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## Anything Goes

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## Fueled For SUCCESS

NASCAR's Bobby Hillin Jr. turns to hydroexcavation

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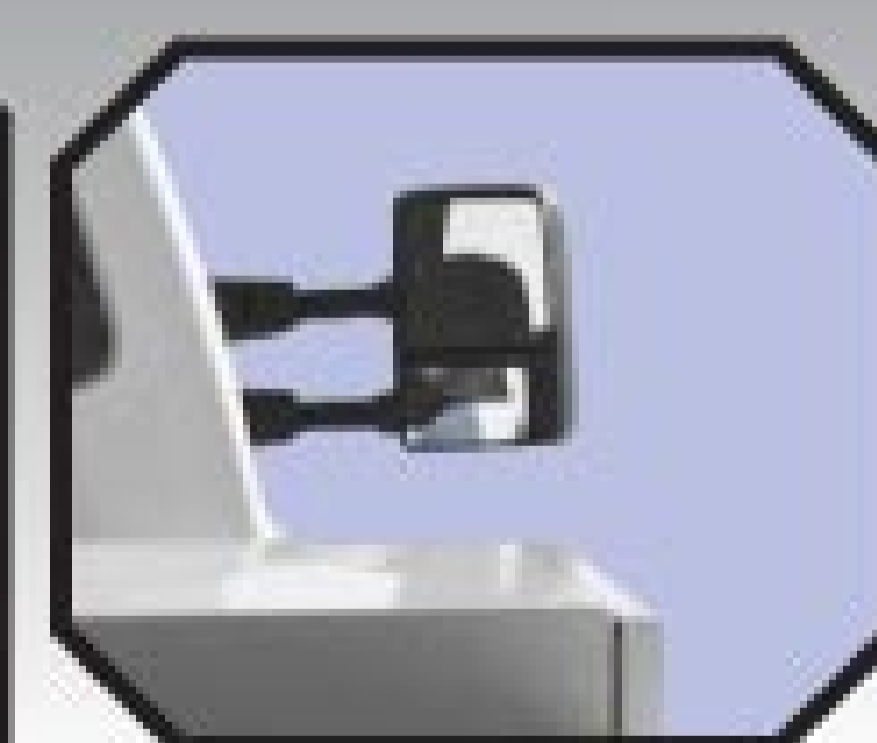
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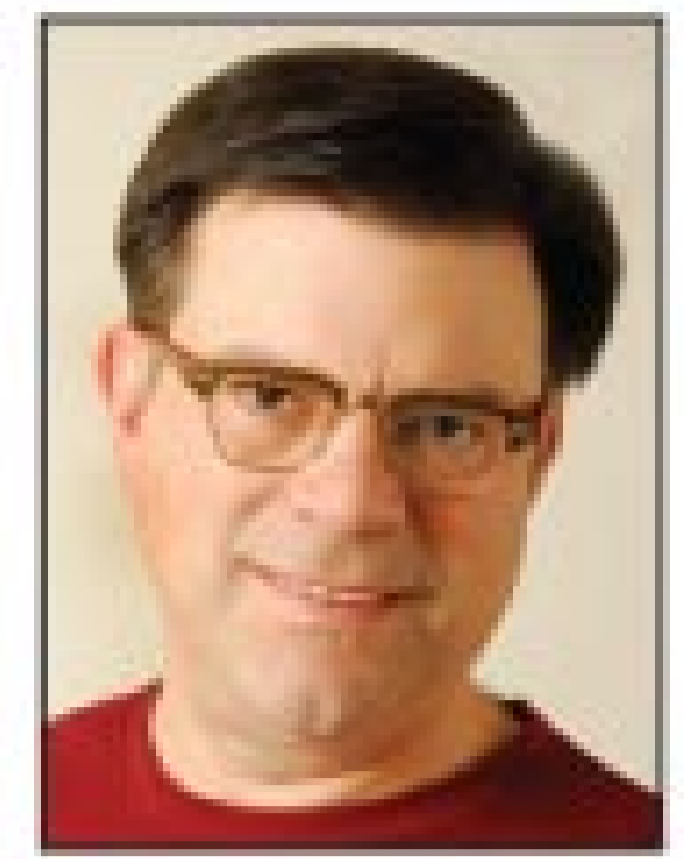
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## TOUGH JOB TALES: Meet Two Industrial Vac Loading Contractors

By Jim Kneiszel, Editor

**A**re you a septic service contractor who visits the Pumper & Cleaner Environmental Expo International every year and finds yourself gravitating toward the displays of combination trucks? Maybe you've always wondered what one of these high-powered and versatile rigs could do to help build your business? Maybe you're drawn to new technologies and dream about going to different locations and seeing these impressive rigs put through their paces.

I feel the same way when I look at the latest tough-job trucks employed for hydroexcavation and a wide variety of industrial vacuum loading tasks. For years they have opened up new worlds of work to pumping professionals. This month I feel lucky to have learned how two companies in our industry are using combination trucks to grow their businesses.

In this issue dedicated to industrial vacuum loading, we travel to the Southwest to visit **Texas ReExcavation LC - T-Rex** for short; then to the rugged Northwest to see the operations of **Redi Services**. Both of these companies are utilizing combination trucks to bolster profits, but they're doing it in their own ways.

### BEHIND A DIFFERENT KIND OF STEERING WHEEL

In Houston, long-time NASCAR driver **Bobby Hillin Jr.** was smitten by the big work trucks when he was looking at a vac-loading company for a race sponsor. Though his career took him across the country driving stock cars at 200 miles per hour in front of hundreds of thousands of race fans, he remained excited by the capabilities of trucks used for hydroexcavation. As he told writer **Ken Wysocky** in our cover story ("Fueled for Success"):

"I told my wife, 'There's something to this,'" Hillin said. "So we moved to Houston and started T-Rex... First, I thought it was pretty exciting how hydroexcavating helps build infrastructure safely. Second, it was something new. I knew I'd have to educate potential clients, but the market wasn't saturated."

Today, you'll see Hillin on a construction site more often than you'll see him at the track. And he's happy to have embarked on a second successful career.

### EXPLOSIVE GROWTH IN WYOMING

From tiny Lyman, Wyo., entrepreneur **Gary Condos** and his partner, **Jay Anderson**, set out to build a regional industrial services company that could attract work throughout the year, even in the harsh Rocky Mountain winters. One secret weapon to quickly growing profit: technology, including combination trucks.

Redi Services utilizes 50 trucks to perform work as far ranging as hydroexcavation at oil exploration sites, high-pressure cleaning at gold mines and removing sludge at wastewater treatment plants. Offering diversified services has driven revenue from \$5 million in 2005 to \$55 million in 2009.

In the profile story ("Anything Goes"), Condos interestingly told writer **Scottie Dayton** that the company's portable sanitation division — an area familiar to most *Pumper* readers — plays a role in encouraging diversification.

"Offering portable sanitation got our foot in the door more than once," he said. "After that, my guys are really good about cross-selling and we end up doing multiple services for the client."

### HOW ABOUT YOU?

Do you have an industrial vacuum services success story to tell? Drop me a line at [editor@pumper.com](mailto:editor@pumper.com) and let me know about it. ■

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Long-time NASCAR driver Bobby Hillin Jr. trades fast cars for powerful capabilities of a combination truck. On the cover, Hillin (second from left) and company president Tim Carmichael inspect a hydroexcavation project in Houston. (Photo by John Everett)



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- **Reader Pipelines:** What's blocking your path to profitability?

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

Published monthly by

 COLE Publishing

COLE Publishing Inc.  
1720 Maple Lake Dam Rd.  
PO Box 220  
Three Lakes WI 54562

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In U.S. or Canada call toll-free 800-257-7222  
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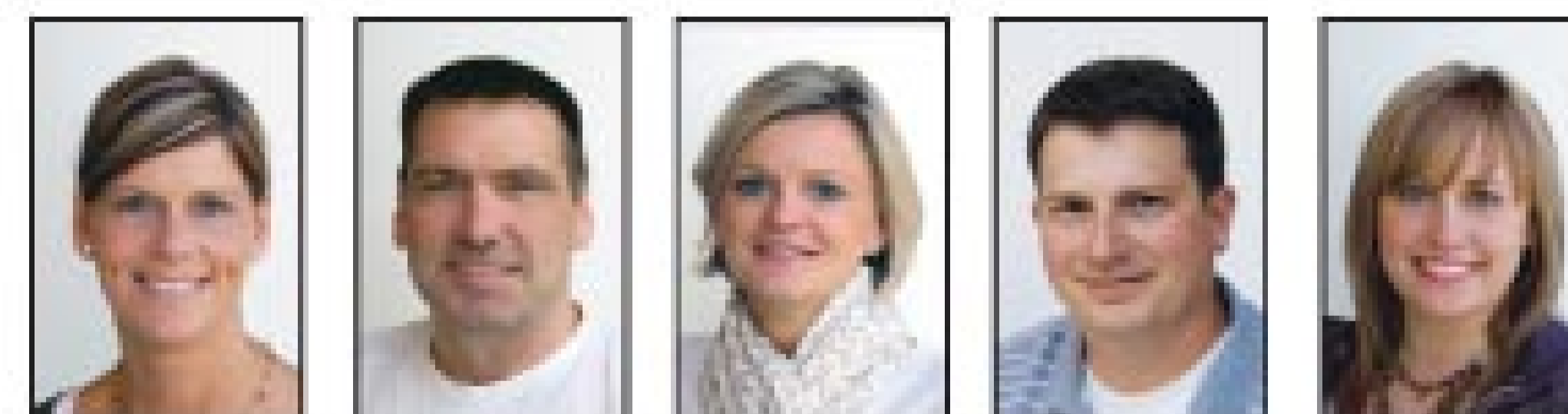
**SUBSCRIPTION INFORMATION:** A one year (12 issue) subscription to *Pumper* in the contiguous 48 U.S. states costs \$16 (24 issues for \$26; 36 issues for \$36). Subscriptions to Canada or Mexico cost \$28 per year (24 issues for \$54). Subscriptions to all other foreign countries cost \$82 per year. Subscribers are guaranteed monthly delivery of the magazine. To subscribe, send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

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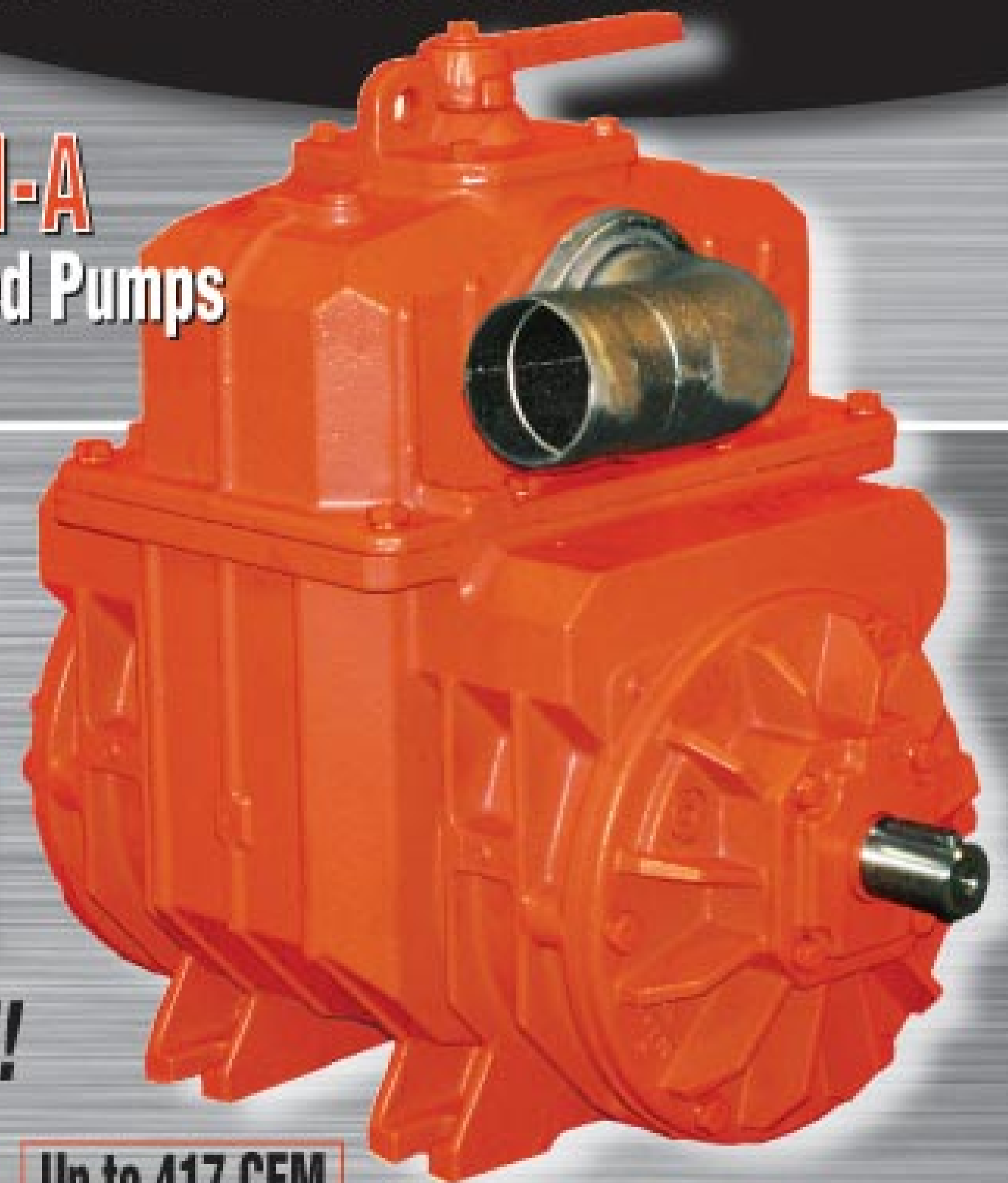
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# Concrete Deterioration Responses

## Readers react to a May 2010 article entitled “Looking for Concrete Answers”

### Beware of Sulfuric Acid

According to the Portland Cement Association, “ettringite (calcium sulfoaluminate), is found in all portland cement concretes.

“Any form of attack or disintegration of concrete by freeze-thaw action, alkali-silica reactivity (ASR), or other means, accelerates the rate at which ettringite leaves its original location in the paste to go into solution and recrystallizes in larger spaces such as voids or cracks. Both water and space must be present for the crystals to form. The space is often provided by cracks that form due to damage caused by frost action, ASR, drying shrinkage, or other mechanisms. Ettringite crystals in air voids and cracks are typically 2 to 4 micrometers in cross section and 20 to 30 micrometers long. Under conditions of extreme deterioration, the white ettringite crystals appear to completely fill voids or cracks.”

It would appear that the attack of hydrogen sulfide, which would condense to form a weak sulfuric acid, may lead to the migration or translocation of the ettringite found in concrete. This may be a byproduct and marker of deterioration, or part of the process.

In New Hampshire and Maine it is very common to see deteriorated concrete outlet baffle structures and deteriorated concrete distribution boxes. It is logical to assume that gases originating in the soil disposal area would be the cause, or a significant contributor, to this phenomenon, as in most cases the rest of the tank is much less affected. Gases from the field area would likely accumulate in the distribution box and in the concrete outlet “chimney,” condensing there to form weak sulfuric acid, which would attack the concrete. This attack could lead to the translocation of ettringite. This ettringite would thus be a marker of the attack.

Sometimes water treatment is associated with this. We have high iron in many of our wells. The common iron removal system uses a salt brine. Often this salt brine backwash ends up in the septic system. There is overwhelming anecdotal evidence of poorly performing septic tanks associated with this. Black, murky, poorly stratified, emulsified tank contents with effluent strength in the 400 to 500 ppm of BOD and TSS is common. Some speculate that the salt may also play a part in the weakening. It is perhaps more likely that the higher strength effluent will lead to greater gas production during the natural decomposition in the disposal area that produces these gases.

(As a side note, this is not “hard” water, which is associated with calcium in the water. But the treatment process is similar.)

Tom Canfield  
Thomas Canfield Earth Construction/  
Earthcon Earth Construction  
Rochester, N.H.

### Ventilation Eases Problem

I have enjoyed reading *Pumper* for several years. The story in the May 2010 issue, “Looking for Concrete Answers,” brings up a big concern of mine also.

I live and work in an environmentally sensitive mountain resort in South Central New Mexico. Following 20 years of building houses, I began manufacturing septic tanks in 1997. I installed the first advanced systems in my area in 1999, and began pumping operations in 2009. Advanced (aerobic) systems are now my primary business. I install and service two different brands and am familiar with many others.

In a multi-compartment design that locally we refer to as “dual primary/geoflow,” a two-compartment septic tank is followed by a second modified septic tank ending up with an 800-gallon third compartment “clarifier,” followed by a 400-gallon pump vault, and then ending in subsurface drip field disposal. In an installation, the level of deterioration progressed per compartment except the third compartment, which had no deterioration. A lid had not been fully seated, allowing the tiniest amount of venting. To deter additional deterioration, I installed a 2-inch vent line to all risers and the sewer cleanout.

I agree with many other *Pumper* readers that concrete inlet and outlet baffles are inferior to a PVC product. Care must be used to get the down piping lengths correct. Too long and too short yield bad results.

I switched from concrete to plastic distribution box installation after replacing a concrete box six years ago. Two hours on my belly in muck is not fun. I have not seen a healthy concrete distribution box on re-inspection. My conclusion to the problem of concrete deterioration: It’s all about ventilation, which can occur naturally through porous soils or through unobstructed vent pipes at the rooftop.

Jace Ensor  
Mountain Top Inc.  
President, New Mexico Onsite Wastewater Association  
Ruidoso, N.M.



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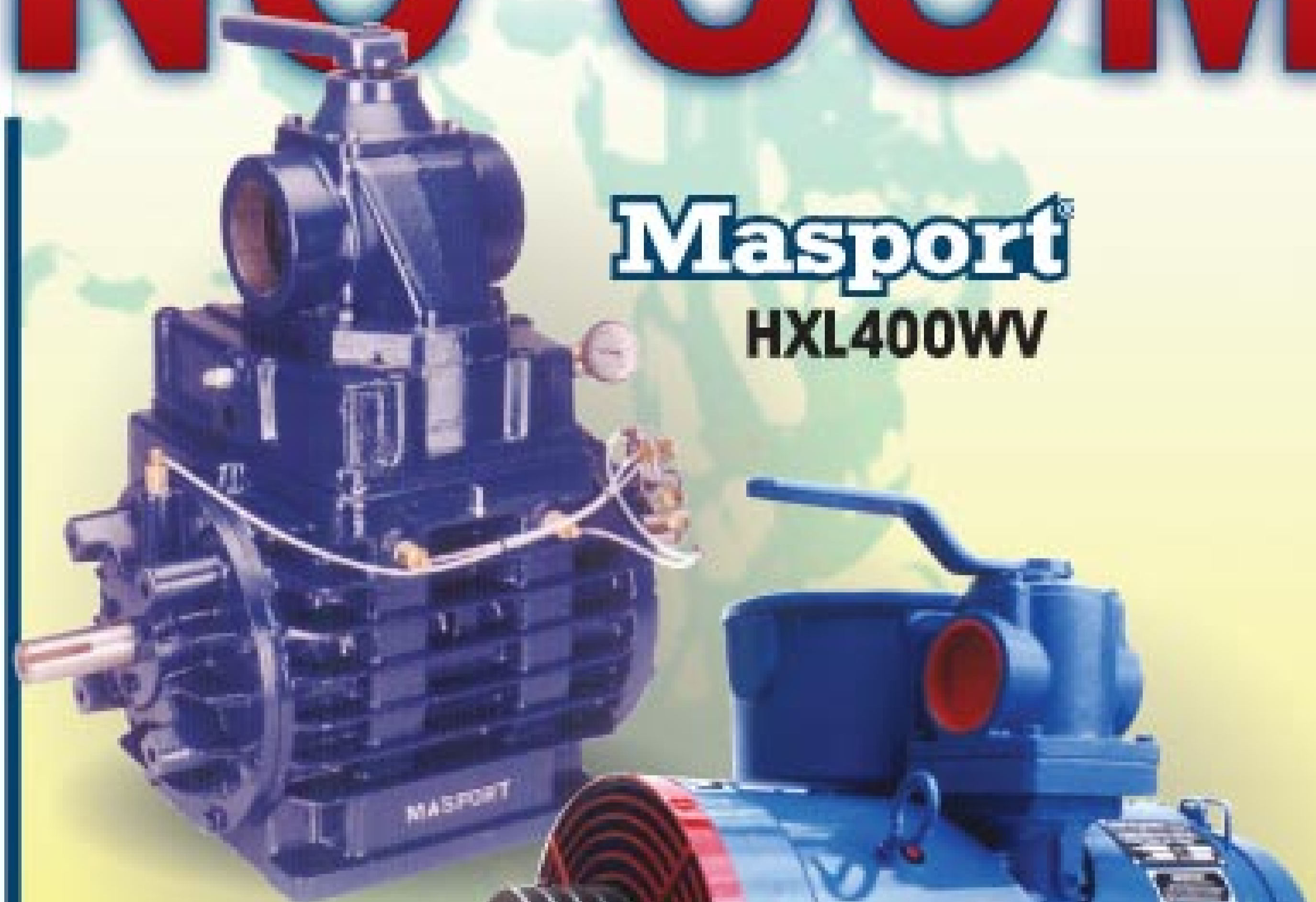


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# The Biggest Mistake an Employer Can Make?

It's hanging onto the wrong person in the wrong job for too long

By Lee Froschheiser

**G**ood business leaders often say they've learned more from their failures than their successes. These leaders have the confidence to know they can't be right all the time and that mistakes come with the territory. For example, they might fail to communicate effectively or delegate properly. Perhaps they need to improve at seeking accountability or developing in the workforce.

But what's the biggest failure of all, one that causes harm to the performance of a company? It's hanging onto the wrong person, in the wrong job, for too long.

Ironically, a manager or small business owner is the last to understand the impact of not taking action on a poor performer. It's employees, working alongside the poor performer, who quickly recognize the dire consequences of this situation. Leaving poor performers in place breeds negative employee morale and loss of productivity. It also can erode the confidence and effectiveness of those in charge. Many managers or owners won't take action or take way too long to tackle the problem. Why?

## THE PITFALLS

Let's start with loyalty. Loyalty is important — employers encourage and value it. However, there are times when a manager hires a friend or relative for a job or gets too close to a worker. This makes it challenging to deal with performance problems because the manager has valued loyalty over performance.

Nobody likes to be wrong. So when a manager hires someone who is a bad fit for a position, letting that person go becomes a public admission that he or she made a mistake. Unfortunately, the fear of admitting mistakes often stalls or prevents the termination process altogether. Perhaps the manager keeps hoping that this person will get better, but since hope is not a strategy for success, there's likely never any improvement. The situation festers, and everyone suffers.

Another reason managers often don't do anything about ousting the poor performer is they don't have a backup plan. They believe that any living, breathing body is better than no one at all. They accept mediocrity rather than take a risk that would enable them to create the opportunity to improve their situation. The solution would be to recruit proactively, always looking for someone who could be a better team player.

Dealing with the poor performer also comes with the perception that it always results in conflict. Most people don't like conflict, so they avoid situations that might lead to it. But implementing a good performance management system eliminates the potential for conflict by creating an objective process for communicating with employees about their strengths and shortcomings. Many managers don't have a good

*Lee Froschheiser is president and CEO of Management Actions Programs and is co-author of Vital Factors: The Secret to Transforming Your Business – And Your Life. Contact him through his Web site at [www.mapconsulting.com](http://www.mapconsulting.com)*



Are you guilty of slacking off on a poor performer? If so, challenge yourself to uncover the reasons why you haven't addressed the situation; develop a plan and take action now.

performance management system in place, so if they have to deal with the poor performer, conflict results.

## START PERFORMANCE REVIEWS

What's more, without an ongoing methodology to evaluate performance and give feedback, employees are often surprised if they're suddenly reprimanded or let go. That's obviously a conflict-ridden situation, one that can be avoided with a performance management system in place.

Most importantly, company leaders hold onto the wrong person, in the wrong position, for too long simply because they lack good performance management skills themselves. As a manager or small business owner, you need to understand how you deal with conflict. What should you do differently to reduce conflict when dealing with poorly performing employees?

A good accountability leader creates a culture in which open, honest conversations about performance can take place. Strong leaders are candid; they have no problem addressing poor performance, and embrace the opportunity to make such conversations productive for both the company and the employee.

In addition, they set clear expectations for their employees, measure their progress, coach them when necessary and conduct formal training. Furthermore, effective leaders sense when it's time to draw a line. For instance, when they hear a voice inside their head saying, "I hope he or she gets better," they take that as a cue to ask some critical questions about that person's performance and take immediate, appropriate action.

## YOU CAN TURN IT AROUND

The good news is leaders can easily change the potential for mistakes by addressing the problem of lingering poor performance. What's the best way to do this? Position employees for success by establishing a proven system for accountability; properly delegating job responsibilities; providing them with clearly defined goals; making sure their skills align with the job, and implementing effective coaching and training.

Are you guilty of slacking off on a poor performer? If so, challenge yourself to uncover the reasons why you haven't addressed the situation; develop a plan and take action now. ■



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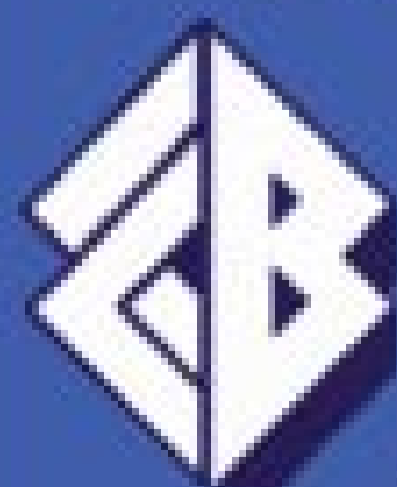
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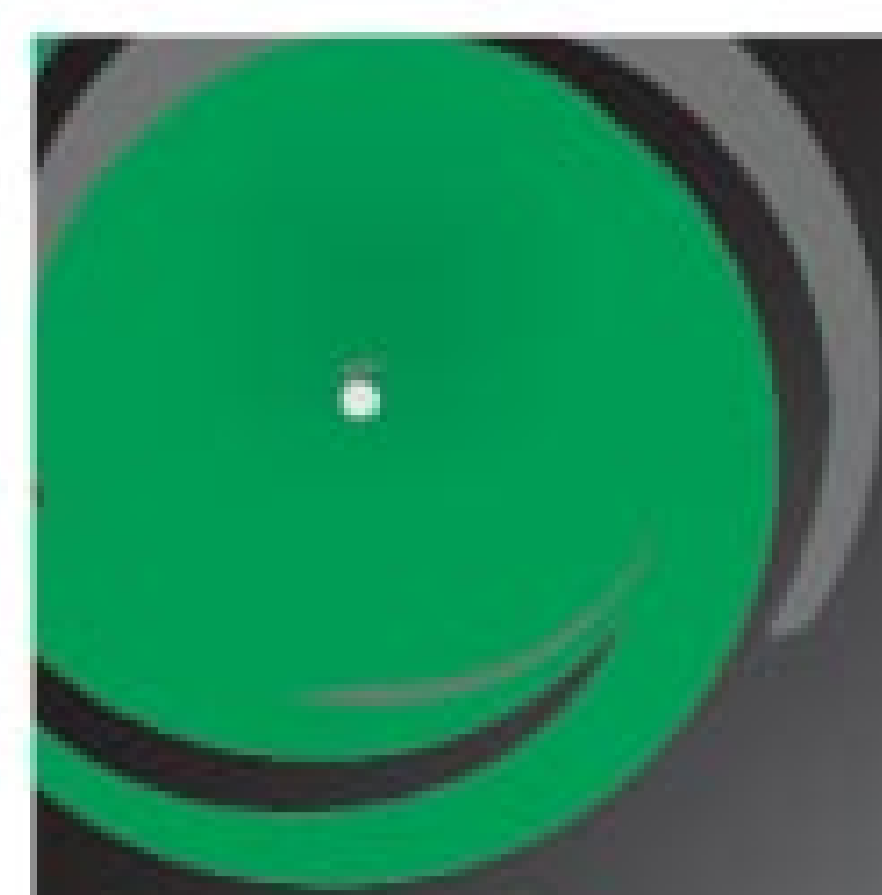
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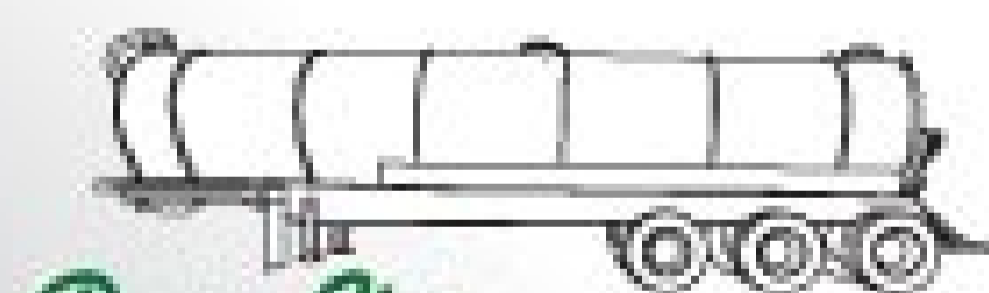
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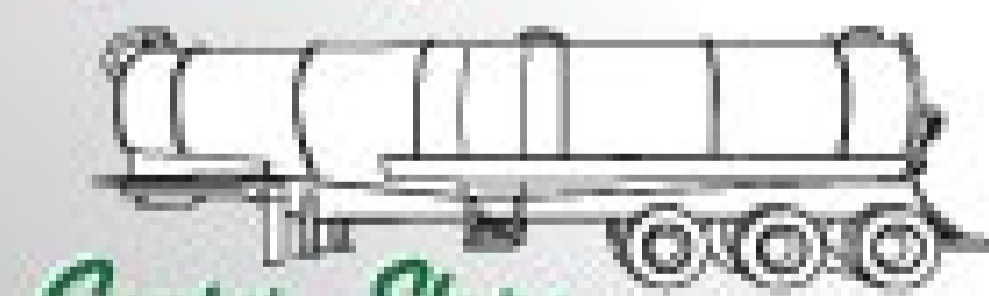


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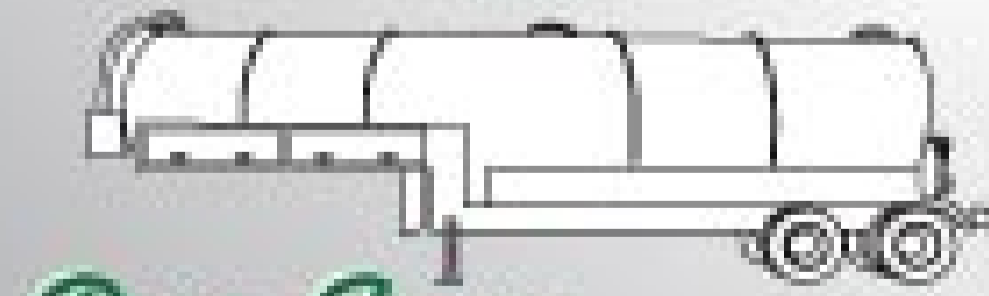
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# Fueled for SUCCESS

By Ken Wysocky

**Long-time NASCAR driver Bobby Hillin Jr. trades fast cars for the powerful capabilities of a combination truck**

It's hard to imagine a more abrupt career change than the sharp U-turn former NASCAR driver Bobby Hillin Jr. took about 10 years ago, when he shifted gears from racecar driving to high-tech digging. But by founding Texas ReExcavation LC — T-Rex for short — in Houston, Texas, Hillin discovered an off-track outlet for his competitive zeal, this time in the world of hydroexcavating and industrial cleaning.

"There were three things I thought were pretty cool about the industry," says Hillin, once the youngest driver to win a NASCAR Cup race (at age 22 at the Talladega Superspeedway in 1986). "First, I thought it was pretty exciting how hydroexcavating helps build infrastructure safely. Second, it was something new. I knew I'd have to educate potential clients, but the market wasn't saturated.

"There still were barriers to market entry, but it wasn't so much convincing people to try me versus someone else," he continues. "It was more a matter of getting people to try hydroexcavating versus using a backhoe."

"It also stoked my competitive juices," he concludes. "I felt like it was something I could start from scratch and it would be an accomplishment if I could get it going. In the beginning, it was more of a personal challenge: Can we make this happen?"

T-Rex — which also does industrial cleaning — serves a wide geographic area that includes Arkansas, Louisiana, New Mexico, Oklahoma and Texas.

T-Rex technician Logan Pina positions the vacuum boom during a hydroexcavation project in an upscale Houston neighborhood. (Photos by John Everett)



## Profile

### Texas ReExcavation LC Houston, Texas

Owner: **Bobby Hillin Jr.**  
Founded: **2001**  
Employees: **50**  
Service area: **Primarily Texas, plus parts of Arkansas, Louisiana, New Mexico and Oklahoma**  
Primary services: **Hydroexcavation and industrial cleaning**  
Web site: **www.tex-rex.com**

#### A QUICK START

When Hillin started thinking about hanging up his racing helmet in late 2000, he already knew a little about the burgeoning industry through a hydroexcavating firm that considered sponsoring his race team. The sponsorship fell through, but Hillin kept the company's promotional materials, including a videotape showing how hydroexcavation trucks use a powerful stream of water to cut knife-like through soil. At the same time, a powerful blower sucks the excavated material through a hose and into a large debris tank.

The more he learned, the more excited he became about hydroexcavation. "I told my wife, 'There's something to this,'" he recalls. "I told the company I wanted to get involved ... but nothing came of it. So we moved to Houston and started T-Rex. By the time we'd

acquired three trucks, I didn't have time to work on a truck anymore unless we got into a bind. It kind of built up from there."

Today, the multi-million dollar company owns 16 combination hydroexcavating trucks: 13 from GapVax; one manufactured by



T-Rex owner Bobby Hillin Jr., (right), with company president Tim Carmichael.



Technicians Juan Rios (left) and Logan Pina work along a streetscape in Houston.

Tornado Hydrovacs (a division of Empire Industries Ltd.); and two Prodigy models from Vactor Manufacturing. The company also owns an air-excavation truck made by VAC-MASTERS.

It's important for the company to offer both hydroexcavation and air excavation, because both technologies are effective and each has its strengths, says Tim Carmichael, who serves as the president of T-Rex.

"The Prodigy is cool because it can use both air and water for excavating," Carmichael says. "Some customers specifically request air excavation ... there's a perception that water is really messy, plus with water you can't use the excavated material as backfill because it's the consistency of a milkshake. So air excavation eliminates the need to have extra backfill on site.

"One of the benefits is that you can switch from air to water," he continues. "So if a customer wants to use straight air for digging, but the job isn't going as fast as they want, we can switch to water. In some processes, like with soft and sandy ground, air is more beneficial. But in general, water is much faster than air. If you're paying by the hour, air is going to take a lot more time."

Constant investments in new equipment have been key to the company's success. Clean, modern trucks project a professional image, which affects potential clients' hiring decisions, and also greatly enhances productivity, says Carmichael, a longtime friend of Hillin's who worked on his race team. Carmichael later joined the Joe Gibbs Racing team and spent 13 years there before jumping over to T-Rex in January 2010.

"Everyone knows there's downtime no matter how new your equipment is, but it grows exponentially the older your equipment is," Carmichael explains. "Plus, you'll get more productivity out of newer equipment. We spend a lot of money on equipment ... then you've got the upkeep and maintenance. With the constant water and mud, there's a lot

**"THERE STILL WERE BARRIERS TO MARKET ENTRY, BUT IT WASN'T SO MUCH CONVINCING PEOPLE TO TRY ME VERSUS SOMEONE ELSE. IT WAS MORE A MATTER OF GETTING PEOPLE TO TRY HYDROEXCAVATING VERSUS USING A BACKHOE."**

**Bobby Hillin Jr.**

## NASCAR and hydroexcavating: They're closer than you think

At first glance, similarities between NASCAR racing and hydroexcavating seem about as likely as finding Bobby Hillin Jr. content to finish second in a race. But the former NASCAR driver, now the owner of Texas ReExcavation LC in Houston, Texas, says the two industries have more in common than people might think.

"First of all, both industries are in the safety business," he says. "Whether you're racing a car or hydroexcavating, you always have to consider the safety aspects. It's something I constantly preach to my team ... how to mitigate the unsafe aspects of a particular task."

In addition, both worlds require preparation and readiness. "When you race, you have to be ready and your car has to be ready," Hillin says. "The same thing is true with clients. You can't just get there when you want to get there. If a client wants you on the job at 7 a.m., you've got to be there at 7 a.m., ready to go."

The two industries also require teamwork and communication to succeed. "When our guys are driving to a jobsite, they have to talk about the job, Hillin says. "When they get out of the truck, they must have a good understanding of who's going to do what. It's loud, too, so they have to understand hand signals (just like in car racing)."

Hillin, who in 1988 became the youngest NASCAR driver to earn \$1 million and the youngest driver to qualify a stock car at more than 200 mph, admits he had trouble adjusting to driving a mammoth hydroexcavating truck.

"I've logged plenty of time both working and driving these trucks," he says. "I can remember trying to drive one for the first time and trying to figure out how to shift the gears. I felt like a fool because I was a racecar driver, yet I couldn't figure out how to shift gears. I'll say for the record I never became an expert at it. But I could get around, let's put it that way."

Hillin still occasionally races, most recently competing in a NASCAR Nationwide Series race in 2009 at the Texas Motor Speedway in Fort Worth and another Nationwide race in 2008 at the Kansas Speedway in Kansas City, Kan.

"I mostly did these NASCAR races for two reasons: To promote T-Rex, and to see if I could run the car hard enough to be semi-competitive relative to the equipment I was driving — to see if I could hold it wide open going into the corner at 190 mph," Hillin says.

of work. We have three employees dedicated to maintenance and repairs."

### CUTS LIKE A KNIFE

Hydroexcavation is appealing, Carmichael notes, because it doesn't damage things such as pipes and fiber-optic lines, and it allows excavation in places where mechanical digging isn't viable. Crews often can't pinpoint the exact location of pipelines, especially in congested urban areas, so a process that uses water to uncover and locate lines greatly minimizes the potential for damage compared to, say, a backhoe.

"When people hear about it or see it, they're fascinated," he says. "But they're usually shocked at the cost because it's much

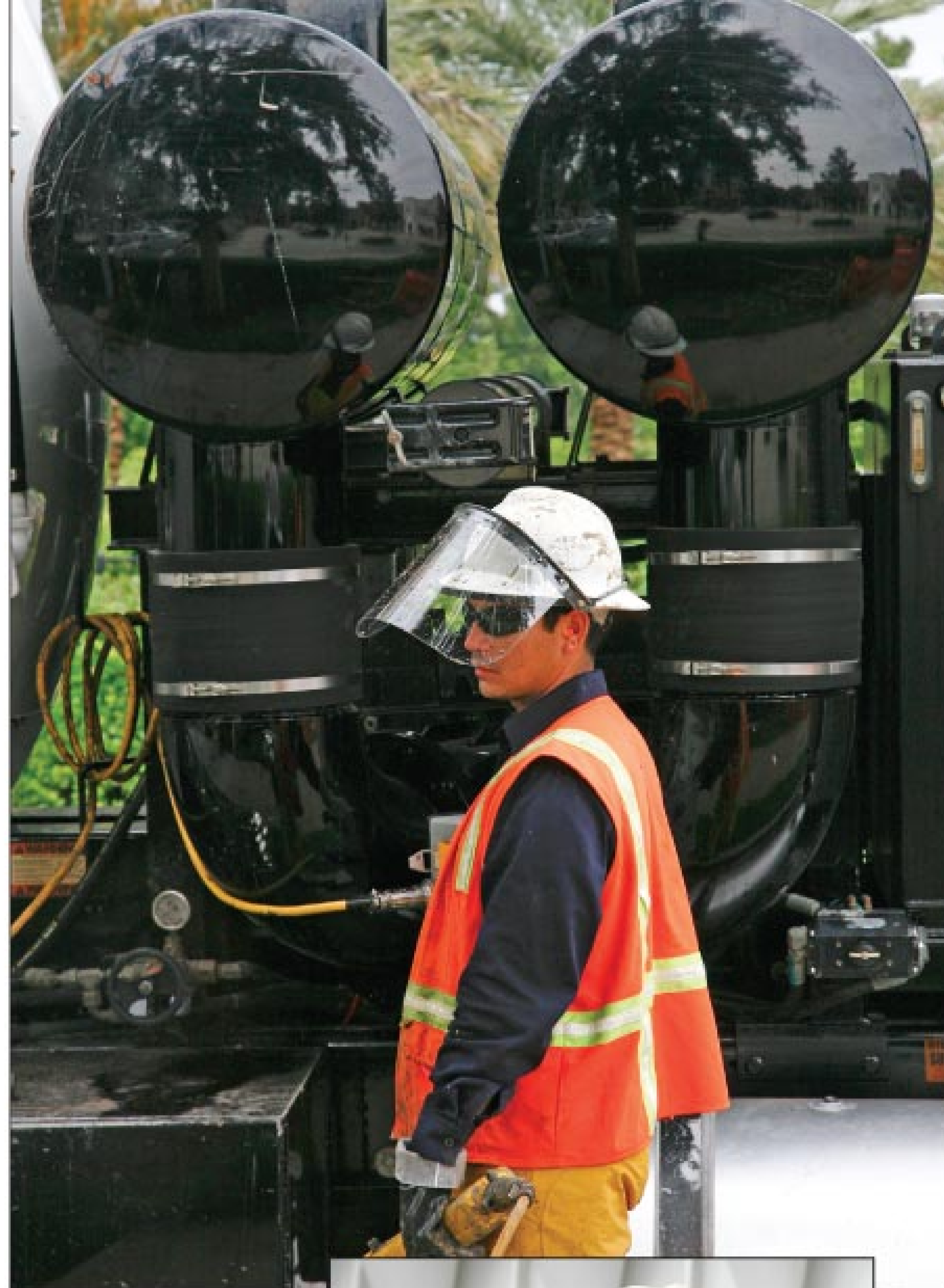
more expensive (than traditional mechanical excavating). The biggest thing is getting them to understand what's most effective for them, monetarily and safety-wise — what's the best application."

For example, it's much more cost-effective to dig mechanically in a wide-open field, Carmichael says. "Lots of times, we tell customers this (hydroexcavation) isn't what you need ... we try to do what's best for customers because we want to build long-term relationships."

T-Rex keeps expanding by finding new market niches for its hydroexcavating services. Market segments include "daylighting," or exposing pipelines for mechanical excavation; oil and gas fields; utilities; industrial and

commercial excavating; and subsurface utility engineering.

"It seems like every week we're finding new uses for our equipment," Carmichael says. "That's how we've been able to grow a bit while the economy struggles. We also add services, such as utility line location, so we can become more of a single-source vendor, as opposed to just digging holes."



Pina (above) controls an excavation for light poles. At the right, Rios is outfitted with the appropriate safety gear to work on the project.



**“IT SEEMS LIKE EVERY WEEK WE’RE FINDING NEW USES FOR OUR EQUIPMENT. THAT’S HOW WE’VE BEEN ABLE TO GROW A BIT WHILE THE ECONOMY STRUGGLES. WE ALSO ADD SERVICES, SUCH AS UTILITY LINE LOCATION, SO WE CAN BECOME MORE OF A SINGLE-SOURCE VENDOR, AS OPPOSED TO JUST DIGGING HOLES.”**

**Tim Carmichael**



Water is jetted into each light pole hole, while mud is conveyed to the combination truck tank. At right, Rios and Pina monitor the hydroexcavation work.



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**DIVERSITY PAYS DIVIDENDS**

Emergency services also come into play. For example, in the aftermath of Hurricane Ike, which hit the Texas Gulf Coast in 2008, T-Rex crews spent two months excavating utility pole holes in residential back yards. That allowed utility crews to replace poles in the right-of-ways where sewer and gas lines run without disrupting service from those lines.

“We can dig remotely up to 300 feet away from a truck, which is great if there’s a telephone pole in someone’s back yard that we can’t get to,” Carmichael says. “The only drawback is the farther you go, you lose vacuum power along the line, so it slows down how fast you can dig.”

A diverse client base is another key component of the company’s strategy, Carmichael says. “If all your eggs are in the oil-and-gas basket, and oil prices fall, they’re not going to do a lot of new work until the price goes up. And if all your work is in the construction industry and the economy takes a nosedive, you’re in trouble. You want to be diverse and grow each sector.

“Our goal is slow and steady growth,” he continues. “We don’t want to get so diverse that we’re operating in areas where we aren’t experts. We want to take what we’re good at and find as many different outlets as possible.

Bobby’s mantra is customer service and doing the absolute best job ... that’s the key to the entire deal.”

Although Carmichael estimates only 5 percent of the company’s annual gross sales come from industrial cleaning, he says it’s definitely a growth sector. “Six months ago, we weren’t doing any industrial loading,” he notes. “But now we’ve used our trucks on five or six industrial-vacuum jobs in the last six months.”

**FINDING QUALIFIED TECHNICIANS**

Difficulty in finding skilled workers makes expansion more challenging. Because hydroexcavating is relatively new, there isn’t a large pool of employees to draw from. As a result, T-Rex provides comprehensive in-house training, Carmichael says.

“When I worked for Joe Gibbs’s NASCAR team, he always said you don’t win with equipment, you win with people,” he explains. “This is a totally different industry, but it’s still true. At the end of the day, people do business with people they like and with people who do a great job.”

Learning how to operate equipment productively goes hand-in-hand with extensive safety training. “There’s a lot involved before you’re let loose on the job,” Carmichael says.

“You can’t get back that one mistake. At a lot of plants where we work, you can’t even get work if your safety ratio (technically known as the Experience Modification Rate, a safety rating determined by the National Council on Compensation Insurance) isn’t below a one (which means a company is better than the national average). That’s especially true in the oil and gas industries.”

To attract and retain top employees, Carmichael says T-Rex pays top industry scale and offers competitive benefits. The company also awards annual bonuses tied to performance and based on profits. Sometimes, employees who go above and beyond the call of duty also receive bonuses, he says.

As for the future, Carmichael envisions continued growth, with goals of \$20 million a year in sales, and 40 to 50 trucks working in eight or 10 geographic markets.

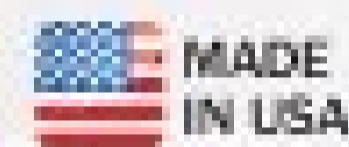
“We want to keep expanding,” he says. “As this industry grows, we want to be an industry leader. When people think of hydroexcavating, we want T-Rex to be the name they think of.” ■

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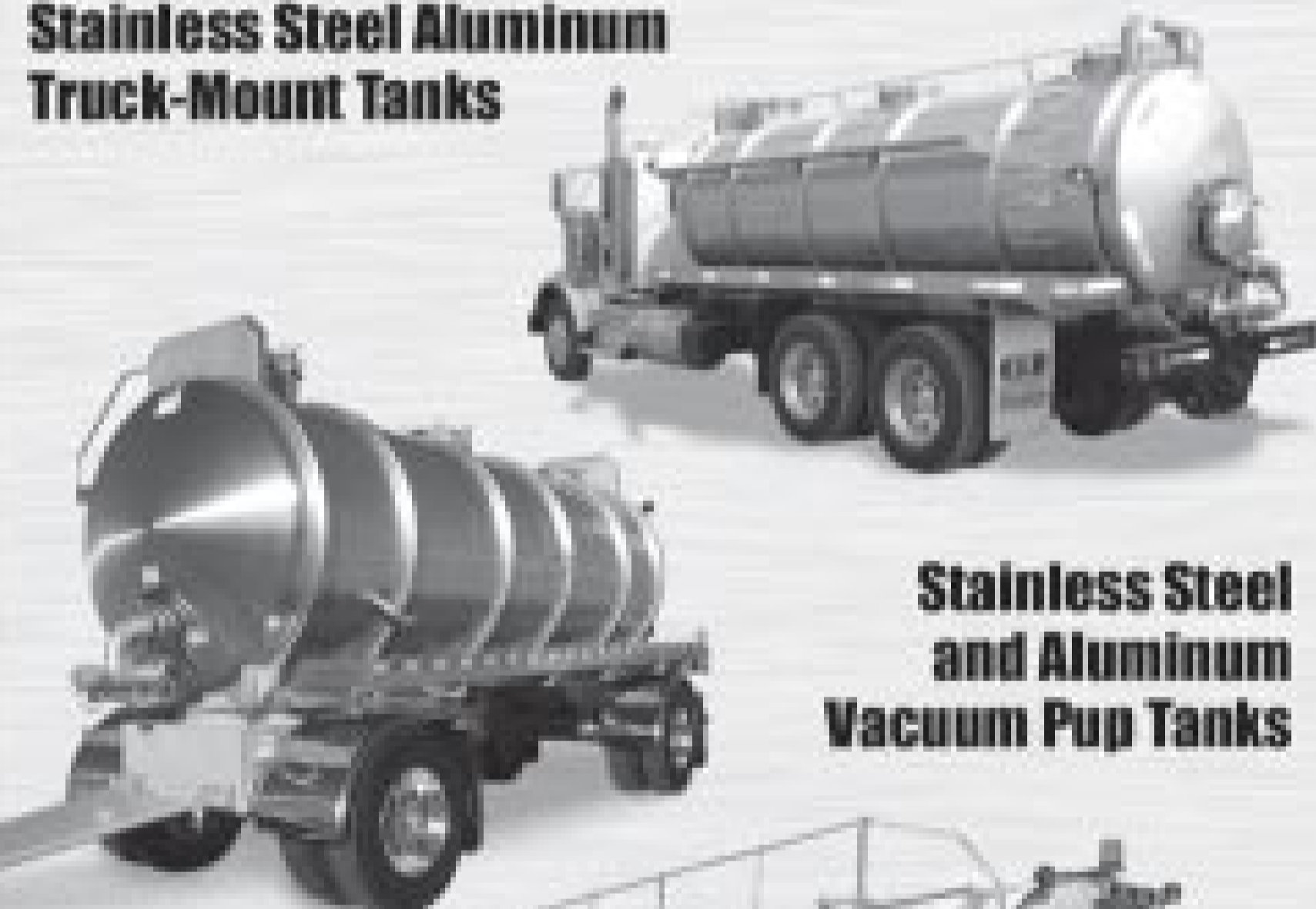
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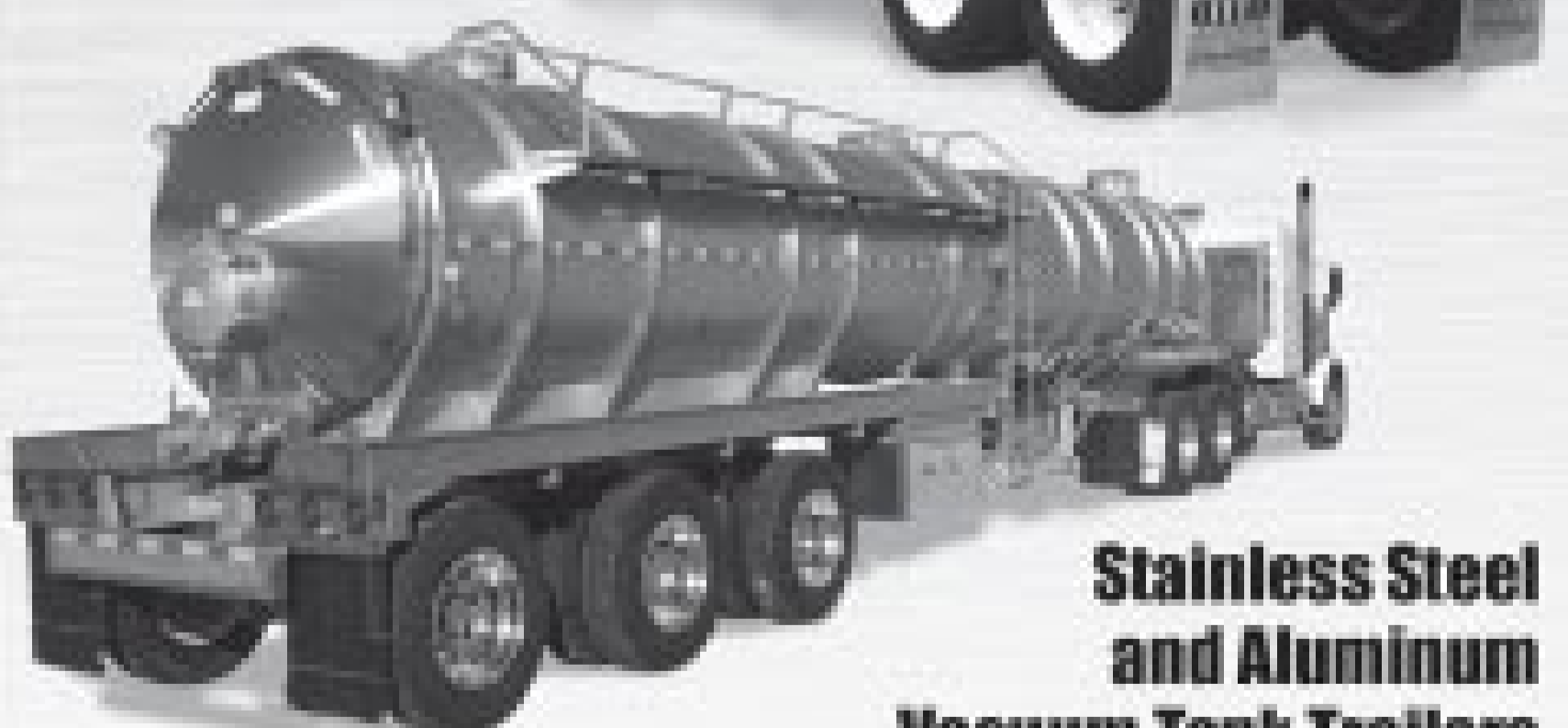
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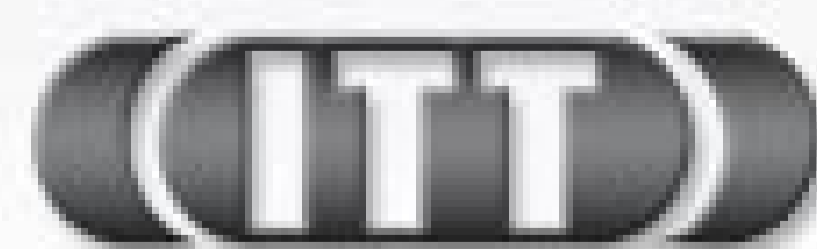
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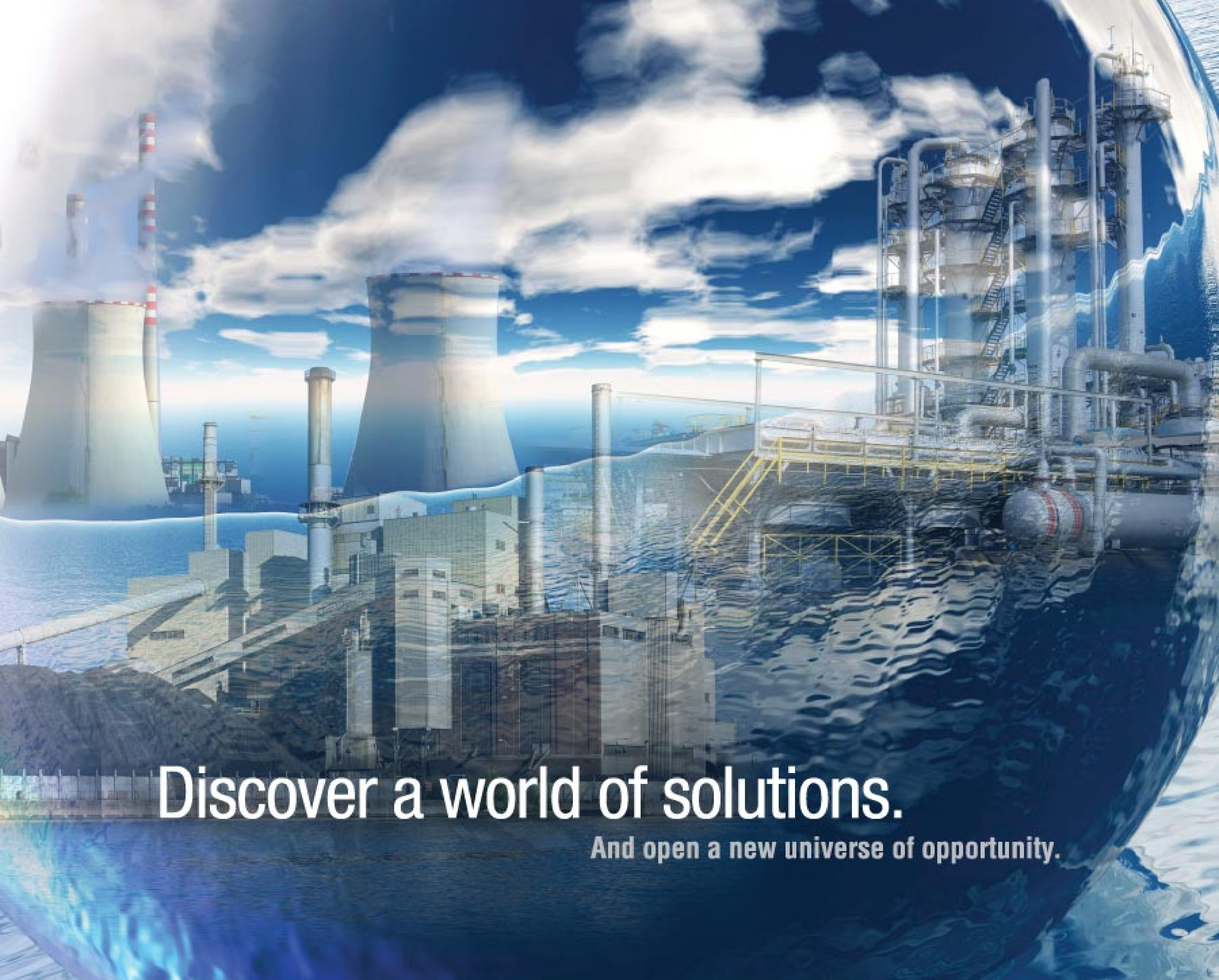


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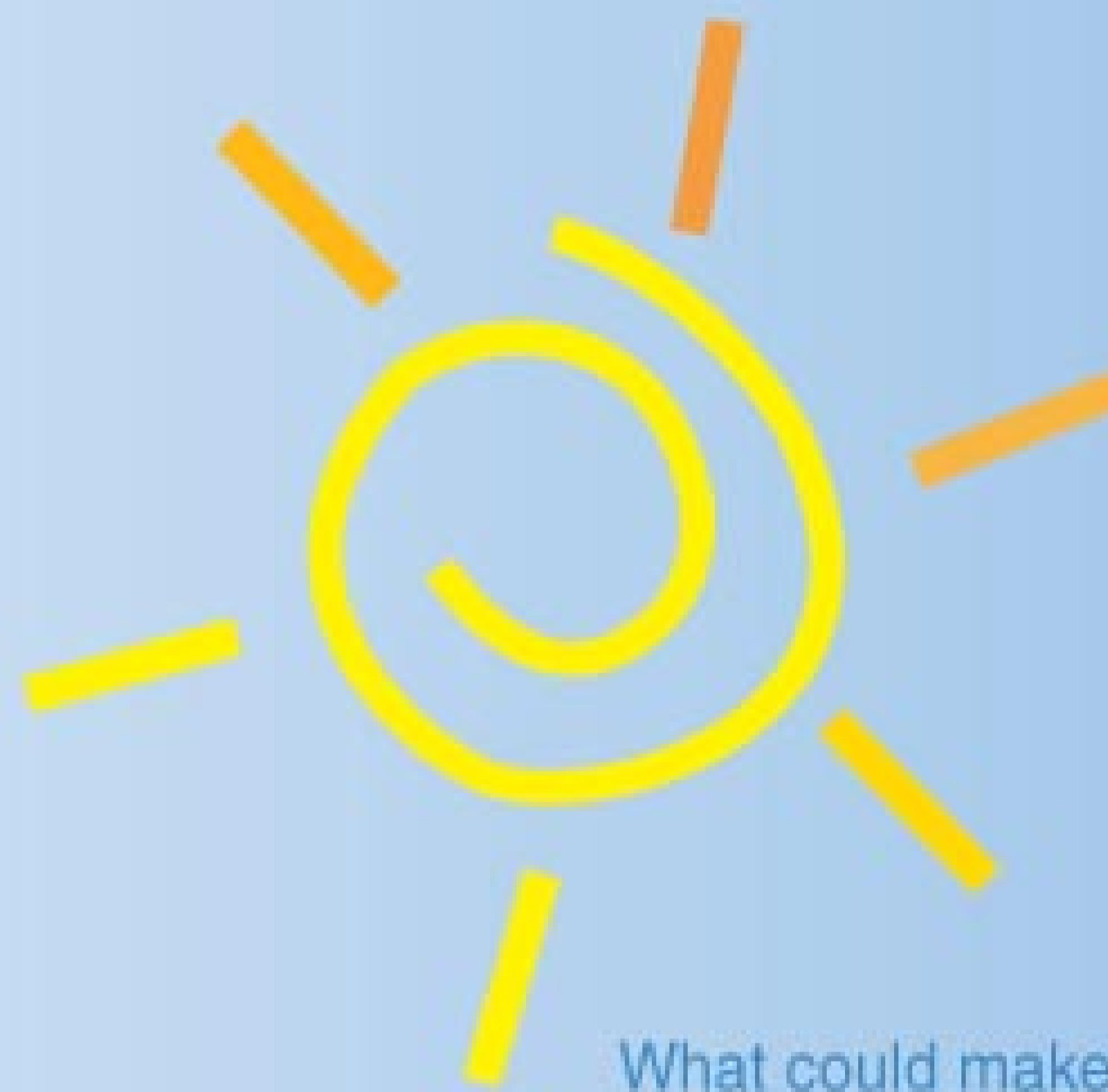
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Using a Guzzler truck, Redi Services technician Carlos Trejo prepares to pump material from a drill sump near Carlin, Nev. (Photos courtesy of Redi Services)

# Anything Goes



By Scottie Dayton

## Wyoming's Redi Services lives up to its name as a do-it-all industrial, liquid waste and municipal cleanup contractor

Jay Anderson, left, and Gary Condos.

### Profile

#### Redi Services LLC Lyman, Wyo.

Owners: Gary Condos and Jay Anderson

Founded: 2005

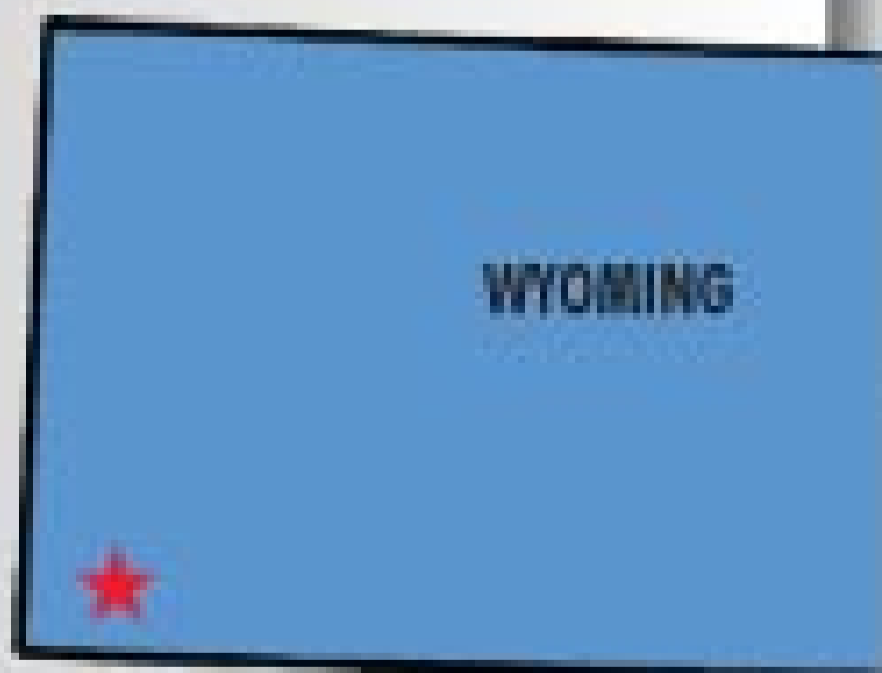
Employees: 500

Services: Industrial and environmental cleaning, hydro-excavating, solid waste and septic management, portable sanitation

Services area: Wyoming, Colorado, Utah, Nevada, North Dakota

Associations: Water Jet Technology Association

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



If you want to see the Swiss Army knife of industrial cleaning, look no further than Redi Services in Lyman, Wyo. The company offers a dizzying array of industrial support services — including many jobs familiar to workers in the liquid waste industry — pointing to the do-it-all business plan set forth by co-owners Gary Condos and Jay Anderson.

The pair — Condos organizes field work and Anderson is the chief financial officer — founded the company in 2005 with a goal to diversify until

Redi Services becomes the one-call, one-shop service provider to gold and trona (baking soda) mines, electric power and gas plants, refineries, energy exploration companies, and municipalities.

In the name of diversification, they'll do everything from place portable restrooms at a biker rally to clean and vacuum municipal culverts to perform heavy lifting for industrial clients. The breadth of challenging jobs requires a varied and muscular fleet of trucks and a crack team of multi-tasking operators.

Focusing on maintenance services less affected by swings in the economy, Redi Services has opened eight branches in five states — Wyoming, Colorado, Utah, Nevada and North Dakota — and employs nearly 500 workers. Just when it looked as if no other opportunities remained, another would show up. Condos and Anderson recently initiated a fire suppression business and began a civil earth-working division.

The continual search for add-on services across the

**“COMPANIES CAN HIRE ALL THE BRAINS IN THE WORLD TO ANALYZE THINGS, BUT IN THE END, SUCCESS BOILS DOWN TO HARD WORK SO YOU’RE READY WHEN OPPORTUNITY KNOCKS.”**

**Gary Condos**

wide-open Western states has paid off. Annual revenue for the company has exploded from \$5 million in its first year to \$55 million for 2009.

#### **UPBEAT ATTITUDE**

The company’s most important assets are not its equipment, Condos says, but rather its people. “If I have a secret to success, it’s surrounding myself with top-quality managers. They are the honest, self-disciplined, hard-working folks who are always looking.”

In turn, the partners concentrate on giving managers latitude to do their jobs. “If they don’t measure up, the system spits them out,” Condos says. “Successful companies don’t have a lot of hierarchy, rules and

regulations at the managerial level. That stifles progress.”

Condos’ philosophy is that there are challenges once in a while, but never any problems. “My favorite saying is, ‘We have only good days, but some are better than others,’” he says. “We can choose to use the different challenges as learning experiences.”

Condos constantly reinforces business ethics with his managers, holds weekly conference calls, and spends much of his time working with them at different locations. “The managers are responsible for maintaining quality throughout our 30 business lines,” he says. “It’s a big

challenge. One inferior job from even the world’s best company will damage the relationship with that client.”

Because experienced operators are difficult to find in the Rocky Mountain Region, the partners try to retain employees when they acquire a new company. As an incentive, they offer a 401(k) retirement plan, paid vacations, sick days, and health insurance with dental and eye care.

#### **SMART GROWTH**

Their reputation for acquiring companies prompts many business owners to call with

offers to sell. Properties that interest the partners have the correct market niche and solid reputation. The location would have industrial clients requiring sufficient support services to bolster growth.

“We look at what the firm did well and not so well, listen to our gut feelings, and make our decision,” Condos says.

It began in 2005 with the purchase of Redi Industrial Services, an industrial insulation company in Lyman, Wyo. The partners deleted “industrial” from the name, then went looking for other maintenance services that fit their business plan. GTM Ltd.



A Mud Dog hydroexcavator from Super Products is used to dig pot holes at a plant in Wyoming.



At left, a Redi Services crew monitors a job. Below, Steve Kapus unloads material from a drill sump into a designated disposal site near the Barrick gold mine in Carlin, Nev.





Several of Redi Services' rigs are poised for action, including 130- and 80-barrel production tanker and two bobtail trucks used for hauling water to drilling operations. At right, a Satellite Industries restroom with a GMC portable sanitation truck, a Sterling roll-off truck and a 3,000-gallon Peterbilt septic service truck at the company's headquarters in Wyoming. Below, a Guzzler truck (right) built on a 2009 Kenworth chassis is one of the vehicles on location at a mine in Nevada.



**"MY FAVORITE SAYING IS, 'WE HAVE ONLY GOOD DAYS, BUT SOME ARE BETTER THAN OTHERS.' WE CAN CHOOSE TO USE THE DIFFERENT CHALLENGES AS LEARNING EXPERIENCES."**

**Gary Condos**

in Meeker, Colo., purchased in 2006, launched them into solid waste management and water and septage hauling for the oil fields. The territory had an insatiable need for those services, enabling Redi to grow rapidly.

A fleet of 50 trucks supports the industrial cleaning, vacuum loading, and hydroexcavation work. There are four Guzzler Classic industrial air movers, 10 F2 hydroexcavators from Tornado Hydrovacs, and four Mud Dog hydroexcavators from Super Products LLC. Most have Roots positive displacement blowers producing 27 inches Hg. Redi also moves product in 14 5,000-gallon bobtail vacuum trucks, 10 5,000-gallon vacuum tractor trailers, five 3,200-gallon bobtail potable water trucks, and four 6,000-gallon tankers.

**PORTABLE SANITATION TOO**

The fleet also includes septic and portable restroom service

trucks. Most are from Satellite Industries Inc., as are the 2,000 Maxim 3000 restrooms in the company inventory.

"Offering portable sanitation got our foot in the door more than once," Condos says. "After that, my guys are really good about cross-selling and we end up doing multiple services for the client."

Restrooms go mainly to construction and energy exploration companies, the mines, and construction firms. Condos reserves newer units and Liberty handicap restrooms for special events uses.

The company has a strong presence in eastern Nevada servicing gold mines. The ore extraction process involves temperature differentials and caustic materials that leave deposits. Redi workers engage in high-pressure (40,000 psi) pipe cleaning, vacuuming sumps, and sand-blasting, painting and coating.

Hydroexcavators play a major

role in the energy fields by cleaning drilling tanks of inverted mud and hauling it to disposal facilities. "The unpaved roads pound the Tornado and two Mud Dogs to death," Pat Henkels, Colorado hydroexcavation manager, says. "They're carrying 1,600 gallons of water to slurry the mud for vacuuming. Even then, the material is so thick that it takes a push plate to dump it, and so much remains behind that operators have to wash out the tank."

**EYEING SERVICE EXPANSION**

In the gas fields, Redi uses Mud Dogs to expose lines and solve byproduct disposal problems. Waste materials are stored in pits 60 by 40 feet long and 4 to 6 feet deep. "The volume is immense," Henkels says. "Even when using the larger Tornado, it takes a week to clean a pit hauling four to five loads per day."

In addition, we're constantly vacuuming the sand used to frac-

ture the soil." It takes three days to remove 6 to 8 feet of it from two frac tanks. The company also does environmental cleanups.

Redi uses the Guzzlers for municipal work. Operators clean and vacuum culverts and stormwater vaults, remove sludge from wastewater treatment plants, and slag from coal-fired boilers and tubes during critical path outages at power plants. They even clean floors, production lines and sewers in factories manufacturing baking soda. "The trona ore is refined into a slurry, then dried," Henkels says. "The powdery residue coats everything."

Workers often spot ways to expand services into untried areas. For example, Redi electricians working at wind farms in Wyoming heard from maintenance crews that 6- by 100-foot-long fiberglass turbine blades were cracking. Normally, they cut up the damaged blades with a



# It's Safety First at Redi Services

Redi Services LLC in Lyman, Wyo., provides support services to all facets of plant, mining, municipality and new construction applications. Business lines such as hydroexcavation, industrial cleaning and vacuum loading in challenging environments required the company to develop a robust safety program. "The most important thing we do each day is return our employees to their loved ones in the same condition in which they arrived," safety director Buck Bruce says.

The safety program includes on-site job safety analyses and job safety observations, tailgate meetings, safety training and materials in Spanish and English, behavior-based safety observations, and a near-miss and hazard identification reporting program. "We always stress safe operating practices and the firm's high safety expectations during new employee orientation," Bruce says. "Our in-house safety training covers hydrogen sulfide, respiratory protection and confined space entry."

Supervisors encourage employees to exercise their right to stop unsafe acts or conditions and to take personal responsibility for their safety and those around them. Bruce and a safety coordinator make frequent visits to the field and company branches to evaluate and reinforce safety issues. To share learning throughout the company on best safety practices, Redi publishes a monthly newsletter. It discusses any reported incidents, how they could have been prevented, and references related U.S. Occupational Health and Safety Administration information to share at monthly safety meetings.

A commitment to safety earned the company the 2010 Wyoming Governor's Safety Award for Large Construction. "We worked more than 800,000 hours without a lost-time accident in 2009," Bruce says. "Our total recordable incident rate was 2.0, while the Bureau of Labor Statistics industry standard is 4.5."

Redi's Elko, Nev., office received a visit from Barrick Goldstrike Mine representatives in February. The head of Barrick's safety team handed out safety awards to employees who had worked at the facility throughout 2009 without a reportable incident.

demolition saw, but the process was slow, hazardous and dusty. Sim Aimone, Redi's hydroblasting manager, convinced the client to try hydro-cutting. His crew quickly cut the blades into manageable pieces, then safely disposed of them.

## WINTER STRATEGIES

The challenging work, done at an average elevation of 7,000 feet in Wyoming and Colorado, is often exacerbated by temperatures reaching 20 to 30 degrees below zero. "Winters are long and hard," Condos says. "Developing procedures to winterize our liquid trucks was a huge learning curve."

Condos and Anderson turned to their industrial insulation divi-

sion, which includes employees who sew custom blanket and roll insulation pads that are sold worldwide. They have two inches of fiberglass insulation inside a heavy neoprene canvas sleeve. "We insulate all the water lines with them and blanket other components that could freeze," Condos says. "Some pads even have heat trace elements."

Some examples of winter working procedures include shooting hot water from the wand into the dig tube every half hour to prevent it from freezing, and returning the wand and hose to the heated cabinet when not in use. Operators wear multiple layers of clothing, and take them off or put them on as conditions change. They also bring extra pairs



Worker Josh Logan uses a Jetstream 300-hp 40,000-psi hydroblast pump to cut up defective wind turbine blades at the Bridger Butte Wind Farm in Wyoming.

of gloves should the first pair become wet or worn. Since they usually work in remote areas, workers pack everything they think they will need for the day.

## WORKFORCE CHALLENGES

One unusual challenge is finding the necessary workforce to support the Bakken Shale Formation oil fields in North Dakota. "We need experienced hydroexcavation and vacuum truck operators," Condos says. "This June, 127 drilling rigs were operational and experts expect the number to increase. We're supplying potable water for their camps and bathroom facilities, then hauling the septage. Our vacuum tractor trailers haul out produced water or bring in frac water for energy exploration. We even provide roll-off trash bins. It's a very exciting area for us."

Work in the Bakken fields is expanding too rapidly to determine average volumes, but Colorado's numbers reflect the overall activity. "We transported 400,000 to 500,000 gallons of septage per month in 2009 and 600,000 to 800,000 gallons of potable water," Levi Roche, Redi's Colorado fluid hauling manager, says. "October brought multiple major projects that increased our volume to 700,000 and more than 1 million gallons respectively."

Crews drove three 3,000-gallon and one 2,000-gallon septic trucks and six portable restroom trucks.

## WORK ETHIC IS KEY

As Condos and Anderson reflect on the company's growth trajectory, they say the progress — even during a tough economic period — is simply explained. It's all about keeping your nose to the grindstone and being prepared to answer the call.

"Companies can hire all the brains in the world to analyze things, but in the end, success boils down to hard work so you're ready when opportunity knocks," Condos says. "My four sons and Jay's three sons are steeped in it. Now they're involved in running the business and we plan to just keep moving forward." ■

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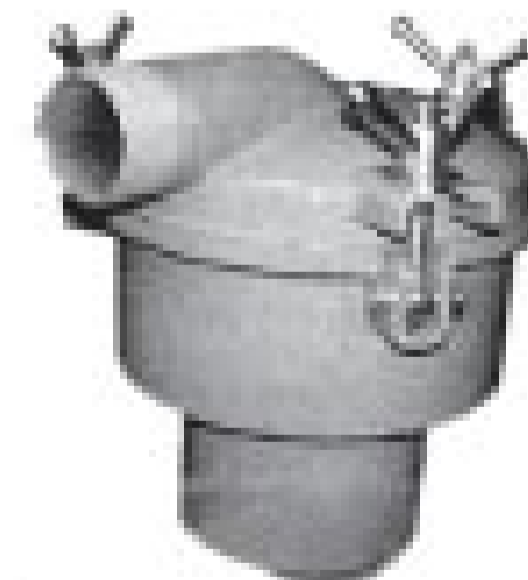
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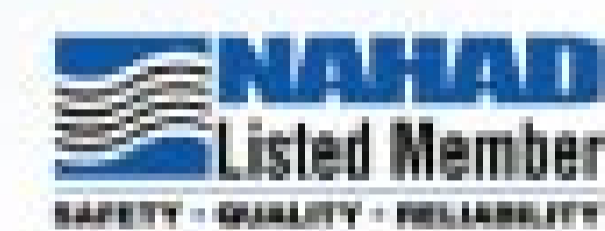
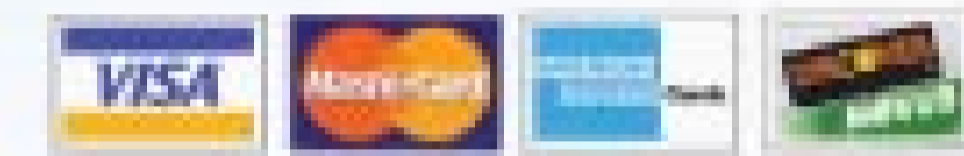
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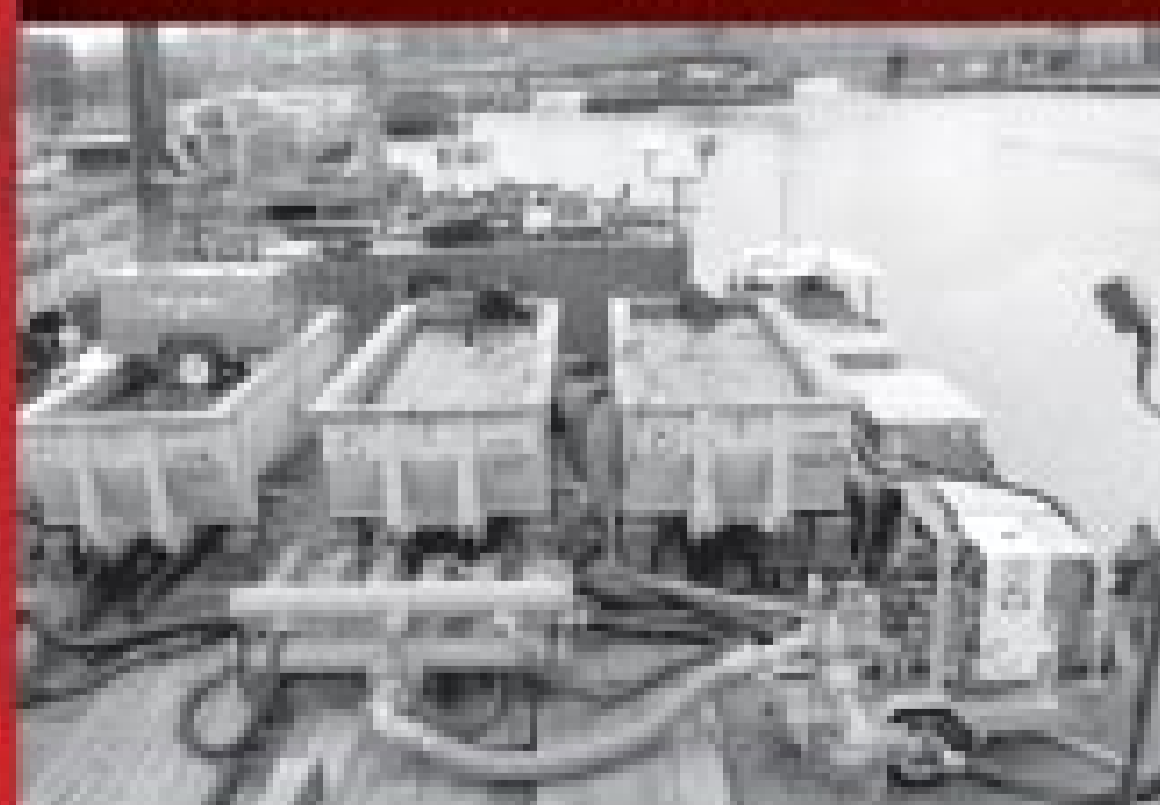
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# Structuring an ESOP

## WANTING TO SHARE HER COMPANY'S SUCCESS WITH LOYAL WORKERS, LORRAINE WARDY OF SARABIA'S PORTABLE JONS TURNS TO AN EMPLOYEE STOCK OWNERSHIP PLAN

Entrepreneur Lorraine Wardy had already retired once when she entered the portable sanitation business. After running a surf shop for five years, she started a women's sportswear and apparel manufacturing company, running it from 1985 to 2000, when she retired.

But she soon got restless, and in 2001 purchased Sarabia's Portable Jons in El Paso and built that business. Now she's ready to retire again. But instead of selling out to a new owner, Wardy decided to sell it to her employees through an employee stock ownership plan (ESOP).

In an ESOP transaction — regulated by the U.S. Department of Labor and Internal Revenue Service — the owner sells company stock to the ESOP itself, which then holds it on the employees' behalf. Wardy is selling 90 percent of her stock in Sarabia's to the Sarabia ESOP and will keep 10 percent. Over an 8- to 10-year period, the ESOP will pay for her shares with cash generated by the company's day-to-day operations.

Wardy and her accountant, John Beakley of Beakley & Associates, Lubbock, Texas, spoke with *Pumper* about the ESOP conversion.

## Pumper Interview

By Erik Gunn

**Pumper:** What exactly is an ESOP, and why might a company set one up?

**Beakley:** An ESOP is a profit-sharing plan that is authorized to invest 100 percent in employer-issued stock. In a regular profit-sharing plan, buying stock from a shareholder is prohibited. In an ESOP that's authorized.

For an owner who wants to sell and still take care of their employees in the process, an employee stock ownership plan is really a very good option. The tax advantage for a company owner willing to sell to an employee stock ownership plan and carrying the loan is huge.

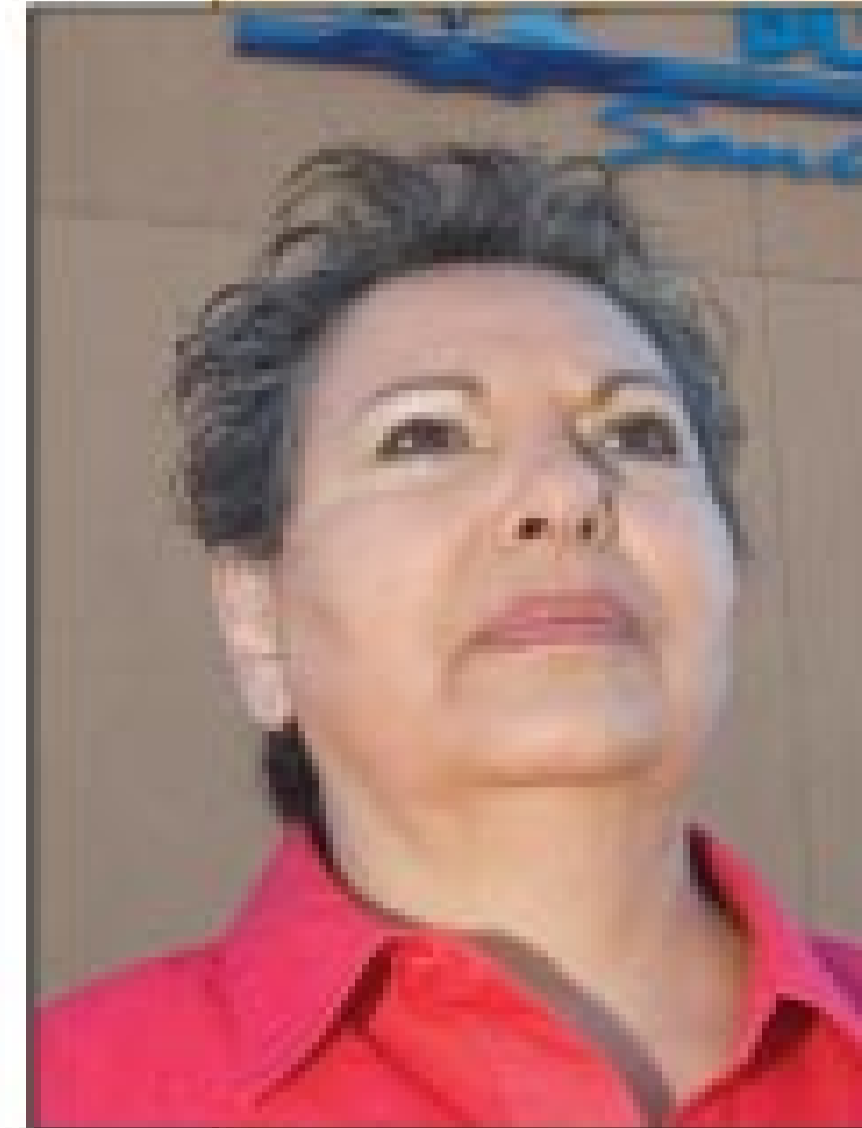
**Wardy:** We have grown this company tenfold in the last 10 years. My employees have really made this company happen. I felt if I could do that for them, with advantages to me, why not?

**Pumper:** What is the process to set one up?

**Beakley:** The company has to establish the plan documents. Then the company stock has to be independently valued by a valuation firm. When you're negotiating with a third party that wants to buy your business, it's just what the buyer's willing to pay and the seller's willing to sell for. In an ESOP, because you don't have a true, independent third-party buyer, the owner can't just determine what they think it's worth. The Department of Labor and the Internal Revenue Service require that the stock be valued for the initial transaction and then every year after that as long as the ESOP owns the stock.

The initial valuation is probably going to cost at least \$10,000. The plan document can cost \$25,000 to \$50,000. After the valuation, the owner determines whether they can live with that price, and if that's going to accomplish the purposes that they want to (for the owner's personal investment portfolio).

**"ONCE THE EMPLOYEES UNDERSTAND THAT EVERYTHING THEY CONTRIBUTE TO THIS COMPANY IS GOING TO PAY THEM BACK TENFOLD, I THINK THE ADVANTAGES OF HAVING AN EMPLOYEE-OWNED COMPANY ARE GOING TO BE HUGE. I WANT TO RETIRE. BUT I WANT TO LOOK AT THIS COMPANY FROM FAR AWAY AND SEE WHAT I CREATED. I WANT THIS COMPANY TO JUST FLOURISH INTO SOMETHING WONDERFUL."**



Lorraine Wardy

**Pumper:** Who gets the tax deductions involved in the ESOP transaction?

**Beakley:** The company gets the deduction (for) making a contribution to the retirement plan — the ESOP.

Also, the seller is selling their stock as opposed to someone wanting to purchase the assets of the company. Historically, sales of stock have enjoyed long-term capital gains treatment (and) have been taxed at a preferential rate (currently 15 percent, compared with 35 percent for ordinary income).

If a buyer was only buying your assets, not your stock, the company has to pay tax on the gain on the sale of those assets. Corporations don't get preferential long-term capital gains rates, so they're paying 40 percent. The owner then only gets 60 percent (of the sale price), and has to pay another 15 percent on the long-term capital gains.

**Wardy:** The other thing is that usually with companies like this one, the new buyer might give the owner a down payment and then finance the balance. But at that time they want the owner to leave. If I'm going to have to finance (a buyer), I'd rather finance my own employees and then stay here, so somebody doesn't hand me the keys four years later and say, "Here's your company back — sorry. It didn't work."

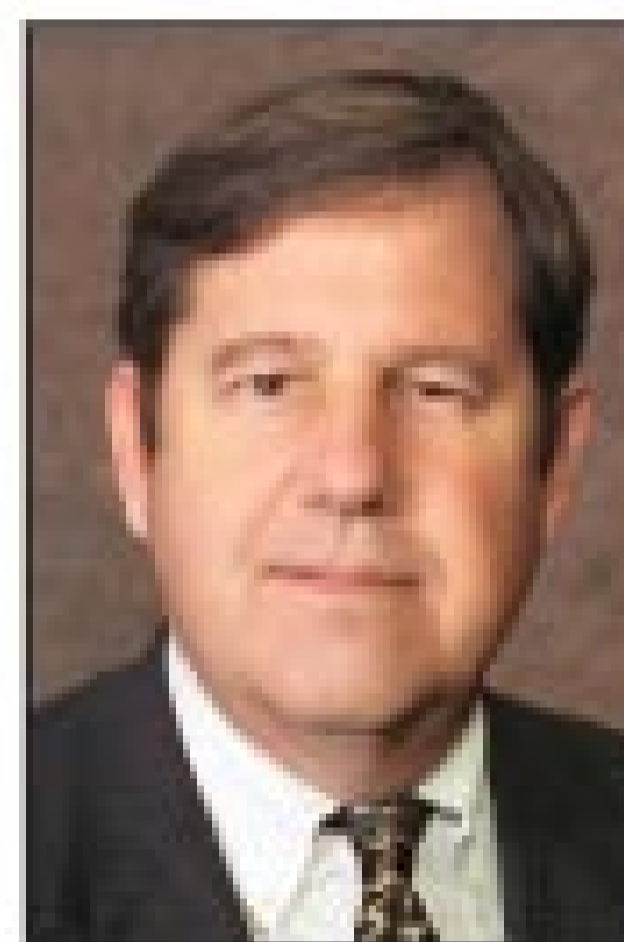
**Pumper:** Once the ESOP is established, do the employees actually get the stock themselves?

**Beakley:** They never actually receive the stock directly. As long as they remain an employee of the company, the ESOP holds the stock on their behalf. It's a retirement plan. The benefit is completely deferred as far as the employee is concerned.

There's a vesting schedule: If you stay at least two years, then that third year you become 20 percent vested. After you've been in the plan more than six years you're 100 percent vested in your stock.

**Wardy:** This past December we did the sale of the stock into the ESOP. There hasn't been any money paid to me yet. They do pay me interest on the note that I am financing for the ESOP. (Employees began accumulating individual shares of stock in September of this year.)

**Pumper:** So the employee accumulates an interest in stock held for them by the ESOP. When it comes time for the employee to retire, what happens?



John Beakley

**Beakley:** Hopefully over a 15- 20- 25-year career, the value of the company increases above what the value the ESOP had to pay the original owner for the stock. So if an employee retires or leaves after vesting, the ESOP pays them (to buy back their stock). If it's a small enough balance and the company's got the cash, then they can just write them a check for payment in full. (For larger amounts, the ESOP might pay the departing employee over several years.) The employee has the option of rolling those proceeds over into an IRA, where they don't have to pay tax on it until they start taking annual distributions.

**Pumper:** Is the ESOP of primary interest to a company whose owner doesn't have heirs? Or could it be of interest to a company in any kind of situation?

**Beakley:** It's really the owner's preference. You have to have a stable pool of employees, and once the owner steps back and turns over control of the company, somebody has to run the company. So you've either got to hire professional management to come in and run it, or during this loan payout period, you grow up and improve the management capabilities of a couple of your key employees.

**Wardy:** Not every company is a good candidate. It can't be a company in financial problems; that won't work, because there's debt to be paid.

I've got to get paid. And it's going to be paid two ways: from the same earnings of the company, or you're going to borrow the money to be paying it. I did not want to laden the company with financial pressures from more bank debt. So we are financing the purchase, which is going to take about eight to 10 years.

**Pumper:** When you decided to implement this plan, was it difficult to communicate to employees so they could understand how it works? What's been the actual employee reaction to the ESOP program?

**Wardy:** It's an ongoing process. The employees, some of them are savvy and some are not. The way our ESOP is set up it very clearly is favoring the employees. It's very transparent to make sure that this is not just a way for Lorraine to get money. Those that understand what's going on are very excited about it. There is a segment of the population in our company that doesn't quite understand it and probably won't until they actually see something in paper.

The whole culture of our company has changed some. Even though they don't quite understand it, they know that something's brewing. And so they're a little more attentive to things. I am now in the process to make entrepreneurs out of my employees so they can really take it over eventually.

Once the employees understand that everything they contribute to this company is going to pay them back tenfold, I think the advantages of having an employee-owned company are going to be huge. I want to retire. But I want to look at this company from far away and see what I created. I want this company to just flourish into something wonderful. I feel like somebody within our company will rise to the top and be great management, but maybe they don't know that yet.

**Pumper:** Is it possible to know whether you're able to attract workers because this plan is in place? Has it become a selling point in recruiting?

**Wardy:** We haven't really recruited that many. Our business, like everybody else, is slower. We as a team are looking for ways to increase our revenue in other avenues. I think it will be relevant if we have employees to hire. But we haven't really hired anybody that it has made a difference to them yet. Our employees are aware that this is a long-term benefit. They're not going to see any real benefit for the next five to 10 years. ■

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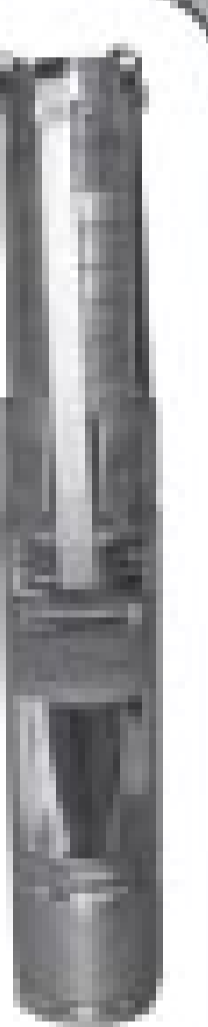


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# Bang For Your Advertising Buck

## IN LIGHT OF EMERGING OPPORTUNITIES ON THE INTERNET, A PUMPER WANTS TO KNOW THE BEST WAY TO DIVVY UP HIS MARKETING BUDGET

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

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

### Overheard Online

#### Question:

We only pump septic tanks at this point. Where is the biggest bang for your buck when it comes to advertising? I have used the local papers with little success. Because our service is sought "at need," should we be more focused on the Yellow Pages? And although we are in a rural area, should we also be looking at the Internet?

#### Answers:

Regarding a Web site, realize it's not magic. It won't just show up No. 1 in search rankings or appear to people who need septic service. I am very forward-thinking when it comes to the Web. I've even done a few seminars at the Pumper & Cleaner Expo on that topic, and I still wouldn't advise putting all of your eggs in the Internet basket, especially in a small town. Chances are people aren't looking there, or won't find it even if they are.

We are in a small town, too. Best thing in my opinion is word-of-mouth and an eye-catching truck — your rolling billboard as they say. Also, if you have a shop or commercial building on a busy road, street or highway, put up a sign. Those are all effective and relatively inexpensive measures. Then create a Web site and promote it on the truck, signs, etc.

The Yellow Pages are still very effective. I would submit that most people still use that as the No. 1 source for finding service, especially emergency service.



In the last 20 years I have fallen for every advertising trick there is: community maps, restaurant menus, store benches, Internet, fliers, postcards, and that just scratches the surface. I'm not in any way telling you not to try them all, but other than the Yellow Pages, all others have been wasted money. By far the only method of advertising that has made anything resembling a return on investment is Yellow Pages advertising. Internet Yellow Pages advertising hasn't produced enough to pay for itself.

An old saying goes: "I know half my advertising dollars are wasted — I just don't know which half." Well, on the contrary, you should know. Don't go by intuition or a gut feeling.

When a man, or especially a woman, is standing in it after hitting the flush handle, they forget anything they have seen or heard. They run straight to the phone book. Get the biggest ad you can afford and get into every phone book in your area. I advertise in almost 30 books in a 90-mile radius of my base.



I think Internet advertising is decent. But having a Web site isn't enough; you have to have a good Web site and a catchy, memorable name. I think the worst names are ones where you name the company after yourself, unless you have a weird name.

Having a professional Web site with many photos and a good logo (to build a brand) are great ways to show off your product. So don't put anything but the cleanest, best restroom photos on your Web site. Make everything on your Web site easy to do: quotes, orders, and contacting the company. I get quote requests 2-3 times a week, and most order from me.

But by far the best advertising especially for septic clients is postcards/fliers, magnets and business cards. Get on your bike, walk, or whatever to everyone with a septic. Put nicely designed media in their mailbox and you will get a call or two.



In advertising, it's all about targeting and tracking. Not every service territory is the same. What works in one area might not work as well in others. The trick is to know what kinds of advertising your leads and sales are coming from. Then you can spend more on those that give you a high return and less (or nothing) on those that don't.

Always have your staff ask callers how they heard about the company. Put code numbers on return cards from direct mailers. In print or radio ads, consider a line saying: Mention this ad for discount. On your Web site, use a tracking tool to tell you which ads or pages are getting the most clicks.

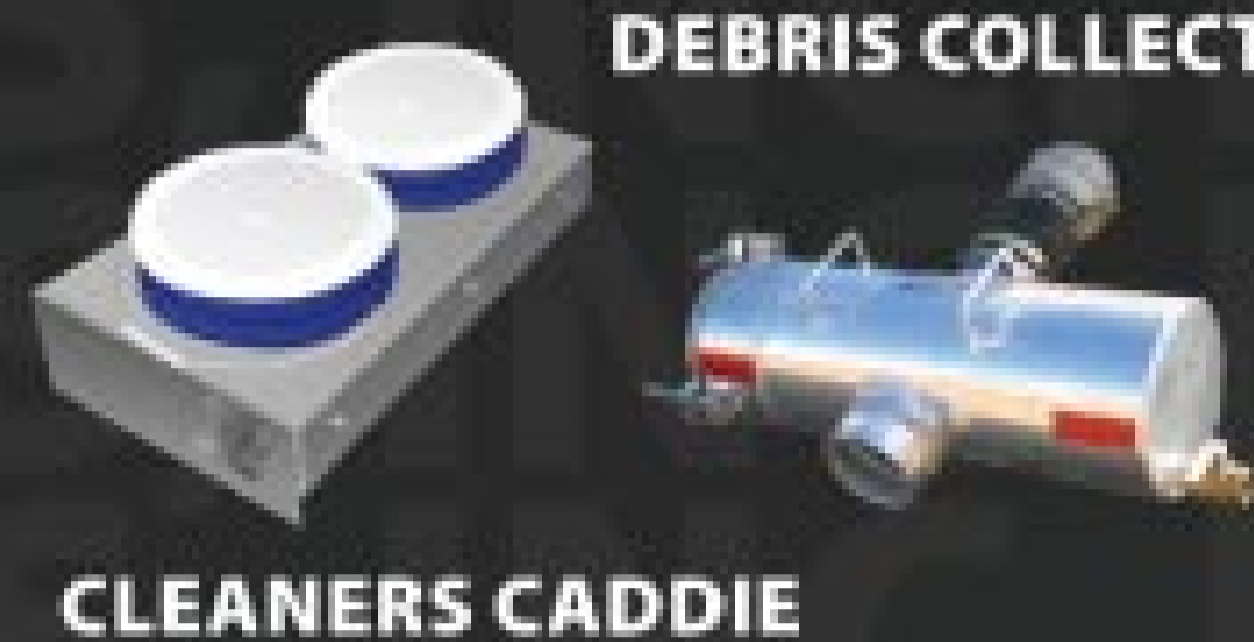
An old saying goes: "I know half my advertising dollars are wasted — I just don't know which half." Well, on the contrary, you should know. Don't go by intuition or a gut feeling. To the best of your ability, collect data that tells you which kinds of advertising are working. Then adjust your program accordingly. Remember, when it comes to advertising: If you can't measure it, you can't manage it. ■



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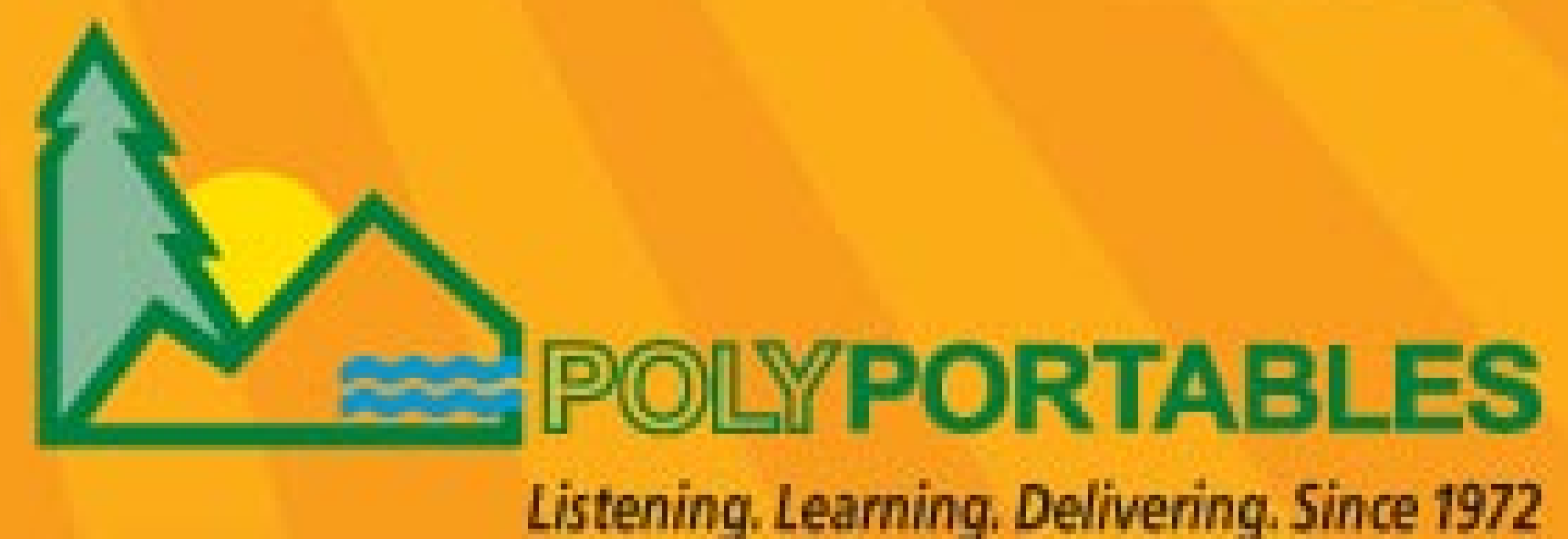
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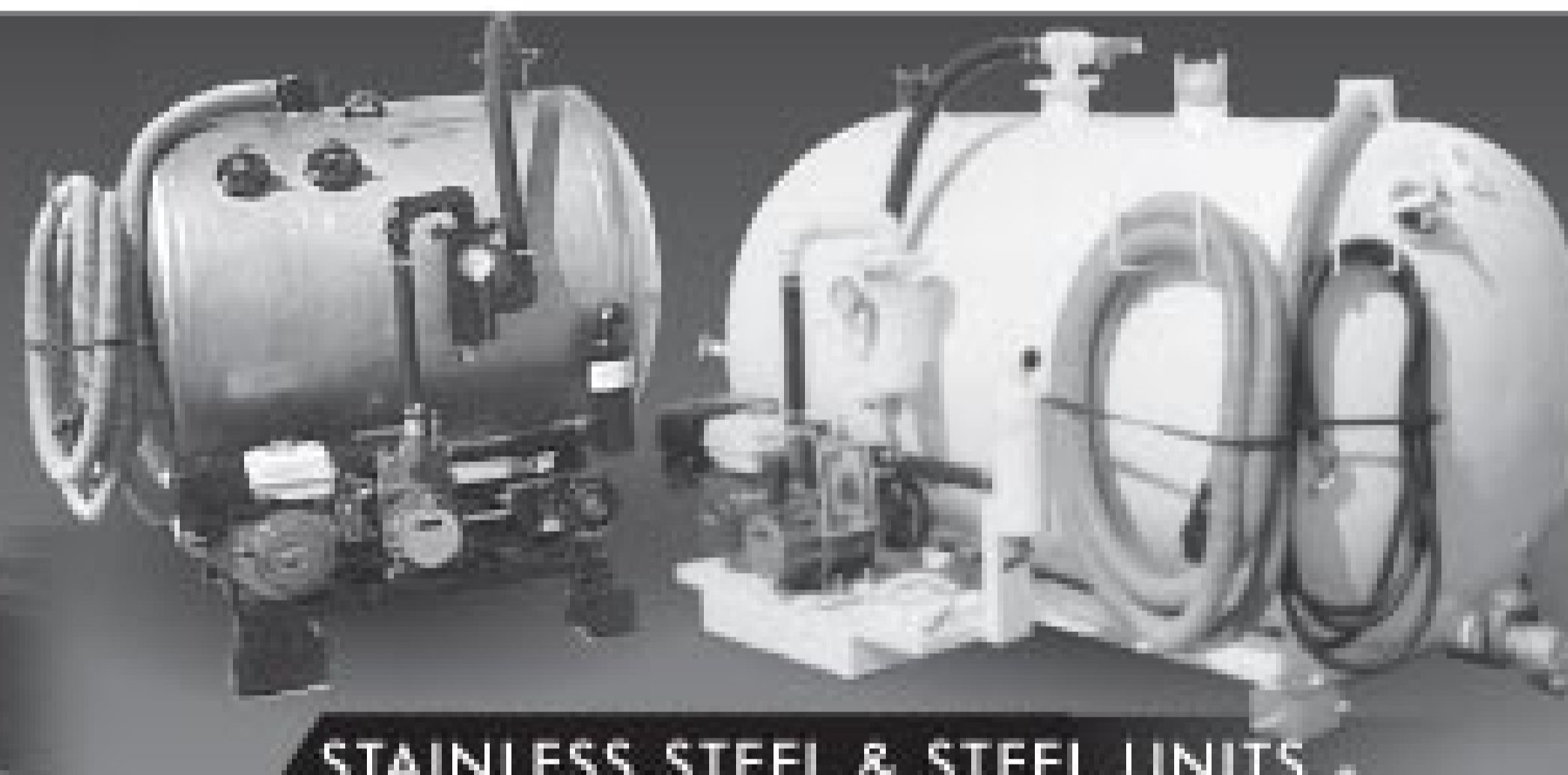


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An aerial view of the Gaylord Opryland Hotel following the flood shows how the complex was inundated with water. (Photos courtesy of Gaylord Opryland)

# Road to Recovery

By Paul Holley

**Nashville and the Opryland Hotel, for years hosts to the Pumper & Cleaner Expo, are making their way back from the disastrous flooding that struck in May**

**R**eaders of *Pumper* barely would have recognized the Gaylord Opryland Hotel after the rains and floods that hit Nashville on the weekend of May 1-2.

Four months later, the businesses damaged by the flood have recovered or are rebuilding, and the City of Nashville is diligently inspecting its water and sewer infrastructure. Meanwhile, some members of the Pumper and Cleaner sectors had roles in the cleanup in the weeks immediately after the storm.

## ALMOST UNDERWATER

The Opryland, Nashville's largest hotel and for years the site of the Pumper & Cleaner Environmental Expo, was among the sites hit hardest. Hotel management evacuated about 1,500 guests from the 2,881 rooms the night of May 2-3 before the Cumberland River breached a levee and inundated the lobby, restaurants, atrium, ground floor exhibition space and 117 guest rooms.

Water also covered the stage, seating, dressing rooms and retail area of the neighboring Grand Ole Opry and damaged stores in the Opry Mills shopping mall nearby. The flood affected parts of First and Second avenues downtown, knocked out power to parts of the downtown area, and filled two million feet of sewer mains.

By Monday, May 3, the river topped levees and sent as much as 10 feet of muddy water through thousands of homes and businesses. Nashville's Metropolitan Planning office estimates the flood damaged 16,800 homes affecting 40,000 people. The Chamber of

Commerce reported that more than 2,700 businesses in 36 ZIP codes took varying degrees of damage.

The flood also forced Metro Water Services to shut down one of its two water treatment plants and one of its three wastewater treatment plants for nearly four weeks. Water service was temporarily reduced in some areas, but extra water sampling and chlorine applications kept officials from having to issue boil orders, according to Hal Balthrop, assistant director.

## REBUILDING UNDER WAY

By late June, rebuilding was well under way at the Opry (scheduled to reopen Oct. 2) and the Opryland Hotel (Nov. 15). The repair and rebuilding costs for both were estimated at up to \$179 million. Some 1,743 Opryland resort complex employees were laid off until fall.

Gaylord Hotels officials reported on June 24 that 1,200 trash bins of waterlogged dry-wall, carpet and other materials had been removed from the hotel. The renovation includes five VIP suites that weren't flood damaged but were due for upgrades. "Folks are extremely busy down here," says Brian Abrahamson, a Gaylord spokesman.

Renovation at the 1.2-million-square-foot Opry Mills mall started in June, and as of late July, owners had not yet set a date for reopening. Other businesses and attractions recovered within a few weeks. The General Jackson showboat on the river and the Wildhorse Saloon on Second Avenue reopened June 5.

On the municipal side, the staff at Metro

Water Services worked what turned out to be a solid month of rotating 12-hour shifts until Memorial Day. "May was just one big work day," Balthrop says. An incident command center responded to every water leak to curb losses.

## LENDING A HAND

Septic service and drain cleaning and plumbing contractors pitched in to help with the immediate recovery. Among them was Elite Septic Tank Service of Nashville, where employees were busy for two weeks pumping tanks, jetting sewer lines and servicing grease traps.

"We've had floods before, but nothing like this," says co-owner Kenny Shores. The company's three service trucks and five technicians kept up with the demand, but to handle the rush of calls, the Elite crew had to assemble another jetter from an engine, a hose and a tank on hand in the shop. "We had everything sitting around — we were just lucky," Shores says.

By June, the company turned to repairing flood-damaged septic systems. Shores predicts some will have to be replaced.

For Robbie Poyner, owner of Poyner Septic Service in Franklin, about 40 miles south of Nashville, the biggest issue was the temporary closing of the local treatment plant because of floodwaters.

"Anybody who had a tank where they could be storing was storing. You were putting it wherever you could put it," he says of collected wastewater.

Meanwhile, Aaron Miller, owner of Mr.

**“WE ALL JUST BASICALLY WORKED UNTIL WE WERE EXHAUSTED. INITIALLY WE WERE PUMPING BASEMENTS. IT WAS KIND OF A MAD DASH AT FIRST. THEN, IT WAS LINE JETTING AND DRAIN CLEANING — MUD, DEBRIS, EVERYTHING IMAGINABLE DOWN THE DRAINS.”**

**Aaron Miller**

Rooter of Nashville, was at a wedding in Georgia when an employee called his cell phone on Saturday, May 1, saying, “You won’t believe this, but there’s a house floating down I-24.”

Miller called in crews from the Mr. Rooter franchise in Chattanooga as he made a bee-line for home. “It was all hands on deck,” he says. “The river got within five feet of our office and shop. We moved all the trucks and equipment to a supermarket parking lot until we knew the shop was safe.” The flood knocked out the shop’s phone service for two weeks, so calls were routed through the Mr. Rooter national call center.

#### **EXHAUSTING WORK**

The Nashville and Chattanooga crews doubled the Mr. Rooter workforce to nearly 25. They brought in another vacuum truck, jetters, pumps and a hydroscrubber for smaller drains for what turned into a solid two weeks of basement pumping and drain cleaning.

“We all just basically worked until we were exhausted,” Miller says. “Initially we were pumping basements. It was kind of a mad dash at first. Then, it was line jetting and drain cleaning — mud, debris, everything imaginable down the drains.”

The service call volume gradually returned to normal by early June. He expects to pick up some insurance-related flood-damage work throughout the year. “It was kind of a mixed blessing,” he says. “It was a nice financial

boost for us, but it was also very hard on a lot of people. I’m glad we were able to be there for people who needed help.”

The flood meant 16-hour days for Ron Arvin, owner of Arvin’s Plumbing of Mount Juliet. “You couldn’t find a pump anywhere that Monday after the storm,” he says. “Fortunately, I have three. We went right to work.”

It wasn’t unusual to see four feet of water in basements and crawl spaces. “I’ve heard it over and over,” says Arvin. “People say they’ve lived in the same place for 20 years and never had water until now. One customer had water coming in from a lake 800 feet away. He thinks it may have followed an underground spring or cavern.”

By early June, the focus changed from pumping basements and replacing water heaters to correcting improperly installed drains that had allowed rainwater to enter the sanitary sewers.

#### **‘A MARATHON’**

As the floodwaters went down, Nashville business and civic leaders realized that cleaning and rebuilding would be a long process. Soon after the flood, the Nashville Metro government created a Business Response Team coordinated by the Chamber of Commerce to help businesses of all sizes.

In late May, the Chamber launched a “Nashville Open for Business,” publicity campaign to urge potential summer visitors not to change their plans. The city’s tourism and convention industry took the biggest hit because of the loss of Gaylord Opryland, which has

10 percent of the area’s hotel rooms.

“This is a marathon, not a sprint,” says Stephanie Pepper, Chamber public relations manager. “You can come into Nashville and not see any flood damage, but pockets of the city were hit very hard.” Response Team volunteers started visiting businesses during the week of June 14 to see what help they needed to get back on their feet.

Meanwhile, Metro Water in late June started inspecting the 2 million feet of sewer mains, from 8 to 60 inches, that were covered by floodwater. Balthrop expects that to take 18 months, and he believes it will show that the sewers came through in good shape, thanks to the agency’s routine maintenance program.

#### **IGNORED NATIONALLY**

As bad as the flooding seemed to Nashville residents, it was overshadowed by other national news, including the start of the oil well leak in the Gulf of Mexico and a car bomb discovered in New York City’s Times Square.

“For us, it was a really big deal,” says Miller. “But to the rest of the country, it seemed to be under the radar.” Balthrop doesn’t think the lack of attention really matters. “Nashville, by nature, is a little humble,” he says. “We all just rolled up our sleeves and went to work.” ■



Workers began cleaning the Opryland Hotel Atrium after floodwaters subsided. The hotel expects to reopen in November.

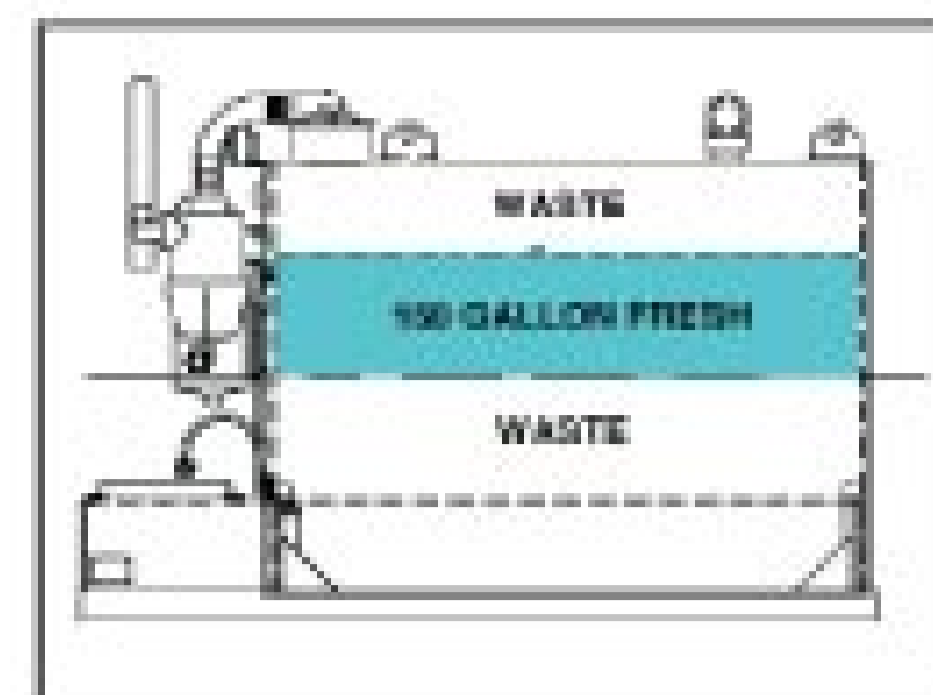


Readers who visited the Opryland Hotel for Pumper & Cleaner Expos in the past will recognize the Cascades Lobby, seriously damaged by the floodwaters.

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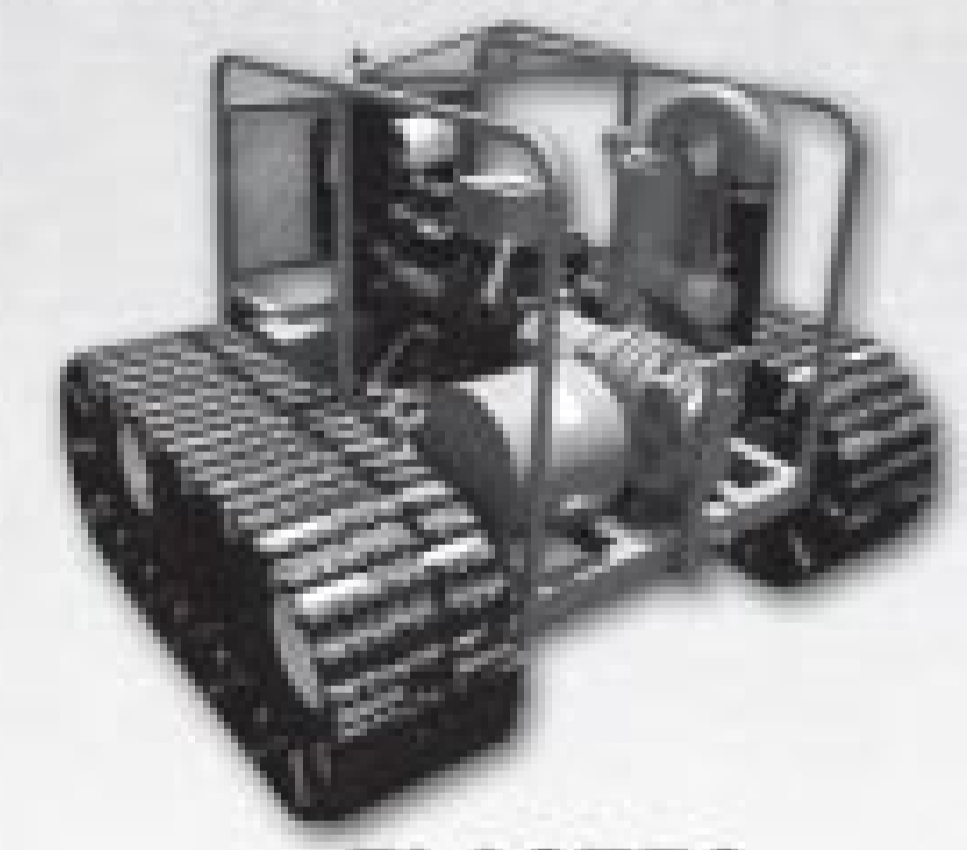
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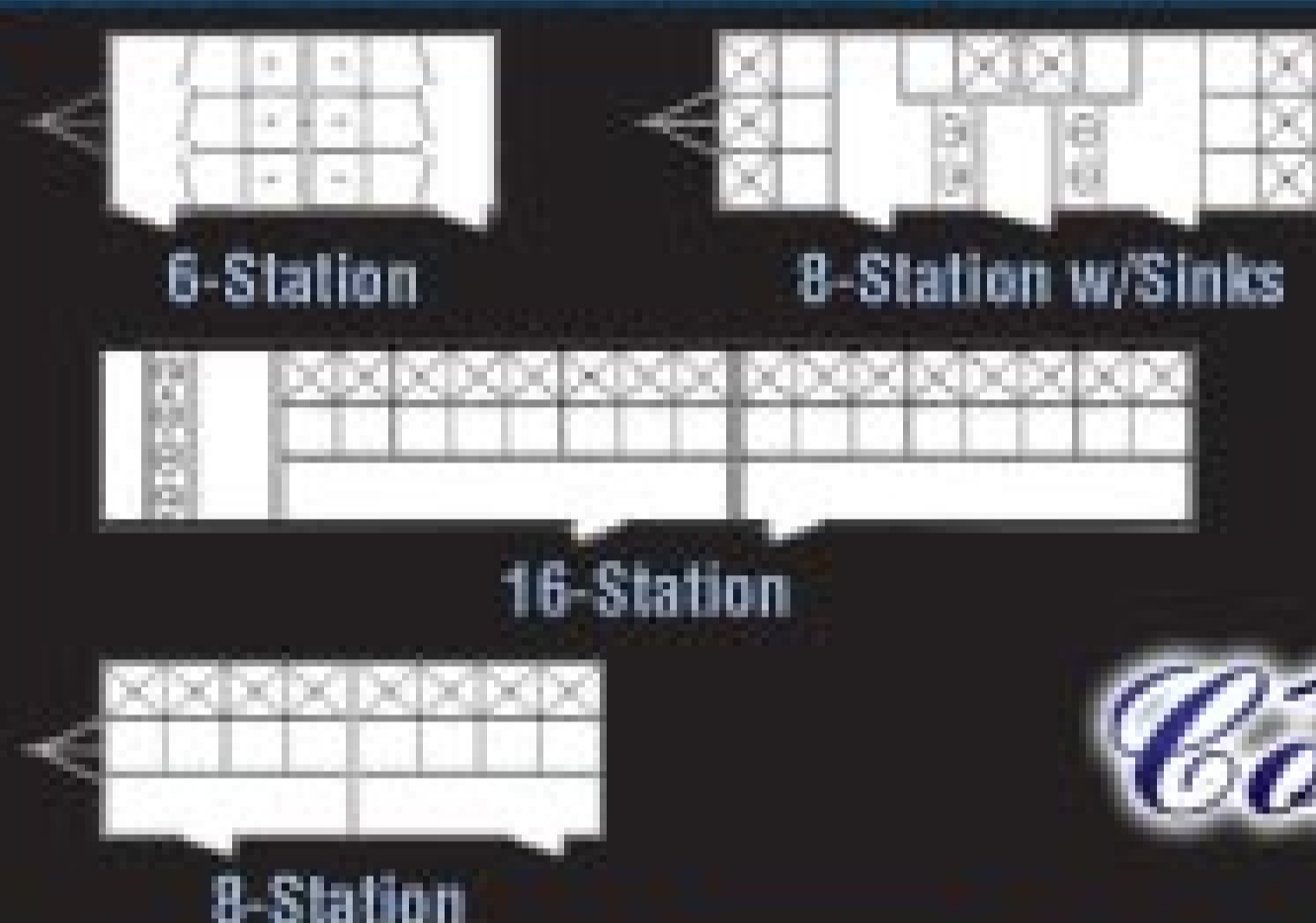
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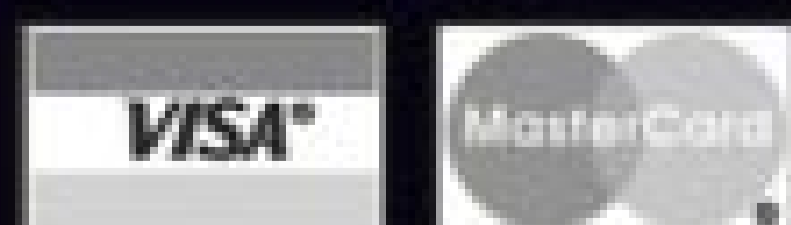
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# Personal Finance Checklist

Follow these tips to conduct a regular review of your fiscal life plan

By Fred S. Steingold

**F**olks who own or run a business can sometimes neglect their personal finances. It pays to sit down from time to time and review what you've done so far — and what you can do better. Here are some suggestions to help assure your financial well-being.

**Set financial goals.** Decide where you'd like to be financially, both in the short term and in the long term. With specific monetary goals, you can check periodically to make sure you're on track. You may need to adjust how much you're saving and investing to meet your goals.

**Get the most benefits from tax-deferred savings plans.** These include IRAs, 401(k)s and Keoghs. Check the contribution limits for the current year, as these can change. If you're nearing retirement, think about how you'll be making withdrawals from tax-deferred accounts. Learn the rules for required minimum withdrawals.

**Create an emergency fund or establish a line of credit.** You want to be able to get your hands on cash if something unexpected comes up. Being sure that can cover three to six months of living expenses will keep you from tapping into investment accounts or selling other assets.

**Plan for a child's or grandchild's education.** Look into a variety of tax-deferred savings, tax-favored loans, and tax credits that may be helpful.

**Review your stock portfolio.** This is especially important in times of stock-market turmoil. You may need to re-balance your portfolio — either increasing the percentage of equity investments (stocks) or increasing the percentage of bonds. Also, consider whether to sell an item at a loss. This can help you offset gains from more profitable investments.

**Maintain adequate insurance.** Insurance can help protect you and your family from financial disaster. Do you have sufficient life insur-

*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.*



Take special care if your estate plan is designed to reduce or minimize estate and gift taxes. Congress changes the exemptions from time to time, which may make it necessary to revise your current documents.

ance? Knowing that your family is protected will give you peace of mind. Look into term insurance, which is relatively inexpensive. Also, consider disability insurance in case you can't work for an extended period. An umbrella policy is often a good idea. Other insurance coverage to review: homeowners, car and health insurance.

**Keep your credit costs under control.** It may be time to refinance your home mortgage, or to switch your credit card to another company. And check your credit report annually to make sure it contains correct information.

**Re-visit your estate plan.** Make sure your will, trust and power of attorney are up-to-date. If you don't have an estate plan, see your lawyer to discuss your needs. Make sure that your life insurance policies have named the correct beneficiaries, and that you've taken proper steps to fund your living trust. See that your paperwork is well organized so that family members can step in and handle your finances, if necessary. Consider signing a living will or medical power of attorney. This will authorize someone close to you to make medical decisions for you if you're unable to make them yourself.

**Look into tax strategies.** A certified public accountant can help you make the most of tax deductions and credits. Tax laws change, so last year's strategies may be out of date. Take special care if your estate plan is designed to reduce or minimize estate and gift taxes. Congress changes the exemptions from time to time, which may make it necessary to revise your current documents.

**Have a succession plan for your business.** If you die, you want to make sure that your business will be smoothly transferred to your family, co-owners or valued employees. You might want to have a buy-sell agreement in place, possibly funded by life insurance.

**Think about recent changes in your family.** A birth, death, marriage or divorce in the family can affect your financial plans. If so, you'll need to make appropriate adjustments. ■

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

Riser to Riser attachment with 6 vertical stainless steel screws.

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

## Riser Lid

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

Concrete Lid w/handle

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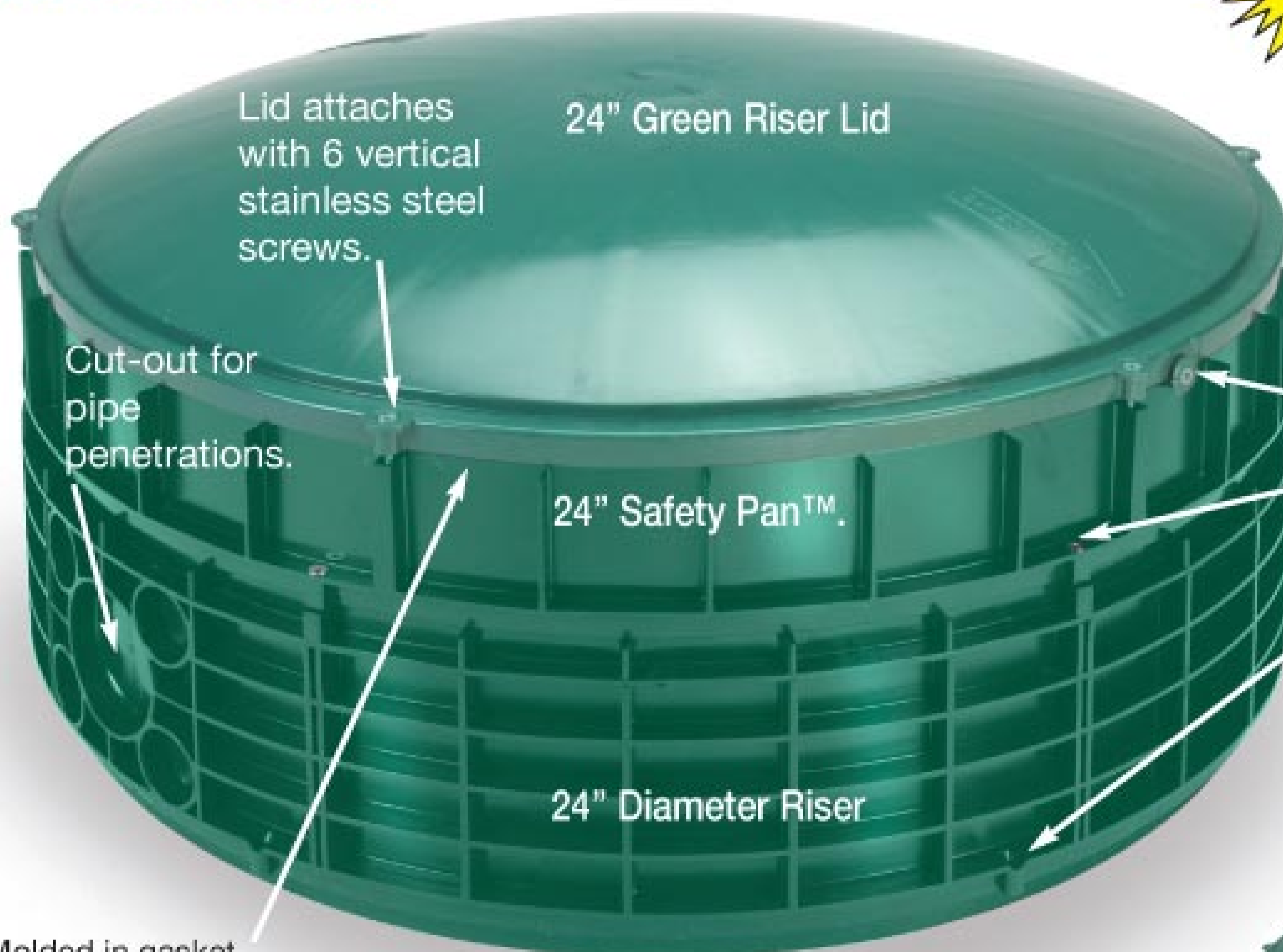
Safety Pan™ available in 16", 20" and 24" diameters.

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Patent No's  
5,624,123  
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- 2007 STERLING LT7501
- CAT 275 HP / Allison 3000RDS
- 50 @ 3000 / DEUTZ 138 HP
- Mileage: 23,000

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**2000 VAC-CON VPD3609SHA**

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- 2001 Sterling LT9501
- CAT 380 HP / 10-Speed
- 80 @ 2000 / Cummins 110 HP
- Mileage: 73,000

**RECONDITIONED \$185,000**



**2004 VAC-CON V311LHAD**

- 2004 Sterling LT7501
- CAT 275 HP / Allison MD3060
- 65 @ 3000 / DEUTZ 138 HP
- Mileage: 88,200

**RECONDITIONED \$195,000**



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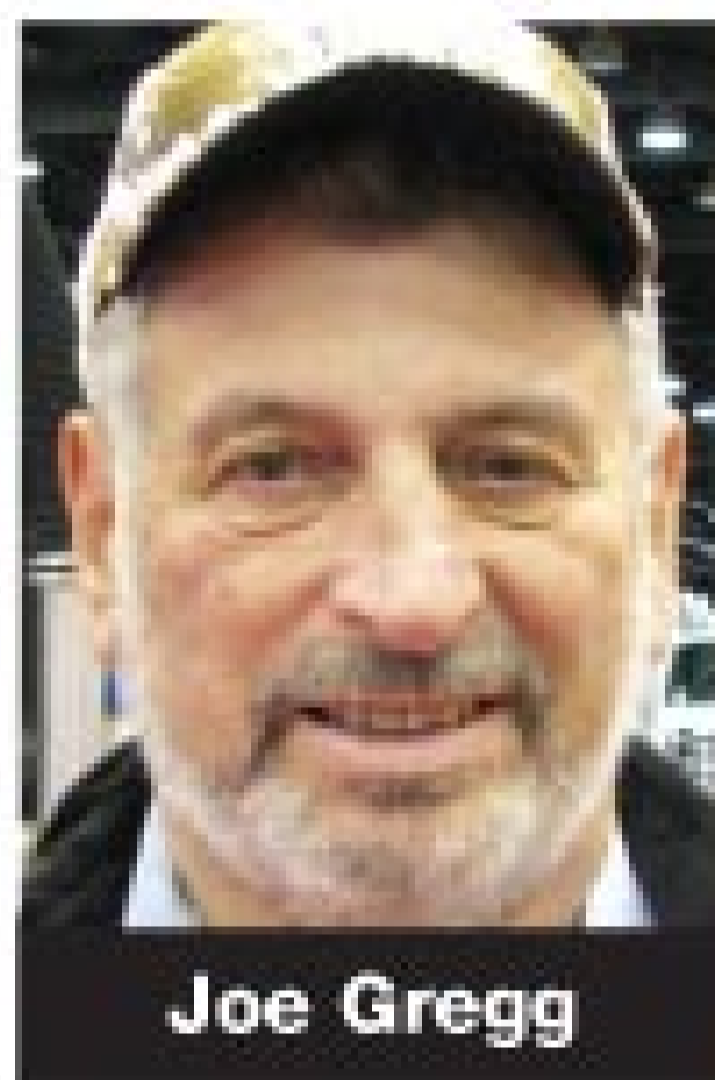
# People and Perks

## Do you offer a benefits package aimed at retaining skilled labor for the long haul?

By Mary Shafer

**Y**ou might think that in this tough economy, benefits packages aren't all that important. After all, lots of folks are looking for work, and it's a buyer's market, right? Well, not so much, actually. A Pew Research Center study showed that, as far back as 2004, Americans on the whole are disinclined to work in the service sector, with only 15 percent of U.S. workers actually employed there.

And the disenchantment with service jobs might be keener in the liquid waste industry, where workers perform what are considered less-than-glamorous duties and work long, grueling hours. What do contractors have to say about retaining skilled technicians and offering benefits packages?



**Name:**  
Joe Gregg  
**Company:**  
Gregg Excavation & Sanitation Inc.  
**Location:**  
Reedsville, W.V.  
**Employees:** 4  
**Years in Business:** 40

Headquartered at the Ohio-West Virginia border, Gregg Excavation & Sanitation Inc. provides septic pumping and maintains an inventory of 400 portable restrooms to service its rural area. With about 550 residents, Reedsville is a tiny town surrounded by a

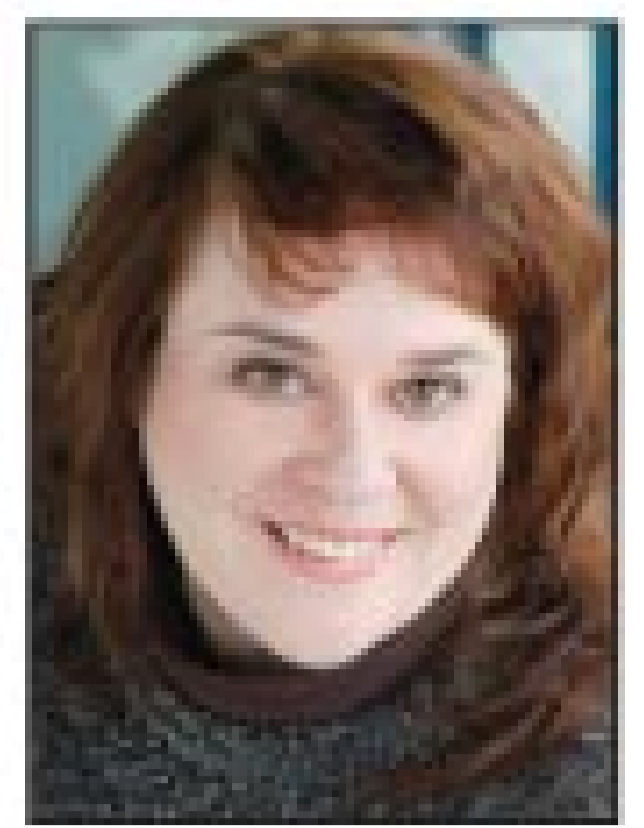
few institutions of higher learning and other small businesses.

Gregg is happy with his benefits package for employees, since he's managed to hold onto a steady crew for quite a few years. The package consists of a week's paid vacation annually, and all major holidays paid.

The one benefit he'd like to offer that has remained out of reach is an affordable health insurance package. "I've been trying to get it for them, but it's tough," he admits. And with the new health care initiatives not kicking in for another two years, it's likely to remain that way for the time being.

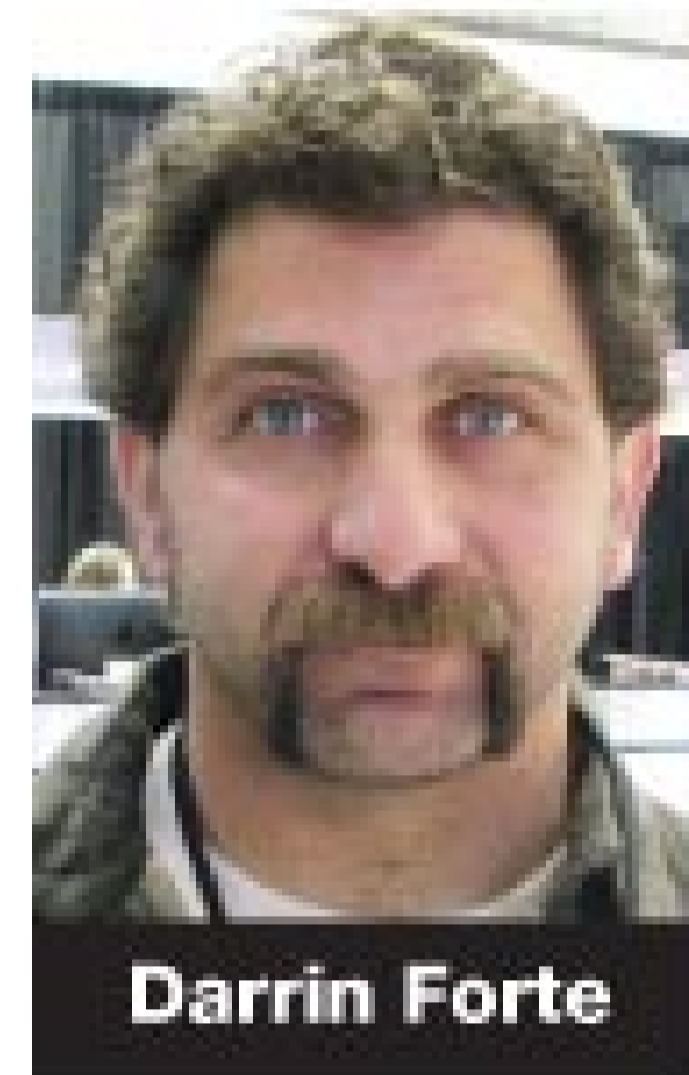
Darrin Forte's company serves New York City's five boroughs plus Nassau, Suffolk and Westchester counties with septic pumping, sewer cleaning and grease trap services. He offers three weeks paid vacation

Comments may be directed to Mary Shafer in care of Pumper. You may also e-mail [pipelines@pumper.com](mailto:pipelines@pumper.com).



**"We used to have an IRA plan, too, but no one contributed to it."**

Darrin Forte



**Name:**  
Darrin Forte  
**Company:**  
The Cesspool Man Inc.  
**Location:**  
Broad Channel, N.Y.  
**Employees:** 16  
**Years in Business:** 18

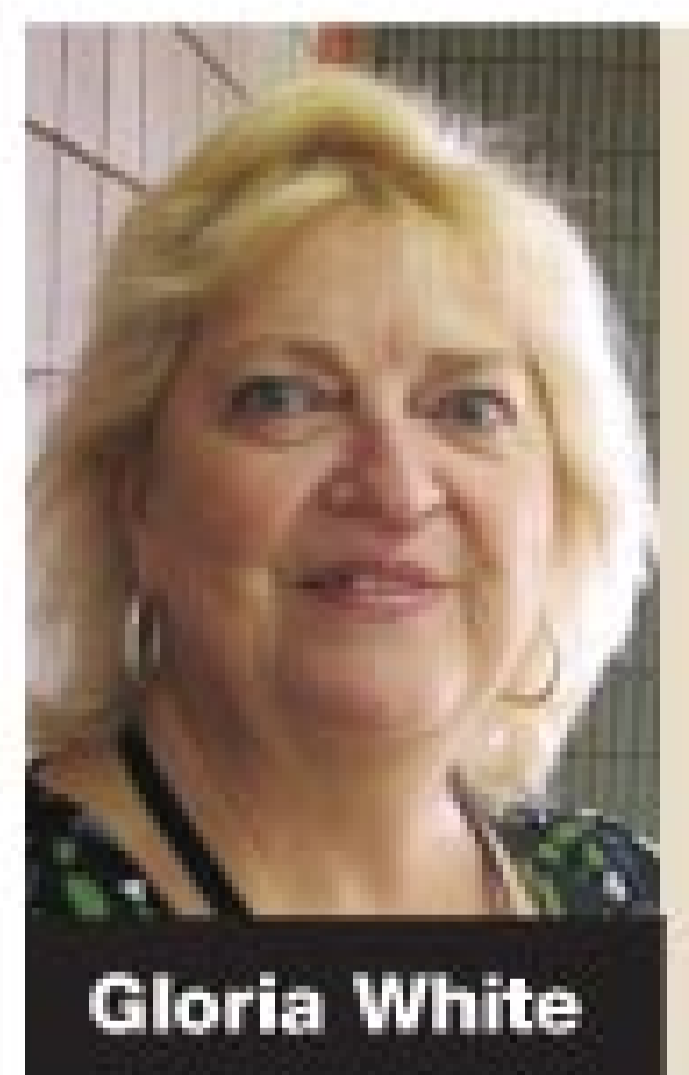
and major holidays paid for his employees. Forte believes his policy is comparable to his market competitors.

Even in the current economy, he finds that competition for qualified labor, especially for drain cleaning, is stiff. So he's willing to offer richer compensation packages to hold onto his

help. "They cost too much to train not to hold onto them. Plus, they're good guys," he says.

His technicians also receive fully paid medical insurance. "We used to have an IRA plan, too, but no one contributed to it," he says, explaining that his crews are typically made up of younger workers who don't yet see the value in retirement savings. When the market deflated late in 2008, the company eliminated the benefit.

He'd like to offer another pension plan, but won't do so until he can find one that doesn't require employee contribution. "Anything else just doesn't make sense for us," he explains.



**Name:**  
Gloria White  
**Company:**  
Richard White & Sons  
**Location:**  
North Stonington, Conn.  
**Employees:** 8  
**Years in Business:** 40

Richard White & Sons provides septic pumping and installation, drain cleaning and portable restrooms in the southeast corner of the state. Gloria White says the company's employee benefits include partially paid health and dental plans. Staff are paid for five major holidays: Christmas,

Thanksgiving, Fourth of July, Labor Day and Memorial Day. Though it can't afford a paid vacation package, the company allows unpaid time off.

"Most of our people, if they choose to take a vacation, take two weeks off," White reports. "We just ask that they give us a week's notice" to be able to shuffle other employees' schedules around to fill any empty spots.

"If we could, I'd like to be able to offer them a week's paid vacation," she says. ■

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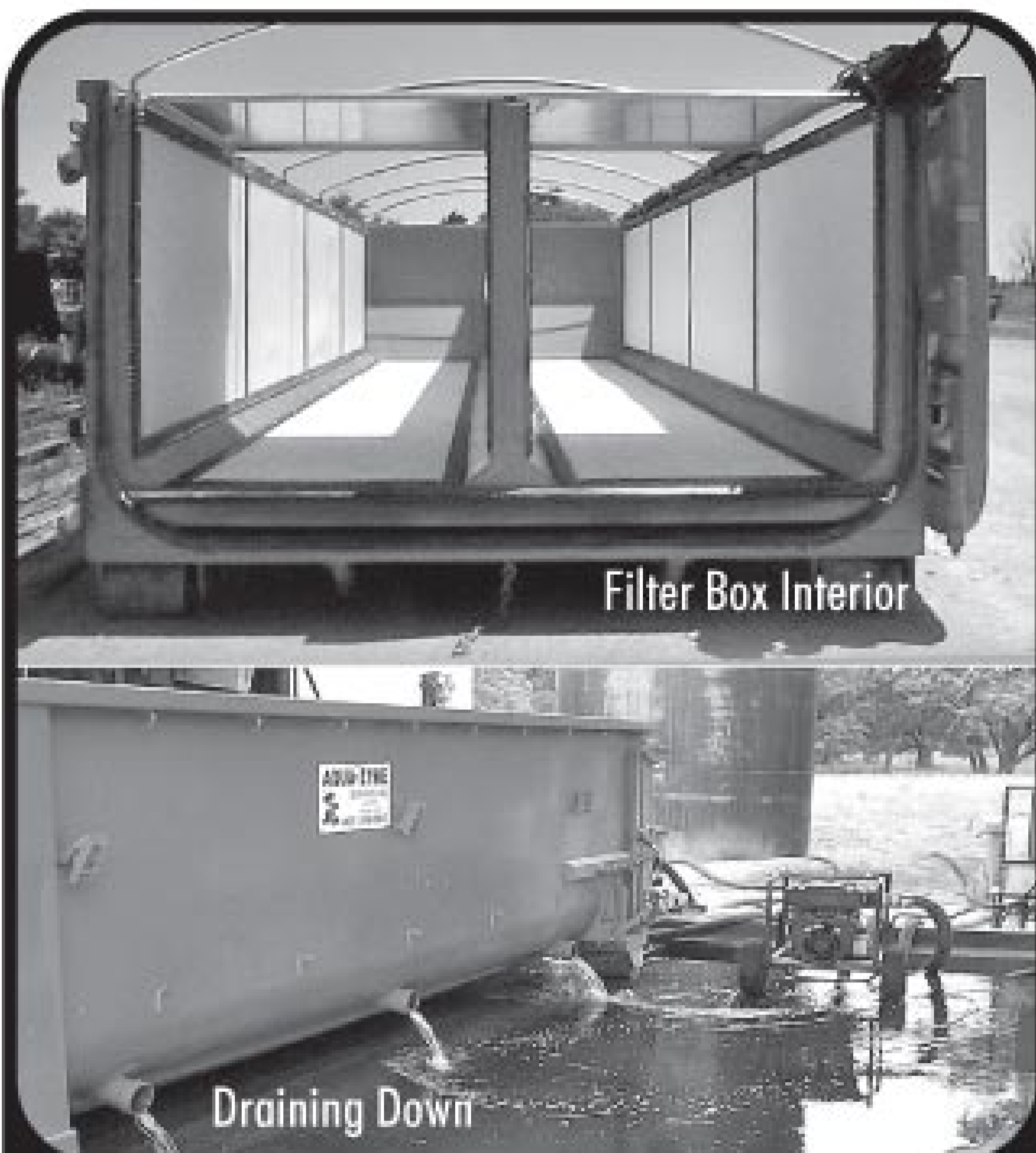
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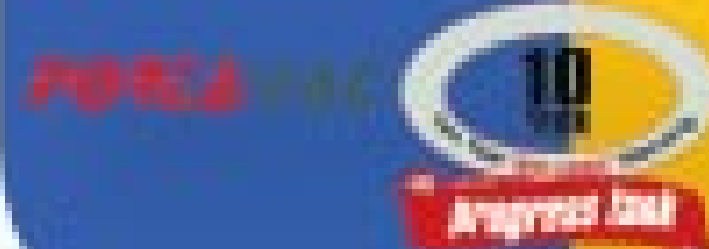
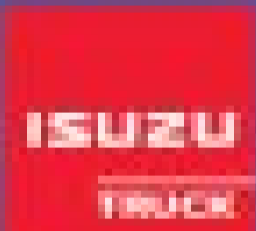
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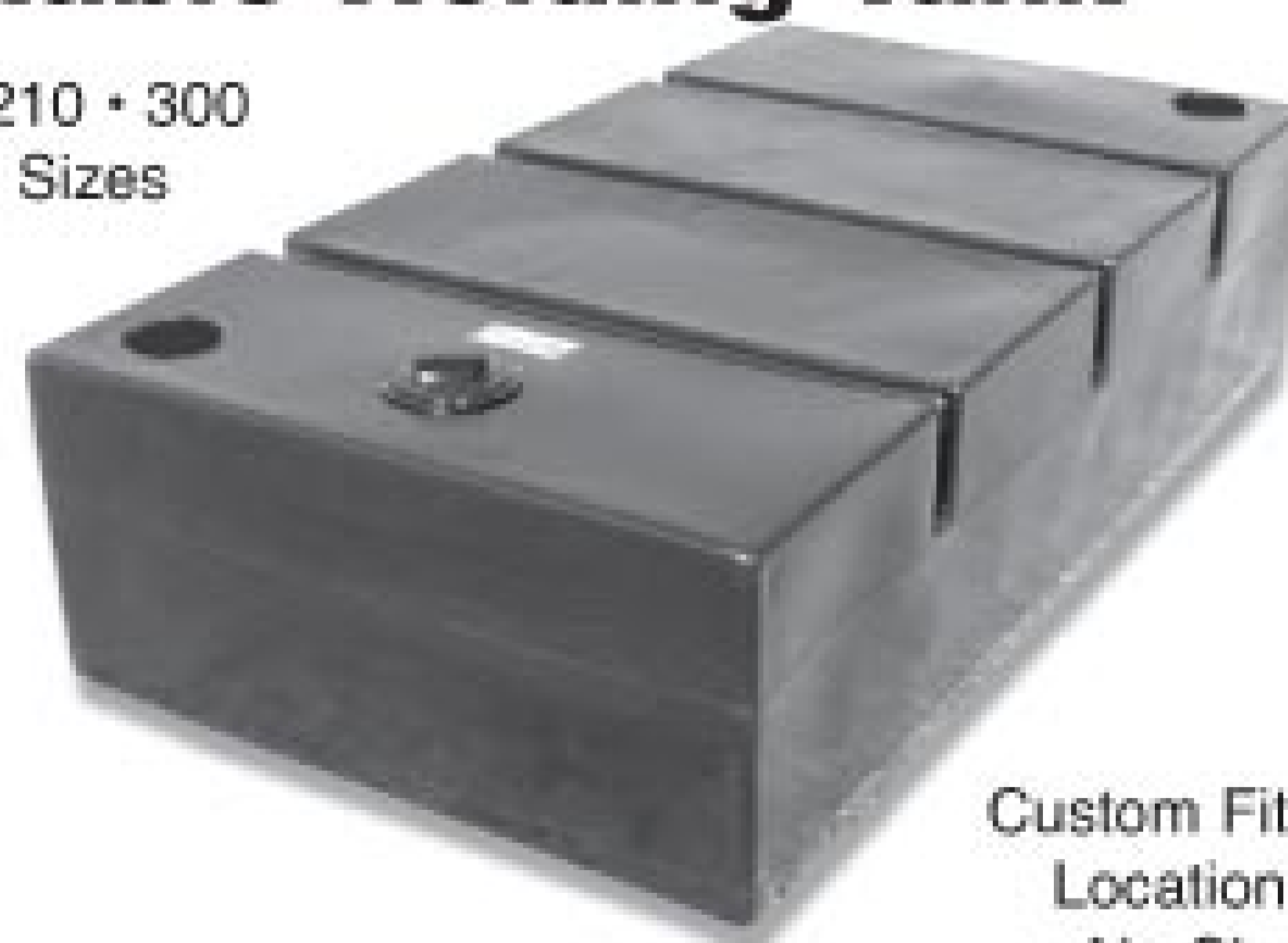


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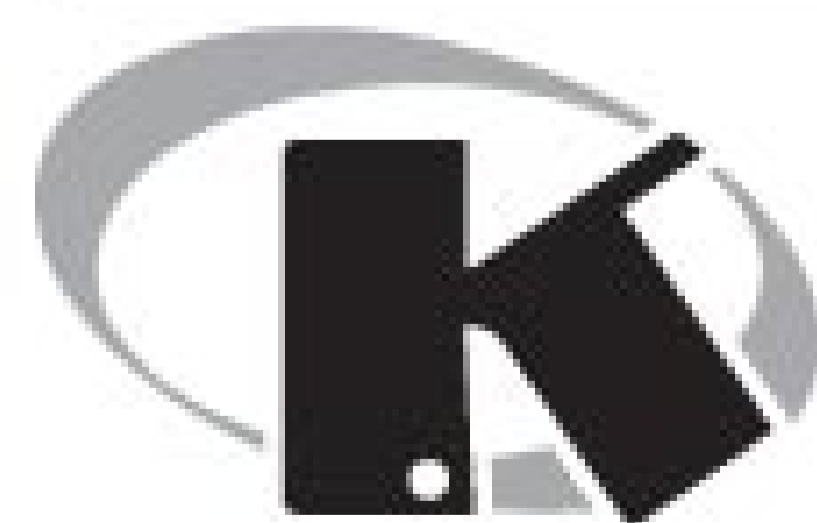


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# Soil Oxygen Required

**Well-aerated seepage beds are required to allow adequate downward effluent flow and proper pathogen removal**

By Roger E. Machmeier

**Q Do you need the same amount of vertical separation between the bottom of a seepage trench and seasonal high water table for effluent treated with a septic tank and effluent treated with an aerobic treatment plant? If not, what do you recommend for each?**

**A** First of all, the soil under the seepage area must contain soil air with oxygen. Oxygen is needed for the aerobic bacteria, which eat or break down the biomat on the soil side of the trench or bed. If the soil pores are saturated with water, they cannot contain soil air. No oxygen is present and no soil bacteria are present. The biomat continues to get thicker and thicker until little, if any, effluent can move through it. As a result, the trench or bed fails hydraulically.

So some distance is required between the bottom of the seepage area and the saturated soil to allow for the presence of oxygen in the soil pores under the seepage area. How much separation is needed? Scientists have performed research on effluent flow through the soil and the results indicate that a 2-foot separation is an absolute minimum. The recommendation is a 3-foot separation should be used to have a factor of safety.

Secondly, there needs to be a depth of soil with open pores for adequate treatment. The pathogens (bacteria and viruses) move through the soil with the effluent. The rate of flow through the biomat is much slower than the flow rate of the soil. So only the fine soil pores will have any liquid because of their greater capillary attraction.

This flow through only the fine soil pores is called *partially saturated flow*. The soil bacteria live in the open soil pores and destroy the pathogenic bacteria. An adequate depth of aerated soil is required for this pathogen destruction to take place. There needs to be a separation between the bottom of the seepage area and the saturated soil.

## WIDE SEEPAGE BEDS

Are there bacteria and viruses in septic tank effluent? Are there bacteria and viruses in aerobic tank effluent? Yes on both counts.

Therefore, a separation distance between the bottom of the seepage area and the saturated soil is

needed for two reasons: to allow adequate downward flow of the effluent, and for adequate pathogen removal.

I see no difference between septic tank effluent and aerobic tank effluent with respect to flow through the soil and removal of pathogens. In my opinion, 3 feet is a realistic separation distance.

I will add a note of caution in regard to installing wide seepage beds. The soil oxygen must move down through the soil along the side of the bed and then move sideways under the seepage bed. In a very fine soil, the movement of soil air will be very slow. The soil pores under the center of the seepage bed will have far less oxygen than the soil pores near the sides of the bed.

The wider the seepage bed becomes, the less oxygen will be present under the center of the seepage bed. Anaerobic conditions will take place and the biomat will thicken, resulting in slow or zero flow into the soil. The wide bed will fail hydraulically.

**Q Why is an uneven distribution box different than a drop box? Won't an uneven distribution box work the same as a drop box?**

**A** I presume by an uneven distribution box you mean one where the outlets to the trenches are at different elevations. This likely happens more often than not when the excavation for the distribution box is backfilled and the box location is possibly run over by an equipment wheel.

So, let's say most of the effluent flows to a single trench from an uneven distribution box. As you know, a single trench will not be able to treat all of the sewage tank effluent. This is also true with a drop box system.

What happens when the trench supplied by the uneven distribution box gets full of effluent and can handle no more? This depends on the elevations of the distribution box and the trench.

If the ground surface is nearly level, then effluent can back up in the pipe from the trench to the uneven distribution box. When this happens, the liquid level will rise in the uneven distribution box and effluent will flow out of the next lowest box outlet to another trench.

If all of the trenches are at the same elevation

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](mailto:editor@pumper.com), by fax at 715/546-3786; or by mail at P.O. Box 220, Three Lakes, Wis. 54562.



This flow through only the fine soil pores is called *partially saturated flow*. The soil bacteria live in the open soil pores and destroy the pathogenic bacteria. An adequate depth of aerated soil is required for this pathogen destruction to take place.

as the distribution box, when each of them becomes full, the effluent will back up to the uneven distribution box. Under these conditions all the trenches have received effluent, but in a random order.

## A HINT AT FAILURE

All the pipes leading from the distribution box to the trenches will contain effluent. This may cause a freezing problem in a cold climate.

But, a more common installation is for the trenches to be installed on sloping ground below the distribution box. When the trench receiving most of the effluent from the uneven distribution box is lower than the distribution box, what will happen when it fills up? As the trench fills and liquid builds up in the supply pipe, the pressure on the effluent will cause it to seep to the ground surface. This is called surface seepage and the system will have failed, even though most of the trenches never received much, if any, sewage tank effluent.

Some of my other columns have explained drop boxes and sequential distribution in detail. Briefly, all of the effluent flows to the first drop box and trench in the system. When the first trench is full, the extra effluent flows down the slope through a watertight pipe to the drop box leading to trench number two.

There is never any effluent standing in any pipes with a drop box system. If sewage ever surfaces from this system it will be the last trench in the system. This will happen only if more wastewater is used than the system was designed for.

## BOTTOM LINE

I strongly advise you to always use sequential distribution with drop boxes for your trench systems. ■



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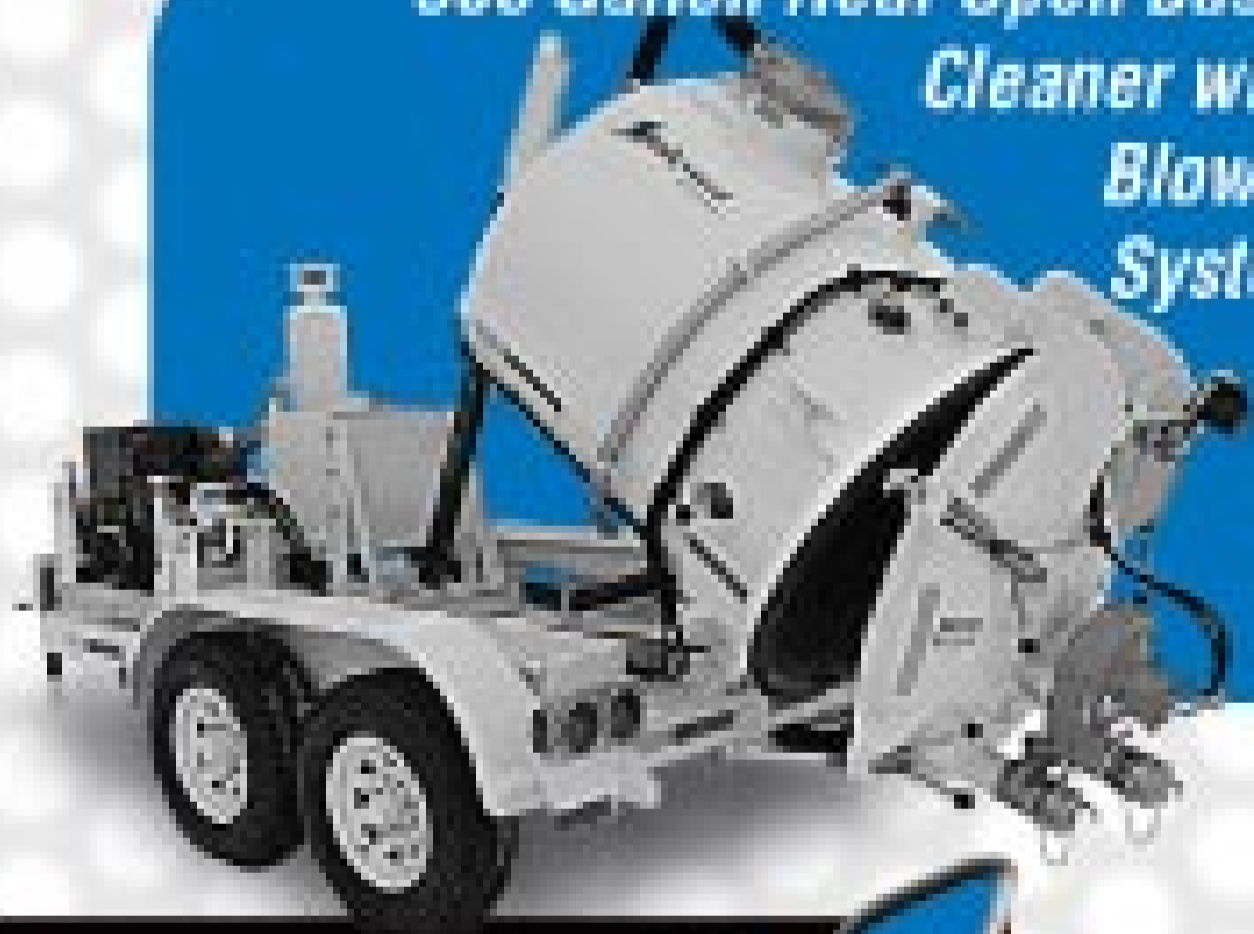
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# Classy Truck of the Month

## COSSENTINO SEPTIC

### Upperco, Md.

Looking for a way to diversify their septic system installation business, Tom and Jeanne Cossentino decided to have their 8-yard Peterbilt 330 dump truck do double-duty as a pumping rig. So in 2009 they had a vacuum tank fabricated that could be bolted into the dump body. The steel tank is 1,700 gallons with rails and tabs on each corner. The truck is secured to the dump bed with four 5/8-inch bolts. Cossentino occasionally removes the tank when he needs to haul stone. The tank features a Jurop R260 pump for ample suction from deep tanks (dual, side-by-side relief valves are installed). It also has rear sight glasses, topside and back manways and a work light off the rear. The tank is sized to handle a typical septic tank in Cossentino's area of Maryland. The hoist for the dump body comes in handy when offloading septage at a treatment plant. A local graphic artist did the simple lettering in the green and red, including the company's new pumping slogan, "Go Green. Keep That Septic Tank Clean!" Weight is not an issue, as the heft of the 2,800-pound tank and a full load is less than a load of stone. ■

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# Load Up On Continuing Education Credits

*By Tom Ferrero*

**A**s fall approaches, the National Association of Wastewater Transporters Inc. revs up its training schedule. East Coast associations often request our programs to comply with mandatory CEUs for license renewals. This year, we join the Delaware On-Site Wastewater Recycling Association conference and exhibition at the Dover Downs Hotel and Casino in Dover to present our operation and maintenance course Oct. 19-20. Attendees will qualify for CEUs. Registration, however, is through the conference, so call Jim Williams at 302/492-3915 or visit [www.dowra.org](http://www.dowra.org).

The O & M course is a good way for NAWT-certified inspectors to earn the required eight CEUs to renew their certificates. CEUs must be earned in the last 18 months before the certificate expires. This course has 12 CEUs and advances inspectors to the next level. By the way, NAWT criterion states that the inspector training course is a prerequisite for the O & M course.

The California Onsite Wastewater Association is offering the NAWT inspector certification course Oct. 14-15 in Monterey and the O & M course Nov. 11-12 in Mill Valley. The last class of the year is the NAWT version of the Consortium of Institutes for Decentralized Wastewater Treatment installer training course Dec. 2-3 in Sonora. To register, call Kit Rosefield at 530/513-6658 or visit [www.cowa.org](http://www.cowa.org).

## NAWT AT LOUISVILLE

NAWT courses are coming to Louisville, Ky., Feb. 28-March 1, the Monday and Tuesday before the start of the 2011 Pumper & Cleaner Environmental Expo International. We're offering the vacuum truck technician

course on Tuesday, March 1, and the two-day inspector training and O & M courses. To qualify for the O & M class, registrants must have passed the inspector training course. The cost of a course is \$395 for NAWT members and \$495 for nonmembers. NAWT's membership fee is \$150.

Once again, COLE Publishing has provided us with a six-hour track on Education Day, Wednesday, March 2. We're splitting the time between troubleshooting O & M problems and waste treatment. The latter is a precursor to our annual fall Waste Treatment Symposium. The waste treatment segment combines materials for beginners through established facility operators. There is always something to be gained by attending the sessions, as evidenced by participants who tell me, "I should have known that before I built the place."

## WEB SITE

In June, we asked our inspectors to update their online information. When they did, they discovered that the phone number field accepted only nine digits instead of 10. There were other glitches, too, so we pulled the plug until we resolved the problems. The Members Section is active again, enabling inspectors and members to update their accounts, check on their credential status, and select the services they provide. Checking the service boxes enables us to list your company in the appropriate categories. This is important because homeowners search those databases looking for nearby service providers. NAWT members should note that they receive higher placement in the search results. Please take a few moments to visit [www.nawt.org](http://www.nawt.org), manage your account, and reap its full benefits.

## 2011 SCHOLARSHIP

Don't forget that the deadline for the 2011 William Hapchuk Memorial Scholarship is Jan. 1, 2011. For five years, NAWT has awarded an annual \$1,000 scholarship to a college student or high school senior destined for college and participating in or planning to participate in environmental science, life science, or related curriculum. To qualify, applicants must write a 1,000-word essay on the following subject:

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

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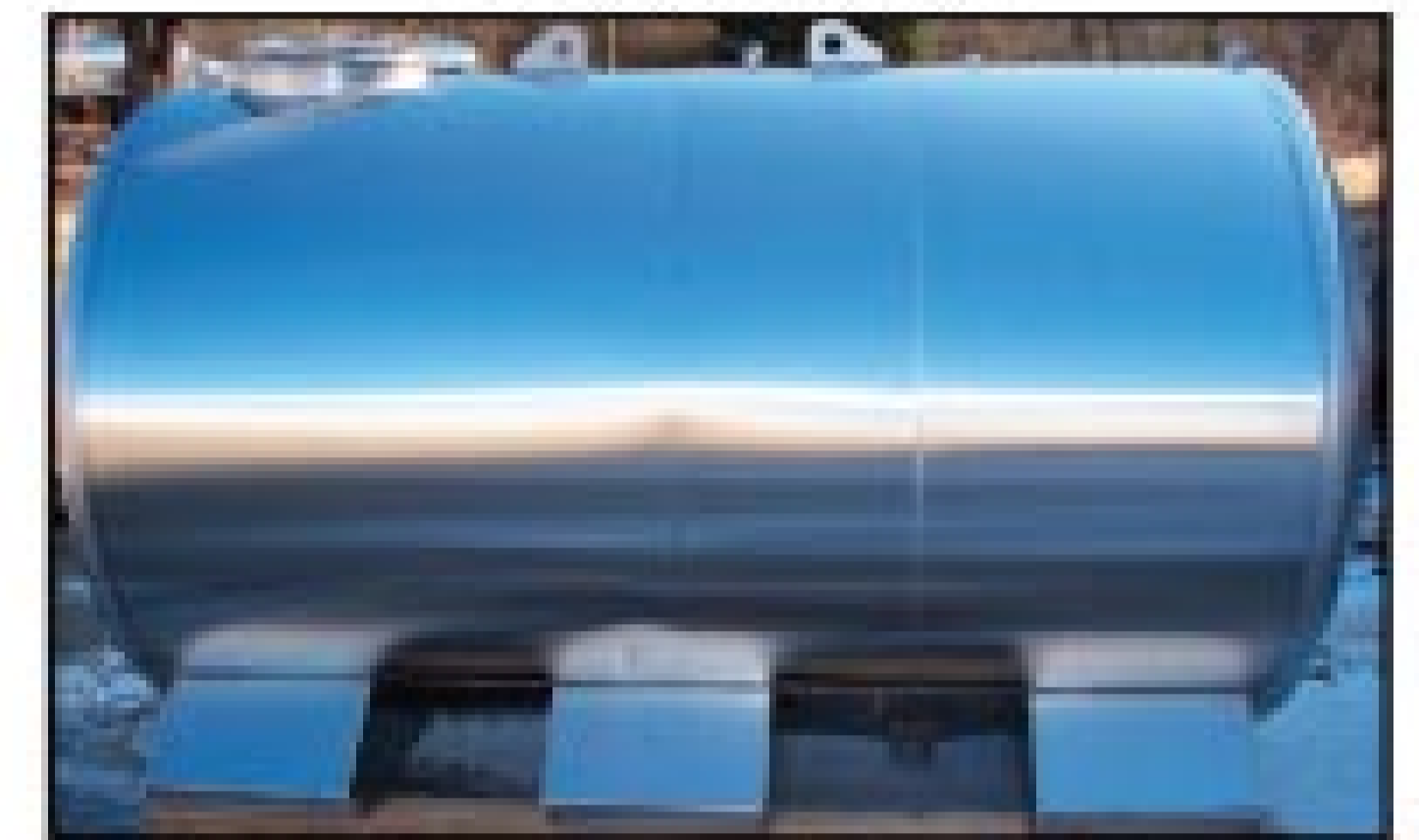
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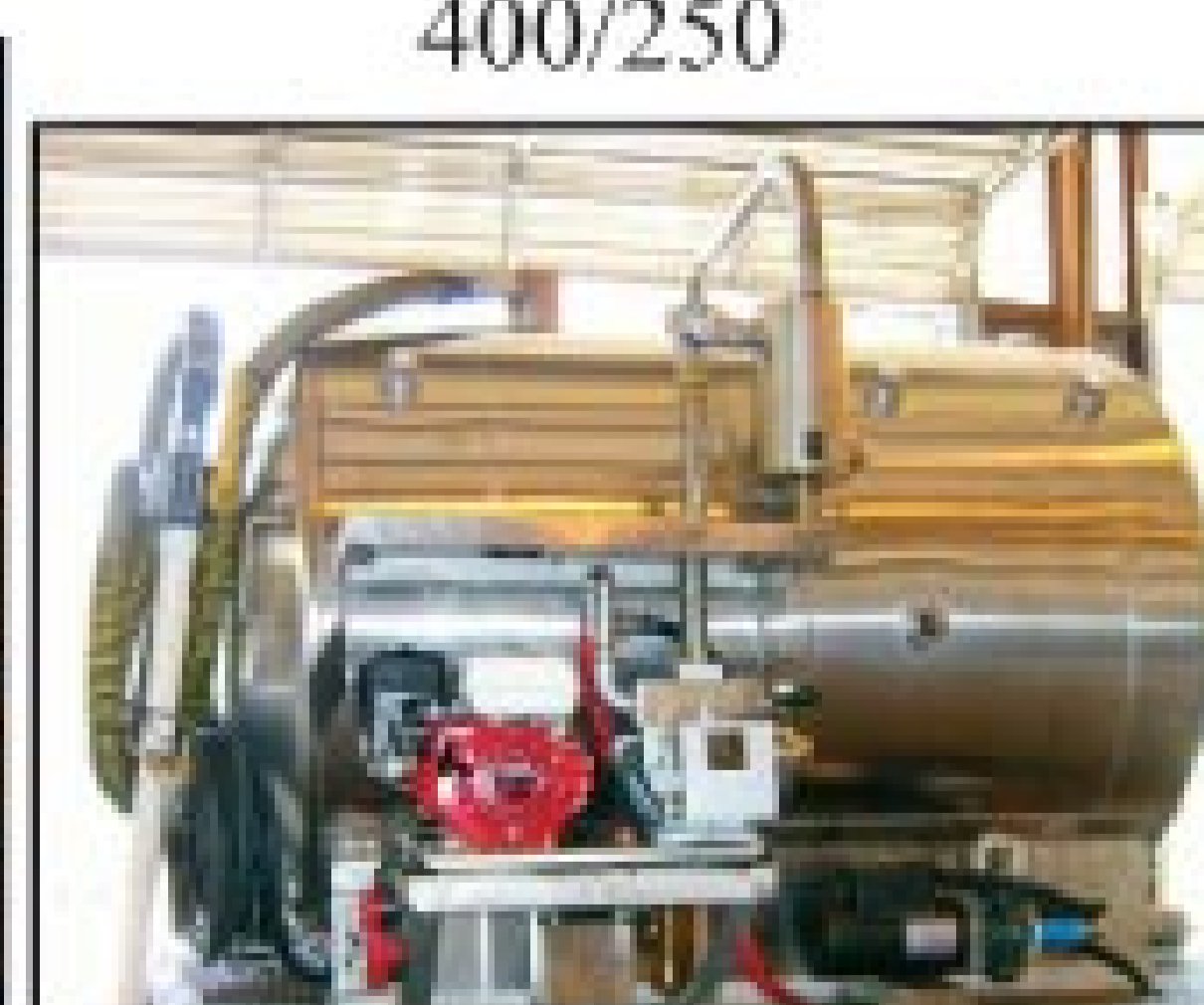
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## Federal Signal Names VP, GM for Vactor, Guzzler

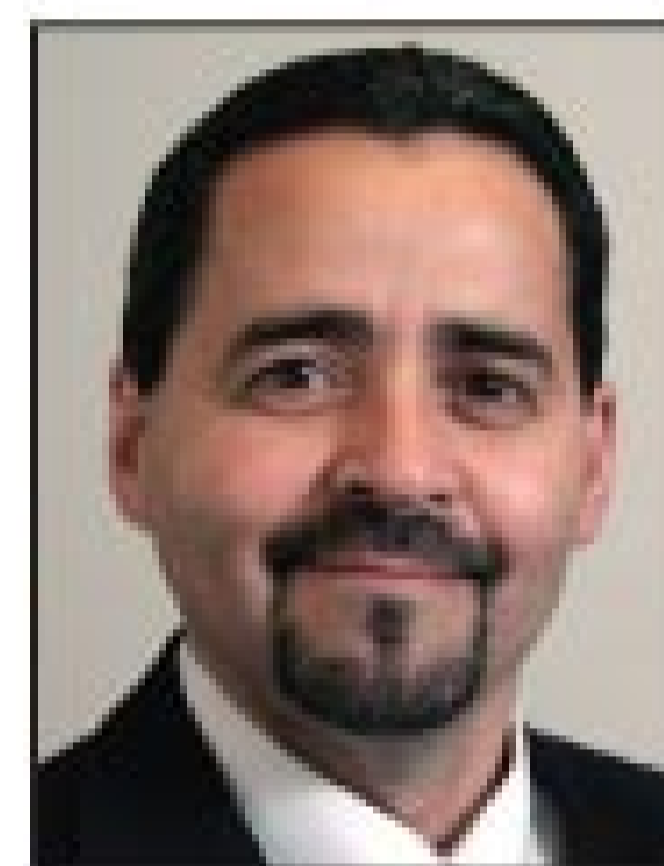
Federal Signal Environmental Solutions Group has appointed Sam Miceli as vice president and general manager for its Guzzler and Vactor subsidiaries. Miceli will be responsible for overseeing and cultivating the business strategies and growth initiatives for both companies. He most recently served as plant manager for the Guzzler/Vactor facility in Streator, Ill., beginning his career with the company in 1993. Miceli has a master's of business administration degree from Bradley University and bachelor of science degree in industrial engineering from the University of Illinois.



Sam Miceli

## Tricouni Names Mansell President of Centerline Tank and Trailer

Tricouni Enterprises, St. Cloud, Minn., has named Ed Mansell president of Centerline Tank and Trailer Mfg., Sauk Centre, Minn. The new company is a blend of Engle Fabrication of Sauk Centre and R-Way Trailer Mfg. of Long Prairie. Engle is a regional and national designer and builder of custom stainless steel, aluminum and carbon steel tanks and trailers, including industrial vacuum tanks and municipal equipment. R-Way manufactures heavy-duty steel bottom-dump construction trailers. Mansell will be responsible for managing Centerline's engineering, manufacturing and service operations, as well as guiding product development.



Ed Mansell

## Boyett's Placing PolyJohn Hand-Wash Stations on Gulf Beaches

Portable restroom contractor Boyett's Septic Tank Pumping, Pensacola, Fla., has placed PolyJohn Bravo hand-wash units along the beaches affected by the Gulf oil spill. PolyJohn East Area Manager Steve Baie, based in Florida, says demand for hand-wash stations has been on the rise. Placements are running one sink to every two restroom units in the affected areas, a far bigger sink-to-restroom ratio than other construction or special event uses, he said.

## Walex Introduces New Logo, Corporate Branding

A new Walex Products Co. logo features the company name in blue, illuminated by a radiating white starburst. The logo will tie together the company's product line of deodorizers and waste digesters under one brand identity. The branding reflects the company's growing corporate presence and international product distribution.



## Imperial Tanks Used to Skim Oil

Imperial Industries Inc. is building 450-gallon aluminum slide-in vacuum tanks that are being used on boats and barges in the Gulf to skim oil from the surface. According to general sales manager Tom Aerts, many of the tanks have been ordered through distributor TankTec (Tank Technologies & Supply Co.).

The units being shipped are similar to those made for grease trap service, single-compartment tanks with Masport HXL3 pumps powered by Honda 9-hp gas or Yanmar diesel engines. The tanks are traditional slide-in units, with a footprint of 48 inches by 94 inches with an overall barrel size of 53 inches and weighing 830 pounds, he explains. The units are outfitted with the same hose and wand accessories as the typical portable sanitation unit.

Aerts is optimistic the company will continue to get orders related to the cleanup efforts.



## Super Products Launches Product Web Site

Super Products' new Web site, [www.superproductscorp.com](http://www.superproductscorp.com), offers product information, detailed specifications and photo galleries for each of the company's main product lines: Supersucker industrial vacuum loaders, Camel sewer and catch basin cleaners and Mud Dog hydroexcavators. Other features include a Product Application Section (industrial cleaning, sewer cleaning and hydroexcavation) and a Dealer/Rep Locator.

## Triton Pumps Picking Up Weathered Oil

Industrial vacuum equipment manufacturer Triton Industries LLC of Lottie, La., is renting out about 36 of its portable units for use in the Gulf cleanup efforts and expects to place another 300 units on barges. Popular models for the cleanup duty are 500 Series skid-mounted vacuum pumps, and 1500 and 2000 Series liquid ring pumps, according to Mike O'Rourke, Triton's general manager. The series numbers refer to the cfm rating of the units.

The Triton equipment is being used to skim weathered oil. The placements are focused on shallow draft barges. The oil is typically conveyed into 25-yard vac boxes holding about 5,000 gallons of product.

## McLaughlin Vacuum Excavators Used to Clean Gulf Spill

McLaughlin vacuum excavators are being used to help with oil cleanup efforts in the Gulf of Mexico. The excavators are deployed on barges to remove oil from skimmers located throughout the Gulf. Units also are being used to clean oil from sea walls and riprap.



## Following Fire, J & J Chemical Opens New Plant in Georgia

J & J Chemical Co. Inc. of Athens, Ga., provider of deodorizers, fragrance enhancers, cleaners and other products used in the portable sanitation industry, lost its corporate headquarters and liquid products manufacturing facility in a July 27 fire. The company has established a new corporate office and manufacturing plant.



New 21,000-square-foot J & J Chemical plant.

Following the fire, the company issued a statement, saying: "The plant that was destroyed in the fire housed our corporate offices and liquid manufacturing division. The cause of the fire could not be determined by fire investigators. Thanks to our tech support group, we had functioning offices the next day. At this time we have new corporate offices and a new 21,000-square-foot manufacturing facility. Our Utah plant and European operations were not affected.

"No one was lost or injured in this tragic incident. We are thankful for support received from customers and industry associates who offered to help in this difficult time. A special thank you to Kathy Crafton of PolyPortables Inc. and Jason Caraway of Redichem who helped immediately in our time of need." ■



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### KANAFLEX HOSE

#### Rubber Hose 300 EPDM

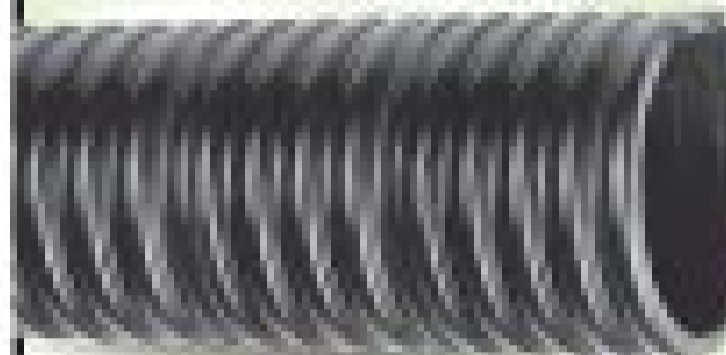
All Weather Water Suction Hose



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

#### 220 RS

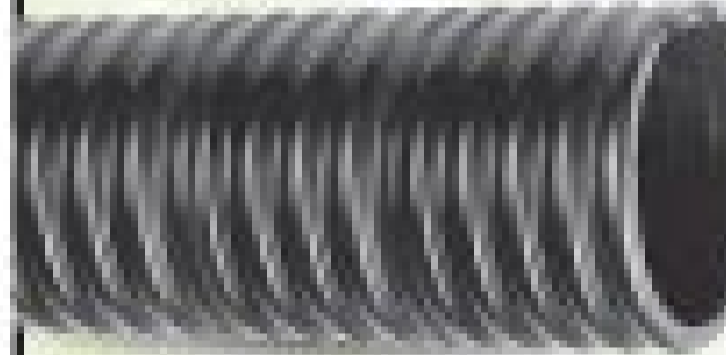
Low Temp Rubber Water Hose



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

#### 180 AR

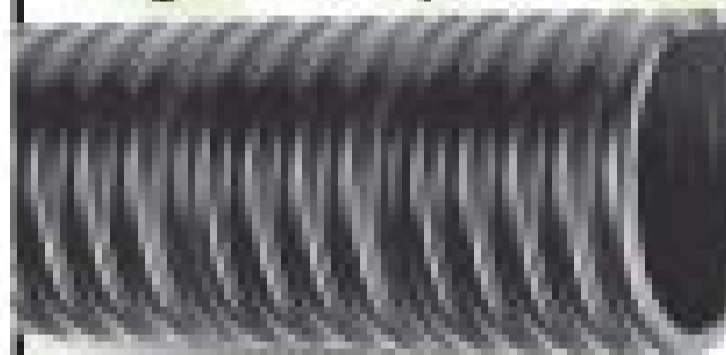
Abrasion Resistant Suction Hose



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

#### 180 HR

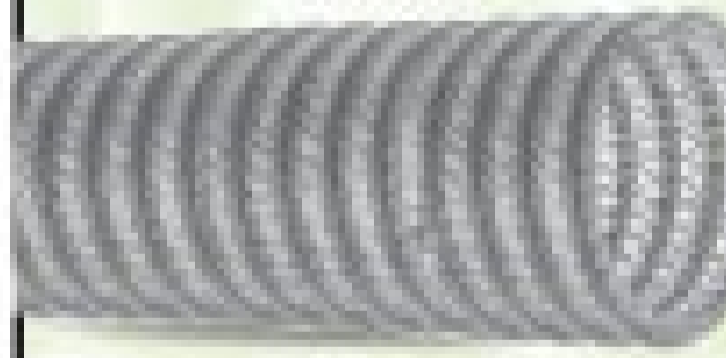
High Temp Suction



4", 6", 8" Cut to Length

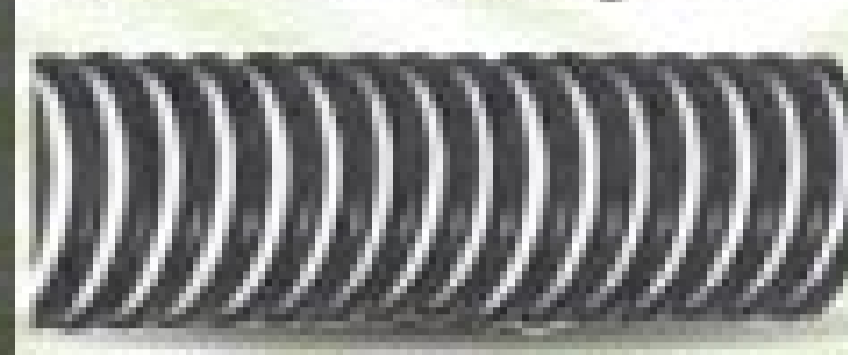
#### KANALINE SR

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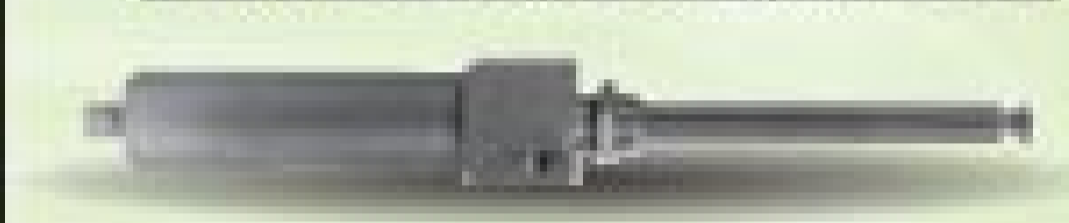
2", 3", 4", 6"

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#### Betts Sliding Gate Valve



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#### Non-Bolted Ball Valves



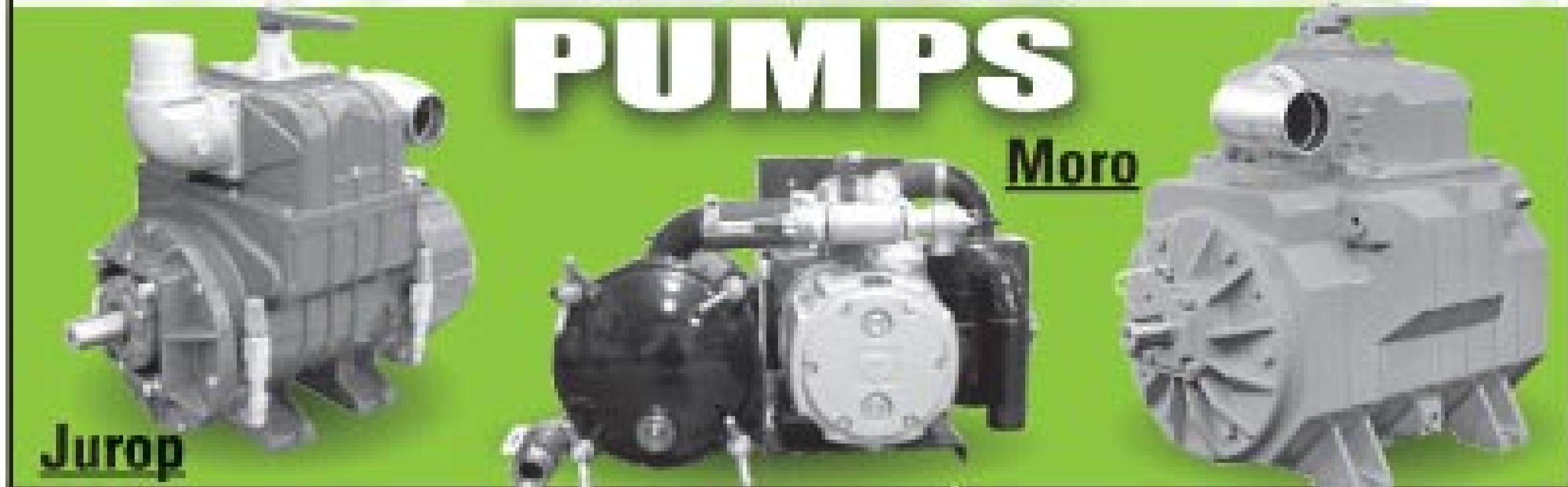
2", 3", 4" sizes

#### Poly Pro Ball Valve



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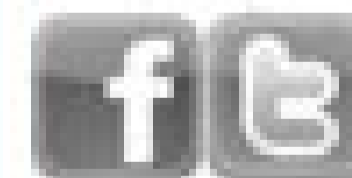
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By **Scottie Dayton**

## IOWA: Grant Funds Curriculum

The Iowa Onsite Waste Water Association received a \$100,000 United States Department of Agriculture grant to develop an operation and maintenance training program for proprietary onsite equipment. The curriculum includes monitoring effluent quality from the 12 systems installed at the Habitat for Humanity training center in Waverly, and working with manufacturers to develop video clips of their maintenance procedures.

After taking the overview class, 29 onsite professionals passed the National Environmental Health Association Certified Installer of Onsite Wastewater Treatment Systems exam in March, bringing the number of credentialed installers in the state to 183, or almost 50 percent of the IOWWA membership.

Four students with connections to IOWWA received \$500 scholarships for the 2010-11 academic year. They are Jenna Bird of Adel, Zachary Bertram of Aplington, Brandon Friedlein of Guttenberg, and D.J. Kohlhasse of Lincoln, Neb.

## MASSACHUSETTS: New Association Officers

Jeff Helgerson of Hegerson Excavating in Carlton was elected president of the Massachusetts Association of Sewerage Pumping Contractors. Officers are Eric Muller of Southeast Septic Service in Carver, Tom Meagher of Rutland Sanitation in Rutland, and Frank King of Action King Services in Lowell.

## PENNSYLVANIA: Homeowner Education Brochure

The Pennsylvania Septage Management Association produced a brochure encouraging homeowners to maintain their onsite systems. Call the association office at 717/763-7762 for details.

## INDIANA: Certification Adoption

Nearly 50 percent of Indiana's county health departments have adopted the Indiana Onsite Wastewater Professional Association certification in place of individual county testing. If the revised state rule requiring association certification passes, then all certified professionals must retest. The effective date would be Jan. 1, 2011.

## MISSOURI: Getting Along

"Guidance for the Use of Water Softening and Onsite Wastewater Treatment Equipment at the Same Site," an article by Matt Byers, Joe Harrison and Allison Blodig in the April Missouri Smallflows Association newsletter, is a collaboration between the Water Quality Association and the National Onsite Wastewater Recycling Association. Download it at [www.mosmallflows.org](http://www.mosmallflows.org).

## BRITISH COLUMBIA, CANADA: Hot Stuff

An apartment building constructed for the 2010 Winter Olympics Village in Vancouver, B.C., is one of three projects worldwide to heat air and water using heat recovered from wastewater. The central plant is already supplying heat to several buildings beyond the site.

A heat pump extracts heat from strained sewage, typically around

### Oct. 18-20

BioCycle Conference On Renewable Energy From Organics Recycling; Marriott Downtown, Des Moines, Iowa. Call 610/967-4135 or visit [www.biocycle.net](http://www.biocycle.net).

### Oct. 18-20

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

### Oct. 19-20

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

### Oct. 21-24

Ontario Association of Sewage Industry Services Conference and Expo, Great Wolf Lodge, Niagara Falls. Call 877-202-0082 or visit <http://oasisontario.on.ca>.

### Oct. 25-27

National Onsite Wastewater Recycling Association Technical Conference and Exposition, St. Louis. Call 800/966-2942 or visit [www.nowra.org](http://www.nowra.org).

60 to 68 degrees F. Then a refrigeration unit draws thermal energy from the waste and feeds it into an underground high-efficiency, insulated piping system that distributes the 150-degree water to neighboring buildings. After circulating through them, the water returns to the energy center, some 59 degrees cooler, to be reheated.

The privately owned complex will ultimately meet the energy requirements of 100 acres of waterfront real estate, projected to have at least 16,000 residents by 2020.

# Training & Education

## NAWT

The National Association of Wastewater Transporters has these sessions:

- Oct. 14-15 – Inspector Certification, Monterey, Calif.
- Oct. 19-20 – Operation and Maintenance, Dover, Del.
- Nov. 11-12 – Operation and Maintenance Part 2, Mill Valley, Calif.
- Dec. 2-3 – Installer Training, Sonora, Calif.

For California classes, call Kit Rosefield at 530/513-6658 or visit [www.cowa.org](http://www.cowa.org). For Delaware courses, call Jim Williams at 302/492-3915.

## Alabama

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

- Oct. 7-8 – Pumper
- Oct. 13-15 – Advanced Installer II
- Oct. 28-29 – Continuing Education, Mobile
- Nov. 10-12 – Basic Installer
- Dec. 2-3 – Continuing Education
- Dec. 8-10 – Advanced Installer Level II

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

## Arizona

The Arizona Onsite Wastewater Recycling Association has these classes:

- Nov. 1-2 – Intro to Design of Onsite Wastewater Treatment Systems, Tucson
- Nov. 3-4 – Advanced Design of Onsite Wastewater Treatment Systems, Tucson

Call Kitt Farrell-Poe at 520/621-7221 or e-mail

kittfp@ag.arizona.edu.

## California

The California Onsite Wastewater Association is offering these classes:

- Oct. 14-15 – NAWT Inspector Certification, Monterey
- Nov. 11-12 – NAWT Operation and Maintenance Part 1, Mill Valley
- Dec. 2-3 – NAWT Installer Training, Sonora

Call Kit Rosefield at 530/513-6658 or visit [www.cowa.org](http://www.cowa.org).

## Iowa

The Iowa Onsite Wastewater Association is offering a Certified Installer of Onsite Wastewater Treatment Systems Installation Overview and NEHA exam Nov. 19-20 in Prairie City. E-mail Alice Vinsand at [execdir@iowwa.com](mailto:execdir@iowwa.com) or visit [www.iowwa.com](http://www.iowwa.com).

## Michigan

The Michigan Onsite Wastewater Training and Education Center at MSU Tollgate Center in Novi has an Onsite Systems Evaluator Training course Oct. 6-7. Call Barb DeLong at 517/355-4720 or visit [www.egr.msu.edu/age/outreach.html](http://www.egr.msu.edu/age/outreach.html).

## Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- Oct. 4 – Media Filters, Liberty
- Oct. 5 – Aerobic Treatment Units, Liberty
- Oct. 12 – Media Filters, Cape Girardeau
- Oct. 13 – Aerobic Treatment Units, Cape Girardeau
- Nov. 9-10 – High-Strength Waste, Branson
- Nov. 16 – Selling System to the Site, Camdenton
- Nov. 17 – Profitable Business, Camdenton

Call Tammy Yelden at 417/739-4100 or visit [www.mosmallflows.org](http://www.mosmallflows.org).

## New England

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

- Oct. 7 – Bottomless Sand Filter Design and Installation
- Oct. 14 – Functional Inspections
- Nov. 4 – Rhode Island Designer Examination Preparation
- Nov. 18 – AutoCALCS: Automated Bottomless Sand Filter Sizing, Pump Calculations, and Support Material

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

## North Carolina

North Carolina Soils and On-Site Wastewater Training Academy has the following courses:

- Oct. 6-7 – Installer and Onsite Inspector, Sunset Beach
- Oct. 8 – Pumper and Land Application, Sunset Beach

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

## North Carolina

The North Carolina Pumper Group and Portable Toilet Group are holding the mandatory annual four-hour septage management training seminar Dec. 11 in Raleigh. This session includes land application site operator training. Call Joe McClees at 252/249-1097 or visit [www.ncpumpergroup.org](http://www.ncpumpergroup.org) or [www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org).

## 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](http://www.ncsta.net).

## Utah

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

- Oct. 19-20 – Level 2
- Oct. 26-28 – Level 3

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

[ivonne.harris@usu.edu](mailto:ivonne.harris@usu.edu).

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

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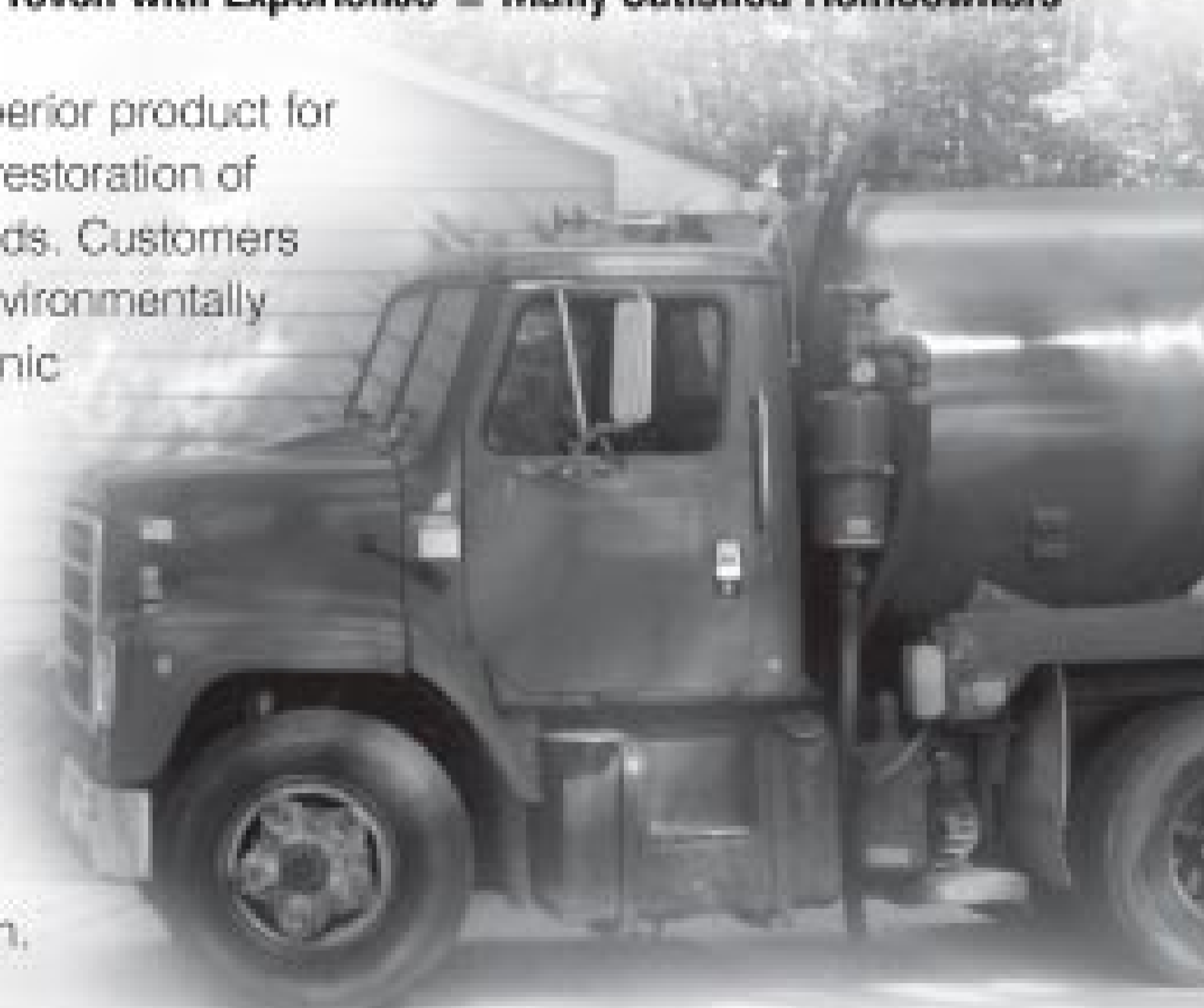
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"All a customer or dealer has to do is mount it to the truck frame, connect the drive and plumbing systems and they're ready to go to work," says Keith Myers, sales manager

for Fruitland. "It takes five to eight hours, depending on the installer's ability, versus 10 to 20 hours with a self-made bracket."

The unit weighs about 800 pounds, and is designed for 1,000- to 12,000-gallon tanks. It's available in two different drive configurations that accommodate right-angle and belt drives, and also comes in clockwise or counter-clockwise rotation, Myers says.

The Eliminator package is primarily designed for Fruitland's RCF 370 or RCF 500 pumps, which generate airflow of 259 and 320 cfm at 18 inch-

es Hg, respectively. The package also features a high-efficiency oil-catch muffler; powder-coated components for rust protection; moisture trap; stainless-steel filter and four-way valve; pressure and vacuum relief valves; pressure and vacuum gauge; and drain valves.

The pumps are designed for easy maintenance. Vane-gauging ports, for example, allow customers to check vane wear without disassembling the pump. "It takes the guesswork out of vane wear," Myers says.

**For more information, visit [www.fruitland-mfg.com](http://www.fruitland-mfg.com) or call 800/663-9003.**



## Schier Introduces Skiff Skimmer Oil/Water Separator

The **Skiff Skimmer** oil/water separator from **Schier Products** is designed to help clean up the Gulf waters. Made from high-density polyethylene, the skimmer will fit an 8-foot by 8-foot footprint. It has a fully closed top with 15-inch access way. Other features include built-in clear PVC sight glass, bottom drain valve and hold-down brackets to anchor the tank in a boat. 800/827-7119; [www.schierproducts.com/skiffskimmer](http://www.schierproducts.com/skiffskimmer).



## Rotonics Introduces Private Green Restroom

The multi-purpose **Private Green** restroom from **Rotonics Mfg.** can also be used as a medical testing station, shower, deer blind, storm shelter and ice fishing shack. Standing 88 inches tall, the unit features flat, removable side panels for transportation and storage. The panels can be replaced with hand tools. The unit is made from lightweight polyethylene with built-in steel reinforcements, eliminating the need to remove rivets. 310/538-4932; [www.rotonics.com](http://www.rotonics.com).





## Polylok Offers Poly-Cleanse Waste Digestant

Poly-Cleanse waste digestant from Polylok Inc. is a blend of bacteria designed to attack organic waste, including grease, toilet paper and soap scum buildup. The environmentally friendly product is available in liquid or powder form and can be used in septic systems, cesspools, ATUs, drainfields, drains, grease traps, lift stations, sludge ponds and sewers. 888/765-9565; [www.polylok.com](http://www.polylok.com).



## Reelcraft Introduces Twin Mobile Base Reel

The 9000 Series mobile base hose reel from Reelcraft Industries is designed to accommodate longer lengths of twin hydraulic hose. Featuring a heavy gauge base, the reels are made for truck-mount applications, but also can be floor, ceiling or wall mounted. 800/444-3134; [www.reelcraft.com](http://www.reelcraft.com).



## HBC-radiomatic Introduces Redesigned Eco, Technos

The eco radio control system and technos transmitter from HBC-radiomatic feature five LED warning displays, two joysticks, up to six single-stage pushbuttons and two toggle or rotary switches/buttons. The technos transmitter includes an AFS frequency management system, while the eco radio control system has a protective PA6GF30 plastic housing and vibration alarm. Eco options include a shock-off/roll-detect/zero-g safety feature that enables the controller to be turned off automatically in emergency situations. 800/410-4562; [www.hbc-usa.com](http://www.hbc-usa.com).



## Markland Introduces Sludge Gun

The hand-held Sludge Gun from Markland Specialty Engineering can be used to determine sludge levels in lagoons, ponds, clarifiers and septic tanks. Sensitivity is adjustable for thick or thin sludges. The sludge layer is indicated by an audible tone that varies in volume and pitch. 905/873-7791; [www.sludgecontrols.com](http://www.sludgecontrols.com).



## Triple R Introduces Hydrostatic Test Pump

The HT-454 hydrostatic test pump from Triple R Specialty delivers up to 4.5 gpm and 400 psi. The pump comes in a protective steel case and includes 5-foot inlet hose with filter, 10-foot HP outlet hose with built-in check valve and pressure gauge. 800/356-9661; [www.triplerspecialty.com](http://www.triplerspecialty.com).



## Satellite Introduces Tufway Foot Flush Restroom

The low maintenance Tufway recirculating foot-flush restroom from Satellite Industries features a self-cleaning, one-press pedal encased in a fully sealed rubber sleeve for continuous operation. The pump and hoses are mounted under the restroom deck for easy transportation and storage. The flip-top tank lid with full-length hinge props open for cleaning and maintenance. The unit stands 88 inches tall, is 45 inches wide and 45 inches deep. It weighs 174 pounds and has a 44-gallon holding tank. 800/328-3332; [www.satelliteindustries.com](http://www.satelliteindustries.com). ■



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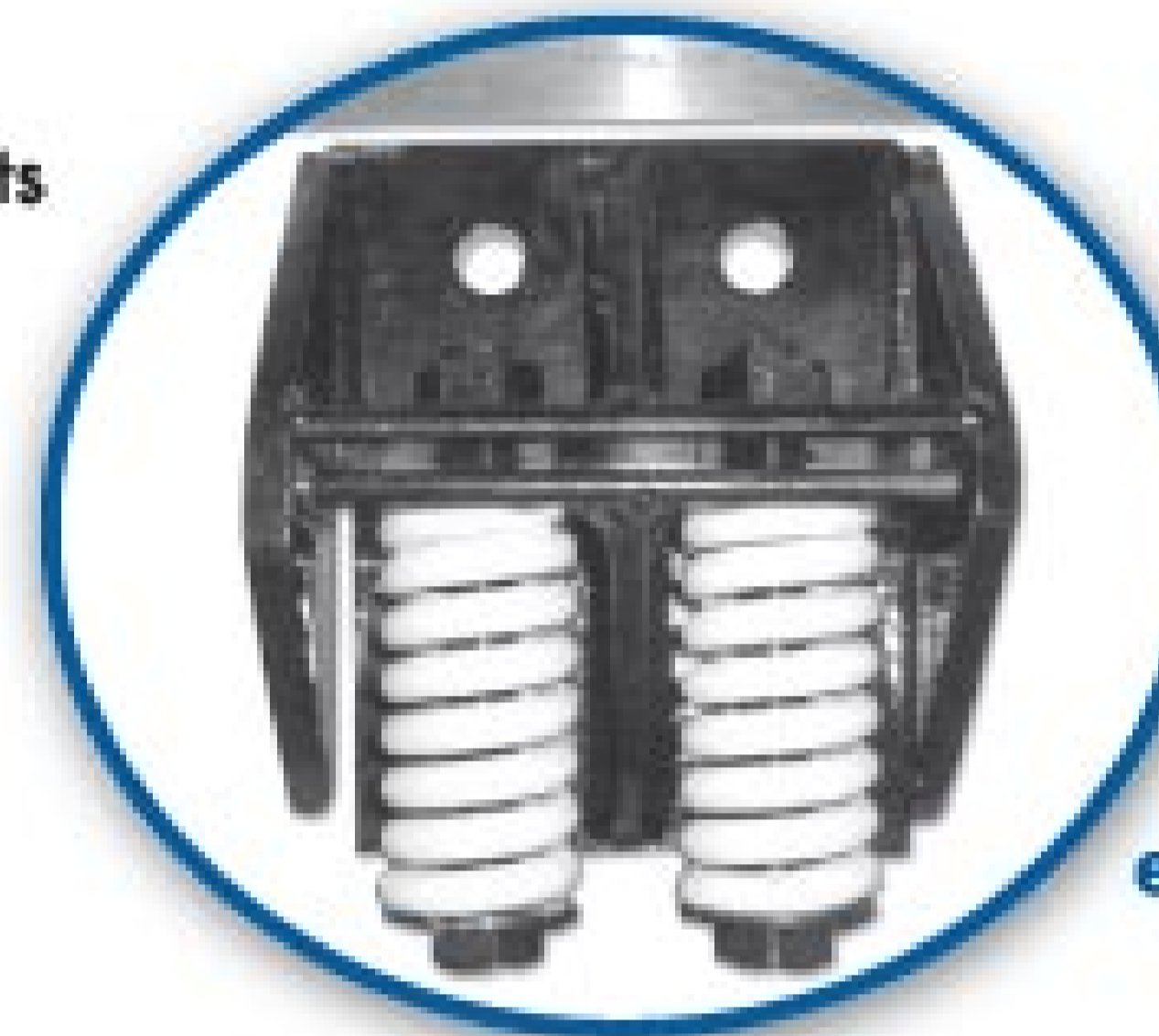


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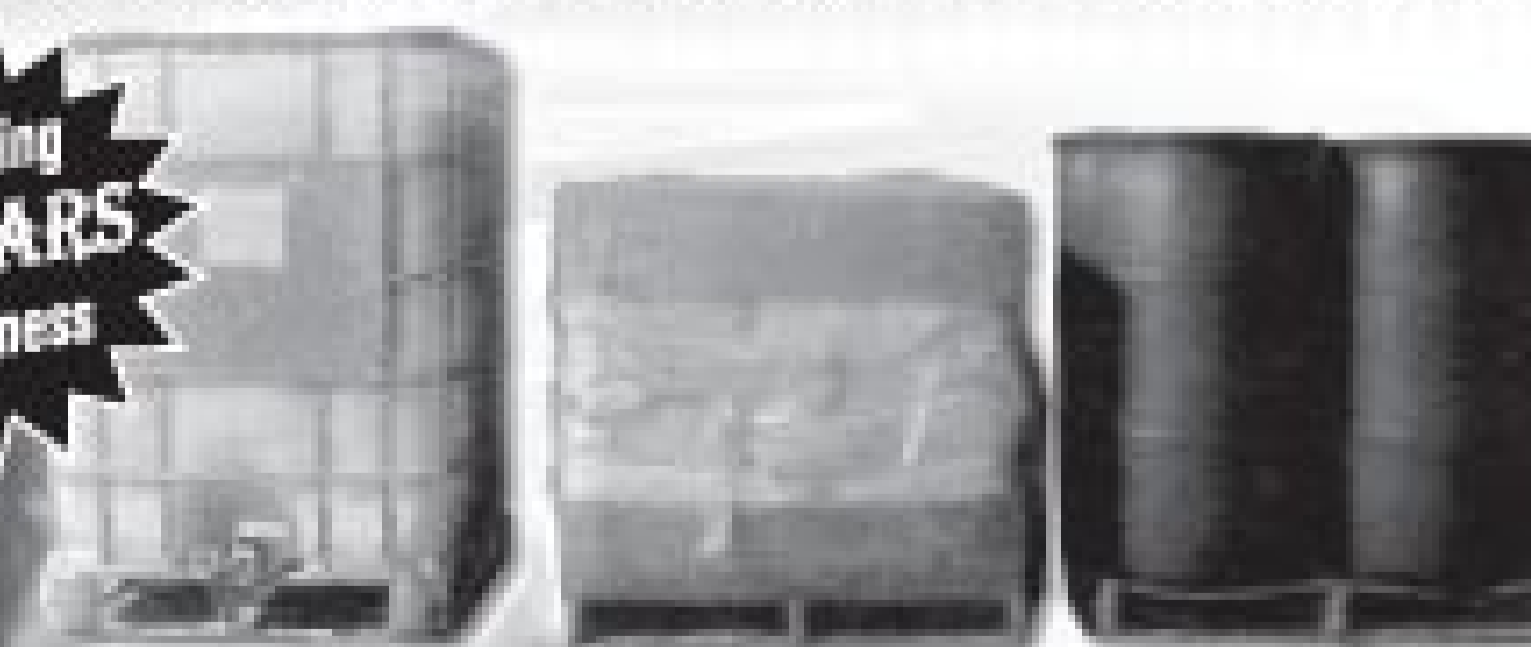


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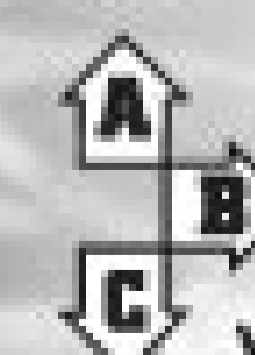
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# TRUCK STOP



September



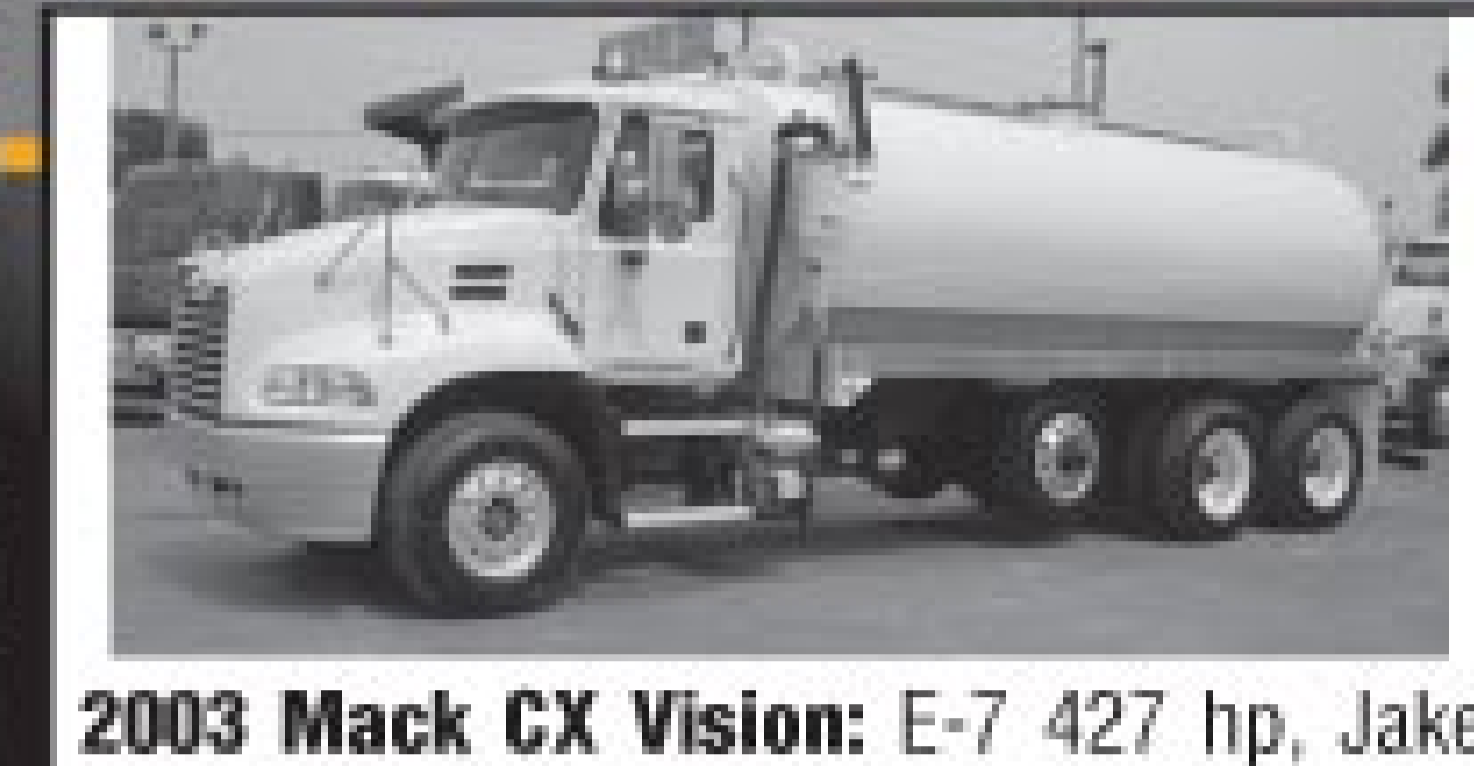
**2000 International 530 Septic Truck:** 100% new tires, auto trans., 4000 gal. tank, 400XL Masport pump, rear air tag axle, 145,000 miles, one owner. Nice!  
.....\$60,000  
**517-719-2869** P10



**2001 International 8100:** Global System 3000 gallon tank with a Fruitland vacuum pump, 8.3 Cummins, 9-speed manual transmission, tires 60%+, 175K, A/C cold new compressor.....\$38,000  
**Call Pete at 979-777-3900 - TX** P9



**1996 International DT466 Vacuum Truck:** 2600 gal. tank, Masport pump, never any mechanical issues, going back to work overseas. Have to sell, will sacrifice.  
.....\$15,000  
**Call Bo at 406-291-1986 - MT** 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  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**2005 International DT466:** Automatic trans., Masport 400 pump, 2600 gallon tank, 11:00x22.5 rubber all 70%, 76,000 miles. Excellent condition, ready to go to work.....\$59,000  
**Call Russ at 508-207-8524** P9



**1994 Ford L9000 with Vector 2100:** 15-yd. debris box, large PD blower with 80 gpm rodder pump. Runs strong. Good rubber.....\$44,000  
**248-345-3993 MI** P9



**1980 Mack 675 with a 1989 IME 2000 Gal. Dumping Tank:** Vacuum/pressure pump with hyd. drive, full opening rear door, 233,500 miles. Everything works.  
.....Sold as is \$12,500  
**219-872-9378** P9



**1995 Peterbilt 377:** 9-spd., Cat 3406 engine, 425 hp, 3-stage Jake, new 3500 gal. tank, new Battioni 394 CFM pump. Ready to go. ....\$45,000  
**For more info:**  
**www.JEagleTanks.com**  
**or call Jerry at 800-721-2774** P9



**1991 International:** 3000 gallon vac/pres., 307,000 miles, 7-spd, Jake brakes, tank and Jurop R260 pump 5 years old, two 4" intakes, 6' dump, pintle hitch.....\$39,500  
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.....Asking \$135,000 OBO  
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**skozlowski@nationalvacuum.com** P10



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**1999 Freightliner FL70:** 33,000 GVW, 7-spd., toilet carrier, Moro M10 pump, 1000 waste/450 fresh. ....\$21,500  
**Mike @ 303-478-4796**  
**or JR @ 720-253-8014**  
**www.pumpertrucksales.com** P84



**1994 Freightliner:** 425 Cat, 8-speed, new brakes, tires, rear, new Jurop pump, new hoses, heated valve. ....\$36,000 OBO  
**860-377-1862 CT** P9



**2001 International 267 Vector Combo Jetter:** Good condition, 9036 hrs./50,861 miles. ....Asking \$85,000 OBO  
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**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  
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**1993 Vector 2103 on International:** 3-yd. debris body, 30 gpm @ 3000 psi, 500 gal. water tank, 5-spd. manual trans., Cummins diesel, extendable boom, rear decant, 22,000 GVW. (Stk. 1590)  
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# TRUCK STOP



September



**1988 Freightliner FLD120 T/A:** 6-cyl. Cummins with large pump for tank flushing or hydro testing. Can be converted to carbon filter. 3000 gal. pressure vessel. ....\$55,000  
**503-969-9545** P9



**2000 Volvo WG64:** 3000 gal. Presvac tank, Cummins ISM, Fuller RT0 10-spd., Utile L320 pump, just rebuilt. Truck has less than 8000 original miles and only 2,558 hours. Used as a response truck on manufacturing site. ....\$52,000  
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**1999 Freightliner Century Class:** 814,816 miles, 3000 gal. tank, C-12 435 Cat motor, Eaton Fuller 13-spd., fresh paint, 3' intake vacuum port, 6' dump port, Masport pump, ready to work. ....\$33,000  
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**1991 Freightliner:** 2500 gal. tank, 240,000 miles on Cat diesel, 10-spd. trans., many new parts including Moro pump. Excellent shape. ....\$22,500  
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**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  
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**1994 Ford L 8000:** 8.3 Cummins, automatic, 2500 gal. tank, rebuilt vac pump, 230,000 miles. ....\$12,900 OBO  
**716-942-3292 - NY** P10



**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



**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 conditon. ...\$22,500  
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**1997 GMC Vac 'n Dig 3S:** Turbo 4-cyl. JD 4045T rear motor, Roots blower, air compressor, water or air to cut with, 2-ton chassis with towing hitch, 6-spd. trans., diesel, no CDL required. ....\$39,900  
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**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  
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**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**2007 Peterbilt 340:** Progress 4500 gal. alum. tank, Cummins 315, Eaton Fuller 10-spd., NVE Challenger 506 pump, 26,500 miles.....\$99,000  
**Mat 978-448-1187** P9

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# TRUCK STOP



September



**2003 International 8100:** Cat C-10, 350 hp, 10-spd., 342K miles, new 4000 gal. US tank, new Jurop LC420 pump, new paint, all new accessories. ....\$59,000  
**[www.nationaltruckcenter.com](http://www.nationaltruckcenter.com)**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**Vac-Con 1999 International 2554:** Auto, 59,238 miles, 8363 hrs., JD engine 2394 hrs., 8' 2-stage tele 10' boom, hyd. 3-stage comp., 80 gpm pump, 1300 water tank, 1" articulating hose reel, 12-yd. tank. NICE UNIT. ....\$64,500  
**888-494-7688 - CA** P10



**1997 Ford Vac-Con:** 8.3 Cummins, 13-spd., 60,000 GVW, Roots 824 blower, John Deere aux. 2847, 101,000 miles. ....\$64,000  
**503-969-9545** P9



**2003 Peterbilt 330:** Cat 3126E 300HP, Eaton Fuller 8LL trans, 2500 gallon stainless tank with hoist heated valves, heated water jacket, high pressure jetter, 3/8 hose, 10 gpm x 2000 psi, Fruitland 500, 117,000 miles. ....\$58,500  
**Brian 603-442-9500** P9



**2000 International 4700:** 33,000 GVW, automatic, 1000 fresh/450 water, toilet carrier. ....\$21,500  
**Mike @ 303-478-4796**  
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**[www.pumpertrucksales.com](http://www.pumpertrucksales.com)** P8M



**1980 Parkson Magnum 1 Meter Mobile Dewatering Setup:** 40' van trailer, complete polymer, Floc, extended gravity zone, moyno sludge feed pump, 306 stainless steel drip pan, lab room, several spare belts, nice unit. Super price!!! ....\$24,500  
**[bebrangan@gmail.com](mailto:bebrangan@gmail.com)** P9



**2005 Ford F-550:** 130,000 miles, 30K on factory reman., 6.0 power stroke, 700 waste, 300 fresh, Conde pump, 2-toilet rack, garage kept. ....\$19,000  
**Pat 513-582-1322 KY** P9



**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](http://www.nationaltruckcenter.com)**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**2007 Camel 200 Ejector Sewer/CB Vac Unit on 2007 Sterling:** Automatic trans., factory installed Hi-Rail and Creeper mode. 1500 gal. water, 80 gpm/2000 psi, 25,000 miles. ....\$199,999  
**[chuckmott@earthlink.net](mailto:chuckmott@earthlink.net)**  
**1-800-945-4081** P9



**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](http://www.nationaltruckcenter.com)**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P9



**1988 Ford Cab Over:** Jurop R260 vacuum pump, 2000 gallon vacuum tank. Truck runs but needs work. Tank needs minor repair and paint job. Vacuum pump runs good. ....\$8,000  
**Dale @ 1-419-450-9167** P9



**2001 Ford F-550:** 2 WD, auto, Huber tank, 550 waste, 300 fresh, Masport 160 cfm hydraulic driven pump, 192K miles, 45K on new engine, 7.3 liter diesel. Ready for work. ....\$16,000  
**330-763-3706** P9



**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** P9



**1996 Freightliner FL70:** 6.9 Cummins, 190 hp, 33,000 GVW, auto, AC, 37,000 orig. miles, 2300 hrs. NEW 2300 gal. tank, Masport HXL75 pump, PTO, paint. JUST BUILT! In La Grande, OR. ....\$38,500 OBO  
**541-910-3458** P9



**1996 Kenworth T300 Tank Truck:** 3300 gal. capacity, new tank and pump in 2004, 350 cfm Wallenstein liquid-cooled, 274,000 miles. ....\$35,000  
**Upstate NY 315-386-8610** P9



**1991 Dodge 1-Ton Portable Restroom Pump Truck:** 500/300 waste/fresh, dual services, 2-toilet rack, individual pressure washer tank. Runs great. Excellent back-up truck. ....\$4,200 Firm  
**651-430-0916** P9



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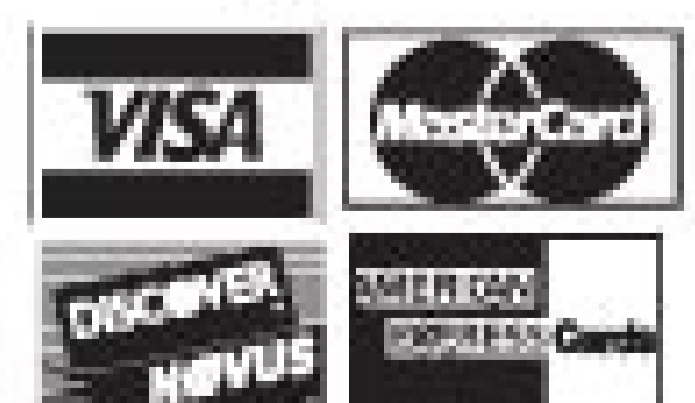
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## LISTINGS

**North Carolina Septic Business.** Grossing in excess of \$125,000 annually. Includes 2,000 gallon service truck, backhoe, jettors and more. **\$110,000.**

**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.**

**Texas Septic and Sewer Business.** Grossing in excess of \$1,000,000 annually. Includes 2007 2500 gallon septic truck, 1995 2500 gallon septic truck, 2007 and 2008 Chevy service trucks, portable restrooms and more. 430 contracted customers. **\$799,000.**

**Green Bay, Wisconsin Area Septic & Drain Business.** 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.**

**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.

**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 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.**

**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.**

**Allentown, Pennsylvania Area Sewer Business.** 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. **\$330,000.**

**Massachusetts Sewer & Drain Franchise For Sale.**

Confidential listing, Non Disclosure Agreement required. Turn-key business, good revenue. **Asking \$165,000.**

**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.**

**Wanted.** Very serious and well qualified buyer looking for sewer, septic or industrial business in Dallas, Texas area. Must be grossing between \$500,000-\$1,000,000. All inquiries are kept confidential.

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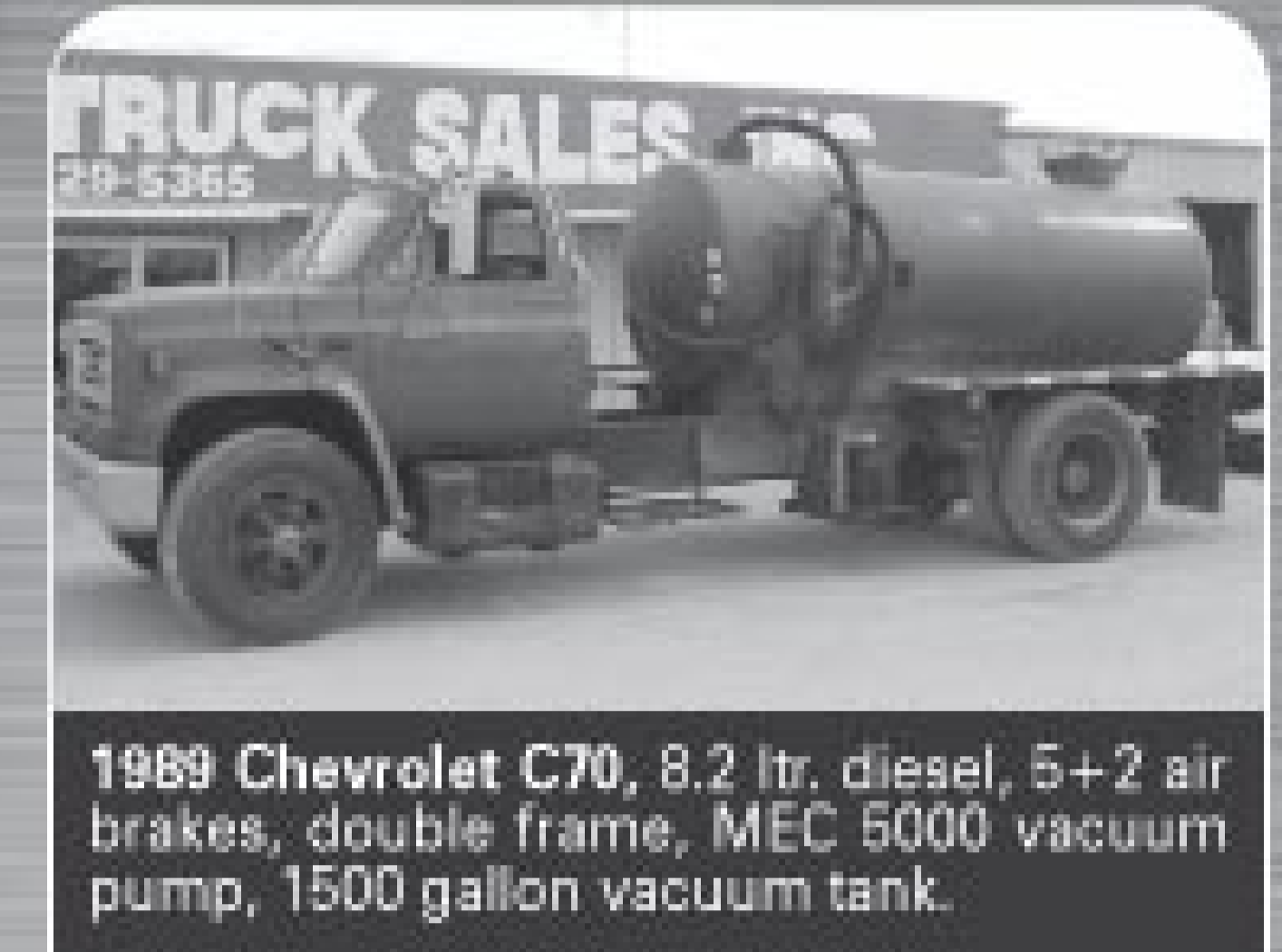
1998 IH 4700, DT466E, 6-spd., double frame, MEC8000/PAL vacuum pump, 1600 gallon vacuum tank.



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



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



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**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

**Turn-Key Business:** 25 years, great customer base for sale in Arizona. We are large in real estate inspections, septic pumping, grease traps, oil inspectors, sewer treatment plants, federal government, state, and local government contracts. \$750,000. Sale due to IT'S TIME TO RETIRE!!!! Interested parties call 928-279-6062. This is my personal cell phone; if no answer leave message and I will return your call ASAP. Ask for John. (P9)

**Well-Established and Profitable Texas Septic, Sewer & Installation Business For Sale. PRICE RECENTLY REDUCED.** 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. Owner retiring after nearly 40 years in business. Real estate available upon request. Reduced to \$450,000. E-mail [jeffb@colepublishing.com](mailto: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)

**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](mailto:jeffb@colepublishing.com), visit [www.BTwo.biz](http://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](mailto:jeffb@colepublishing.com), visit [www.BTwo.biz](http://www.BTwo.biz), or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

## BUSINESSES

**BACKHOE, SEPTIC PUMPING, INSTALLATION BUSINESS:** Central Illinois. Established 15 years. Most work is in a 40-mile radius. Very nice town; 25 miles from University of IL. Will train and get you licensed. \$90,000. 217-417-0374. (P10)

**BUSINESS FOR SALE LOCATED IN OCEAN COUNTY, NEW JERSEY.** 43 hook-lift containers, 1 hook-lift truck. All equipment & vehicles are in excellent condition. Very busy company - owner is retiring. Any questions call: 732-496-1658. (P9)

**Successful business with a large amount of equipment and inventory.** Profitable sewer and septic business in central Pennsylvania. Increasing revenue over the past 3 years and a large amount of equipment and inventory. Equipment is a mix of old and new, but all is working and making money. Selling price \$349,000. E-mail [jeffb@colepublishing.com](mailto: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)

**Alabama Portolet Business:** 40 units, 2004 F 350 crewcab w/Best 150/400 stainless tank. \$35,000 negotiable. 205-938-5195. (P11)

**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](mailto: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 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](mailto:jeffb@colepublishing.com) or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

## BUSINESSES

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

**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](mailto:jeffb@colepublishing.com), visit [www.BTwo.biz](http://www.BTwo.biz) or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

**CT. Very profitable Septic Pumping Company.** New custom pump truck with dump body. 3000 +/- customer base. \$344,000 plus equipment. 203-417-1692. (P9)

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**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](mailto:jeffb@colepublishing.com), visit [www.BTwo.biz](http://www.BTwo.biz) or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

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**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)

## BUSINESSES

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

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

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

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**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)

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**ALAR 660 AUTOVAC DEWATERING PLANT. HUGE SAVINGS ON DISPOSAL COSTS!!! MUST SELL.** Price reduced to \$40,000. Complete plant, like new. Vac skid with electrical control panel, fully automated system. Grease interceptor and septic separation primary use. All electric, location plans, manuals. Too much to list! **CALL TODAY.** 808-848-1569. (P10)

Septage dewatering equipment. Includes 1 meter belt press, rotary sludge thickener, polymer unit, storage tanks, etc. Equipment is in operation. To view a video or for more information call 541-269-9020. (P10)

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

## DRAINFIELD RESTORATION

1999 Terralift, low hrs., 6 ft. probe, well maintained. Must sell. \$13,000 OBO. Call 847-343-5068 Jim. (P9)

1996 Terralift, 391 hours, fresh paint, new control box, \$10,000. Contact Joe @ 251-209-6031. (P9)

For Sale: 1997 Terralift, includes one probe. \$9,000 firm. For photos email bill37nj@aol.com. Cell 732-864-7380. (P9)

**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)

## GREASE SEPARATOR

**BROWN GREASE SEPARATOR: A Solution For Grease Trap Waste.** Downey Ridge Environmental Company offers a patent-pending system consisting of a 10,000 gal. tank with boiler burning 100% brown grease as fuel resulting in brown grease recovered and sold as a commodity. Ph 304-658-4778 or Jim at 304-222-9248. (P9)

## HAND SANITIZERS

2,000 NIB hand sanitizer dispensers, 800ML bag-in-box type. Take all at only \$4.25 each including delivery. 914-297-8011. (P9)

## 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. (P9)

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)

## HAZARDOUS WASTE UNITS

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. (P9)

2011 International 7500 with a Presvac 3,200 gallon carbon steel vacuum tanker. DOT certified 407/412, with a PVB-750 pump package. (Stock #13437A) **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. (P9)

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. (P9)

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. (P9)

## JETTERS-TRAILERS

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

**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)

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)

## 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)

## 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](http://www.standardequipment.com) or call Joe, 312-706-9678. (P9)

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](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

**WE BUY USED!** Combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. All makes and models; old or late model. Call Tom at 312-706-9636. (P9)

## JET VACS

**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](http://www.standardequipment.com) or call Joe, 312-706-9678. (P9)

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](http://www.empireequip.com). (CPBM)

1996 Vac-Con on Ford chassis, newer 3-stage fan, reasonable hours and mileage for age. Good second or entry to business. \$38,900. Call NJ 732-887-2988. (P10)

**WE BUY USED!** Combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. All makes and models; old or late model. Call Tom at 312-706-9636. (P9)

## JET VACS

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

2005 Vac-Con on 2005 International, ext. boom, articulating reel, 39,000 miles, 3,950 hours. Call Ken for more info. 904-993-5211 or 904-744-9138. (CP10)

## LEASE/FINANCING

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

## MISCELLANEOUS

Septic tank forms: One 1000 gallon, 2-compartment; one 1500 gallon, 2-compartment. Riser and lid forms and many extras. \$6,500. 719-657-3022. (P9)

New custom built rotary screen for processing/screening septic or grease trap waste, also other liquid material. Originally constructed to screen waste prior to land application, 7'X16' containment box, 12'X3" rotary screen. Works extremely well based on 7 years operating experience. \$30,000. Call JD 775-825-1595 or email [jd@watersvacuum.com](mailto:jd@watersvacuum.com) for pictures. (P9)

## 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

PolyJohn PJ3s, blue with white tops, plastic skids, 5-8 years old, construction grade, 120 available, \$175 each. Located in NY. 800-275-3616. (P10)

POLYPORTABLES 2007, tan men's deluxe boudoirs, two available. Flushes, urinal, soap, paper, toilet seat cleaner dispensers. \$1,275 each. Call 920-378-2636. (P9)

## PORTABLE RESTROOMS

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

15 Tufways, need roofs, \$100. Disassembled 20 Maxim, \$300. 2005 Mitsubishi portable restroom room truck, 4x4, \$15,000. Durango, Colorado. 970-749-3331. [bee.durango@frontier.net](mailto:bee.durango@frontier.net). (P9)

Used portable toilets for sale. Brown/green Satellite Tufway units, lime green PolyPortables Integras, \$150/unit. Older brown/ green Satellite Tufway units, PolyJohn PJ3 light blue, brown/ green Synergy units, \$100/unit. Email [sales@donsjohns.com](mailto:sales@donsjohns.com) for more information or to purchase. (P9)

PolyJohn We'll Care III ADA-compliant restrooms. Aqua, in good condition. \$800 each. Buy 3, get a parts unit free. Chris. 218-343-0108. (P9)

Used portable toilets for sale. Price ranges from \$125 - \$275. Hand-washing stations for sale. Call for pricing. 228-348-0482 or 228-392-1001. (P9)

900/100 Masport 1985 F700 ~70k miles, \$16,000. Like new 200/100 slide in with Conde 6 w/5 hp Honda on a 1997 F350 ~65k miles; carries 2 units, \$14,000. 360-357-4338. (P9)

20 portable restrooms for sale, \$300 each, 3 years old, blue, good condition, Texas. Call Pete at 979-777-3900. (P9)

120 PolyJohn PJ3 units, dark green, \$150 each. Good condition. 865-740-1654 or [pattbro@tds.net](mailto:pattbro@tds.net). East TN area. (PT10)

20 used Satellite toilets, \$135 each. 24 unused toilet lift racks, \$75 each or \$65 if you take all. Assortment of 2-station hand washers, \$150 to \$185. 816-238-3000, MO. (PT9)

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)

\$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

**GOING OUT OF BUSINESS!** Good condition \$75-\$150 ea; special event units \$150-\$225 ea; half units \$175-\$250 ea; handicaps \$600 ea. All PolyPortables, PolyJohns, Five Peaks, Satellites MUST GO! Contact Manuel @ 305-970-9837 or email [malonso@port-o-tech.com](mailto:malonso@port-o-tech.com). (P9)

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

## PORTABLE RESTROOM TANKS

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](http://www.tanksandpumps.com). (PBM)

## PORTABLE RESTROOM TRAILERS

2009 Century II Alpha Mobile Trailer, excellent condition. Call for more info. \$14,000. 810-265-9026. [www.poopyspotties.com](http://www.poopyspotties.com). (P9)

1995 14' Oasis Unisex, 7 private entrance stalls w/hand sanitizers, one 6' urinal trough, \$6,000. 1995 28' Olympic, 5 womens stalls, 1 mens stall w/4 urinals, 2 sinks on each side, AC & heat. \$11,000. Call John 610-705-5555 or [les@pottyqueen.com](mailto:les@pottyqueen.com). (P10)

2002 - 2004 NICE Equipment "Protea" style two room self-contained restroom trailers. Good condition. \$6,500 each. For more info call Jordan 732-692-2470 or email [jordan@mrjohn.com](mailto:jordan@mrjohn.com). (P9)

10 place portable restroom hauler. Solid with good rubber. Needs wiring and some plywood work. Easy fixer. \$1,000. Chris. 218-343-0108. (P9)

## PORTABLE RESTROOM TRAILERS

2008 24' Olympian Executive, (3) ladies stalls, (1) sink, (1) mens stall, (3) urinals, (1) sink, heat, hot water, A/C. Never used - paid \$28,500 will take \$25,000. Call 866-883-9538. (P10)

10x32 or 10x42 VIP trailers. Like new, AC, heat, etc. \$19,500 each. 816-238-3000, MO. (PT9)

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

## PORTABLE RESTROOM TRUCKS

2000 F450 Satellite toilet truck, auto, diesel, 600 waste/250 water, 2-toilet carrier. \$6,500. Will separate. 845-863-6080 NY. (P9)

1999 International 4700, 6-speed transmission, 268,000 miles, 1200 gallon waste/350 gallon fresh. Non-CDL. \$15,000. Call John 610-705-5555 or e-mail [les@pottyqueen.com](mailto:les@pottyqueen.com). (P10)

1996 Isuzu pump truck. Truck used daily. New tires and brakes. 197K miles. 200/600 tank. In good condition. \$4,500. Call Brett @ 352-446-0475. (P10)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, air-brakes, 3-compartment aluminum tank (450/1400/250), M-10 water-cooled pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures [www.aacoinc.com/classified](http://www.aacoinc.com/classified). Location Phoenix, AZ and Las Vegas, NV. \$30,000. 208-362-3193. (P9)

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)

Pre-owned 325 US gallon vacuum tank with two (2) 75 gallon poly water tanks mounted on a 2007 FML Fabform Trailer model FMI12-10K Workmate. (Stock #0477) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

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

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

## PORTABLE RESTROOM TRUCKS

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)

2000 International 4700, 7-speed transmission, 278,800 miles, 1000 gallon waste/400 gallon fresh, Non-CDL. \$16,000. Call John 610-587-8879 or e-mail les@pottyqueen.com. (P10)

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)

1996 Chevrolet pump truck. Great starter truck. 257K miles. New engine @225K miles. Sale price \$3,500. Call Brett @ 352-446-0475. (P10)

2005 Ford F550, diesel, auto, Satellite 650 waste, 300 fresh, unit carrier, 146,000 miles, \$23,000 OBO. Call 845-883-7880, 8-4:30 EST. (P10)

2003 F550, diesel, auto, AC, Satellite 2-toilet carrier, 650 waste/300 water. \$7,500. Will separate. 845-863-6080 NY. (P9)

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)

**GOING OUT OF BUSINESS!** Aluminum portable toilet tankers: '02 F-650, \$16K; '02 Inter., \$18K; '03 Inter., \$32K; '04 Inter., \$34K; '05 Inter., \$39K; '06 Inter., \$45K. Contact Manuel @ 305-970-9837, or email malonso@port-o-tech.com. (P9)

## PORTABLE RESTROOM TRUCKS

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)

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

**Sales Position:** Well established vacuum truck company looking for experienced industrial sales person with vac truck experience for Pittsburg and North Carolina area. Please call Howard 866-766-3822 or email resume to howard@adlernj.com. (P10)

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)

## PRESSURE WASHERS

New Commercial Grade Trailer Special - Single axle, hot water trailer unit, 18 HP Vanguard, 5.0 gpm @ 3,000 psi, with 200 gal. water tank, General pump. List \$11,995. **Sale only \$8,995. Fully loaded! Ready to clean!** 800-624-8186; **www.powerlineindustries.com.** (CPBM)

## PRESSURE WASHERS

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

## PUMPS-VACUUM

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

**Buy & Sell** all makes and models, **new & used** vacuum pumps & high pressure water pumps, and good used replacement parts. Call for an inventory sheet and save. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

Vacuum Pumps - New, used, or rebuilt. 30 to 900 cfm. All major brands; air, water, or fan cooled. Rebuild specialists - rebuilt PB, M3, M10, and others available. 800-545-0174. **www.tanksandpumps.com.** (PBM)

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

## RENTAL EQUIPMENT

**KMH Equipment Company** has a full range of late model combo units and industrial vacuum loaders for sale, rent or lease. Visit us at our website **www.kmhequip.com** for a complete listing of our equipment, or call us at **888-408-6716.** (P9)

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

## SEPTIC TRUCKS

1996 Freightliner FL70: Cummins 190 hp, 33,000 GVW, auto, AC, 37,000 miles, 2300 hrs., NEW 2300 gal. tank, Masport HXL75 pump, PTO, paint. JUST BUILT! In La Grande, OR. \$38,500 OBO. 541-910-3458. (P9)

## SEPTIC TRUCKS

1999 International pump truck ready for work. New rebuilt transmission from Stuart & Stevens. Recent in frame overhaul. Vacuum pump less than 2 years old. 130' of hose. \$28,000 OBO. Call Teri Gibson 940-636-1212 or email **tgif8023@aol.com.** (P9)

1998 Mack RD6885 with a 3,200 US gallon stainless steel vacuum tank unit. (Stock #6653V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1985 International BT/9V5/DS, recently rebuilt DT466 with only 10,000 miles on the engine, with a 2400 gal. pressure tank. Two year old Masport pump. An excellent runner. \$15,000. Call 360-534-0310. (P9)

1980 International Model 1824 truck with 2000 gallon tank and newer Moro 230 CFM pump. 75' of hose. Truck is not perfect but could be put right to work. Great back-up truck. \$6000 OBO. Call 605-366-2050 or e-mail **1stcryptkeeper@gmail.com.** (P9)

1984 Chevrolet w/1500 gallon steel tank. New 366 motor, good tires. \$4,500. 417-935-9702. (P9)

1989 Ford L9000. 4500 gal. tank, 400,000 miles, tri-axle, 300 Cummins, newly installed engine, clutch, crank seal, Jake brake, adjusted valves, hood hinges/latches, Moro pump (recently rebuilt), double frame (solid), nearly \$16,000 in parts since use. Asking \$20,000 OBO. Call Jim Holden 814-688-4607. (P10)

1993 Ford LNT 8000 with 270K, Fuller 10-speed, 250 hp Cummins eng., 3800 gal. Kary Mor aluminum tank. Solid work truck. All hoses on truck included. \$25,000 OBO. Call 847-343-5068 Jim. (P10)

## SEPTIC TRUCKS

Local septic company is upgrading their fleet and are offering for sale a 2001 Freightliner Classic XL, Series 60 Detroit, autoshift, 4,200 gallon steel tank, Jurop LC420 vacuum pump. Purchased at the 2007 Pumper Show in Nashville Tennessee. Truck custom built by House of Imports in Miami, FL. \$40,000. Serious Inquiries only. Please contact Alice at 540-439-8776. (P9)

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)

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. \$2,000 OBO. 608-387-0227. (P9)

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

BUY IT - SELL IT - PLACE IT - **www.pumper.com** - AVAILABLE ANYTIME, ANYWHERE, ANY DAY

## SEPTIC TRUCKS

2005 F450, 108,000 miles, very clean w/8-month-old Abernethy unit, aluminum wheels w/60% rubber. Very nice truck. \$30,000. 304-416-3238. (P9)

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)

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](http://www.tanksandpumps.com). (PBM)

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

1980 GMC pumper truck, manual trans., gas engine, 2000 gal. tank, vacuum pump, 6" dump valve, 3" pump valve. \$4,500. 801-360-0994 UT. (P9)

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

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](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

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)

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](http://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, Ratech, Ridgid, Pearpoint, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. For more info. give Jack a call. Dynamic Cable Repairs, Lodi, NJ 07644. 973-478-0893. (PBM)

## TANKS

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](http://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](http://www.jeagletanks.com) or 800-721-2774. (PBM)

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

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

## TANK TRAILER

1984 McKenzie 6,700 gallon tank trailer with Honda 3" trash pump, 4" rear discharge. \$6,000. Call John 610-705-5555 or [les@pottyqueen.com](mailto:les@pottyqueen.com). (P10)

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

## TOOLS

FR-1 Septic Locator Prototek, used but good condition, comes with hard case and one transmitter. Works in cast iron. \$375 OBO plus shipping. [cassetta13@gmail.com](mailto:cassetta13@gmail.com); 916-613-4029. CA. (P9)

## TOOLS

1 used Crust Buster 2009 Model. Asking \$750. Paid \$1,200. \$75.00 For shipping. 877-329-5817. (P9)

**T&T Tools:** Probes, Hooks. Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. [www.TandTtools.com](http://www.TandTtools.com). Phone **800-521-6893**. (CPBM)

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

## TOYS

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](http://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. (P9)

1985 special construction vacuum trailer. This trailer is in very good condition and is ready to go to work. It is made of 3/16 steel, has all the valves, Thompson 8" dump and 4" intake. Also has big clean out domes, and catwalks. It is black and orange in color. \$20,000. 661-816-4646. (P9)

## TRUCKS, MISC.

1996 International 9200 sleeper tractor, 10-speed Spicer transmission, 682,000 miles, Detroit 12.7 liter engine, drum pump, \$6,000. Call John 610-705-5555 or [les@pottyqueen.com](mailto:les@pottyqueen.com). (P10)

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](mailto:jd@watersvacuum.com). (P9)

## TV INSPECTION

**WE BUY USED!** Sewer inspection camera systems and components, all makes and models, old or late model. Call Tom 312-706-9636. (P9)

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](mailto:jd@watersvacuum.com) for photos. (P9)

**WHY BUY NEW?** Standard Equipment Company sells and rents used and reconditioned sewer inspection camera systems. [www.standardequipment.com](http://www.standardequipment.com) or call Joe 312-706-9678. (P9)

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](http://www.empireequip.com). (CPBM)

## VACUUM LOADERS

2000 Sterling Cusco Mastervac wet/dry, 3800 cfm, 27" vacuum truck with Moro vacuum offloading pump. Cat 385 hp with 160,000 miles, 4,200 hours. Runs very good. \$92,500. KLM Companies, 617-909-9044. (P9)

1998 GAPVAX vacuum truck, 28" HG @ 5300 cfm blower w/3,400 hrs., VOLVO chassis with 100,000 miles. \$50,000. 207-854-9360, Wayne or Bill. (P10)

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](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

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. (P9)

2008 Demo Internationals 7600 with Guzzler Ace XXS4118TS wet/dry industrial vacuum loaders, 18-yd. debris bodies, dump-type, carbon steel vacuum tanks. **Demo/rental units.** (Stock #'s 4400V & 4401V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## VANES

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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)

## WANTED

Very serious and well qualified buyer looking for sewer, septic or industrial business in Dallas, Texas area. Must be grossing between \$500,000-\$1,000,000. All inquiries are kept confidential. Call Jeff at 800-257-7222. (PBM)

**WANTED:** Juggler truck. 614-491-2121. (P9)

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

**WANTED TO BUY:** Any make/model GapVax trucks you are wanting to sell. Call 888-442-7829 or email [inquiry@gapvax.com](mailto:inquiry@gapvax.com). (P10)

## WATERBLASTING

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

**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](http://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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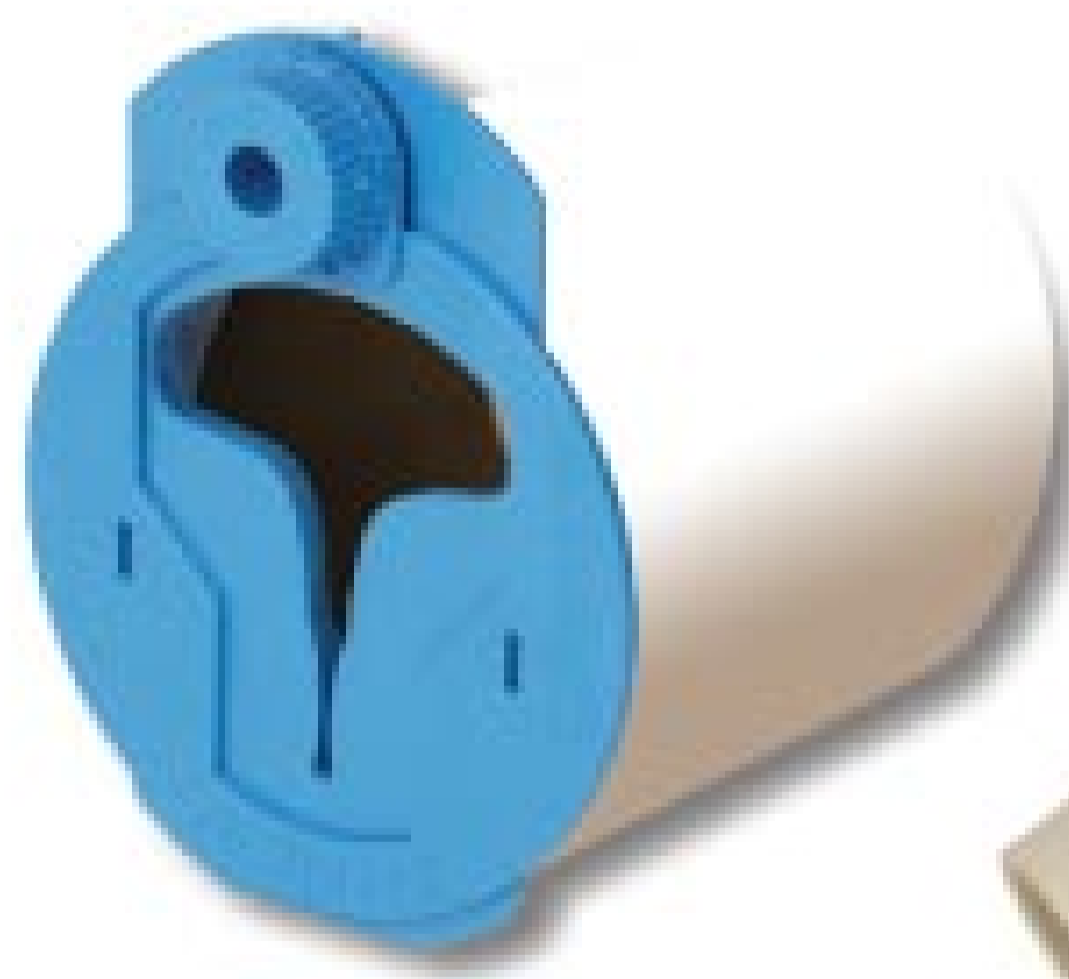


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