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Standard Bearers

Pushing training
efforts in Colorado

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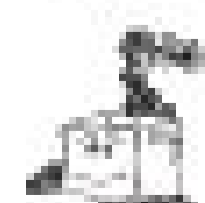
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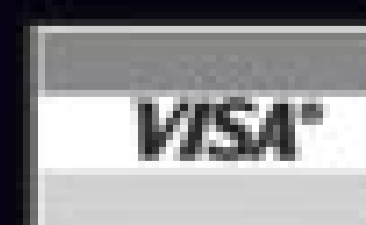
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Profile: Beyond Mom & Pop
- Mary Shafer

Always on the grow, a Minnesota family business stretches its technology muscles and mounts long-range planning efforts to better serve customers. **On the cover,** service technician George Halvorson gets ready to pump and refresh a portable restroom. (Photo by Monte Draper)



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- **Building the Business:** Turn around a customer service disaster

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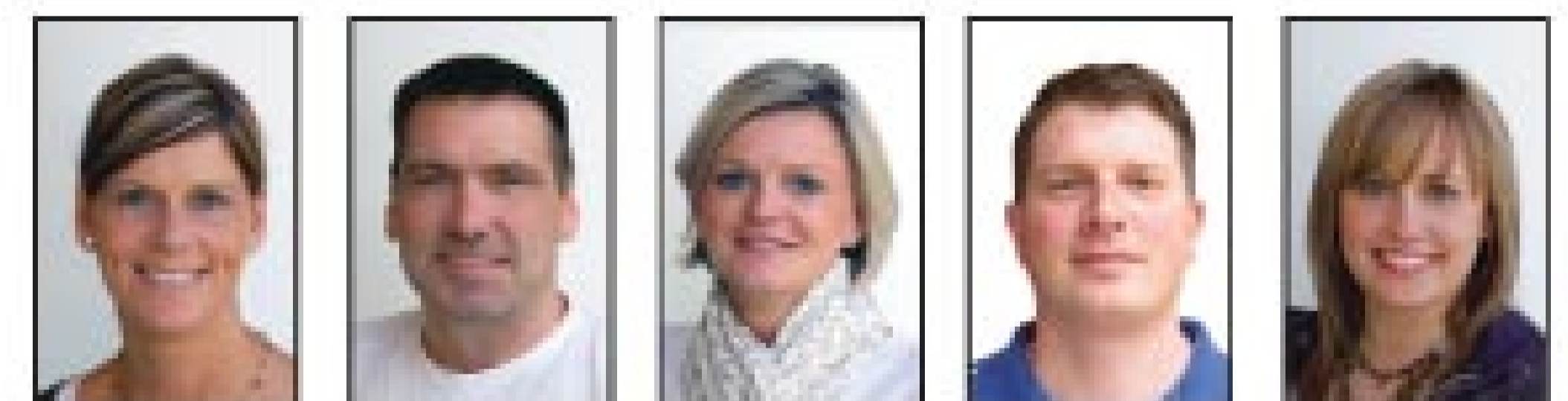
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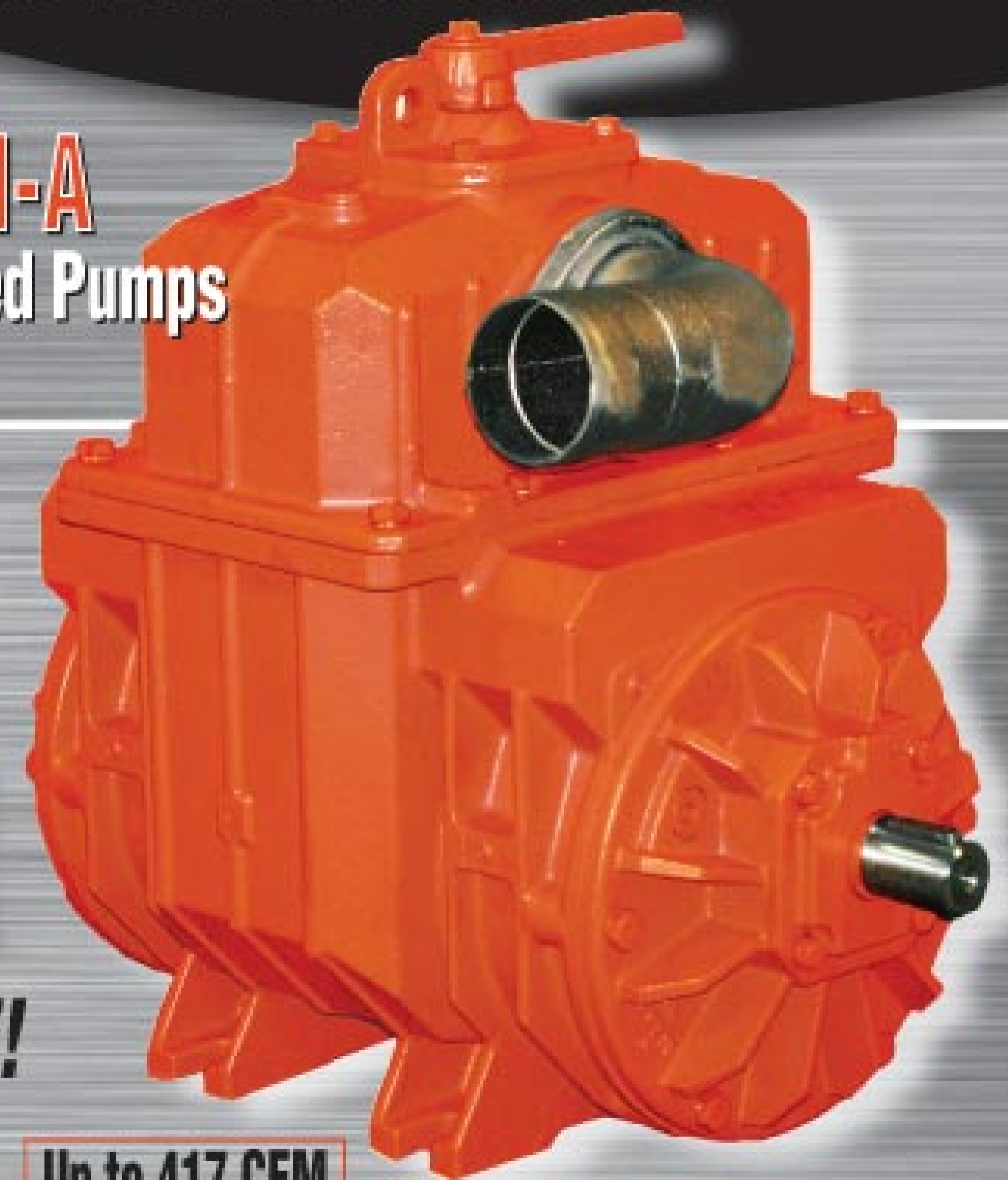
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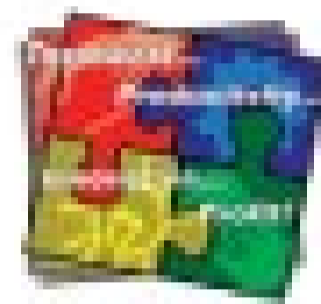
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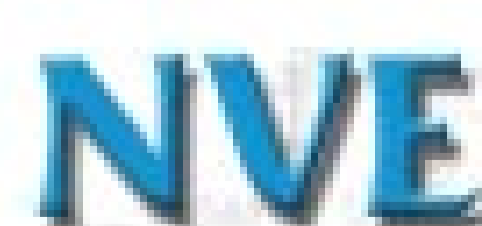


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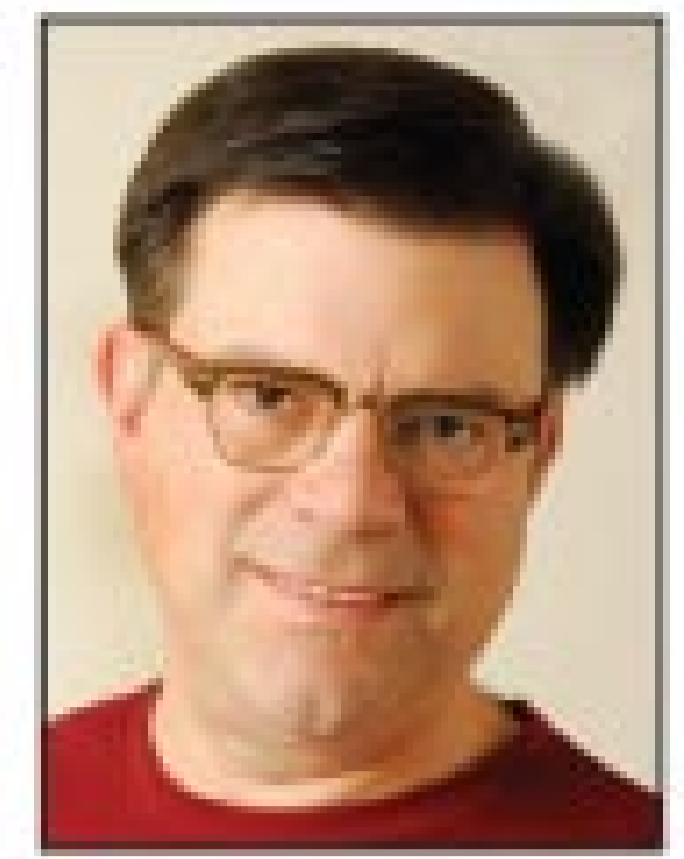
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Remember the 'Six for Success'

Life is hectic for pumping contractors this time of year. Keep these simple reminders handy to ensure 'crazy-good' customer service for your event customers.



By Jim Kneiszel, Editor

July marks the high season for pumping work, a time when you've already had a couple months of sunup-to-sundown work days, jobs spilling over into the weekends ... and a jam-packed schedule looking forward through Labor Day weekend.

And if your normal daily grind of emptying septic tanks and running restroom routes isn't work enough, if you're lucky, you're mining a few golden special event jobs; those lucrative contracts that make a summer season more profitable. You want to pay special attention to these important once-a-year clients; too bad the planning and execution for these events comes along at a time when everyone on your staff is being pushed to their limits.

It's at these times when you can least afford a slip-up in service. Public events like the county fair, a Fourth of July picnic or a local music festival are some of your biggest challenges of the year ... And adding to the pressure to perform ... It seems like everyone in the community is watching.

That's why I've come up with my "Six for Success" pointers to ensure you come through the event season with flying colors ... and commitments to serve even more special events next year. Keep this little list pinned to the back of your truck's sun visor and flip it down every so often for a reminder on the importance of "crazy-good" customer service this time of year.

1. Assess the inventory.

Just like a farmer has to cull the herd from time to time, you need to take a critical look at how well your restroom stock is performing. Check each unit for cigarette burns, fading and cracking components, wiggles and wobbles, and replace substandard units. Ask your staff for input on units that should go to the recycling bin rather than out on the next job. And remember that you can't hide an aging, damaged unit. When the event coordinator has to use the facilities, you never know which restroom he or she will enter. Do you want to play "restroom roulette" and risk losing this customer next year?

2. Service with a smile ... and a uniform.

No matter how appealing your restrooms look and how well they're serviced, it's all wasted effort if you and your technicians aren't a pleasure to deal with and looking good on the job. Pull a surprise inspection of the crew this morning. Are their clothes clean? Have they combed their hair? Did the guys shave? Does everyone live up to your standards for appearance? Also, if you haven't considered this in the past, now might be the time to add uniform shirts — even pressed slacks — to your budget to serve special events professionally.

3. Prepare for overused units.

To save money, event organizers often order too few restrooms to

You want to pay special attention to these important once-a-year clients; too bad the planning and execution for these events comes along at a time when everyone on your staff is being pushed to their limits.

handle the crowds that show up. You need to adapt to and overcome this all-too-common challenge. Even if the client is unwilling to pay for them, consider having additional units ready for service in the event of a "miscalculation." Place a few extra units on the front lines and zip-tie them shut until you need them. Preserving your good reputation depends on clean units. Do what's necessary to ensure great service.

4. Do your best to be invisible.

Servicing restrooms at the height of an event should always be your last resort. While you want to keep units stocked with paper goods and clean up little messes that are bound to happen, in most cases you don't want to make your presence known. If your fleet needs to stay on location, get your trucks out of plain sight. And if you have to provide service during an event, keeping your truck clean should be a top priority. That means frequent washes, paying attention to rust and dings, and making sure the signage is professional and dignified.

5. Keep the phone lines open.

Restroom emergencies — even little glitches in service — are inevitable. How efficiently you respond to a complaint may be the difference between a well-satisfied event client and losing the event contract for next year. Each morning, make sure everybody has their cell phones charged, turned on and the ringer volume up. Spot check the staff by calling workers to make sure they're ready to respond.

6. Always seek feedback.

At the end of every day during the run of an event, touch bases with organizers and make sure every concern is addressed. This is one time when you don't worry about making a pest of yourself with a customer. A few days after the event, sit down with organizers and review what went right and what went wrong with the portable sanitation service. Suggest fixes for problems and offer to provide an action plan for next year.

CLEANING UP

When organizers talk about VIP events, they're referring to elite visitors that are expected for the festivities. As you prepare to serve profit-building special events this summer, remember that the event planners are the real Very Important Persons that require your special attention. Make them happy with your customer service and you'll ensure repeat business. ■

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By **Scottie Dayton**

Minnesota Community Seeks Remedy for Failed Systems

The city council in Ham Lake, Minn., hired a contractor to analyze 143 onsite systems and 36 potential sewer system sites in two lakeside communities, then determine the best long-term solution for the failed systems.

The options were replacement if new systems could fit on the sites, building a decentralized facility, or extending sewers. The inspections would include soil borings and pumping of septic tanks to assess if they are watertight. The council will use the community assessment report to make its decision in fall.

WISCONSIN

Two rule packages proposed by the state Department of Natural Resources could have an impact on septage haulers.

One rule change would require treatment plants to reduce their phosphorus discharges. According to DNR estimates, as many as 160 treatment plants could be affected, and the total cost of improvements to treatment systems could run to \$1.3 billion. Not accepting septage would be one way for plants to reduce phosphorus levels.

The other proposal would require more nutrient management planning at nonpoint runoff sources. If it were passed, farmers implementing such plans would refuse land-applied septage.

The 2009-10 legislative session ended with lawmakers passing a

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.

The (Florida) bill would require inspections every five years for the state's 2.6 million septic tanks by 2016. Residents would be able to hire any licensed contractor.

two-year delay in requiring counties to conduct inventories of onsite system maintenance programs.

NEVADA

Lyon County received a \$75,000 Community Development Block Grant for its Dayton Septic Tank Reduction Program. The grant will fund a preliminary engineering study and design to abandon more than 800 septic tanks and connect the properties to municipal sewers. The conversion anticipates a legislative mandate that would require decommissioning of septic tanks in areas with high nitrate levels in the groundwater and water wells.

MISSOURI

An effort by the Springfield City Council to connect all city homes to the municipal sewer is nearly complete. Only about 500 homes, nine churches, and 233 vacant lots remain off the sewers, representing roughly 2 percent of the system.

FLORIDA

Increased inspection requirements for septic tanks near Florida springs cleared the State Senate Ways and Means Committee. The bill would require inspections every five years for the state's 2.6 million septic tanks by 2016. Residents would be able to hire any licensed contractor.

VIRGINIA

Emergency Alternative Onsite Sewage System Regulations were approved by Gov. Robert McDonnell April 6. The rules require licensed contractors to operate and maintain advanced treatment systems under a contract. Homeowners must keep a copy of the operator's log and O & M manual on the property, and make a reasonable effort to transfer the materials to future owners. ■

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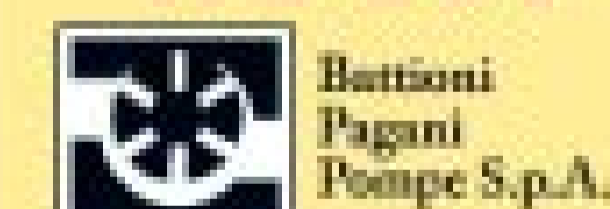
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Join the Team

When developing a working relationship with an event planning committee, don't be afraid to make suggestions, and offer to join the committee

By Gregg DeLong

There is no better way to get on the special event circuit than a good referral — especially from a committee member. Festivals, parades, black-tie galas, golf outings, walks/runs, and reunions are only a few of the large special events that are typically planned by committees.

To land these types of special event contracts, it is imperative you understand how to work best with a committee and what the committee's expectations are for their portable sanitation provider.

Whether it is a foundation, church, charity, university, or municipality, you will more times than not find a committee in charge of special events. While an employee from the organization may be assigned to the event, the committee will usually have the authority to make decisions, spend money and take action on behalf of the event.

Each event — even for the same organization — will typically have different committee members. This means if your business does an excellent job for one committee, you will have a glowing referral for all events within that organization and the companies, nonprofits, and other organizations its members belong to. Committees offer a great networking opportunity and an ideal way for you to demonstrate the professionalism, quality, and value of your services.

Most committees review bids and vote on contracts as a group. However, some will leave decision making entirely to the event chair — or head committee member. There also are times when a committee is so large that decisions are broken down into smaller subcommittees with a specific area to oversee.

WORKING TOGETHER

Committees meet regularly — generally once a month — for six months to a year prior to a large special event. As the event date approaches they will meet weekly. If your business is contracted, you should offer to be part of the committee and regularly attend meetings. It is important they get to know your business, its commitment to the success of their event, and that you are enthusiastic about their work.

As part of the committee, you will build relationships and assist with logistics. Now is the time to impress them with your expert advice. Don't hold back! Educate the committee about the correct number of units to use, proper placement, entry for the delivery trucks, and safe pathways for guests.

Committees prefer to work with vendors who sincerely support their event and organization. They also expect their suppliers to maintain the best working relationship possible with the committee. Some suggestions for putting your best foot forward:

- Be kind, polite and happy.
- Offer competitive pricing.
- Up-sell only the necessities — don't make every appearance a sales pitch.

Gregg DeLong is West Area Manager for PolyJohn Enterprises Corp., Whiting, Ind. Reach him by e-mail at gregg.delong@polyjohn.com.



Committees offer a great networking opportunity and an ideal way for you to demonstrate the professionalism, quality, and value of your services.

- Have clear expectations and understanding of the committee's vision for the event.
- Know all the details about the bid and the contract.
- Attend meetings regularly.
- Do your part to maximize event traffic by properly placing units and other equipment.
- Visit the site the day before the event to ensure its success.
- Provide quality service — even if the pricing is low.
- Conduct a post-event follow-up interview.

THINK ABOUT SPONSORSHIP

Large special events notoriously operate on a small budget — or no budget at all. Essentially the dollars to pay contractors come out of the gross profit. Therefore, the amount raised — or net profit for their cause — will decrease as they pay vendors. This is why the lowest bidder, or the bidder they trust the most, will win the bid. It is also the reason why they rely heavily on sponsorship from vendors.

Offer to be an event sponsor and donate a portion of your restrooms or hand-washing stations to the cause. This gesture will go a long way. View it as a marketing opportunity and free publicity. Remember to write the actual cost of your donation on the invoice and note it as an “in-kind” contribution. You don't want the committee to forget your goodwill and support.

There is no stress like planning a special event for months or years — only for all the planning to come down to one day. Therefore, servicing large special events is dependant upon your ability to meet their needs. Listen — and then talk. If you up-sell with no basis for your suggestion, there is no faster way to lose respect from a committee or a bid.

Prior to making recommendations ask about the date and consider the time of year. Also, find out the number of attendees, how long the event is expected to last, how long each attendee will stay, and if food and/or beverages are being served.

Committees will try to save money by cutting the number of units rented. It is important to resist the temptation to comply if you know it will be a disaster. Share your experience and industry information to discourage cutbacks that will reflect badly on you and the event.

A FINAL WORD

When you are part of an organized, successful and memorable event, you can almost guarantee your business will grow. There is no better marketing for a business than satisfied customers. Remember, committee members will help you build your business if you do a great job. ■

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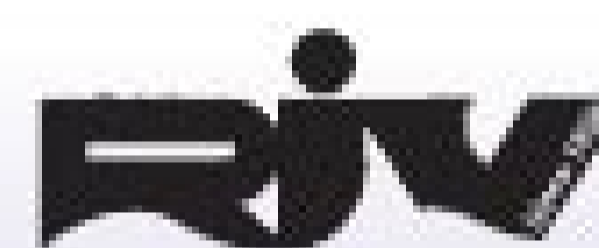
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Antibiotic: "Having the capacity to inhibit the growth of or destroy bacteria."

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

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

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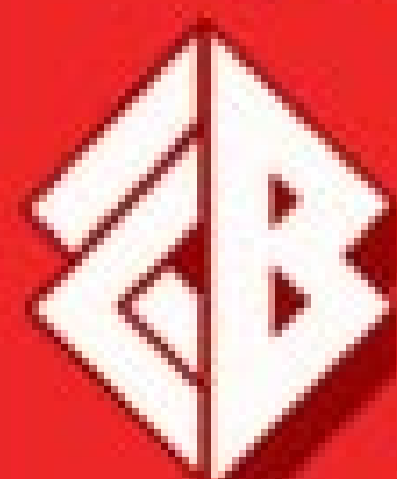
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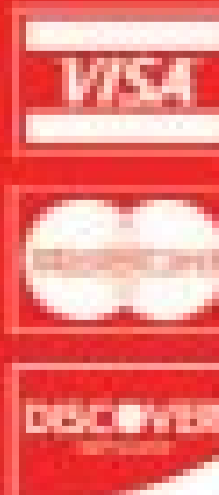
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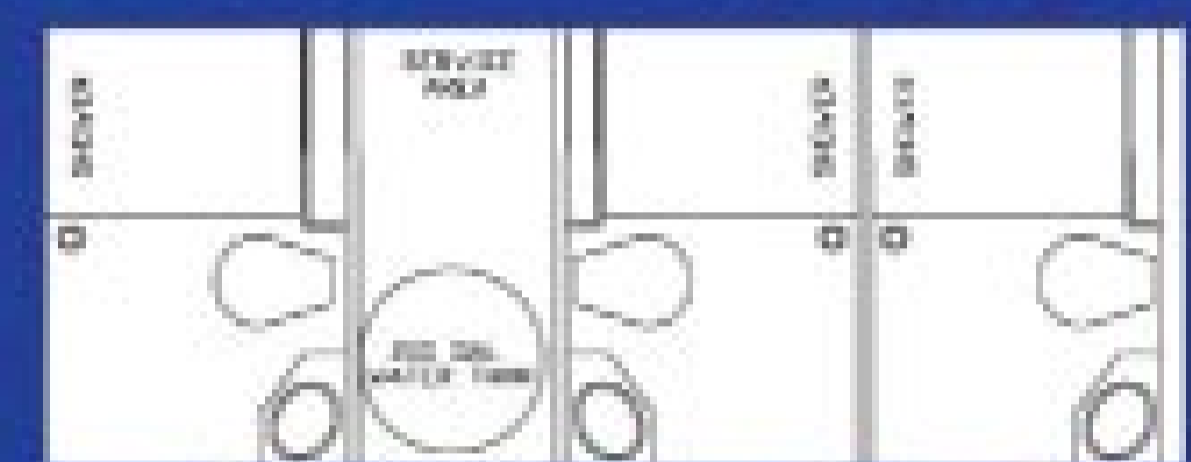
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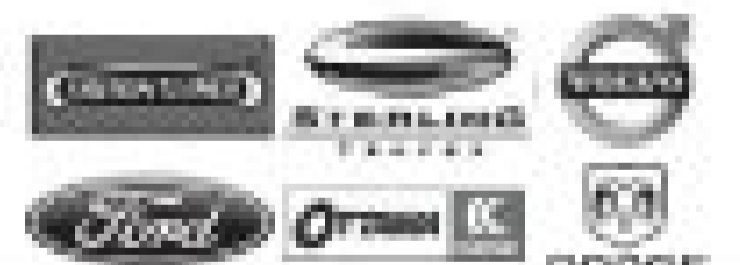
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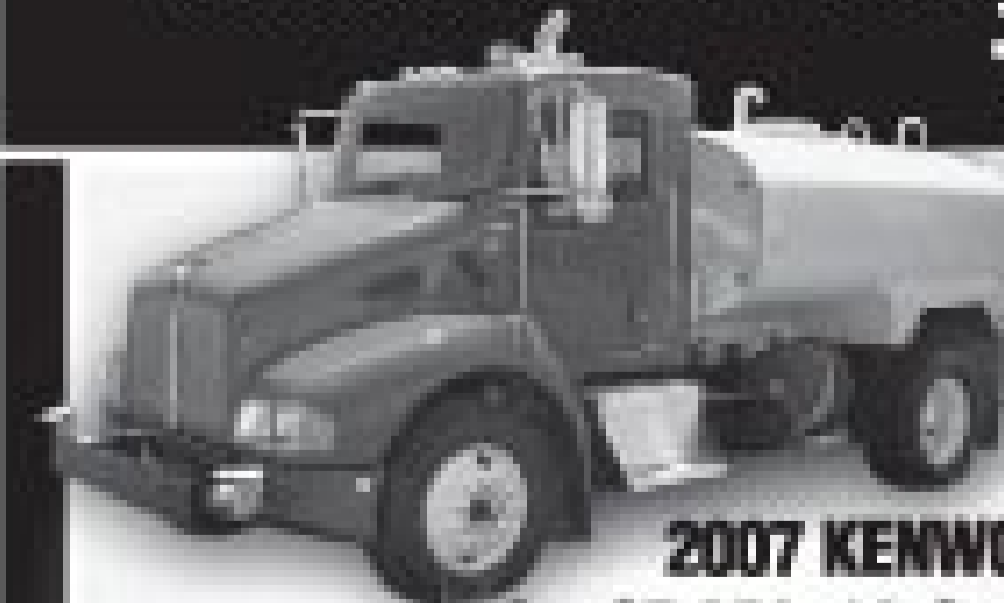
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Nathan Johnson, who serves as operations manager for his family's Port-Able John company, installs a fresh vacuum hose on a service truck. (Photos by Monte Draper)

Profile

Port-Able John Rental & Service Inc. Bemidji, Minn.

Owners: **Wayne Johnson, Marlene Johnson, Nathan Johnson, Jeremy Johnson**

Founded: **1988**

Employees: **4-8**

Service area: **100-mile radius of Bemidji**

Services: **Portable sanitation, septic services and plumbing**

Web site: **www.portablejohn.net**



Port-Able
John
RENTAL & SERVICE INC.

Beyond MOM & POP

Always on the grow, a Minnesota family business stretches its technology muscles and mounts long-range planning efforts to better serve customers

By Mary Shafer

When Nathan Johnson hit the exhibit floor at the Pumper & Cleaner Environmental Expo last year, he was on a mission. He'd watched his parents' part-time venture grow into a full-time business supporting several employees. Now the operations manager for Port-Able John Rental & Service Inc. in Bemidji, Minn., knew it was time to develop a long-term management plan.

"As we grew beyond a business that only employs family members, we needed to get a better handle on how we stored and retrieved service data," Johnson, 29, says. So he walked the Expo in search of an enterprise software package to handle data volume that had grown too large to manage manually. It would also come in handy in managing service contracts and allocating resources.

"I believe we're successful because as much as possible, we plan our whole next year over each slow winter period," Johnson explains. Here, he shares his strategies for professional business planning and enterprise management, including properly shaping the vehicle fleet and beginning succession planning.

STARTED AS SIDELINE

Wayne Johnson and his wife, Marlene, handle sales and administrative duties. Their sons and co-owners Jeremy and Nathan Johnson manage shop maintenance and operations, respectively.

Wayne Johnson began moonlighting as a portable restroom operator during a lag in the area's construction business in 1986. To supplement his income as a



Co-owners Marlene and Wayne Johnson (left) stand with (from left) septic driver Kelly Rust, co-owner Nathan Johnson, shop technician Darin Nielsen, co-owner Jeremy Johnson and lead portable restroom driver George Halvorson.

International Days — a camp for kids to learn about different cultures — on Bemidji's Turtle Lake. This program is open to the public, and campers serve cultural food, put on plays and music programs, and plan arts and crafts activities. The one-day event calls for 40 units.

Port-Able has served the Bemidji Dragon Boat Festival for the last three years. The weeklong race events have doubled their request for units each year, now up to 32. The company also provides all portables for tailgate parties and other outdoor events at Bemidji State University's football stadium, and currently 20 units for construction of its new Regional Events Center. Other customers include the Alberta Clipper pipeline expansion to bring Canadian oil sup-

plies to the U.S. — 150 units spread over 90 miles with twice-per-week service — the Bemidji Jaycees' Fourth of July Water Carnival, and some area American Indian powwows.

plumber, he and a friend built six portable restrooms from plywood with poly liners and tanks. In 1988, he incorporated and bought 12 PolyJohn standard units. By 1996, he and his wife added another dozen units. Over the next 10 years, they doubled their inventory again.

That growth started with a 1997 flood on the Red River that almost destroyed the city of Grand Forks, N.D. The Johnsons bought a truckload of Satellite Industries units and drove them to the stricken area to serve recovery crews. "It was probably then that our company started taking on a life of its own," Nathan Johnson recalls.

In 2001, Port-Able's contract with Moondance Jam Classic Rock music festival took off. They'd had the job since 1992, when it started as a private birthday party using six restrooms. By 2008, it had grown into an annual event requiring more than 300 units. "I've seen a direct correlation between their growth and ours. Three years ago they started a country jam and we serve that one, as well. They probably account for 10-11 percent of our annual revenues," Johnson says.

He feels confident that Port-Able can maintain a high level of service while keeping an eye to the bottom line. "We're very conscious not to extend ourselves too far and carry a lot of credit debt. We try really hard to pay cash for new (equipment)," he says. Financial liquidity means that even with a large customer like the music festival, "no one account is ever so important we'd be hurting if we lost them."

BY THE NUMBERS

Port-Able's business splits out at about 60 percent portable sanitation, 25 percent septic pumping and 15 percent plumbing. Restroom rentals are about evenly split between special events and construction.

Those events include several outdoor music festivals and concerts annually, for which Port-Able services restrooms backstage as well as at campgrounds. The company places 150 to 300 units at each event. The Concordia Language Villages hold their annual

HIT THE ROAD

These are serviced with a fleet of vacuum service trucks: a 2010 Ford F-550 with a 650-gallon waste/300-gallon freshwater steel tank and Conde pump from Satellite Industries Inc.; a 2009 Ford F-350 with a slide-in unit; a 2001 International 8100 tandem axle carrying



"AFTER OUR GROWTH BURST IN 2002, I KNEW WE NEEDED TO STOP THINKING OF THIS AS A MOM-AND-POP BUSINESS, AND START TAKING OURSELVES MORE SERIOUSLY ... I'M CONSTANTLY LOOKING FOR WAYS TO BECOME MORE EFFICIENT."

Nathan Johnson

a 3,500-gallon steel tank; 1991 International 4900 with a 2,000-gallon waste/250-gallon freshwater steel tank; a 2005 Chevrolet Kodiak 5500 with a 1,000-gallon waste/250-gallon freshwater steel tank; a 1985 GMC 3500 with 1,600-gallon steel waste tank and 225-gallon freshwater tank; 1997 Freightliner with a 1,600-gallon steel waste tank and 250-gallon TOICO Industries poly freshwater tank; and a 2002 Ford F-350 with a Dyna-Vac slide-in unit. Most service rigs carry Masport pumps.

Johnson says the fleet is well-planned for efficient service. "We're making a conscious effort to buy the right trucks and get rid of some of the older, homemade vehicles that were built out of necessity so we'd have enough vehicles to cover our major customers. We used to run exclusively one-ton trucks because our routes were smaller, and they maneuver well in tighter areas like campgrounds. But for our regular service route, they're a little small."

VARIED INVENTORY

The vehicles must be able to transport a significant inventory of restrooms, including

500 standard units, most of which are PolyJohn PJN3s with about two dozen Satellite Industries Tufways and a dozen PolyPortables Integra units. Two PolyJohn We'll Care IIIs and 22 wheelchair accessible PolyJohn Comfort Inns and Satellite Industries' Freedom units cover ADA needs.

The company has a 2008 Comfort Elite II restroom trailer from Wells Cargo, along with two 4- by 8-foot steel-frame trailers from Northern Tool & Supply in Duluth, Minn., to which the company mounts groups of portable restrooms.

Cold Minnesota winters prompted fabrication of a cabana unit (required on union construction sites). It consists of a PolyJohn PJN3 unit with a 110-volt wall-mounted heater. Two walk-through men's room urinal units are made from PolyPortables and PolyJohn restrooms.

The company also has 24 sinks — 20 PolyJohn Applause units and four PolyPortables TagAlongs — and four PolyJohn Sani-Stands. Two PolyJohn Fleet Hot Shower Cabanas are joined by a homemade shower trailer made from eight PolyJohn Fleet shower units running four 75-gallon LP gas water heaters and low-flow showerheads. "I can rent this more cheaply to organizations who otherwise



Johnson uses a Schmitz Brothers CrustBuster tank agitator to loosen septic sludge during pumping.

might not be able to afford showers," Johnson explains. "It really helps us service our best customers."

"THERE WILL CONTINUE TO BE INCREASED EMPHASIS ON HAND CARE. WE'LL BE ADDING MORE HAND-WASH STATIONS. ESPECIALLY WITH THE H1N1 FLU VIRUS, IT'S DEFINITELY IMPACTING OUR INDUSTRY. YOU CAN BENEFIT FROM PEOPLE'S CONCERNS, BY PROVIDING THAT SERVICE."

Nathan Johnson



Co-owner Nathan Johnson uses a pressure washer to freshen hand-wash units in the Port-Able yard.

Johnson adds lime as he takes on a load during a septic pump-out.



BUILDING PRODUCTIVITY

Several years ago, Johnson knew the family had to set some goals for the future. "After our growth burst in 2002, I knew we needed to stop thinking of this as a mom-and-pop business, and start taking ourselves more seriously. We needed to make some real plans. So we began succession planning, and it's a lot of work."

That planning prepares for the day when he's ready to retire and the business will pass to new owners. Johnson knows he'll need detailed records for any future valuations, so the first thing he did was begin to automate recordkeeping.

Technology tools enhance marketing effort

Running a small service business requires you to become a constant marketer, according to Nathan Johnson.

"Just be extremely proactive," counsels the operations manager for Port-Able John Rental & Service Inc. in Bemidji, Minn. "If you sit and wait for a phone call, it's not going to come. You have to go after the contract. I get out in the truck as much as I can."

He's also a proponent of using new technology in promotion, constantly researching upcoming events and new contacts on the Web. Then he sends out e-mails and targeted flyers. "I don't do mass mailings anymore. It's so much easier and cheaper to shoot out an e-mail with a flyer attached."

Another critical component in Port-Able's marketing efforts is an updated presence in the Internet.

"The Web site we've developed is simple and clean." He says it's more important to have a simple, easy-to-update Web site than to develop something complex that discourages regular maintenance.

"We just wanted an easy point of contact, but it's exceeded my expectations," Johnson says. "I've gotten some great links to customers, showing what we do for them, so that has generated leads."

While the company maintains some traditional phone book advertising, Johnson says a large number of vacation property owners in the area prefer searching for contractors on the Internet and communication via e-mail.

"Very few people are using phone books anymore. And in our lakes area, there are a lot of seasonal residents. They're looking on the Web from their homes, regardless where they live. They typically reach me via e-mail or through our Web site."

To start, he took a hard look at daily operations, and realized that succession planning was also going to help in everyday procedures. "When you own your own business, you've got to put in a lot of hours. But keeping a balance is so important, and maintaining a productive, constructive work atmosphere is easier when you plan," he observes.

"I'm constantly looking for ways to become more efficient. Tracking paperwork is a challenge, because I'm not always here in the shop. My in-box has often become really stacked up and it just seems such a waste of my time and resources to do this all by paper," he explains. "If someone calls and wants information about what they did last year, I have to put them on hold, find a file, pull it out and then tell them what they need to know. It's so much more efficient to be able to pull it up onscreen and so much more personable not to have to cause a break in the conversation while I look."

So through his research at the Pumper & Cleaner Expo, he eventually purchased The Service Program by Westrom Software. The program runs on Microsoft Access to manage

all aspects of the business, including customer contact information, service records, scheduling, reminders, and more. Johnson couldn't be happier to ditch the paper records.

"I don't have to worry about illegible handwriting from the field technicians. It provides maps of each property. I — or anyone else taking an order — can just pull it up onscreen and immediately see the parameters of the job. It's more efficient and professional."

What's next on the horizon for this growing family operation?

"I'm seeing a trend in greater demand for high-end trailers and accessibility," Johnson says. "And there will continue to be increased emphasis on hand care. We'll be adding more hand-wash stations. Especially with the H1N1 flu virus, it's definitely impacting our industry."



Nathan Johnson attaches a hose coupler to a Dyna-Vac slide-in vacuum tank unit.



Johnson sets up a display of products carried by Port-Able John at the Bemidji Jaycees Home, Sport and Travel Show.

You can benefit from people's concerns, by providing that service."

Sounds like a plan. ■

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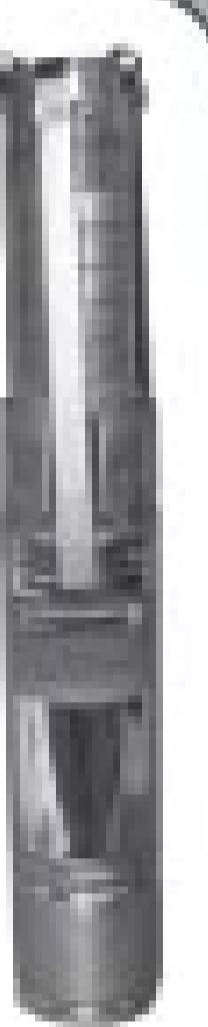


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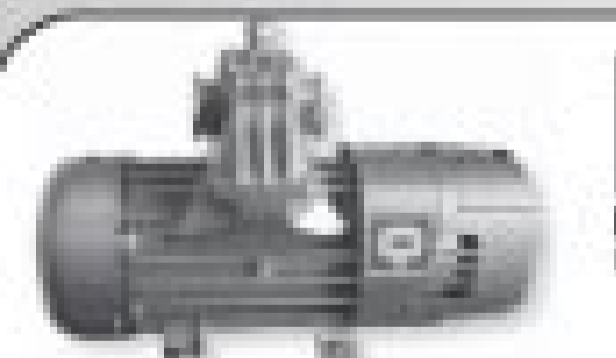


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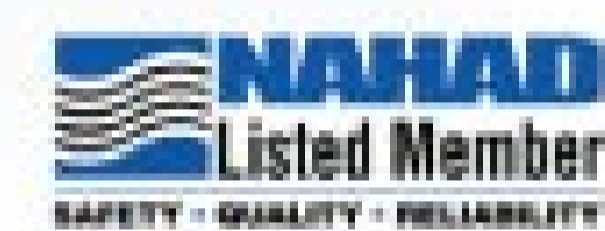
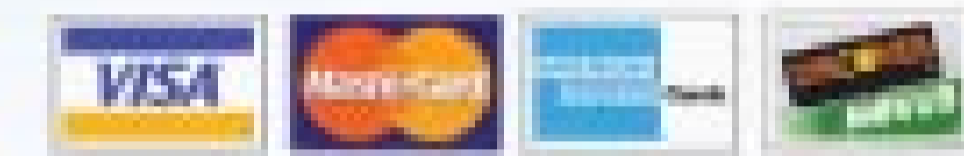
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Kim and Jeff Seipp provide septic service for rural customers on the High Plains east of Denver, Colo. (Photos by Isaac Taube)

Standard Bearers

Longtime pumping contractors Jeff and Kim Seipp aid efforts to raise training and professionalism in Colorado's septic service industry

By Scottie Dayton

After getting out of the liquid waste industry, Seipp enjoyed making and selling hay while his wife trained the ranch owner's miniature horses. But independence was in his blood. He'd been self-employed since he joined his father. The couple discussed what business they could run successfully, and the answer was a septic service. They looked for a new business territory with minimal competition and room for extended residential growth, finding it in Strasburg, 30 miles east of Denver, and purchased 36 acres of undeveloped land for a future home.

After ordering a 2001 Sterling vacuum



Stories of unprofessional conduct on a level that curled toes motivated Kim Seipp to combat ignorance, wives' tales, and an outdated state septic code.

As co-owner of High Plains Sanitation Service in Strasburg, Colo., Seipp and her husband, Jeff, are leading by example. They attended the first onsite inspector certification training conducted by the National Association of Wastewater Transporters Inc., and Kim Seipp became a NAWT-certified onsite inspector trainer.

The couple's drive to learn everything they could about the industry brought them to the Colorado Professionals in Onsite Wastewater, where Seipp — now the operations and maintenance representative and member of the education committee — is designing a certification program to advance professionalism statewide.

Seipp is excited about the progress CPOW has made since 2002. Their goal is to have enough certified NAWT and Consortium of Institutes for Decentralized Wastewater Treatment trainers to bring all of the courses these organizations offer to Colorado.

SCRATCHING THE PUMPER ITCH

In 1992, Kim and Jeff Seipp bought out his father's share of the family septic business, Columbia Sanitary Service in Golden, Colo., then sold it six years later to manage a horse and alfalfa ranch in Last Chance, Colo. "Jeff grew Columbia's revenue from \$120,000 to more than \$260,000 during those years," Seipp says. "He pumped 1.5 million gallons of septage a year by himself, refusing to hire help or take a break. The schedule was killing him."

Profile

High Plains Sanitation Service Strasburg, Colo.

Owners: **Kim and Jeff Seipp**

Founded: **2000**

Employees: **2**

Services: **Pumping, locating and inspecting onsite systems, portable sanitation**

Services area: **60-mile radius of Strasburg**

Associations: **Colorado Professionals in Onsite Wastewater, National Association of Wastewater Transporters Inc.**

Web site: **www.highplainssanitation.com**



truck with 2,600-gallon steel tank and Jurop PNR-82 pump, outfitted by Imperial Industries Inc., and a portable restroom truck and 10 Tufways from Satellite Industries, the couple opened High Plains Sanitation Service in 2000. They continued renting a house from the rancher, and Jeff drove 60 miles to Strasburg to work. Returning home, he land-applied the lime-stabilized septage on the rancher's fields.

IMPROVING CUSTOMER EDUCATION

"We started the portable restroom business to create revenue until the vacuum truck arrived," Kim Seipp says. "At the time, the Fort Morgan-Brush area was experiencing substantial growth." Before long, High Plains had 54 Tufways and five Satellite Maxim 3000s in the field.

When the vacuum truck arrived, Jeff Seipp worked two days a week for the people who bought his former business. As he established his own customer base within a 60-mile radius of Strasburg, he set his mind at improving customer education and raising the standard for maintaining onsite systems.

"One sad thing about this industry is the people who come in thinking they're going to make a fast buck," Kim Seipp says. "They buy a truck and don't have a clue how to do things properly. Jeff sets the record straight, but hearing contradictions confuses customers, gives them a negative opinion of the industry, and makes them distrustful."

The couple joined CPOW, hoping for literature from nationally recognized organizations that confirmed what they told customers. No such documents existed. That's when Seipp ran for and was elected to the CPOW board as its operations and maintenance representative.

HITTING THE BOOKS

Seipp spent many hours educating herself on statutes, understanding how they worked



Jeff Seipp pulls a lid on a septic tank (above), then readies the vacuum hose to pump the tank. He pumps an average of four tanks daily.



"ONE SAD THING ABOUT THIS INDUSTRY IS THE PEOPLE WHO COME IN THINKING THEY'RE GOING TO MAKE A FAST BUCK. THEY BUY A TRUCK AND DON'T HAVE A CLUE HOW TO DO THINGS PROPERLY. JEFF SETS THE RECORD STRAIGHT, BUT HEARING CONTRADICTIONS CONFUSES CUSTOMERS, GIVES THEM A NEGATIVE OPINION OF THE INDUSTRY, AND MAKES THEM DISTRUSTFUL."

Kim Seipp

and how they differed from county to county.

"CPOW is guided by 13 recommendations from a steering committee on how to improve the industry through training and certification," she says. "One of the first things CPOW did when it was formed in 2002 was to organize an annual educational conference."

Despite the advances, Seipp has talked to county regulators in the state who are still unaware that the organization exists. Others have heard of it, but have no idea what it does. Consequently, Seipp is contacting the state's 64 counties to obtain their lists of licensed pumpers, installers and designers. CPOW will send news about itself and the annual conference to everyone on them.

In 2008, CPOW offered its first Certified Installers of Wastewater Treatment Systems national credential test developed by the

National Environmental Health Association. The test was repeated at the CPOW conference in January.

Seipp's headliner, however, is the NAWT onsite inspector course. "We have four county health departments with a title transfer or point-of-sale regulation that require homeowners to have their septic tanks inspected by a certified NAWT or National Sanitation Foundation inspector," she says. "More people are familiar with NAWT than with NSF."

NAWT certification was becoming so important that CPOW approved Seipp attending the 2009 NAWT onsite inspector trainer certification course. As a NAWT-certified trainer, she taught her first onsite inspector course at CPOW's 2010 conference.

"These are still baby steps," Seipp says. "Our goals are to establish training centers



Jeff Seipp works alone in the field, placing restrooms for weekend events and pumping tanks on the weekdays. His service trucks are shown above.

“OUR GOALS ARE TO ESTABLISH TRAINING CENTERS LIKE THE ONES IN WASHINGTON AND UTAH, HAVE OUR PROGRAMS COUNT TOWARD CEUS, AND CERTIFY ENOUGH MEMBERS AS NAWT AND CONSORTIUM TRAINERS TO BRING ALL OF THEIR COURSES TO COLORADO.”

Kim Seipp

like the ones in Washington and Utah, have our programs count toward CEUs, and certify enough members as NAWT and Consortium trainers to bring all of their courses to Colorado.”

County health departments have asked Seipp to teach the NAWT certification training course. Consequently, Seipp and CPOW members are developing an on-the-road show. “We’re one step closer to getting everyone on the same page,” she says.

BUILDING THE BUSINESS

Before working in the family septage business, Seipp did accounting, budgeting, and financial analysis for a large corporation. She brought these skills into the home office. To find customers, the couple ran an advertisement in the paper listing what set them apart from their competitors, such as being certified NAWT and county onsite inspectors, and doing water flow tests on potable wells.

“Being family owned and operated has been another good selling point,” Seipp says. “We also accepted Visa, MasterCard and Discover from the beginning because customers wanted that option for emergencies.”

They placed ads in 10 area phone books and the expense has paid off. She also managed the company’s Web site. At first, judging

its effectiveness was difficult. The only feedback was occasionally hearing a customer repeat something they saw at the site. Two years ago customers began e-mailing to set up appointments, confirming the power of the Web as a marketing tool.

In 2005, the couple built a home and shop on their land and moved from Last Chance. They leased a spot central to Seipp’s routes on the I-70 corridor and had a Denver-based waste hauling company park a tanker on it. Seipp fills the tanker with 6,000 gallons of septage every two days, which is then hauled to Denver for disposal.

Seipp pumped 600,000 gallons of septage last year. During busy summer months, he averages four pumps per day. The couple tries not to work on weekends or holidays, but they don’t charge extra if they do. “We’re in a service industry,” Seipp says. “If we treat people right and explain what they should do to avoid similar disasters, they often become repeat customers.”

As the pumping business increased, portable restroom rentals declined. The September 2008 recession stopped development in Fort Morgan. “Several local builders use us now and we service many special events in the spring and summer, especially graduations and wedding parties,” Seipp says.

“We have 25 to 30 units out all the time,

but they’re easier to service because they’re within a 30- to 40-mile radius.”

High Plains also inspects onsite systems for homeowner associations. They leave door hangers with a mini-inspection report on one side and maintenance dos and don’ts on the other. The hangers were a huge positive for customers. Previously, many never knew if or when their systems were inspected.

INDUSTRY REPUTATION

From Realtors to homeowners, the need to develop standards and eliminate conflicting information is driven by accounts of unprofessional conduct. For example, a frustrated Realtor in Colorado Springs has yet to hear two inspectors tell the same story about inspection criteria.

In another case, an inspector pumped the septic tank, but never turned on the dosing pump, which was clogged and the reason why sewage backed into the house. He told the homeowner that a large concrete box in the yard was part of the well, never popping the lid to see the leachfield zone valves. Another inspector failed an operational system because he didn’t understand its design.

“These aren’t isolated incidents, and they drive our quest for statewide education and certification,” Seipp says. “The effort goes hand-in-hand with attempts to update the statutes. The last revision was in the 1970s,

SHUT DOWN THE PUMP AND TAKE TIME FOR REST AND RELAXATION

As a busy small business owner, Jeff Seipp never took vacations despite his wife, Kim, stressing the dangers of workaholicism. After starting High Plains Sanitation Service in Strasburg, Colo., he finally agreed to schedule an annual one-week vacation.

But he still answers all business calls. Most involve troubleshooting. A common occurrence is solids catching on laterals that were installed four inches beyond the tank wall and too close to the baffle. The waste eventually blocks the lateral.

"Jeff tells the homeowners to pull the septic tank lid and knock off the obstruction with a shovel," Kim says. "He pumps those tanks when we return. One customer even called back to say that Jeff had diagnosed the problem correctly." Emergencies are directed to a trusted competitor.

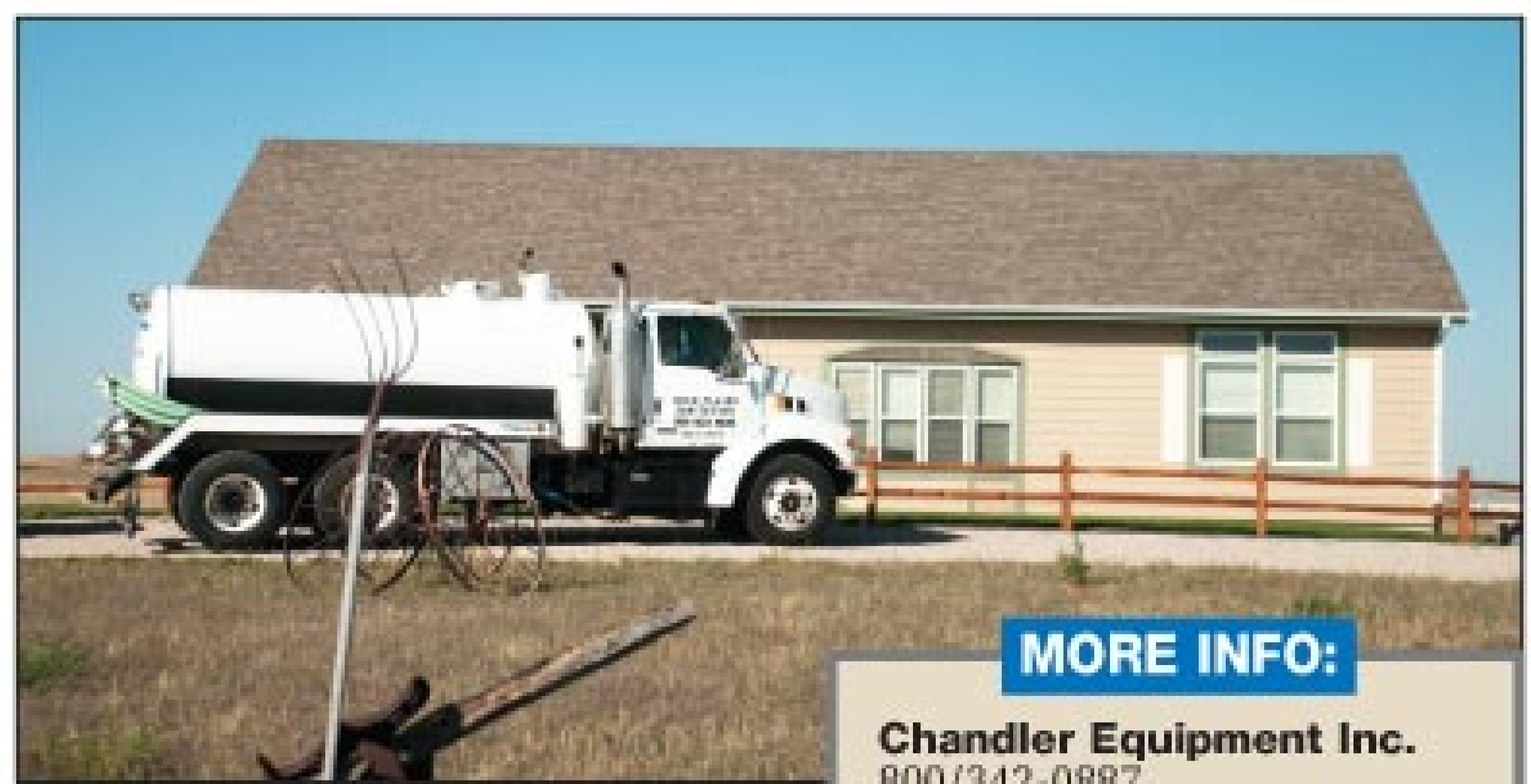
"Jeff finally understands the importance of balancing the chi, a spiritual energy residing in every living thing," she says. "On slow days, he takes his boat and goes fishing with a buddy. He wouldn't do that before." In 2008, the couple purchased a Disney timeshare and vacation in style.

and the code uses 1950s technology."

Updating the statutes should move Colorado from a prescriptive code to a performance code, enabling mountain communities to build on small lots currently classi-

wastewater.

"I'm looking at these rural counties with no major towns and wondering, how can they say that?" she says. "Going from county to county with our educational program should



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Seipp's septic truck, a 2001 Sterling built by Imperial Industries, is parked and ready to go on another septic job.

fied as unsuitable for development. Seipp knows of health officials who believe sewers are the only answer to

help the situation."

Response to CPOW's educational seminars continues to increase. This year, 55 of Colorado's 63 onsite inspectors were due for recertification, swelling registration numbers. Slowly, the level of professionalism is rising, and will continue to do so as Seipp and her colleagues plan for the future one step at a time. ■

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By Ed Wodalski



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Available in five panel colors and optional door color, the **Maxim 3000** from **Satellite Industries** features smooth interior and exterior walls for easy cleaning. The unit stands 90 inches tall, 44 inches wide and 48 inches deep with a 76-inch door height. Weighing 185 pounds, the restroom has a 70-gallon capacity waste tank. The Luxury Flush and Wash unit features a three-piece base that serves as the 19-gallon freshwater tank. The foot-pump activated hand-wash with 9.7-gallon tank and flushing system with 37.2-gallon waste tank provide "hands-free" operation. **800/328-3332; www.satelliteindustries.com.**



City Mains from PolyJohn Enterprises Corp.



POLYJOHN CITY MAINS

Fresh from Europe and just released to the U.S. market, the **City Mains restroom** from **PolyJohn Enterprises Corp.** offers complete city sewer connectivity. With no holding tank, the standard unit with upscale features, including high-end interior, is designed for semi-permanent or permanent placement. Options include overhead lighting and hot-water hand-wash. The unit has an exterior height of 91 inches, interior height of 83 inches, and measures 47 by 47 inches on the outside and 43 by 45.5 inches on the inside. The door frame is 75 inches tall and 26 inches wide. PolyJohn also offers the Comfort Inn City Mains handicap unit for its European market. Grab bars are fitted to the sidewalls. **800/292-1305; www.polyjohn.com.**



T.S.F. TUFF-JON III

The third-generation **Tuff-Jon III** from the **T.S.F. Company Inc.** features molded wall vents, sky heater, lifting brackets and 16-gallon wash station with foot-pedal activation. Designed for easy cleaning, the one-piece polyethylene unit is available in nine colors and has a 70-gallon holding tank. Options include towel holder and soap dispenser. **800/843-9286; www.tuff-jon.com.**

Tuff-Jon III from T.S.F. Company Inc.

PORTAJANE

The pink **PortaJane** restroom is designed especially for women. Featuring a curvy pink and white design, the hands-free recirculating flush unit includes locking kit, mounted mirror, coat and handbag hangers, door with mounted hover bar, vanity shelves, soap and towel dispensers and optional hygienic, hands-free sink. Standing 7 feet, 9 inches tall, the unit is 43.5 inches wide, 47 inches deep and weighs 198 pounds. Made of high-density plastic with durable plastic floor plate, the restroom includes corner holes for tie-down stakes. **970/729-1232; www.portajane.com.**



Pink restroom from PortaJane

FIVE PEAKS ASPEN, K2 ELITE

The **K2** and **Aspen Elite** models from **Five Peaks Technology** have a 64-gallon two-tank system (19-gallon freshwater and 45-gallon greywater). The flip lid features an integrated hinge for easy restroom servicing, while the flush system has a foot pump for "hands-free" operation. Units also feature the Sierra Side Kick Plus sink inside.



Aspen Elite from Five Peaks Technology

Available in a choice of nine standard colors, both restrooms stand 92.75 inches tall, 46.5 inches wide and 46.5 inches deep. The Aspen weighs 220 pounds and the K2 weighs 238. **866/293-1502; www.fivepeaks.net.**



Aspen Elite Interior

POLYPORTABLES BOUDOIR

The **upscale Boudoir model** from **PolyPortables** is designed for weddings, VIP guests and other special gatherings. Built to the same dimensions as the company's Enhanced Access Unit, the restroom stands 82.5 inches tall with an outside base of 61 by 61 inches, inside base of 58.5 by 58.5 inches and steel-framed door opening 35.5 inches wide by 73.5 inches tall. The flat, extruded polyethylene floor provides near ground-level access. With 12 color options, standard features includes flip-top tank, flush lid, Pro-22 hand-wash station, full-length wall mirror, vanity shelf, spray soap dispenser, towel dispenser, three purse/coat hooks, motion-activated light and TakeASeat spray toilet seat cleaner. Made of high molecular weight polyethylene, the restroom has a 40-gallon waste tank and weighs 286 pounds. **800/241-7951; www.polyportables.com.**



Boudoir model from PolyPortables

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JOHN HARPER OF LOUISIANA'S PORT-A-JON SAYS MARKETING IS STILL ABOUT RELATIONSHIPS, BUT THERE ARE NEW TOOLS TO REACH OUT AND BUILD BUSINESS CONNECTIONS

John Harper has been serving the portable restroom needs of northwest Louisiana and northeast Texas since 1985. He operates Port-A-Jon locations in Shreveport, La., and Longview and Jefferson, Texas. His bread-and-butter business is with construction contractors, but he also serves special events with individual units through VIP trailers and accessories. Over the years, he's learned a thing or two about new business development through savvy marketing tactics. We think you'll be able to put some of his suggestions to work for your business as the economy recovers.



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John Harper

business cards, and if we see dirt, we stop. We don't approach competitors' sites, but if we see 'dozers setting up, we stop. Being first there shows we care and that we want their business. That attitude matters.

Pumper Interview

By Mary Shafer

Pumper: How would you suggest portable sanitation contractors try to stand out in a competitive market?

Harper: You've got to make sure the people who work for you really care. If we don't take care of Port-A-Jon, it won't take care of us. It takes between \$3,000-\$5,000 to train a driver over a month. You don't want to invest that amount in someone who's going to work a month and then quit. We look for job longevity in their background, because I can't afford to make that kind of investment over and over. We provide good trucks, because that's their office eight to 10 hours a day. It's comfortable and works, and they have the tools they need to do their job. Our logo and name are on every truck.

All our guys are uniformed with logos on their shirts, and carry ID badges. They're required to wear their uniforms, keep their shirts tucked in and appear professional. That's a marketing issue, because when they pull up, they're the first thing customers see. Even at the supermarket, my name on a shirt starts a conversation. You never know when you might run into a contractor at Home Depot looking for a restroom contractor.

Pumper: What sorts of marketing tools work best?

Harper: Word-of-mouth is still the best advertising any business can get. If someone says they hate you, it'll do 10 times more damage than a good word will help. The worst I want someone to say is, "His prices were high, but the service was great." Keep it up by providing great service, keeping the restroom roof repaired, the vent screens in and the graffiti off.

You absolutely have to have your logo on the door (of your units), but you have three other sides that are also billboards. We have six-inch phone numbers on all sides of our restrooms, and they can be read from a hundred yards away.

To actively seek new work, we use the subscription construction reports available on the Web. We print off the ones we're interested in, then follow up with phone calls or personal visits. Every one of our drivers has

Pumper: So your drivers get involved in marketing and sales?

Harper: Everybody's job here is to sell. In the office, we sell to callers. The drivers sell by delivering on time and keeping the units clean. If that route driver is the one who sold the account, they'll take more of an interest in that customer. They should get to know the foreman on every job, because that's the decision-maker.

I like it when a customer calls, noticing something about our drivers, even if it's that they're running a little behind. That means my guys are maintaining relationships, not just blending into the background. There are always a few folks drivers stop and visit with. That develops customer loyalty.

Pumper: Do you think newspaper ads work? Direct mail? What about exhibiting at fairs and festivals?

Harper: No newspaper ads unless it's a coupon or something action-oriented. I think our homebuilders association has about 160 members or so in our town of half a million. Why do I want to put an ad in a half-million circulation when I'm really trying to reach just a couple hundred? Yes, regular people rent restrooms, but I'm looking for that 1,500 people who will be high volume users. I don't make money renting weekend units, I make a living renting construction units to residential and industrial construction.

For us, direct mail was effective for pumping, but not for portables. We've exhibited at fairs and festivals, but again, it misses our target market. You have to define your demographic and reach out in the places you're going to find them. If you do weddings, then you need to read the newspaper and call folks who are getting married.

Pumper: How do you market differently to construction contractors as opposed to special events producers?

Harper: Special events folks are always shopping for price. They want to get the lowest price they can because most special events are non-profit and have limited budgets. Contractors want service. So those are the points you hit on.

We do several large events and they want service, but that's because we've been dealing with them for a dozen years and we've educated them to that point. I've lost a few events over the years to price, but generally they come back later.

Pumper: What do you think of phone book advertising versus investing in building and regularly maintaining a Web site?

Harper: You can't operate today without both. We've had a Web site for eight years. I knew that's the way things were going. We had people asking if we were on the Web, mostly the younger set; young women asking to see our trailers for their weddings, stuff like that. And I wanted to be able to say, "We sure are!"

We started with a single page in 2001 and kept trying to do more and more. It wasn't everything we wanted, but it got us going. We've tried to update and upgrade it every year or so. We hired a full-time (human resources) person who also has (computer) skills, so I figured, why not use those? We just redid the site and have about 7-8 pages now. It's still not exactly what we want, but we'll be adding more about rentals, upgrades, new locations, things like that.

Pumper: Do you think restroom contractors can benefit from participating as businesses in social media such as Facebook, LinkedIn, Twitter?

Harper: I'm on Facebook personally, to keep up with friends and family, but don't use it for business yet. Who has the time, if you're running a business with more than one or two people? I don't need to be hitting someone on Twitter in New York. I need decision-makers in Shreveport. As with everything else in marketing, it's all about targeting your demographic. Guys over 45 — our targets for renting portables — for the most part aren't on Facebook, but younger guys are. As they age and step up into the purchasing positions, Facebook will become something we should look at.

Pumper: Any industry marketing trends you think will show themselves over the next 3-5 years?

Harper: The trends are that people are offering upscale units, but that's market-dependent. We have them available, but our clients don't want them. We watch what everyone else is doing in the market, which units our competitors have, and maintain comparable inventory. For instance, we have some purple-and-gold portables we rent for LSU events. People know we have them for tailgate parties. You just have to pay attention and maintain your customer relationships. ■

What's Your Opinion?



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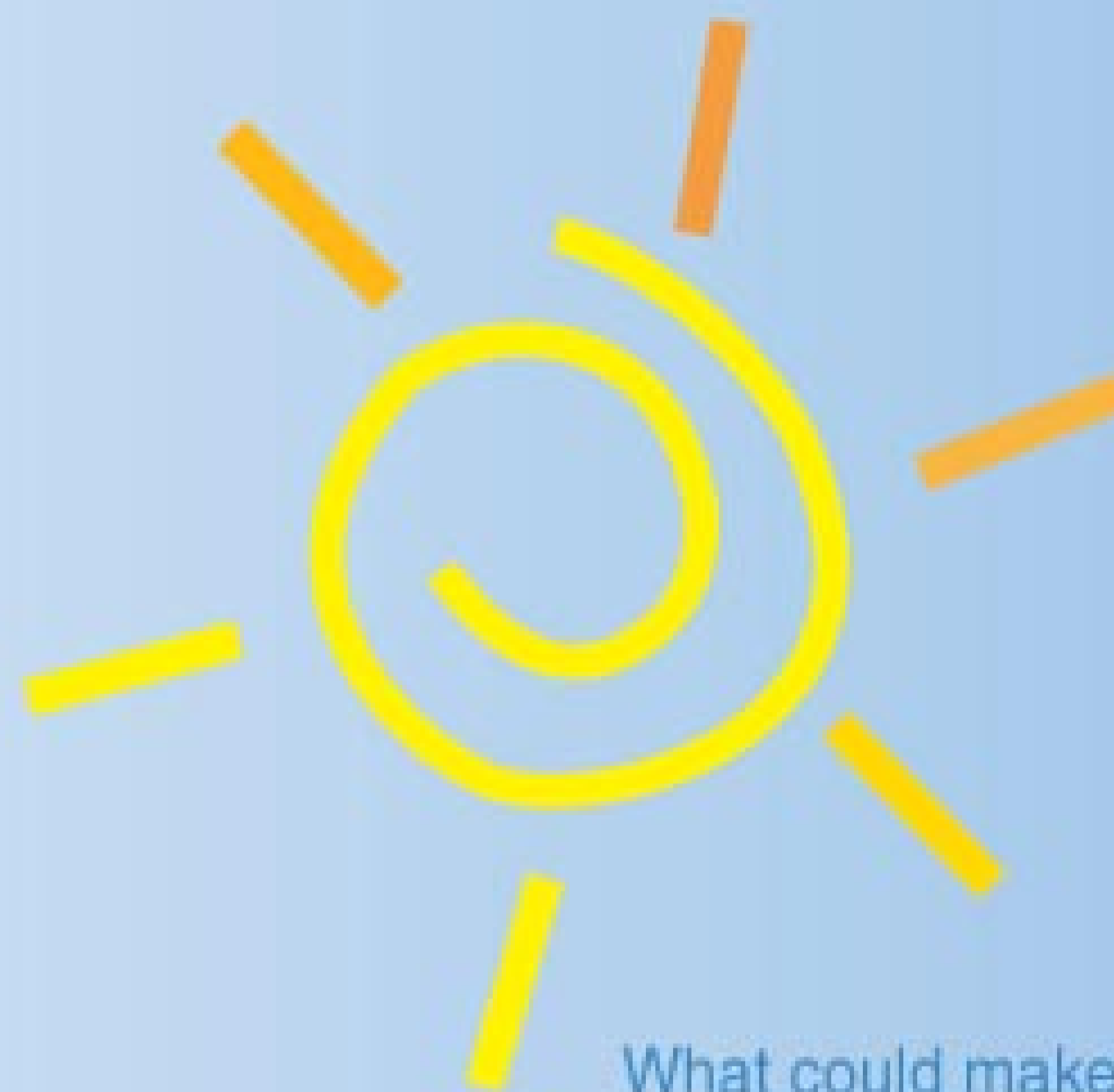
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Recommended Pumping Frequency

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

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

Overheard Online

Question:

"You only need to pump a septic every 10-12 years!" I'm hearing this more and more from people. My experience as a pumper says this is a dangerous standard to set. What say you?

Answers:

Most 1,000-gallon two-compartment tanks need to be pumped every three to five years to remove sludge buildup. A \$3,000 field line replacement usually is the result of not cleaning the tank for many years. My motto is, "Pay me a small fee now or pay big dollars later, it's your choice."

I've been asked to give a presentation addressing proper maintenance at an association meeting. The idea that proper maintenance involves pumping your tank every 10-12 years is something many designers and installers are starting to spread, and I will definitely be met with some resistance, and probably have some guys that just ignore me.

Everything I've learned in seven years pumping tanks tells me this is a dangerous standard to set. We as pumpers need to get our voice out

We pumped one last year that had not been pumped out in 11 years. It was so solid my 285-pound brother stood on top of it. It took two hours to pump it, with back-flushing, water hoses, etc.

as to what we're experiencing in the real world. We're the ones who get called when the system fails after five years, not the installer or designer. Most people in my area have no clue who designed or installed their system.

I tell all my customers to ask their local health department how often a tank should be pumped, and the response will be every two or three years.

Our health department says three to five years, which I think is usually good. The problem is that there are a growing number of manufacturers, designers, installers, and even regulators that are suggesting 10 to 12. I'm not quite sure why this is, but I think it's dangerous.

During an association conference I attended, there was a discussion about a new housing development the state approved. The system will be a STEP/STEG system, with each home having a septic tank. But the effluent will be treated at a centralized location. I like this idea, but the problem is the designer of the system used the figure of \$300 for each pump done at 10 to 12 years to estimate long-term maintenance costs. For one thing, the price of pumping has doubled in the last five years in this area; who knows what it will be in 10 years, especially if they wait until it's completely full of solids.

We pumped one last year that had not been pumped out in 11 years. It was so solid my 285-pound brother stood on top of it. It took two hours to pump it, with back-flushing, water hoses, etc.

I have been in the pumping business for 40 years. I have my customers clean their septic tanks at least every three years. I have many annual and two-year scheduled jobs. I guarantee my customers' systems will pass any inspection when the time comes to sell their property. If a system fails, the new system may cost over \$40,000. To make matters worse, in Massachusetts I have seen new systems fail in less than two years. About 95 percent of the bacterial action takes place in the soil absorption system, and the liquid going out of the tank will be treated very well if the tank is cleaned out often enough based on usage.

Many factors determine how long a tank should go before being cleaned. My customers would rather pay a small price to keep their systems working properly than be forced to install a new system. ■

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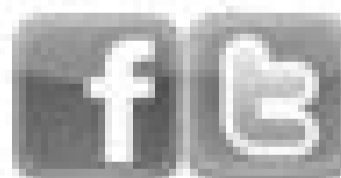
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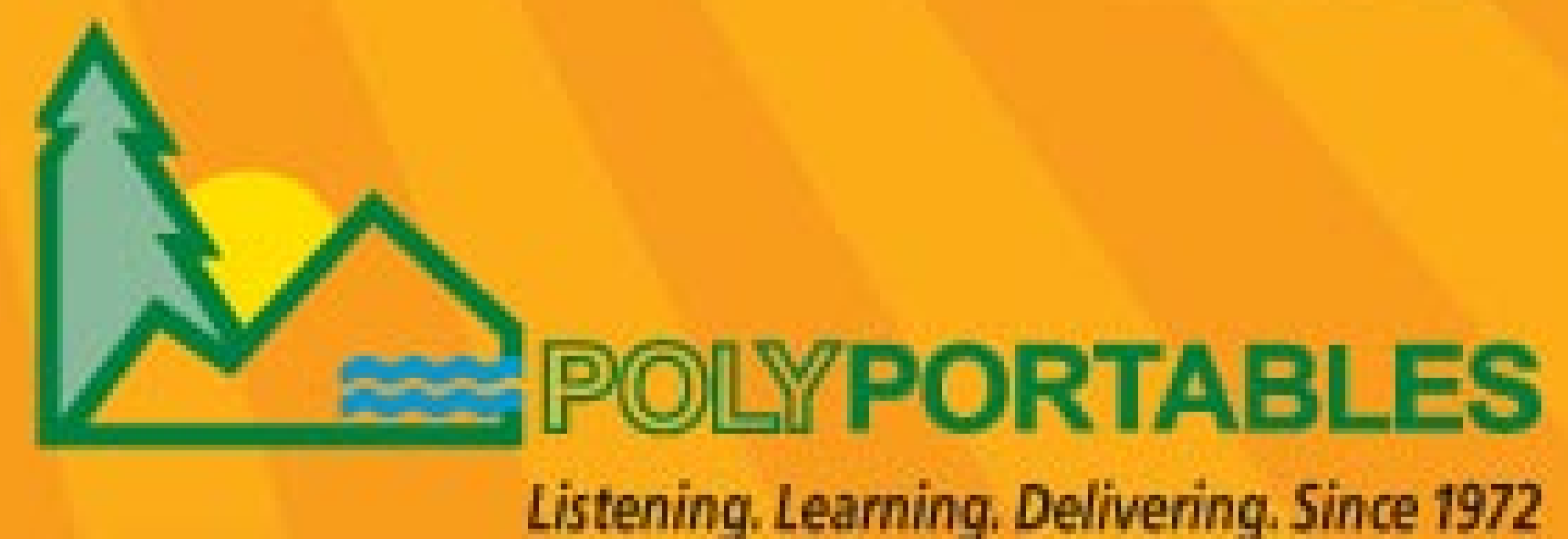
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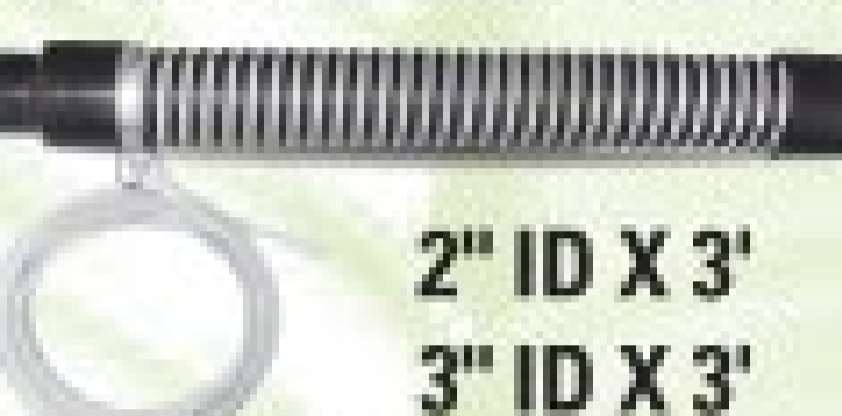
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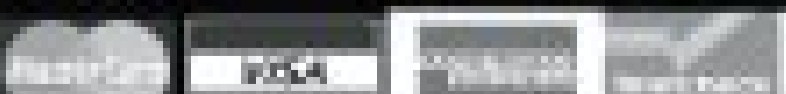


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Look Before You Lease

If you plan to lease space, take precautions that will help keep your costs down, provide flexibility and enable you to grow

By Fred S. Steingold

Leases for commercial space are normally prepared by the landlord, not by the tenant. It's no surprise, then, that these leases heavily favor the landlord. But lease terms are not carved in stone. You can usually negotiate better terms, especially if the vacancy rate is high in your community.

The key is to take your time and study every sentence in the lease. You need to understand everything the landlord is proposing and decide if it fits your needs. If not, you can go back to the landlord with a counter-proposal. You may not get everything you'd like, but you should wind up with a more balanced lease. Here are several suggestions to help make sure you don't get burned.

Analyze the true costs. You may be paying for more than just the basic monthly rent. For example, you may have to pay for utilities, property taxes, and insurance, or for increases in these amounts after the first year. In a multi-tenant building, you may have to pay common-area maintenance charges. These are proportionate shares of upkeep for corridors, stairways, restrooms and other facilities used by several tenants. Some leases also have a formula for increasing the rent annually based on a stated percentage or cost-of-living index. If the overall costs will break your budget, try to negotiate better terms.

Avoid giving a personal guarantee. If your business is a corporation or LLC, the lease may require you to personally guarantee payment. This puts your home, car and personal bank accounts at risk. If your business has a strong credit history, the landlord may be willing to forego a guarantee. Otherwise, see if the landlord will agree that the guarantee will vanish at the end of the first year if your business has paid the rent on time. Another option is to limit your guarantee to a stated amount, such as \$3,000.

Seek assurances on parking. Many commercial buildings have on-site parking spaces. Make sure your lease gives you, your employees, and your customers the right to use those spaces. Try to include a provision that the landlord will not reduce the number of spaces available. In a multi-tenant situation, you may want to have certain spaces reserved for your exclusive use.

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 key is to take your time and study every sentence in the lease. You need to understand everything the landlord is proposing and decide if it fits your needs. If not, you can go back to the landlord with a counter-proposal.

Lock in a renewal option. If you're going to sign a three-year lease, you may want the option to renew for one or more three-year terms if everything works out. The landlord may agree, but may expect a higher rent in any renewal period. That's fine, but be careful to specify what the new rent will be, or how it will be determined. Don't leave this open-ended. If the lease simply says that you and the landlord will negotiate the new rent later on, you may wind up in a lawsuit if the two of you can't agree on what's fair.

Preserve your right to sublease the space. This can be helpful in the future if you want to move to a bigger or smaller space, or if you want to close or sell your business. The lease may say that you can sublease your space, but only with the landlord's consent. In that case, have the landlord agree not to withhold consent unreasonably.

Plan ahead for early termination. You never know what the future holds. You may find that you need to move out before the lease ends. If your lease is silent on the subject, your business — and you, if you sign a guarantee — will owe rent for the rest of the lease. (You will, however, get credit for any rent paid by a new tenant.) One way to limit your liability is for the lease to say you can pay a move-out fee, such as three months' additional rent, and be free from any further obligation.

Seek move-in concessions. When commercial space is plentiful, the landlord may be willing to waive rent for the first few months, build out the space to your specifications, or provide improvements such as new lighting or flooring.

Reserve the right to add space. In a multi-tenant building, see if the landlord will give you first dibs if an adjoining space becomes available. That way, if your business has a growth spurt, you'll have space to expand.

Be clear on maintenance responsibilities. Maintenance and repairs can be expensive. Who pays — you or the landlord — if the air conditioning fails, or if a water pipe bursts? Your lease should speak clearly on this subject. You need to know how big your financial exposure is. If you'll be on the hook for major repairs, have a qualified contractor inspect the premises before you sign up and make sure the major building systems are in sound condition. ■



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Patent Numbers
 5,617,679 &
 5,852,901; other
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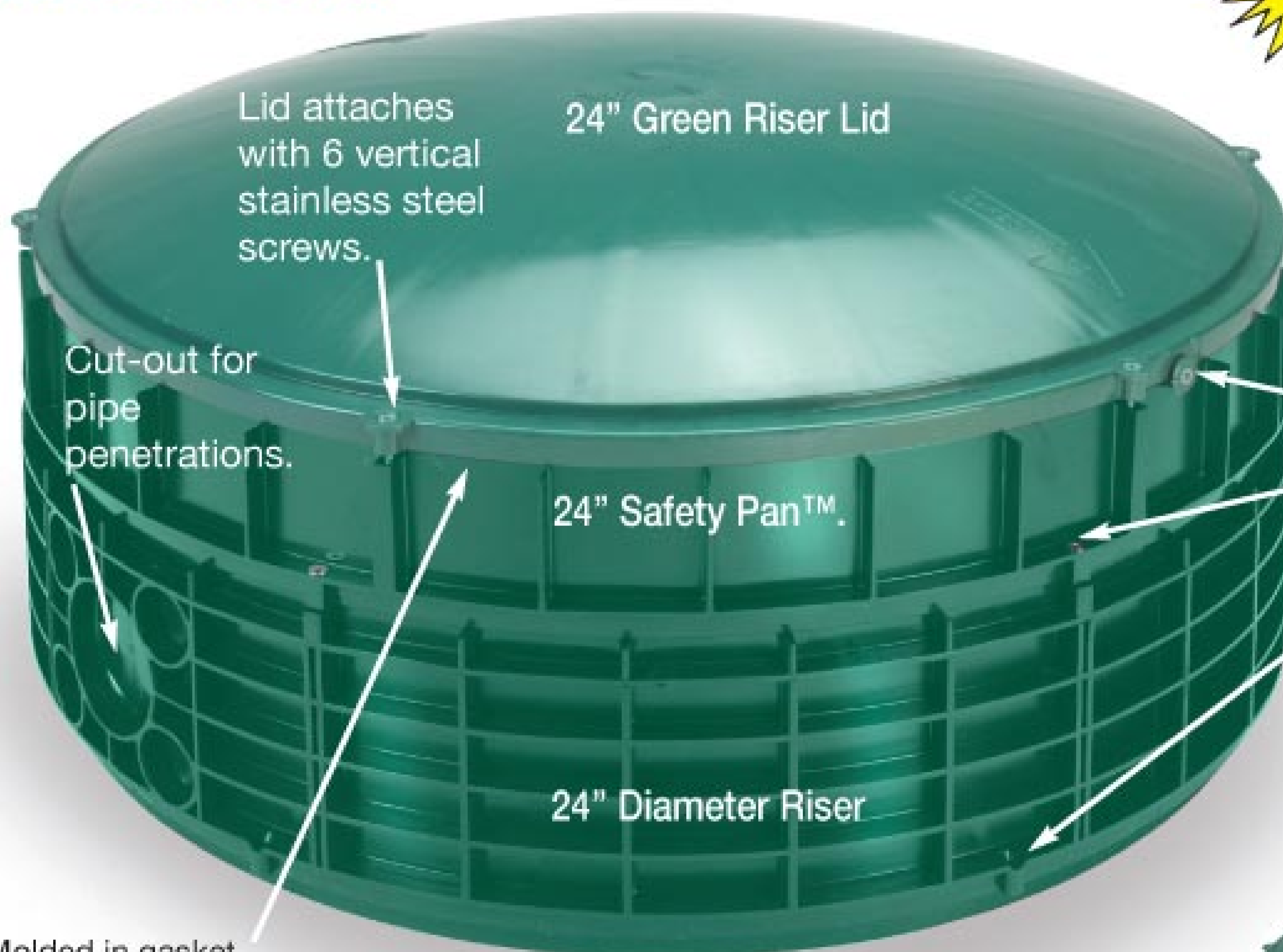
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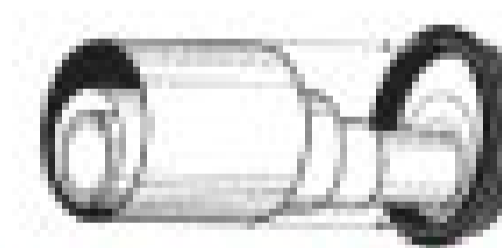
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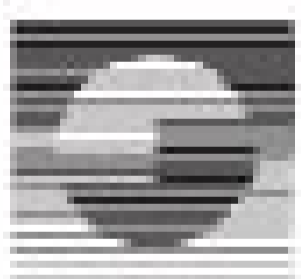
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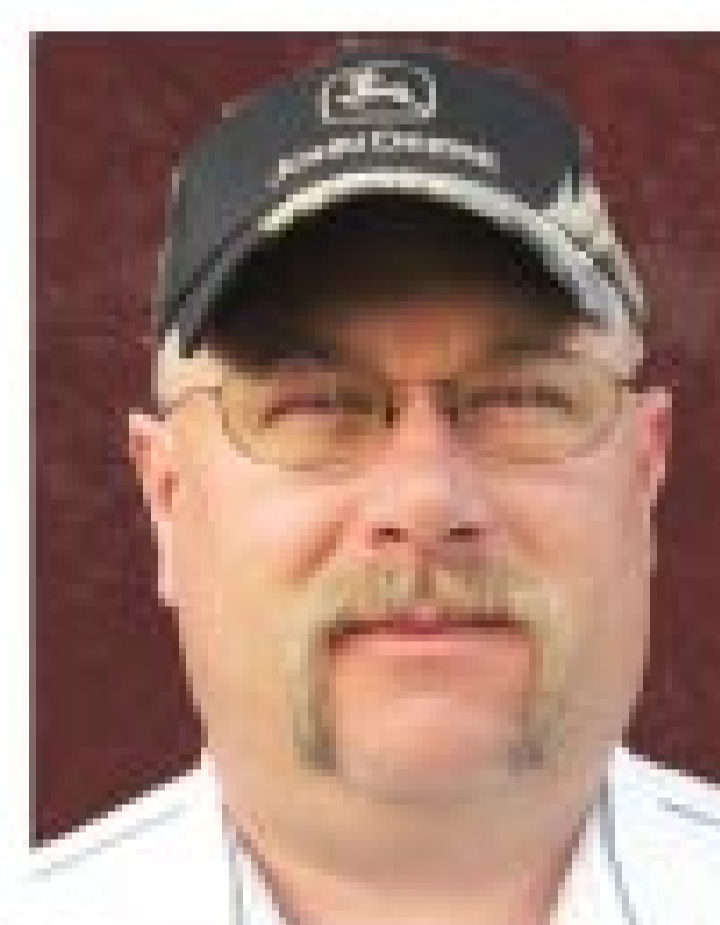
Capturing Special Event Work

What tactics do you employ to land prized contracts to serve fairs, festivals and concerts?

By Mary Shafer

With the drop-off of new construction customers, pumpers who offer portable restrooms are eyeing special events to stabilize the bottom line. To that end, some creativity may be called for in promoting these services.

While some are making use of the Internet to build special events business, others seem to have fallen back on tried-and-true, traditional producers like cold-calling in person and on the phone. Regardless the tactic, all these efforts seem to have one thing in common: They're proactive in nature. Everyone seems to understand that the busy bee will be making the most honey in today's shrinking hive, and that's the latest marketing buzz.



Name:
Bob Bond
Company:
Barnes Sewer & Septic
Location:
Winchester, Ind.
Employees: 3
Years in Business: 16

Bob Bond

Bob Bond says the foundation for success in portable restroom rental is pretty basic: "You have to be competitive in this day and age, and you have to offer good service. There are so many companies out there that are cutting prices that if you don't have a good price, you won't get the job. And if you don't give good service, you won't be

working very long. You have to show the customer you're willing to work."

Bond's father-in-law started offering portables in 1990, and promotion of the new service was all by word-of-mouth for the first 10 years. Then the company began running local newspaper ads and launched a Yellow Pages presence.

The current economy has proven quite a challenge, he says, by way of explaining how most of Barnes' portable restroom business is now in special events. "Normally, we're pretty busy through the winter months with construction, and we hardly have any of that going on right now."

They've gone back to former clients on a continual basis, asking if there are any new projects coming up. It doesn't hurt that the company has almost two decades of presence in the area, so people have an awareness of the business. Yet even that history doesn't preclude some aggressive cold-calling when business drops off as sharply as it has in the past few years.

"We go through local chambers (of commerce) and ask around among people we know (to find new customers)," Bond says. It doesn't help much to go through phone or other business directories, since the company's territory only reaches out about 45 miles, and they already know most of the businesses in their service area.

How to grow his portable restroom business is more than a simple theoretical exercise for Clint Martin. A solo operator who's slowly growing his operation as he gets more time to devote to it, he often considers what he'll do when he's ready to go full steam ahead.

To gain more special events customers, he says, "I would do more advertising in the newspaper where regular consumers — not necessarily contractors — are reading." He doesn't yet have a Web site, but plans to launch one. In the meantime, he takes advantage of online directory listings that come as



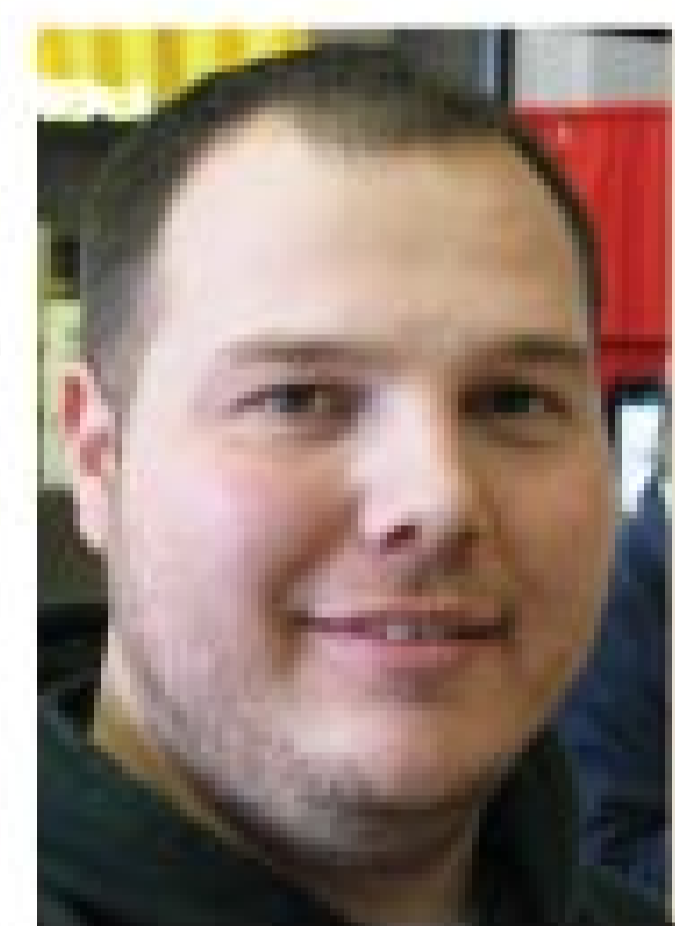
Clint Martin

Name:
Clint Martin
Company:
Premiere Property Services
Location:
Shippensburg, Pa.
Employees: 1
Years in Business: 5

part of a package offered by the local Yellow Pages, so he can have some kind of Web presence.

Since he's located in a college town, he's also got his eye on serving the portable restroom needs of Shippensburg University for sporting events and outdoor gatherings when he's large enough. He says he'd be willing to grow quickly if he knew

he could secure a large gig like this with the school, adding units permanently to accommodate their needs and contacting event organizers in any way possible to let them know he could help.



Ron Helton

Name:
Ron Helton
Company:
American Environmental Waste
Location:
Middletown, Ill.
Employees: 3
Years in Business: 2

Portables join septic pumping, drain cleaning and repair in the service lineup of American Environmental Waste. Located not quite halfway between Peoria and Illinois' state capital of Springfield, American is still a small company in startup mode.

"I think that service is the number one key to promotion," Ron

Helton says. "What we do at all our special events is keep an employee on-site during the busy times. That way, the units are always clean, serviced and we know everything is going right. I think customers are just looking for more for their money." He believes this extra visibility of service personnel adds to perceived value.

Helton is a hands-on manager, and takes pride in being able to say that when there's work to be done and decisions to be made, "I'm there. We service first thing in the morning, so the units start out the day nice and clean. We may service again in the afternoon at a big event. Then we leave someone there through the day to go around and check on things. We also leave a few reserve units there so if things get real busy and we don't have time to clean one as good as it should be, we'll just take it out of service, slide the new one in, and everybody's happy."

As far as marketing these special events services, Helton leans heavily on the Internet to make his mark. He researches online, looking for listings of upcoming events, then gets on the phone to find out who the key decision-makers are.

"I contact them and schedule a meeting to sit down, face-to-face. It gives me the chance to explain what we do and how we're going to take care of them better than our competitors." He leaves his new contacts with a business card and a magnet containing contact information.

Helton takes what he calls "a more human approach" to promoting his services. Despite his use of the Internet, he shows a traditional streak by making sure his company trucks are clean and shiny to properly represent his company in hometown parades. Again, planned high-level visibility is a hallmark of his strategy. ■

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Explaining System Failures

Requiring devices to measure sewage flow would determine the root cause of poorly performing septic systems

By Roger E. Machmeier

Q I see a higher failure rate for new systems compared to systems built 20-30 years ago. Most systems now are the newer technology. New houses in my area use more gallons per day than older households would. Some with open ends to allow air into soil can recover and work a few more years. I disagree on your March article about piping the whole system. How could you vent both ends if piping didn't carry the air through the system?

A The higher failure rate is an observation you have likely made as you do your job as an onsite sewage treatment professional. Can one conclude the "old" systems are better than the "newer" technology? I'm sure many would take exception to such a conclusion.

I understand manufacturers of many of the newer types of effluent distribution systems have convinced people who issue onsite system permits that systems can be smaller in area than the "old" rock-filled trenches. There has been some analysis supporting these claims.

To me the basic problem is the code enforcers who have not required the installation of any devices to measure the actual sewage flow into these systems. Such information would quickly tell if the daily water use rate was too high or if the soil treatment area was too small.

We conducted some studies at the University of Minnesota to measure sewage flow rates from typical residences. The general finding was, as I recall, households were using only 50 to 60 percent of the daily sewage flow for which the soil absorption system was sized. So the rock filled trench system could have been smaller in area for the actual sewage flow and it would not have failed. I am not suggesting this would have been good policy.

PROPER SIZING A KEY

The point I am making is the "newer" types of effluent distribution may not be as effective as claimed. But they have been working, for the most part, because the actual sewage flow from the household has been less than the amount used in sizing the system.

Perhaps many of the reduced area "newer" systems are almost full to capacity, but still working adequately. The use of extra water or failure to clean the septic tank regularly may result in system overload and failure.

Granted, this is a supposition on my part, but I am of the opinion this is what is happening. With proper technology and proper system sizing, one would assume the newer systems should be lasting longer than systems installed with the older technology. It is interesting you have observed the opposite is happening.

Your observation that new houses use more water than older houses is interesting. What information do you have about this? Do you have water meter readings?

Studies measuring sewage flow from households some years ago found about 40 percent of the total daily sewage flow was from the flush toilet. Those toilets were discharging about 5 gallons per flush. Toilets installed today discharge 1.6 gallons per flush.

For an older household using 300 gallons per day, 40 percent or 120 gallons would have come from the flush toilet. At 5 gallons per flush, this would be 24 flushes. At 1.6 gallons per flush, 24 flushes of the newer toilet would discharge only 38.4 gallons, a daily reduction of 81.6 gallons. I fail to understand why the newer houses should be discharging more sewage each day, unless the occupants are wasting water.

WHY VENT A TRENCH?

Venting the trench is another worthless practice that seems to persist in the onsite industry. To those advocating vents I ask: What is the purpose of attempting to vent a trench? Why do some states have a regulation in their onsite code preventing the trench vent from being too close to a residence? What causes the movement of air or gases through the vent system?

I will answer those questions as I understand them. The idea behind venting is to keep the trench aerobic or with a surplus of oxygen. However, septic tank effluent is anaerobic and no amount of air flowing through the so-called distribution pipe can provide oxygen to the liquid effluent below. The need for oxygen is in the soil

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.



In my opinion, the vent pipe at the end of the trench serves no practical purpose for the operation of an onsite sewage treatment system. And the vent pipes certainly do not add to the beauty of a landscaped lawn.

under the trench bottom and along the trench sidewalls. The amount of oxygen present in the soil depends on the soil texture and depth of the trench. The oxygen in the soil air is needed by the aerobic bacteria in the soil to break down the biomat and prevent it from getting thicker and thicker and restricting flow into the soil.

When the methane gas generated in the septic tank builds up pressure, this gas, along with mercaptans, which cause odor, comes out of the vent at the end of the trench. To prevent a problem with odor in the home, the onsite code establishes a distance the vent pipe must be separated from the building. When odor is being discharged from the vent pipe there certainly is no air entering the vent pipe.

The movement of air, or gases, through the vent pipe is caused by a difference in pressure. If there is no difference in pressure between the "inlet" and "outlet" of the so-called venting system, there will be no movement of either gas or atmospheric air through the system. Wind blowing from a certain direction may cause air to move into the vent pipe at the end of the trench. Wind blowing from the opposite direction may cause air or gas to move out of the vent pipe at the end of the trench.

CONCLUSION

In my opinion, the vent pipe at the end of the trench serves no practical purpose for the operation of an onsite sewage treatment system. And the vent pipes certainly do not add to the beauty of a landscaped lawn.

However, a fringe benefit may be they do serve to identify the location of the end of the trenches and remind the homeowner an onsite sewage treatment system is present and needs periodic maintenance. ■

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

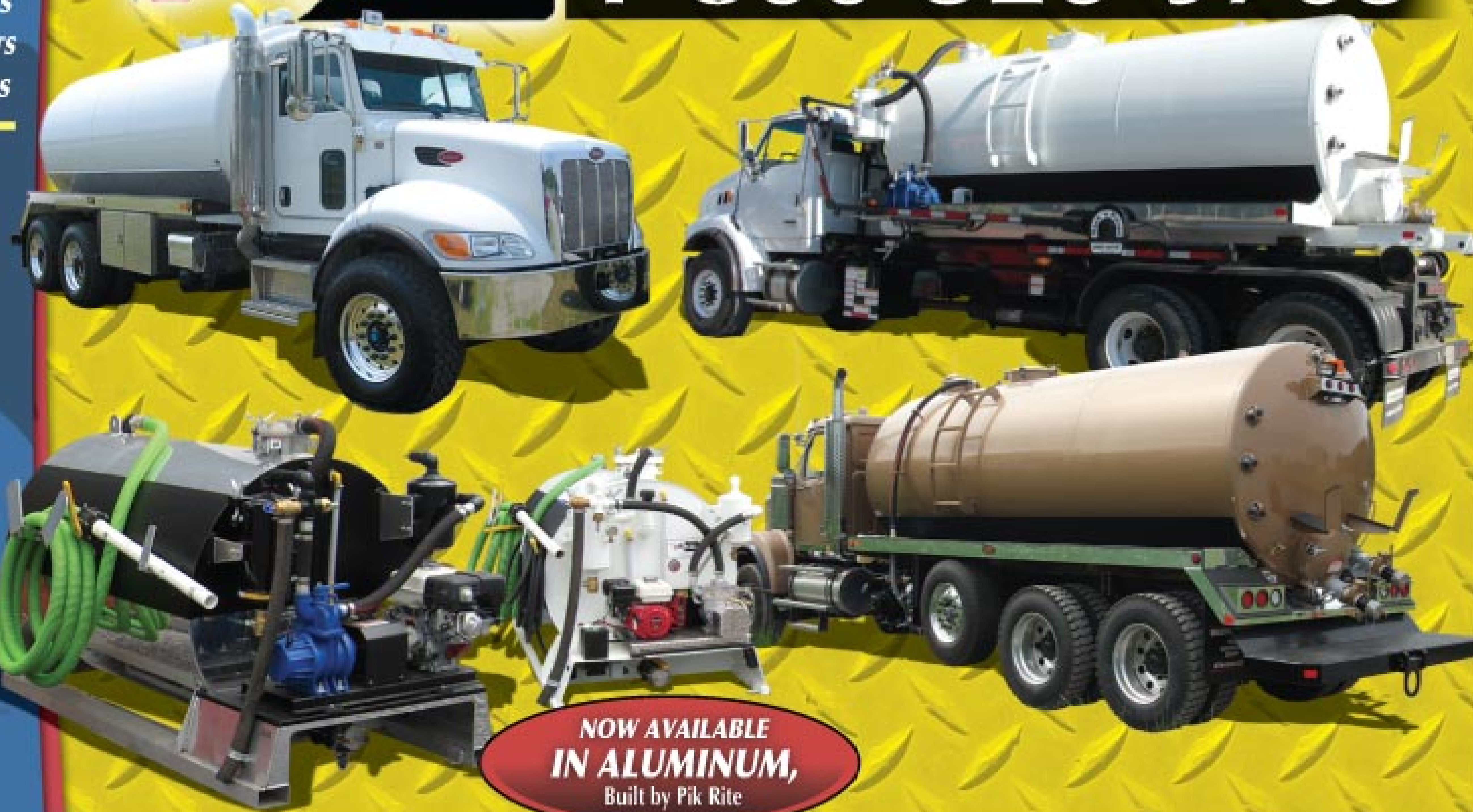
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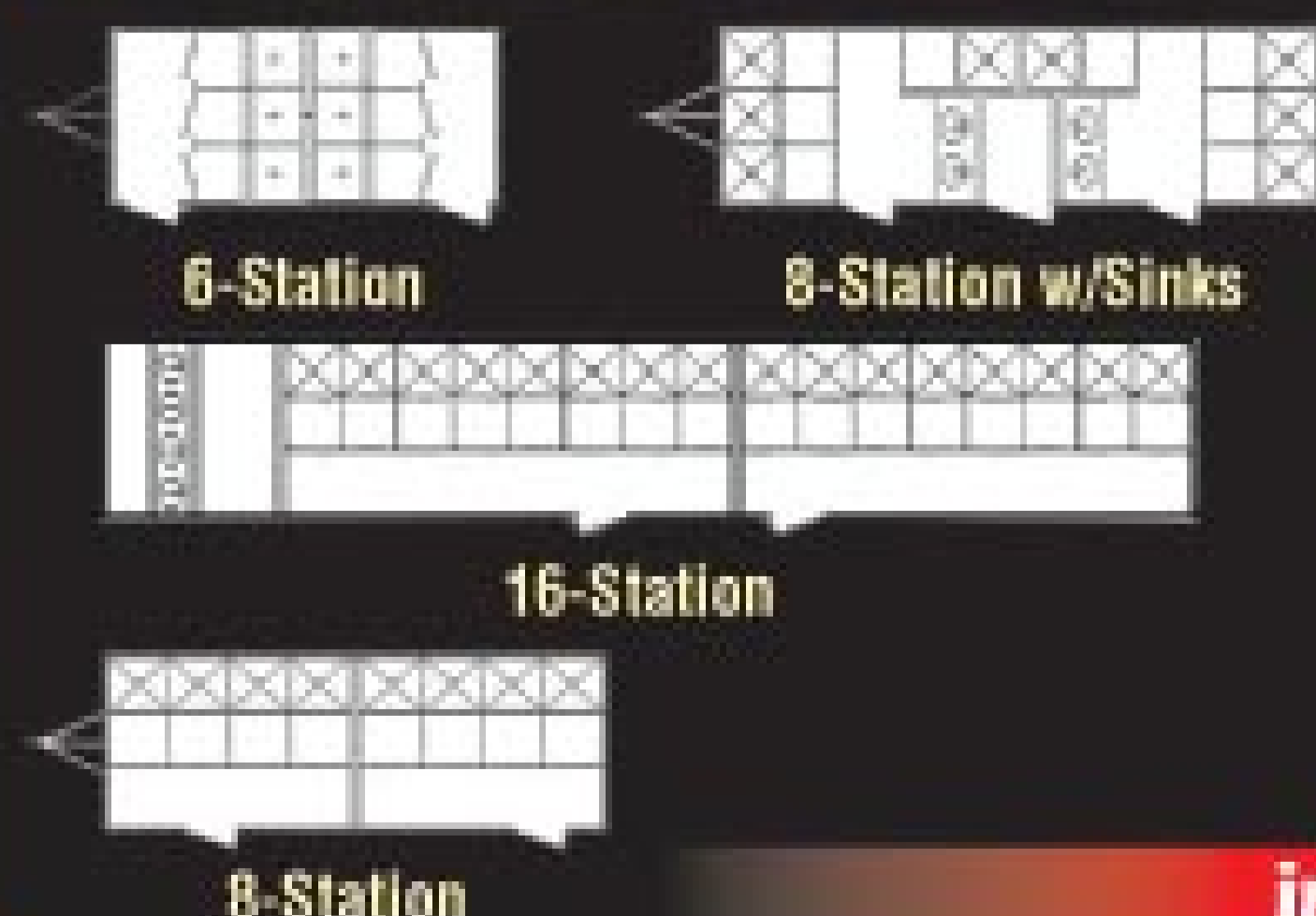
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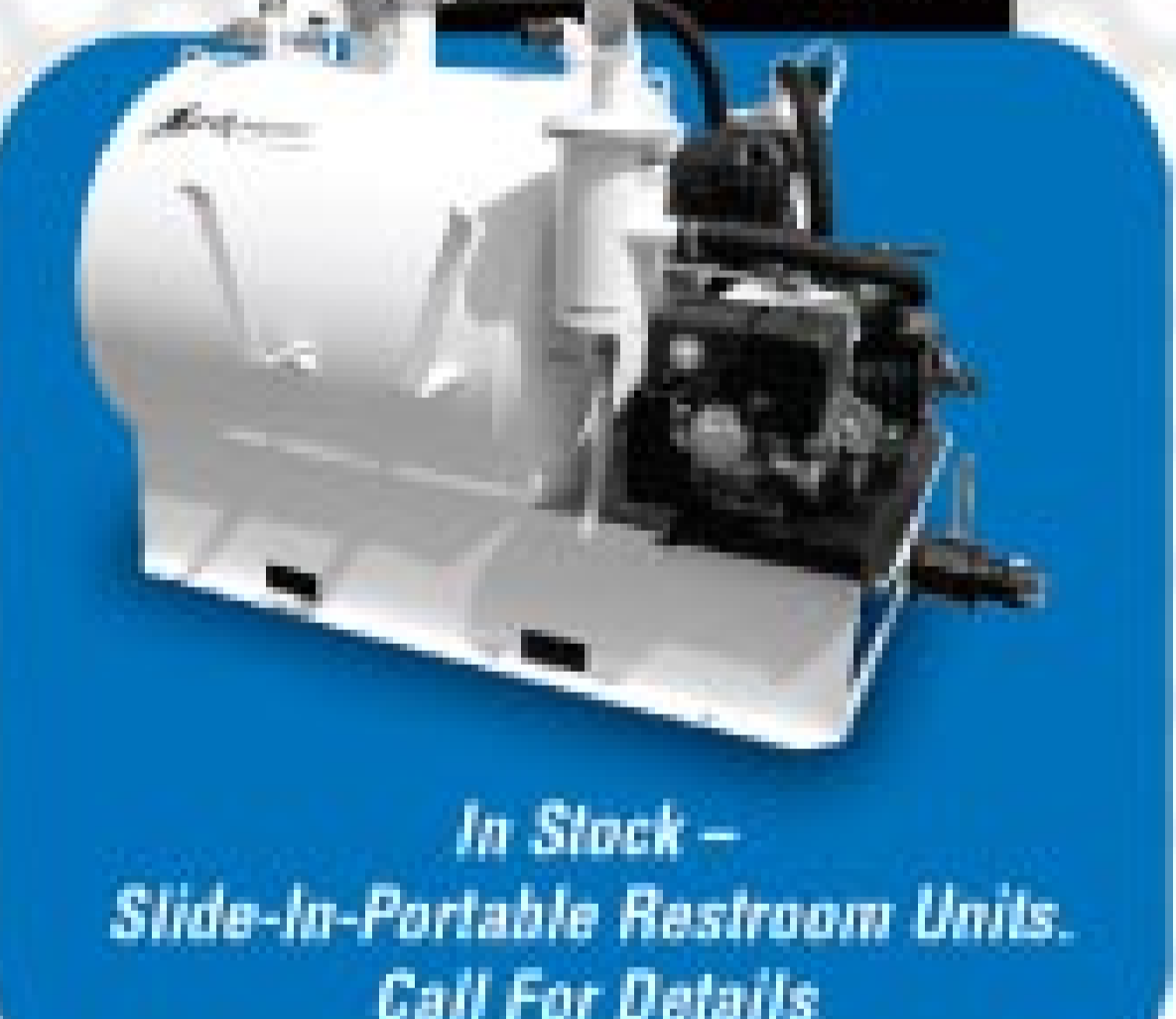


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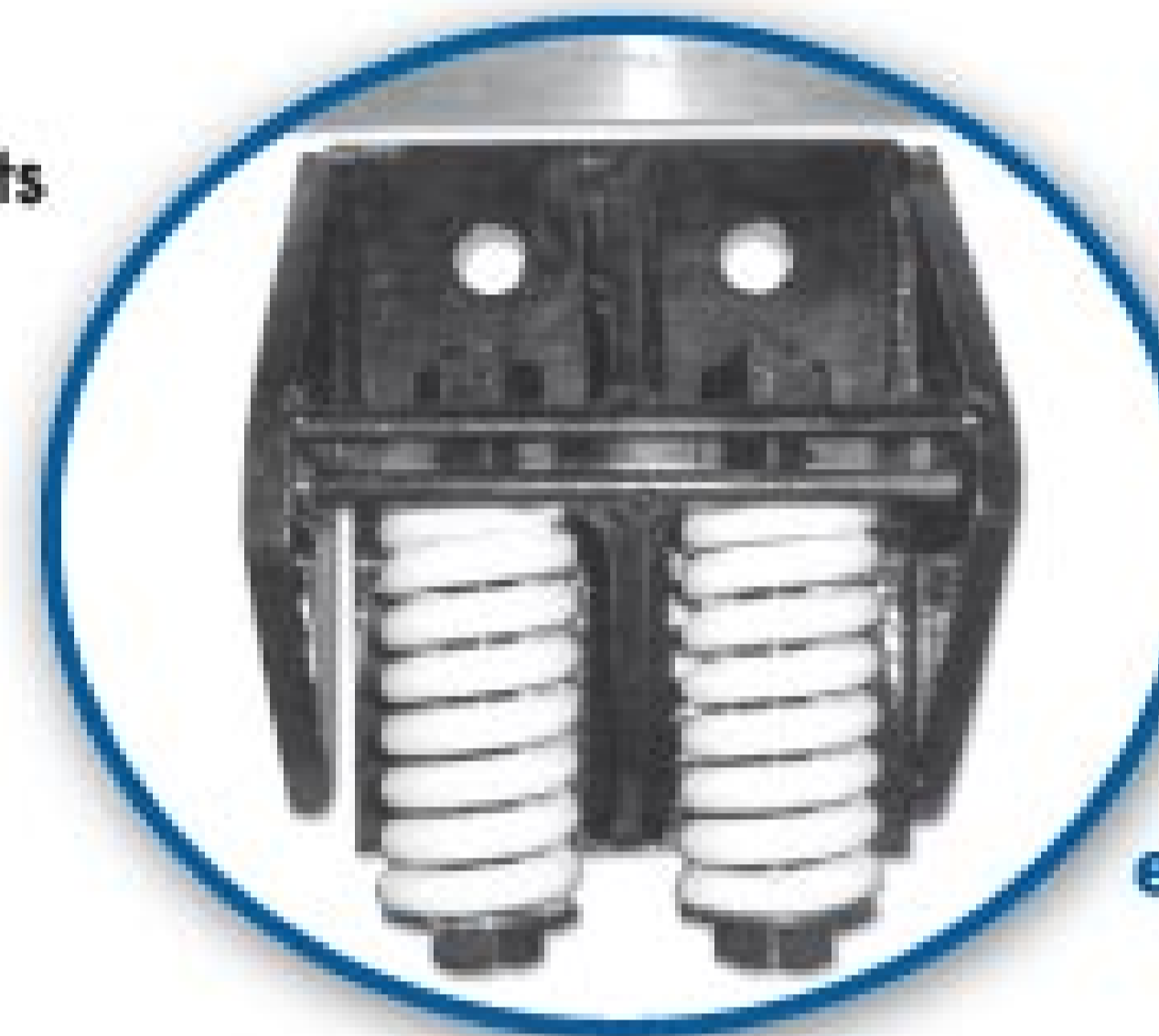
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NAWT Stays Involved with the Industry's Future

By Tom Ferrero

The Partnership for Decentralized Wastewater Management (formerly the EPA Decentralized Wastewater Memorandum of Understanding) identified six research projects at its annual meeting. One was to evaluate the effectiveness of long-term maintenance contracts on onsite system performance. As part of the Support and Information work group, the National Association of Wastewater Transporters plays an active role. We're guiding this important project through you, the pumpers who have first-hand experience with the financial and social acceptance of maintenance contracts and the cost of operating and maintaining advanced treatment technologies.

We are an intricate element in the comprehensive design and analysis of this project. Besides the evidence you can provide, documented research by credible facilities using sound science will mean a lot to our industry. It will reinforce and validate the idea of system management programs, and should go a long way in convincing municipalities that decentralized systems are reliable benefits to outlying communities.

Because we're involved in educating the public and industry, the partner-

ship has a new, EPA-funded booth with fact sheets on every partner. That may not sound exciting, but projects such as these are an opportunity for NAWT to stay visibly and vocally involved in the partnership, while protecting and advancing your interests.

2011 SCHOLARSHIP QUESTION

For five years, NAWT has awarded an annual \$1,000 scholarship to a college student or high school senior destined for college and participating in or planning to participate in environmental science, life science or related curriculum. To qualify for the 2011 William Hapchuk Memorial Scholarship, applicants are asked to write a 1,000-word essay on the following subject:

Water has been labeled the new oil of the 21st century because of its limited quantities and scarcity in some places. The next century will challenge us to change the ways we use water. One area receiving a lot of attention is the reuse of wastewater for irrigation, toilet flushing, groundwater recharge and other purposes. Given the importance of this issue, how can pumpers encourage and help promote water reuse as a part of their business?

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Questions? Call NAWT at 800-236-6298

The deadline for submissions is Jan. 1, 2011. Download the application form at www.nawt.org.

TRAINING IN NEW STATES

We had 86 attendees at our March inspector training and certification course in Massachusetts and 40 the next week in Indiana. This is the first time NAWT classes were offered in those states. In another first, we'll present the class Aug. 30-31 at the Eastern New Mexico University-Ruidoso Campus. Register at www.nawt.org or call Coda Omness at 575/257-3012. We're also talking with representatives in Texas, Colorado, Alabama and Kentucky. Call us at 800/236-6298 if you'd like NAWT-training courses in your state.

2010 WASTE TREATMENT SYMPOSIUM HOTELS

Hapchuk Inc., a liquid waste disposal company in Washington, Pa., will host the Fifth Annual Waste Treatment Symposium, Sept. 15-16. Plan to fly into Pittsburgh, then rent a car. It's a 30-minute drive to Washington. As there is no host hotel, NAWT recommends that you book lodgings at one of the following. All are about three miles from Hapchuk's business.

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The registration fee is \$275 for members and \$375 for nonmembers. Download the registration form at www.nawt.org, or fill out the form on the preceding page. Registrations must be received by Sept. 8.

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Our company usually accumulates some work over the winter and we can't wait for spring to get going. This year, we didn't put much on the books and started out worried. We shouldn't have, because we're a full service company. The work just came and it keeps on coming. We now have a backlog. We had our strongest first quarter in the company's history, despite our prices being higher than all our competitors. Full service companies doing quality work at a proper profit margin will survive in any economy. Opportunities abound, especially in system repairs, replacement or inspections. Don't let that comfortable rut become a tomb. Now, more than ever, it is the time to take command and grow your business. ■



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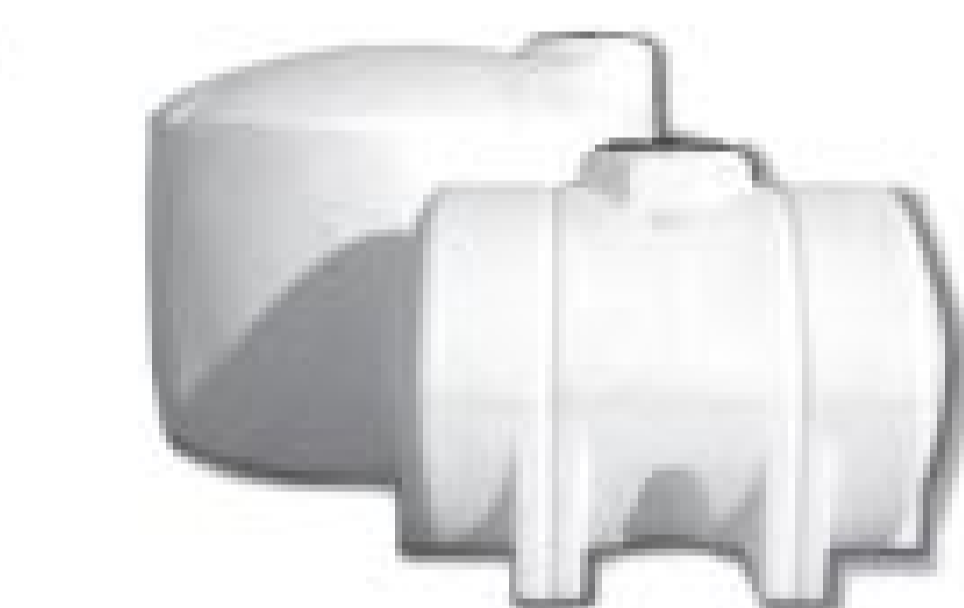


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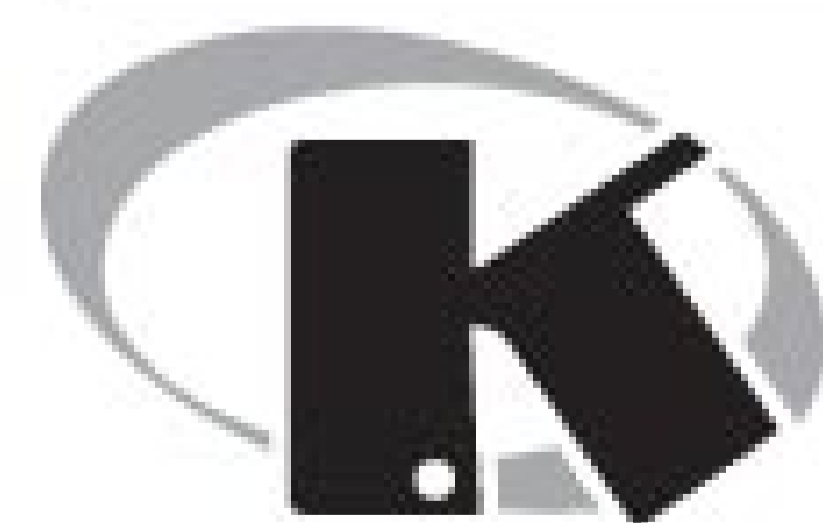


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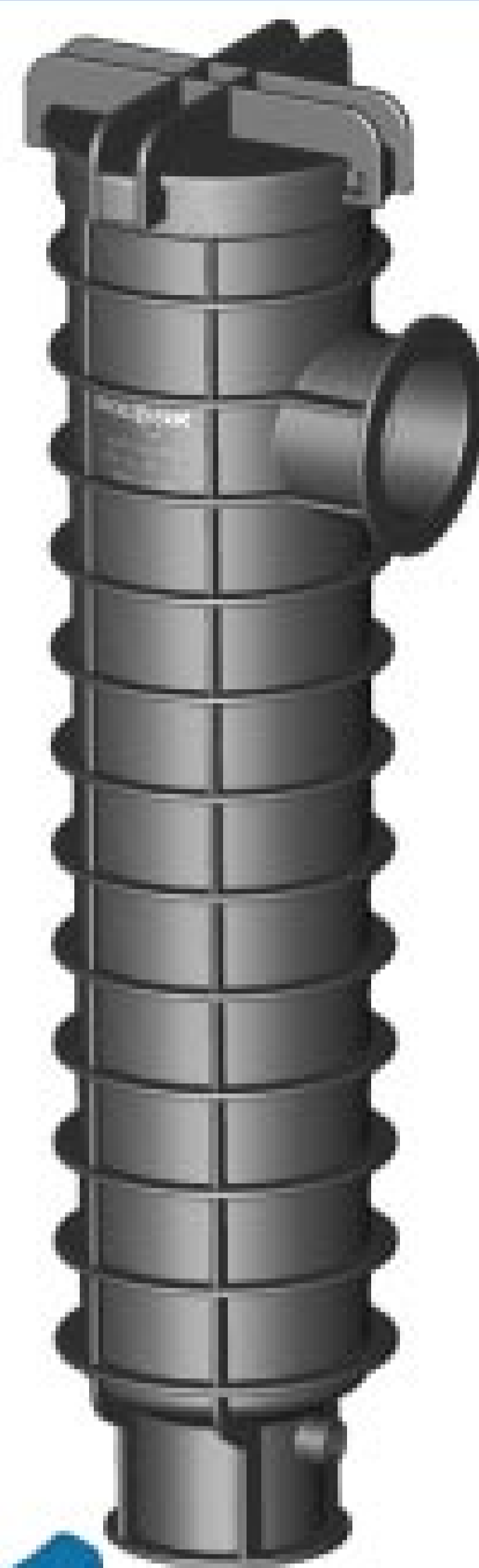
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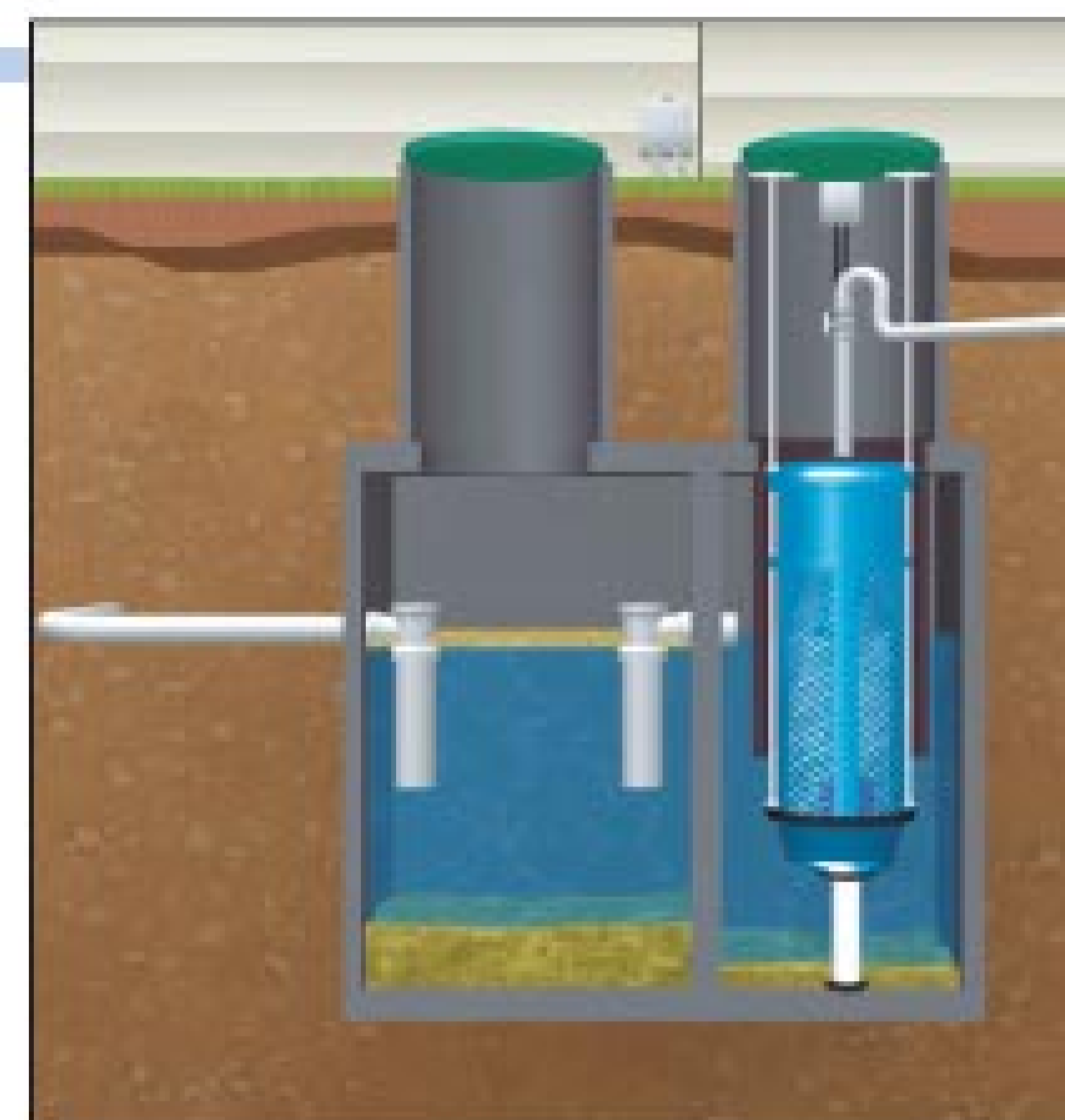
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Mick Trotter



Paul Marlow

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The Ohio Septic Forum is an online tool that enables onsite installers to share information with others in their profession. The forum is subdivided into various subject areas, including soils and onsite systems, conventional systems, alternating system, system troubleshooting, legislation and rules, upcoming educational opportunities and more. Onsite professionals can view and join the forum by visiting www.ohiosepticforum.com.

Bio-Microbics Introduces S.O.S. Program

The Save Our Septic Prevention-Remediation Program from Bio-Microbics provides homeowners with a money-back warranty on the installation of a RetroFAST septic system. Under terms of the program, if after one year from the date of installation the RetroFAST system does not remediate the existing failed system, the homeowner is entitled to the refund amount of the system.

Osprey Adds New Facilities in Sarasota

Osprey Biotechnics Inc. is doubling office and manufacturing space at its facilities in Sarasota, Fla. The tailored bacteria and fungal products company is moving shipping, accounting, blending, bottling and fungal laboratories to a new building in the Northgate development. The facility is expected to employ up to 35 within three years and will occupy 20,000 square feet.

SJE-Rhombus Offers Quick Ship Panel Program

The Quick Ship VFD Panel Program from SJE-Rhombus provides 48-hour delivery of variable frequency drive panels specifically designed for irrigation pump pressure control applications up to 125 hp. Each panel has a ventilated NEMA 3R enclosure, VFDC-1300 controller and pressure transmitter.

Hino Model 268 Named Medium Duty Truck of the Year

Hino Model 268 was named 2010 Medium Duty Commercial Truck of the Year by the American Truck Dealers at its annual convention and expo. The award is based on innovation, design, fuel economy, driver and owner satisfaction, ease of maintenance and safety. ■

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By **Scottie Dayton**

NORTH CAROLINA: Clean, Green and Growing

The North Carolina Septic Tank Association holds its second annual Symposium Aug. 4-6 at the Convention Center in Greenville. The theme, "Clean, Green and Growing," highlights opportunities to incorporate decentralized wastewater technologies with a total water resource package, and the importance of environmental and public health. Speakers and vendors will come from the wastewater, stormwater, reclaim/reuse, and water well industries. Professional Development Hours are available. Call 336/416-3564 or visit www.ncsta.net.

ALABAMA: Installation Joint Effort

The Alabama Onsite Wastewater Association has donated labor and materials to replace a failed onsite system for a needy family in Notasulga. Dave Roll, executive director of the organization and Macon County health officer, initiated the project after condemning the homeowner's insufficient system.

Kenny Ankers of Tallassee Septic Tank Service in Tallassee donated the labor and Matt Pickering of American Pride Septic Service in Auburn donated a 1,000-gallon, two-compartment concrete septic tank. Infiltrator Systems Inc. donated 45 Quick4 Plus low profile chambers and a 1,000-gallon septic tank.

Calendar

Aug. 4-6

North Carolina Septic Tank Association Symposium, Convention Center, Greenville. Call 336/416-3564 or visit www.ncsta.net.

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.

Oct. 18-20

BioCycle Conference On Renewable Energy From Organics Recycling, Marriott Downtown, Des Moines, Iowa. Call 610/967-4135 or visit www.biocycle.net.

Oct. 18-20

North Carolina Annual Onsite Water Conference, Jane S. McKimmon Center, Raleigh. Call Joni Tanner at 919/513-1678 or visit www.soil.ncsu.edu.

Oct. 19-20

Delaware Onsite Wastewater Recycling Association Conference, Dover Downs Hotel and Casino, Dover. Call Jim Williams at 302/492-3915 or visit www.dowra.org.

Oct. 25-27

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

IOWA: Conference a Success

Participants at the Iowa Onsite Waste Water Association annual conference visited more than 30 industry vendors. Auctioneer Robert Heemsbergen of Runnells sold off three packages of onsite components, raising a record \$9,675 for association programs and operating expenses.

IOWA: More Counties Require CIOWTS Certification

Warren and Linn counties are the latest of seven counties requiring onsite installers to have the Certified Installer of Onsite Wastewater Treatment Systems credential. Bremer County was the first to require the credential in 2008, followed by Jasper, Dallas, Floyd and Butler. Iowa has 158 CIOWTS credentialed installers.

PENNSYLVANIA: March Training Recap

The Pennsylvania Septage Management Association held its annual March Training in Reading. It included basic and advanced onsite wastewater treatment system inspection courses, a standards refresher course, and the National Association of Wastewater Transporters vacuum truck technician course. Certified inspectors received a copy of the updated standards. Next year's session is March 22-23 at the Crowne Plaza Hotel in Reading. For more courses, call 717/763-7762 or visit www.pasma.net.

Training & Education

NAWT

The National Association of Wastewater Transporters has these sessions:

- Aug. 26-27 – Inspection Training and Certification, Phoenix, Ariz.
- Aug. 30-31 – Inspector Training and Certification, Ruidoso, N.M.
- Sept. 15-16 – Waste Treatment Symposium, Washington, Pa.

For Arizona classes, call Kitt Farrell-Poe at 520/621-7221. For New Mexico classes, call Coda Omness at 575/257-3012. For Pennsylvania event, call NAWT at 800/236-6298 or visit www.nawt.org.

Alabama

Licensing classes are the joint effort of the Alabama Onsite Wastewater Association and University of West Alabama.

- Aug. 12-13 – Continuing Education, Hanceville
- Aug. 25-27 – Advanced Installer Level I, Livingston
- Sept. 9-10 – Continuing Education, Florence

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

California

The California Onsite Wastewater Association is offering a system controls class Aug. 13 at Sonora. Call 530/321-2207 or visit www.cowa.org.

Florida

The Florida Onsite Wastewater Association has these courses:

- Aug. 11 – Installer Program III, Polk
- Aug. 18 – Installer Program I, Tallahassee

Contact FOWA at 321/363-1590 or www.fowaonsite.com.

Iowa

The Iowa Onsite Wastewater Association has these courses:

- Aug. 23-24 – CIOWTS Installation Overview and NEHA Exam, Cedar Rapids
- Aug. 25 – Troubleshooting Onsite Systems, Cedar Rapids
- Sept. 24 – Servicing Alternative Technology, Waverly

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

www.iowwa.com.

Michigan

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

- Aug. 11-12 – Onsite Systems Evaluator Training
- Sept. 28-29 – Onsite System Maintenance

Call Barb DeLong at 517/355-4720 or visit

www.egr.msu.edu/age/outreach.html.

Minnesota

The University of Minnesota Extension has these classes:

- Aug. 3 – Sampling Onsite Systems, Waterville
- Aug. 17-20 – Service Provider, Mankato
- Aug. 22-23 – General Continuing Education, Grand Rapids

Call Nick Haig at 800/322-8642 (612/625-9797) or visit

<http://septic.umn.edu>.

Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- Aug. 9 – Fundamentals of Soils, Poplar Bluff
- Aug. 10 – Selling Systems, Poplar Bluff
- Aug. 11 – Drainfields and Water Management, Poplar Bluff
- Aug. 24-25 – High-Strength Waste, Camdenton
- Sept. 14 – Media Filters, St. Louis
- Sept. 15 – Aerated Treatment Units, St. Louis
- Sept. 28 – Media Filters, Springfield
- Sept. 29 – Selling Systems, Springfield

Call Tammy Yelden at 417/739-4100 or visit www.mosmallflows.org.

New England

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

- Aug. 12 – Surveying Basics for the Onsite Wastewater Contractor
- Sept. 2 – Conventional Onsite Wastewater Treatment Basics for Installers

- Sept. 16 – Innovative and Alternative Technology Overview
 - Sept. 22-23 – Conventional Onsite Wastewater System Inspection Overview
 - Sept. 30 – Innovative and Alternative Technology Field Overview
- Call 401/874-5950 or visit www.uri.edu/ce/wq.

North Carolina

The North Carolina Soils and On-Site Wastewater Training Academy has an Introductory Installer Training course Sept. 27-29 in Fletcher. Call Joni Tanner at 919/513-1678 or visit www.soil.ncsu.edu/training.

North Carolina

The North Carolina Pumper Group and Portable Toilet Group have these educational seminars:

- Sept. 25 – Asheville
- Dec. 11 – Raleigh

Call Joe McClees at 252/249-1097 or visit www.ncpumpergroup.org or www.ncportabletoiletgroup.org.

Pennsylvania

The Pennsylvania Septage Management Association is offering these courses:

- Aug. 17 – Confined Space Training, Grantville
- Aug. 28 – Competent Person Training, Grantville
- Sept. 14-15 – Basic and Advanced Onlot Wastewater Treatment System Inspection, Williamsport
- Sept. 29-30 – Advanced Onlot Wastewater Treatment System Inspection, Apollo

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

Utah

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

- Sept. 20-21 – Level 1 Certification, Heber City
- Sept. 22 – Level 1 Renewal Certification, Heber City
- Sept. 23 – Level 2 Renewal Certification, Heber City
- Sept. 29 – Level 3 Renewal Certification, Logan

Call Ivonne Harris at 435/797-3693 or e-mail

ivonne.harris@usu.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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\$2,799,000 for the entire package.

Chicago-Area Biosolids, Land Application, Dredging and Industrial Services Business.

Established in 1985, owner is retiring. Reputable business includes real estate servicing the entire Chicagoland area with sludge and biosolids disposal and treatment services. Real estate and shop included with sale valued at \$750,000, business grosses in excess of \$3 million annually, \$6.3 million in equipment and assets including several TerraGators, Vac Trailers, dump trailers, loaders and much more.

\$4,900,000 - huge potential, good profit and priced right.

Non-Disclosure Agreement required, all P&L statements, list of assets,
and financials available to qualified buyers.

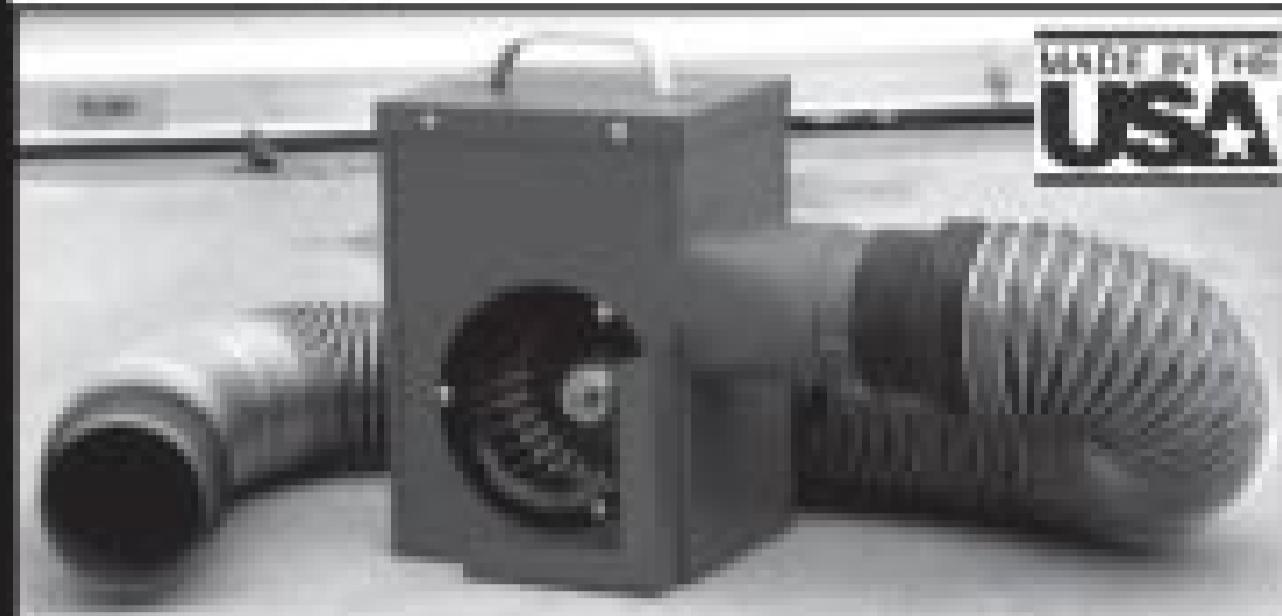


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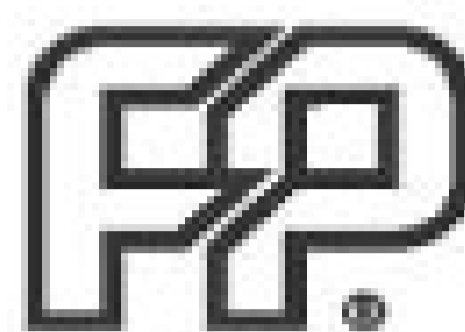
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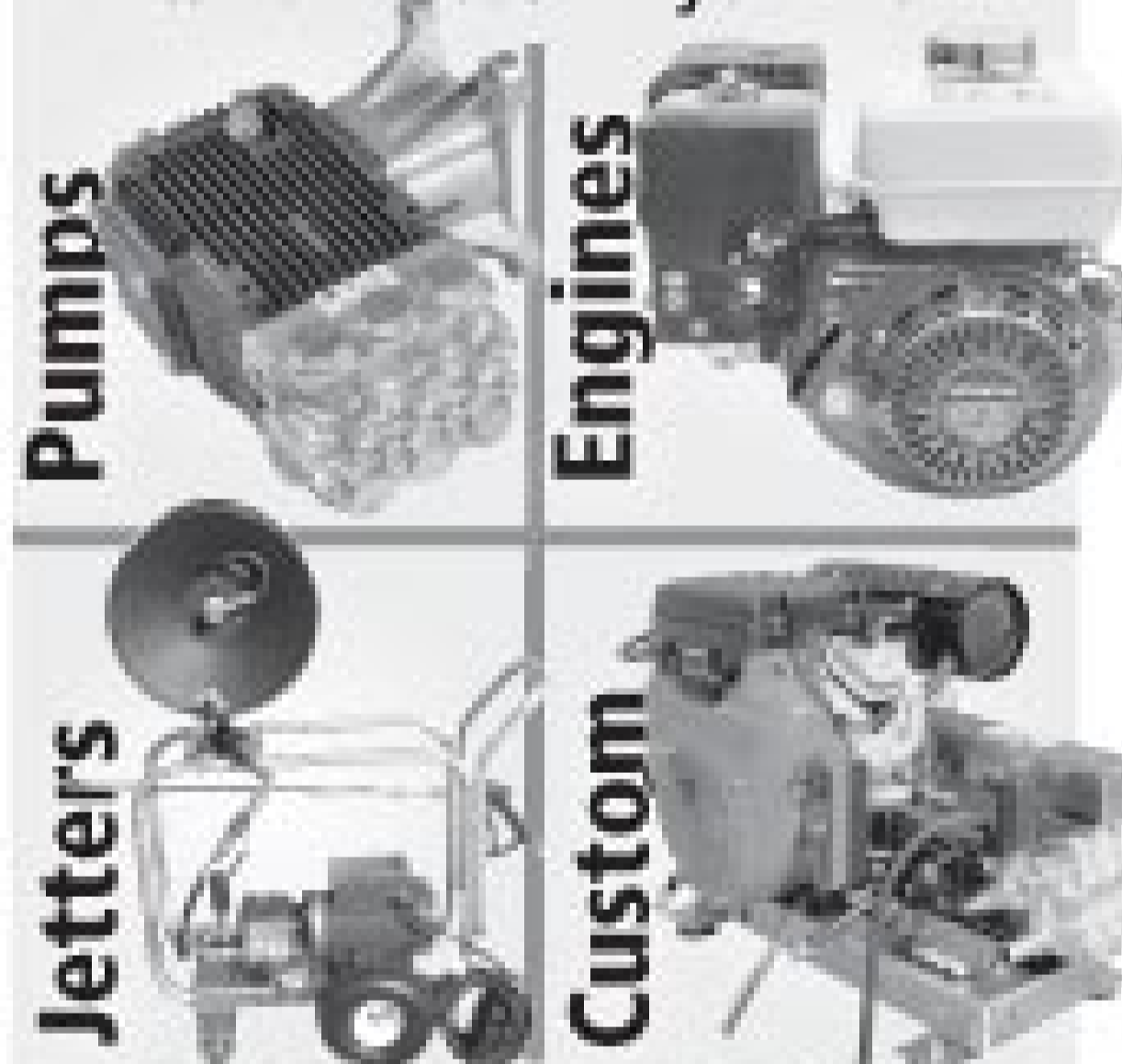
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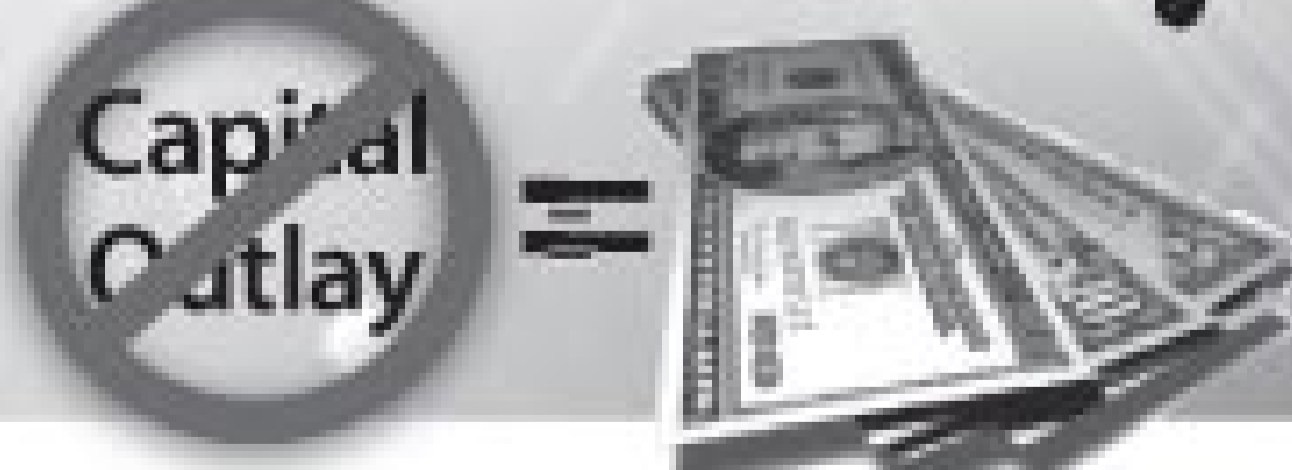
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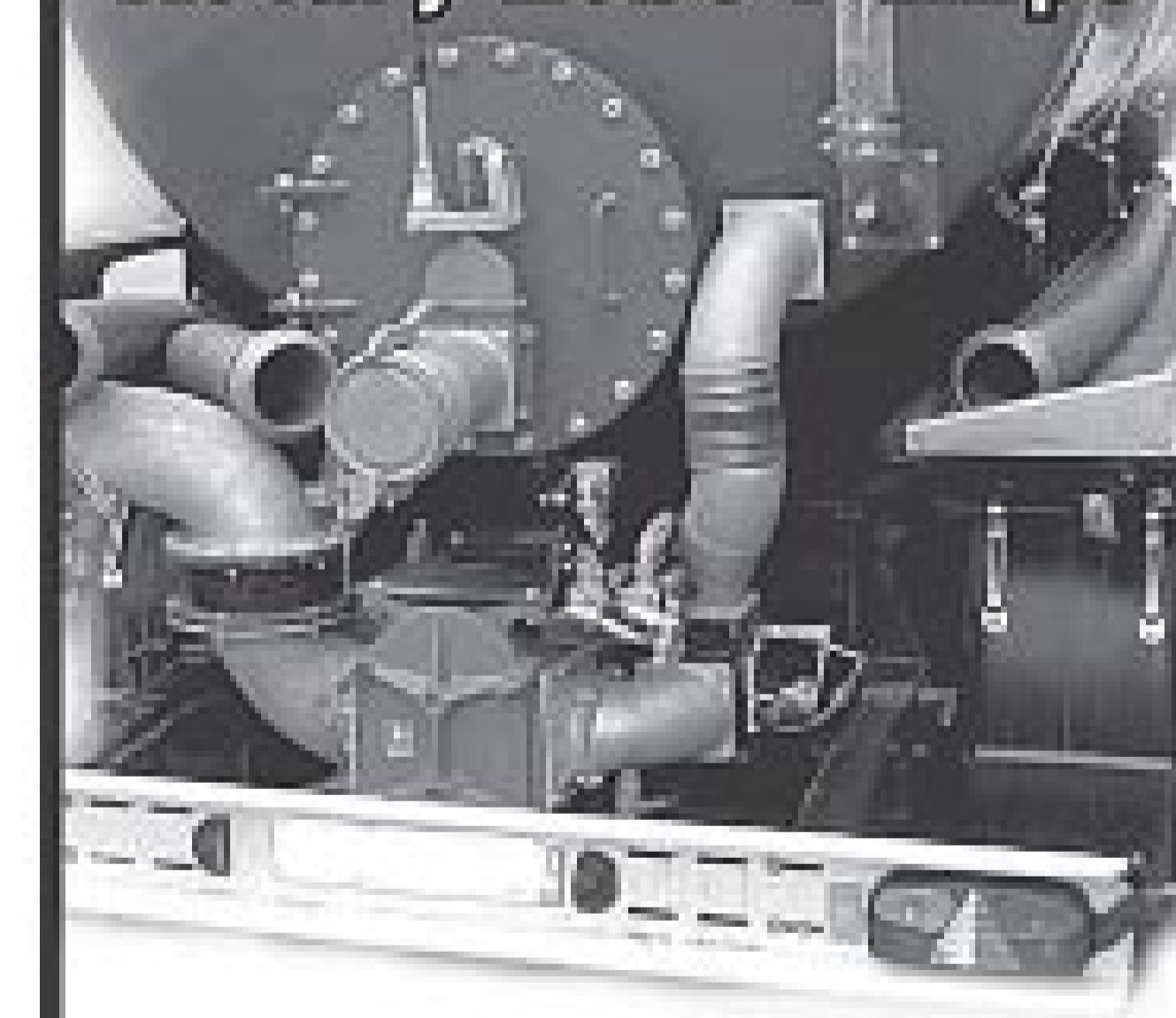


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July



1990 Chevrolet Kodiak: 242,000 miles, 454 5-spd., 2-spd. axle. 2000 gallon tank new in 1999, NVE, MEC 6500 vac pump 1-1/2 years old. Tires good, working daily.
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1997 Ford LT9513: 5000 gallon Presvac tank, tri-axle, truck is strong and in good condition with nothing needed. Wittig RFL 100 pump, mileage 436,000.\$38,000
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2000 Freightliner FL70: 33,000 GVW, 3126 Cat, 230 hp, 6-spd. Fuller trans., air, cruise, 140,023 miles, new 2300 gal. tank, new Jurop PN84 pump.\$39,900
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Super Sucker Vacuum Truck: 1990 Ford L8000 Cusco, 3306 Cat engine, Roots DVJ616 blower, A/C 3 vac pump, 3,500 gallons.\$45,000
Eddie Ascione 231-499-7050 P7



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



1993 Freightliner 3406B: Cat eng., 350 hp, 9-spd. trans., 12FA/40RA, 3000 gal. Proco tank built 12/98, in-service 2000, DOT spec. 407/412, new RCF500 Fruitland pump w/full warranty, air ride, 90% rubber, A/C, southern truck, no rust, 374,000 miles.\$29,750
DJ's Used Truck Sales 920-378-0245 P7



1980 Mack 675 with a 1989 IME 2000 Gal. Dumping Tank: Vacuum/pressure pump with hyd. drive, full opening rear door, 233,500 miles. Everything works.
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1996 International 9200 Dumping Keith Huber 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.\$69,500
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2001 Kenworth T300 Cat: 8-spd., heated valves, Masport pump, new Pik Rite tank, 2300 gal. Durabrite rims, 145,000 miles.
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2005 F-550 Diesel Pump Truck: 1,050 gal. Best Enterprises stainless steel tank, Masport PTO driven pump, white & gray, auto., AC, skirting & tool boxes all stainless steel. Low 86K miles. Mint condition.
.....\$32,000
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2005 Volvo VNL: 465 hp, 10-spd., new 4000 gal. US tank, new Jurop PNR155 pump (538 cfm), new paint, new jetter.
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1997 Freightliner Vacuum Truck: 3500 gal. Transway tank, 277,000 miles, Cummins diesel engine, 8LL transmission.
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Diana Macken 716-912-0574 P7



1999 IHC Vac-Con V390: 3-stage blower, 9-yd. body, 1000 gal. water, DT-530, Allison auto, Perkins diesel upper, 17,384 miles, 1,032 hours rear. Limited use municipal truck.....\$53,900
814-696-4343 CP7



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Joe Maass 715-305-5277 P7



2007 International 4300: DT466 255 hp, 33,000 GVW, auto, AC, cruise, 22,150 miles, 864 hrs., Lely 2500 gal. tank, Battioni MEC8000 pump. Like new. In Yuma, AZ.\$58,500
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2000 International 2000 Vector 2100: In great running condition, 2674 6 x 4, 147,641 miles, 10,546 hours, DCDL, hydraulic pump, blower, will paint if owner desires.\$69,500
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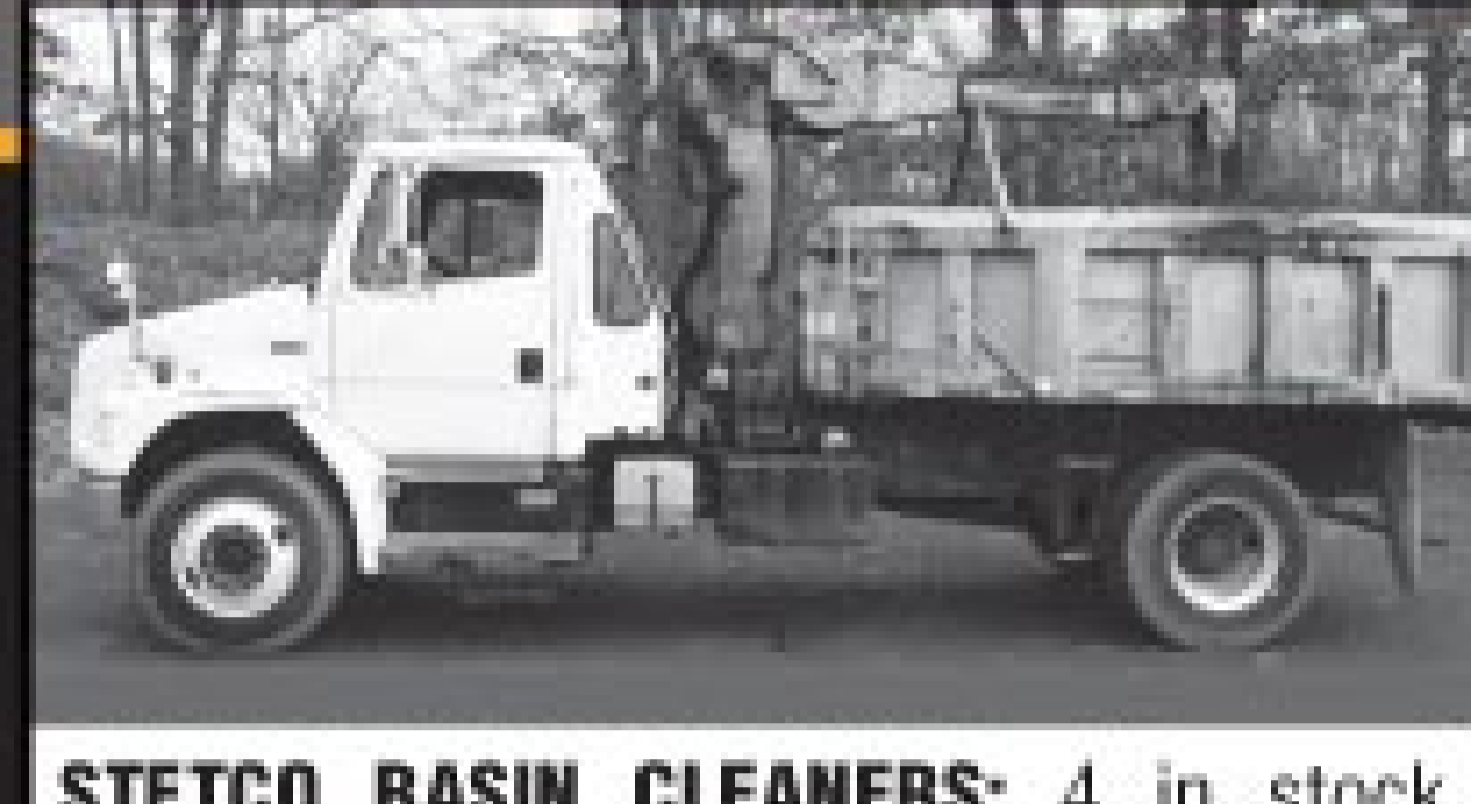
July



1997 Peterbilt Vacuum Truck: Cat 3306 engine, Fuller 9-spd., air ride, 2800 gal. Huber tank, new brakes and clutch, excellent shape. Tank is like new, drive tires are 80%, low miles.\$37,500 OBO
612-418-6960 P7



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2004 GMC Topkick: Duramax engine, auto trans., 65,000 miles, runs very good. 2500 gal. tank that is questionable.\$22,000
248-420-7779 Michigan P7



1993 Kenworth T-600 with 1984 Presvac 5500 Gallon Tanker: Legal DOT, series 360 Detroit, 15-speed.\$50,000 OBO Possible to separate.
406-493-6635 P7



2000 Mack CH600 w/Mack Motor: Lift axle, 3600 gal. Erickson tank, Masport 400 pump. Comes with 180' of 3" and 30' of 2" Tigertail hoses.\$25,000
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2002 Freightliner FL-70: 166K miles, new 2200 gal. US tank, new Jurop R260 pump (363 cfm), 1-year/100,000-mile engine warranty.\$43,000
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Michael Vera: 786-554-0892
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2003 Freightliner: Cat 3126, 330 hp, Allison auto, 32,551 miles, Fruitland 500 (350 cfm) pump, 4000 gal. tank. Truck is just like new.\$80,000 OBO
218-847-4321 P7



1991 GMC Diesel Truck & Portable Toilets For Sale: Truck holds 100 gal. clean water & 250 gal. waste. About 85 regular toilets & 5 flush toilets.\$24,000
Jan at 248-420-7779 P7



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



2007 Peterbilt 340: Progress 4500 gal. alum. tank, Cummins 315, Eaton Fuller 10-spd., NVE Challenger 506 pump, 26,500 miles.\$99,000
Mat 978-448-1187 P7



2006 Ford F-750: 26K GVW, 110,000 miles, air, auto trans., air brakes, 2000 gal. alum. Progress service unit (1500/500).\$47,500
Call 901-452-7040
Ask for Josh P7



2004 Ford F550: 2WD, auto, Lely tank 700 waste/300 fresh, Masport pump, 6L diesel, dual side service, fresh water pump, portable toilet carrier. Used in daily operation. 190K miles\$24,000
417-623-4818 P7



For Sale or Lease: Several stainless steel or aluminum vacuum and non-vacuum tank trailers.
Bulk Tek Sales & Leasing
217-268-4917 P8



Cues Camera/Cutter Step Van: Includes Cues installed cutter system, reel w/500' hose, camera skid, remote winch w/controller & power cable. Includes OZII P&T camera, Kangaroo Cutter and many accessories. 2 years old.\$49,500
Tom 661-816-4291 P7



2003 Mack CX Vision: E-7 427 hp, Jake brake, 10-spd., new 5000 gal. tank, new Jurop LC420 liquid-cooled pump, new paint.\$78,000
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 P7

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



July



1997 Isuzu Keith Huber Pump Truck: 600 gal. septic, 250 gal. fresh, 250,000 miles, rebuilt trans. w/80,000 on it, six new tires.\$8,900
Dale 302-242-8861 P7



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 P7



1992 International: Fleet maintained, tank & frame were separated & bead blasted to bare metal, new acrylic urethane paint, 466CID/6-spd., 156K miles, 1500 gal. waste/300 gal. fresh, 2400 psi pressure washer Honda driven, Moro M10 230 cfm vac pump, toilet rack.\$17,000
636-583-5564 P7



1999 Freightliner FL70: 33,000 GVW, 7-spd., toilet carrier, Moro M10 pump, 1000 waste/450 fresh.\$22,500
Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com P7



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 PBM



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



2000 International Vac-Con: 7573 hrs., 62K miles, 12-yd. debris body, 65 gpm @ 2000 psi, 40# rears. Very well maintained. 90% rubber, Cummins jetter motor w/1027 hrs. Priced to sell.\$87,500
606-877-2670 P7



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 P7



2000 Sterling: 3126 Cat, 6-spd., 2100 gal. tank, Jurop pump, A/C, 33,000 GVW.\$28,000 OBO
904-276-0332 FL P7



2002 Ford F450: 7.3 liter diesel, 163,246 miles, auto, 4x4, AC, AM/FM, cass., CD, 900 gal. tank (600/300), work lights, toilet carrier, oversize vac pump, PTO hyd. driven, tool boxes.....\$24,500
919-742-7300 - NC P7



IME PB8 Sand Clean-up Vacuum Trailer: 1,000 gallons, full rear door with dump, Pierson liquid-cooled pump @ 370 cfm, boom, overall nice condition for age.\$17,500
715-546-2680 PBM



2007 IHC 4300 DT 466: Automatic, under CDL, air brakes, 1600 gal. aluminum tank, dual lines, backup TV, 62K miles, SHARP & CLEAN.\$54,900
920-244-7511
Ogdensburg Garage, Ogdensburg, WI P7



2005 International 7600: Cat C-13 (410 hp), Eaton Fuller 10-spd., with new GVS ASME 407/412 code tank, 3000 gal., Fruitland 500 (350 cfm) pump.\$90,750 plus F.E.T.
936-825-2000 P7



2005 International 8600: Cummins ISM (380 hp), Eaton Fuller 10-spd. w/new GVS ASME 407/412 code tank, 3000 gal., Fruitland 500 (350 cfm) pump.\$85,750 plus F.E.T.
936-825-2000 P7



Relined 3150 Gallon Full Tilt/Opening Tank: With new Fruitland 500 (350 cfm) pump. Three to choose from. \$30,000 ea.
936-825-2000 P7



2003 Freightliner FLD-120: Cat 430 hp, Jake brake, 10-spd., 245K miles, new 4000 gal. tank, new Jurop LC420 liquid-cooled pump. 1-yr., 100K mile engine warranty\$68,000
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 P7

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



July



2003 International 8100: Cat C-10, 350 hp, 10-spd., 342K miles, new 4000 gal. US tank, new Jurop LC420 pump, new paint, all new accessories.\$59,000
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 P7



1982 Sreco VT Vacuum Trailer: 500 gal., Moro pump, 16 hp Briggs. Has boom. Good tires.....\$5,500
Jerry 540-309-4973
Roanoke, VA P7



1993 Volvo Cusco: 3000 gal. PD blower and van pump, Cat engine, 10-spd., tires 65%.\$19,500
Jerry 540-309-4973
Roanoke, VA P7



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. Real nice condition. ..\$23,500
Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com P7



2005 Freightliner M2: 120K miles, 6-spd. manual, 225/250 hp with a NEW 2500 gal. vacuum body, Challenger 607 liquid cooled vac pump, tank painted color of your choice.\$44,000
Call 734-777-0390
or AbsoluteVacuumTrucks.com P7



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.\$65,000 OBO
P&P Septic, 1-802-658-6243 P7



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 P7



2003 Sterling Acterra Pump Truck: 230 hp Mercedes engine, 208K miles, 6-spd. trans., 3-compartment tank (1000 waste/325 water/325 water). Truck in excellent condition.\$35,000
Call 865-740-1654
or email pattbro@tds.net P7



Grit Grabber 750: Catches the grit to keep it from entering into the Waste Water Treatment Plant or storage tanks. \$21,000
603-428-3351 P7



Super Sucker Vacuum Truck: 1994 Ford L9000, Vactor SPX 3406 Cat engine, Hicon SIAV 25 blower, 3000 gallon\$55,000
Eddie 231-258-7300 P7



1995 Safe Jet, Ford L8000: 7.8L Cummins, rebuilt pump 60 gpm @ 2000 psi, 15' blower, hydraulic door, 10-yd. debris, 1000 gal. water, 160,702 miles and 5823 hrs., working truck.\$35,000
952-873-3292 P7



1996 Kenworth T300 Tank Truck: 3300 gal. capacity, new tank and pump in 2004, 350 cfm Wallenstein liquid-cooled, 274,000 miles.\$35,000
Upstate NY 315-386-8610 P7



1984 Mack R-600 3100 Gallon Septic Pumper: 350 engine, 13-spd. trans., air ride suspension and cab, cold A/C, no rust, Duroflow blower, 100' of new 4" hose on reel.\$17,500
570-966-8619 - PA P7



1993 Volvo 3306: Cat, 10-spd., tires 65%, 3000 gal., Cusco unit, blower & van pump.\$19,500
Jerry 540-309-4973
Roanoke, VA P7



2006 Peterbilt 379: Cat C-15 475 hp, Jake brake, 13-spd., new 5000 gal. tank, new Jurop LC420 pump, 20K tag axle, alum. wheels. Call for more info.\$95,500
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 P7



Brand New 30-Yard Dewatering Box:\$24,000
www.dewateringofnewengland.com
800-379-5977 P7

Pumper TRUCK STOP

see photos in COLOR at www.pumper.com



July



2003 Ford F550: 2WD, auto, Satellite 600 waste/300 fresh, Conde pump, 6L diesel, fresh water pump, portable toilet carrier. Used in daily operation. 250K miles.
.....\$21,000
417-623-4818 P7



2005 Peterbilt 379: Low miles, 450 hp, Cummins ISX, 10-spd., Jake brake, new 5000 gal. tank, new paint & tires. Warranty on all new equip. Lease or finance. In progress.
House of Imports
www.House-of-Imports.com
786-258-3384 P7



1991 Freightliner FL112: 3500 gal. tank and Jurop R260 vac pump only 8 months old. This truck is used every day and is ready to go to work.\$29,500
740-820-5520 P7



2004 Peterbilt 379: Low miles, 450 hp, big Cat C-15, 10-spd., Jake brake, new 4500 gal. tank, new paint & tires. Warranty on all new equip. Lease or finance. In progress.
House of Imports
www.House-of-Imports.com
786-258-3384 P7



2005 Peterbilt 379: Low miles, 450 hp, big Cat C-15, 10-spd., Jake brake, new 4500 gal. tank, new paint & tires. Warranty on all new equip. Lease or finance. In progress.
House of Imports
www.House-of-Imports.com
786-258-3384 P7



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).\$24,000
630-562-2288 P7



USED 2000 Keith Huber 600/300 Gal. Tank: Very good condition, includes tool-boxes, Shor Flo fresh water pump, 2-toilet carrying rack and Masport pump model HXL4DE.\$6,500 OBO
410-365-1109 P7



2003 Mack CH: E-7 330 hp, 10-spd., low miles, new 4000 gal. tank, new Jurop LC420, new accessories, aluminum wheels, ready to go!\$65,000
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 P7

BE ONLINE & IN PUMPER, CLEANER OR MSW FOR ONLY \$125! Please print ad legibly with correct punctuation and PHONE NUMBER. Don't forget to send photo!

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

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ADVANCE PAYMENT **NO BILLING FOR TRUCK STOP ADS.** Payment must be received in **ADVANCE** before publishing.

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CARDHOLDER NAME _____

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(Make check/money order payable to: COLE Publishing Inc.)

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

• **FAX** this completed form to: **715.546.3786** and **E-MAIL** photo to:
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PHONE _____



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Trucks - Trailers - Vacuum Tanks - Pumps



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



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



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



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



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



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



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

CALL US BEFORE YOU BUY!

MID-CONTINENT TRUCK SALES

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

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



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

Kerr Pumps
Since 1946



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vacuum pumps

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PUMPS

WE CARRY MOST BRANDS OF VACUUM PUMPS AND PARTS!



WE WILL BUILD TOILET UNITS TO YOUR SPECS!

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2010

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(PBM)

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Pumps, Regenerative Blowers, Ring Compressors. All models, accessories. Authorized distributor. Authorized parts and repair center. Call 888-227-9822. www.carymfg.com.

(PBM)

BUSINESSES

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

(PBM)

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

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

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 & INSTALLATION BUSINESS FOR SALE.

Grossing in excess of \$600,000 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 included in asking price - office and home generate \$1,000+ per month in rental income. 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. www.BTwo.biz.**

(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)

Septic Cleaning/Drain Line Jetting Business FOR SALE. Providing residential/commercial services throughout Ascension/Livingston Parishes, Louisiana. High income, financing available. Call 504-525-1717. (P7)

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)

BUSINESSES

Bud's Septic Tank Service: Septic Cleaning Business For Sale: 25 years established. 1989 GMC truck, 1200 gallon tank. Payette, Idaho. Phone 208-642-4160 or 208-739-0235. (P11)

CT. Septic Pumping Company with small portable toilet business. New Peterbilt custom pump truck with dump body. 3000 +/- customer base. \$359,000 plus equipment. 203-417-1692. (P7)

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)

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)

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)

BUSINESSES

Chicago-Area Biosolids, Land Application, Dredging and Industrial Services Business.

Established in 1985, owner is retiring. Reputable business includes real estate servicing the entire Chicagoland area with sludge and biosolids disposal and treatment services. Real estate and shop included with sale valued at \$750,000, business grosses in excess of \$3 million annually, \$6.3 million in equipment and assets including several TerraGators, Vac Trailers, dump trailers, loaders and much more. Offered at \$4,900,000 - huge potential, good profit and priced right. Non-Disclosure Agreement required, all P&L statements, list of assets, and financials available to qualified buyers. 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)

SOUTH FLORIDA PORTOLET BUSINESS: Approximately 100 units, 2006 Ford F350 w/Best stainless steel tank. Great start-up business. Serious inquiries only. \$95,000 negotiable. 561-248-3210. (P7)

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)

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)

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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)

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)

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)

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)

New Jersey VIP Restroom/Portable Toilet Business For Sale. Servicing Metro Philadelphia and Southwest New Jersey with VIP restroom trailers and portables. Many late model assets including 2 nice service trucks, 1 back-up service truck, pick-up truck, 4 VIP restroom trailers, nearly 300 restrooms, sinks, holding tanks, slide-in unit, 2 forklifts, and more. Assets worth over \$300,000 - priced to sell at \$399,000. 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)

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)

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)

BUSINESS OPPORTUNITIES

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

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)

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)

DRAINFIELD RESTORATION

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

New Terralift for sale. Bought new in 2009, less than 50 hours. In excellent condition, \$26,000. 843-283-3749. (P18)

2004 Terralift, 106 hrs., 6-ft. probe excellent condition. Moving, must sell. \$20,000 OBO. 419-545-3020. (P7)

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. (P7)

2011 Freightliner with new Presvac 3200 gallon, carbon steel, DOT 412 certified, full open rear door, dump style units, PVB750 vacuum pumps. *In production.* (Stock #13444 B, C & D) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1997 Freightliner with Presvac 2300 gallon DOT certified vacuum tank, Presvac PV750 vacuum pump with new paint and tank inspections. KLM Companies, 617-909-9044. (P7)

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)

2011 International with new Presvac 3200 gallon, carbon steel, DOT 412 certified, full open rear door, PVB750 vacuum pump. *In production.* (Stock #13444A) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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. (P7)

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. (P7)

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. (P7)

JETTERS-TRAILERS

2005 Harben/Stormco enclosed trailer, auto reel, 250 gal. tank, Harben motor. Need to rebuild pump. Trailer is brand new. Must sell. \$9,500. 484-225-1442. (P11)

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)

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JETTERS-TRAILERS

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

JETTERS-TRUCKS

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 combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. www.standardequipment.com or call Joe, 312-706-9678. (P7)

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! Combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. All makes and models; old or late model. Call Tom at 312-706-9636. (P7)

JET VACS

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)

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)

JET VACS

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)

WE BUY USED! Combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. All makes and models; old or late model. Call Tom at 312-706-9636. (P7)

WHY BUY NEW?! Standard Equipment Company sells and rents used and reconditioned combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. www.standardequipment.com or call Joe, 312-706-9678. (P7)

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

MISCELLANEOUS

Suction hoses - Pacific Echo Spirallite 110, 115, 124-PS. Colors: green, clear/white. 1 1/2", 3", 4", 6". \$.25/ft & up. All brand new. 678-379-7867. email: ian@superseptic.com. (P7)

New custom built rotary screen for processing/screening septic or grease trap waste, also other liquid material. Originally constructed to screen waste prior to land application, 7'X16' containment box, 12'X3" rotary screen. Works extremely well based on 7 years operating experience. \$30,000. Call JD 775-825-1595 or email jd@watersvacuum.com for pictures. (P7)

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Your single source of cleaning parts, tools, nozzles and accessories. Look no further than JETANDVAC. Check us out at www.jetandvac.com. (P8)

PARTS & COMPONENTS

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

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74 Red, White & Blue Poly-Portable (Integra) units in 'almost new' condition. \$285 each. Please call 352-572-2687. (P7)

100 used Satellite units, green, \$150 each or buy whole lot for \$100 each. Southwest Missouri. 417-623-4818. (P7)

25 blue Satellite TuffWay restrooms most are rental ready - \$150 each or \$3,125 for the lot. 25 light blue and gray Synergy High Tech restrooms most are rental ready - \$150 each or \$3,125 for the lot. Cory 215-766-8164 PA. (P7)

Used portable toilets for sale in Southern Alabama area. There are many different grades to choose from. Will email pictures of units if interested. Prices range from \$150 to \$300. Call 251-946-3250. (P7)

75 used Satellite units, good condition, green with brown front. \$825 each. All or part. Central Oregon. 541-548-0234. (PT7)

PolyPortable Units: \$100 to \$200 depending on condition. Volume discounts. Duanesburg, New York. 518-356-3206. (P8)

42 PolyPortable Integra 2007 model units for sale, \$325 each. 35 PolyPortable units, mid-grade, \$250 each. 1 250 PolyPortable holding tank, \$175. Located in North Georgia. 706-889-0558. (P8)

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

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

PORTABLE RESTROOMS

Used portable toilets for sale in Middle TN area. Call: 931-320-2255. (P7)

PORTABLE RESTROOM TANKS

300 gallon slide-in tank with 5 hp motor and M1 vac pump. Needs work - \$1,250. 700 gallon 3-compartment fiberglass PT body will fit on flatbed - \$550. Cory 215-766-8164 PA. (P7)

(11) 300-gallon plastic holding tanks, \$100 each. (5) 120-gallon plastic holding tanks. \$50 each. 810-724-3620. (PT7)

Boyd 700 gallon waste/250 water portable toilet tank. Fold up two unit rack on rear. Came off of Chevy 3500 truck. No pumps. \$1,250 OBO. 219-872-9378. (P9)

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

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

PORTABLE RESTROOM TRAILERS

2002 - 2004 NICE Equipment "Protea" style two room self-contained restroom trailers. Good condition. \$6,500 each. For more info call Jordan 732-692-2470 or email jordan@mrjohn.com. (P7)

3 Decons. McKee portable toilet transport trailers, 3-12 pack; 2-6 pack. American Engineering 828 Tonto and 814 Royale. 315-437-1291. (P7)

Olympian restroom trailers, 1999 & 2000 30' Luxury Liner, \$15,000 & \$19,000. 2004 20' Executive Series, \$15,000. 2003 26' Executive Series, \$16,000. New 24' Executive Series, \$27,000. 866-883-9538. (P7)

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

PORTABLE RESTROOM TRAILERS

20 unit portable toilet hauler, good condition. \$3,500 OBO. N.E. PA. 570-388-6352. (P8)

PORTABLE RESTROOM TRUCKS

2000 Isuzu. 700 gal FMI body with liftgate. Truck runs but needs some work. \$4,000. Cory 215-766-8164. (P7)

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)

2007 F550 with 600/300 portable toilet tank with 29,000 miles. PTO driven NVE pump. Unit operates daily. \$39,000. 254-534-5007. (P7)

1996 International 4700, T444E, diesel, under CDL, Abernethy built tank 2002 mdl. (1100/400) carbon steel, Masport HXL75, tires 19.5s 60%, 170k, great shape ready to work. Pictures upon request. Located TN. \$18,500. 423-787-0399. (P7)

2004 Ford F550, 211,000 miles. 5-speed transmission. 600 gallon tank, 400 gallon waste & 200 gallon fresh water. Thieman hydraulic liftgate. \$16,000. 706-889-0558. (P8)

Prime 1,500 US gallon, 2-compartment (1000/500 split) carbon steel; portable toilet service unit. (Stock #3469C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

(2) 1999 International 4700 - 26,000 GVW DT466. 6-speed, 1000/350 Presvac tank. Both run well but need work. 1 at \$5,000. 1 at \$3,000. \$7,000 for both. Cory 215-766-8164 PA. (P7)

Call A Head Corp. is now taking delivery of 4 new Best Enterprises built pump trucks enabling us to sell 3 2005 and 1 2006 F550 Super Duty pump trucks at wholesale prices. Low, low mileage, these trucks are in showroom condition built with all stainless steel, 1050 gallon tanks (750 water/300 waste), PTO driven Masport pumps, automatics, AC, tool boxes, etc. Starting at \$29,999. Contact Kenny @ 1-800-634-2085. (PTBM)

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PORTABLE RESTROOM TRUCKS

1990 International 4600, Allison automatic transmission, 261,000 miles. 900 gallon stainless tank, Masport pump. All in good working condition. \$8,500. 731-660-1781 or mike@allbritesignsandrentals.com. (P8)

For Sale 3 Pump Trucks, Ford Diesel F-Super Duty, 500 gallon sewer, 200 gallon freshwater: 1989 with 186,102 miles, \$6,500; 1990 with 112,109 miles, \$6,500; 1997 with 177,423 miles, \$8,900. Call 770-227-3474. (P7)

2003 Ford F-350, 4x4, auto, flatbed w/liftgate. Carries 5 units. New alum. tank, 300 waste/135 fresh, Conde Super 6 pressure vac pump w/5.5 hp Honda electric start. Real nice condition. \$25,500. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P7)

1995 Dodge 2500 with flat bed and tank unit, \$2500; 1997 Dodge 3500 with stake bed and liftgate, \$3500; 1997 Hino Rollback w/tank unit, \$5000; Several late model pumper trucks also available. Visit www.portakleen.com for pictures. Call 800-972-3800 for details. (PBM)

(2) 2000 International 4700s, 33,000 GVW, automatic, 1000 fresh/450 water, toilet carrier. \$22,500 each. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P7)

2006 F550, Satellite, 650 waste, 300 fresh, 2-toilet carrier, 6.0 engine, auto, air, 165,000 miles. Still using; very good condition. \$19,500. Rent-All 816-238-3000. (T6P7)

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

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

POSITIONS AVAILABLE

Industrial Supervisor needed for the N GA & SE TN area. Vacuuming & waterblasting experience needed, familiarity with paper & steel industries a plus! Applicants can call 800-588-3236 or apply with qualifications and salary requirements to indussuper@gmail.com. (P9)

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Hot water, mobile wash skids with serious cleaning power. Sold and supported through local distributors. Call 800-274-9376 or visit www.hydrotek.us. (CMP10)

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

RENTAL EQUIPMENT

KMH Equipment Company has a full range of late model combo units and industrial vacuum loaders for sale, rent or lease. Visit us at our website www.kmhequip.com for a complete listing of our equipment, or call us at **888-408-6716**. (CP7)

RENTAL EQUIPMENT

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

SEPTIC TRUCKS

1998 Mack septic truck, refurbished, good truck. 2500 gal. tank. \$17,000 OBO. 785-231-0834. (P7)

2007 International 4300 DT466 255 hp. 33,000 GVW. Automatic, AC, cruise. 22,150 miles, 864 hrs. Lely 2500 gallon tank, Battioni MEC8000 pump. All like new. Located in Yuma, AZ. \$58,500. Call 541-910-3458, 541-663-0834. (P9)

2001 International, 2000 gallon vac truck, Allison transmission, Masport vac pump. Truck and pump run good. \$19,000. 410-360-3989. (P8)

1978 2674 International, 1995 cab, N14 Cummins big cam 90k, 3500 gal., NVE355, 40k rears, 18k front, new 385's, ready to work. \$22,500. 717-439-7543. (P7)

1997 Mack CH613 E7330, 350 hp, Fuller 10-spd., 54,000 GVW, newer vac tank, 3365 gal., 400 Masport pump. \$36,500. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P7)

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)

1992 F800 with 2100 gal. tank, 197K, LP gas, Battioni pump, new brakes and paint. Great starter truck. \$12,500 OBO. Indiana. 765-914-7583. (P7)

2000 Mack Vision, 2007 US tank, 4,000 gallon tank, heated valves, 400 hp engine, 10-spd. trans. \$55,900. 703-392-7900. Virginia. (P7)

2000 Mack RD, 400 hp, 4200 gallon Transway tank, 800 Fruitland pump. Truck is like new. Custom built, never in salt. \$130,000. Call 978-807-5550. (P9)

SEPTIC TRUCKS

1998 KW W900 with new 4,000 gal. carbon steel tank, Presvac PV750 vacuum pump, 475 hp with Jake and Fuller 10-speed on air ride. Very clean. \$49,500. KLM Companies, 617-909-9044. (P7)

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)

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. \$11,000. 845-863-6080. (P7)

Pre-owned 2500 US gallon, carbon steel, vacuum tank only. (Stock #0001V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

Need a tank and truck, any size, any make truck? Let us help you get the best deal. Custom built to your specs. For information and a price quote call 800-545-0174. www.tanksandpumps.com. (PBM)

1992 International DT466 w/2300 gal. hoist tank. Built by Jays. Truck located in Duluth, MN. Price \$5,000. Call 218-522-1269 Rich. (P8)

Five (5) 2003 to 2006 3200 US gallon **stainless steel** vacuum tanks. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1984 Freightliner, Cummins, 4-axle, vacuum truck. Thompson pump, Thompson 3800 gal. tank. \$15,000 OBO. Jim 951-545-9604. (P8)

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)

Pre-owned 2300 US gallon, carbon steel, vacuum tank with Masport H75V vacuum-pressure pump installed on a 1987 Ford L8000 cab and chassis. (Stock #4556V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

SEPTIC TRUCKS

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

SLIDE-IN UNITS

New 500 gal. slide-in unit, 5.5 Honda electric start, 73 cfm Masport pump vac/pres. Also available in stainless. Call for details. 785-231-0834. (P7)

SLUDGE APPLICATORS

Big A Injector, 4,000 gallon tank, good condition. \$17,000 OBO. 406-493-6635. (P7)

1999 2505 Ag-Chem Terra-Gator with Borger pump system. 3176 Cat 400 hp, Fuller trans, 4500 gal. tank, chisel plow injector, Falcon II rate control system. Low hours ready to go to the field. \$91,250. Brian 507-840-2096. (P8)

TANKS

2000 gallon vacuum tank built new in 2001. Complete - hoses, valves and pump. Ready to mount on truck. \$6,500. 845-863-6080. (P7)

Vacuum tanks, 100 to 6000 gallons. All options available; hatches, primary, secondary, valves, catwalks, ladders, etc. Everything needed to build your own septic truck. Choose mild, stainless, or galvanized steel. Ask about full open doors. 800-545-0174. www.tanksandpumps.com. (PBM)

1991 PWC Industries Mobil Frac Tank. 16,000 gal. Skid mounted. Roll on/off. Top folding hand rails. \$6,000 OBO. Call Bart @ 904-591-5667. (P7)

TANKS

New 3400 gallon tank, 20' man-way bottom, 3" intake, 4" dump, hose trays, valves, painted. \$12,000. 4000 gallon and many other sizes available. Delivery available. 800-721-2774. (PBM)

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Presvac 2,800 US gallon aluminum tank only. (Stock #7959C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

TANK TRAILER

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)

TOOLS

Crust Busters - Portable, lightweight machine guaranteed to mix up septic tanks and grease traps! Save time and money! **www.crustbusters.com, 1-888-878-2296.** (PBM)

TOOLS

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1992 Kodiak Chevy Cat Diesel, automatic transmission, never been used, N.V.E. 360 Challenger pump, I.T.T. 2500 gal. aluminum tank, D.O.T. ready. Asking \$55,000. Contact Walt @ 231-620-3228 or **info@waltsteuer.com.** (P8)

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1998 5027 Super Sucker 355HP Cat 3406; 152,646 miles; 1021DVJ rebuilt 9/09; new T-case 5/09; DL rebuilt 3/10; new tires, good clutch, brake work done; DOT 1/10. Mike or Nolan 262-542-8989. (P7)

2005 Volvo Gap Vax HG57, wet/dry, 5,300 cfm 27" blower with full open rear door and offloading pump. Clean truck. KLM Companies 617-909-9044. (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.

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