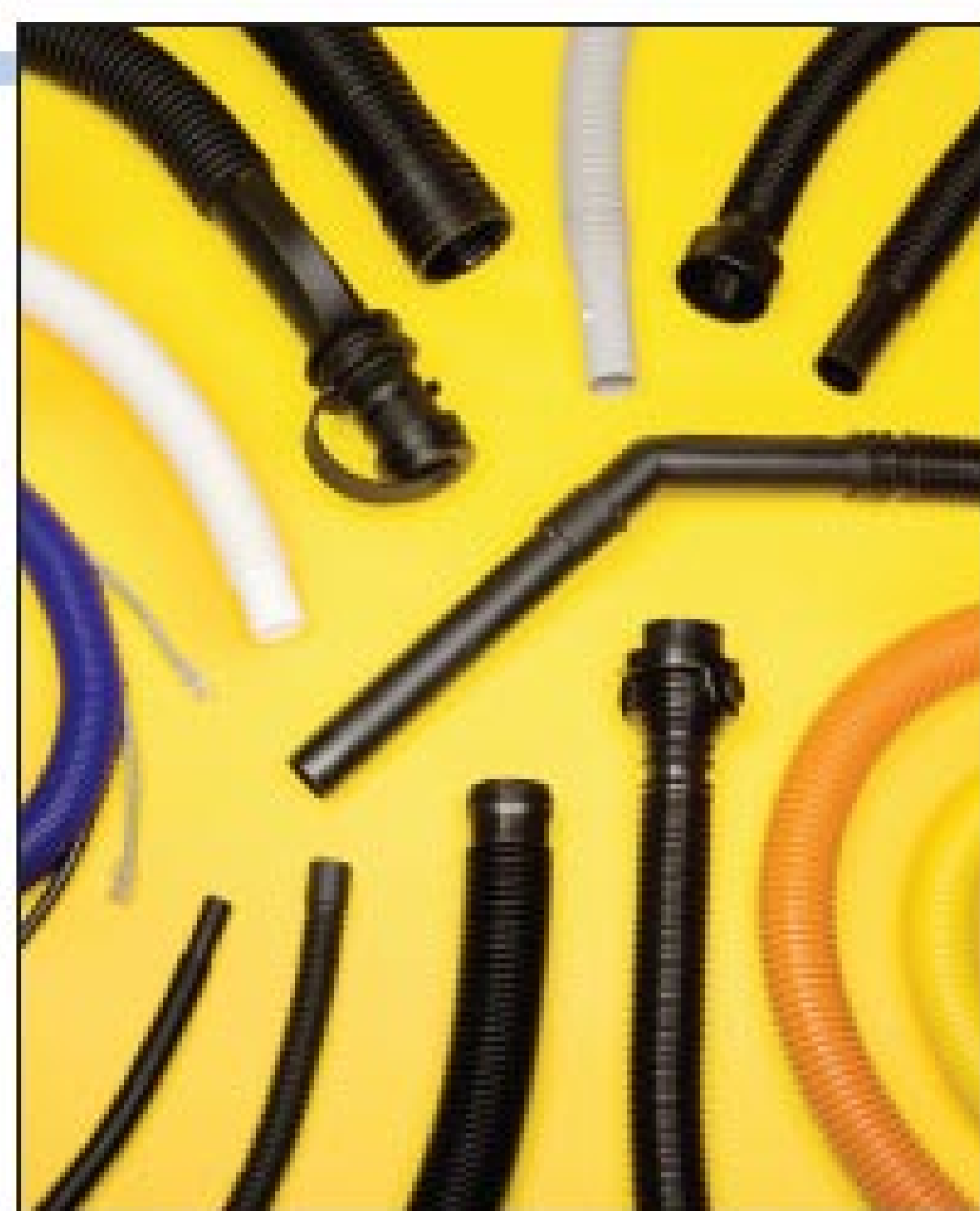


Liberty Pumps Offers 2-Inch Guide Rail

The GR22 pump guide rail from Liberty Pumps features cast iron construction and single rail design that allows for easier installation or removal of submersible pumps in deeper pits. The unit has a 2-inch discharge, while internal 2-inch thread on the pump mating claw allows for adapting to other pumps. 800/543-2550; www.libertypumps.com.

Flexaust Offers Custom Flexible Hose

Custom flexible hoses from Flexaust can be manufactured from a variety of materials for vacuum and pumping applications. Sizes range from 1/2 to 2 inches I.D. with varying thickness, pitch, helix, split-loom, flat, special cuff, colors and other OEM characteristics. 800/343-0428; www.flexaust.com.



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C-Level Sensor from SJE-Rhombus

SJE-Rhombus Launches C-Level Sensor

The C-Level sensor from SJE-Rhombus uses floatless technology to convert tank water pressure into a low-voltage electric signal that is sent to the IFS control panel for constant tank level monitoring. The system is designed for tight spaces and provides an option for a redundant pump off-float and high water alarm in regions where the operations are required. 888/342-5753; www.sjerrhombus.com.

Ace Roto-Mold Introduces Low Profile Tanks

Aquifer low profile cistern tanks from Ace Roto-Mold, a division of Den Hartog Industries Inc., include 1,000-, 1,500-, 2,000- and 2,500-gallon units designed for below and above ground applications. Made for the storage of

potable and non-potable water, the tanks feature a sectional ribbing design to withstand vertical soil pressures of up to 400 psf. Tanks can be buried up to 28 inches deep and backfilled empty. Multiple fitting locations are provided to accommodate a variety of plumbing configurations. The tanks are made from FDA-compliant resins and high-density polyethylene with UV inhibitors. 800/342-3408; www.denhartogindustries.com.



Aquifer Low Profile Cistern Tank from Ace Roto-Mold



PROVAC Tool Box Vacuum Tank from TOICO

TOICO Introduces PROVAC Tool Box Vacuum Tank

The 140-gallon PROVAC tool box vacuum tank from TOICO Industries is designed for emergency service, remote routes, golf courses, startup companies, grease trap, RV and campground service. The unit weighs 168 pounds and features a Conde Model 3 vacuum pump with 5.5-hp electric start Honda engine. The aluminum tank has a primary and secondary moisture trap, oil catch muffler, vacuum relief valve, cleanout ports and dual-side vacuum capabilities. Other features include a 2-inch by 30-foot Hi-Vac suction hose, wand stinger assembly and 3-inch by 15-foot discharge hose. 888/935-1133; www.toico.com. ■

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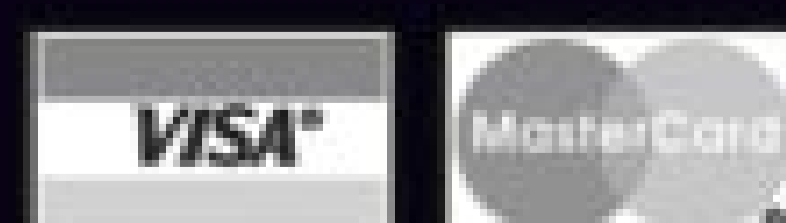
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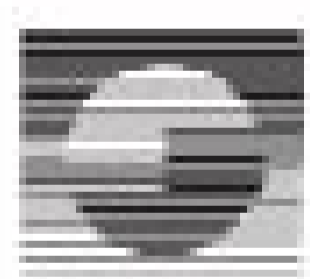
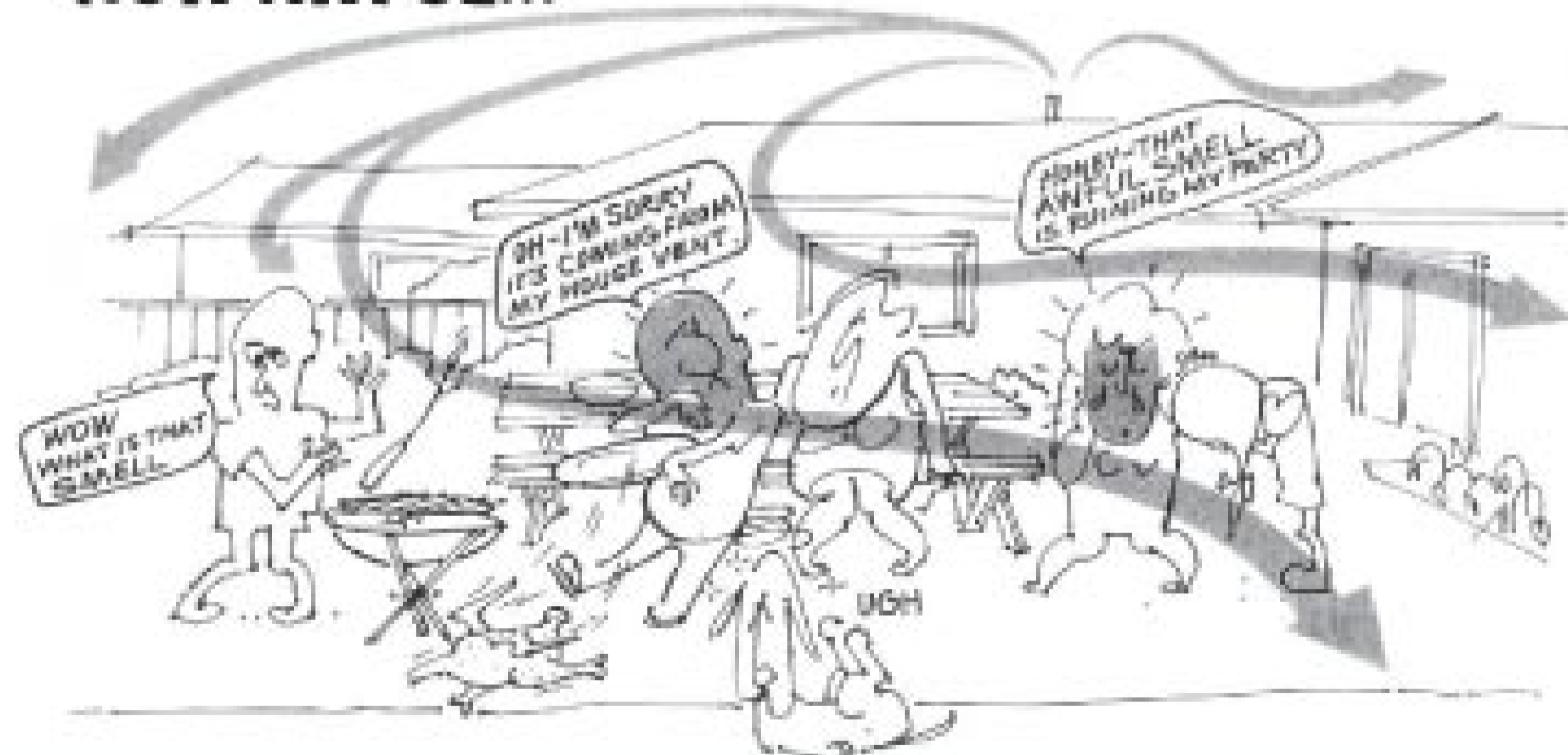
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By **Scottie Dayton**

COLORADO: **Seeking System Design Flexibility**

Colorado Professionals in Onsite Wastewater is working with the state Department of Public Health and Environment to revise onsite regulations. The state is considering a performance approach that should allow more flexibility when dealing with varied site characteristics.

Bob Wright of Church Onsite Wastewater and Kim Seipp of High Plains Sanitation are the association's newest National Association of Wastewater Transporters certification trainers. They are scheduling presentations statewide and have developed an Onsite Basics course for health department employees.

PENNSYLVANIA: **Wastewater Conference Draws 130 Attendees**

More than 130 professionals attended the first decentralized Pennsylvania Wastewater Conference and Trade Show produced by the Pennsylvania Septage Management Association, NAWT, Pennsylvania Association of Professional Soil Scientists, and the Pennsylvania Onsite Wastewater Recycling Association.

Highlights included legislative updates, U.S. Environmental Protection Agency management guidance to individual states, and information on the Home Improvement Consumer Protection Act. The 2011 conference is set for Jan. 23-25 at the Lancaster County Convention Center. Call Stacy Henninger at 717/763-7762 or visit www.pasma.net.

CALIFORNIA: **Onsite Group Attains Accreditation Status**

The California Department of Public Health approved the California Onsite Wastewater Association as an accreditation agency for continuing education units for registered environmental health specialists.

Calendar

June 6-9

National Environmental Health Association Educational Conference and Exhibition, Albuquerque, N.M. Call 866/956-2258 or visit www.neha.org.

June 9-11

Arizona Onsite Wastewater Recycling Association Conference and Exhibition, Radisson Woodlands Hotel, Flagstaff. Call Suzanne Ehrlich at 334/396-3434 or e-mail Suzanne.Ehrlich@co.yavapai.az.us.

Aug. 5-7

Florida Onsite Wastewater Association Conference and Trade Show, Daytona Beach Convention Center. Call 407/937-2228 or visit www.fowaonsite.com.

Aug. 27-28

Georgia Onsite Wastewater Association Conference, Callaway Gardens, Pine Mountain. Call 678/646-0379 or visit www.onsitewastewater.org.

MICHIGAN: **Public Service Announcements To Move Forward**

The Michigan Septic Tank Association approved funding for three 30-second public service announcements to air on several TV stations. Produced by the National Environmental Services Center, the messages encourage routine onsite system maintenance, then direct viewers to the association's Web site.

Training & Education

NAWT

The National Association of Wastewater Transporters has these sessions in its ongoing training and certification programs:

- Aug. 26-27 – Inspection Training and Certification, Flagstaff, Ariz.
- Sept. 15-16 – Waste Treatment Symposium, Washington, Pa.
- Oct. 14-15 – Inspector Certification, Monterey, Calif.
- Nov. 11-12 – Operation and Maintenance Part 2, Mill Valley, Calif.
- Dec. 2-3 – Installer Training, Sonora, Calif.

Call at 800/236-6298 or visit www.nawt.org. For California classes, call Kit Rosefield at 530/513-6658 or visit www.cowa.org. For Arizona classes, call Kitt Farrell-Poe at 520/621-7221.

Alabama

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

- June 24-25 – Continuing Education, Dothan
- July 8-9 – Pumper
- July 28-30 – Basic Installer

The first day of Continuing Education classes is for installers and the second day is for pumpers and portable restroom operators. Call 334/396-3434 or visit www.aowa.org.

Arizona

The Arizona Onsite Wastewater Recycling Association has these courses at Flagstaff:

- June 8 – NAWT Inspection Training and Recertification
- Aug. 26-27 – NAWT Inspection Training and Certification

Call Kitt Farrell-Poe at 520/621-7221 or e-mail kittfp@ag.arizona.edu.

California

The California Onsite Wastewater Association is offering a System Controls class on Aug. 13 at Sonora. Call Kit Rosenfield at 530/513-6658 or visit www.cowa.org.

Florida

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

- June 9 – Installer I, Jacksonville
- June 10 – Installer I, DeFuniak Springs
- June 14-15 – Master III-Basic FL Soils

- June 16-17 – Master I-System Design & Function
 - June 17-18 – Master II-System Materials & Regulatory Requirements
 - June 23 – Installer II, Hialeah
 - June 24 – Installer II, Bradenton
 - July 7 – Onsite Installer Maintenance, Part A
 - July 8 – Onsite Installer Maintenance, Part B
 - July 14 – Installer II, Hawthorne
 - July 15 – Installer I, Daytona Beach
 - July 21 – Installer I, Key Largo
 - July 22 – Installer I, Clearwater
- Contact FOWA at 321/363-1590 or www.fowaonsite.com.

Iowa

The Iowa Onsite Waste Water Association is offering these courses at Cedar Rapids:

- Aug. 23-24 – CIOWTS Overview
- Aug. 25 – Troubleshooting Onsite Systems

E-mail Alice Vinsand at execdir@iowwa.com or visit www.iowwa.com.

Minnesota

The University of Minnesota Extension has these classes:

- June 7-8 – Inspecting Onsite Systems, Waseca
- June 9-10 – Soils, Brainerd
- June 11 – Soils Continuing Education, Brainerd
- June 18 – Soils Continuing Education, Rochester
- June 24 – Soils Continuing Education, Willmar
- July 8 – Soils Continuing Education, Grand Rapids

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

New England

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

- July 14 – Microbiology for Wastewater Professionals
- July 15 – Surveying Techniques for the Wastewater Professional
- July 28-29 – Advanced Soil Morphology
- Aug. 12 – Surveying Basics for the Onsite Wastewater Contractor

Call 401/874-5950 or visit www.uri.edu/ce/wq. For soil course information, call Mark Stolt at 401/874-2915 or e-mail mstolt@uri.edu.

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

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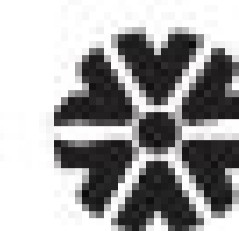
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Labrie Appoints Hurst Regional Sales Manager

Timothy Hurst has been named regional sales manager, Southwest, for Labrie Environmental Group. Hurst has 19 years experience in executive management and industrial sales. His territory will include Nevada, Arizona, New Mexico, Texas, Oklahoma, Arkansas, Louisiana and Southern California. He is based in California.



Timothy Hurst

von Drehle Named Supplier of the Year

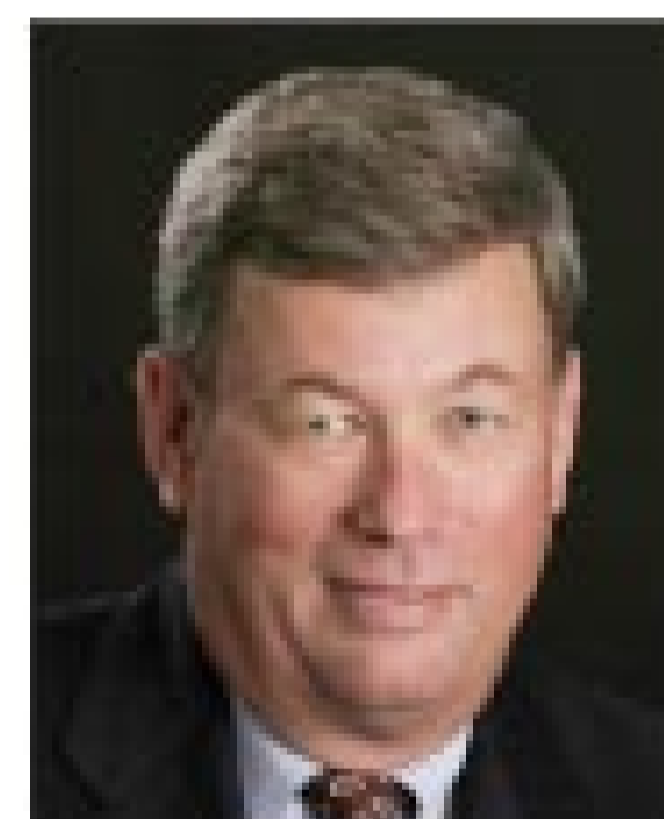
The von Drehle Corp., manufacturer of towel and tissue products, was named 2009 Supplier of the Year by Distributor Partners of America for its support and service. DPA is a member-driven marketing and buying organization in the janitorial, sanitary, paper and safety equipment industries.

Zoeller Adds Clarus Environmental Product Line

Clarus Environmental, provider of environmentally sustainable water quality products, is the newest member of the Zoeller Family of Water Solutions. Clarus offers a complete line of wastewater collection, treatment and disposal systems.

Ranck Elected Chairman of Liquid Environmental Solutions

Bruce Ranck has been elected non-executive Chairman of the Board for Liquid Environmental Solutions. A board member since 2003, he will provide leadership in the continued development of the company's business and growth strategy. Other continuing board members include Michael Kahn, Robert Nugent, Tom Soto, Joseph A. Walker, and Alan Viterbi. ■



Bruce Ranck

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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.

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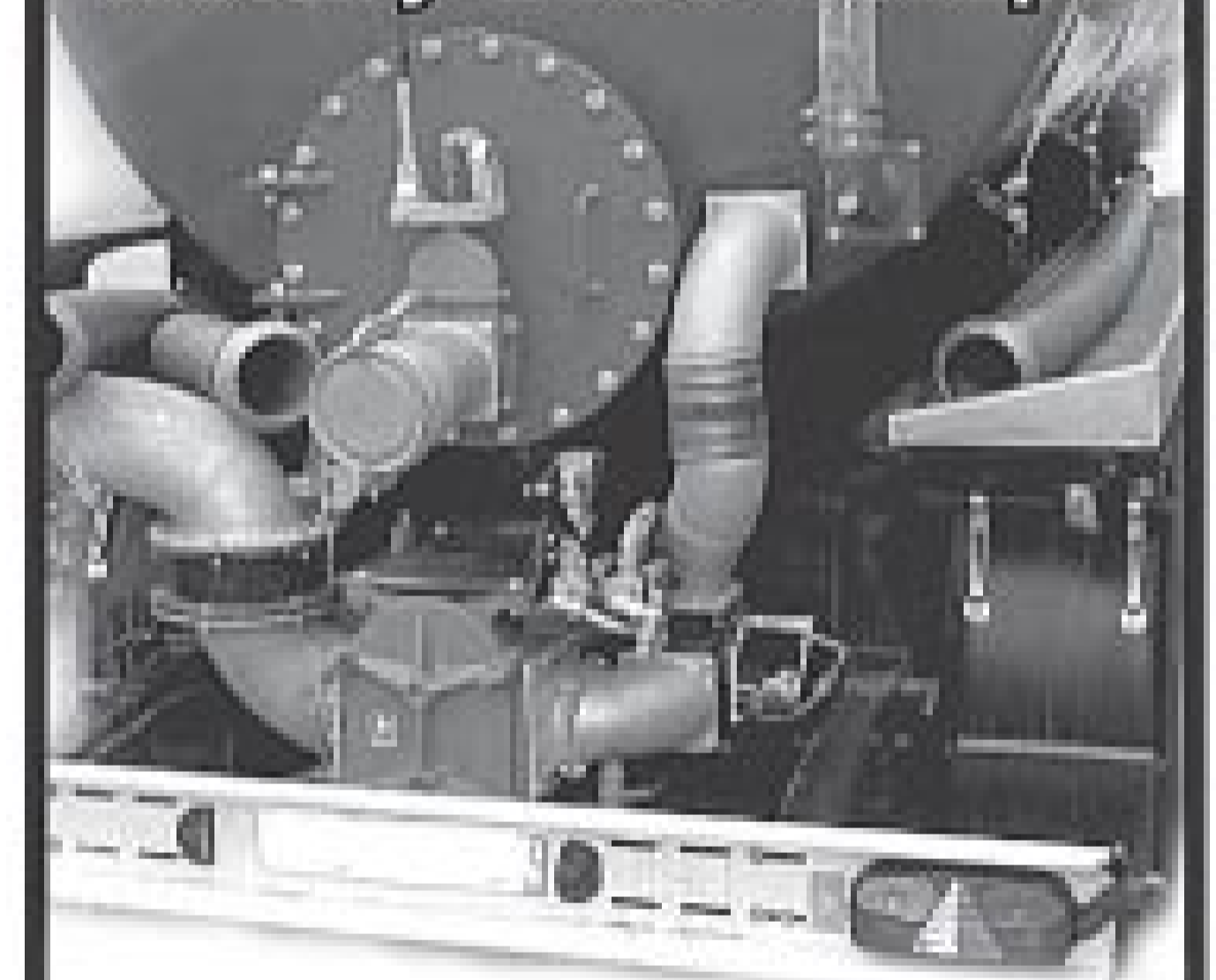
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TRUCK STOP



June



1992 GMC Topkick LoPro Portable Toilet Service Truck: 500 gal. waste/110 gal. fresh, Honda 8 hp motor, 2-unit gate, rebuilt 366 ci. motor.....\$6,500
330-733-9000 - Ask for Pat
patflynn2@aol.com P6



1995 Ford L8000 Vactor 2100: Cummins 8.3 diesel, 275 hp, Allison MT-653, 20/23 axles, 5.9 Pony, extend-a-boom, 1000' artic. hose. Bits, hose & pipe included. Ready to go; x-muni Southern clean! (Stk. #4251) Also: (2) 1993 Ford L8000 Vactor 2100s front line trucks.(Stk. #4249, 4250)
608-842-3040 - www.prairietruck.com P6



1999 Ford F Series: 10 hp Cummins, 1600 gal., new drums and brakes, Transway pump, 50 gal. water jetter, ready for work.
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Eastern Canada 506-858-9111 P6



2004 Mack CX Vision: E-7 460 hp, Jake brake, 13-spd., 292K miles, new 5000 gal. tank, new Juropl LC420 liquid-cooled pump, new paint.\$90,000
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 P6



2001 International Vac-Con: 22' telescopic boom, 4200 cfm Roots blower (rebuilt). Brand new 600' flush hose, 12-yd. debris tank, excellent condition.
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Call Rob 519-384-3416
hdind@mnsi.net P6



2006 Peterbilt 379: Cat C-15 475 hp, Jake brake, 13-spd., new 5000 gal. tank, new Juropl LC420 pump, 20K tag axle, alum. wheels. Call for more info.\$95,500
www.nationaltruckcenter.com
Office: 305-691-8407
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2005 Mack Vision: Low miles, 460 hp, 10-spd., new 4500 gal. tank, new pump 500 cfm, new paint & tires. Warranty on all the new equip. Lease or finance...\$69,000
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www.House-of-Imports.com
786-258-3384 P6



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 P6M



1993 Vactor 1645, Rebuilt Blower by Guzzler: 5,000 CFM P.D.; 384,000 miles, power up/down boom.\$35,000
207-646-2180 P6



2004 International 7600: Cat 330, 10-spd. w/new 2500 gal. alum. Amthor tank and new 367 Challenger vacuum pump. Truck is clean as new.\$49,900
903-278-0026 P6



1993 International Camel Vac-Con: Diesel, push plate, large blower, 1000 gal. tank, low miles (61,239), ex-municipality, Cat 325 hp engine.\$29,000
503-969-9545 P6



2005 Lely Port-a-Potty Vacuum Tank: 1000/300. Good shape.....\$5,500
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1996 IHC Vac-Con 312: 3-stage blower, 12-yd. debris body, 1300 gal. water, 3176 CAT, Allison, 46 rears, JD diesel upper, municipal truck, 109K miles, 1758 rear hours.\$49,900
814-696-4343 P6



2000 Freightliner FL70: 7.2 liter, 185 hp Cat engine, auto., R260 Juropl hydraulic drive pump, 2000 gal. steel tank, 4" heated valve. Ready to work!\$22,500
Rob 814-598-0520 - PA
mrtrittberg@yahoo.com P6



2003 International 8100: Cat C-10, 350 hp, 10-spd., 342K miles, new 4000 gal. US tank, new Juropl LC420 pump, new paint, all new accessories.\$59,000
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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 P6M

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TRUCK STOP



June



1990 Ford Vac-Con L8000: 3-extension boom, diesel, triple fan, S/A, ex-municipality, 92,537 miles, 2850 hours.\$49,000
503-969-9545 P6



2001 Kenworth T300 Cat: 8-spd., heated valves, Masport pump, new Pik Rite tank, 2300 gal. Durabrite rims, 145,000 miles.Asking \$68,000
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1998 Mack CH613: 9-spd. Eaton Fuller trans., 335 hp, 4-yr.-old 3600 gal. tank and 400 Masport pump, 4" inlet, 6" discharge. Used daily; downsizing.Asking \$45,000
803-230-2994 P6



1991 International 2100: 5-speed, auto. transmission, PD pump, premium, ex-municipality, 3-axle, 216,666 miles, 1900 hours.\$65,000
503-969-9545 P6



1994 International 2654 Vac-Con: Auto transmission, articulating front hose reel, Meyers 3 piston 2000 psi water pump, diesel, S/A, 131,502 miles, 7,848 hrs.\$39,000
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2006 International 7500: 340 hp, 10-spd., 137,000 miles, 3600 gal. Presvac aluminum tank, 36' door with hoist, 500 cfm Utile pump.\$75,000
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1998 Peterbilt Model 377: 12.7 Detroit 470 hp, Fuller 10-spd., 4000 gal. 2005 alum. Beale tank, 200 fresh water & 3800 waste, Garnet level indicator, Wittig RFL100 pump.\$61,500
530-832-0370 P7



2003 Freightliner FLD-120: Cat 430 hp, Jake brake, 10-spd., 245K miles, new 4000 gal. tank, new Jurup LC420 liquid-cooled pump. 1-yr., 100K mile engine warranty\$68,000
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2005 International DT 466: 6-spd., 119,000 miles (warranty on truck), new tank, 350 fresh/1500 waste. Set up to pump septic tanks and toilets.\$47,000
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1985 Mack MR: 3400 gal. tank, 100 gal. fresh water, full hoist, full opening rear door, good tires and brakes, all hoses included, ready to work. Extra new PB 8 pump included (\$4,000 value).\$26,000
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2006 Peterbilt 378: 475 hp Cat engine, new 5000 gallon tank, new 500 cfm pump.\$85,000
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2008 GMC C-5500: 59,000 miles, Amthor 1000 waste/400 fresh tank, bumper-to-bumper warranty.\$55,000
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or 270-832-3793 Rodney Lane Cell P6



2006 Ford F-750: 26K GVW, 110,000 miles, air, auto trans., air brakes, 2000 gal. alum. Progress service unit (1500/500).\$47,500
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TRUCK STOP



June



1990 International 4900 DT466: 1992 7-1/2 ton Del Zotto boom, 178,000 miles.
.....\$33,500
920-336-1551 P6



Brand New 2007 Sterling 360: 3-yr. unlimited mile warranty, new Robinson alum. tank, 600 waste/300 water, liftgate, Conde pump, w/washdown unit...\$49,500
Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com P6



2001 Ford F450 Super Duty: 4 wheel drive, 15000# GVW, 7.3 diesel, auto, 750 waste/ 250 water, pump powered by Hot Shift PTO, pressure washer.\$29,990
Call Judge Coleman 516-398-5638
Email: cwjudge@aol.com P6



2003 Mack CH: E-7 330 hp, 10-spd., low miles, new 4000 gal. tank, new Juroop LC420, new accessories, aluminum wheels, ready to go!\$65,000
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
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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
715-546-2680 P6M



1999 International 4700: DT466, diesel fuel, automatic, AC, air brakes, 220,000 miles, 1500 gallon tank (1150 waste/350 water).....\$20,500
Ask for Josh 901-452-7040 P7



2001 International: 5-axle Vac-Con, auto transmission, Cummins motor, low hours, triple fan, diesel, 42,222 miles...\$139,000
503-969-9545 P6



1999 Freightliner FL70: 33,000 GVW, 7-spd., toilet carrier, Moro M10 pump, 1000 waste/450 fresh.\$22,500
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or JR @ 720-253-8014
www.pumpertrucksales.com P6



2004 Freightliner FL70: NEW 2500 gal. vacuum body, liquid-cooled Challenger 607 vacuum pump, 130K miles...\$42,000
Call Terry 734-777-0390 P6



2001 Sterling Vac-Con V312HAE: 30,331 miles, 1500 gal. water, Cat engine, 275 hp, Myers pump, Cummins aux. eng. (5083 hrs), 12-yd debris body flush-out system.\$100,000 (2004 model available)
For inquiries call 213-761-9072 P6



1993 International 4900 DT 466: 250 hp, 33,000 GVW, 6+1 trans, new motor 80,000 miles, 2,350 gallon tank, Juroop R260 pump, cab repainted, new tires. Great starter truck.\$35,000
770-898-3761 - Georgia P7



2001 Volvo: 370 hp Cummins engine, new 3800 gallon tank, new pump, showroom condition, low miles.\$62,500
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(48) 90-99 Trailmaster Tank Trailers: Code and non-code units, 8400 gal. single comp., double conical, center discharge (piped to either side), 4 clean outs.
Call Rob 713-675-5922 P6



2003 Chevrolet K3500: Duramax/Allison, 12,000 GVW, 300/150 Lely tank, Thieman liftgate, 245K miles. New frt. brakes, transfer case, batteries. Maintained, 1 owner truck used daily.\$9,995 Firm
Chris 218-343-0108 P6



1993 Ford Super Duty: 15000# GVW, 185 hp, 7.3 diesel, auto, 230,000 miles, engine rebuilt @ 173,000 miles, Coleman KA700 unit (500 waste/200 water), Coleman 100 UKAC pump powered by 8 hp Honda, transports 2 units.....\$10,990
Call Judge Coleman 516-398-5638
Email: cwjudge@aol.com P6



1999 Mack: 350 hp, 10-spd., 18K front, 44K rear, camel back, 130,000 miles, 4000 gal. full open door, Transway vac tank w/hoist and vibrator, 1200 Transway pump. Just inspected, ready to work. Good rubber.\$70,000
P&P Septic, 1-802-658-6243 P6

Pumper see photos in COLOR at www.pumper.com

TRUCK STOP



June



2001 Ford F-550: 2 WD, auto, Huber tank, 550 waste, 300 fresh, Masport 160 cfm hydraulic driven pump, 192K miles, 45K on new engine, 7.3 liter diesel. Ready for work.\$20,000
330-763-3706 P6



1998 International 4700 W/466E: Allison auto. trans., air brakes, A/C, new tires, batteries. Satellite 750 waste, 350 fresh w/dual cabinets and catwalk, Masport M2. Under CDL.\$23,500
Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com P6



1999 Chevrolet C7500: 33000# GVW, 11R22.5 tires, air brakes, Cat 3116, 240 hp, 6-spd., A/C, 164,624 miles, 1200 gal. ASME tank, DOT-412, requires pump.\$15,900
Call Judge Coleman 516-398-5638
Email: cwjudge@aol.com P6



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!Only \$139,900
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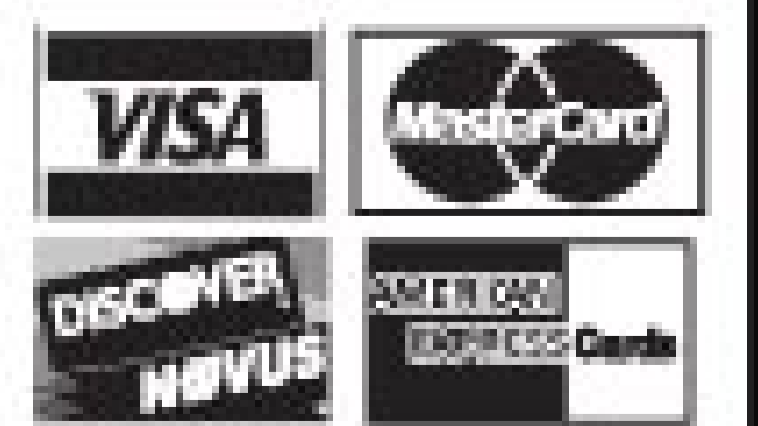
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BUSINESSES

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)

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)

BUSINESSES

Houston Texas Area Septic & Drain Business For Sale. Grossing nearly \$300,000 annually and showing growth. Established commercial clients and customer list. Includes all equipment to operate, a turn-key business. Huge potential, owner is motivated and moving on - **asking \$140,000.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

Septic and Sewer Cleaning Business in Central Wisconsin. Septage disposal and storage options. Also pretreatment and wastewater facility. Call Dan at 920-290-4708. (P8)

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)

PORTABLE TOILET BUSINESS IN NORTHERN MINNESOTA & WISCONSIN with 200+ units and 2 trucks. Steady growing business since 2002. \$225,000. Seller financing and training available to qualified buyer. 218-663-7682. (P7)

Dallas/Fort Worth Texas Area Sewer/Rehab Business For Sale. Drain Cleaning, TV inspection, Pipeline & Manhole Rehab/Relining, Municipal Cleaning and Maintenance business for sale. Excellent opportunity to expand or start your own business. Good revenue history and priced to sell. Includes all equipment to get started. **Offered at \$150,000.** E-mail jeffb@colepublishing.com, visit www.Btwo.biz or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

THINKING OF MOVING TO ALASKA? Polar Pumper Septic Service in Palmer, Alaska is for sale. July 2008 Classy Truck of the Month. 1985 Peterbilt 379. \$75,000. Serious inquiries please. Home with shop also available. Gary 907-355-7254. (P6)

BUSINESSES

Massachusetts Sewer & Drain Franchise For Sale. Confidential listing, Non Disclosure Agreement required. Turn-key business, good revenue — **asking \$165,000.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

Septic Cleaning Business For Sale: 25 years established. 1989 GMC truck, 1200 gallon tank. Payette, Idaho. Phone 208-642-4160. (P11)

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)

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)

Portable Toilet Company in Southeast: 4 route trucks, 2 pumper/delivery trucks, approximately 650 portable toilets, holding tanks, stand alone sinks, 2 Synergy HiTech units on trailer, plus miscellaneous equipment. Serious inquires only 1-877-658-0982. (P6)

Philadelphia/Allentown Pennsylvania Area Sewer Business For Sale. Specializing in collection systems, video inspection, jetting, municipal work. Includes CUES TV & grout truck, Sewer Equipment Corporation jetter truck, Vactor 2100, RIDGID camera, confined space equipment and more! Good revenue history. Great opportunity to expand or start your own business. Current owner wants to retire. **Offered at \$330,000.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

BUSINESSES

Northern Minnesota Septic & Drain Cleaning Business For Sale. Established in 1965, owner is retiring. 3,500 customers including some contracted. Well-established name for 45+ years. Real estate available for additional fee that adjoins municipal dump site. Hunt, fish, snowmobile right out your back door. **Affordably priced at \$50,000.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing** — www.Btwo.biz. (PBM)

Well established 25 years + septic pumping business for sale, located in South Central, Wisconsin. Operated by husband and wife. Business has great customer base, with potential to expand. Must sell due to health reasons. Serious inquiries only. Please leave message. 608-393-1450. Will return calls. (P6)

Green Bay, Wisconsin Area Septic & Drain Business For Sale. Solid and steady revenue history and nearly 20 years established. Excellent opportunity to expand or start your own business. Includes very well-maintained 3,800 gallon septic service truck, fully outfitted 2002 Chevy drain service van, drain & sewer equipment, all office equipment and computers, 2,700+ customer list, and more; a true turn-key or easy expansion opportunity. Very meticulously maintained equipment all kept inside a heated shop. Current owner is retiring. Large shop and real estate is also available if desired at additional cost. **Offered at \$249,000.** E-mail jeffb@colepublishing.com, visit www.Btwo.biz or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

ARIZONA BUSINESS WANTED: Qualified buyer looking to purchase existing industrial/municipal cleaning and inspection business in the Phoenix area. Will consider other areas in Arizona as well. If you are looking to sell, please call Jeff at 800-257-7222. (P6)

Looking to buy a business 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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BUSINESSES

PORTABLE TOILET/SEPTIC PUMPING BUSINESS FOR SALE IN FRESNO, CA: 60 double trailers, 10 single trailers, 5 triple trailers, 60 skid units, 55 skids w/sink, 4 handicap units, 2 holding tanks, 7 free standing sinks. All blue/white PolyPortables. 2003 International 1500 gallons, 2004 Chevy 3500 450 gallons, 1991 Chevy delivery truck, and 3 delivery trailers. Also willing to sell equipment individually. For more information please call Leo at 559-269-3270. (PBM)

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 - **REDUCED TO \$55,000.** E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (P6)

North Carolina Septic 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)

South Florida Commercial Real Estate, Plumbing, Septic & Sewer Business For Sale. Established in 1969, owner is moving on. Nearly 8,000 customers in database including some contracted. Established name with real estate on turnpike. Real estate appraised in excess of \$2 million, business grosses in excess of \$1 million, close to \$1 million in equipment including Vactor, Guzzler and Safe Jet trucks. Equipment has been featured in *Cleaner* magazine. Assumable SBA loan for bulk of selling price. \$2,799,000 for the entire package. E-mail jeffb@colepublishing.com, visit www.Btwo.biz or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

BUSINESSES

WANTED: Looking to acquire septic businesses in Massachusetts. All inquiries will be confidential. 508-868-7627. (PBM)

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)

PORTABLE TOILET BUSINESS FOR SALE, EAST CENTRAL MISSISSIPPI. Two vacuum trucks, 90 toilets, 14 holding tanks, wash stations. Business still growing. Call 662-418-8413. (P7)

BUSINESSES WANTED: If you are located in the tri-state area (NJ, PA, NY), in the liquid waste hauling business (septic, sludge, grease) and want to sell, please call Accurate Waste Systems @ 973-252-8400 ask for Steve or e-mail aws8247@aol.com. All inquiries will be treated confidential. (P7)

Owner's health issues forcing sale of well established portable restroom business located in Central Massachusetts. The business boasts a long time and loyal client base with approximately 65% of units out on rental at this time. All equipment has been meticulously maintained and consists of 7 pumper/service trucks, 1000+ units (standard, handicap, deluxe, and trailered VIP units) as well as hand washing stations, urinals, and holding tanks. There are also three delivery trailers (6 unit, 12 unit, and 14 unit). Serious inquiries only! Email Juan@acc-const.com. (P6)

BUSINESS OPPORTUNITIES

Dealer Opportunity! RAUSCH Electronics USA currently has openings for qualified dealers. Please contact us at **717-709-1005** for more information. (P6)

How would you like to reduce your fuel expense and/or sell the waste oil that many restaurants simply throw away? If so, call John at Arcade Pumping Service LLC/ Coulee Region Biofuels. We can handle design, mechanics, and marketing plans for your business. Price varies. Please call 608-525-4225. (P6)

BUSINESS OPPORTUNITIES

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

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

RCS II, Inc. is seeking dealers for its brand new product called "Septic Drainer" a drainfield restorative product. www.septicdrainer.com. Call 1-518-812-0000. Unlike anything you seen! (P7)

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)

COMPUTER SOFTWARE

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

DEWATERING

ASHBROOK 2-METER MARK II "MOBILE" BELT PRESS and TRAILER. Unit is in excellent shape and can be seen running in Alabama. Dry & liquid polymer mixing system, Vogelsang Grinder, Borger Rotary lobe pump, aging tubes, 1 stainless steel 20 ft. conveyor, 1 multi-lift conveyor, can load out the side or to the back, VFD controlled, operators office has A/C, stereo system and camera system for easy operation. \$144,000. 1-800-663-8830. (P6)

Simon Moos AVC-3500ESC dewatering system mounted on 20,000# tandem trailer. 3 phase Allweiler sludge pump, polymer pump, mixing device. Nice complete unit. \$25,000. 330-352-6581. (P6)

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

2008 Aqua Zyme dewatering 30-yard system. 550 gallon polymer unit, includes polymer and extra pump. Very nice system includes rollover tarp on box. \$35,500. 706-234-7252. Located in Georgia. (P6)

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. (P8)

DRAINFIELD RESTORATION

DO YOU OWN A TERRALIFT MACHINE? We have the beads in stock and we also have heavy duty 6' probes. **Wanted:** Used Terralift machines, working or not. Toll Free 1-888-252-1006. (P8)

Soil Shaker 2000. Universal skid steer attachment for drainfield restoration. Buy factory direct \$5,950. www.soilshaker.com or call 320-293-6644. (PBM)

DRAINFIELD RESTORATION

SELLING DUE TO MEDICAL REASONS: 1996 Terralift unit in great shape. Unit, trailer, extra probe, beads. \$10,000. Call Chuck 515-321-2366. (P6)

HAZARDOUS WASTE UNITS

New Presvac 3200 US gallon, carbon steel, DOT, ASME, dump-type unit mounted on a 2010 Kenworth T-370 cab and chassis. (Stock #13419) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2011 Freightliner M2 loaded options with new Presvac 3,200 gal. stainless steel DOT certified dump and door with Moro PM100 vacuum pump. KLM Companies, 617-909-9044. (P6)

1981 Freightliner liquid vac truck with 671 Detroit diesel (6VF079182), trans. (RT-12515). Tank built in 1993 (3100 gallon, 316L stainless steel tank). Tank dumps and rear of tank opens. (Coded tank) \$24,000. 989-873-0459. (P6)

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

1999 Kenworth with Presvac Powervac 3,800 CFM 27" blower with 3,500 gal. tank. DOT certified unit with full open rear door and Presvac vacuum offloading pump. KLM Companies 617-909-9044. (P6)

2009 used Sterling LT9500 triaxle with a new Presvac Powervac 3800, 3250 gallon (US), DOT, wet/dry industrial vacuum tank loader. **Only 500 miles.** (Stock #13336C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2002 Volvo VHD with Presvac PowerVac WET DRY, 3,800 cfm, DOT certified dump door vacuum tank with a remote boom, 400 cfm pressure offload pump, wash down system, rebuilt blower with 1-yr. warranty. Low miles/hours. KLM Companies 617-909-9044. (P6)

HAZARDOUS WASTE UNITS

1992 Mack RD686 with 3,000 gal. carbon steel, dump door, DOT certified vacuum tank, Moro M-9 vacuum pump, new tank inspections, runs great. KLM Companies 617-909-9044. (P6)

Pre-owned 3200 US gallon, carbon steel, DOT, roll-on/off skid mount unit with Masport HXL400WV water-cooled pump package. (Stock #3858C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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. (P6)

NEW Presvac 5500 gallon c/s DOT certified vacuum tank trailer unit, with a PV750 pump, Deutz diesel. (Stock #13373) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

ATTENTION: Fleet of Mack vacuum waste oil trucks. Assorted size MC312 aluminum vacuum tanks. Accepting trade offers or highest bids. 417-619-5111. (PBM)

2011 Freightliner M2 with new Presvac 3,200 gallon stainless steel DOT certified dump and door vacuum tank. 900 CFM blower, 330 HP. KLM Companies, 617-909-9044. (P6)

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)

2003 O'Brien Custom Hydro, Model 10580-SC, Cummins 6BT 6 cylinder 5.9 turbo, Myers FE high pressure pump, 80 gpm, 2000 psi, 600' hose, tandem axle trailer, pintle hitch. \$25,000. Call JD 775-825-1595 or, jd@watersvacuum.com. (P7)

Xtreme Flow Cold Jetter - New! Model # CJ85-3600TU, tandem axle trailer, 35 HP Vanguard, 8.5 gpm @ 3,600 psi, 325 gal. water tank, 300' hose, General pump. List \$19,995. **Sale only \$14,995. Fully loaded!** 800-624-8186; **www.hotjetusa.com.** (CPBM)

JETTERS-TRAILERS

2002 US JETTER, 4000 PSI, 300 gallon water tank, Hatz engine, hydraulic pivot hose reel, 2090 hours, maintained regularly, perfect working condition. \$12,000. 330-351-4353. jgrubbs@superiordrain.com. (P6)

JETTERS-TRUCKS

2008 Camel Super Products 2000 Peterbilt combo truck. Cat C13. 16 yard combo unit. 2000 psi 80 gpm hydro. 1,472 hours. 15,758 miles. 2 tag axels. \$275,000. Call J.D. at 775-825-1595 or jd@watersvacuum.com for photos. (P7)

WHY BUY NEW?! Standard Equipment Company sells and rents used and reconditioned jetters and hydro-excavators. **www.standardequipment.com.** 800-633-2997. (P6)

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, 1/2-yd. debris tank and attachments. **\$149,000 purchase price!** (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

WE BUY USED jetters, combination machines, sewer cleaners of all types, as well as cameras. Call Tom at 312-706-9693. (P6)

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-yd. debris body, Roots 824 PD blower, 80 gpm @ 2000 psi jetting system with 600' of 1" hose. Combination vacuum-jetter unit. **Available for purchase or rent!!!** (Stock #0329V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

JET VACS

WE BUY USED jetters, combination machines, sewer cleaners of all types, as well as cameras. Call Tom at 312-706-9693. (P6)

2005 Vac-Con on 2005 International, ext. boom, articulating reel, 39,000 miles, 3,950 hours. Call Ken for more info. 904-993-5211 or 904-744-9138. (CP8)

WHY BUY NEW?! Standard Equipment Company sells and rents used and reconditioned jetters and hydro-excavators. **www.standardequipment.com.** 800-633-2997. (P6)

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

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1999 International 4700 Model with 1100 gallon trash tank and 400 gallon fresh water tank. Automatic with air and Masport pump. Equipped with 130 ft. of hose. Ready for working. \$22,000. Contact Teri 940-636-1212; tgif8023@aol.com. (P6)

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(2) 2000 Internationals, 33,000 GVW, automatic, 1000 fresh/450 water, toilet carrier. Pictures at www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P6)

2005 F550 diesel, Satellite 300 fresh, 650 waste, unit carrier, \$23,000. 2002 F550 diesel, Satellite 300 fresh, 650 waste, unit carrier, \$13,000. 800-275-3616. (P6)

PORTABLE RESTROOM TRUCKS

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1994 International 4700 with 2003 Keith Huber 1100 US gallon waste, 400 US gallon water, 2-compartment, carbon steel vacuum tank, with Masport H7.5V vacuum pump. (Stock #6499C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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2001 FL-80, 300 hp, 3300 gallon, Battioni MEC8000, garage kept. \$49,500. MUST SELL new truck arrived. Rebuilt Conde 6SS. \$650. Michigan. 231-228-7499. (P7)

International Rail Truck, good tail chain, new diesel motor (driven now). \$15,000. Please call 850-305-6022. (P6)

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1982 International 2000 gal. vacuum truck. 6V92 Detroit diesel turbo, 6 cyl., 10-spd. RR, AC, AB, PS, 3' Jurop vacuum pump, hoses, complete. Tank 9 years old; will separate. \$9,500. 845-863-6080. (P6)

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SEPTIC TRUCKS

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1997 International, 300 hp, 10-spd., 20,000 F, 46,000 R, 3400 gal. Imperial Vacutrux tank, hoist, heated valves, 700 cfm Wallenstein pump. Working daily. Available July 15th. Asking \$48,000 Can. 1-705-356-3444. (P6)

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1999 International 4700 Model with 1100 gallon trash tank and 400 gallon fresh water tank. Automatic with air and Masport pump. Equipped with 130 ft. of hose. Ready for working. \$22,000. Contact Teri 940-636-1212; tgif8023@aol.com. (P6)

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CARGO 7000, 1987, 2300 gal. tank, needs O-rings in engine, and new vacuum pump. Drove like a Cadillac til the O-Rings went. \$5,000 OBO. 608-387-0227. (P6)

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2010 Peterbilt 348s with new Presvac 3,600 US gallon aluminum vacuum pressure tanks with Masport HXL400WV vacuum pressure pumps. (Stock #8807 & 8808) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

2010 Peterbilt 348 with a new Presvac 3,600 US gallon carbon steel vacuum pressure tank with a Masport HXL400WV vacuum pressure pump. (Stock #8806) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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1984 Autocar Conventional tractor, 511,000 miles, 3406 DI 400 Cat, 13 speed transmission, tag axle. \$30,000. Call JD at 775-825-1595, email jd@watersvacuum.com. (P7)

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How a plastic recycling program can help portable restroom operators save the world – and some money

It's not often that a company can save money and positively impact the lives of every human being on the planet at the same time. We recently had the opportunity to learn about a program that will do just that. **PolyJohn Enterprises is launching the first-ever portable sanitation recycling program** in effort to 'close the loop' on the plastic portable restrooms that are manufactured throughout the industry. In a recent interview with PolyJohn's Managing Director, Mike Adams, we learned about the details of this innovative new program.

Interviewer: Recycling plastic has been done for a long time. Why has it taken the portable restroom industry so long to get onboard?

Adams: Well, it's not that we've been reluctant to get onboard – it's just that we are presented with a very different recycling challenge because of the type of plastic we use in making portable restrooms and the type of wear and exposure our plastic goes through. A plastic milk carton or a plastic bottle lives a life that is very different than a portable restroom! Plus, the plastic materials in those products are very different from the High-Density Polyethylene (HDPE) material used in portable toilets. Although PolyJohn and other plastics manufacturers have been recycling scrap HDPE generated from our own manufacturing processes for years, the challenge for PolyJohn has been finding a way to process the HDPE plastic from used restrooms.

Interviewer: What has made recycling used portable restrooms so challenging?

Adams: As you can probably guess, there are many reasons this has been a challenge! For one thing, the material from used units may contain HDPE that is up to 20 years old. During that time, the units were out in the field and subject to all sorts of weather conditions and the chemicals that are used

in the cleaning and servicing process. That can make it difficult to ensure that the quality of the material made from that recycled plastic has the same properties as products made from virgin plastic. These factors, along with the sheer logistics of moving restrooms to recycling equipment, have kept manufacturers from recycling used toilets.

Interviewer: So, how does PolyJohn's Recycling Program overcome these issues and help operators get their toilets recycled?

Adams: First off, our engineering team was able to develop a process that makes recycling the HDPE in used toilets possible. We've run a large number of tests on a variety of units without any problems. **To show operators what's possible, we're launching a pilot program out of our Whiting plant before we begin accepting units at our regional distribution centers.** Operators can find all the details about drop-off at Whiting on our website, and will receive a \$35 Recycling Rewards coupon to be used toward a new restroom or sink for each unit they bring in to be recycled.

Interviewer: How does PolyJohn plan to use the recycled HDPE from the used toilets?

Adams: Because of the length of time our restrooms last in the field, which can be anywhere from 15 to 20 years, we will not risk using the materials we take in from used restrooms to make side panels, roofs, etc. After extensive testing, however, we have discovered that with some new additives that are now available, we can easily make floor sheet and possibly even mix the recycled restroom material with virgin materials to make our large holding tanks and the like. If we can't use the recycled restroom material after it is mixed at our Whiting facility, we do feel it will be suitable for various uses outside

our industry and have some value on the open market.

Interviewer: It must feel good to be able to offer such a program to your customers.

Adams: I have to say that there very few things I have done in my thirty plus years in the sanitation industry that I have felt as proud of as this program. **It is just the right thing to do.** We believe our customers – and the rest of the industry as a whole – will feel the same.

Interviewer: How can folks learn more about this program?

Adams: Just visit our web site at www.polyjohn.com. All the information about prepping used units and where to send them are posted on link from there.

Why is it The Right Thing To Do Environmentally?

Recycling 1 ton of plastic saves 7.4 cubic yards of landfill space. If we recycle 125,000 units over ten years, that means we will have prevented 18,038 garbage truck loads of plastic from being put into landfills.

And Economically?

If you recycle 50 units, you save \$275 over the cost of straight disposal plus you earn \$1,750 worth of Recycling Rewards Coupons good toward the purchase of new PolyJohn products. **Your net gain total is \$2,025!**



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