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NUTS for TRUCKS

Cary Zeschke
rocks his rigs

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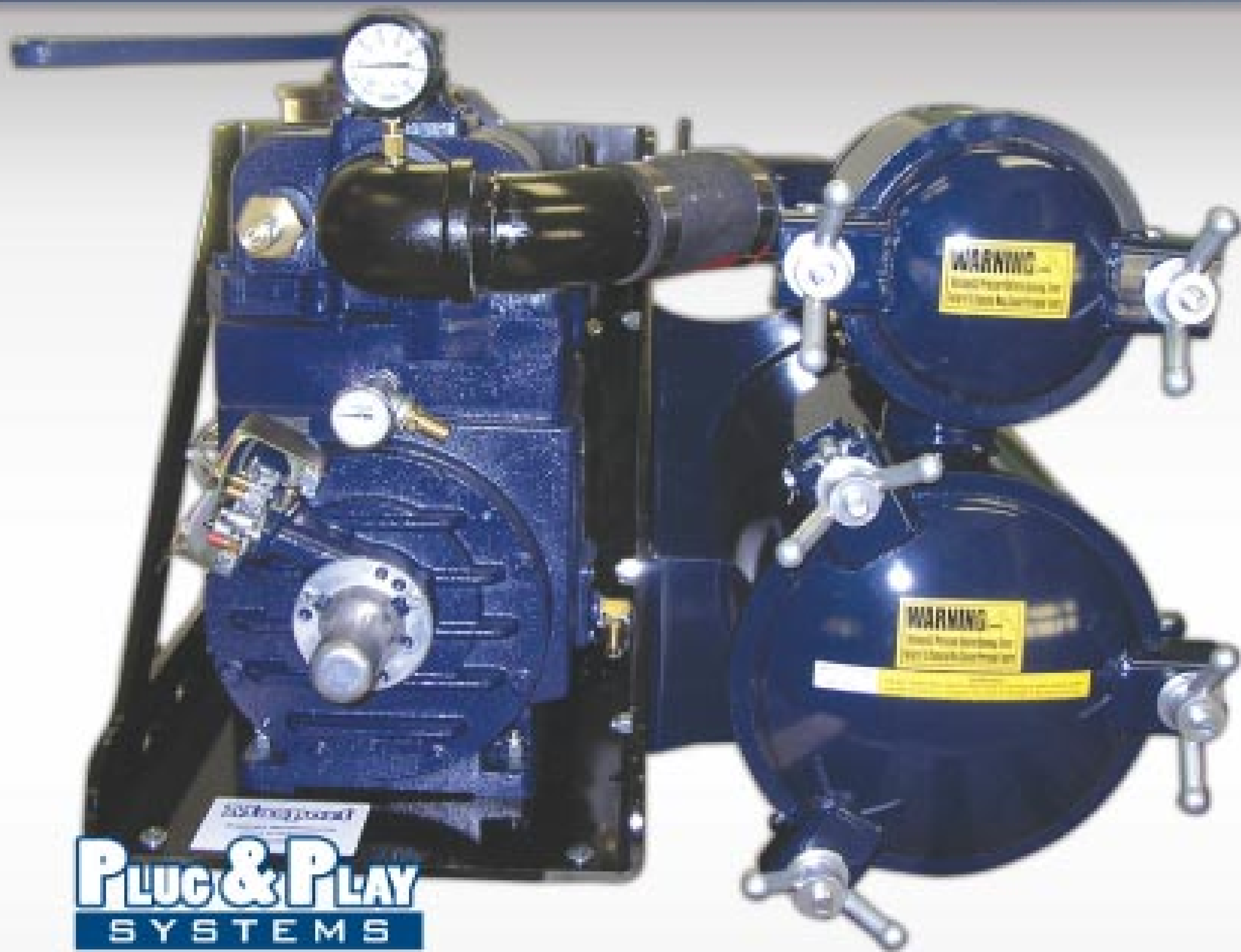
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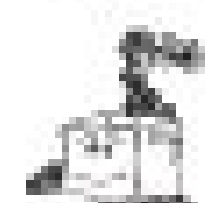
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Reading Between the Lines

It's How You Roll

By Jim Kneiszel, Editor



As pumping contractors, reliable vacuum trucks are part and parcel of the work you perform. Your truck is a billboard for your business, your home away from home ... the most important tool in your arsenal to provide great customer service.

So while we write about vacuum trucks in every issue — for instance, giving you info on the fleets of the contractors we profile — we also like to dedicate a few issues each year to stories about truck maintenance and trends in new service rigs. This is one of those issues of *Pumper*.

Take a look inside for these stories bound to get you daydreaming about your next service vehicle:

HE'S NUTS FOR TRUCKS

If you're a pumper who loves to talk trucks, then you'll enjoy meeting Illinois contractor Cary Zeschke, featured in this month's cover story ("Nuts for Trucks"). When I met Zeschke at the 2010 Pumper & Cleaner Environmental Expo, I was impressed with his passion for trucks. He continually upgrades his favorite rigs and details them for display at regional truck shows.

"If you talk to a truck driver, you'll hear that they take a lot of pride in driving something that makes people turn their heads," Zeschke tells writer Ken Wysocky in this issue. "Every time I come back from a job, I intentionally drive down the main business streets ... just to display the trucks."

In the story, Zeschke shares the blueprint for his tricked-out septic truck. His dream machine, a 1995 Peterbilt, has a slick custom interior worthy of one of the cable TV rig restoration shows, an attention-grabbing yellow paint job, ground-effects lighting and a backlit bumper cutout of his company name.

All of Zeschke's efforts serve two purposes: They satisfy his inner gear-head and bring attention to build his business's customer list. Turn inside to read more.

AUTO OR MANUAL TRANSMISSION?

Also at this year's Pumper & Cleaner Expo, I noticed a continuing trend toward trucks utilizing auto transmissions. While there's still clearly a group of pumpers dedicated to jamming through 10 or 18 gears as they move between jobs, a better case is being made these days for switching to auto shift.

Industry observers tell writer Ed Wodalski ("Switching Gears") that improved transmission technology and driver turnover are two factors prompting some to move away from manual transmissions. Contractor Tom Ferrero III, for one, admits he was hesitant about buying his first auto-shift truck, but sees the benefits today.

"Driving the manual transmissions is a bit of an art that comes only with a good bit of time and training," he says. "Automatic transmissions will shorten this learning curve and broaden the job applicant pool."

SHARE YOUR THOUGHTS

I invite you to take a look at our truck-focused stories. Then let us know what you think. There are a few good ways to keep the truck talk going at *Pumper*. One way is to drop me a line by e-mail at editor@pumper.com. I can share your opinions with readers in this column or at my blog at www.pumper.com. Or you can go to the Web site and post a question or comment at the *Pumper Discussion Forum*. ■

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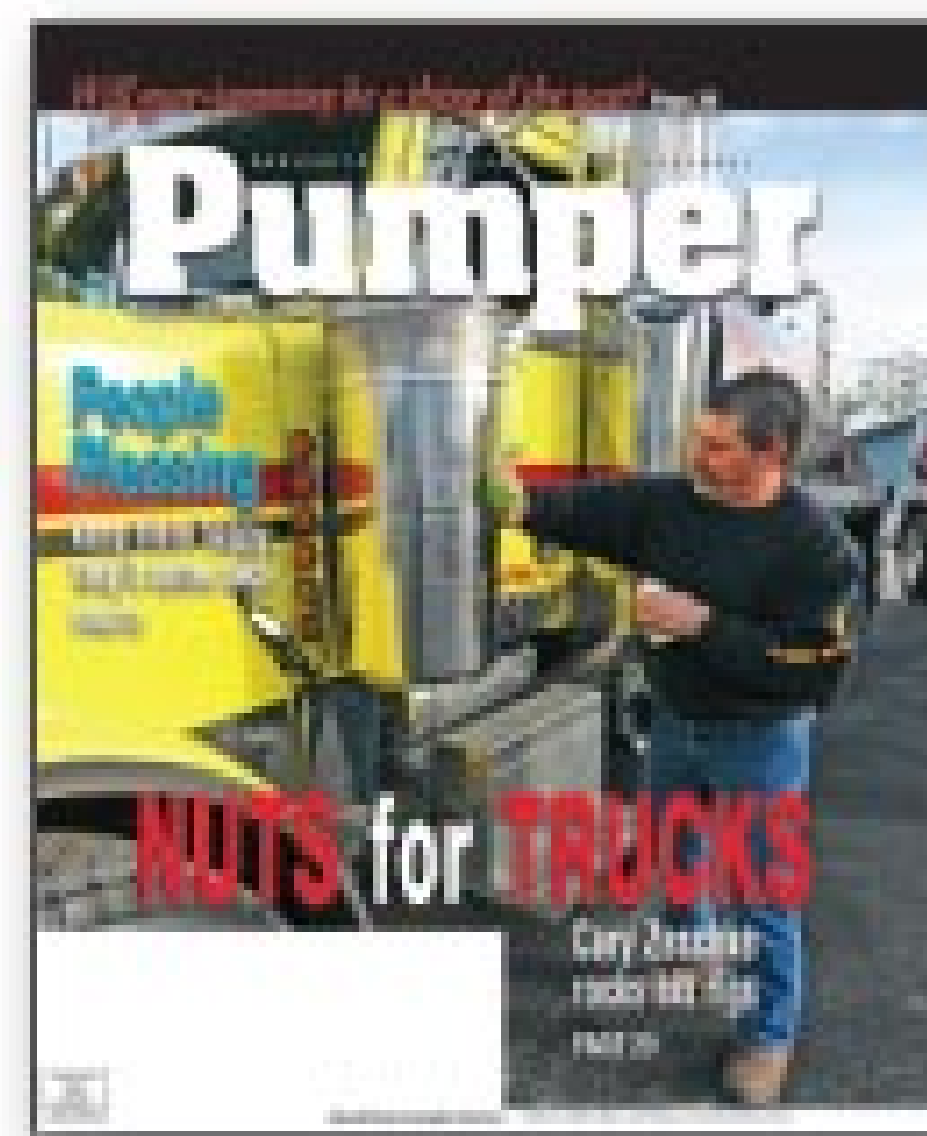
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Showy yellow rigs are Illinois contractor Cary Zeschke's best advertising. **On the cover**, Zeschke details the prized 1995 Peterbilt 379 service rig he's entered in several regional truck shows. (Photo by B. Corbin)



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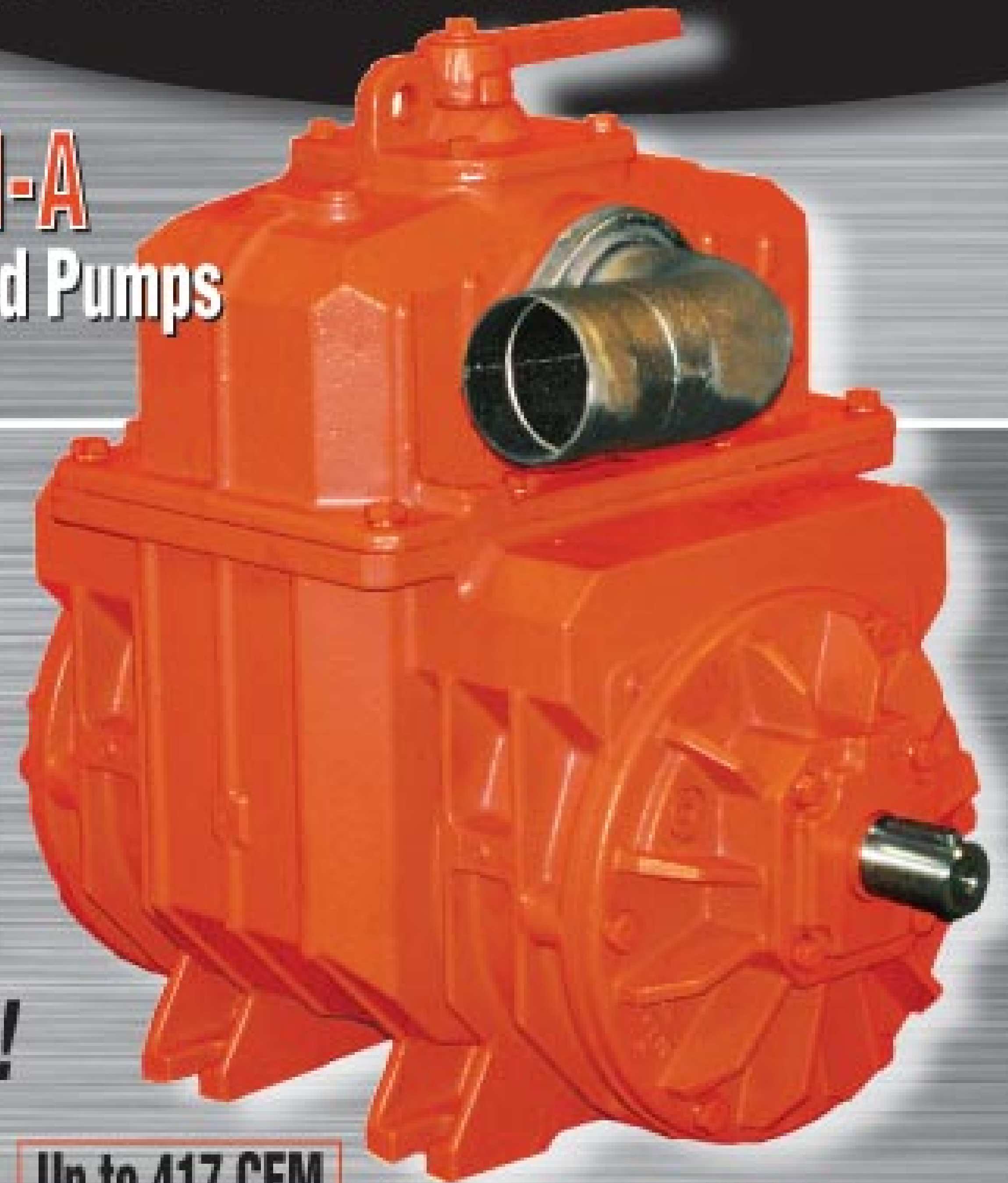
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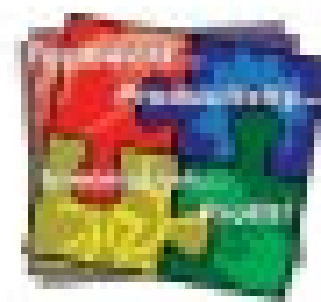
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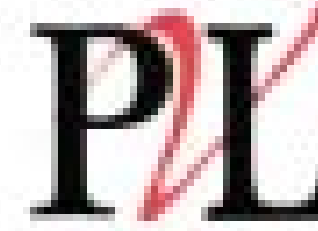
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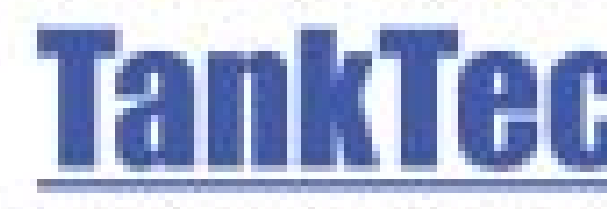


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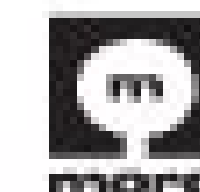
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By **Scottie Dayton**

Rules and Regs is a monthly feature in Pumper. We welcome information about state or local regulations of potential broad interest to onsite contractors. Send ideas to editor@pumper.com.

Florida Adopts Law Requiring Inspections

Florida Gov. Charlie Crist signed a septic tank inspection bill, requiring the state's 2.6 million tanks to be inspected every five years. The bill also creates a grant program for low-income homeowners whose tanks need repairs or replacement.

Half the tanks are more than 30 years old, and regulators estimate that 10 percent are failing. Under the program, contractors will inspect about 500,000 tanks per year, charging no more than \$30. State health officials must have the inspection system operational by 2016.

An April sting operation at marinas on Merritt Island and in Vero Beach resulted in 10 citations and 35 warnings to boat operators for illegally dumping septage into the Intracoastal Waterway. Complaints of human waste in the water prompted the enforcement action by the Florida Fish and Wildlife Conservation Commission.

CALIFORNIA

A state assemblyman has proposed a ban on some chemical treatments for holding tanks in boats and RVs that can harm bacteria in sewage systems. Introduced by Bill Monning (D-Santa Cruz), AB 1824 would prohibit bronopol, dowicil, formaldehyde, glutaraldehyde, paraformaldehyde, and para-dichlorobenzene in "a chemical toilet, recreational vehicle, or waste facility of a vessel."

The California Association of RV Parks & Campgrounds issued a statement backing the bill in early April. "We fully support this legislation and think it will encourage businesses to step up their marketing and distribution of environmentally friendly holding tank products in California," said

the group's executive director, Debbie Sipe. The group also said it has spent five years "trying to find ways to protect its members' septic systems and nearby groundwater supplies."

IOWA

Seven counties now require onsite installers to be certified through the National Environmental Health Association's Certified Installer of Onsite Waste Water Treatment Systems national credential.

According to the spring 2010 newsletter of the Iowa Onsite Wastewater Association, the certification was first required in Bremer County in 2008. The group reports that 158 installers in Iowa hold the credential, more than in any other state. IOWWA is assessing the requirements for credentials or continuing education in all 99 counties.

MISSOURI

A U.S. Environmental Protection Agency grant of \$970,000 will be used to extend sewer service in Gravois Mills near the Lake of the Ozarks. The grant will fund hooking up about 360 homes to the local sewer district's system.

An agreement between the EPA and Kansas City will result in a 25-year, \$2.5 billion sewer improvement plan. The EPA had alleged that sewer overflows violated the Clean Water Act. The agreement provides for about \$720,000 in civil penalties and \$1.7 million to fund the connection of low- and moderate-income homes to the sewer system. ■

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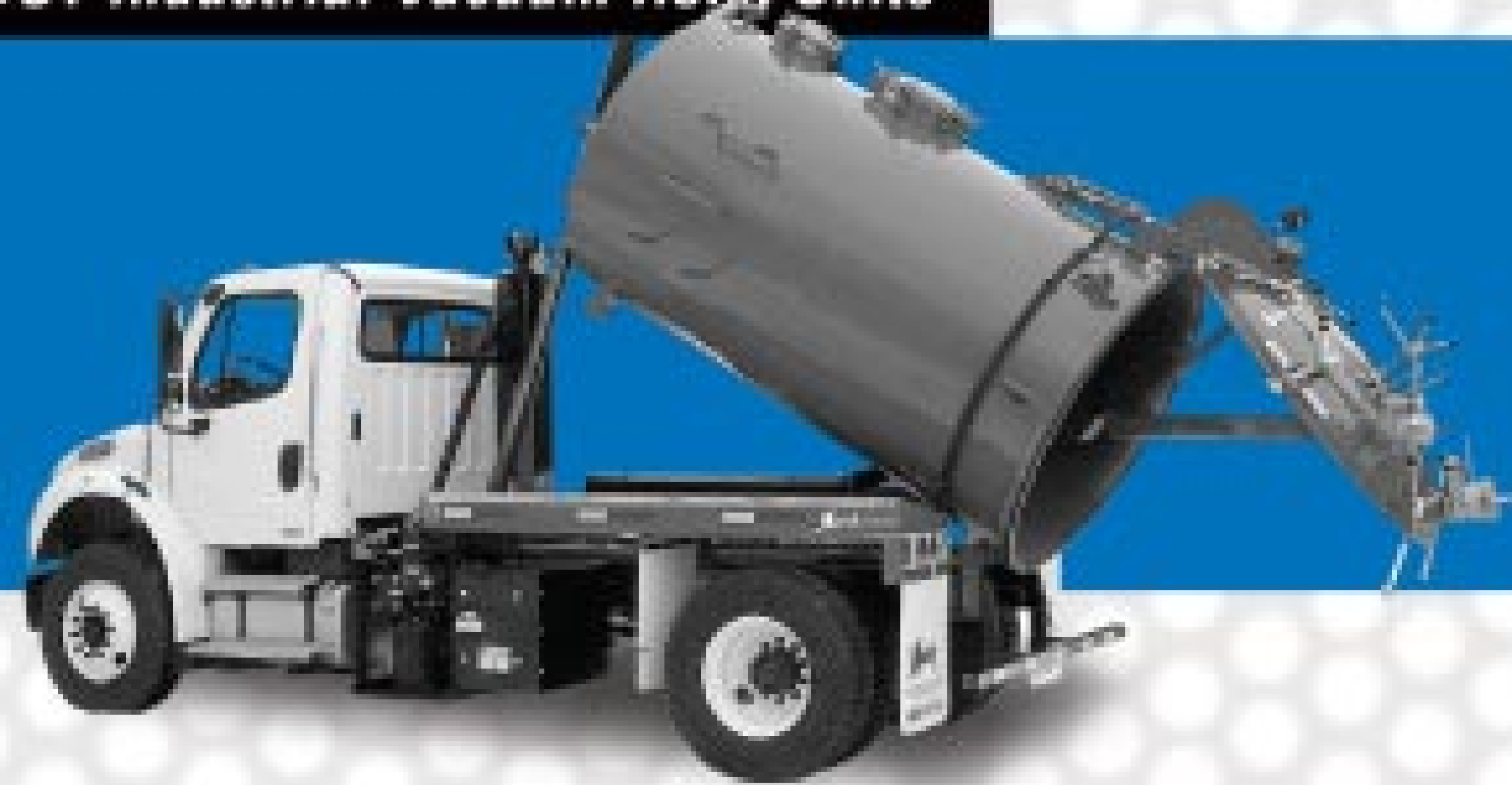
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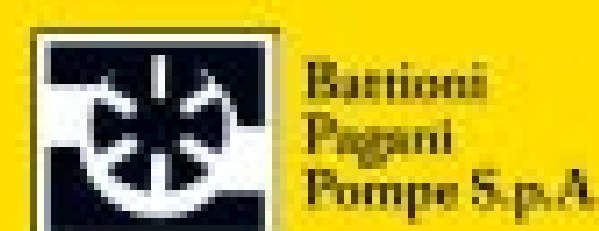
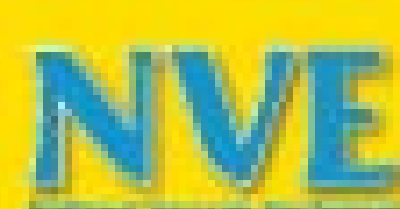
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Turn the Frown Upside Down

Explore five techniques to transform customer frustration into a stronger business relationship

By Maribeth Kuzmeski

An upset customer calls to complain about a product or service, and you're completely caught off guard. Do you fly off the handle right along with him? Or do you respond in a calm, thoughtful way that salvages and even strengthens your relationship? A high-pressure scenario doesn't have to blow your business relationship sky-high — in fact, you can use it as an opportunity to truly connect with your client and keep him around for the long haul.

Conflict is a normal part of business and we all need to learn how to deal with it the right way. Some customers are just plain difficult. And yes, "easy" clients can also become dissatisfied for a variety of reasons. The good news is there are effective ways to handle conflict and resolve issues.

Remember that quite often, unhappy customers will not even tell you they have a problem. They simply call another service provider. So, if a customer thinks enough of you to give you the chance to repair a bad situation, take it. Play an active role in making customers happy so that you can be sure to keep them onboard with you.

Here are five tips to help you keep good business relationships from going bad ... and rescue those that have started to sour.

1 Extend a peace offering.

It's easy to reach out to customers when things are going well. However, it's all too easy to avoid them when hard feelings are present. Don't succumb to the temptation. Proactively reaching out to your customers can squash any negativity they may feel for you. Even the simplest gestures can be effective: Offer an apology when you've made a mistake. Then, make things right by extending a peace offering. It doesn't need to be anything extravagant. It can be as simple as a handwritten note, a refund, or a coupon.

2 Don't follow your 'strike back' instincts.

If a customer calls you fuming mad, your knee-jerk reaction might be to argue. Remember, though, fighting anger with anger seldom works. No matter how tough it is, do the opposite of what you feel like doing. Take a deep breath and remain calm. And most of all, diffuse your angry reaction by immediately assuring the customer that you will make it right. Instead of giving a defensive response, offer solutions. If you start working toward a resolution, your chances of keeping that customer are much greater.

The legendary retailer Marshall Field once overheard a clerk in his store having a discussion with a customer. "What are you doing?" he asked. "I'm settling a complaint," the clerk answered. "No, you're not," said Field. "Give the lady what she wants." We can all learn a thing or two from that.

3 Get them to listen to you by listening to them.

Customers will listen to what you have to say if you respectfully listen to what they have to say first. Knowing you are listening to their concerns can prompt customers to agree to your suggestions

Maribeth Kuzmeski is founder of Red Zone Marketing and author of *The Connectors: How the World's Most Successful Businesspeople Build Relationships and Win Clients for Life*. Reach her through her Web site, www.redzonemarketing.com.



Constantly ask for feedback. It's amazing how rarely businesspeople do this — they're usually just keeping their fingers crossed that all is well. But a sincere inquiry about a customer's satisfaction is a path to making a connection.

more quickly. Few people take the time to practice "curious listening." We instead partially listen, get ready to respond, then let our minds drift. But if you can practice curious listening — a form of active listening — you will differentiate yourself as someone who really cares.

Steps to curious listening include hearing your customer's message and repeating it back to them; asking questions that show you are trying to understand their concern; confirming you have correctly understood their concerns; and listening for remarkable or unique bits of information about the person that you can bring up again later.

4 Have a standard service protocol ready.

Creating standards and procedures for dealing with customers can help resolve conflicts. A service protocol will provide a way to enforce how conflict situations are handled. This allows you and your employees to resolve issues with those impossible and consistently difficult customers.

Start by recalling past difficult customer situations. By examining how difficult customers were handled in the past, you can figure out what you're going to say before a problem arises. Your service protocol empowers employees to become connectors. They might think offering a discount or a coupon is the right way to handle a situation, but they may be worried that you won't approve. With the protocol, they know what they can immediately offer to the client.

5 Ask for feedback.

You can avoid some conflicts by ensuring customers aren't suppressing problems. Constantly ask for feedback. It's amazing how rarely businesspeople do this — they're usually just keeping their fingers crossed that all is well. But a sincere inquiry about a customer's satisfaction is a path to making a connection.

Supply customers with anonymous feedback surveys, ensuring their responses are as honest as possible. And when a problem has been addressed, ask them if you handled it to their satisfaction. Asking for feedback is a great way to rectify problems before they sour a client relationship.

LOYALTY RULES

Customers who feel a connection with you are loyal and will stick with you through thick and thin. Dissatisfied customers not only go elsewhere, but they also tell others of their dissatisfaction. By actively and sincerely resolving customer conflicts, you are not just fixing a problem for them; you're turning those dissatisfied clients into delighted ones. ■

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NUTS for TRUCKS

Showy yellow rigs are Illinois contractor
Cary Zeschke's best advertising

By Ken Wysocky

Cary Zeschke, owner of Zeschke Septic Cleaning, preps his septic service trucks for 15 parades and a variety of regional truck shows every year. (Photos by B. Corbin)

Cary Zeschke's best advertising tools are yellow — but they're not the local phone books in Bloomington, Ill. The owner of Zeschke Septic Cleaning says he gets the most bang for his marketing buck from his two gleaming vacuum trucks: a 1995 Peterbilt 379 with a 3,600-gallon aluminum tank and a 1996 Kenworth T800 with a 2,800-gallon steel tank.

"Those two trucks are traveling billboards," says Zeschke, whose company's services center on cleaning septic tanks and grease traps. "Every time I come back from a job, I intentionally drive down the main business streets in Bloomington-Normal, just to display the trucks.

"They're always clean, which is important. Clean trucks tell people we'll leave a job-

site as clean or cleaner than when we started. And they tell people we can respond when they need us, because it doesn't look like our trucks will break down.

"I've always had a thing about image," he adds. "It says a lot about any business, but especially in the septic industry. When you pull up in a nice-looking septic truck, it provides a whole different image about what we do. It says a lot about your professionalism and service."

Zeschke's been passionate about trucks most of his life. Before he became a pumper, he drove a semi-truck on local routes for 20 years. And when he decided in 2002 to become a septic contractor, he saw his first issue of *Pumper* and decided that one day he'd own a show truck fit for the "Classy

Truck" feature — a vehicle that looked as great as the service it provided.

"If you talk to a truck driver, you'll hear that they take a lot of pride in driving something that makes people turn their heads," Zeschke says, explaining why he's so into his rigs. "Even when I drove someone else's truck, I was always washing it and adding chrome and lights with my own money — jazzing it up with little extra bells and whistles."

KEPT TRADING UP

Zeschke's first truck, purchased in 2002 when he started his business, was not "Classy Truck" material: a 1976 Ford F-600 with a 1,000-gallon steel tank. A couple months later, he bought out a retiring pumper. The deal included a 1995 GMC TopKick with a

Profile

Zeschke Septic Cleaning LLC Bloomington, Ill.

Owner: **Cary Zeschke**
Founded: **2002**
Employees: **4**
Service area: **60-mile radius of Bloomington**
Primary services: **Septic pumping and grease trap service**
Web site:
www.zeschkesepticcleaning.com



“YOU CAN HARDLY NOT LOOK AT IT WHEN YOU SEE IT DRIVING DOWN THE ROAD. I WANTED SOMETHING THAT WOULD GET NOTICED. YOU SEE A LOT OF WHITE TRUCKS AND BLACK TRUCKS, BUT NOT YELLOW TRUCKS.”

Cary Zeschke

park it on the street and put out 200 feet of hose if I needed to. It was great doing two or three tanks at a pop. Before, I was making trips left and right; do a tank, go dump, do another tank, go dump, and so on.”

About 40 percent of Zeschke’s sales volume comes from pumping septic tanks, 30 percent stems from cleaning grease traps and the rest is generated by miscellaneous commercial and residential work.

To dispose of septic waste, Zeschke relies heavily on lime-stabilized land-application on eight acres of rented farmland, an arrangement that saves him money. He’s limited to 5,000 gallons per acre per month, and must keep meticulous records. He uses only the Kenworth truck and he land-applies waste as long as weather allows.

When land-application isn’t feasible, Zeschke says he’s lucky enough to have 10 different waste-disposal sites scattered around at municipalities within a 30-mile radius. “There’s usually one within 10 miles of all our accounts,” he says.

DREAM MACHINE

Zeschke decked out the Kenworth as much as finances permitted, but he was sav-

ing the best for last. After six to eight months of searching, he hit the truck-lover’s jackpot in February 2009 with what would become his dream vehicle: the 1995 Peterbilt chassis, which features an extended hood. The truck used to be a wrecker, but Zeschke saw potential that Mid-State Tank Co. Inc. helped him realize by installing a 3,600-gallon aluminum tank.

First he painted the truck yellow, similar to the Kenworth’s color scheme, but with green and silver metallic flakes that sparkle and glitter. Next, a local upholstery shop customized the interior by recovering the seats, interior door panels and headliner. “They basically ripped out the whole interior and put in a new one,” Zeschke says.

Red LED lights mounted on the ceiling and under the dashboard give the cab a soft, red glow at night. For exterior show, Zeschke added red ground-effect lights, one mounted under each cab door and one on each side of the truck, between the cab and the tank.

On the rear, diamond-plate aluminum panels run from the hose trays to the bumper, rendering the underside of the truck invisible. On the front, Zeschke had a local machine shop use a plasma cutter to cut out the name

1,500-gallon steel tank, as well as a customer list of about 40 or so septic and grease-trap accounts. So he sold the older Ford and kept the GMC.

In 2004, Zeschke really got serious about trucks when he bought the 1996 Kenworth, built out by LMT Inc. For starters, he painted it yellow to make it stand out.

“You can hardly not look at it when you see it driving down the road,” he says. “I wanted something that would get noticed. You see a lot of white trucks and black trucks, but not yellow trucks.”

He bought the truck for more pragmatic, efficiency reasons, however; a larger tank translated into more service calls between disposal runs.

“When I bought it, a 2,800-gallon tank was the biggest one around, and everyone kept asking how I get around in it,” he says. “I’d just



Zeschke Septic Cleaning is a family affair, with (from left) wife Terri, Cary, and children Cody and Chelsea keeping the business humming along.



Cary Zeschke inspects a residential pumping job while son Cody handles the hose.

“Zeschke Septic” in the front bumper, which is backlit for night viewing. He further tricked out the truck with eight-inch chrome exhaust pipes.

“I’m also putting LED lights on it: marker lights, headlights and taillights,” he adds. “Eventually, it will have amber-colored LED strip lights running all the way down both sides of the truck, under the hose trays.”

Zeschke shows off the Peterbilt at about 15

parades a year, which he says provides great, free advertising. “Sometimes I get calls before I even get home from a parade,” he notes. He takes the Peterbilt to truck shows, too, which also generates business leads.

CUSTOMER EDUCATION

While good-looking, distinctive vehicles help Zeschke differentiate his business, he says customer service and education also do the trick.

“We give our customers a septic-care booklet that tells them what to do and what not to do. Every so often, we take things out and add new information,” he explains.

Part of the education includes a thorough evaluation of a customer’s septic system. Zeschke refuses to disclose a price until he gets essential information from a customer: things like how many people live in the house,

Zeschke did a complete renovation on the interior of his prized 1995 Peterbilt 379, which he enters in regional truck shows.



Prepping for a grease trap service job, Zeschke attaches a hose to the aluminum tank on his 1995 Peterbilt service rig.

when the tank was last cleaned, how big the tank is and the like.

“Then I explain what they get from us: an evaluation to see what’s in the tank in terms of solids — see if there’s anything that’s in there that shouldn’t be. When we’re through, we give customers a refrigerator magnet with our name and telephone number on it, plus the year they’re due for the next cleaning. We also send out reminder cards every year after April 15, because that’s when the weight restrictions on local roads end.”

Zeschke uses a Sludge Judge to evaluate septic tanks. He says it’s invaluable when he can physically show a customer what’s in their septic tank and show why it needs cleaning.

Typically, the extra value provided by the educational booklet often takes customer cost objections off the table, even though Zeschke is in the middle to upper range of local cleaning rates. If not, he usually doesn’t budge on price. “I tell them this is my price, and if you



“THEY’RE ALWAYS CLEAN, WHICH IS IMPORTANT. CLEAN TRUCKS TELL PEOPLE WE’LL LEAVE A JOBSITE AS CLEAN OR CLEANER THAN WHEN WE STARTED. AND THEY TELL PEOPLE WE CAN RESPOND WHEN THEY NEED US, BECAUSE IT DOESN’T LOOK LIKE OUR TRUCKS WILL BREAK DOWN. I’VE ALWAYS HAD A THING ABOUT IMAGE.”

Cary Zeschke



Cary Zeschke cleans a grease trap. Grease trap service has grown into about 30 percent of the company’s business in eight years.

want someone cheaper, call somebody cheaper,” he says.

SATISFYING WORK

Zeschke is glad he made the jump to self-employment, noting he thoroughly enjoys the gratification and satisfaction of watching a business grow.

“It was a big jump, quitting a full-time job to be self-employed,” he says. “At first, you have your doubts about what you’ve gotten into. But I’ve always wanted to own my own business — be a little more independent. I wanted to see if I could make it work, and have a little more control over my future.”

Zeschke says his wife, Terri, who handles administrative and office details; son Cody, 20, a full-time route driver; and daughter Chelsea, 22, who drives truck part-time; are

instrumental to his success.

“We’ve probably grown four times bigger during the last eight years, with an average increase in gross sales of about 20 to 25 percent a year,” he says. “We clean grease traps at about 150 restaurants, up from 50 or so when we first started out. I never dreamed I’d get to the point where we’re running two trucks at the same time.”

At some point, Zeschke concedes he’ll have to decide how much growth is too much. Work already demands 12- and 14-hour days, and it’s getting harder and harder to handle all the customer telephone calls, service calls and scheduling.

Larger Truck, Networking is Boon to Pumping Business

Cary Zeschke’s two vacuum trucks do more than just look great. The bright-yellow trucks with Zeschke Septic Cleaning emblazoned on the sides also helped him forge a valuable partnership, as well as offer an innovative customer-referral program.

About three years ago, Zeschke developed a business relationship with the owner of a local sewer- and drain-cleaning company, Mike Olson. It all started when Olson called Zeschke for help, and Olson came away impressed with Zeschke’s promptness — and his sparkling-clean, well-maintained trucks. Now they rent a shop together and call on each other’s services when needed.

The relationship allows both businessmen to expand their service offerings to customers without expensive capital investments in new equipment, Zeschke says.

“We run businesses the same way, with fair pricing and treating customers the way they should be treated,” Zeschke says. “We’ve helped each other grow considerably. I’d say his business adds about another 5 percent to my gross sales.”

To build his residential septic business base, Zeschke offers a good-neighbor discount program, in which he gives a customer a \$15 credit if they can get a neighbor to get their tank serviced on the same day. “Otherwise, you go out and clean a tank, and a week later, one of the neighbors calls you to come out and do theirs,” he explains. “It’s worth passing that \$15 bucks on to the initial caller.”

The program is much more viable since the company bought a 1995 Peterbilt 370 and outfitted it with a 3,600-gallon aluminum tank. “We started hitting this program really hard this year because of our 3,600-gallon truck,” he adds. “It’s definitely increasing our business.”

Zeschke also hosts a booth at local home shows, where he ups the ante of the good-neighbor discount: Any customer who signs up for a tank cleaning gets \$15 off, plus another \$10 if they get a neighbor to schedule a cleaning on the same day — and that neighbor also gets \$10 off their cleaning. At one show last year, Zeschke says 25 people took advantage of the offer; this year, 35 people signed up.

A network of seven or so local septic-system installers also plays a huge role in Zeschke’s business. He “inherited” most of the installers because they worked with the owner of the company Zeschke bought shortly after starting his business. And he’s added a couple more installers to the network since then.

“Whenever they’ve got a failed system, they call me to pump it out before they fix it or abandon it,” he says. “I, in turn, refer system replacements to them where it makes sense geographically. It’s been a substantial business relationship in terms of my growth.”

On the other hand, business expansion would require buying another truck. And that would undoubtedly suit this truck-lover just fine. ■

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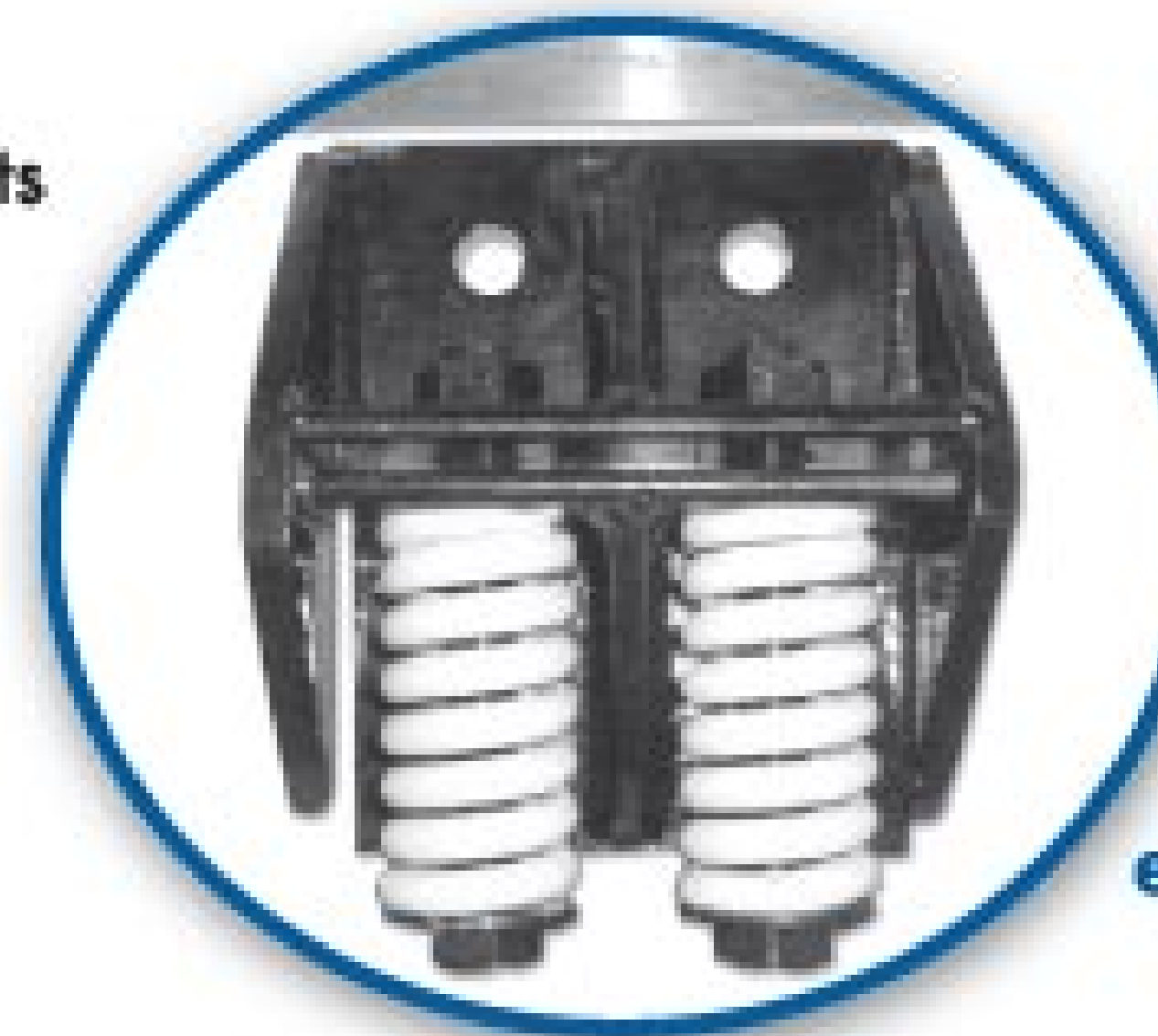
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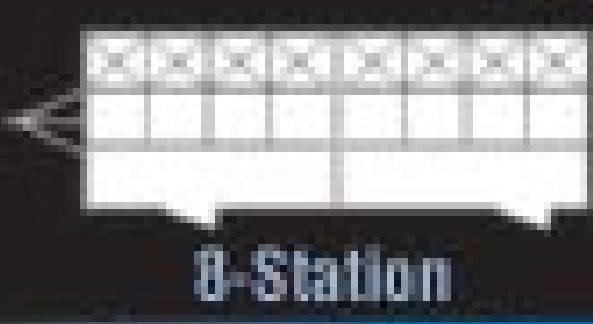
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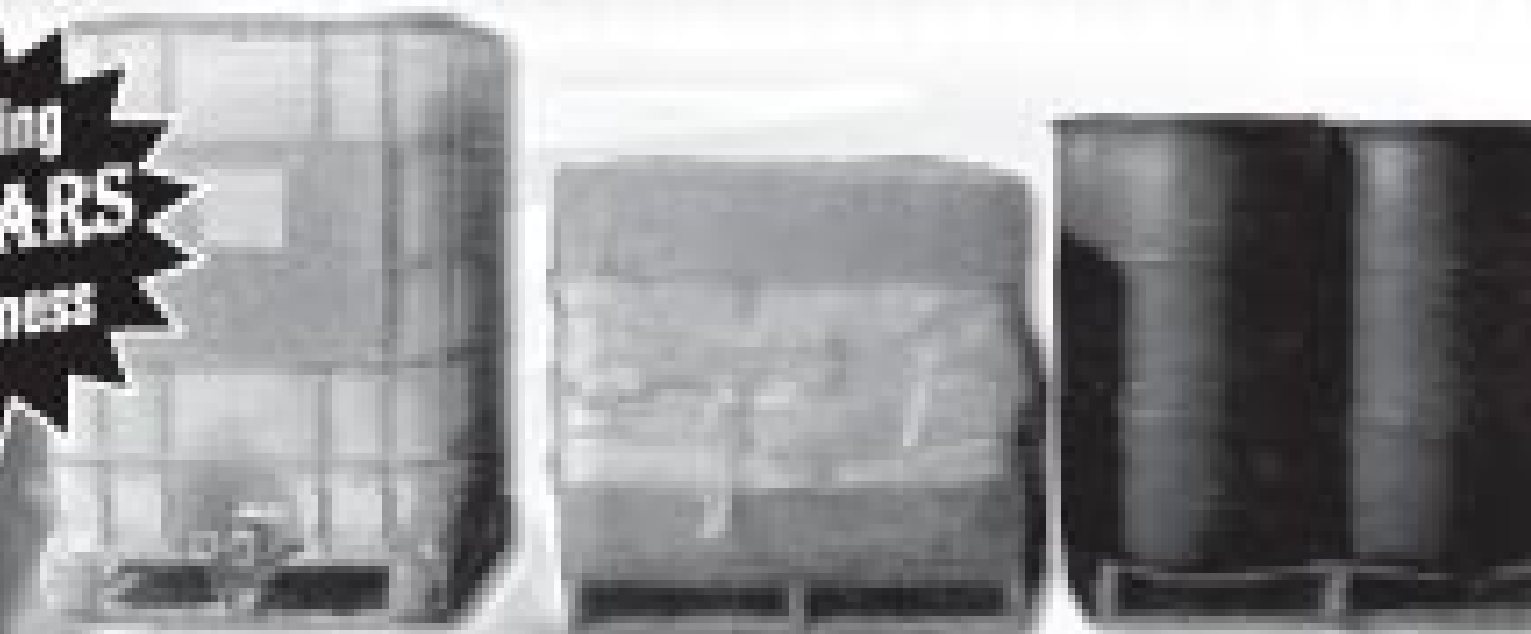
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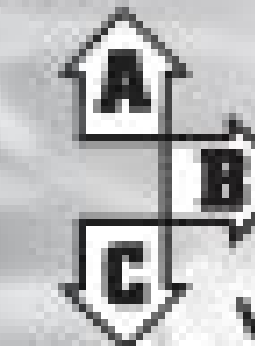
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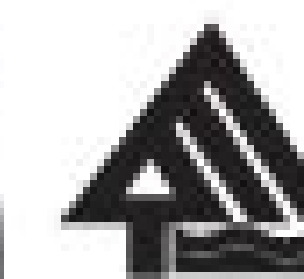
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The fleet and shop of Superior Sanitation Services, Wolcott, Conn. (Photos by John Atashian)



People Pleasing

No matter the service business, meat cutter-turned-pumper Jeffrey DiTota says an always-sharp dedication to customer service helps bring home the bacon

By Ken Wysocky

When Jeffrey DiTota quit his job as a meat cutter to become a septic tank pumper 12 years ago, he didn't know a tank riser from an effluent filter. But in his gut, he knew that one thing would give him a competitive edge over the long haul: great service.

As it turns out, DiTota's instincts were as sharp as a boning knife. By combining customer care and education with resourceful networking, diversified services, a no-nonsense stand on pricing and an emphasis on

well-maintained equipment, his business, Superior Sanitation Services in Wolcott, Conn., has succeeded beyond his expectations. It all started with the simple premise of putting the customer first.

"If the customer wants you to stand on your head, you stand on your head — and say thank you when you're done," DiTota says. "No matter how you slice the pie, it's all about customer service."

DiTota says his father, Don, who owned a wholesale meat operation, instilled in him a customer-is-always-right mentality. DiTota intended to follow his father's career path, and for years, that plan worked out well. But he slowly grew weary of working weekends, and when a broken leg sidelined him for three or four months, the layoff gave him plenty of time to contemplate his future.

"I did some research on the industry ... and thought about how I could do a better job as a newbie than my competitors," says



Jeffrey DiTota

"I'M VERY GOOD WITH PEOPLE AND I'M GOOD AT SELLING MYSELF. AND I'M NOT AFRAID OF HARD WORK. THOSE ARE THE THREE MOST IMPORTANT INGREDIENTS AS FAR AS I'M CONCERNED."

Jeffrey DiTota

Profile

**Superior Sanitation Services
Wolcott, Conn.**

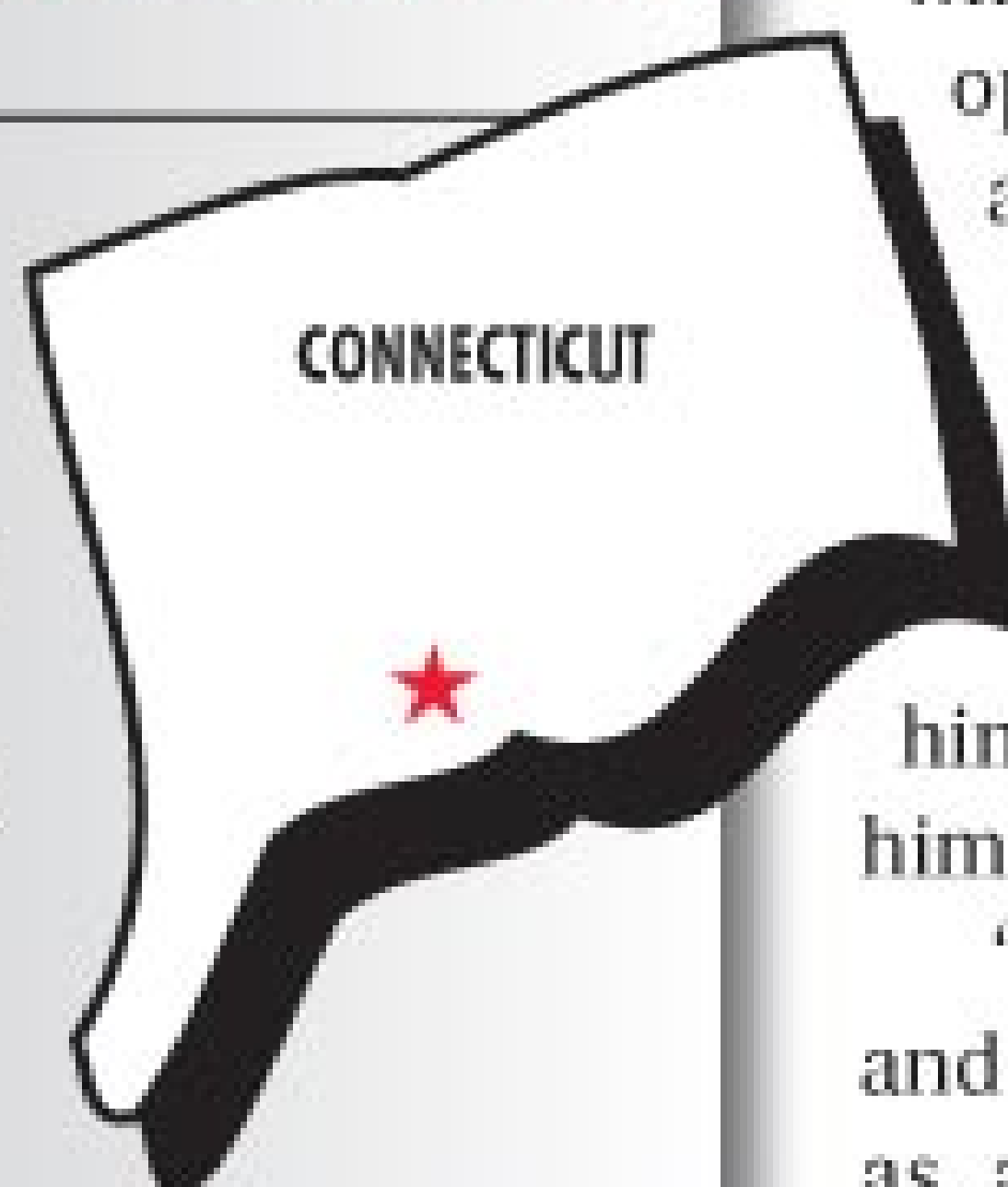
Owner: **Jeffrey DiTota**

Founded: **1998**

Employees: **1**

Services: **Septic system pumping, inspection, installation and repairs; portable sanitation**

Services area: **40-mile radius of Wolcott**



DiTota, who was 35 at the time. "I felt it was a good business to get into. There's always a need for it — it never goes out of style. And no one is ever going to downsize you."

What DiTota lacked in knowledge, he made up for in confidence. "I had no idea how vast this industry was," he admits. "But whenever I've tried something, I've succeeded. Failure wasn't an option. I had a lot of naysayers. Even my mom told me I couldn't do it, because I'd never done it before. But I'm not a dumb-dumb who just cuts pork chops. I fig-



Jeffrey DiTota (left) and son Jason go over work orders in the office. The younger DiTota works with his father during the summer.

ured I could learn this business.

“I’m very good with people and I’m good at selling myself,” he adds. “And I’m not afraid of hard work. Those are the three most important ingredients as far as I’m concerned.”

So DiTota bought a used 1989 Ford LN 8000 with a 2,500-gallon tank and set about getting educated.

BUILDING RELATIONSHIPS

DiTota literally learned on the job. Along the way, he quickly realized he needed to forge alliances with installers and real estate inspectors to generate more business. He also began the process of obtaining an installer’s license so he could install and repair septic systems.

Hitching his wagon to quality real estate inspectors was the most important part of DiTota’s business plan. He says he quickly learned which inspectors are good and which ones aren’t. To build rapport, he discounts his normal rate for his best home inspectors. The bottom line: His networking is so successful that he no longer spends one dime on advertising.

“The inspectors get me into all the other avenues of business, like installations, testing and repairs,” he says. “It’s a full-circle kind of thing. Even if we find there’s nothing wrong with a system, you know that if you treat people right, they’re going to call you for pumping and other business two or three years down the road. It helps build the service side of the business.”

He also builds relationships with well inspectors. Why? When a potential homebuyer calls to get a well inspected, the inspector will ask if they also need a septic system evaluation. If they do, the inspector recommends DiTota, who reciprocates when people call him to book a septic system inspection.

“It’s a good synergy ... a good inspector might get 15 to 20 calls a month,” DiTota says.

When he’s too busy to take on more work, DiTota refers jobs to other pumpers whom he knows provide good service. They, in turn, do the same.

“I don’t bang heads with them,” he says. “Am I afraid of losing customers to them? No. I know I provide good service. And because they’re quality guys, they have more business than they know what to do with, just like I do.”

TIME WELL SPENT

DiTota emphasizes that he spends a lot of time with potential homebuyers during inspections. He generally blocks out a full two hours for the first meeting.

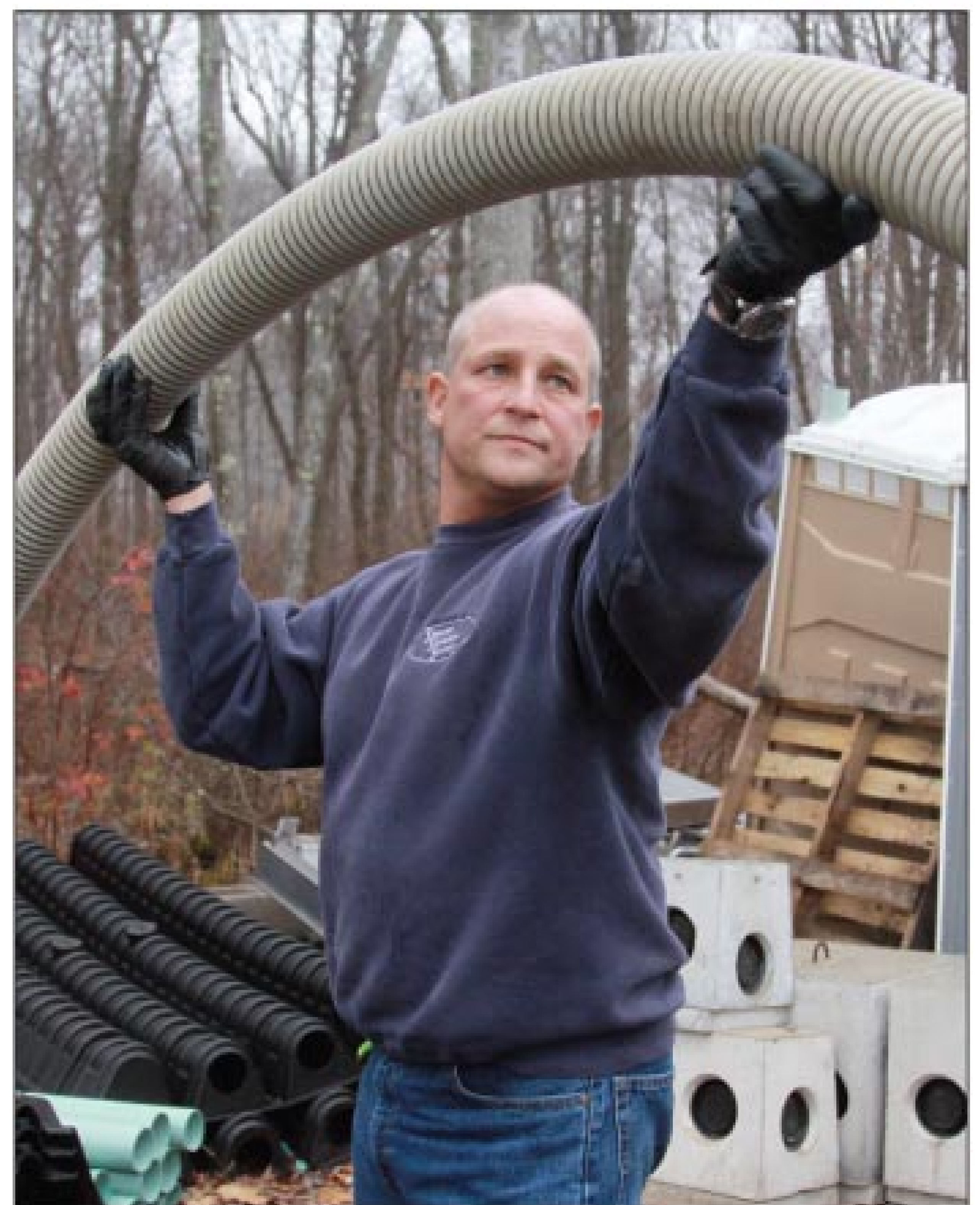
“You’ve got to be professional and talk to customers intelligently,” he explains. “I’m also there to educate them. I show them the dos and don’ts and leave behind a brochure. I’m not looking to rush people. I’m looking to build relationships.”

Many times, the home seller and one or two real estate agents are present, too, and leaving them with a good impression increases the odds of getting even more referrals down the road, he says.

“In the event that there’s a major meltdown — say, the septic system is no good —



Jeffrey DiTota checks the dump valve on his septic service rig (above). Below, he inspects a hose in the Superior Sanitation yard.



and the deal falls through, who are they going to call when they find another house? You’re not going to hit a home run every time, but



Jason DiTota replaces a lid after a job. Jeffrey DiTota sells customers on the service convenience of tank risers.

“YOU NEED TO CHARGE ENOUGH FOR YOUR SERVICES. PROFIT IS NOT A DIRTY WORD, AND PEOPLE DON’T BEGRUDGE YOU FOR MAKING A LIVING. IF PEOPLE ARE SHOPPING FOR THE CHEAPEST SERVICE, THEY’RE NOT THE KIND OF CUSTOMER I’M LOOKING FOR.”

Jeffrey DiTota

clogged, and I can call a guy with a snake (for drain cleaning). The customer doesn’t need me double-dipping on it.”

Whenever possible, DiTota persuades customers to install risers, which makes pumping faster and allows him to pump more tanks per week. He typically installs a riser 4 inches below grade, then marks it with a paving brick that’s flush with the grade. That makes it easy to locate the riser, and allows customers to mow their lawns without any problem.

“Pumping goes so much faster with risers. You can bang out stops so quickly ... some people don’t believe it when we’re already done with a job,” he says. “I even had one customer call who had a security camera. He saw how fast we were in and out, and called to ask if I really pumped the tank.”

CUSTOMER PERKS

To increase customer retention, DiTota always leaves a new homeowner with a free one-year supply of septic tank bacteria additive made by Chempace Corporation. He orders bacteria in bulk for about \$7 a box, and the supplier puts DiTota’s name, company name and phone number on the boxes of packets for marketing purposes. He charges customers \$36 plus \$6 for shipping for additional annual orders.

“The (free supply of) bacteria costs me about \$3,000 a year, but over the years ... it has helped generate a lot of riser installations and repairs,” DiTota says. “They also serve as a scheduling reminder for the customer. When they use that last packet, they know it’s time to call for pumping or for another year’s supply of bacteria — and my name and number are right on the box.”

DiTota also does his customers a service by remembering to change his answering machine message if he’s closed, so people know he’s not available for emergency calls. It’s a small thing, but an important one that many contractors overlook, he says.

Providing great customer service also minimizes any backlash when DiTota raises prices. And he has one word for potential customers who try to lowball him on price: Goodbye.

“You need to charge enough for your services,” he says. “Profit is not a dirty word, and people don’t begrudge you for making a living. If people are shopping for the cheapest service, they’re not the kind of customer I’m looking for.”

“Those kind of customers aren’t going to have you pump regularly, they’re going to have backups at the worst possible time — like during a snowstorm — and they don’t pay on time,” he continues. “Every time they call, it’s an emergency.”

you’re going to get a lot of RBIs,” DiTota says, using a popular baseball analogy. “Money is made over the long term, not the short term.”

Developing good rapport with customers makes it easier to upsell other products, such as riser installations. And after a customer has risers installed, it allows DiTota to build trust in another way: allowing the customer to save money by self-diagnosing a problem.

“If something is wrong with a system and it has risers, I can ask the customer over the phone to go out, take off the cap and see how much air is in the tank,” he says. “If there’s 8 or 10 inches of air, then I know the line is



Jason (left) and Jeffrey DiTota restock a cleaned restroom service vehicle so it’s ready for another route.



Superior Sanitation excavation work is performed with this Volvo EC55 mini-excavator.

Extra Options Make New Truck More Profitable

Jeffrey DiTota has some advice for anyone considering purchasing a new service rig: Get a hoist, max out the pump size and order a distinctive color scheme.

DiTota, who owns Superior Sanitation Services in Wolcott, Conn., just bought a 2010 Peterbilt 340, outfitted with a 4,000-gallon tank (built by Transway Systems Inc.), a 1,200-cfm vacuum pump (a TSI 1200 made by Fruitland Tool & Mfg.) and an eye-catching metallic green cab with a white tank. And he says those features will more than pay for themselves.

Take the hoist, for example. "At the treatment plant, I pay for a full 4,000 gallons whether the tank is full or not, so I tend to sit on loads until the tank is full," DiTota explains. "With a tilt bed, I can get every drop out of the tank."

In addition, the hoist allows DiTota to back in his truck on inclines, then level the tank, which makes pumping easier and faster. Without the hoist, the incline would trip the ball-float safety valve and shut down the pump.

The 1,200-cfm pump is significantly bigger than the 500-cfm pumps on DiTota's two older trucks, which he sold to help pay for the new Peterbilt.

"Don't nickel-and-dime yourself," he says. "The more suction you have, the quicker you get out. I can knock 10 to 15 minutes off each stop. And the more cfms you have, the easier it is to pump uphill, even if you have a lot of hose out on a steep grade. Time is money."

DiTota opted for a green-and-white paint scheme when he noticed most of the trucks in line at the local treatment plant were painted red, the same as his old trucks. So to differentiate his business, he took a different tack.

"And I didn't skimp on lettering and advertising, either," he adds. "I get a lot of service calls from people who notice the truck while it's on the road."



DiTota runs a new 2010 Peterbilt 340 with a 4,000-gallon tank from Transway Systems Inc.

PAMPERING EQUIPMENT

DiTota is a firm believer in taking care of equipment. He washes trucks once or twice a week, parks them in a heated garage and keeps up with preventive maintenance. "It

doesn't make sense to run equipment into the ground," he explains. "My truck is my cash register."

DiTota also is shrewd about timing the sale of existing trucks and the purchase of new ones. For example, he recently downsized by selling two trucks — one with a 2,500-gallon tank and other with a 3,500 gallon tank — and purchasing a 2010 Peterbilt 340 with a 4,000-gallon tank, built by Transway Systems Inc.

In some ways, it was a difficult decision. DiTota prefers to have two trucks, so he can

An Imperial Industries Inc. slide-in vacuum unit is among the equipment kept at the Superior Sanitation yard.



keep pumping if one is down for repairs or maintenance. He also used the larger truck as a temporary holding tank to minimize trips to a treatment facility about 15 miles away. He'd dump a full load from the smaller truck into the larger one, make a couple more stops with the small truck, then empty it again into the larger truck before heading for the treatment plant.

But in the end, it made more financial sense to sell both vehicles, especially since their depreciation cycle was about complete. Because he took good care of the vehicles, he was able to sell them for a total of \$120,000, which covered much of the \$128,000 he spent on the new Peterbilt.

"My accountant said it was a no-brainer," he says. "Now, if that truck ever goes down, I'm out of business for a while. But I make up for that with less maintenance costs, lower insurance costs and more depreciation."

In addition to the septic service rig, DiTota runs a Volvo EC55 mini-excavator and a New Holland TC45 backhoe to do repairs and installations. He also has a small inventory of portable restrooms, mostly from Poly-Portables Inc., and services the restrooms with a 1996 Chevrolet 3500HD with a slide-in unit built by Imperial Industries Inc. (450-gallon waste/100-gallon freshwater tank) with a vacuum pump made by Masport Inc. He also relies on a 2006 Chevrolet C55 plumbing utility truck.

GREAT CAREER MOVE

Overall, DiTota has no regrets about trading his butcher knife for a pump hose. And he has no aspirations to buy more trucks and become a bigger business, noting he typically has more business than he and his son, Jason, a student who works for him full time during the summer, can handle.

"My philosophy is I don't want to be the biggest," he says. "I just want to be the best. And it all comes down to customer service. If you do right by customers, customers will do right by you." ■

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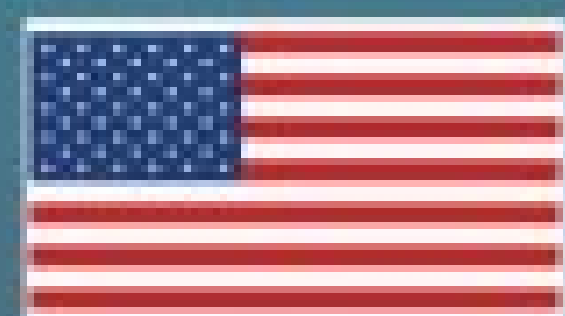
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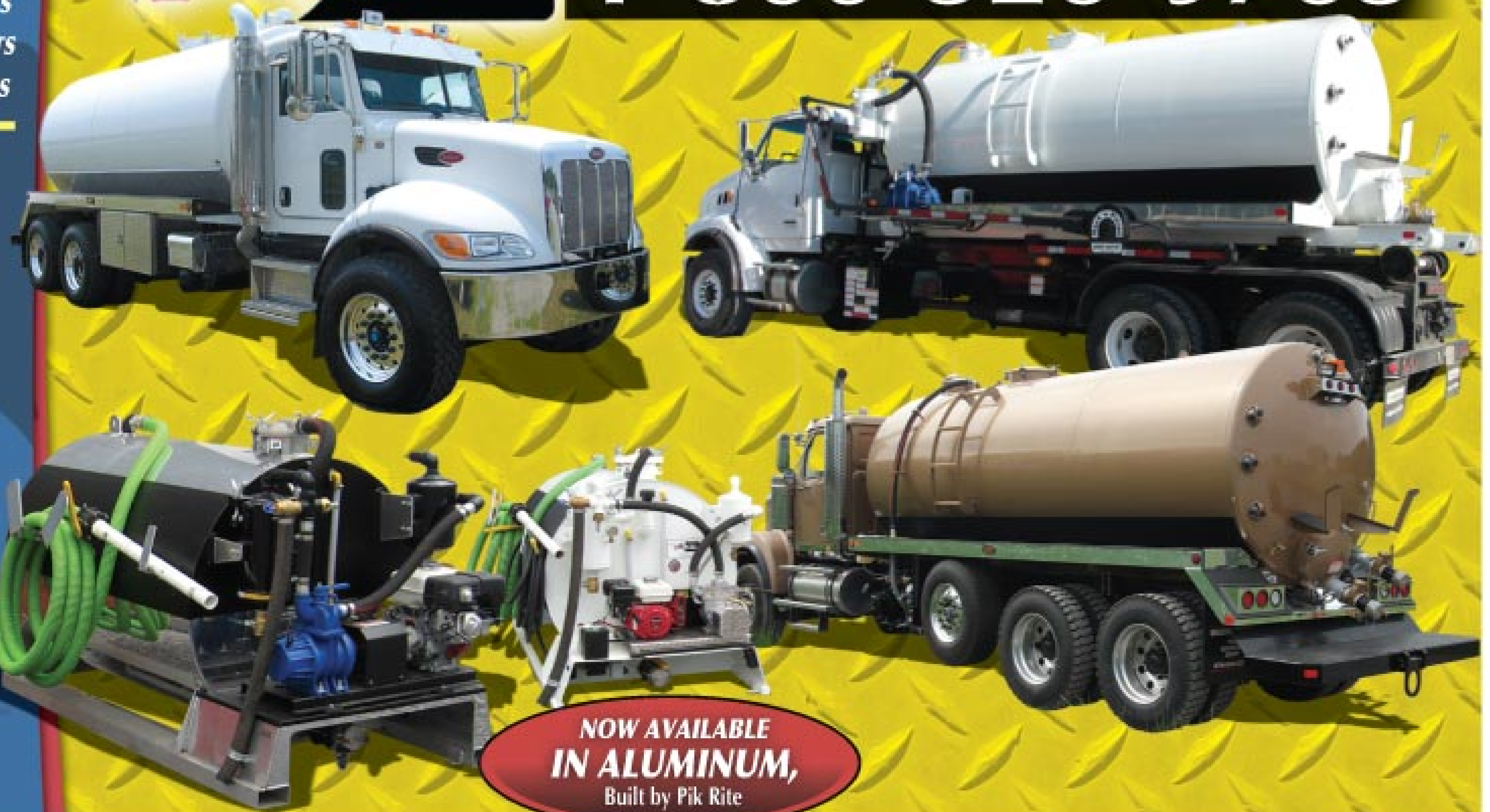
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SWITCHING GEARS

FOR CONVENIENCE AND OVERALL DEPENDABILITY, MORE VACUUM TRUCK OWNERS ARE SHIFTING OVER TO AUTOMATIC TRANSMISSIONS

By Ed Wodalski

Automatic or manual? For years the tried and true 10- to 18-speed manual has been the mainstay for heavy haulers. But the tide appears to be turning. As technology improves and driver pools dwindle, more vacuum truck owners have been making the shift to automatic and semi-automatic transmissions.

Jason Guzauskas, sales representative with Rush Refuse Systems, San Antonio, Texas, says between 60- and 70-percent of the vacuum pump trucks he sells come with an automatic transmission.

"Automatics are easier to drive," he says. "You can have less experienced drivers, which can save you money on labor. You don't have to worry about a clutch getting dropped in a day. So you can lessen maintenance costs and lessen abuse on the trucks."

John Eldredge, general manager for Eldredge Equipment Services in West Chester, Pa., also has noticed the trend toward automatics. Eldredge, who maintains a fleet of 25 haulers, says there's been a dramatic swing from five years ago, when only two of his trucks had automatics. "Today we probably have four that don't have automatics," he says.

EASE OF OPERATION

Wayne Vanden Berge, president and sales manager for Advance Pump & Equipment of Peosta, Iowa, says the Allison automatic has been the most popular transmission in the trucks he has sold. But in the past three years he's seen a move toward the semi-automatic Eaton AutoShift and the recently released fully automatic UltraShift PLUS. Vanden Berge says 10 years ago about 15 percent of the trucks he sold had automatic transmissions. Today that number is closer to 40 percent.

Although the AutoShift still must be clutched on starts, it can be configured to match the manual in gearing. The UltraShift PLUS, available in 10- to 18-speed configurations with torque capabilities from 1,450 to 2,050 lb. ft., acts much the same as the AutoShift, but without a clutch pedal.

"You've got a computer that's making the shifts for you," Guzauskas says of the UltraShift. "It's more logical shifting than a human could do because (the computer) knows what it needs. If it's a 10-speed transmission and it needs to drop from 10 (gear) to 6, it can easily do that. Whereas some guys, especially an inexperienced driver going on a downshift, if they miss that gear, they probably won't hit it again, and then you wear your brakes to slow the truck."

Vanden Berge says he believes the main reason for the changeover in transmissions is ease of operation.

"I think they're doing it to accommodate driver ability," Vanden Berge says. "Less repair and maintenance; less clutches. The automatic transmissions have a proven track record. But I think a large portion of my customers are doing it because they're having trouble finding drivers," he says. "And once you find a driver, then the next question is whether they can actually shift a transmission without breaking it and the clutch."

MANUAL MAKEOVERS

Even diehard manual owners, such as Dave Hapchuk of Washington, Pa., are looking to make the change to automatics. Hapchuk has 30 trucks in his fleet — all manual transmission. But he plans to add an International 5900 with an Allison automatic this year.

“THE AUTOMATIC TRANSMISSIONS HAVE A PROVEN TRACK RECORD. BUT I THINK A LARGE PORTION OF MY CUSTOMERS ARE DOING IT BECAUSE THEY’RE HAVING TROUBLE FINDING DRIVERS. AND ONCE YOU FIND A DRIVER, THEN THE NEXT QUESTION IS WHETHER THEY CAN ACTUALLY SHIFT A TRANSMISSION WITHOUT BREAKING IT AND THE CLUTCH.”

Wayne Vanden Berge

“I never had one and just want to try it,” he says.

Curiosity also has tempted Tom Ferrero III of FRANC Environmental in Horsham, Pa., to look at an automatic.

“For our heavy trucks, we have always utilized manual transmissions,” Ferrero says. “I suppose that I had the mentality, maybe a bit ‘old school,’ that an effective driver must decide when to upshift or downshift to properly control his truck and load. Until recently, the idea of an automatic transmission in the large trucks was a bit uncomfortable. I thought that it might limit a driver’s ability. I also was concerned about the reliability of an automatic transmission,” he says. “Recently, we purchased our first automatic transmission on a new Hi-Vac jetter combination truck.”

Ferrero says some of the benefits he sees from an automatic include improved productivity during full power shifts, easier starting on hills with no risk of rollback, driver ease — especially in start-and-stop city traffic and less wear and tear on the drive train. “Time has shown that these transmissions are reliable,” he says.

“In addition to the mechanical benefits, I envision that the use of automatic transmissions will assist with new driver recruiting. Driving the manual transmissions is a bit of an art that comes only with a good bit of time and training,” Ferrero continues. “Automatic transmissions will shorten this learning curve and broaden the job applicant pool.”

Ferrero says if his new truck performs as expected, he’ll be looking to purchase more trucks with automatics.

As for driver preference, Vanden Berge doesn’t believe age is a factor. “I would say there’s no pattern there, but the older drivers — the owner-operators — have chosen to go to automatic transmissions from the simple fact that the left leg is getting a little sore from running the clutch,” he says.

For himself, Eldredge is sold on automatics. “I’ll be 60 years old, and I’ve driven most of my life. If you gave me the choice of the two, there would be no doubt that it would be automatic.”

DRIVER TALENT

Eldredge says he believes another reason for the growing trend toward automatic transmissions is better technology.

“In days gone by when the truck had its own computer and the transmission had its own computer, they didn’t communicate well,” he says. “Now they’ve linked those two computers and that gives you optimum performance and protects the engine and transmission from damage — from each other or from the driver. And from a safety standpoint, it allows the driver to concentrate on the operation of the truck rather than being concerned about shifting, downshifting and all that.”

Like Vanden Berge, Eldredge believes driver talent possibly has the greatest impact on automatic transmission purchases.

“It’s unfortunate, but we’re seeing a change in the driver pool

that’s available — the experience isn’t there. We’re finding that we’re hiring less experienced drivers, younger drivers. And with truck technology changing, I think it just makes sense to go with an automatic transmission type truck.”

Eldredge says older drivers in his company still prefer manual transmissions, although some are embracing the new technology.

“We have a driver who’s been driving probably 35 years, and we started turning over the fleet to new equipment. We purchased automatics and he said he didn’t want one of the new ones. He wanted to stay with his older truck. We finally convinced him to try it for half a day. And he was driving the truck (a tanker tractor-trailer) in a mountainous area. Well, half a day went through and he called back and said he was very happy with it and he wanted to keep it.”

Eldredge says when weighing the pros and cons of automatic and manual transmissions other factors to consider include fuel economy and initial cost.

“We’re seeing 1.5 miles less per gallon than we would see with a standard transmission,” Eldredge says. “That’s a disappointment, but I think the tradeoff is worth it.”

COST CONSIDERATIONS

Eldredge says an automatic transmission also will cost about \$8,000 to \$10,000 more than a truck with a standard transmission. “But the automatics are easily serviceable,” he says. “We expect the same life out of them as we would an engine. There again, maintenance is critical. If you don’t take care of it you’re going to pay for it; it’s going to be huge dollars.

“Our history has been very good with them,” he says. “Where we’ve had problems is more with the OEM harnesses. We typically use the New World Allison’s. And where we have had trouble is primarily in the electronic control cables that are hooked to them. We’ve had corrosion issues there. But generally, we just purchased some Kenworths and we have some Internationals, but we’re primarily a Mack fleet, and they’ve been very, very good.”

Eldredge would advise, however, that when looking at a truck with an automatic transmission to make sure it has enough room for the power takeoff.



Jason Guzauskas of Rush Refuse Systems is shown at the 2010 Pumper & Cleaner Environmental Expo International in Louisville, Ky., in the cab of a truck with a manual transmission. (Photo by Jim Knesizel)

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"One Mack that we put a pump package on had a cooling line from the automatic transmission that really restricted the usable area for a PTO shaft," he says. "We overcame it, but it wasn't easy."

Guzauskas agrees that because automatics are geared lower, they turn higher rpms and do use more fuel. But at the same time, there are efficiencies to be gained, he says.

"A standard transmission truck might take a minute to get up to speed on the highway, whereas an automatic you get up there in half the time," he explains. "It's much more efficient driving. You put that over the course of 8-10 hours and you might be able to add another stop a day."

Another benefit of owning an automatic, Guzauskas says, is its resale value.

"When somebody calls for a used truck, I would say eight out of 10 times they want an automatic. And they're willing to pay more for it."

As for maintenance, "to put it in perspective," Guzauskas says, "an automatic transmission, when you buy it new, it only costs \$825 for a five-year unlimited mile warranty. The standard (transmission) warranty is three years, and it's probably double that amount to get a five-year warranty."

Guzauskas says recommended fluid changes on an automatic with general use are 150,000 miles, 4,000 hours or 48 months. For the filters

"IN ADDITION TO THE MECHANICAL BENEFITS, I ENVISION THAT THE USE OF AUTOMATIC TRANSMISSIONS WILL ASSIST WITH NEW DRIVER RECRUITING. DRIVING THE MANUAL TRANSMISSIONS IS A BIT OF AN ART THAT COMES ONLY WITH A GOOD BIT OF TIME AND TRAINING. AUTOMATIC TRANSMISSIONS WILL SHORTEN THIS LEARNING CURVE AND BROADEN THE JOB APPLICANT POOL."

Tom Ferrero III

(internal and external), it's 50,000 miles, 2,000 hours or 24 months. "The cost on an automatic is probably a little more than what you see on a standard transmission," Guzauskas says. "But if you figure in not having to replace clutches or get clutch adjustments, you're likely going to save money over that same amount of time."

HEAVY-DUTY USE

Guzauskas says one of the fears someone who has never owned an automatic might have is that it won't hold up. That's really a misconception, he says. "If I was looking at an 8-year-old truck with an automatic transmission and an 8-year-old truck with a standard transmission, and they were pretty equally specced otherwise, I would go for the automatic. If they were spec-for-spec, I would pay up to \$5,000 to \$8,000 more for that truck (with the automatic) just because I know there's less of a chance I'll be putting a transmission in that truck any time soon."

Guzauskas typically sells trucks with 6-speed Allison automatics. "It's like a double overdrive so you ride at lower rpms and get that efficiency up a little better. I think the biggest misconception on automatics is that it's not able to withstand heavy-duty truck use. That's not the case, especially in the pumping industry. These trucks were designed for garbage landfill and off-road. The pumping industry is a cake walk compared to that." ■

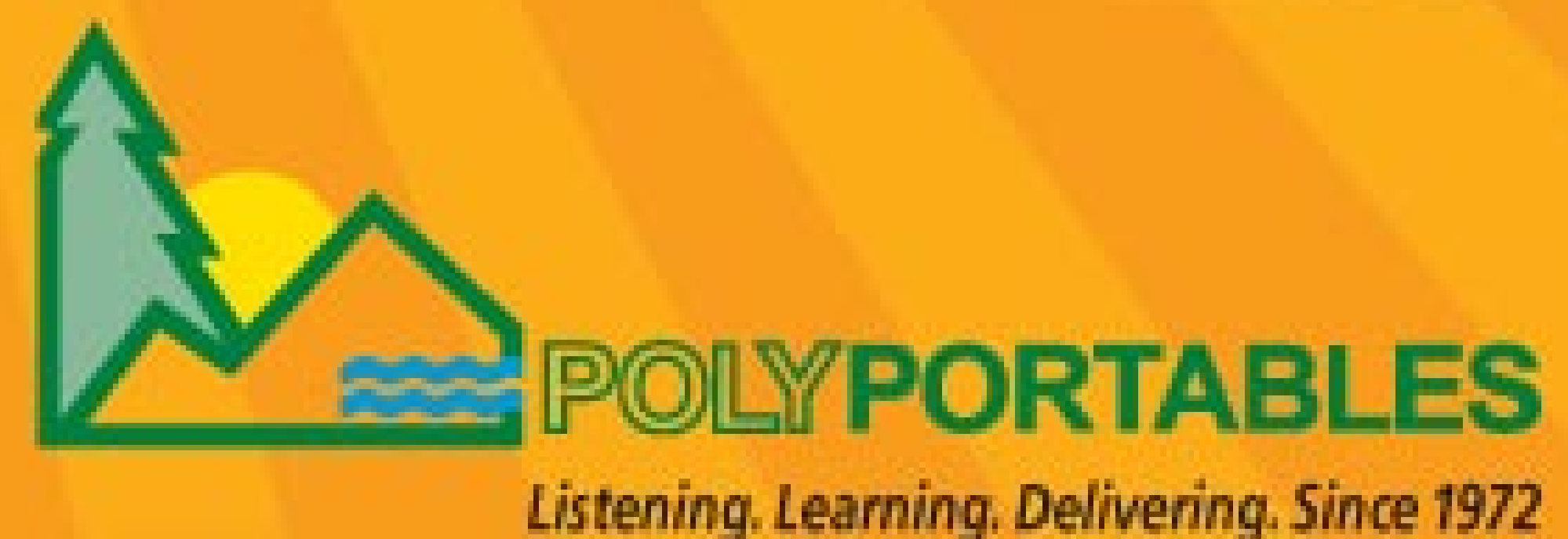
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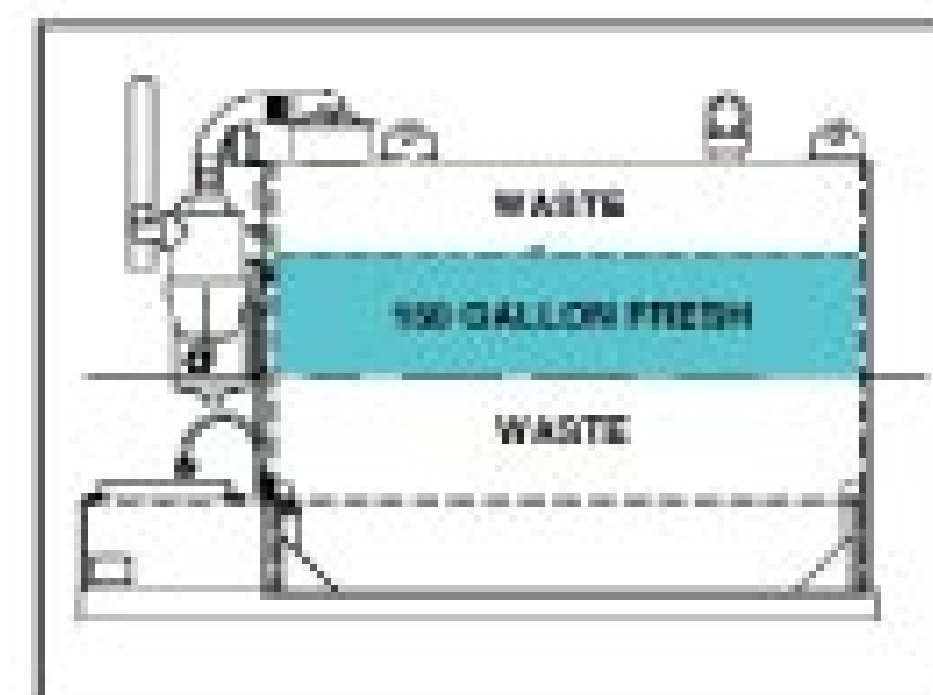
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The Long Draw

HOW CAN I PULL A LOAD WHEN THE MANHOLE IS 30 FEET DEEP AND THE TRUCK IS 10 FEET UP A HILL?

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:

I am trying to pump a manhole that is about 30 feet deep and the truck is sitting up a hill about 10 more feet. What is the best way? It's sucking but very slow and I don't want to burn up the pump. Would a 2-inch hose work better than a 3-inch hose? Any suggestions?

Answers:

Maximum water lift at sea level is 33 feet. Changing hose won't help. You're near the limit of vacuum lift



Try using a length of 3-inch PVC hooked to your hose. Make a 1/2-inch hole in the PVC so it will draw a little air.



Can you drop a 3/4-hp sewage pump connected to a 40-foot drop pipe and pump it from below? Injecting air will help. The air will lower the density of the fluid, which requires less vacuum to lift the same distance. The air will also help keep the pump cool.



You will need to lower the pump. With a 30-foot manhole you will need to get a pump lowered into the manhole. This is a problem if your pump is mounted on the truck. I hope you have a portable one. The only other way to do it would be to pressurize the wet well, but that would be harder to do.



Take a 3/8-inch length of copper tube and hook it around the end of your hose with the end approximately 4 inches up inside the hose. Run the other end up the outside of your hose to the top. This is cheap and it works, allowing the product to ride up with the air.



I had a customer with a deep sludge pit. I used a 4- by 4- by 1-inch

Injecting air will help. The air will lower the density of the fluid, which requires less vacuum to lift the same distance. The air will also help keep the pump cool.

PVC tee on the end of my 4-inch vacuum hose and I ran an air line back up and put a glad hand and a valve on the end, then hooked it up to my trailer brake line. Eventually I teed it into the air ride. It takes surprisingly little air to get things moving, and the pump has a much easier time.

A Mole in the Ground?

Question:

I installed chambers in a mound system. The soil has pushed up and filled the chambers. The chambers have not sunk because I uncovered all 400 feet and all elevations were OK. Also, the designing engineer did a perc test on the mound after lines were removed in undisturbed soil in the mound and the soil is rising there also. Does anyone know where I can get info on this?

Answers:

I am going to guess it is serious mole action. I now put cloth tightly around my lateral cleanouts because so many of the valve boxes got completely filled with soil. I don't know how you would stop that in a chamber system.



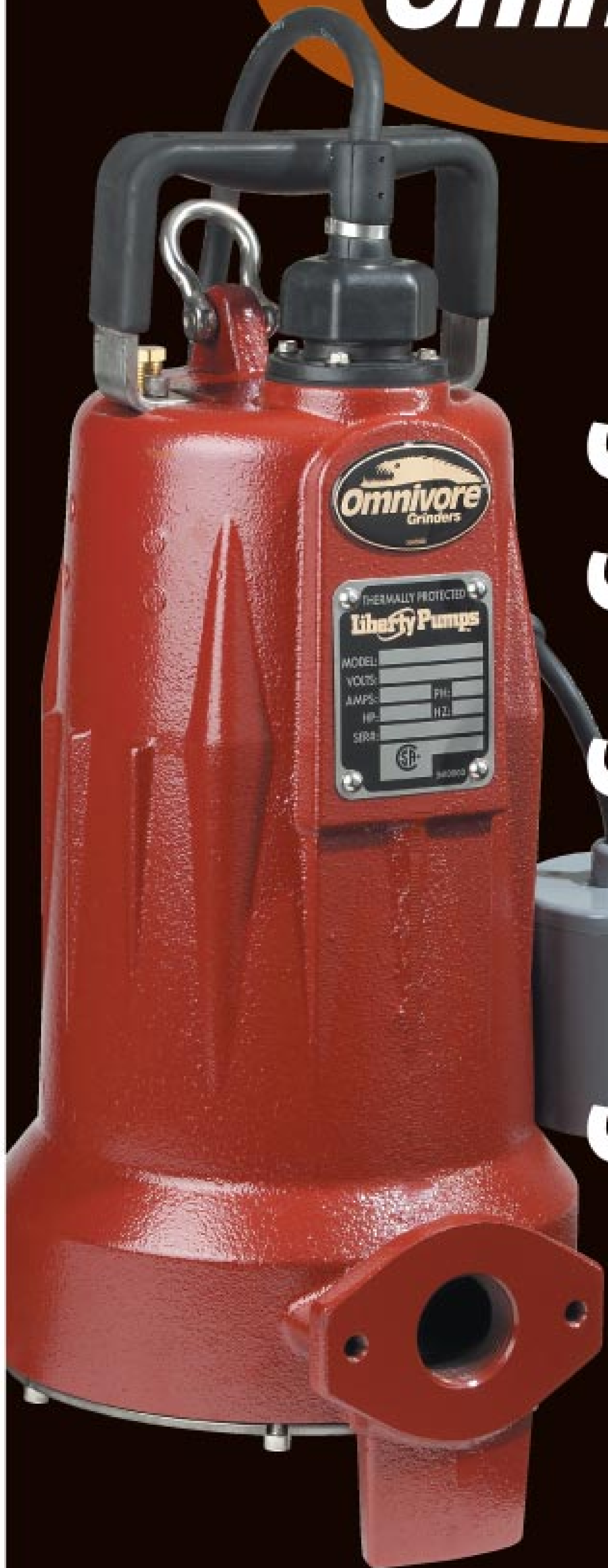
How long ago was the job done and where are you located? It could have something to do with frost heave.



I disagree with moles or frost heave — we have seen this in Alaska where there are no moles. My completely unscientific input is that it's very much like the dehydrated sponges you buy that "grow" the first time you soak them.

With virtually all leach systems except chambers, there is ground loading upon all of the infiltrative surfaces — the entire "receiving soil" has the weight of the earth above sitting hard upon it. Therefore, the weight of the ground above keeps this phenomenon from happening.

With chambers, the only ground loading that occurs is along the edges of the chamber — where it contacts the ground. The rest of the protected receiving soils area, the "void space" under the chambers, has nothing to force it to stay down. As the soils become damp, they expand slightly — not unlike frost heave but not necessarily freeze-induced. Over time this protected area has plenty of opportunity to expand, but little or no opportunity to dry out and settle again. ■



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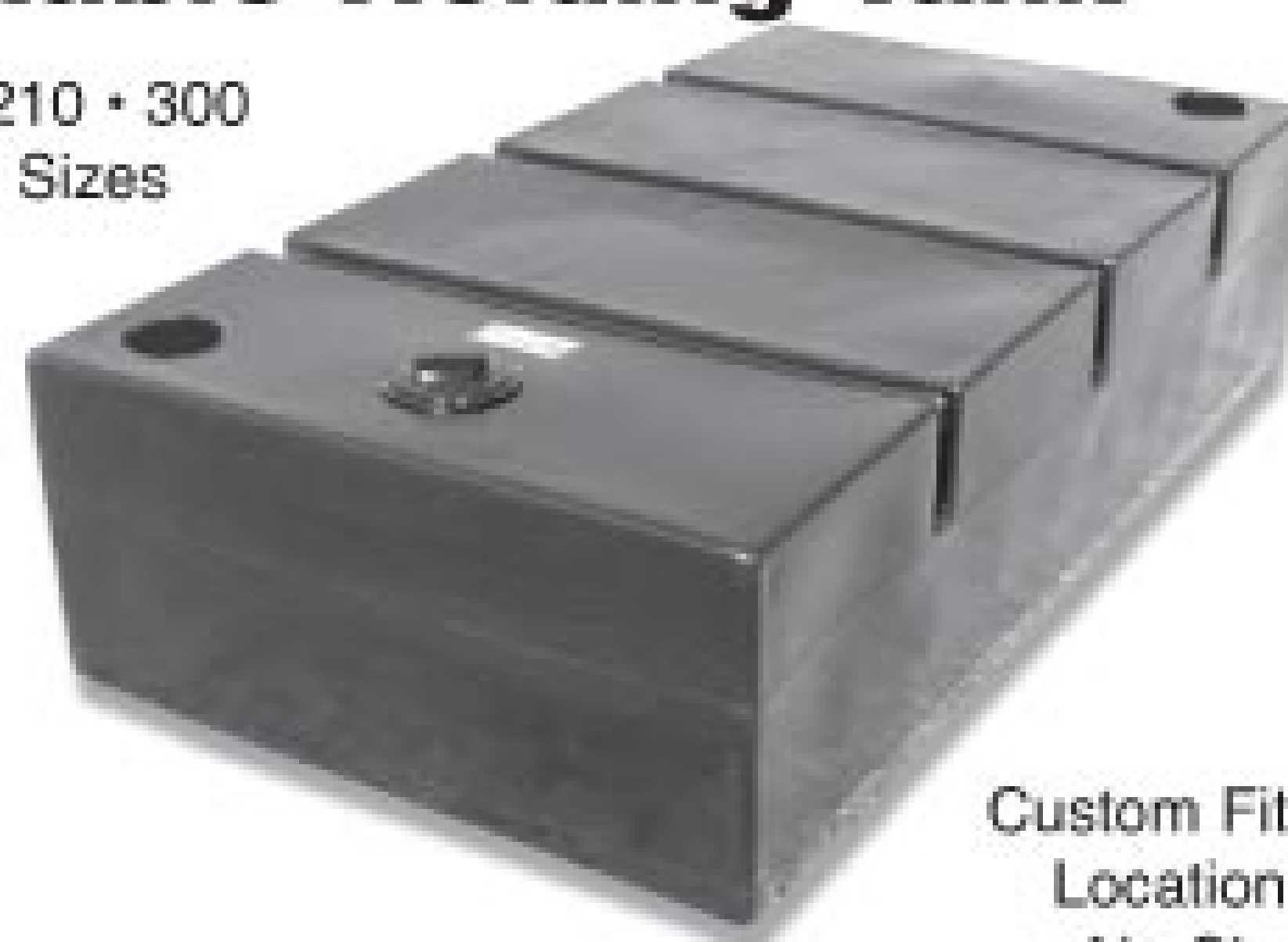
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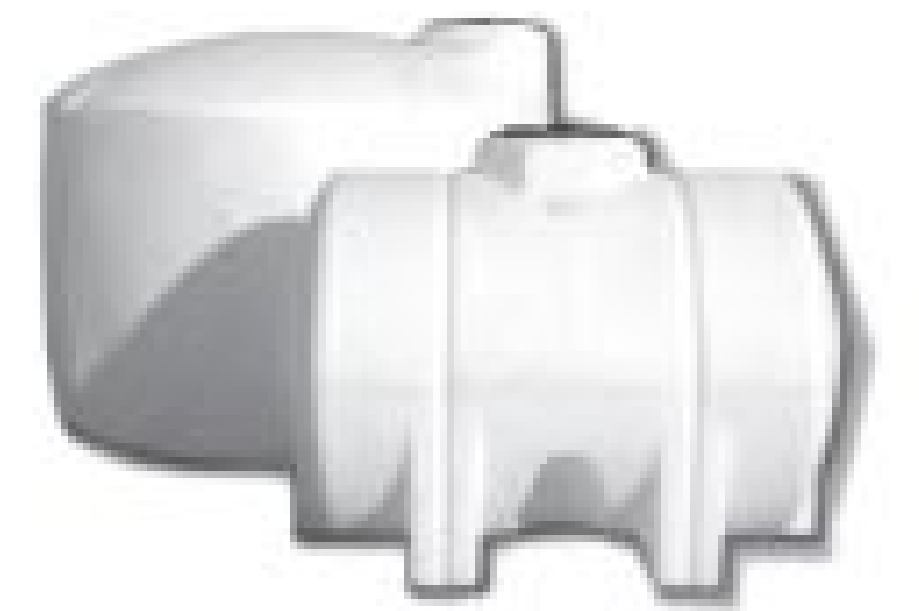
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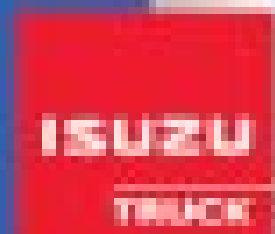
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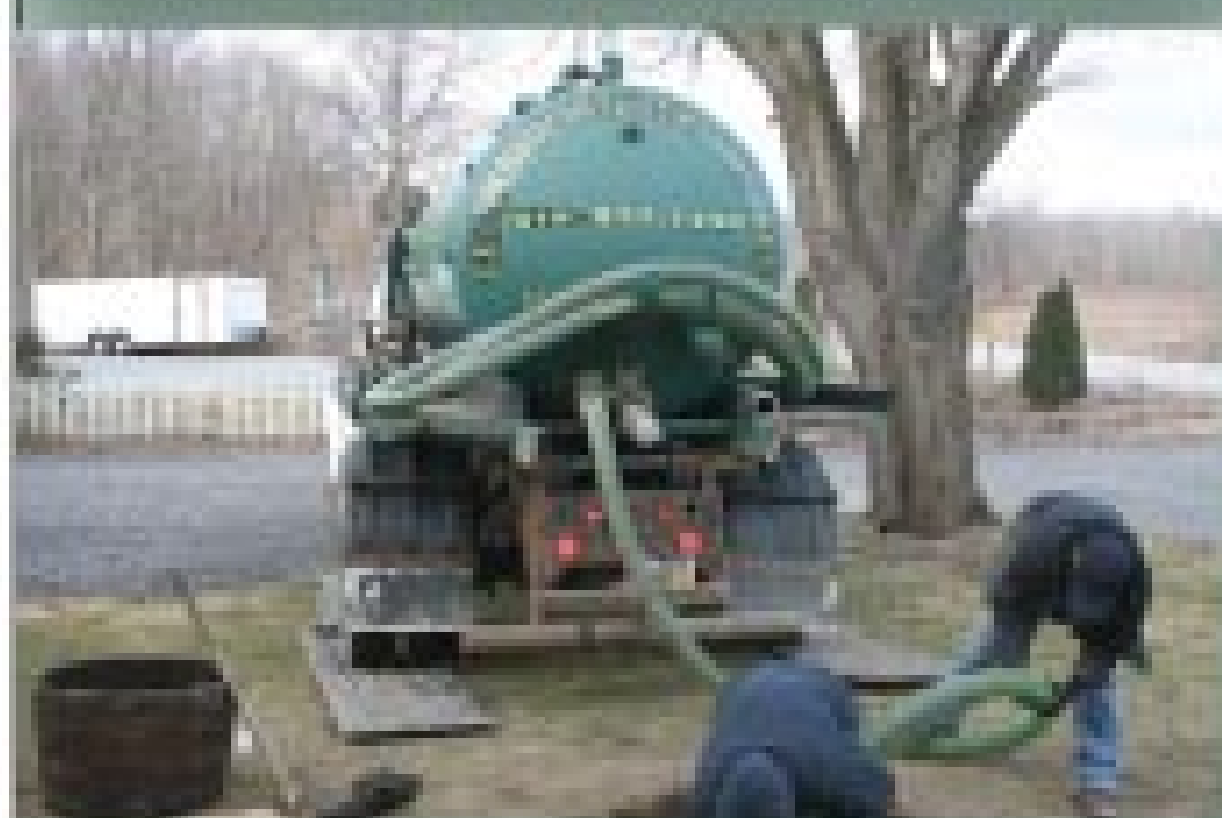
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Patent Numbers
5,617,679 &
5,852,901; other
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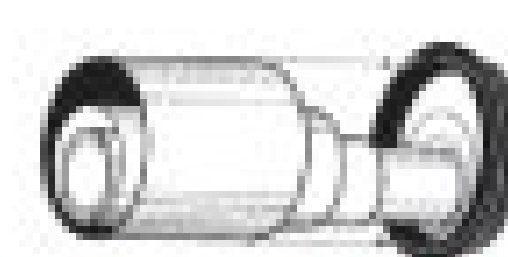
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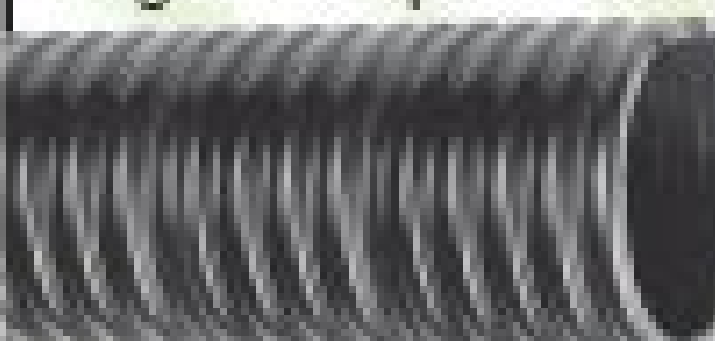
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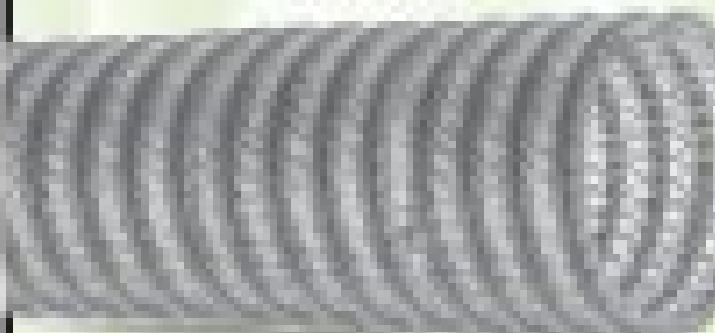
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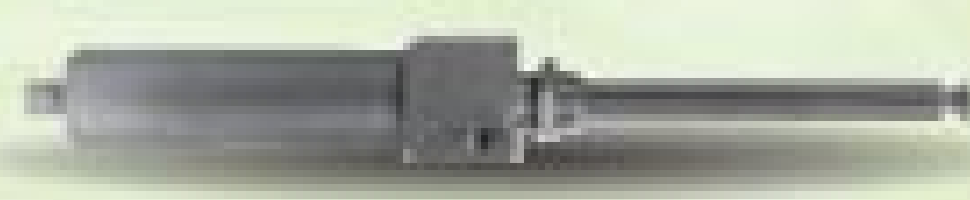
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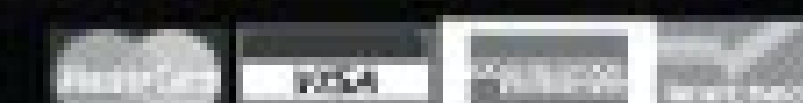
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A Taxing Situation

Several IRS rule changes may alter your small business plans for 2010

By Fred S. Steingold

There's lots of news on the federal tax front. Uncle Sam has made a number of changes recently — and more are on the horizon. This may be a good time to chat with your tax advisor. You'd like to take full advantage of benefits available to your small business. And, of course, you'd like to avoid penalties.

Here are some tax law developments you should know about.

HUSBAND-AND-WIFE BUSINESSES

An amazing percentage of small businesses are owned and operated by a husband and wife. If you and your spouse have such a business — and if it's not run as a corporation or LLC — there are some tax issues to consider. How you proceed can affect not only the tax forms you prepare, but also how you and your spouse later qualify for Social Security and Medicare benefits.

Generally, the Internal Revenue Service classifies an unincorporated husband-and-wife business as a partnership. This means that you have to keep partnership records and file a partnership tax return each year with the IRS. Couples often avoid the paperwork hassle by treating the business as if owned by one spouse only. The business files a Schedule C in the name of that spouse. The problem is only that spouse receives credit for Social Security and Medicare coverage purposes.

There's now a way for both you and your spouse to avoid being classified as a partnership — and for each of you to get credit towards Social Security and Medicare benefits. You can elect to be a "qualified joint venture."

You can become a qualified joint venture if you and your spouse:

- are the only members of the venture
- file a joint tax return
- both materially participate in the business, and
- both elect not to be treated as a partnership.

You'll each prepare a separate Schedule C showing your respective shares of business profits or losses. And, if you're subject to self-employment taxes, you'll each prepare a separate Schedule SE. You'll send these to the IRS with your annual Form 1040.

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.



Uncle Sam has made a number of changes recently — and more are on the horizon. This may be a good time to chat with your tax advisor. You'd like to take full advantage of benefits available to your small business. And, of course, you'd like to avoid penalties.

PAYROLL TAX HOLIDAY

Congress has provided an incentive for your business to hire new employees this year. It applies to people you hire who were unemployed during the 60 days before you hired them.

If you've hired such people after Feb. 13, 2010, you don't have to pay the employer's share of Social Security taxes through the end of 2010. You'll have to pay the employer's share of Medicare taxes, however.

You can't get this tax break for someone you hire to replace another worker unless the other worker quit or was fired for cause. And you can't get this tax break if you hire a relative or dependent.

RETAINED WORKER CREDIT

Another tax break for employers is the retained worker credit. Your business can get a tax credit of \$1,000 or 6.2 percent of a retained worker's wages (whichever is less) for each worker who qualified for the payroll tax holiday — if you retain the worker for at least 52 consecutive weeks.

The details are a bit complicated, so check with a tax professional to see how this credit might apply to your business.

HEALTH INSURANCE CREDIT

As a small employer, beginning in 2010, you can claim a tax credit for part of the contributions you make to your employees' health insurance premiums. To qualify for this credit, your business must have no more than 25 employees, and the average annual wages you pay them can't exceed \$50,000.

The tax credit can be as much as 35 percent of your health insurance contributions, depending on the exact number of employees on your payroll, and how much you pay them. Again, this is complicated stuff, so you'll have to consult your tax advisor for complete details.

A heads-up: This health insurance credit is just the tip of the iceberg created by the 2010 health care legislation. In the coming years, additional health care incentives and penalties affecting businesses will be phased in.

For example, in early 2012 when you prepare a Form W-2 to report an employee's 2011 earnings, you'll need to disclose how much it costs your business to provide group health insurance to the employee. This additional information won't affect the employee's tax liability, but it can be an administrative nuisance for your business. ■

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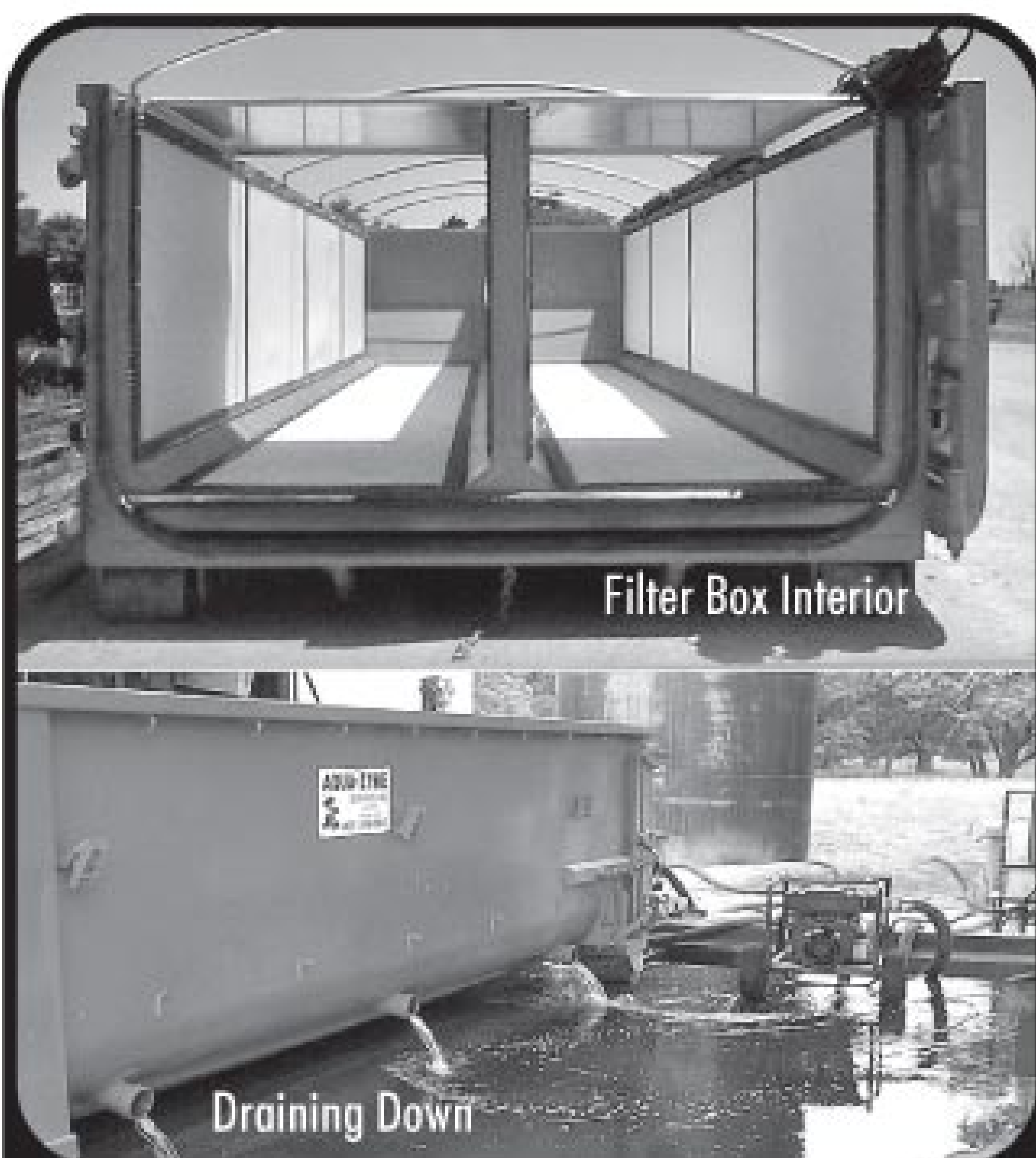
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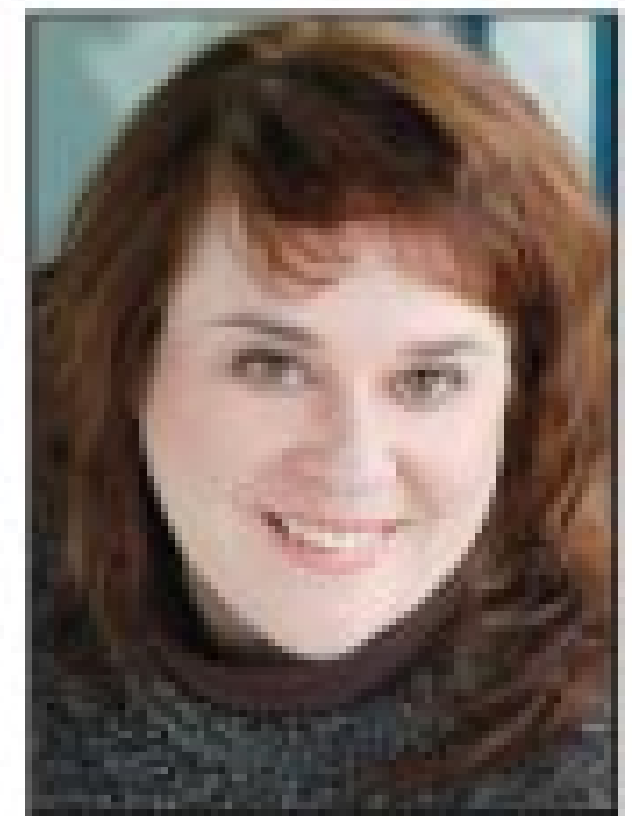


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Maintenance Challenges

Keeping vacuum trucks in tip-top shape is a priority for busy pumping contractors

By Mary Shafer

To pumpers, a truck isn't just a way to get around. It's a livelihood. So it's no surprise vehicle maintenance usually ranks fairly high on everyone's priority list. We asked contractors about their biggest vehicle maintenance challenges, and what their policy is — if they have one — on knowing when it's time to call it quits with an older truck and replace it with a new one. Some have policies, some don't, and some just find it really difficult to part with an old friend.



Name: **Christopher Hawkinson**
Company: **Kirley Septic & Sewer**
Location: **Madison, N.Y.**
Employees: **2**
Years in Business: **20**

"Brake work can get kind of hard at times," says technician Chris Hawkinson of working on Kirley Septic and Sewer's vacuum trucks. Located in upstate New York, the company performs all of its own vehicle maintenance. "The size of the truck can be challenging. Everything's so

big and hard to work with." Hawkinson drives a 2006 Sterling vacuum service truck hauling a 3,800-gallon tank.

His least favorite regular maintenance job is cleaning settled solids out of the large tank. "You have to get inside to shovel out the sand and sediment, and it's not very nice." He says the company's policy for knowing when a vehicle is too far gone to be worth keeping is "when it can't pass the DOT inspection."



Name: **Todd Anderson**
Company: **EdenFlo Pump Truck Services**
Location: **Vancouver, B.C., Canada**
Employees: **5**
Years in Business: **3**

Todd Anderson shares a distaste for mucking out tanks, also considering it the worst part of vacuum truck maintenance. "Just crawling into the backs of these trucks that haven't been cleaned in awhile is probably the worst thing. You get covered in the waste or the oil that's running the thing." Mechanically, he's been in more

than one situation where a truck broke down en route to or from a pumping job. "It'll happen a couple times a year; there's nothing big about it. You just call a tow truck and move on. There are too many other issues to worry about, and you usually can't fix it on the road."

He says about half his vehicle breakdowns are fixed in his shop, and the rest get towed to the dealer. "I only have the ability to do so much, and after your basic stuff, I take it to the mechanic, sometimes just to finish it up." His crews drive tandem-axle Fords and Freightliners. Five trucks have 3,000- to 3,600-gallon tanks, including one combination truck. He says mechanically, there's no difference between working on the big rigs or the smaller one.

He admits that he has difficulty recognizing when a truck has

"It'll (truck breakdowns) happen a couple times a year; there's nothing big about it. You just call a tow truck and move on."

Todd Anderson

reached the end of its useful life. "I'm usually one of these guys that waits far too long before letting one go. I'll just fix it and fix it and spend far too much money on it before I'll finally dispose of it." He says that even though he's aware this isn't the best way to save money, he'll keep doing it. "That's just me. I'm sure I end up losing money before I finally get a new truck."



Name: **Steve Denney**
Company: **Productive Excavating**
Location: **Howard, Ohio**
Employees: **4**
Years in Business: **22**

At the 2010 Pumper & Cleaner Environmental Expo, Steve Denney didn't yet have a vacuum truck. He was hunting for one on the Expo show floor. But he does have several dump trucks and other heavy equipment for his septic system installation work. He finds that the tough winters in his area of

central Ohio play havoc with his vehicles. And generally, it's not a mechanical fix, but a product solution.

"The fuel systems freeze up, and we have to dump in additives. Sometimes that's not enough, and we have to pull them apart and clean them, or replace the filters," he says. Of course, that's annoying, especially having to do this kind of work when all the parts are uncomfortably cold to handle. But when brake lines freeze up, it's downright dangerous.

"You have to use additives there, too." But he's talking air brakes, not hydraulic. It's not a frequent problem, but it does happen when temperatures dip into the subzero range, something that can occur several times any given winter in the Great Lakes Region.

What happens, Denney explains, is that water and even a little compressor oil may build up in the compressor's air tanks that create the air pressure that runs the brakes. Normally, this can be drained off manually when the truck gets put away at night, or through automatic drain valves. But under circumstances of heavy usage when the temperatures are very low, this liquid can collect in the lines and freeze, keeping air from reaching the brakes when the pedal is depressed, temporarily disabling the brakes.

Alcohol-based additives are introduced into the air tanks through an evaporator system, preventing such freeze-ups, as long as lines are still drained daily. ■

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Pipes and Paper

The Answer Man defends criticism of perforated pipes in distribution trenches and addresses consumer concern about toilet paper breakdown in the septic tank

By Roger E. Machmeier

Q Given your recent column arguing it is unnecessary to run perforated pipe the entire length of a trench, why do states still require installers continue this practice?

A For whatever reason, some rules that should be changed take a long time to get changed. I think this is particularly true with state regulations. If installers ask enough questions about these regulations, the process of change may be made faster.

Hopefully, my columns in *Pumper* will be read by staff members at state regulatory agencies. They may possibly conduct some basic tests as I did, which will show trenches do not require a 4-inch perforated pipe.

Another change I have been recommending for years is to use distribution boxes only on relatively flat areas. The distribution box should not be used on sloping land if the elevation of the trenches is lower than the outlet of the distribution box. I based this conclusion on the results of a major study by the Federal Housing Authority. This is a published scientific report available to the onsite industry.

Many years ago, I learned about drop boxes and sequential distribution from my friend Bill Mellen. I was able to incorporate the use of drop boxes and sequential distribution in the Individual Sewage System State Code for Minnesota. It is my understanding some states are also now using sequential distribution.

Companies in the onsite industry have manufactured distribution boxes for many years. Many of them promote the use of these distribution boxes. You will see models of operating distribution boxes at onsite sewage system trade shows.

There have been detailed studies by university laboratories showing it is hydraulically impossible to achieve equal distribution in a container as small as a distribution box.

The claim of manufacturers that there is equal distribution by distribution boxes ignores the important fact: The capacity to

treat sewage tank effluent is not equal in adjacent trenches because of soil and construction variations.

Distribution boxes have been incorrectly used for many years and major manufacturers in the onsite industry still promote them, so change will likely be slow in coming.

I was fortunate to have had the opportunity to devote my full professional time to onsite sewage treatment. I had the time and opportunity to study research reports about the various aspects of onsite sewage treatment. I worked with installers learning about current onsite practices. I worked with local regulators to learn which regulations made sense and which ones didn't. I also performed some basic onsite research at the University of Minnesota with soil scientist Jim Anderson.

Unfortunately, most states do not employ personnel to work full time with the onsite industry. When and if this happens, I believe more necessary technical changes will be made to state onsite codes.

Q A septic tank additive company recently called to tell me their product required strengthening because toilet paper companies have been adding synthetics and glues to the toilet paper, hindering decomposition in the tank. They said the price for the additive would be rising as a result. I looked online but could not find anything about this. Do you know if this toilet paper glue problem is true?

A I contacted Kimberly-Clark Co., a major manufacturer of paper products, including toilet paper. Following is the response from Kimberly-Clark just the way I received it:

"In answer to your inquiry, Scott bathroom tissue is made of 100-percent virgin wood pulp. Any adhesives used in the manufacturing process are water soluble and flushable. Our commercial products have been

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.



I have heard reports from septic service companies of instances where medicines used for certain physical ailments tend to be bad for septic tank anaerobic bacteria. The use of anti-bacterial soaps also has a negative effect on all bacteria, including those in the septic tank.

tested to ensure that they are flushable and safe for sewer and septic systems. Scott has passed those tests and is safe to flush without any additional chemicals needed."

Apparently you have been using an additive and the message you received from the company was their attempt to sell you more of their product at a much higher price. Do you know if using their product has even been beneficial to your septic system?

As I have written in many of my columns, I believe there is a question as to the effectiveness of most additives to septic tanks. Generally, the periodic pumping and cleaning of the septic tank to remove accumulated solids is all that is necessary.

Unfortunately, many homeowners neglect a basic maintenance program. When sewage surfaces or backs up into their home, a natural reaction is to add something to the system to make it work. And there is a lot of advertising, even on national TV, to promote such a practice by homeowners.

I have heard reports from septic service companies of instances where medicines used for certain physical ailments tend to be bad for septic tank anaerobic bacteria. The use of anti-bacterial soaps also has a negative effect on all bacteria, including those in the septic tank.

My suggestion is to discontinue the use of additives. After a time, have your septic tank pumped and cleaned. Ask the pumping professional if the tank is working properly. If the answer is "Yes," do not place any additives in the system. ■

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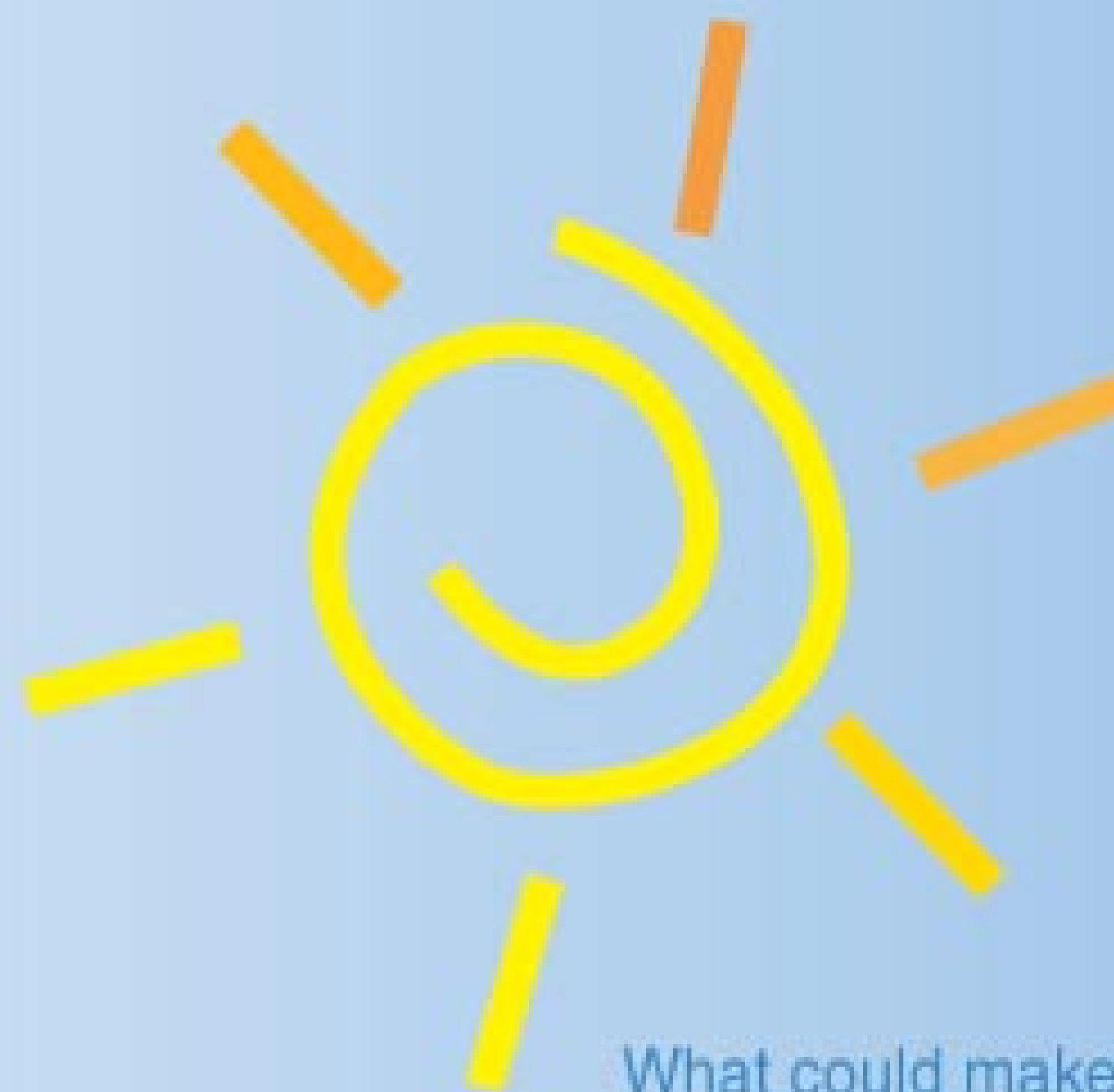
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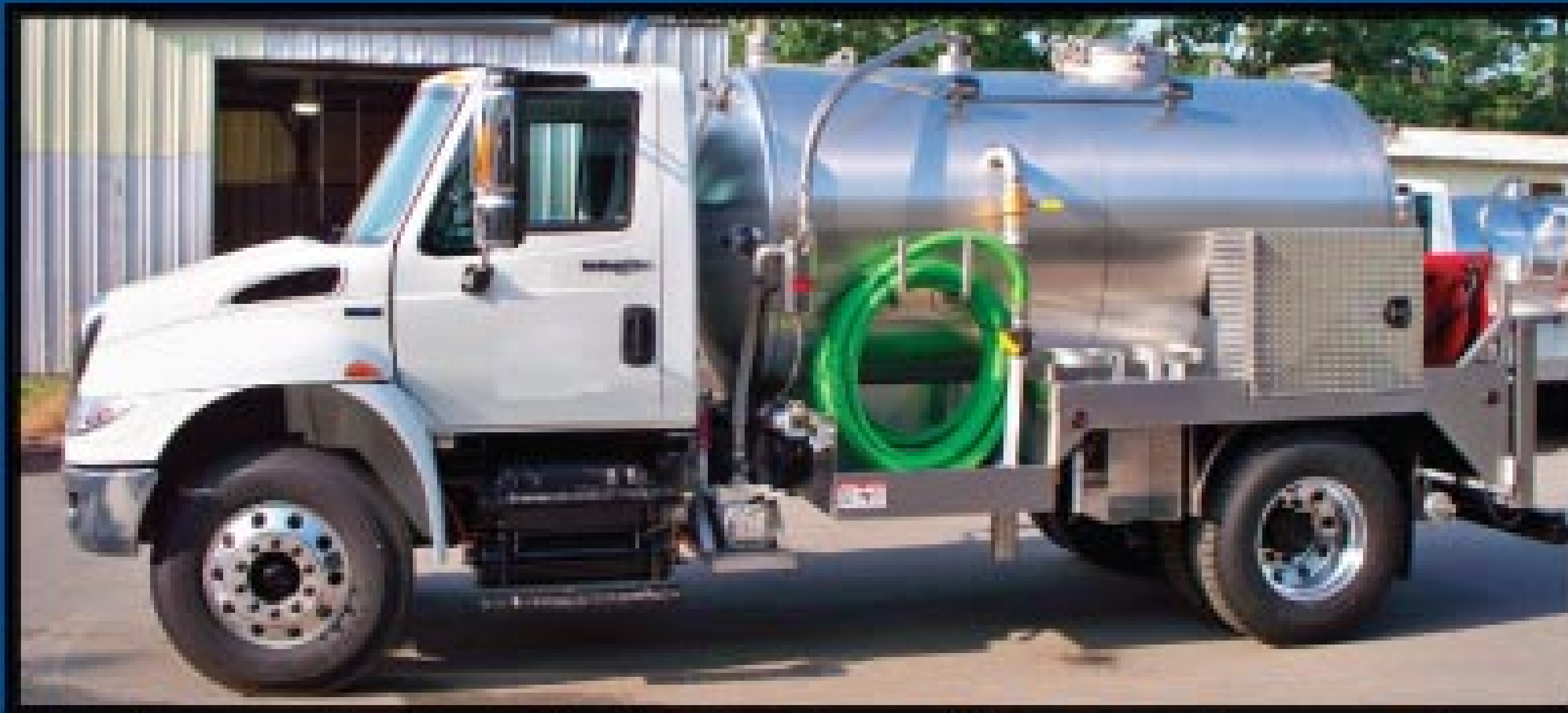
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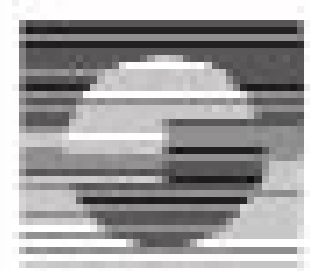
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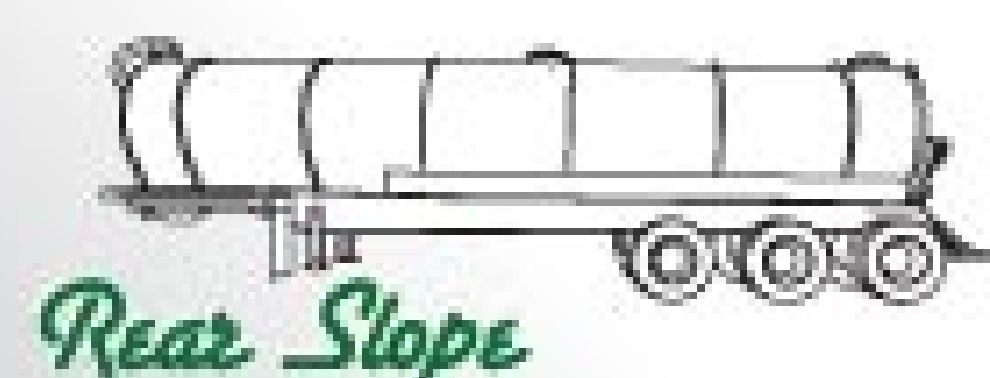
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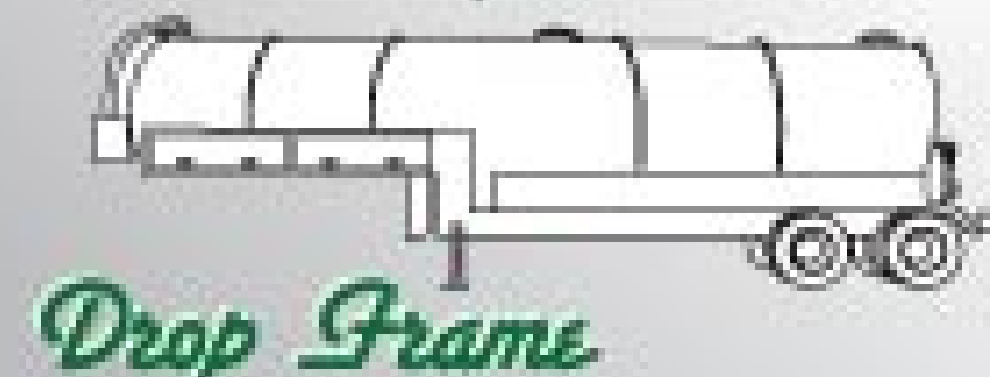
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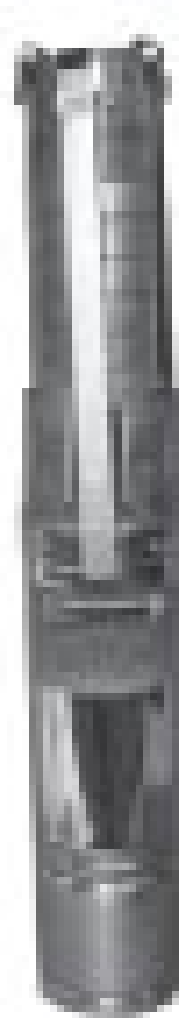
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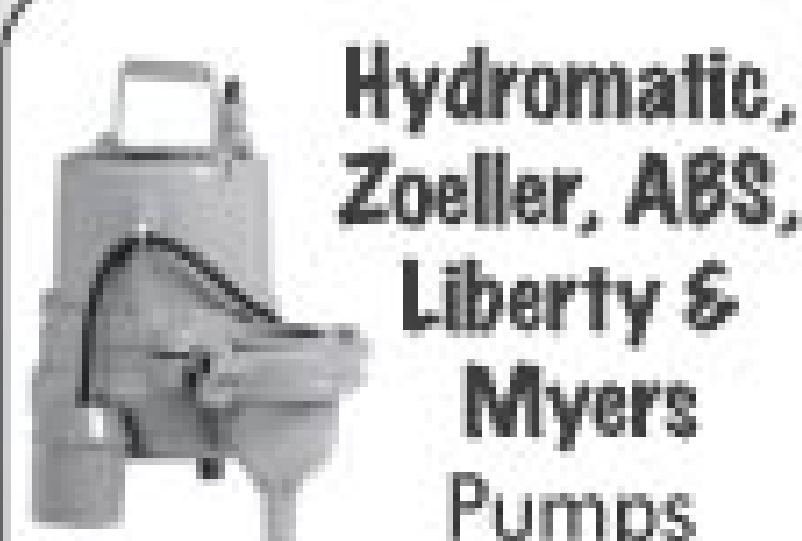


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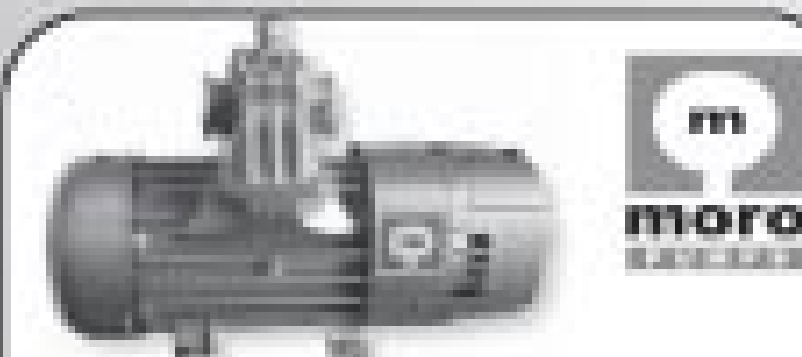


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New Association Members Help NAWT Grow

By Tom Ferrero

Three new associations have joined National Association of Wastewater Transporters. We welcome them and their representatives:

Kit Rosefield, education coordinator for the California Onsite Wastewater Association, is an adjunct instructor at Columbia Community College in Sonoma, Calif. He is a NAWT-certified inspector, O & M service provider and instructor. Rosefield also is a National Sanitation Foundation international-accredited inspector, Consortium of Institutes for Decentralized Wastewater Treatment O & M instructor, and proctor for the NSF inspector practical exam. He serves on the NAWT Education Committee and represents NAWT for the Partnership for Decentralized Wastewater Management.

Gene Bassett, owner of E.C. Bassett Construction in Edgewood, N.M., is a state-certified wastewater operator, licensed general contractor, system designer, installer, and maintenance service provider. He served on the National Onsite Wastewater Recycling Association board, is the CEO of the Professional Onsite Wastewater Recycling Association of New Mexico, and a member of the Florida Septic Tank Association.

Jace Ensor from Ruidoso, N.M., installs and maintains advanced treatment systems when he isn't precasting septic tanks. He founded the New Mexico Onsite Wastewater Association.

We encourage other state and regional associations to follow suit. The \$100 membership fee ensures you have a voice on the NAWT board and your concerns are heard at the national level. Another benefit is the ability to network with other associations. For example, learning how one group overcame a legislative hurdle is easier than struggling through the maze alone. It's also important to remember that the only focus of our agenda is the pumpers' agenda. By not representing everybody in the industry, we approve ideas faster and keep moving forward.

If you don't have a state association, we'll accept you as an independent member until enough people from your state join NAWT. Then we'll help to develop a state association. It's important to do that because septic system regulations occur on a state level. Call us at 800/236-6298 and we'll offer advice, supply model bylaws, and even a manual on how to form an organization.

Not many associations drop out, but when they do, it is because the representative never became involved with NAWT proceedings. Active representatives take part in nine 60-minute teleconferences per year. They hear what is going on, voice opinions and issues, and report activities and results at their meetings. The membership sees the value of belonging to NAWT and continues its support. To avoid losing associations, we request that they elect a different representative when we notice one who isn't participating. The strategy appears to be working.

MAINTAINING NAWT CERTIFICATION

Probably the most frequently asked question we hear is, "Why isn't my

name on the NAWT inspector list on the Web site anymore?" Answer: Your certification has expired. A credential is good for two years, and you can check its expiration date at www.nawt.org. Retaining the credential requires eight hours of continuing education taken during the last 18 months before the certificate expires. In other words, any classes taken the first six months after the certification date do not count toward the required eight CEUs. We chose this route because technical knowledge changes rapidly in two years.

We're open-minded regarding the type of onsite training you choose, provided it doesn't involve business or municipal treatment plant operator courses. Many other entities and university extensions offer acceptable classes. In addition, NAWT will present its operation and maintenance course at the Pumper & Cleaner Environmental Expo International in Louisville, Ky., next year. If you have any doubts about which credits we'll approve, call our toll-free number and ask before registering.

If you are a member of NAWT or received your CEUs through a NAWT-trained course, we will waive the two-year, \$150 credential service fee. The monies help pay for updating and maintaining our Web site, mailings and the quarterly newsletter.

NAWT WASTE TREATMENT SYMPOSIUM

This is your last chance to register for the fifth annual NAWT Waste Treatment Symposium, Sept. 15-16, in Washington, Pa. The registration fee is \$275 for members and \$375 for nonmembers. For more information or to download a registration form, go to www.nawt.org.

Notice that this year's agenda has concurrent tracks on Wednesday, one for beginners and another for experienced operators. Lunch is included that day. Dave Hapchuk will sponsor dinner that evening at his treatment facility in Wheeling, W.Va., enabling everyone to continue networking.

The other change from previous years is that Thursday begins with the field trip to Hapchuk's plant. We'll eat lunch there, then return to the classroom.

2010 SYMPOSIUM AGENDA

WEDNESDAY (classroom all day)

Welcome and introduction: Tom Frank, Tim Frank Septic Tank Cleaning Co., Huntsburg, Ohio.

Safety Issues in the Treatment Plant: Ed Fitzgerald, Jack Doheny Companies, Northville, Mich.

TRACK 1

Analyzing Your Resources: Getting Started, Dave Gustafson, P.E., extension engineer at the University of Minnesota and Onsite Sewage Treatment Program trainer, and Tom Frank.

What Process is Best for Me? Economics of Waste Treatment, Tom Ferrero, Ferrero and Associates, Ambler, Pa.

Unit Processes: Moderated by Therese Wheaton, Crystal Environmental Services Inc., Springboro, Pa.

Screening: Grit Removal, Doug McCord, EnQuip Co., Exton, Pa. Equalization, Therese Wheaton.

Chemical Addition: Polymers and Lime, Jim Millard, Aqua Ben Corp., Oswego, Ill.

Pumps: Jeff Seaton, Boerger Pumps LLC, Minneapolis, Minn.

Odor Control: Martin Crawford, Bay Products Inc., Stateline, Nev.

TRACK 2

Effluent Nitrogen Reduction: Luke Deshotels, Big Mamou Bio-Solids Inc., Mamou, La.

Class A Biosolids Options: Robert Rubin, Ph.D., McKim & Creed, Cary, N.C.

Anaerobic Digestion: Kit Rosefield, adjunct instructor at Columbia Community College, Sonoma, Calif.

TRACK 3

Dewatering Options: Moderated by Therese Wheaton

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

Rotary Press: Peter Gagne, Fournier Industries Inc., Thetford Mines, Québec, Canada.

Belt Press: Kelly Brown, BDP Industries, Greenwich, N.Y.

Container Filter: Therese Wheaton.

TRACK 4

BOD Reduction: Bob Advent, Advanced Industrial Aeration, Orlando, Fla.

Odor Control: Biofilters, Martin Crawford, Bay Products.

General Sessions

Wheeling Pretreatment Program: John West, superintendent.

Case History of Liquid Assets Disposal: Dave Hapchuk, owner, Washington, Pa.

Social hour for networking with hors d'oeuvres, cash bar, and dinner (included).

THURSDAY (morning field trip, afternoon at Hapchuk facility)

Liquid Assets Disposal: Wheeling, W.Va.

Q & A Forum: All presenters and demonstrators present. ■

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Soft-Start Clutch Aims to Eliminate Harsh Blower Starts

The **Soft-Start clutch** from **LC Tanks Inc.** in Paducah, Ky., eliminates the “big bang” or harsh engagement caused when pumpers start their vacuum pressure blowers with manual or automatic transmissions.

With the clutch, the blower no longer requires high torque to start the blower lobes rotating. That, in turn, eliminates the noisy engagement when the blower starts, as well as the frequent replacement of coupling inserts, says LaVerne Charlet, owner of LC Tanks.

“Coupling inserts frequently need replacement,” Charlet says. “There’s an awful lot of force involved, so they shear easily. You can’t replace them without taking off the gearbox, which takes about two or three hours. Then you need to line it up properly – it’s difficult and time consuming.”

By minimizing torque spikes, the clutch also extends the life of the gearbox, coupling, and blower assembly.

“Before this, the only way you could have an automatic transmission was to

install a hydraulic drive system, adding expense and weight,” Charlet says. “You also need a large oil reservoir to keep the hydraulic oil cool, which isn’t easy to do with the limited space available with the new truck emissions.”

Rated for 38 hp at 1,000 rpm and 300 hp at a maximum speed of 2,000 rpm, the clutch is capable of starting heavy inertia loads up to 800 pound-feet squared. It’s compatible with blowers that generate from 800 to 900 cfm.

The clutch mounts on the gearbox input shaft and is available with standard bores and keyways. The face is drilled and machined for standard 1350 SAE flange yokes to attach to the driveline. A U-joint and driveline absorbs any potential misalignment, Charlet says. This flange yoke is included with the clutch.

The clutch, which comes with a one-

in the
SPOTLIGHT
By Ken Wysocky



Soft-Start Clutch from LC Tanks Inc.

year warranty, weighs about 50 pounds and measures about 9 inches in diameter and 5 inches thick. They’re sold by LC Tanks, as well as National Vacuum Equipment Inc. (NVE) and Masport Inc.

For more information, call 888/848-3727 or send an e-mail to lctanks@bellsouth.net.

Bord na Mona Offers Puraflo Treatment System

The Puraflo peat fiber biofilter wastewater treatment system from Bord na Mona is designed for difficult soil, shallow water table and restrictive lot sizes. The single-pass system requires no blowers, complex control panels or recirculation pumps. The low-energy, time-dosed system is engineered to remove harmful bacteria without the need for chlorination or UV use. 800/787-2356; www.bnm-us.com.

Puraflo Peat Fiber Biofilter Wastewater Treatment System from Bord na Mona



RIDGID Introduces SeeSnake LT100 Laptop Interface

The SeeSnake LT100 laptop interface from RIDGID digitally records, monitors and manages drain footage when paired with a SeeSnake reel and PC laptop with SeeSnake HQ software. The software allows footage to be shown through various media, such as thumb drive or SD card, printed report, DVD, e-mailed PDF documents or by uploading to RIDGIDConnect and e-mailing links to reports. 800/769-7743; www.ridgidupgrade.com.

SeeSnake LT100 Laptop Interface from RIDGID



Polylok Offers Flow Controller

The flow controller from Polylok is made for alternating or dividing flows between two separate fields. The unit attaches directly to Schedule 40 or Schedule 35 pipe. The channel split design provides for an equal split of the waste stream. The valve can be set for equal distribution (factory setting) or all distribution to the right or left. 877/765-9565; www.polylok.com.



Flow Controller from Polylok

BrenLin Adds Ring Sizes to Product Line

Seal-R Rings from the BrenLin Company are available in 12-, 15- and 36-inch diameters, as well as 18-, 24- and 30-inch diameters. The company now offers rings for each size of its Seal-R Lids septic system riser covers. 888/606-1998; www.seal-r.com.



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FMI Introduces Field Sanitation Service Trailer

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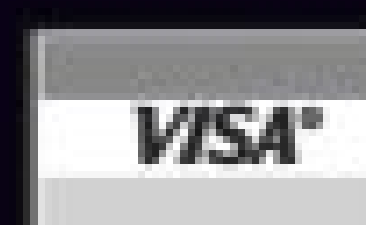
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Infiltrator Acquires Blue Diamond Corrugated Pipe

Infiltrator Systems has acquired the Corrugated Plastic Pipe Division of Blue Diamond Industries, makers of drainage and gravel-less septic pipe products. Infiltrator will continue to service Blue Diamond Corrugated's customers in the Southeast. Blue Diamond Corrugated will be rebranded as Blue Diamond Corrugated by Infiltrator and will be available in the areas surrounding its Oneonta, Ala., and Roseboro, N.C., plants.

SJE-Rhombus Expands Sales Force, Adds Global Web Content

SJE-Rhombus has hired Preferred Sales and Shamrock Agencies as sales representatives. Preferred Sales will represent Ohio, West Virginia, Western Pennsylvania and parts of Kentucky. Shamrock Agencies will represent Manitoba.

SJE-Rhombus also has added a world map to its Web site, www.sjrhombus.com, with links to Italian, Chinese, German, French and Spanish language content.

Bord na Mona Installs 600th Odor Control System

Bord na Mona Environmental Products U.S. has completed installation of a series of MONASHELL odor control systems at sites throughout the U.S., Europe and Asia to reach its 600th installation milestone.

Pat's Pump Named Distributor for Myers/Aplex

Pat's Pump & Blower has been named Southeast Master Distributor for the Myers/Aplex line of high pressure pumps used for the sewer jetting industry.

Presby Environmental's AES Receives Ohio Approval

Presby Environmental's Advanced Enviro-Septic wastewater treatment system has received approval in the state of Ohio in accordance with the Ohio Revised Code. AES was earlier approved in Maine. Other state approvals are pending. AES is designed to reduce TSS, BOD and fecal coliform in a restrictive footprint. ■



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



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



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By **Scottie Dayton**

Wisconsin Plans Tax Audits for Onsite Installers

The Wisconsin Onsite Water Recycling Association May newsletter reported that the state Department of Revenue is auditing more septic system installer companies as part of a crackdown on sales tax collections. The agency requires contractors to collect sales tax for grading the topsoil and laying sod or planting seed on jobsites. The department's sales tax brochure is available from WOWRA at 608/256-7757. Thirteen members completed the two-day Onsite Evaluator course in May, bringing the total of certified professionals to 70.

CALIFORNIA: Researchers Track Goundwater

Stanford University researchers installed 120 data loggers in wells to monitor a large onsite system serving homes and public restrooms close to Stinson Beach, Calif. The wells, placed in parallel rows several hundred yards long, allowed researchers to assess the degree of contamination flowing from the system through the beach and out to sea. Tests revealed low concentrations of fecal indicator bacteria in a plume of nitrogen-enriched groundwater that caused spikes in phytoplankton. The research team presented its findings to the National Park Service, at public meetings, and to the Stinson Beach County Water District.

Training & Education

NAWT

The National Association of Wastewater Transporters has these sessions:

- Sept. 15-16 – Waste Treatment Symposium, Washington, Pa.
- Oct. 14-15 – Inspector Certification, Monterey, Calif.

For Pennsylvania classes, call NAWT at 800/236-6298 or visit www.nawt.org. For California classes, call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

Alabama

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

- Sept. 9-10 – Continuing Education, Florence
- Oct. 7-8 – Pumper
- Oct. 13-15 – Advanced Installer II
- Oct. 28-29 – Continuing Education, Mobile

The first day of Continuing Education classes is for installers and the second day is for pumpers and portable restroom operators. Call 334/396-3434 or visit <http://aowatc.uwa.edu>.

California

The California Onsite Wastewater Association is offering a NAWT Inspector Certification class on Oct. 14-15 in Monterey. Call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

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. 13-14

Wisconsin Liquid Waste Carriers Association Summer Conference, Plaza Hotel, Eau Claire. Call 608/255-2770 or visit www.wlwca.com.

Aug. 27-28

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

Iowa

The Iowa Onsite Wastewater Association has a Servicing Alternative Technology course on Sept. 24 in Waverly. E-mail Alice Vinsand at execdir@iowwa.com or visit www.iowwa.com.

Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- Sept. 14 – Media Filters, St. Louis
- Sept. 15 – Aerobic Treatment Units, St. Louis
- Sept. 28 – Media Filters, Springfield
- Sept. 29 – Selling System to the Site, Springfield
- Oct. 4 – Media Filters, Liberty
- Oct. 5 – Aerobic Treatment Units, Liberty
- Oct. 12 – Media Filters, Cape Girardeau
- Oct. 13 – Aerobic Treatment Units, Cape Girardeau

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:

- 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, URI Peckham Farm
- Oct. 7 – Bottomless Sand Filter Design and Installation
- Oct. 14 – Functional Inspections

Call 401/874-5950 or visit www.uri.edu/ce/wq.

North Carolina

North Carolina Soils and On-Site Wastewater Training Academy has an Introductory Installer Training course on 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 an educational seminar on Sept. 25 in Asheville. Call Joe McClees at

North Carolina

The North Carolina Septic Tank Association offers these continuing education courses:

- Oct. 6-7 – Installers and Inspectors, Sunset Beach
 - Oct. 8 – Pumpers and Land Application, Sunset Beach
 - Oct. 11-12 – Installers and Inspectors, New Bern
 - Oct. 27-28 – Installers and Inspectors, Greensboro
 - Oct. 29 – Pumpers and Land Application, Greensboro
- Call 336/416-3564 or visit www.ncsta.net.

Pennsylvania

The Pennsylvania Septage Management Association has these courses:

- 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.pasma.net.

Utah

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

- 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
- Oct. 19-20 – Level 2 Certification, Logan
- Oct. 26-28 – Level 3 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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LISTINGS

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.

Texas Septic and Sewer Business.

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. **\$799,000.**

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.**

North Carolina Septic Business.

Grossing in excess of \$125,000 annually. Includes 2,000 gallon service truck, backhoe, jetters and more. **\$110,000.**

Established portable restroom and septic service business located in central Virginia.

Excellent gross each of the past 3 years with no decline in revenue makes this business recession-proof. Steady work including many contracts and repeat customers. Extensive equipment inventory, good revenue, and owner willing to train. Great opportunity for expansion or a new career. **Asking \$775,000**

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. **Asking \$150,000.**

Allentown, Pennsylvania Area Sewer Business.

Specializing in collection systems, video inspection, jetting, municipal work. Includes CUES TV & grout truck, Sewer Equipment Corporation jetter truck, Vector 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. **\$330,000.**

New Jersey VIP Restroom/ Portable Toilet Business.

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.**

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. **Asking \$249,000.**

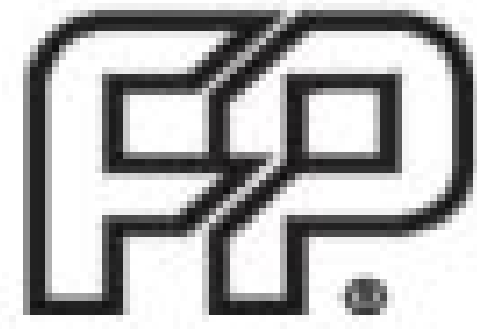
South Florida Commercial Real Estate, Plumbing & Sewer Business For Sale.

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 Vector, 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.**

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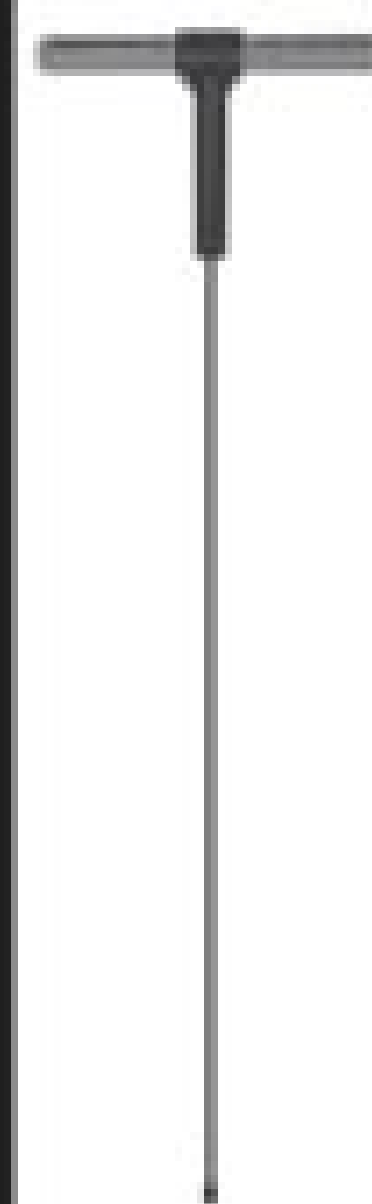
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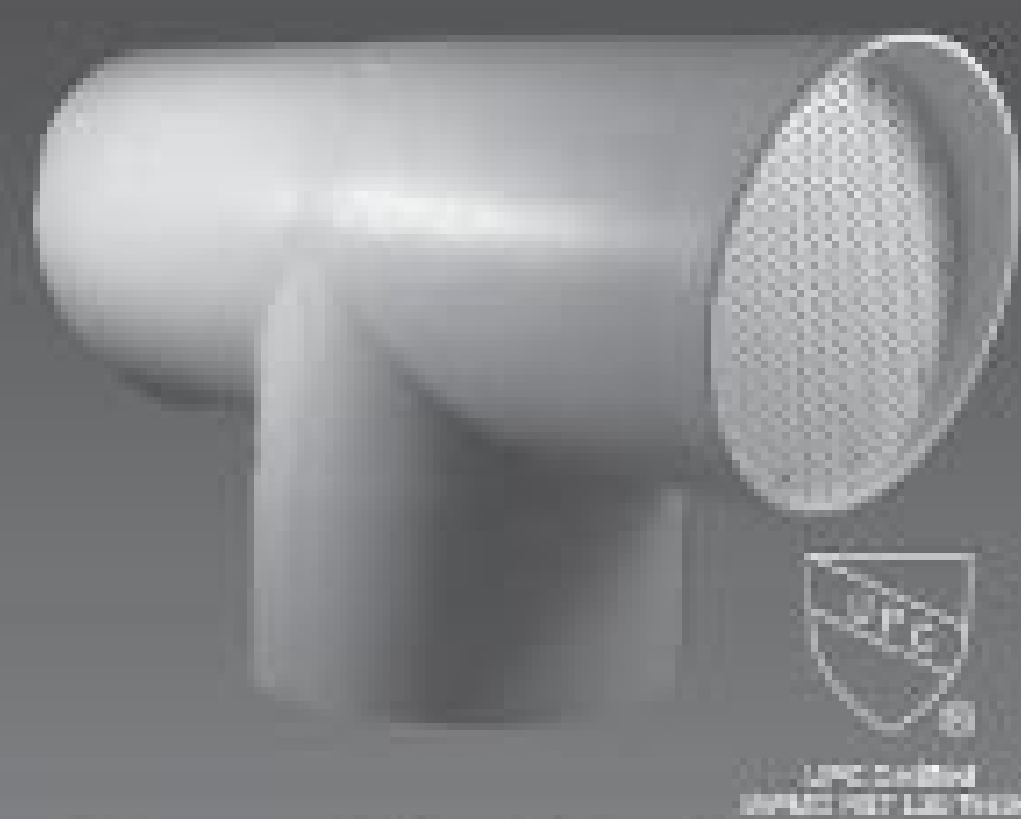
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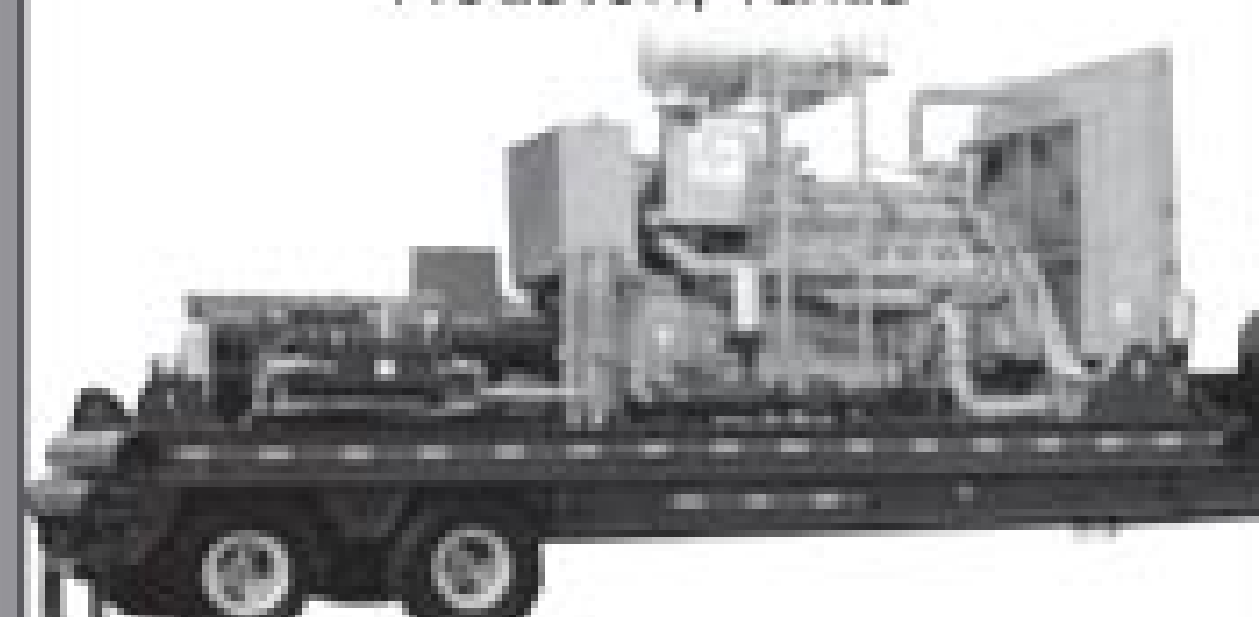


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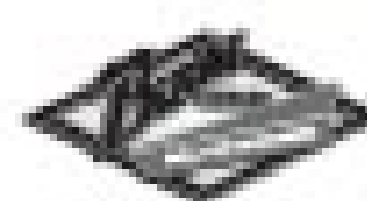
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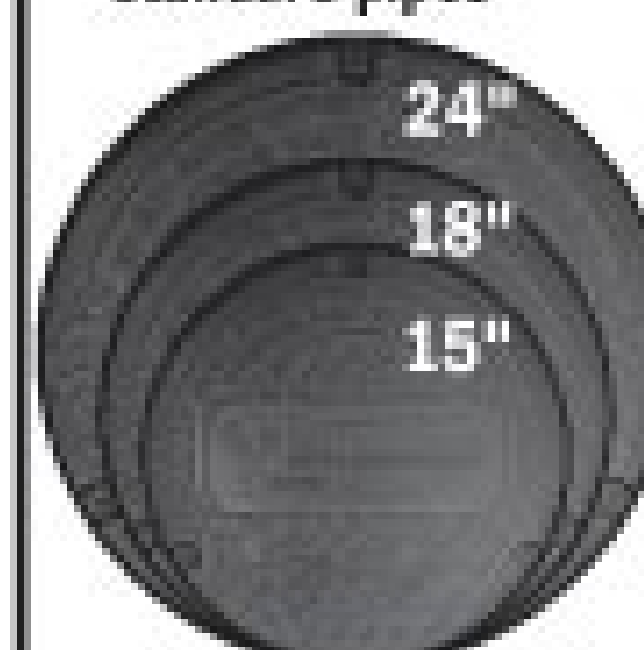
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August



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248-345-3993 PB



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2005 Int. 7500 HT570: 340 hp, 5000 gal. with 300 fresh, Moro PM100 460 cfm vac pump with 4000 psi jetter system, 250' of 1/2" hose.\$59,500
318-349-9106 PB



1993 Peterbilt 379 Vacuum Truck: 3200 gal. steel tank by Transway, TSI 500 vacuum pump, Cat 3406 motor, 10-spd., 46,000 rears, used for oil/gas.\$63,000
Dale at 518-365-8868 PB



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
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Pumper see photos in COLOR at www.pumper.com

TRUCK STOP



August



New 2010 International 7500: New, big 4320 USG Progress aluminum septic tank mounted on truck, 350 hp, 10-spd., 18,000/40,000, alum. wheels, Fruitland 500, 320 cfm. Nice truck, ready to roll.
289-656-0549 P8



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 OBO
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1995 Ford L8000, Guzzler RAMRodder Jet Vac: Cummins engine, Allison automatic. Excellent condition. More photos available. Montana.\$42,900 OBO
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2005 International DT 466: 119,000 miles, set up to pump septic tanks or portable toilets.\$47,000
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Vac-Con HS1000U Jetter on 2004 Sterling Acterra: 1,000 gallon water tank, Allison trans., Cat 3126 (chassis), Deutz 2012 (auxiliary). (Stk. 1621)
Call Joe at 312-706-9678 P8



1999 Mack: 350 hp Mack engine, 9-spd. trans., AC, cruise, camelback suspension, new 3500 gal. tank and Jurop R260 vac pump.\$49,500
740-820-5520 P8



2003 Freightliner Columbia: 430 hp series 60, 10-spd., AC, 239,704 miles, Jake, new Erickson 3600 gal. vac/pressure tank, Masport 400 pump, 36" rear hatch, tool box, hitch.\$87,400
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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 P9



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
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George Gonzalez: 954-558-0816 P8



2004 Sterling: 470 hp Detroit, 10-spd. trans., Jake, cruise, AC, new 3500 gal. tank and Jurop R-260 vac pump, new paint and alum. wheels.\$63,500
740-820-5520 P8



(2) 2000 International 4700s: 33,000 GVW, automatic, 1000 fresh/450 water, toilet carrier.\$21,500 each
Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com P8M



2004 International DT 466: 130,000 miles, new 2300 gallon tank, R-260 Jurop pump.\$47,000
Rodney Lane Cell - 270-832-3793 P8



2000 International 2000 Vactor 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
715-546-2680 P8M



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.\$60,000 OBO
Would consider a trade for tandem dump truck or other sewer/septic related equipment of similar value.
P&P Septic, 1-802-658-6243 P8

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



August



2006 Peterbilt 379: 442K miles, 5000 gal. heavy duty tank, new Jurop LC420 pump. This truck must be seen! Looks like new! Call for more info.\$102,500
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 PB



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 PB



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 PB



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 PB



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
www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816 PB



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. ..\$22,500
Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com PB



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 PB



1999 GMC 3500: 1000 gal. tank, V8 auto. trans., Masport pump, new belts, new Honda 11 hp engine, 100' hose, 112K miles, good tires, 3" intake, very clean.\$15,000 OBO
210-445-7286 PB



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
715-546-2680 PB



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 PB



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 PB



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



2005 Freightliner M2: 125K miles, 6-spd. manual trans., Cat C-7 225 hp with a NEW 2500 gal. vacuum body, Jurop LC420 vac pump. Ready to go to work.\$43,000
Call 734-777-0390
or www.AbsoluteVacuumTrucks.com PB

see photos in
COLOR at
www.pumper.com



1995 IH DT466-4900: 2500 gal. lift tank, 3-stage hoist, full open back, Moro pump, PTO driven, 3 & 4' intake & discharge, 7-spd., pusher axle, newly rebuilt motor by IH dealership mech.\$22,500
815-935-0973 PB

Pumper

see photos in COLOR at www.pumper.com

TRUCK STOP



August

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

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

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Address _____ Phone _____

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

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

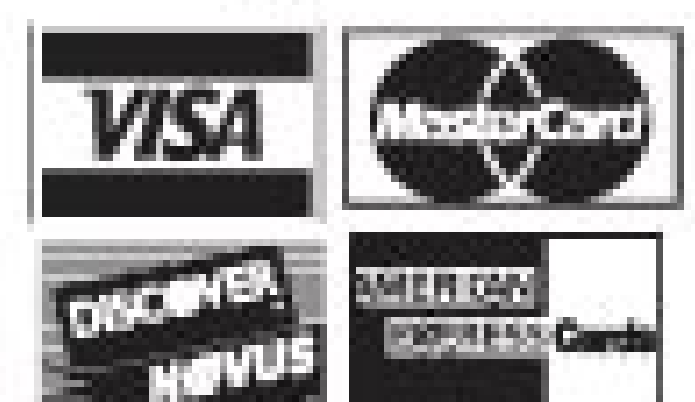
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CARD INFORMATION
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V-CODE _____ EXP. DATE _____

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PHONE _____



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Don't miss this **Opportunity** to learn about technologies first-hand!

- ✦ Hear presentations on treatment technologies
- ✦ See equipment process real septage and grease trap waste
- ✦ Build connections with industry leaders in treatment technologies

Make your plans for the 5th Annual NAWT Waste Treatment Symposium, held on **September 15th and 16th, 2010** in **Washington, PA** at **Dave Hapchuk's home farm.**

Go to www.NAWT.org for more information and local hotel list.

2-Day Agenda. The Waste Treatment Symposium provides two days of opportunities to see septage and grease trap waste treatment equipment and technology presented by serious professionals.

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Registration Fee: \$275.00 - Members \$375.00 - Non-Members

Check, Visa/MC/Discover/AMEX: _____

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Signature: _____

Fax or Send your form with payment to the NAWT office by **September 8, 2010.** See www.NAWT.org for updates

336 Chestnut Lane, Ambler, PA 19002-1001

Fax registrations with payment information to **267-200-0279**

QUESTIONS? Call NAWT at 1-800-236-6298

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BUSINESSES

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

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

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

BUSINESSES

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)

SOUTH FLORIDA PORTOLET BUSINESS: Approximately 100 units, 2006 Ford F350 w/Best stainless steel tank. Great start-up business. Serious inquiries only. \$75,000. 561-248-3210. (P8)

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)

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, visit www.BTwo.biz, or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

BUSINESSES

Established portable restroom and septic service business located in central Virginia.

Excellent gross each of the past 3 years with no decline in revenue makes this business recession-proof. Steady work including many contracts and repeat customers. Extensive equipment inventory, good revenue, and owner willing to train. Great opportunity for expansion or a new career. Asking price \$775,000. 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)

4-yr.-old business in North Idaho/Eastern Washington. Locally owned/operated. 162 units, sinks, trailer, 2001 3/4-ton Dodge, Cummins with Erickson tank 270/100. Extra Best tank 300/100. 1600 gal. transfer truck, chemicals. Everything goes. \$190,000. 209-818-9806. (P8)

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)

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)

South Florida Commercial Real Estate, Plumbing, Septic & Sewer Business For Sale.

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

BUSINESSES

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)

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)

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)

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BUSINESSES

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)

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)

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)

BUSINESSES

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; www.BTwo.biz.** (PBM)

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2003 FLEXIDATA survey software for sale including new PC, Dongle, and Encoder. Capture MPEG or WMV. \$7,000 OBO. Call Jeff at 818-550-2721. (P9)

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)

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DRAINFIELD RESTORATION

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

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

2000 TERRALIFT with 55 TOTAL HOURS!! Big Tex Trailer, 3 probes, beads, garaged, EXCELLENT CONDITION. Delivery possible. \$17,000. 970-209-1895. (PBM)

HAZARDOUS WASTE UNITS

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. (P8)

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. (P8)

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)

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. (P8)

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)

1999 Kenworth T800 with Presvac Powervac 3,800 CFM 27" blower with 3,500 gal. tank. DOT certified unit with full open rear door and Presvac vacuum offloading pump. KLM Companies 617-909-9044. (P8)

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. (P8)

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. (P9)

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)

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

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. (P8)

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)

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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)

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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)

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JET VACS

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

2008 Sterling LT7501 with a Vac/All All Safe Jet Model AJV1215 1500 water comp, 10-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 #4791) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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PARTS & COMPONENTS

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

PORTABLE RESTROOMS

Used PolyJohn, PolyPortable tan units, plastic skids, average to excellent condition. \$200-\$300 each. Can arrange shipping. Call Bob at 1-352-796-4540. (PBM)

Used PolyPortable Standards (blue) with plastic lumber skids. Special event and construction units available. Volume discounts and shipping available. Located in Florida 33935. Check us out on the web at www.trestrooms.com or call 866-770-4271. (P8)

\$100.00 PolyJohn units for sale! Green and gray in color! Good to fair condition, wood skids, MUST SELL! Please call 352-446-0475! (P9)

PORTABLE RESTROOMS

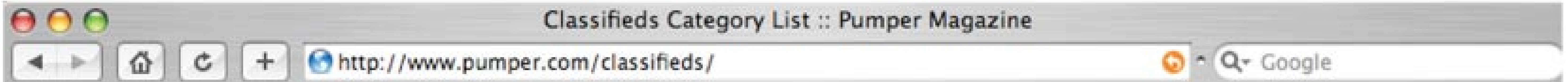
BLOW OUT SALE: Good condition, 300 PolyJohn half units, \$250-\$350 ea.; 300 Maxim 3000 units, \$225-\$250 ea.; Regular units, \$125-\$200 ea. Call Manuel @ 305-970-9837 or email malonso@port-o-tech.com. (P8)

Security Federal Savings Bank is selling the inventory listed below. INVENTORY LIST: 4 - Excellent condition - \$250 each; 31 - Very good condition - \$200 each; 47 - Good condition - \$150 each; 61 - Fair condition - \$100 each. We also have over 100 toilets that are in need of repair and will be sold at \$50 each. Please feel free to call Ashley with any questions at 931-507-4330. (P8)

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

Used Satellite, PolyPortables and Taurus for sale, \$175 ea. Located in West Tennessee. 1-901-452-7040. Ask for Josh. (P10)

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75 used Satellite units, good condition, green with brown front. \$225 each. All or part. Central Oregon. 541-548-0234. (PT8)

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

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2004 Lely 300/150 steel tank. Includes Conde Super 6, Honda drive motor, 30' of tigertail and hose reel. \$2,500. 218-343-0108. (WI) (P8)

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

3 Decons. McKee portable toilet transport trailers, 3-12 pack; 2-6 pack. American Engineering 828 Tonto and 814 Royale. 315-437-1291. (P8)

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

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

PORTABLE RESTROOM TRUCKS

2004 Chevrolet 4x4 2500, 300 gal. waste and 175 gal. fresh water. \$8,500. 901-452-7040. Ask for Josh. (P10)

2005 F-550 Super Duty, flatbed, white & gray, auto trans. Truck in great condition. Bed all stainless steel; holds 8 portable toilets. \$25,000. 800-634-2085. (P8)

1998 Ford F-Series, 26,000 GVW, 116,000 miles, 6-speed, 6-cylinder Cummins diesel, Battioni vac, 3-compartment tank, 750 waste, 200/100 freshwater. \$13,000 OBO. 262-675-2497. (P10)

1992 GMC Topkick, 500 gallon waste/110 fresh with Honda 8 HP motor. 366 ci gas motor. Truck is a work horse. \$5000. 330-733-9000 ask for Pat patflynn2@aol.com. (P8)

Pre-owned 325 US gallon vacuum tank with two (2) 75 gallon poly water tanks mounted on a 2007 FML Fabform Trailer model FM12-10K Workmate. (Stock #0477) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

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)

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)

PORTABLE RESTROOM TRUCKS

1997 GMC 6500, motor and trans. rebuilt. The tank is 600 gal. waste and 225 gal. fresh water. \$8,500. 901-452-7040. Ask for Josh. (P10)

BLOW OUT SALE: Aluminum Portable Toilet Tankers: '02 F-650, \$22K; '02 Inter., \$24K; '03 Inter., \$32K; '04 Inter., \$39K; '05 Inter., \$45K; '06 Inter., \$52K. Masport pump, pressure cleaners; 500 clean & 1500 waste. Contact Manuel @ 305-970-9837, or email malonso@port-o-tech.com. (MAKE AN OFFER) (P8)

1996 4700 International T444E, under CDL, 1500 gal. carbon steel Abernethy built tank (1100/400), Masport HXL75 pump, tires 19.5s 60%, 170K, ready to work. All \$15,500 (tank/pump are 2002 mdl and I am willing to sale separate for \$9500). 423-787-0399. (P8)

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)

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. (PBM)

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)

2008 Dodge 5500, Cummins, automatic, 50,000 miles, 1000 waste, 300 fresh, under warranty, \$52,000. 2008 Ford 550, diesel, automatic, 64,000 miles, 950 waste, 300 fresh, still has warranty, \$47,000. 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

Pipeline Rehab Contractor has openings for experienced Cured-in-Place-Pipe personnel in the south central region of the United States. Minimum of 4 years experience preferred and valid Commercial Driver License. Email resume to: applications@sakconst.com or Fax to: 636-410-7711. EOE M/F/D/V. (P8)

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)

SALES POSITION: United Liquid Waste Recycling Inc., located in Southeastern Wisconsin, is looking for a salesperson with a direct knowledge of the solid and liquid waste industry. Contact us at 888-558-9611 ext. 119. united_hr@yahoo.com. (PBM)

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KMH Equipment Company has a full range of late model combo units and industrial vacuum loaders for sale, rent or lease. Visit us at our website **www.kmhequip.com** for a complete listing of our equipment, or call us at **888-408-6716.** (P8)

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

SEPTIC TRUCKS

1995 Freightliner, 350 hp Cat, 8LL trans., newer 3365 gal. vac tank, 400 Masport. \$35,000. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

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 OBO. 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)

1997 Mack CH613 E7330, 350 hp, Fuller 10-spd., 54,000 GVW, newer vac tank, 3365 gal., 400 Masport pump. \$35,000. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

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)

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)

CARGO 7000, 1987, 2300 gal. tank, needs O-rings in engine, and new vacuum pump. Drove like a Cadillac til the O-Rings went. \$3,000 OBO. 608-387-0227. (P8)

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. (P8)

1981 International 2000 gal. vacuum truck. 6V92 Detroit diesel turbo, 6 cyl., 10-spd. RR, AC, AB, PS, 3" Juroop vacuum pump, hoses, complete. Tank 9 years old; will separate. \$7,500. 845-863-6080. (P8)

2000 KW T-800, 460 HP Cummins, 8LL trans., Jake, AC, cruise, 20 front and 46 rears, steerable lift axle, new paint and tires. New 4200 gal. tank and Masport 400 vac pump. Heavy rear bumper, beautiful truck. \$69,500. 740-820-5520. (P8)

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)

1988 Mack R688ST pumper truck, runs good, body/frame solid, 9 speed transmission, camelback suspension, Juroop pump. Call 802-868-2088. (P9)

2004 Intl. DT-466, 130,000 miles, new 2300 gal. tank, \$47,000; 2005 Intl. DT-466, 119,000 miles, 1500 waste, 300 fresh, set up to pump septic or toilets, \$47,000; 2001 Intl. DT-466, new 2300 gal. tank, \$37,500. 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

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

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)

1995 Ford LTL9000, 5000 gallon custom tank, w/NEW Moro pump, new tires, low mileage. \$18,500. Call 334-693-5718 or 334-790-9005, Alabama. (P10)

SERVICE/REPAIR

Sewer Cam Reel, Camera and Locator Repair: 48-hr. turn-around time. General Wire, Ratch, 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)

SLUDGE APPLICATORS

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. \$6,000. 845-863-6080. (P8)

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)

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. **www.jeagletanks.com** or 800-721-2774. (PBM)

TANKS

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

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)

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Septic pumper and vacuum die-cast toy trucks in your choice of colors and logos. Several cabs available. Call 877-450-2100, write to Granite State Collectibles, PO Box 440, New Ipswich, NH 03071; or **www.granitestatecollectibles.com.** (PBM)

TRAILERS VACUUM/TANKER

90 Brenner 5,500, 316 gallon stainless, double conicle, non-code vacuum trailer. New Moro vac pump with hyd. drive. KLM Companies, 617-909-9044. (P8)

TRUCKS, MISC.

1984 Autocar Conventional tractor, 511,000 miles, 3406 DI 400 Cat, 13 speed transmission, tag axle. \$30,000. Call JD at 775-825-1595, email jd@watersvacuum.com. (P9)

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)

TV INSPECTION

WE BUY USED! Sewer inspection camera systems and components, all makes and models, old or late model. Call Tom 312-706-9636. (P8)

2002 Ford E-450 Cube Van, V-10, 57,500 miles, Onan generator, Omni III Camera pan/tilt with zoom, dual monitor, POSM software. \$60,000. Call JD at 775-825-1595 or jd@watersvacuum.com for photos. (P9)

1996 CUES Camera Trailer, pan/tilt camera, A/C, many accessories, complete w/o blower. Excellent condition. \$12,500 OBO. Montana. 406-698-6339. (P8C9)

WHY BUY NEW? Standard Equipment Company sells and rents used and reconditioned sewer inspection camera systems. **www.standardequipment.com** or call Joe 312-706-9678. (P8)

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

VACUUM LOADERS

1999 International **heavy spec** with **Guzzler ace** wet/dry industrial vacuum loader. 8" top load boom truck is in excellent condition! (Stock #7390V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

VACUUM LOADERS

1998 Guzzler/Ford Ace wet/dry, 5,500 cfm, 27" blower with full open rear door and offloading pump. Clean truck. KLM Companies, 617-909-9044. (P8)

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Dura Comp 535, high-quality non asbestos vacuum pump vanes. Good to 400°F. Buy factory direct and save. Same day shipment on most models. Juroop, Battioni, Moro, Masport, Fruitland, Demag. Long lasting Dura-Comp 535 pump vanes carry a "Money-back" guarantee. Call us today. Powerflo Products 800-758-4788 or 562-997-0720. (PBM)

American Industrial Components: Our vanes are manufactured from the highest quality laminated materials available and are fabricated to exact tolerances and specifications. 800-272-7557. (PBM)

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

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WATER JETTING EQUIPMENT. We sell, repair and retrofit water blasters. Visit us at: **www.waterjettingequipment.com** or phone 714-259-7700. (PBM)

2004 NLB 40-150 electric, 40,000 psi waterblaster, (0) hours on unit - never used. Marathon Motor on skid with control panel. KLM Companies, 617-909-9044. (P8)

Gardner Denver T-450M w/ Series 40 Detroit 10K 39GPM. **Jetstream 4215** w/ Cummins 10K @ 39GPM. **Gardner Denver TX-450SB** w/V12-71 Detroit 10K @ 70GPM. **Gardner Denver T-450** w/ Jetstream fluid end transmission 10K @ 40GPM. **THE-500UH** 50K bareshaft pump. **NLB 10-600** Cummins 10K @ 104GPM. **Wheatley 165** 10K @ 30GPM. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (CPBM)

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| <input type="checkbox"/> Computer Software | <input type="checkbox"/> Jetters-Trailer | <input type="checkbox"/> Portable Toilet Tanks | <input type="checkbox"/> Pumps - Washdown | <input type="checkbox"/> Slide-In Units | <input type="checkbox"/> Wanted |
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| <input type="checkbox"/> Drainfield Restoration | <input type="checkbox"/> Jet Vacs | <input type="checkbox"/> Portable Toilet Trucks | <input type="checkbox"/> Rodding Machines | <input type="checkbox"/> Tanks | <input type="checkbox"/> Waterblasting |
| <input type="checkbox"/> Drain/Sewer Cleaning Equip. | <input type="checkbox"/> Lease Financing | <input type="checkbox"/> Positions Available | <input type="checkbox"/> Roll-Off Containers | <input type="checkbox"/> Tools | |

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

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

CLASSIFIED AD RATE:

\$1.00 per word, per month, with a 20-word minimum or \$20.
[\$1.00 extra per bold word (key words only)]

ADVANCE PAYMENT REQUIRED:

No billing for classified ads. Payment must be received in advance before publishing.

CALCULATE THE AMOUNT DUE:

_____ words X \$1.00 = _____ X _____ Publications X _____ Months = \$ _____
(*\$20 minimum*) # of publications checked above # of months to run the ad Total Amount Due

(Example: 25-wd. ad x \$1.00 per word = \$25.00;
\$25.00 x 2 publications [Pumper & Pro] = \$50.00;
\$50.00 x 2 months to run the ad = \$100.00 Total)

FILL IN COMPANY AND PAYMENT INFO:

COMPANY NAME: _____
 ADDRESS: _____ PHONE: _____
 CITY: _____ STATE: _____ ZIP: _____

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FAX this completed form to: **715-546-3786**

ONLINE forms at: www.cleaner.com
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www.promonthly.com
www.onsiteinstaller.com
www.mswmag.com

QUESTIONS: CALL 1-800-257-7222

PLEASE FILL OUT CREDIT CARD INFORMATION COMPLETELY INCLUDING V-CODE (3-DIGIT NUMBER FOUND BY YOUR SIGNATURE)

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