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# Pumper

October 2010 www.pumper.com \$5.00 U.S.

The

## ROLLING STONES

Indiana family embraces industry innovation

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## A Youthful Outlook

Miller's Septic enjoys renewed enthusiasm

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# "The New MD950 Breaks New Ground In Service Performance."

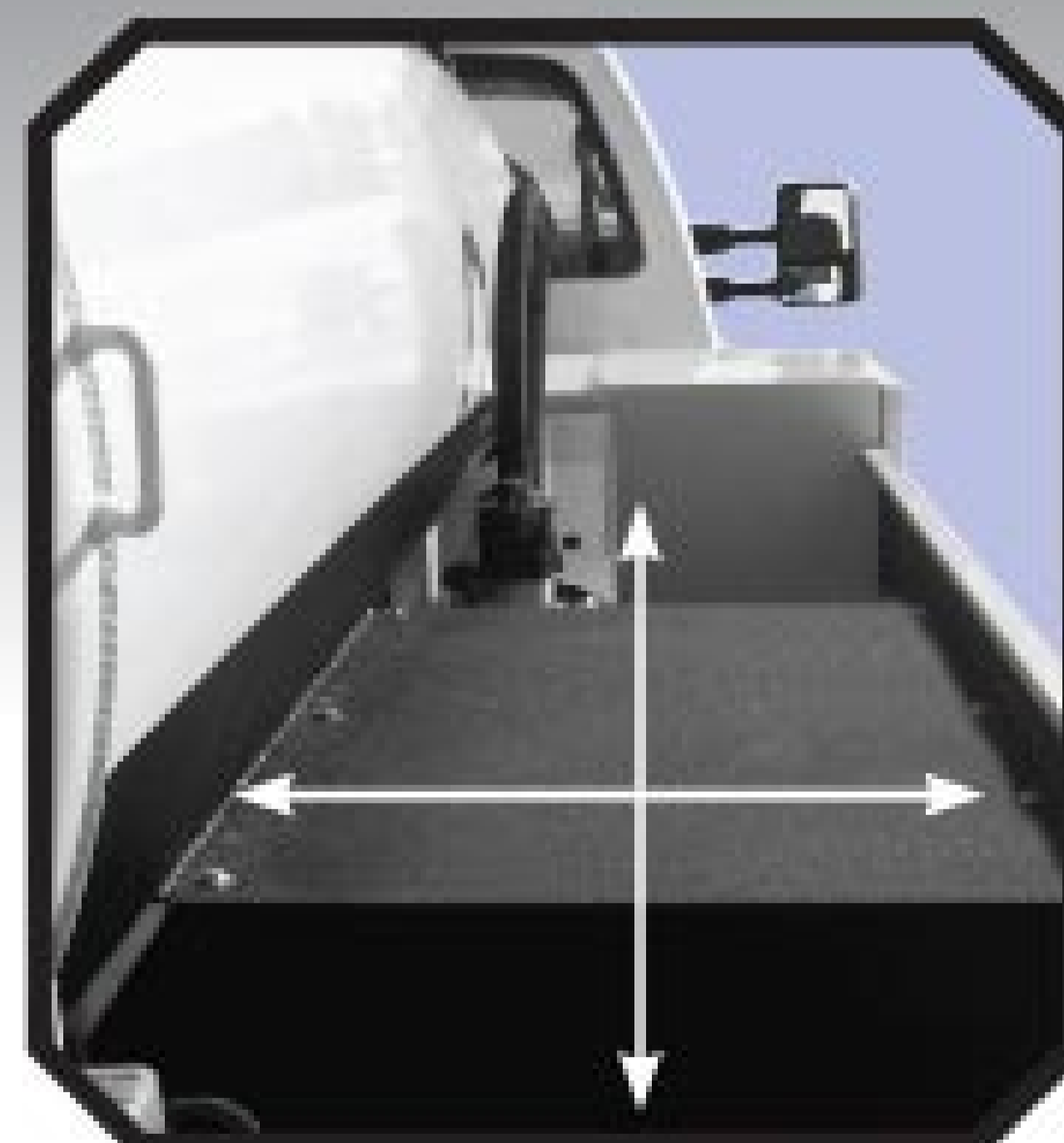
John Olson

*Original Designer of MD950*

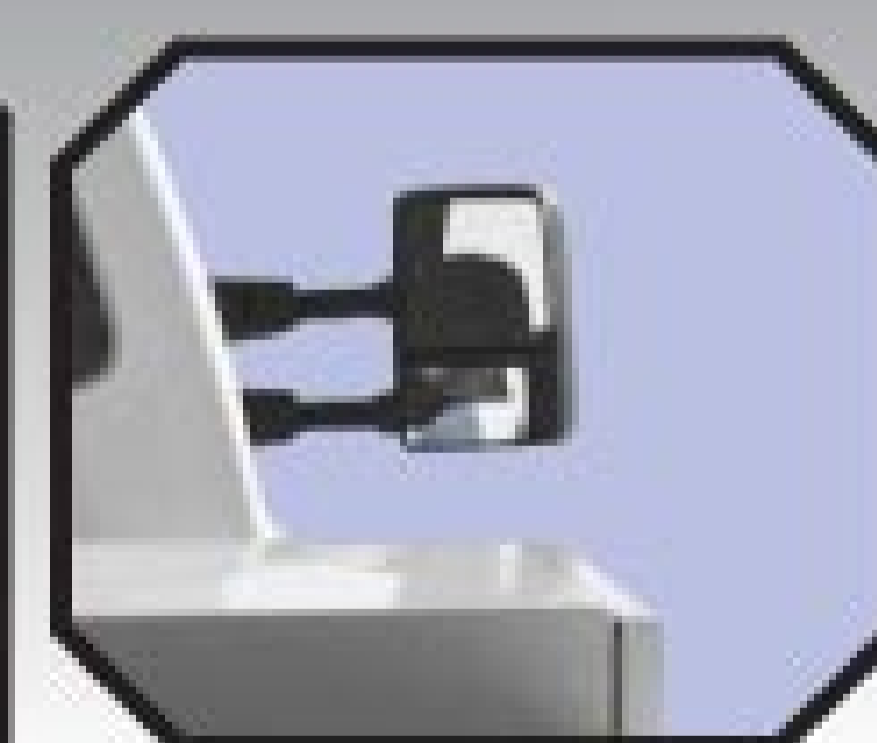
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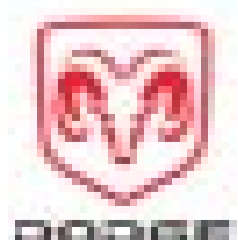


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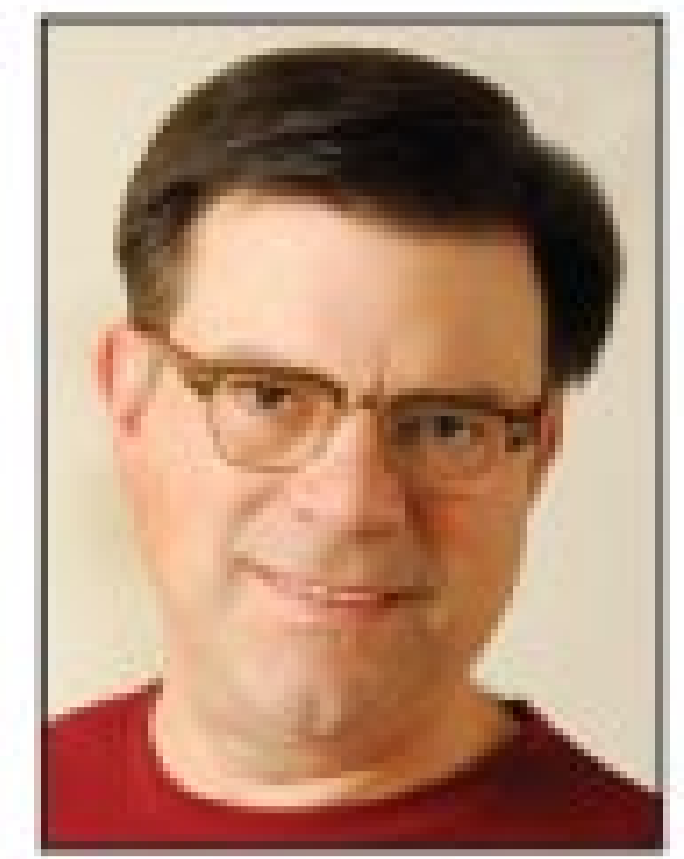
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## For These Pumpers, Family Matters

By Jim Kneiszel, Editor

The contractor profiles this month remind me about the importance of family in keeping many pumping businesses chugging along. These contractors exemplify what a family business is all about ... teaching the next generation the trade, the boundless enthusiasm and new ideas of the younger people coming up, and continuing the thread of responsible business practices through the generations.

It's that cohesive bond of a multi-generational family business that leads to the dedicated workforce and loyal customer base that big corporations can only dream about. You'll not have any trouble finding someone to pitch in and help during a crisis when the next worker down the line is your son or daughter. They might complain a bit, but you can count on your flesh and blood coming in over the weekend when there's a backlog of work to be done.

So we celebrate those contractors lucky enough to have the support of mothers and fathers, sisters or brothers, sons or daughters. I enjoyed reading about the two families featured in this issue, and I hope they inspire you as well.

### THE ROLLING STONES

James Stone, the eldest son of Jay Stone of Stone Excavating in Plymouth, Ind., is grateful that he grew up taking lessons from Dad.

"My father did an excellent job teaching us that your word is your bond," James told writer **Scottie Dayton** in our cover story. "Even if you have to take a loss on something, it's better than tarnishing your honor. That philosophy has been very important to the success of our business and will remain so."

Jay Stone started the business in 1977, following in his father, **Harold's**, footsteps. Both men were an inspiration to the younger generation, which is taking on a stronger role in the business today.

"They worked hard for everything, and raised us with the same work ethic and to do our best," James says. "That kind of training makes a big difference in how we do business. It's not just about doing the job correctly and making a profit. It's about caring for people. If you're too busy to help them, then you've grown too big."

### IT'S MILLER TIME

The story is a little different for **Dave Miller** of **Miller's Septic Service** in Mauston, Wis. In business for 25 years, Miller was thinking about hanging up his hose when he became re-energized working with **Jason Graves**, the boyfriend of his 22-year-old daughter, **Kristin**. This past summer, the enthusiastic Graves took the wheel of one of Miller's septic rigs.

Just when Miller thought he wouldn't have a chance to pass along his industry knowledge to a family member, it looks like Graves might take over one day.

"Jason always says he's pumped, which gets me excited, too," Miller tells writer **Ken Wysocky** in our second profile ("A Youthful Outlook"). "It gives you a blast of energy again when someone's interested in what you're doing.

"As for down the road, who knows?" Miller says. "I don't want to put any pressure on him. Ideally, he'll take over the business. He really wants to run his own business. This business has provided a wonderful living for my family, and it just might do the same for him, too." ■

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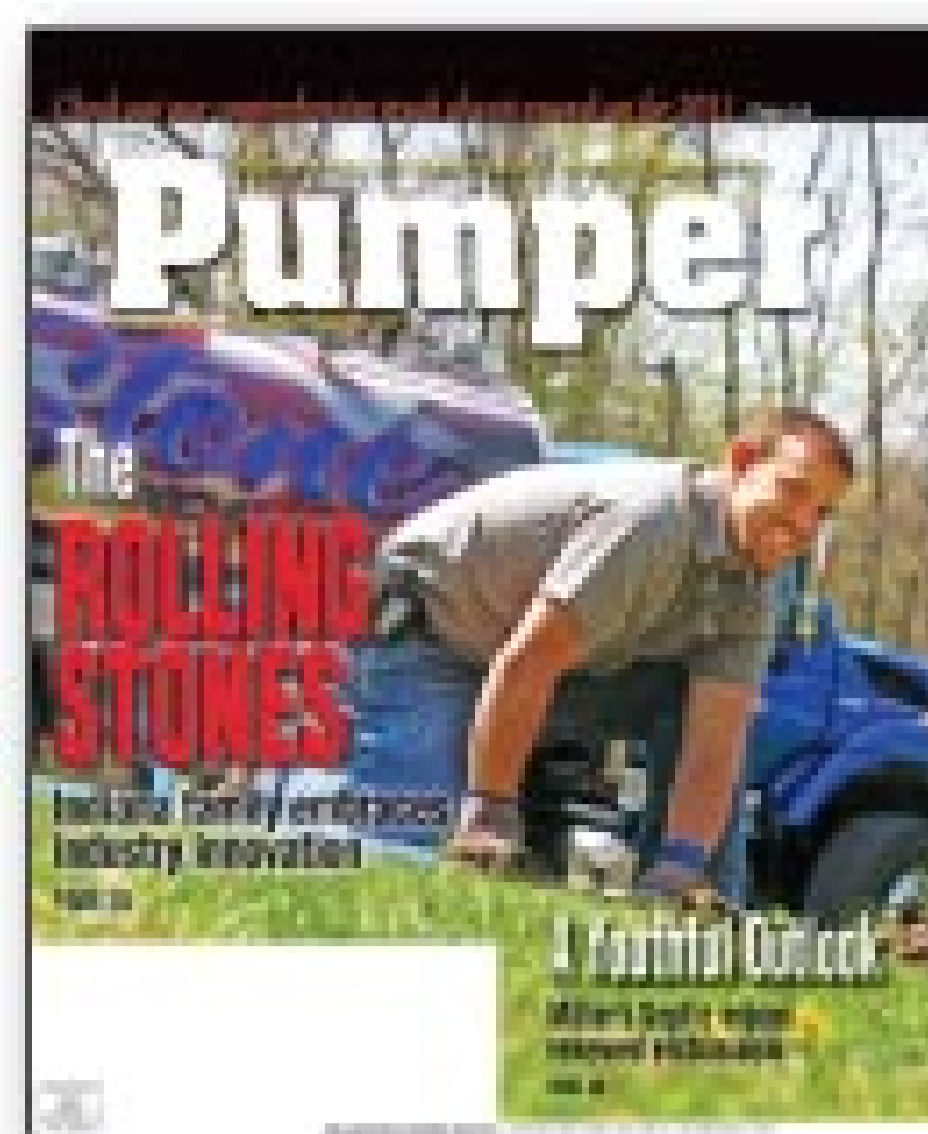
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- Scottie Dayton

The busy Indiana father and sons team at Stone Excavating keeps moving forward to educate customers and keep pace with industry advances. **On the cover**, James Stone pumps a septic tank with his family's new International rig — featured at the 2010 Pumper & Cleaner Environmental Expo International — in the background. (Photo by Rusty Nixon)



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### SPECIAL ISSUE: Septic System Maintenance and Rejuvenation

- **Contractor Profile:** Washington State pumper keys on drainfield makeovers
- **Reader Pipelines:** Tougher system regulations mean business

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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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Web site: <http://www.pumper.com>

Fax: 715-546-3786

Office hours 7:30 a.m. - 5:00 p.m. Central Time, Monday - Friday

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

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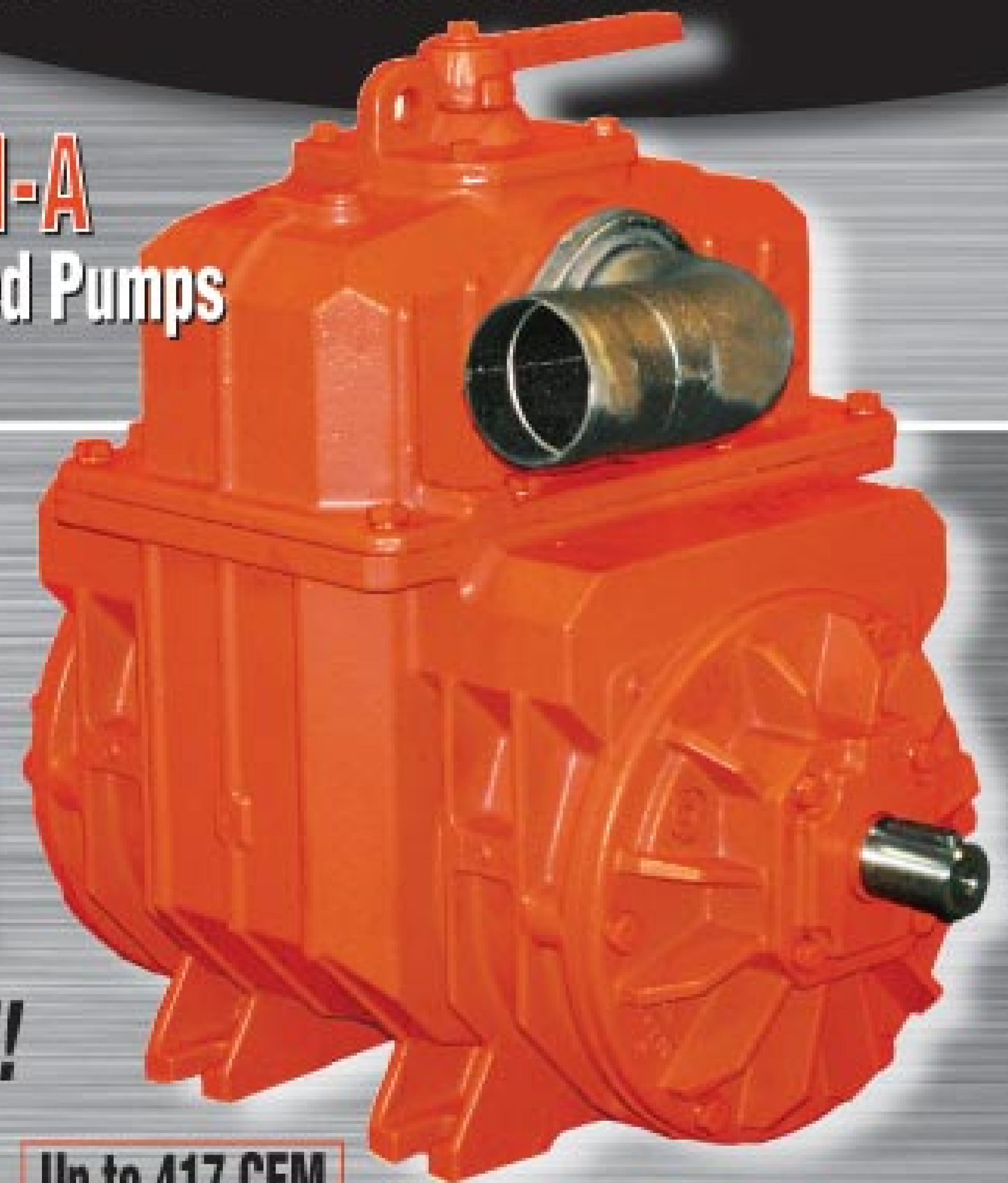
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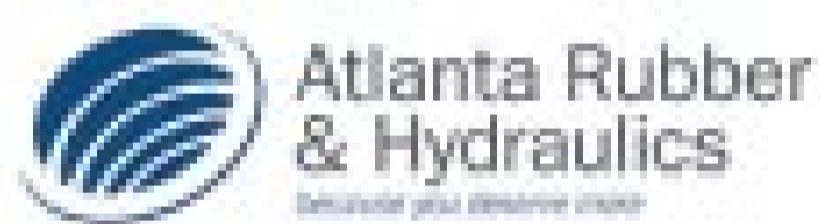
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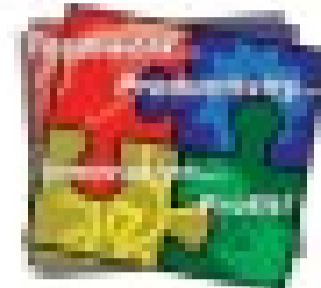
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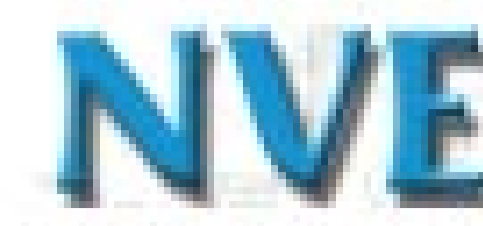
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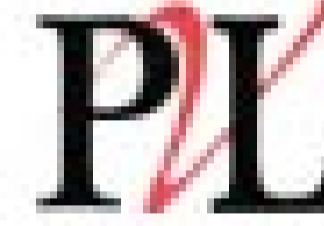
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# Don't Stray From Path to Success

If you want to succeed in the small business game, you need to set specific targets and give workers incentives to hit them

By George Hedley

Leadership is simple. First, you've got to know exactly what you want — for your company. I speak to business owners and ask, "What do you want?" They respond, "I want to make a profit." I ask, "How much?" They answer, "As much as I can get." What if you can't get very much? "That's not enough." Then how much do you want? "More." More than what? "More than I'm getting now."

It becomes obvious they really don't know what they want or have a clear target to shoot for.

Examples of clear targets include: \$500,000 net profit per year; sales of \$1,000,000 per year. Leaders know what they want and communicate specific, clear targets and deadlines for their staff. And only then can you develop a plan to get what you want. More is never a target. More than what?

There are three steps to get what you want: 1. Know what you want. 2. Have a written plan. 3. Always track and make progress toward what you want.

You get pulled off track by day-to-day business activities. Things go wrong. Customers call with immediate needs. Equipment breaks. People don't show up. These daily inconveniences take you away from your No. 1 priority, which may be bottom-line profit, sales or customer service. You need a written plan to keep on track and measure your progress. I recommend written charts and graphs posted for all to see, clearly showing progress toward results.

### Keep targets clear and simple.

According to *Fortune* magazine, a top quality of America's most admired companies is laser-like focus. They have a clear, single business focus for what they're trying to accomplish. For example: Walmart — low prices, Nordstrom — customer service, General Electric — be No. 1 or 2 in every business they undertake. To me, that's not a path most small and medium business owners take. They try to do too much and be everything to everyone, instead of staying focused, doing what they do best, and only setting a few simple and attainable goals.

People and companies without clear written targets and goals are used by those who have established those targets and goals. It's very interesting. Those who have written goals achieve them. Those who don't get the leftovers. I always ask, "Have you got a measurable target? Do you have three clearly defined goals? What do you want to achieve this year?" In my survey of over 2,000 business owners, only 30 percent had written goals for sales, overhead and profit. No wonder companies struggle.

### Do you use scorecards?

Can you imagine playing a golf course without greens? Score doesn't matter. After four hours, you stop and go to the bar and start drink-

George Hedley, owner of Hardhat Presentations, is a business coach, speaker on business-building topics and author of *Everything Contractors Know About Making A Profit!* To reach him, call 800/851-8553 or visit [www.hardhatpresentations.com](http://www.hardhatpresentations.com).



People and companies without clear written targets and goals are used by those who have established those targets and goals ... Those who have written goals achieve them. Those who don't get the leftovers.

ing. There'd be no excitement. There's nothing to shoot for. No targets or scorecard. Sound bad? Sounds like most companies to me.

When you hit a bad golf shot, you can make the necessary adjustments to get back on course. In business, you've got different terrain and obstacles along the way to overcome as well. So you need information and feedback to make adjustments as you go, and targets to shoot for and a scorecard to keep track of progress. Get everyone involved by giving them clearly visible targets, written goals and a scorecard.

### Use challenges and incentives.

As a construction company owner, I am often amazed when I go out to a jobsite and ask the field superintendent, "When are you going to get this part of the project completed?" He says, "Well, I think we'll get it done in a couple of months." I then ask, "How did you come up with that completion date?" He then says, "Well, I talked to the subcontractor's job foremen and we sort of agreed we could all get it done by then."

Do you think you can finish it a week or two early? "Well, yeah, we probably could." Why don't you? "Well, there's no real need to. We're OK, we'll finish it on schedule." Wouldn't it be better to finish early? "Yeah, but it doesn't really matter that much, does it?"

As a leader, start challenging basic assumptions. Give people something to shoot for and a scorecard to track the progress. Offer competitive targets, challenges, and encouragements like: "If I give you \$100 for every day you finish early, do you think that might make a difference?" Then the response is: "Oh yeah, I know we can finish at least a week early, maybe even more."

### IN CLOSING

Leaders clearly lay out what is wanted, draft a blueprint to achieve it, and then watch the progress toward the goal. They also use incentives and challenges to get people focused to achieve the desired end results. When it's just the same old, same old — people give the minimum instead of their maximum effort. Everyone wants to be a part of a winning team. Lay out a path to victory and watch them hit a hole-in-one. ■

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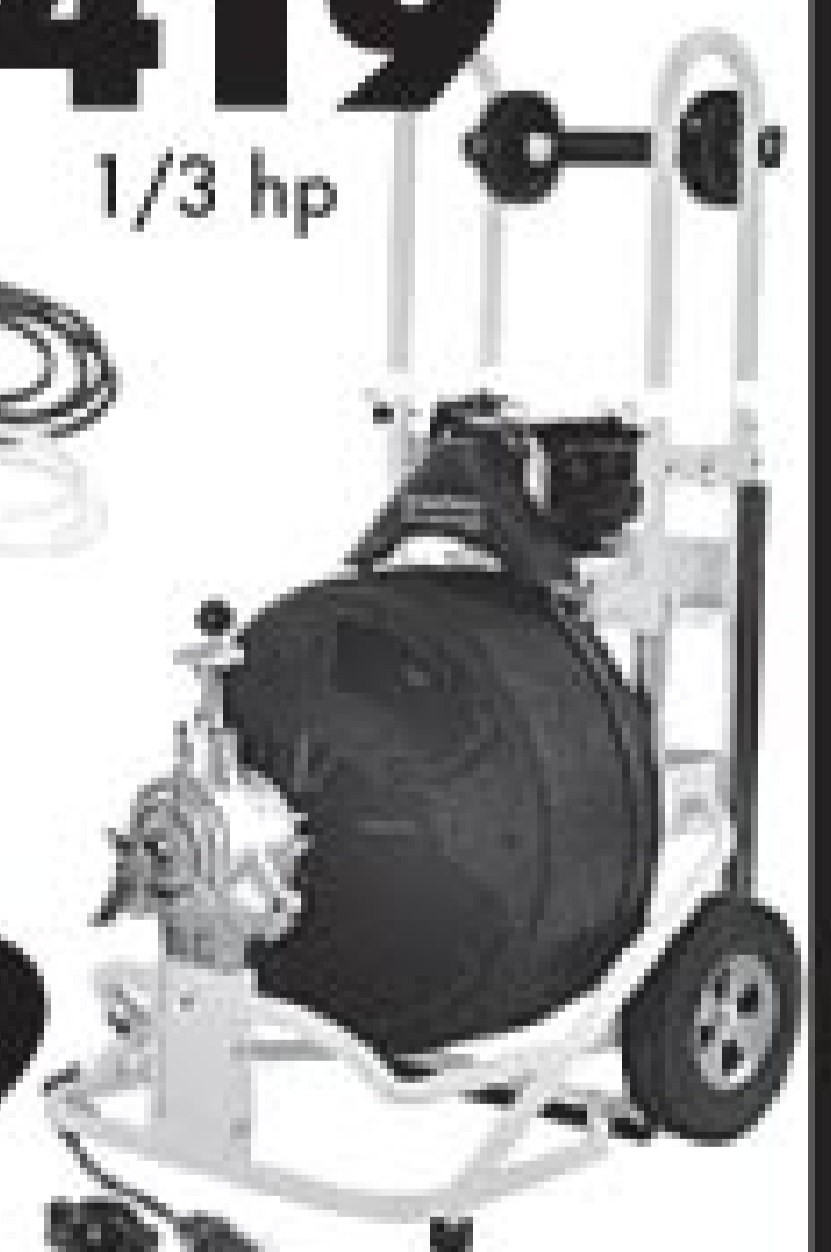
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## Rules and Regs

By **Scottie Dayton**

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

# Tighter Restrictions, Looming Spreading Ban Worry Florida Officials

**A**s of July, the state septic code required all 2.6 million onsite systems to be inspected and pumped every five years. The state has estimated that one in 10 septic tanks are failing and expected about 260,000 to be replaced by 2020.

Health officials, however, are concerned about what to do with septage pumped from those systems, since the state's new water supply legislation bans land application of septage in 2016.

Because of the legislation, Marion County commissioners repealed sections of the Springs Protection Ordinance. They rescinded provisions requiring tanks to be inspected every five years and failing systems to be replaced with low-dosing systems.

Replacement systems must now have a 24-inch separation between the drainfield trenches and the water table. Since the county land-applies septage, health department officials must submit a septage management report to the legislature by February. They are considering a mandate providing incentives for private waste-processing plants to increase their disposal capacity.

Replacement systems must now have a 24-inch separation between the drainfield trenches and the water table.

### NEW MEXICO

Socorro County is utilizing the American Recovery and Reinvestment Act and USDA Rural Development funds to replace onsite systems with sewer service for homes in the Middle Rio Grande watershed.

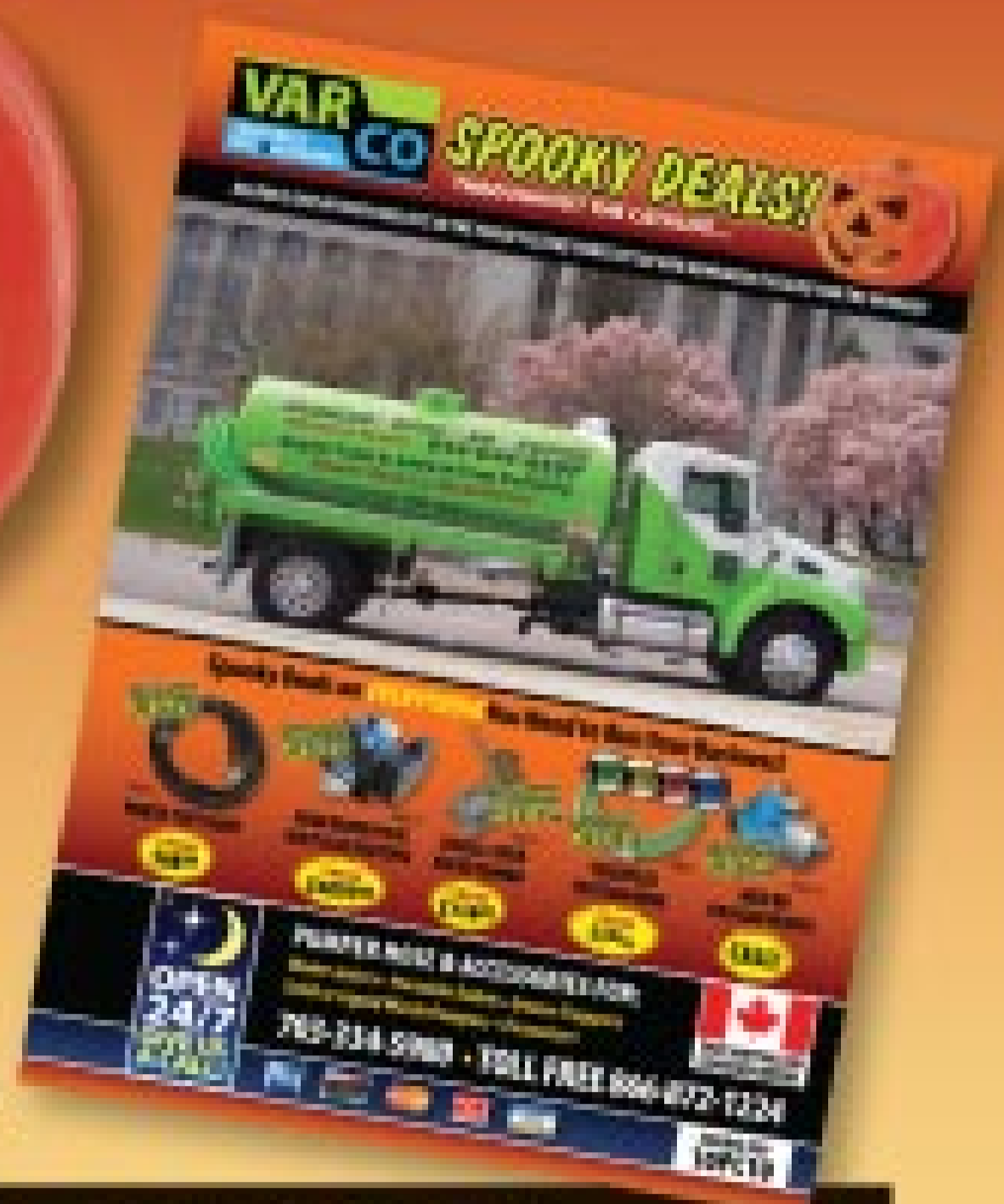
The state Department of Environmental Quality categorized the area as impaired based on levels of E. coli bacteria traced to onsite systems. The agency also requires systems to pass an inspection before property transfers.

### CALIFORNIA

The state Assembly amended a bill that would prevent non-dispersible or poorly dispersible products from entering sewer or onsite systems and potentially causing overflows. The rule would enable consumers to identify which products are safe to dispose of via the plumbing system, and update the guidance criteria for flushability published by the Association of the Nonwoven Fabrics Industry to reflect new plumbing, onsite, and sewage technologies. If passed, the law would take effect Jan. 1, 2012. ■



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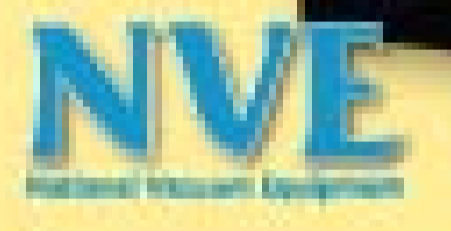
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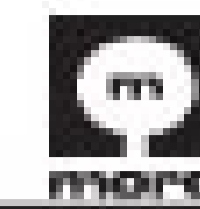
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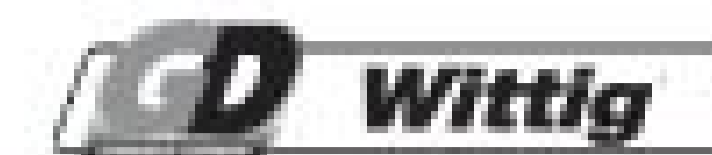
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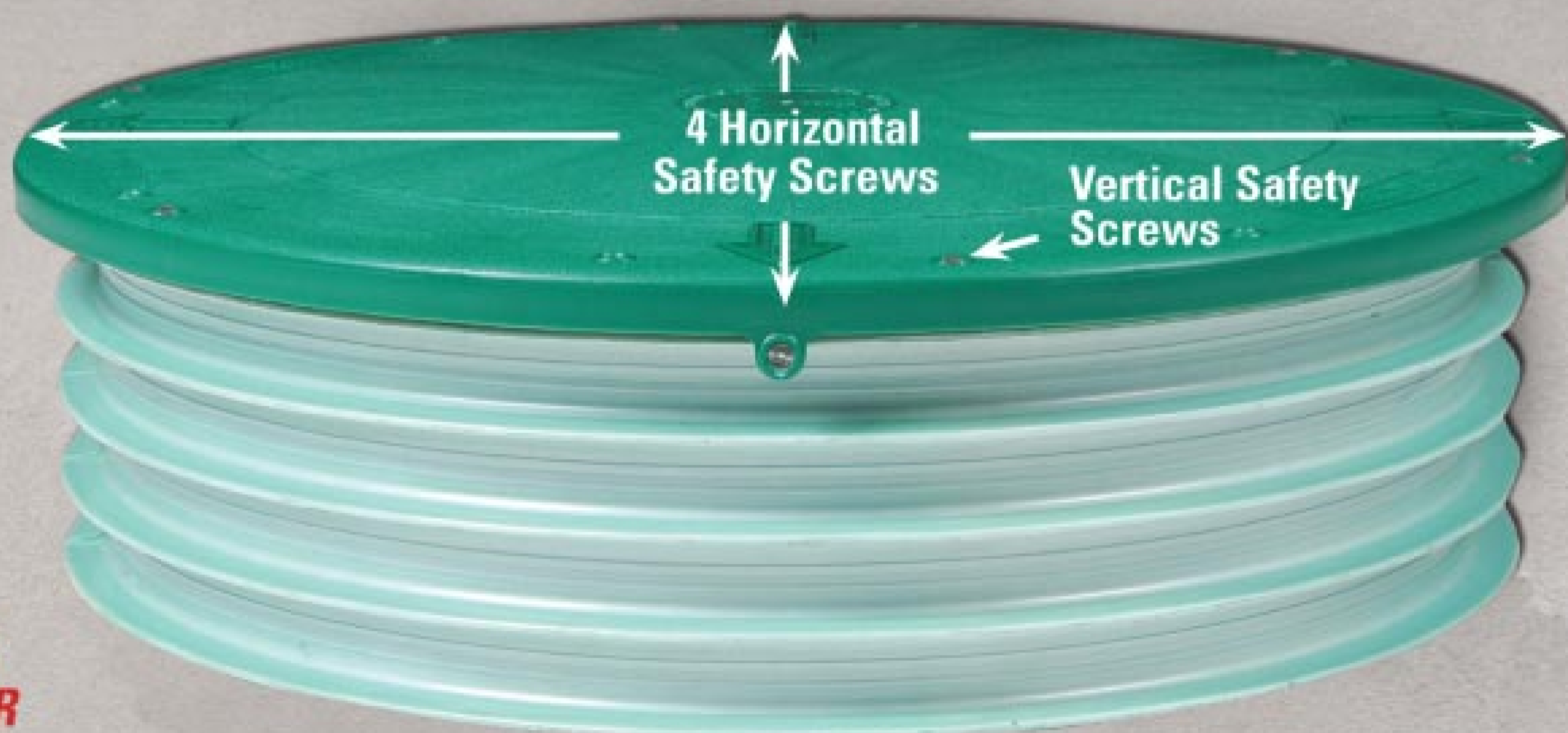


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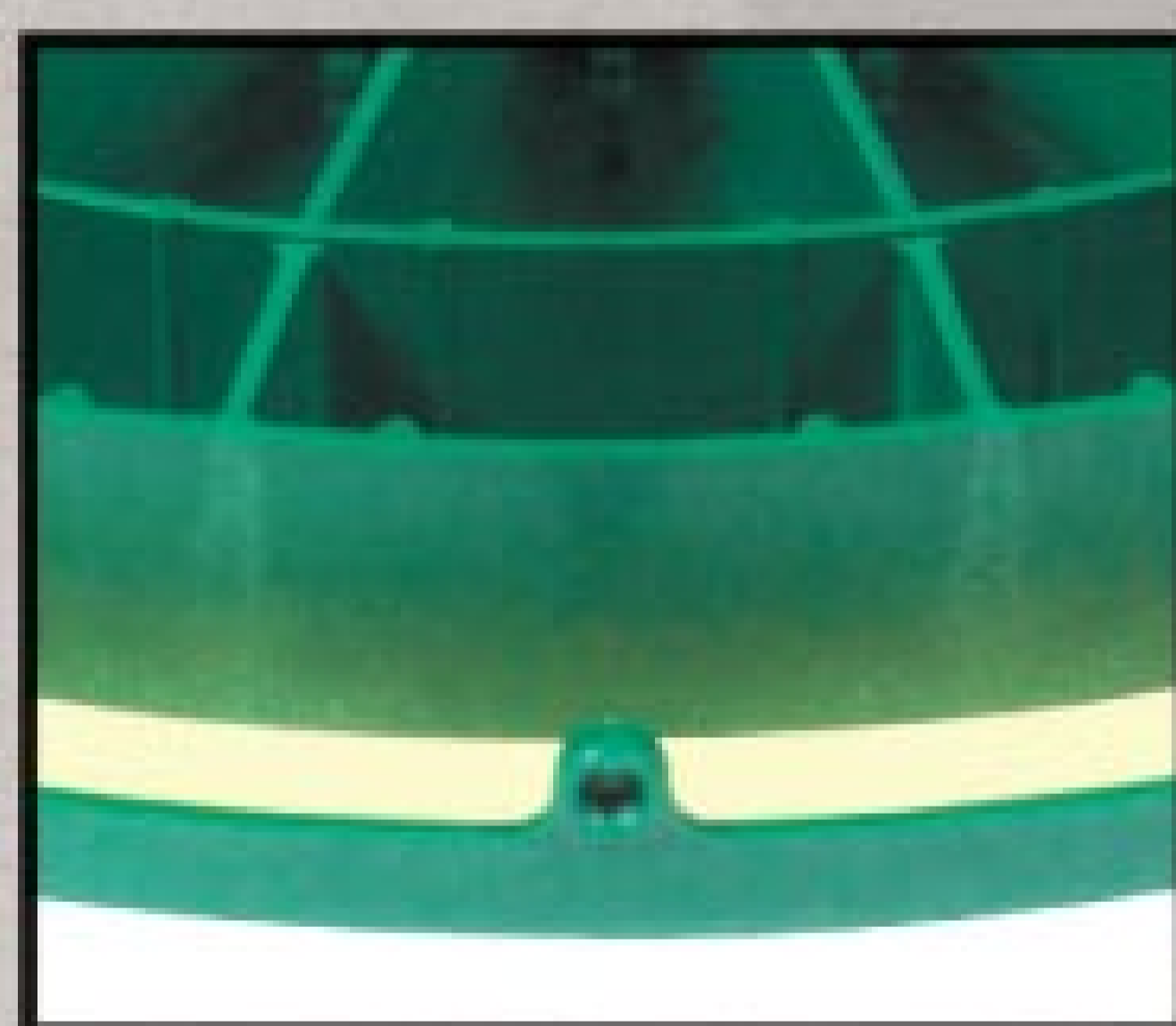
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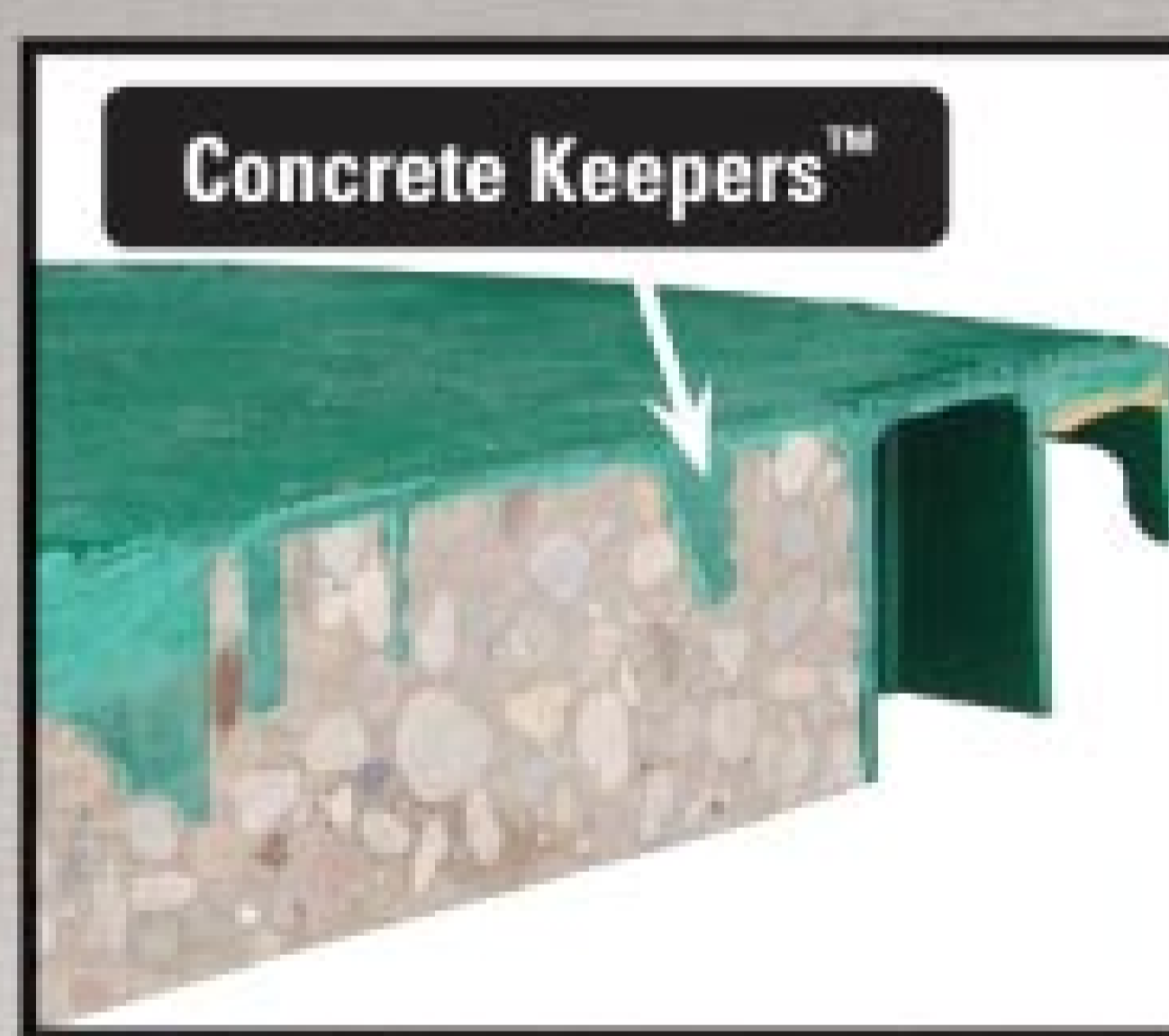
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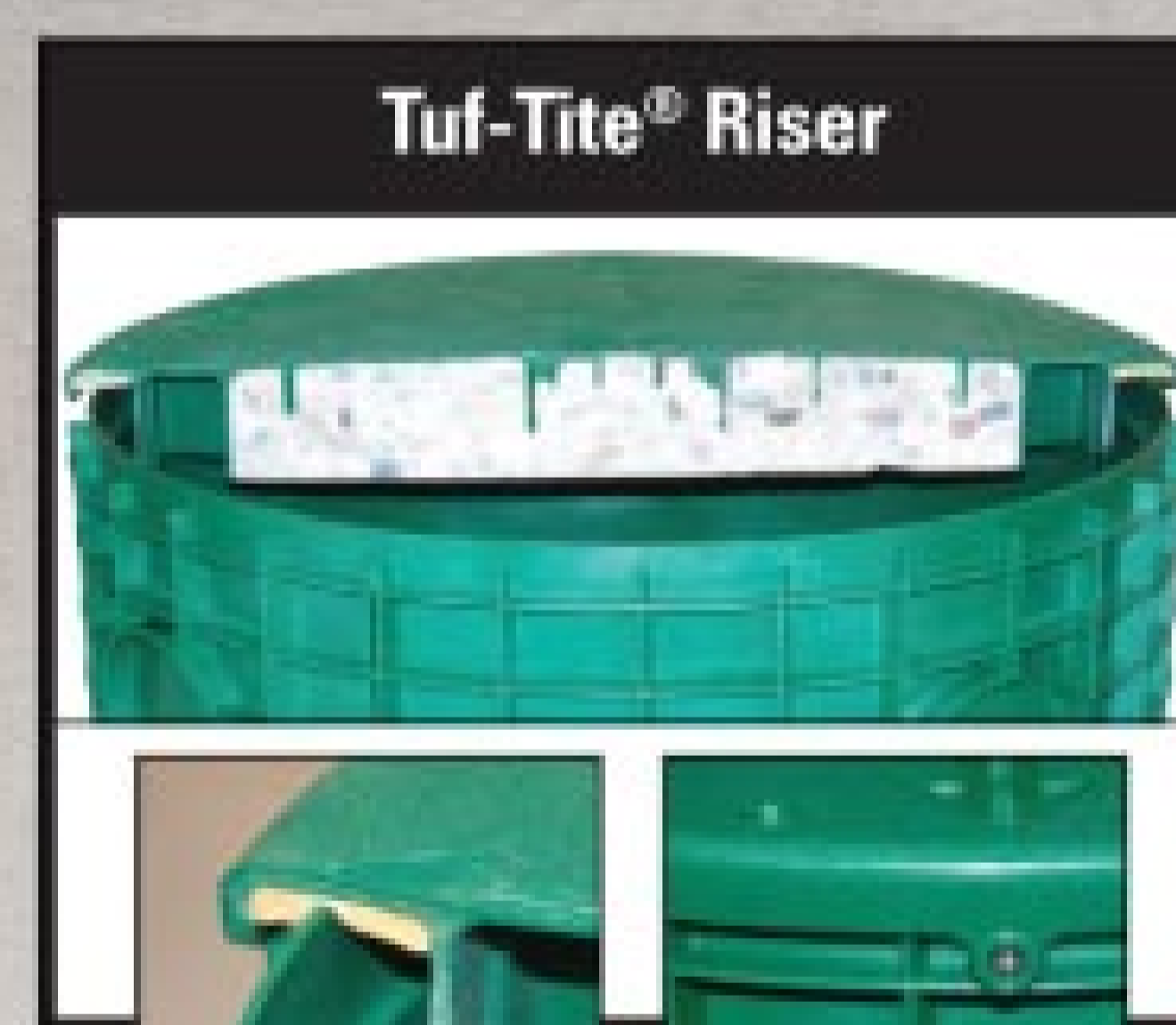


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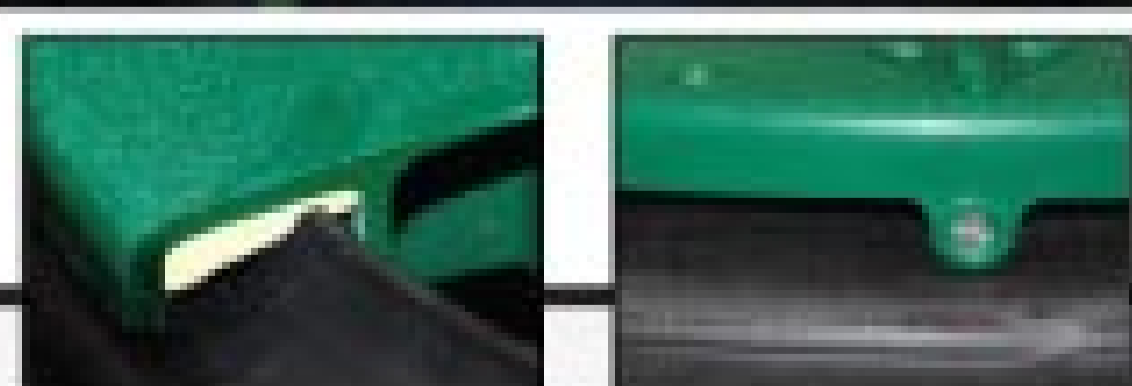


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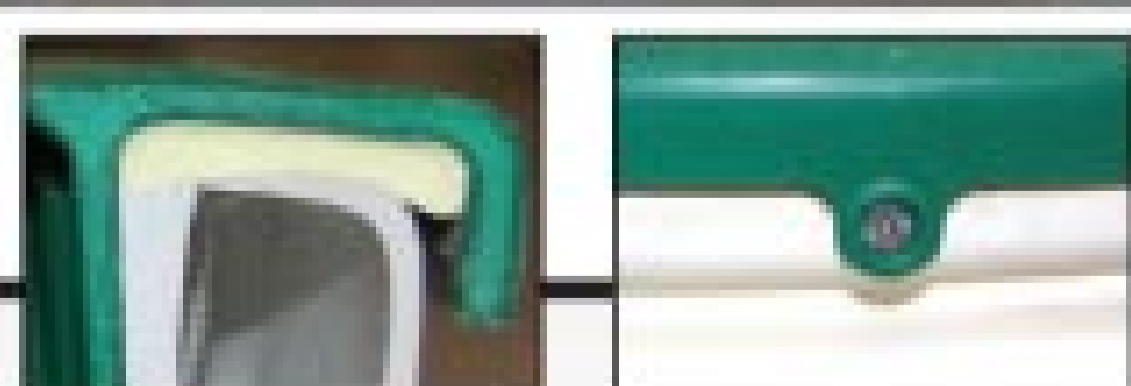
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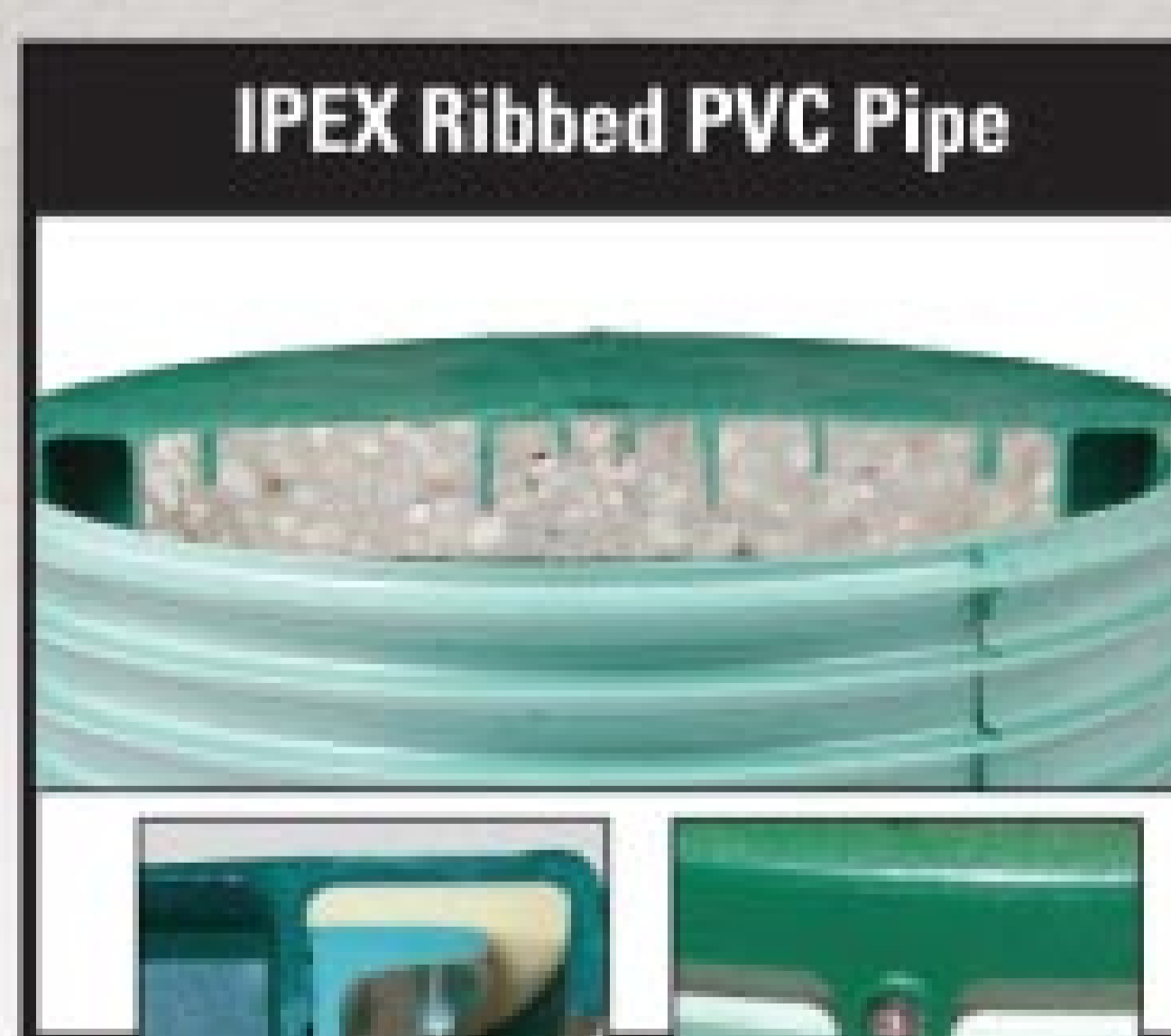
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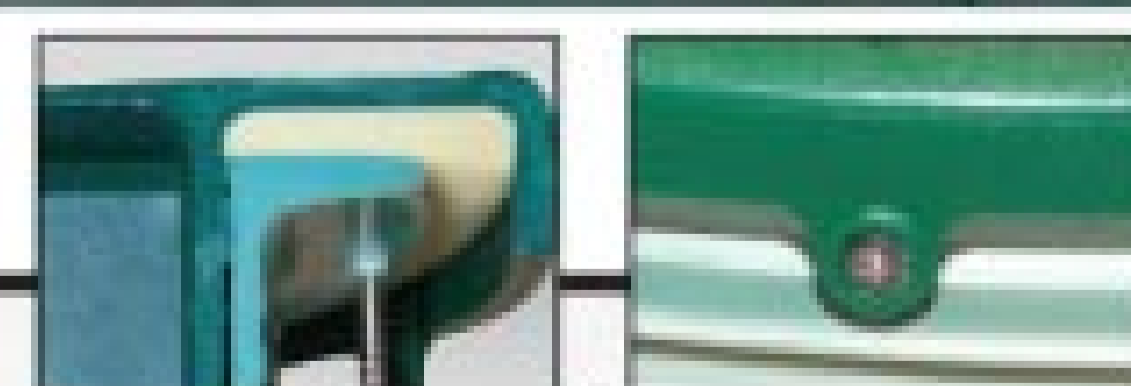
**Corrugated PVC Pipe**



Water-TITE Joint Horizontal Safety Screws



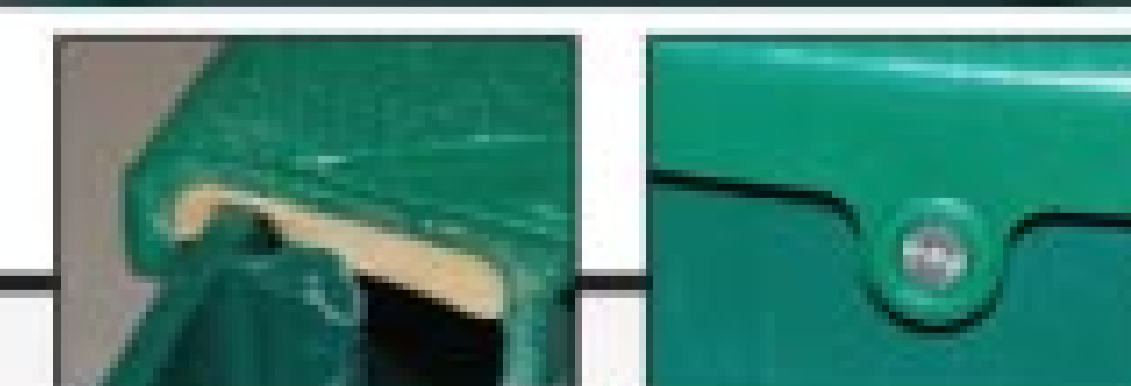
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Water-TITE Joint Horizontal Safety Screws



**Plastic Riser**



Water-TITE Joint Horizontal Safety Screws

Joe Stone agitates a septic tank using a Schmitz Brothers Crust Buster while James Stone readies the hose for pumping. (Photos by Rusty Nixon)



By *Scottie Dayton*

# The ROLLING STONES

**Busy Indiana father and sons team at Stone Excavating keeps moving forward to educate customers and keep pace with industry advances**

Customer education begins in the homeowners' back yard, asserts Jay Stone of Stone Excavating in Plymouth, Ind. And that special concern for keeping customers in-the-know about how their onsite systems work builds a reputation of integrity for this small, family-owned company.

In 2006, a desire to install onsite systems that lasted the lifetime of the components motivated Stone, 58, to learn about advanced treatment technologies. He became a pacesetter in Marshall County at a time when pump and haul and using less water were the only

solutions to system failures.

In response to customers requesting pump-outs and system maintenance, son James, 31, developed the company's pumping division. Today, he hauls 500,000 gallons of septage per year and, along with his father, conducts onsite inspections for real estate transfers. Son Joe, 26, heads up drain cleaning, while brother Josh, 21, helps evenings and weekends. Jay's wife, Charlotte, helps in the office. The only non-family employee, Lee Ulmer, handles the portable restroom service.

To increase efficiency and meet residential

pumping demand, the company ordered a 2010 International with 3,600-gallon stainless steel tank (200 gallons fresh) and a 400-cfm Masport pump from Best Enterprises Inc. The graphic-wrapped vehicle, on display at this year's Pumper & Cleaner Environmental Expo International, drew accolades from attendees. The flashy vehicle now attracts potential customers wherever it goes.

## GETTING STARTED

Growing up in his father's excavating business was all the help Jay Stone needed to start his own company in 1977. "Dad had stopped installing onsite systems, but customers still asked him to do it," Stone says. "I saw an opportunity to fill the void and opened J & J Excavating when I was 25."



## Profile

### Stone Excavating, Plymouth, Ind.

Owner: **Jay Stone**

Founded: **1977**

Employees: **4**

Service area: **20-mile radius of Plymouth**

Services: **Onsite installation, repair, location, and inspection, excavation, pumping, drain cleaning, and portable sanitation**

Associations: **Indiana Onsite Wastewater Professional Association, National Association of Wastewater Transporters Inc., North Central Indiana Association of Realtors**

Web site: **www.stoneexcavating.com**



Plymouth. The company, which manufactures plastic septic tanks, had just purchased Hydro-Action Industries aerobic treatment systems with aeration and clarification compartments. Stone also visited Aero-Tech, another Plymouth-based company manufacturing aerobic treatment units (ATUs) that use the extended aeration-activated sludge process. He became certified to install both products.

Today, repairs of failed systems are so numerous that the state Department of Health has told county health departments to use their best judgment. "The local regulators are well informed and interested in new technologies because of our lakes," Stone says. "Home sites are at a premium, but all lots have limited space. If contractors can install working systems, it's a real plus. Regulators recognize that."

Stone has always included the Department of Health in solving installation issues. He challenges officials to come up with

ideas before presenting his. If they disagree with his solutions, he asks for theirs. "When they find themselves at a loss, they become more receptive to our suggestions," he says.

Stone Excavating installs about 30 onsite systems per year, but most are repairs. "They often fail because contractors use installations as learning experiences," Stone says. "They don't compact the soil sufficiently, causing laterals to settle and thin-walled pipes to crack. We prevent that by backfilling with No. 8 stone. We also install effluent filters, although the code doesn't require them."

#### WE CAN DO THIS

System repairs included pumping tanks to evaluate their condition. "Whenever we hired a pumper, we ended up helping him do the work," James Stone says. "I felt silly having other people pump and do maintenance when we knew how. Furthermore, our customers were asking for those services. I urged Dad to get into these fields, and he put the

**"IF YOU TAKE CARE OF PEOPLE AND DO A GOOD JOB, THEY WILL USE YOUR SERVICES. OUR STRONGEST ADVERTISEMENT IS HAPPY CUSTOMERS TELLING FRIENDS ABOUT US OVER CLAM DIP AND CHIPS."**

Jay Stone

Below, James Stone pumps and sprays down a grease trap while providing service to a restaurant. At right, Joe Stone replaces a man-hole cover while James pumps.



Inspecting baffles, homogenizing solids and checking the entire system is why the company charges more than the competition for pump-outs. Since most are done through the riser, Stone uses a cheap underwater, battery-operated fish-finder camera with monitor to inspect the baffles and structural integrity of the tank. "Dad bought it on eBay because our MyTana drain-cleaning camera is too bulky to haul around on the truck," Stone says.

With no regulations requiring routine tank pumping, the company includes maintenance sheets with the dos and don'ts of septic systems in invoices and receipts. Most customers, on the computer's running calendar, receive one-, two- and three-year pumping reminders. "We call first to verify that they still want us to service the tank," Stone says. "Often, we find new owners in the home and they have no record of when the

tank was pumped last."

The company does little marketing. "If you take care of people and do a good job, they will use your services," Stone says. "Our strongest advertisement is happy customers telling friends about us over clam dip and chips."

#### NO STONE UNTURNED

Stone often noticed that the first professional on the homeowner's property wound up doing the repairs. "You can't troubleshoot problems without pumping the tank," he says.

responsibility on my shoulders."

In 2003, the family bought a 1997 International with 2,600-gallon tank, Masport pump, and jetter from Quality Tank Trucks and Equipment. "Marshall County has 47,000 people, many with onsite systems, but the population is sparse enough that it doesn't overwhelm us," Stone says. "Plymouth is in the middle of the county, which is almost square, so our 20-mile service radius takes us to the farthest corners in about 20 minutes." Residential and commercial customers, mostly restaurants, are split 70/30.

Like his father and grandfather before him, James Stone spends as much time as possible educating homeowners during pump-outs. "We're seeing a lot of people moving from town to little subdivisions," he says. "They've never owned an onsite system and are curious. Educating them that ignoring maintenance causes future larger-dollar problems is good for my business and for my competitors."



James Stone attaches a vacuum hose in preparation for cleaning out a restaurant grease trap.

## Following in Dad's footsteps

Jay Stone, 58, of Stone Excavating in Plymouth, Ind., loves his work and does not intend to leave, but he nevertheless groomed his sons well. James, 31, Joe, 26, and Josh, 21, started at the bottom of the business and helped build it. "We have a vested interest," James says. "If Dad and Mom go away for a week, I have to handle things. If I mess up, it could harm the business."

Jay and his father served as role models to the boys. "They worked hard for everything, and raised us with the same work ethic and to do our best," James says. "That kind of training makes a big difference in how we do business. It's not just about doing the job correctly and making a profit. It's about caring for people. If you're too busy to help them, then you've grown too big."

How much to expand is a difficult decision, especially when employees seldom take ownership in a business. "I'm looking for a little more work and to expand, but there has to be a happy medium," James says. "We always take time to re-evaluate our growth pattern, making sure that what we're doing is right and better, not just bigger."

"The pump truck enabled us to compete. Even finding minor problems during a routine pump-out is an advantage for customers."

Before Stone even realized the business was out there, people began requesting real estate transfer inspections. "Getting our foot in the door wasn't hard once we had the truck and I became certified," he says. Stone averaged 20 inspections per year until the real estate bubble burst. To gain back and expand that business, he joined the North Central Indiana Association of Realtors. "Being associates, brokers are more apt to call us," he says. James became a certified inspector in March.

Another business opportunity resulted when the company had requests for portable restrooms at jobsites. "We bought 10 PJN3

units from PolyJohn Enterprises Corp. and it snowballed from there," Stone says. This led to the purchase of a 300-gallon skid-mounted vacuum unit from Best Enterprises Inc. carried on a 1999 Mitsubishi cab-forward truck.

Then homeowners began asking for units at weekend events. Stone bought 20 PolyJohn Fleet models with hand sanitizers. He also won the contract to provide portable sanitation for the Plymouth Latino and Yellow River Festivals. To improve efficiency, the family built a 3,000-square-foot pole barn with three truck bays and an office in 2008. The shop made it easier to maintain the vehicles, and moving the office out of the home helped separate Stone's personal and work life. Then another boost in efficiency appeared on the horizon.

By 2009, James Stone was pumping 500,000 gallons of septage per year and running the wheels off his truck. It was time to upsize. The family ordered the 2010 International from Best Enterprises, and Stone worked with Josh Wakeland of IE Signs and Graphics in Plymouth to design the vehicle wrap.

"We wanted a unique design that caught

people's attention," Stone says. "We also wanted our name in the same font that was on the first truck, and to color match the lettering with the blue on the new truck." Wakeland followed the company's red, white and blue or silver color scheme by modifying an American flag for the background, then overlaid the letters. The wrap was printed on clear self-adhesive vinyl 16 feet long by 6 feet high.

### HONOR BOUND

"The truck enables me to make multiple stops before dumping," Stone says. "I can pump seven tanks, eat lunch, and return to the shop by 2:30 p.m. That would have taken all day with the old truck, but now I could even pump another two or three tanks before coming in."

The third generation of Stone Excavating is steeped in its foundation of integrity and good service. "My father did an excellent job teaching us that your word is your bond," Stone says. "Even if you have to take a loss on something, it's better than tarnishing your honor. That philosophy has been very important to the success of our business and will remain so." ■

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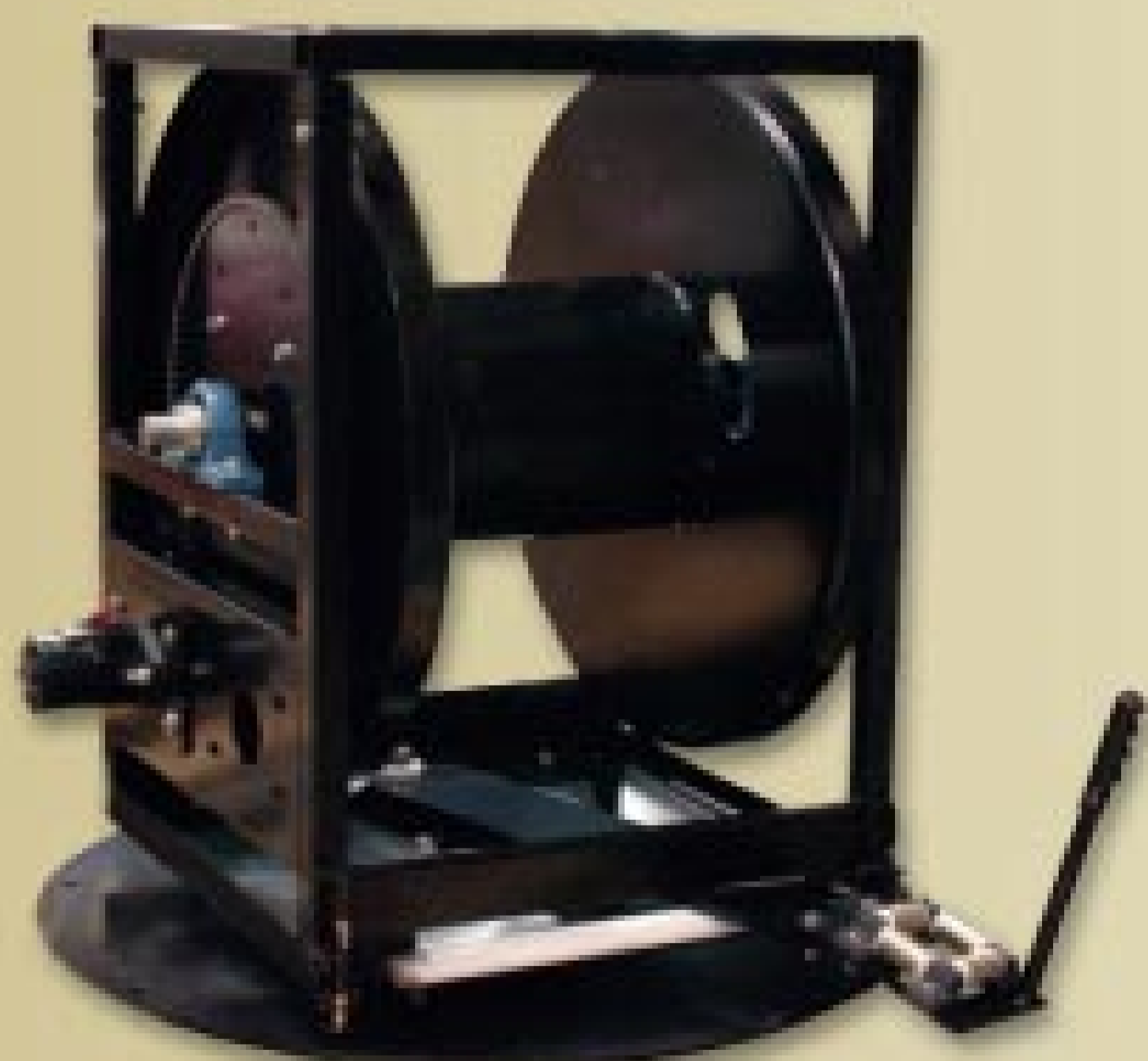
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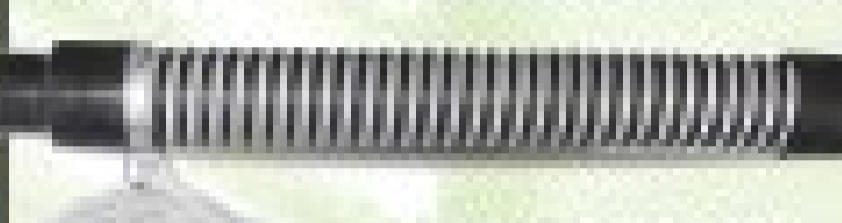
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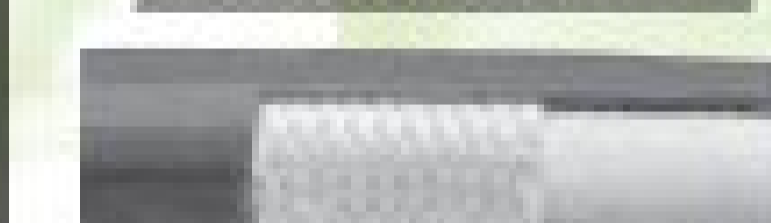
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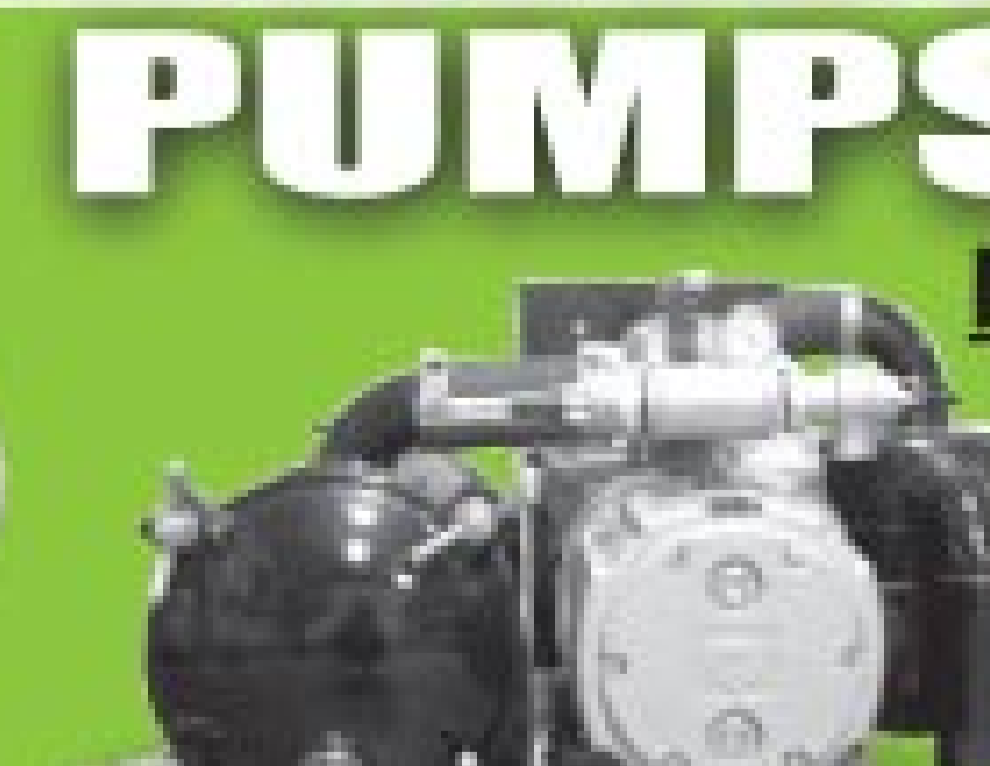


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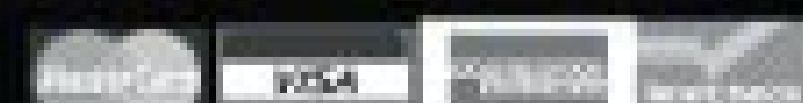


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Jason Graves removes a Zabel filter for cleaning while David Miller handles the vacuum hose. (Photos by Christopher Malinger)

# A Youthful Outlook

**After 25 years in the industry, Wisconsin pumper David Miller figured he was moving toward retirement. Then an energetic assistant came along and ramped up his enthusiasm for the business.**

By Ken Wysocky

**J**ust when David Miller figured he'd ease up on his career gas pedal and coast into retirement, he finds himself more invigorated than ever about his business, Miller's Septic Service in Mauston, Wis.

The reason? Jason Graves, the boyfriend of his 22-year-old daughter, Kristin, is joining the company — and perhaps eventually will take over. While there's no guarantee the latter will happen, Miller nonetheless is happy about the unexpected chance to pass on the lessons he's learned after 25 years in the business and, at the same time, view the industry through the prism of Graves' more progressive ideas.

"It's an exciting time," Miller says. "You get into the rut of doing things the same way for 25 years. I'm winding down, but if Jason takes over the business, he's got to look down the road 25 years for himself (in terms of new technology).

"I'm fine with it," he says of Graves' ideas about how to modernize the business. "It's a little bit scary, but I'm doing more reading up on new technology. And I head to the Pumper show (Pumper & Cleaner Environmental

## Profile

### Miller's Septic Service Mauston, Wis.

Owners: **David and Peggy Miller**

Founded: **1985**

Employees: **2**

Services: **Septic tank pumping**

Services area: **About a 40-mile radius of Mauston**



**"JASON ALWAYS SAYS HE'S PUMPED, WHICH GETS ME EXCITED, TOO. IT GIVES YOU A BLAST OF ENERGY AGAIN WHEN SOMEONE'S INTERESTED IN WHAT YOU'RE DOING ... IDEALLY, HE'LL TAKE OVER THE BUSINESS. THIS BUSINESS HAS PROVIDED A WONDERFUL LIVING FOR MY FAMILY, AND IT JUST MIGHT DO THE SAME FOR HIM, TOO."**

David Miller



David Miller and Jason Graves at the company's shop with Miller's 2010 Kenworth built by Advance Pump & Equipment and pink 2001 International built by Wee Engineer.

Expo International) with a whole new outlook. It's like I'm starting a new business all over again."

Graves' presence also will allow Miller to spend more time with his wife, Peggy, and two other daughters, Courtney, 13, and Kailey, 11. That's more important than ever to Miller after 25 years of long hours and weekend service calls. Fiercely independent, he's been dead-set against hiring an employee, even though there's been enough work for two people for many years.

"I'm pretty stubborn," Miller admits. "But there comes a time when you've got to stop and smell the roses, too."

With an employee now on board, Miller Septic purchased a second truck: a low-

mileage, 2001 International 4900 with a 2,500-gallon steel tank, built by Wee Engineer Inc. in Dayton, Ind. Miller already owns a 2010 Kenworth T370 with a 3,000-gallon aluminum tank, built by Advance Pump & Equipment Inc. in Peosta, Iowa.

At the same time, Graves is gently prodding Miller to consider ways to modernize the company. "He looks at my stuff and says, 'I know you've done things this way for a long time, but have you ever thought of this or that?'"

Graves is considering several different technologies, including a truck-mounted waterjetter to open up additional revenue streams; a GPS to plan out the most efficient and economical route for service calls, saving

time and reducing mileage wear-and-tear on the trucks, and a computerized customer database and accounting system.

### A HUMBLE START

Computers and GPS systems were the last things on Miller's mind in 1985, when he started pumping septic tanks after holding several other jobs. Upon graduating from high school in 1978, Miller — the third of nine children — spent several years doing everything from erecting pole buildings to road construction work to a factory job.

"I hated working in a factory," he recalls. "I didn't like being stuck in a building all day. Plus I would finish my work by 11 a.m., then be told to stay standing and act busy. It wasn't



Miller with daughter (from left) Courtney, his wife, Peggy, daughters Kailey and Kristin and Graves.



Miller pumps a septic tank with the 2010 Kenworth.



for me. I've got a strong work ethic."

So he quit the factory job and started looking for a business to buy while working part time at a lumberyard. He found his calling in the want ads, where a local pumper was selling a used truck. Miller was flat broke, so his father co-signed a loan for \$5,400.

The truck was nothing special, a 1978 Chevrolet one-ton with a homemade, 750-gallon tank; a pipe-and-tennis-ball contraption that served as a shutoff valve; and no vacuum pump. "You generated vacuum off the intake manifold on the engine," he says. "It gave me maybe 13 or 14 inches of vacuum."

For added financial security, Miller kept

his part-time job as he slowly established his new business. During those early years, he also drove a school bus and cleaned a local retail store parking lot with a sweeping machine. At one point, a typical day meant getting up at 3:30 a.m. to sweep the parking lot, driving school bus from 6 to 8 a.m.; make service calls; then driving bus again at 3 p.m.

"It was a pretty hectic schedule for a few years," he says. "But my dad was the best role model I could ever have. He worked his tail off, running a general store for 30 years and raising nine kids. I remember watching Mom cry a few times, wondering if they were going to make it. But today, Miller's General Store is

the oldest family-owned general store located in the same building in the entire state of Wisconsin (it's now run by one of Miller's brothers, Mark)."

#### BUSINESS KEPT GROWING

Miller employed a no-frills marketing campaign to slowly grow his business. He printed business cards, then solicited customers by going door-to-door on weekends or whenever he had free time. Having grown up in the area, he already knew a lot of people, which made it somewhat easier.

The young entrepreneur also posted signs promoting his business on bulletin boards at local campgrounds, lumberyards, grocery stores and the like. "I basically hung them wherever someone would let me put one," he says. "At first, it was slow going. I did my first three jobs for free for family members.

"But after that, I got two jobs a week," he continues. "Then three or four jobs a week. At that time, it just provided extra cash. The \$45 I got for pumping a tank was more than I made in a day at the lumberyard."

After four or five years, the business became a full-time endeavor. Miller says the key to growth was providing top-notch service — and never saying no when the phone rang.

"All these years, I never told people no," he says. "If I answer the phone, I'll be there. Word-of-mouth referrals also helped the business take off."

Miller also benefitted from a sudden growth explosion in homes around nearby Castle Rock Lake. "Builders knew who I was and referred me. Plus, there were three home-

**"ALL THESE YEARS, I NEVER TOLD PEOPLE NO. IF I ANSWER THE PHONE, I'LL BE THERE. WORD-OF-MOUTH REFERRALS ALSO HELPED THE BUSINESS TAKE OFF."**

**David Miller**



Miller and Graves use a Spartan 758 jetter to clear a lateral line in a mound septic system.



## What about the skunk?

Making light of something offensive — like human waste — can make it more palatable. For proof, consider the 2010 Kenworth T370 vacuum truck owned by Miller's Septic Services in Mauston, Wis. It's decorated with flowers and two skunks, inspired by the Warner Bros. cartoon character Pepe Le Pew and Flower from the Disney movie classic, *Bambi*, says owner David Miller.

Moreover, the company's second truck — recently purchased to accommodate a new employee, Jason Graves — is painted pink and adorned with the skunks and flowers.

Which raises a question: At what point do jokes about odor and pumping human waste cross the line from effective marketing into low-brow bathroom humor that demeans the industry and sets back efforts to improve professionalism?

For Miller's wife, Peggy, the answer is as plain as the flowers and skunks on the company's trucks — and also what isn't on them. In her mind, visibility makes for good branding and name recognition/retention. But she firmly rejects the concept of slogans that make jokes about human waste.

"Those kind of slogans give the industry a bad name," she says. "We've never done anything with slogans because we want to keep it classy."

Adds David Miller: "I don't like the negative connotation (of the industry), but when's the last time you saw someone smile when a septic truck pulled up? It comes down to what you want to portray to your customers. I really think the skunks and flowers portray a positive image."

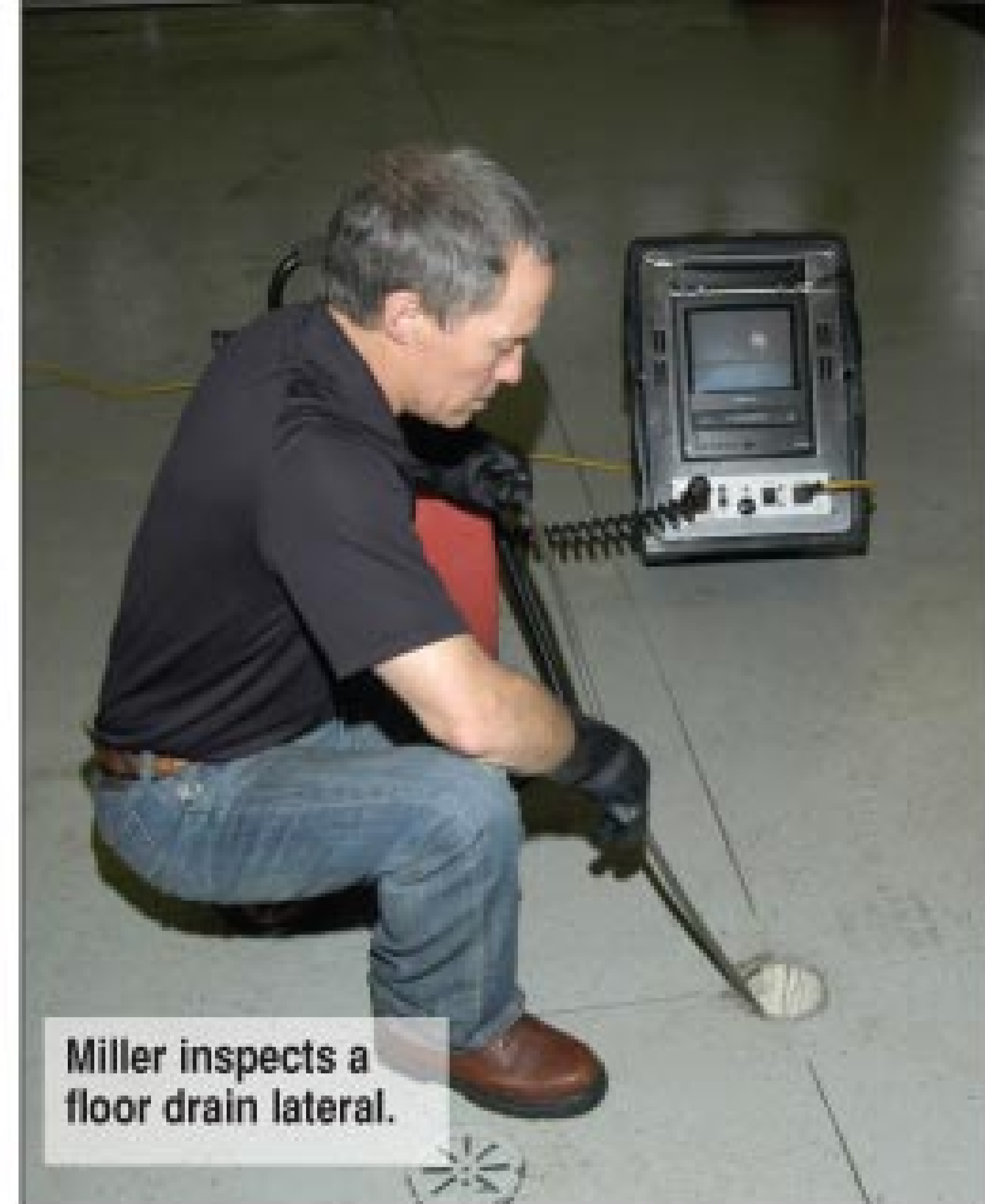
The eye-catching design also enhances brand recognition, which comes in handy when customers lose one of Miller's business cards or forget the name of the company that last pumped their tank a couple years ago.

"Over the years, I've had at least a dozen customers take pictures of my truck (the company's previous truck also carried the flowers and skunks design)," Miller says. "From what I've seen, I believe it helps customers remember you. If they forget our name, they sometimes call and ask if we're the guys with the skunks and flowers on the truck. They may not remember the name, but they remember the truck."

"If someone could convince me it's a bad thing, I'd take them off right away," he says.

As for the pink truck, the jury is still out. Peggy Miller loves it, and says she got the idea from a story about another pink truck she read in *Pumper*. Dave Miller, on the other hand, thinks it's OK, but "a little feminine," as he puts it. "When we told Jason, he first thought we were kidding," Miller says. "But he's on board with it now. Besides, the skunks and flowers cover a lot of the tank."

"Will the pink color work? Ask me in a year," he chuckles.



Miller inspects a floor drain lateral.

owner associations around the lake with about 50 to 100 homes each."

### STAYS OUT OF DEBT

Another key to Miller's success was a conservative financial philosophy, ingrained by his parents.

"My motto is this: If I can't pay for it, I don't need it," he explains. "I hate being in debt. Then I'm working for the bank, not myself."

After owning a couple used trucks, Miller bought a new one shortly after he went into pumping full time: a 1988 Ford with a 2,500-gallon tank. The much-bigger capacity put him "into the big world," as he puts it. It was also his first truck with a vacuum pump.

Miller's strategy with vehicles is to employ careful maintenance and sell them after five or six years. That way they retain solid resale value, plus it reduces the odds of unexpected and profit-robbing downtime caused by breakdowns. He says he's never had a problem selling his trucks. "Most times they're sold before the new one even comes in," he says.

The company's cash-flow situation has been enhanced over the years by a lucky break: His brother Carl is a farmer who lets Miller land-apply septage on his land. Considering that the nearest treatment facility is 20 miles away and charges around \$35 per 1,000 gallons, plus a \$10 fee to pass through the gate, land application has been a financial boon, Miller notes.

"All my competitors land-apply, too, so I couldn't be competitive if I had to go to the treatment plant," he says. "It's \$115 for a truckload, plus the travel time and the fact that the facility isn't open on nights and weekends."

But increasingly tighter land-application regulations make Miller uncertain about its



long-term viability. "I could get a letter tomorrow telling me I can't do it anymore," he says. Moreover, crops grow on much of the land during summer, making it unavailable during the peak business season.

### ANOTHER NEW START

Disposal concerns aside, Miller finds himself with a newfound spring in his step with Graves on board.

"Jason always says he's pumped, which gets me excited, too," Miller says. "It gives you a blast of energy again when someone's interested in what you're doing. Right now, my goal is to take some time off, yet still be involved in the business."

"As for down the road, who knows?" he

adds. "I don't want to put any pressure on him. Ideally, he'll take over the business. He really wants to run his own business. This business has provided a wonderful living for my family, and it just might do the same for him, too."

With a can-do work ethic like Miller's, anything is possible. ■

### MORE INFO:

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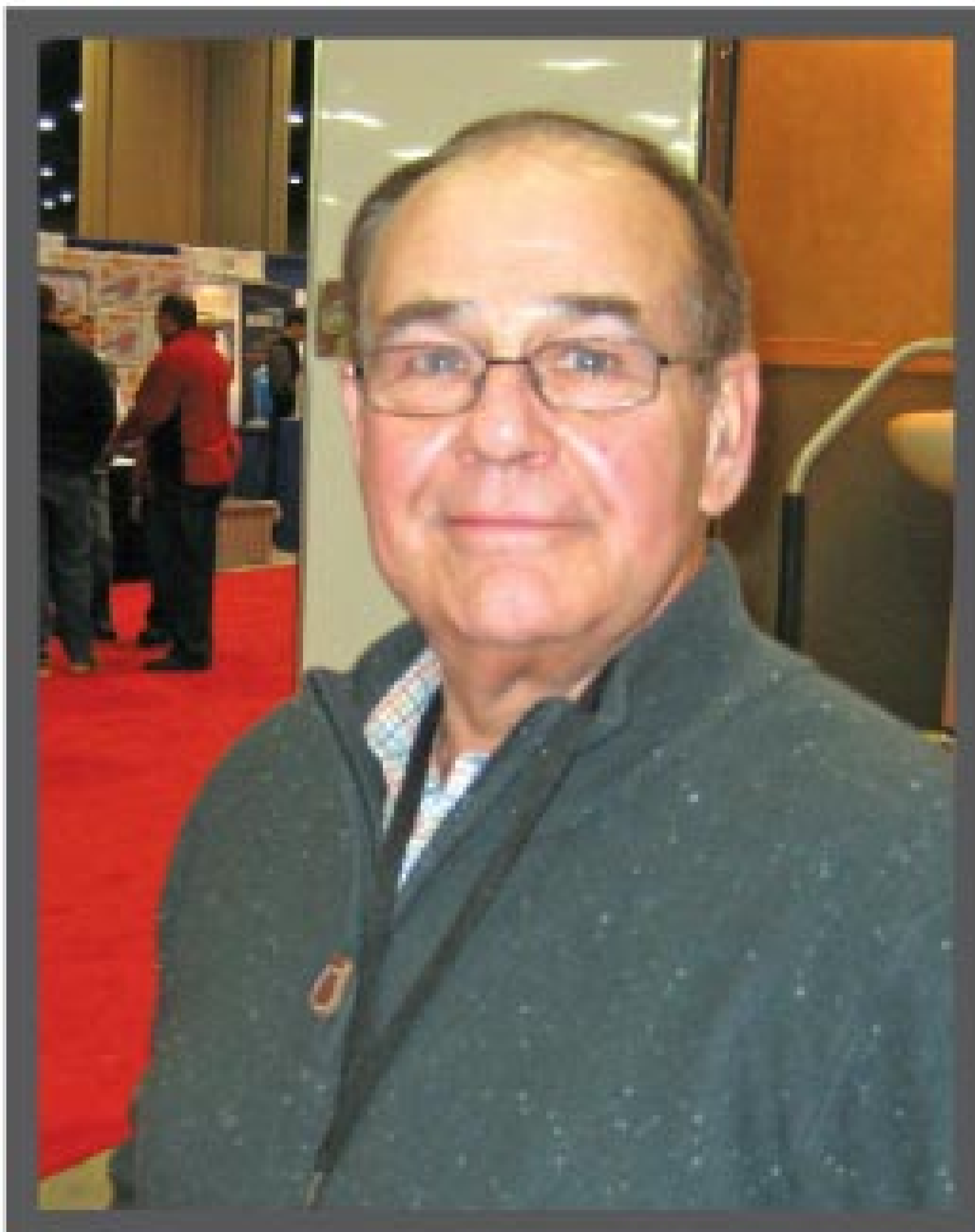
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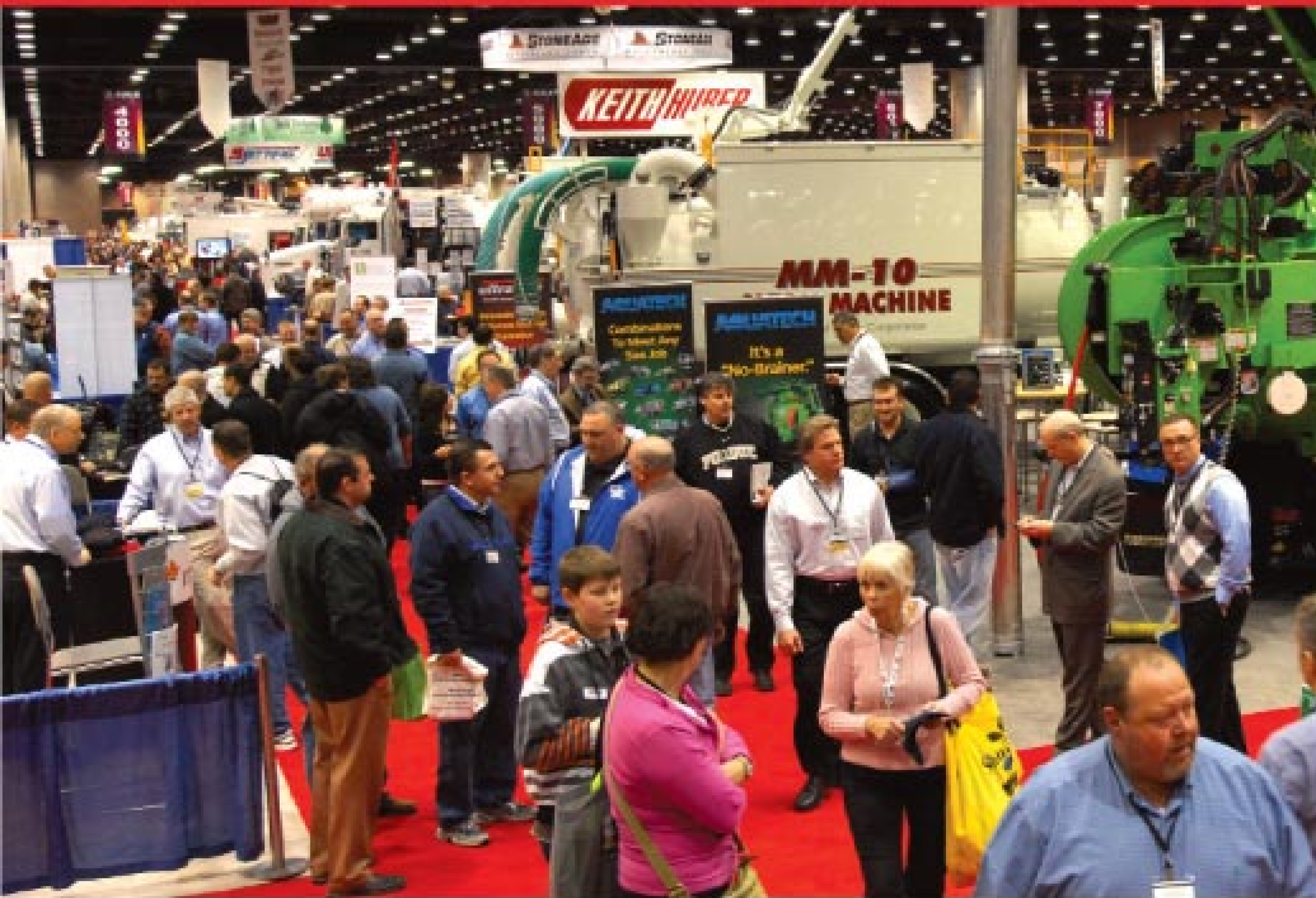
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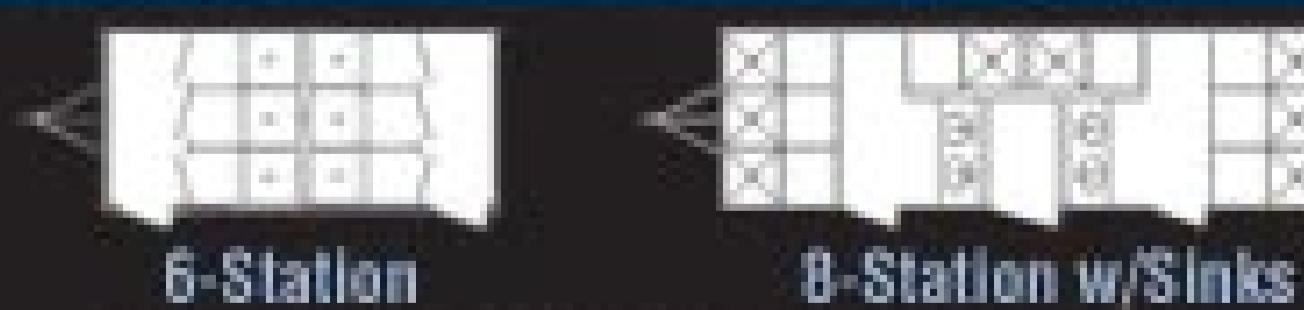
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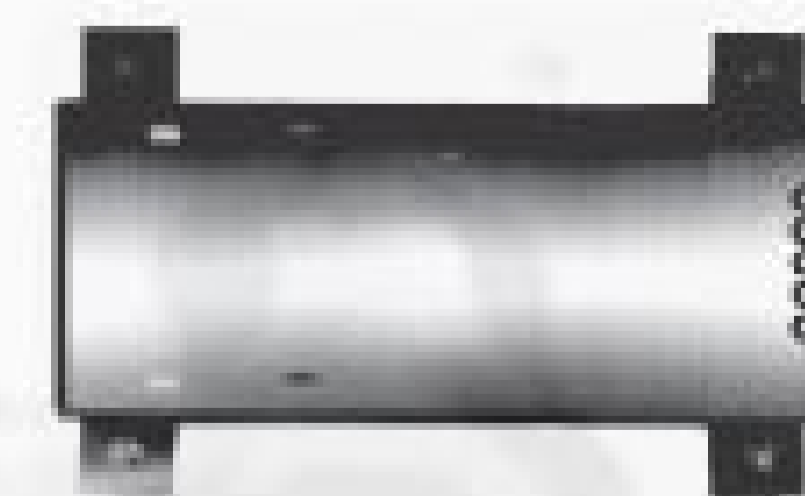
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# Promoting Portable Sanitation in India

**RAJEEV KHER UTILIZES AMERICAN CLEANLINESS STANDARDS AND TOP INDUSTRY TECHNOLOGY TO ENCOURAGE PORTABLE RESTROOM USAGE IN A NEW FRONTIER**

**R**ajeev Kher, 28, is on a quest to bring sanitation standards to his native India. And that's quite a challenge when you realize that 90 percent of Indians living outside major cities still relieve themselves in the open.

Kher first saw portable restrooms being used while working in Canada in 1997. He felt introducing portable sanitation was essential for India, which was — and still is — plagued by health problems related to open defecation in poor settlements and urban slums. He knew that until basic sanitation issues were solved, there could be no significant residential or commercial development in his homeland.

So, in 1999, he established a portable sanitation company in India, Shramik Sanitation Systems/3S. Later that year, he sold the brand to Saraplast Pvt. Ltd. As managing director, Kher holds 65 percent of the shares in this merged company, headquartered about 60 miles southeast of Mumbai (Bombay).

Efforts to raise standards of portable sanitation brought Kher to the 2010 Pumper & Cleaner Environmental Expo International in Louisville, where he learned about the latest industry technologies. *Pumper* caught up with Kher after his Expo visit to find out how he markets portable sanitation on a new frontier for the industry.

## Pumper Interview

By Mary Shafer

**Pumper:** What's the sanitation challenge in India?

**Kher:** In all Indian cities, people do use toilets and there are adequate facilities in private homes. The problem is a lack of public sanita-



These are examples of attention-grabbing graphics used on units placed by Indian company Saraplast Pvt. Ltd. (Photos courtesy of Rajeev Kher)



**“THE PORTABLES OPPORTUNITY IN INDIA IS SO BIG THAT 10-20 LARGE PORTABLE SANITATION COMPANIES CAN EASILY OPERATE WITHOUT TREADING ON EACH OTHER’S TOES. FURTHERMORE, COMPETITION IS COMPLIMENTARY TO THE BUSINESS. IT WOULD HELP BRING IN REGULATION AND INCREASE AWARENESS MORE RAPIDLY THAN A SINGLE ORGANIZATION CAN.”**

**Rajeev Kher**

tion. It's exacerbated by the large migration of rural populations that brings millions of people to the cities, which do not have the infrastructure to handle this influx. As a result, there are problems with water, sanitation, power, etc. We saw that, from a sanitation standpoint, India was an untapped, disorganized market.

**Pumper:** What is your mission?

**Kher:** We wish to ensure that each Indian has access to a clean restroom, and to provide our cleaning technicians with a sense of dignity about their work, which people in the sanitation business currently lack. This is our main challenge. Not only are we looking at portable restrooms, but providing sanitation to everyone. We use the profits generated from our paying work to provide portables in the slums, as well as at public events. The larger aim is to promote, build and service permanent hygienic facilities in homes, businesses and institutions.

**Pumper:** How many individual restrooms do you have, and how many vacuum trucks do you use?

**Kher:** We manage about 2,400 restrooms, doing about 12,000 services per week using around 30 service trucks. This includes service to units we own and others we have sold, as well as septic tanks and bathrooms.

**Pumper:** Your Web site refers to units as “toilet cabins,” and you offer them in Western and Indian style. What's the difference?

**Kher:** The Western cabins have a Western-style commode and the Indian style is the squat type with no commode. In India, the majority of people we cater to — 90 percent of our restrooms are used by migrant labor and construction workers — primarily prefer the Indian squat style unit,





Attendants (left) watch over restrooms placed at an event.

Below, a squat-style restroom preferred by users in India is being assembled.



also called Turkish toilets. Another difference is that in India, toilet paper is not used much. Most people use water to wash themselves when they're finished.

**Pumper:** Does Shramik operate on the same rental model as its counterparts in the United States?

**Kher:** The system pretty much works the same, but we don't call it rental. It is a pure service model. The unit is installed for free, and we charge for the cleaning and evacuation of waste. We do make some profit due to our volume of customers. However, our aim is not just profit, it is achieving what we call "Total Sanitation" — organizational growth for the people and the company, for society.

**Pumper:** How did you get your first construction customer, and how much do you charge for the service?

**Kher:** I had to convince a site manager to use my restroom and had to give complimentary service for a month or so. At the end of the period when the time to pick up the restrooms came, the customer — seeing the tangible benefits of the service — agreed to pay. He realized the units were responsible for a good, clean and hygienic facility. Also, most builders and promoters did realize that the dignity of workers had been neglected and this was a major area of concern. They realized that these most basic of facilities improved worker morale and, above all, saved a lot of time and headaches, since the cleaning responsibility was completely outsourced to us.

We then mutually arrived at a price and fixed it as a standard price for all construction sites in the vicinity. Our monthly charge varies from location to location, as it depends upon several factors such as distance from the sewage treatment plant, number of units, type of client and other factors.

**Pumper:** Are you concerned about competitors moving in, now that you've paved the way?

**Kher:** No, I welcome it. The portables opportunity in India is so big that 10-20 large portable sanitation companies can easily operate without treading on each other's toes. Furthermore, competition is complimentary to the business. It would help bring in regulation and increase awareness more rapidly than a single organization can. It would set better standards. We are on the lookout for tie-ins and joint ventures with

international organizations, to share local knowledge to build the portable sanitation sector in India.

**Pumper:** Many Westerners believe developing countries use outmoded, polluting technologies. But you talk about modern, sustainable practices. Explain.

**Kher:** What the Western world believes was true a decade ago, but the situation is rapidly changing. We are increasingly seeing the government, corporations and even end users becoming environmentally conscious.

At Saraplast, we use the most modern techniques, on par with the Western world. Our entire business voluntarily follows guidelines prescribed by the PSAI (Portable Sanitation Association International) in our country where there are no regulations on portable sanitation. We have always been looking at green and recyclable business models that have zero negative impact on the environment. All our restrooms are built from recyclable materials, the sanitary concentrate we use is a bio-friendly additive, and all

the waste we collect is disposed of at a sewage treatment plant.

As we grow and develop substantial waste collection, we have plans to set up a biogas facility to generate power and create carbon credits. All our trucks have sophisticated GPS and monitoring systems, and our restrooms have RFID (Radio Frequency Identification). All of these technologies allow us to plan and execute the most efficient service routes and processes and give us the controls and efficiency needed for better documentation and safety.

**Pumper:** What kind of marketing and promotion are used to generate new business in a country where people don't understand the portable restroom concept?

**Kher:** Our sales teams go to construction sites where they show groups of temporary workers the value of good sanitation using graphic flip charts, since people are mostly illiterate and understand through pictures. Our promotion activities create a demand for our services from the laborers. We also do direct marketing in slums, talking to women and young children about the benefits of using restrooms and the disadvantages of defecating in the open. We talk to tourism departments about how they'd attract more tourists if they could provide clean sanitation facilities that are pleasant to use, and which visitors from most other countries expect.

**Pumper:** What's your growth plan for the next 3-5 years?

**Kher:** We wish to provide more than a million services per week catering to slums, construction sites, disaster management, street (pay-for-use units), tourism and school sanitation. We're also moving into waste management, including disposal and treatment of waste to form energy. We'll even be developing low-cost package treatment plants to offer a Total Sanitation solution. ■

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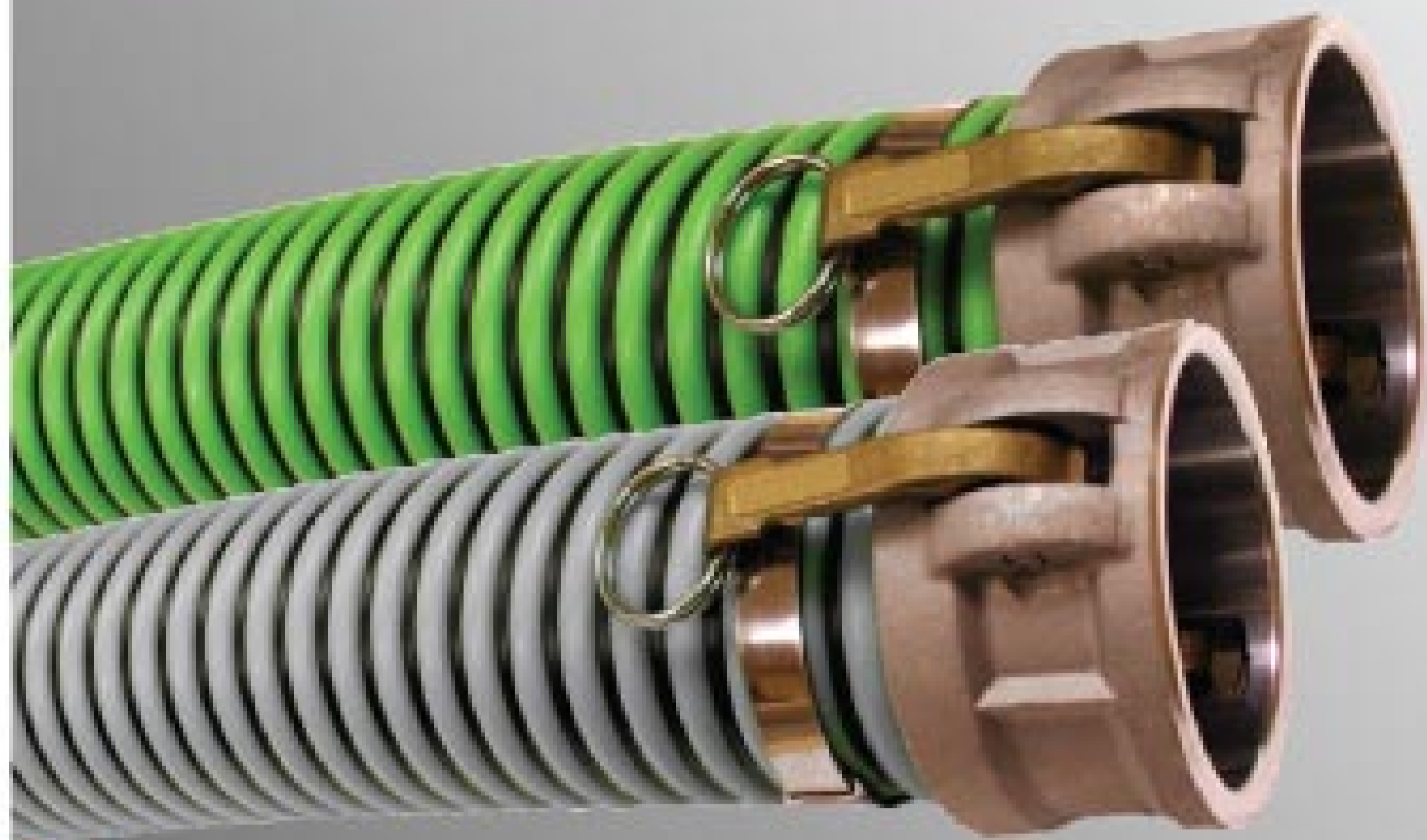
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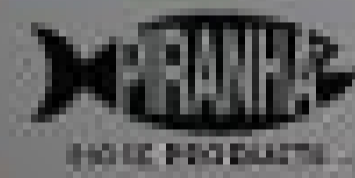
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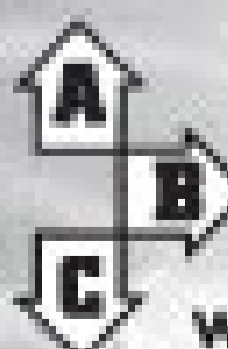


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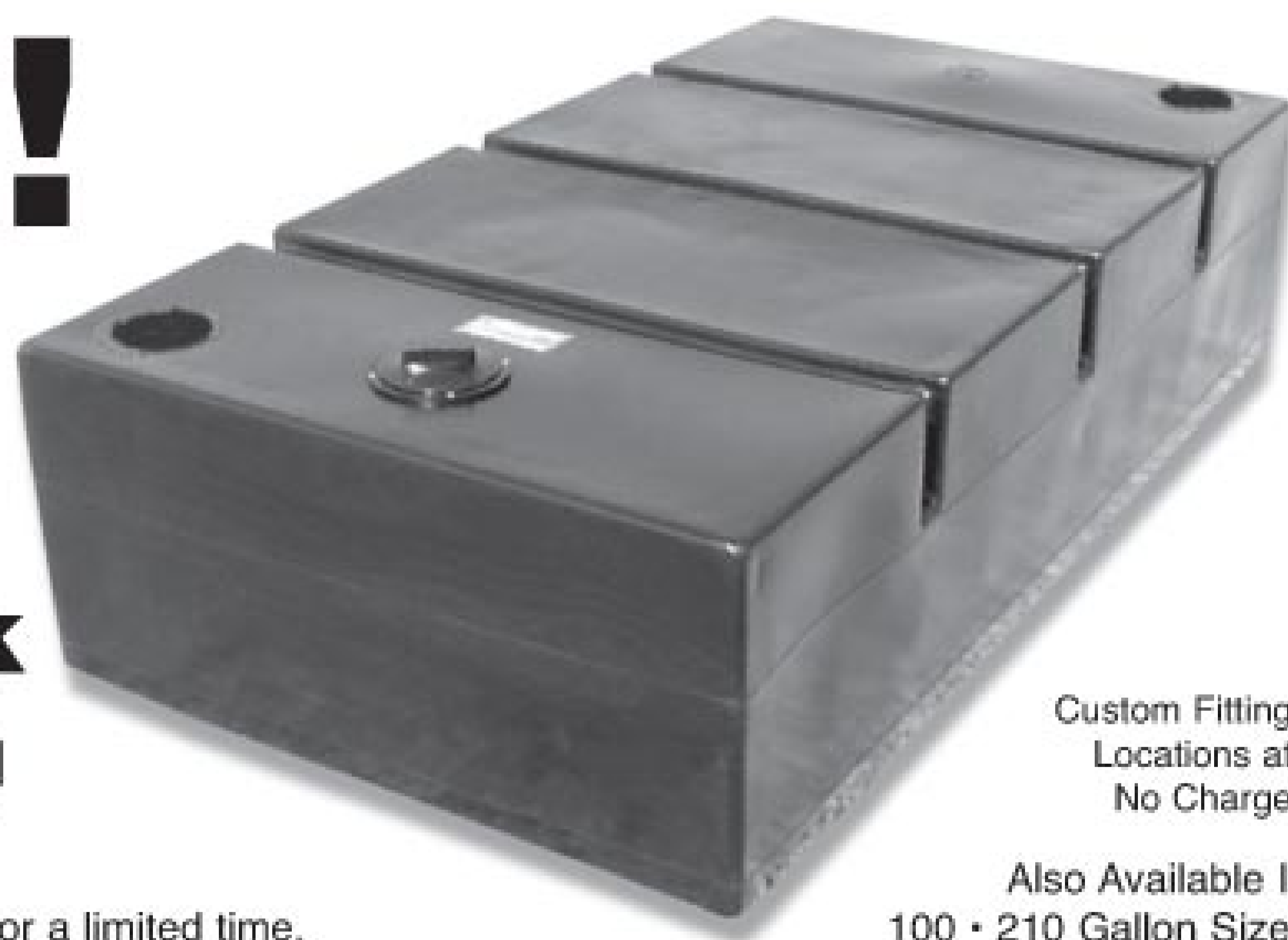
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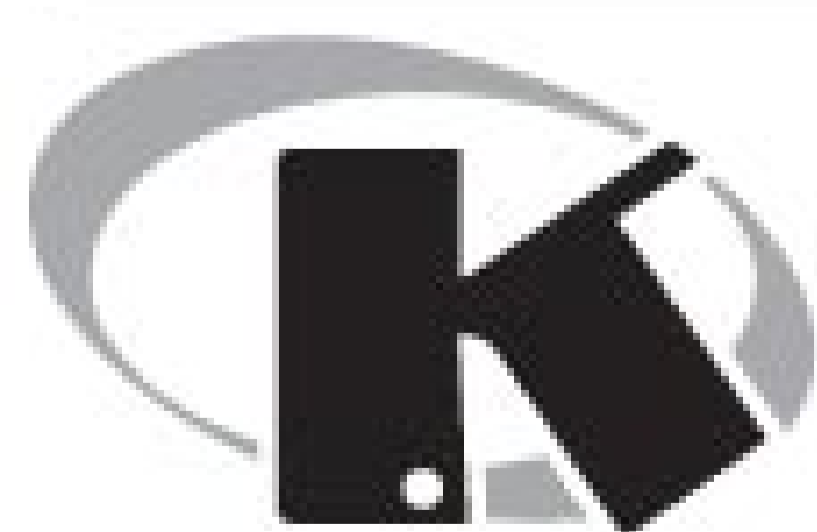
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# Meter Reader

## FACED WITH A PROBLEM CUSTOMER, A PUMPER LOOKS FOR AN EFFICIENT WAY TO TRACK USAGE OF A FAILING SEPTIC SYSTEM

*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:

Does anyone know of a flow meter that can measure the flow at the inlet of a septic tank? I have a customer with a failing drainfield who told me that she was the only person living in her house. She didn't have the money to tap onto sewer or replace the drainfield. I told her that I believed if I jetted the lines and put a heavy dose of bacteria into them it would probably work for her. After I finished everything, her son came home and (surprise!) it turned out he lived there full time as well. It has been working for a while but she called a few days ago and said it's failing again. I went out there and (surprise!) it turns out there were three people living there and I suspect that she is babysitting the grandkids all day too. Now she is complaining and wants her money back. I would like to have some way to document her water usage if she complains to the health department.

### Answers:

Can't this be measured at the water meter? I have never seen what you are talking about, but it seems that the amount read by the water meter would be the amount that goes into the tank ... unless they are pulling a lot of water that does not go down the drain. If that is the case, an inline water meter can be put on a hose so that amount can be tracked and deducted from the water meter amount.

We have installed an open channel (pipe) flow meter, mostly on municipal sewer lines. They can be costly, and if you only need to measure short term, I think they can be rented or a company may offer this service.



*Pumper welcomes letters from readers responding to articles we publish or offering comments and opinions of interest to the industry. You can submit your letter by:*

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*All letters must be signed. Please limit your letter to 500 words or less. We reserve the right to edit all letters for length and clarity.*

“Perhaps you could get a big job from a small one. If her system is (shot), it will need replacing, and it might as well be you who does it.”

I'm just an old guy with old-fashioned ways, but if I wanted to know the flow, I would pump the tank completely and then measure the inches of water every day or two.

Has anyone checked the toilet and other fixtures to make sure there are no leaks? Perhaps they can switch to a 2.5-gpm showerhead and an ultra low-flow toilet to reduce some of the demand on the system. Document what you've done; send them a letter recommending they check their fixtures for leaks, etc. If they keep pestering you, let them know that you need to send copies of everything to the county to protect your reputation. Remind them that they may be creating a health hazard.

Is the tank leaking? Is the tank buried within the water table? How old is the drainfield?

The tank is not leaking yet. I suspect it might eventually because the grass at the outlet is lush and green with other tall weeds growing while the rest of the yard is pretty brown. For now though it is just flushing slow and gurgling. I would just empty the tank and time how long it takes to fill up, but they aren't going to pay me for that.

The drainfield's age isn't really known. There are permits on record for repairs in 1991, 1995, 1998, 2001 and maybe a replacement in 2005. The health department doesn't know if it was replaced; the permit doesn't say. But there is multi-pipe in the ground and that wasn't around when the house was built 25-30 years ago.

Why don't you offer to replace her drainfield and take the previous bill or a portion of it off that total? Perhaps you could get a big job from a small one. If her system is (shot), it will need replacing, and it might as well be you who does it. So eat a little crow to keep your customer, and keep your eye on the bigger picture.

With all those permits/repairs, it sounds like she plays the “system.” She doesn't want to do the job right (or at least at her expense), is looking for the “just squeak by” patches in life, and, unfortunately you happen to be the latest nice guy to come along. Document everything, and wait it out. She'll probably just move on to someone else with the same sob story. ■

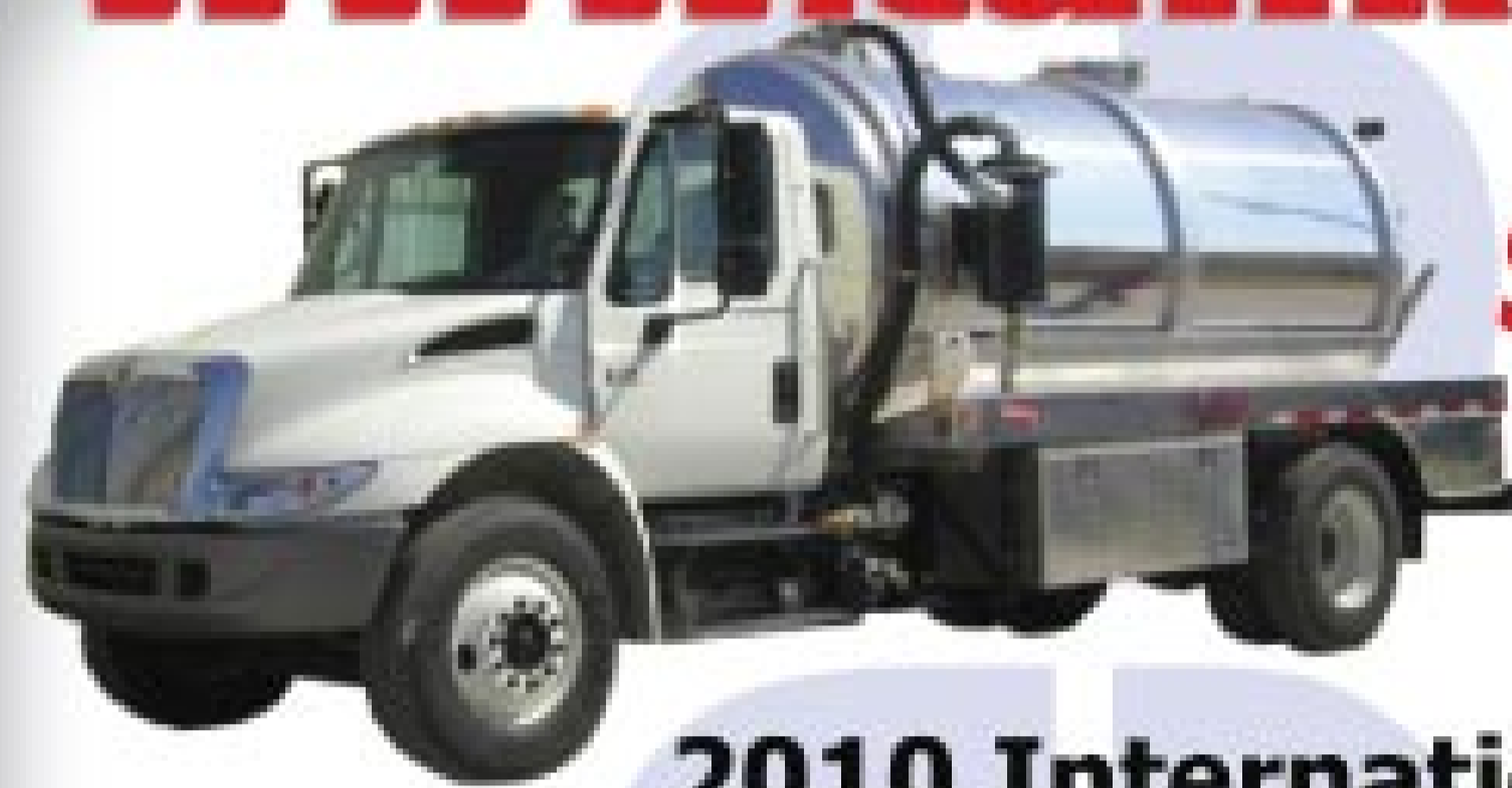
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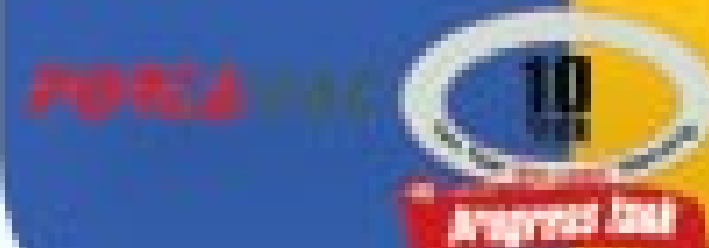
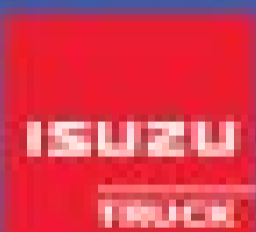


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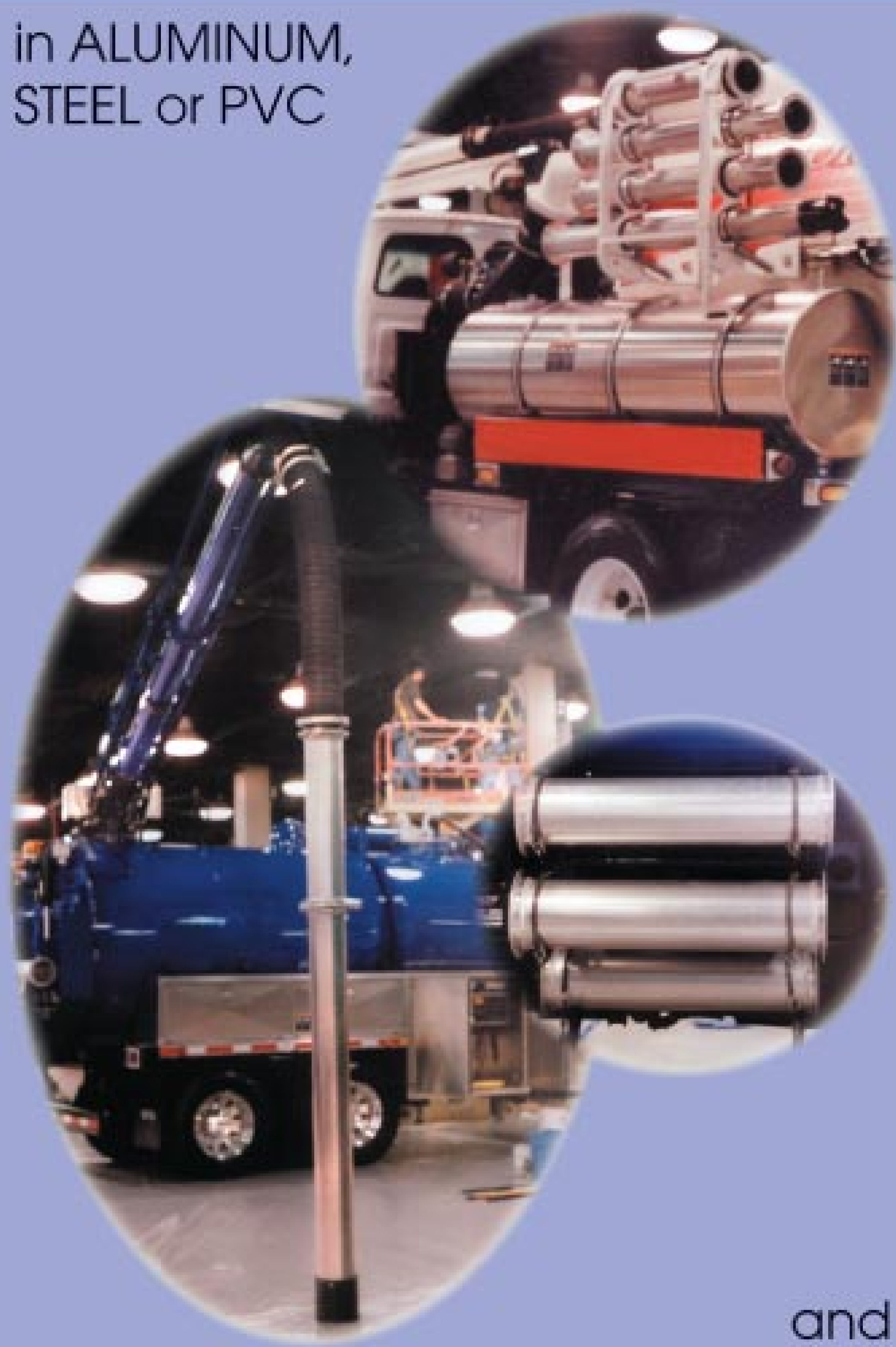
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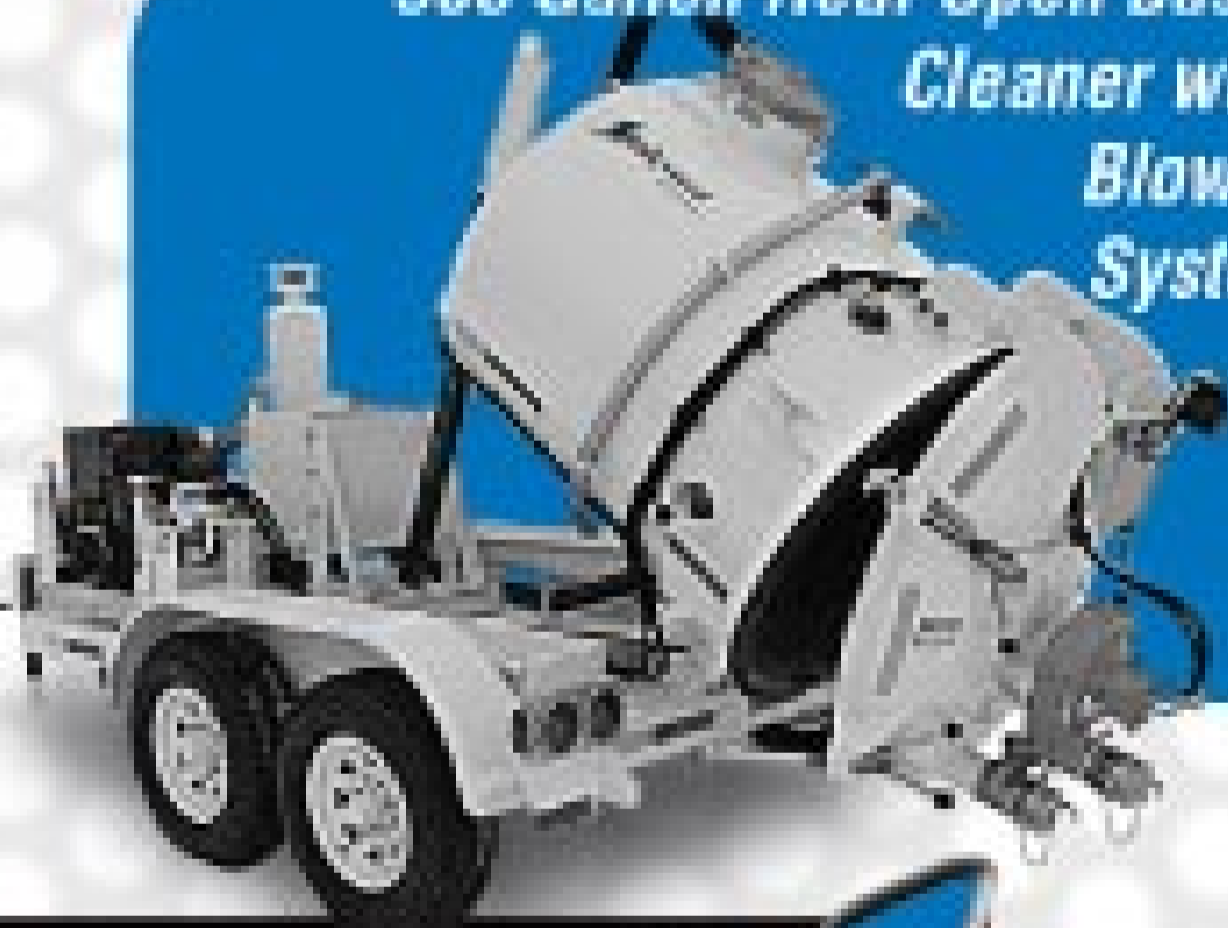
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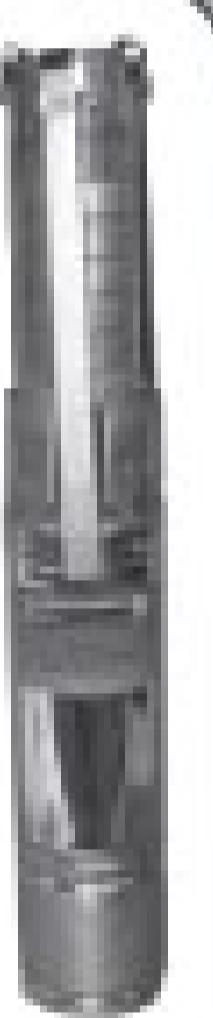


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# Ready Duty FOR

By Ed Wodalski



Ford F-750

When it comes time to update your pumping or other work truck fleet, cab and chassis manufacturers offer a variety of rigs to keep you rolling down the road

Is this the year you plan to transfer that old-reliable stainless steel vacuum tank to a new chassis? Or is it time to build a new vacuum rig from the ground up to serve a growing customer list? Maybe you need to beef up the fleet with a medium- to heavy-duty truck to haul equipment from one jobsite to another?

Whatever your needs, truck manufacturers offer a nearly limitless list of features to build a truck that fits your precise needs. You can choose from manual to automated transmissions, hauling capacities and big and beefy braking systems to safely transport any load. Adding to the list of considerations is dealer service, ensuring your truck remains on the road.

Here are the latest cab and chassis combinations that could be the backbone of your next work truck:

## Ford F-750

The 37,000-pound GVWR, medium duty F-750 from **Ford**, available in regular, super and crew cab models, features an ISB Cummins (6.7 liter) ultra-low sulfur turbo diesel engine with choice of Allison automatic, Eaton UltraShift or Fuller and Spicer manual transmissions. Delivering up to 360 hp at 2,800 rpm and 800 lb.-ft. of torque at 1,800 rpm, the F-750 has a curb weight of 8,862 pounds (XLT model). Wheel base (choice of 33 lengths) ranges from 146 to 281 inches. Ford offers 14 cab-to-axle lengths and four chassis heights. Air conditioning and full power ABS brakes are standard. Air-ride seats are available with all hydraulic brake models. Options include power windows, locks and CD/MP3 player. [www.ford.com](http://www.ford.com).

## Volvo VNL Daycab

The VNL Daycab from **Volvo Trucks North America** features the I-Shift, 12-speed, two-pedal, automated manual transmission. Designed to integrate with Volvo's D11, D13 and D16 engines, the I-Shift monitors changes in grade, vehicle speed, torque demand, weight and air resistance. The D13 diesel engine is offered as standard equipment, delivering up to 485 hp and 1,650 lb.-ft. of torque. Cab features include air suspension, ergonomic seats and 50-degree wheel cut for tight turning radius and maneuverability. [www.volvotrucks.us.com](http://www.volvotrucks.us.com).

## International ProStar+

Powered by the urea-free 11- or 13-liter MaxxForce diesel engine, the ProStar+ from **International** delivers up to 475 hp and 1,700 lb.-ft. of torque. Rated up to 37,000 pounds GVW, the ProStar+ has a gross combination weight of up to 110,000 pounds. Up to 7 percent more fuel efficient than its closest competitor according to TMC Type IV tests, transmission choices include the Eaton Fuller 10-, 13-, 15- and 18-speed manual; 10- and 18-speed Eaton Fuller AutoShift manual and the 10-speed Eaton Fuller UltraShift fully automated manual. The optional MaxxForce engine brake by Jacobs offers 351 to 398 of braking horsepower at 1,900 to 2,100 rpm for the MaxxForce 11 and up to 470 of braking horsepower for the MaxxForce 13. [www.internationaltrucks.com](http://www.internationaltrucks.com).



Volvo VNL Daycab



International ProStar+



Mitsubishi Fusco FM330

### Mitsubishi Fusco FM330

The 32,000-pound GVW, cab-forward FM330 from **Mitsubishi Fusco** is powered by a Fusco 6M60 7.5-liter 243-hp, 6-cylinder turbocharged diesel mated to an Allison electronic 5-speed OD automatic transmission or optional 6-speed manual. The 2011 model has an 11,905-pound capacity front axle and 22,485-pound rear axle. Curb weight is 10,220 pounds and turning radius is 57 feet. Air conditioning is standard on the FM330 that is 8 percent quieter than previous models. It also features adjustable seating and Comfort Wave dashboard. [www.mitfuso.com](http://www.mitfuso.com).



Western Star

### Western Star

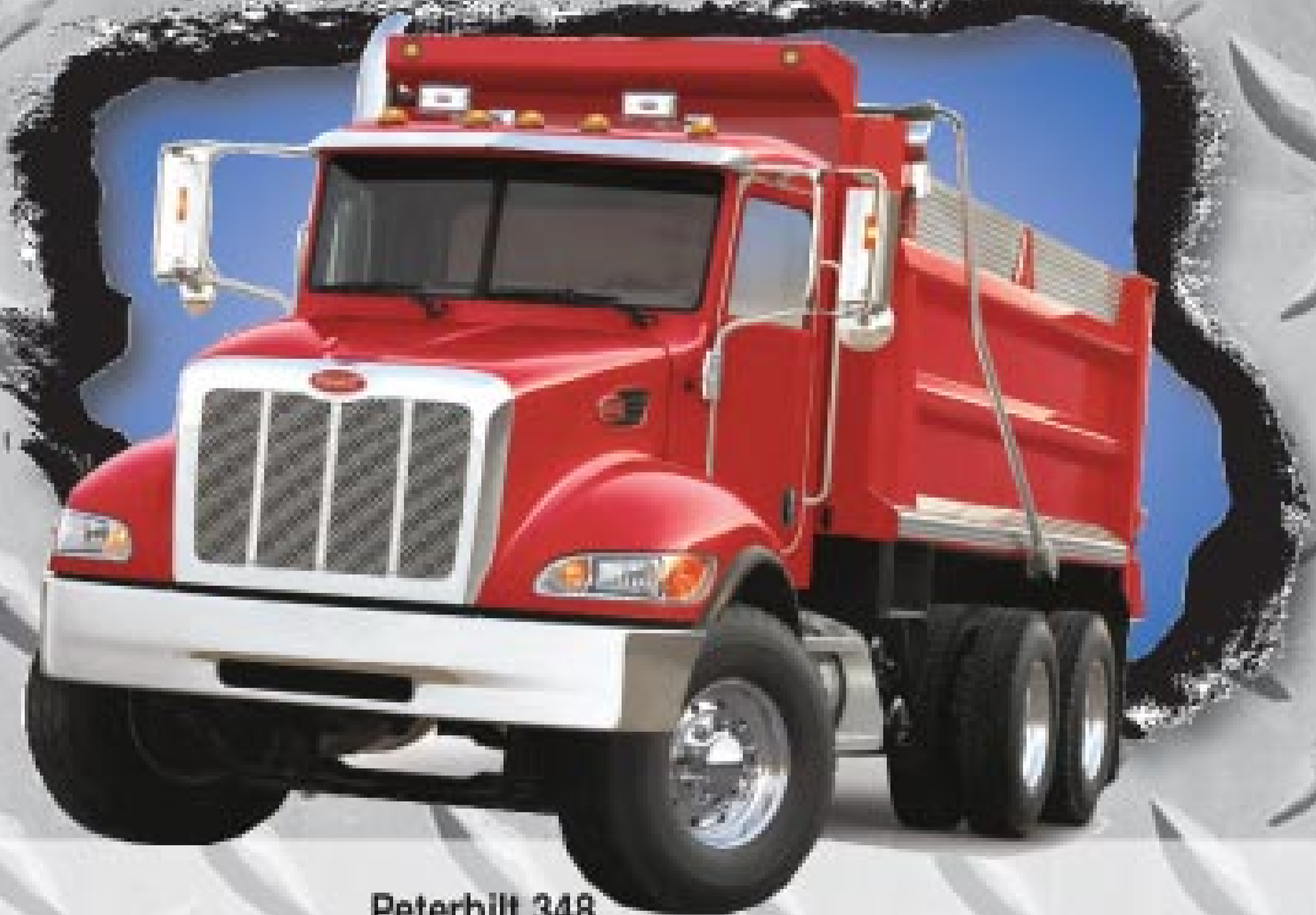
The 4900 FA and SA, 109-inch BBC model from **Western Star** features the Allison 3000RDS transmission and Detroit Diesel DD13 engine. Engineered for durability and maneuverability, updates include under-hood air cleaner with inside/outside air and dash controls and 6-gallon DEF tank with increased clearance on the back of the cab. The 109 is available with a 12,000- to 20,000-pound front axle and 21,000- to 46,000-pound rear axle. The DD13 engine delivers up to 450 hp, 1,650 lb.-ft. of torque and incorporates Detroit Diesel BlueTec SCR technology. [www.westernstartrucks.com](http://www.westernstartrucks.com).



Kenworth T440

### Kenworth T440

The T440 from **Kenworth** is available as a straight truck or tractor in GVW ratings from 33,000 to 68,000 pounds. Featuring a set-back front axle, tight turning radius and optional automatic transmission, it offers the 260-hp Paccar PX-8 engine with 660 lb.-ft. of torque as standard equipment. A 350-hp PX-8 with 1,000 lb.-ft. of torque and 380-hp Cummins ISL are available. The Eaton Fuller FR013210C 10-speed transmission is standard with 11- and 13-speed Eaton Fuller manual and 5- and 6-speed Allison automatics available. The aluminum cab features an aerodynamic hood. Options include factory installed PTOs, keyless entry, heated mirrors and heavy-duty crossmembers. [www.kenworth.com](http://www.kenworth.com).



Peterbilt 348

### Peterbilt 348

The model 348 from **Peterbilt**, featuring optional all-wheel drive, is powered by a Paccar PX-8 engine that offers up to 380 hp and can be mated to a Fuller manual (6-, 9-, 10-, 11-speed), Fuller automated (10-speed), Fuller hybrid (6-speed) or Allison automatic (4-, 5-, 6-speed) transmission. Available in either truck or tractor configuration, the 348 has a GVW of 35,000 to 56,000 pounds. Other features include an all-aluminum cab and Metton hood that tilts open 90 degrees. Side window visibility also has been increased 17 percent. [www.peterbilt.com](http://www.peterbilt.com).

## Mack Pinnacle

The **Pinnacle Series** from **Mack Trucks** features the MP7 and MP8 engine with EconoBoost intelligent torque management system that initiates at 1,300 rpm after four seconds of full throttle in the transmission's top two gears, opening up another 200 lb.-ft. of torque for as long as needed. The system disengages once the driver lifts off the throttle. The driveline torque drops to negative when additional power no longer is required, such as when a hill is crested. Mack also rolled out its mDRIVE automated manual transmission this year, offering 12 forward and four reverse speeds. Available in direct drive or overdrive, it has a torque capacity of 1,920 lb.-ft. The driver interacts with the transmission through a dash-mounted control panel containing manual input and hold shift buttons. [www.macktrucks.com](http://www.macktrucks.com).

## Freightliner Business Class M2 106V

Featuring a front engine PTO and front frame extensions, the **Business Class M2 106V** from **Freightliner** is engineered for customization. Recent enhancements include a larger radiator, new hood and improved headlight system. The 1,200-square-inch radiator can accommodate up to 380 hp with automatic transmission and up to 80,000 pounds GVW. The radiator is mounted to the engine and sits above the top of the frame, allowing the PTO shaft to run below the radiator. Composite headlights feature reflectors with halogen bulbs, an upgrade over previous sealed beam headlights. The blend-air engine air intake system pulls air from under and outside the hood, providing ventilation when snow and debris might otherwise restrict flow. Styling updates include an aluminum cab, fiberglass hood and redesigned front fenders. Other standard features include the Cummins ISC diesel engine, torque ratings to 1,050 lb.-ft. and leaf-spring suspension. Transmission choices include Eaton Fuller manual (6, 9, 10 or 11 speeds) and Allison automatic. [www.freightlinertrucks.com](http://www.freightlinertrucks.com).

## Hino 338

The 33,000-pound GVW **Hino 338** for 2011 has a 260-hp, 8-liter J08E-VB diesel engine delivering 660 lb.-ft. of torque at 1,500 rpm. The 6-speed Eaton FS6406A transmission is standard. Options include the Allison 3000 RDS, Allison 2500RDS and Eaton FS6406B. A 12,000-pound front axle and 21,000-pound rear axle are standard. Air-ride suspension and engine idle shutdown are optional. [www.hino.com](http://www.hino.com). ■



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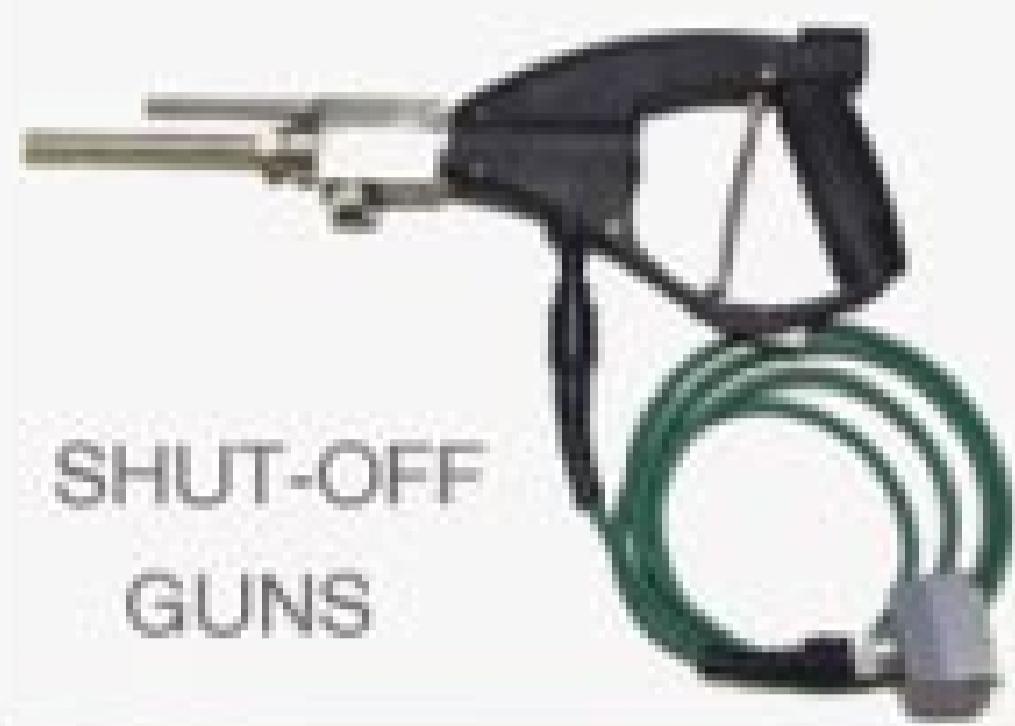


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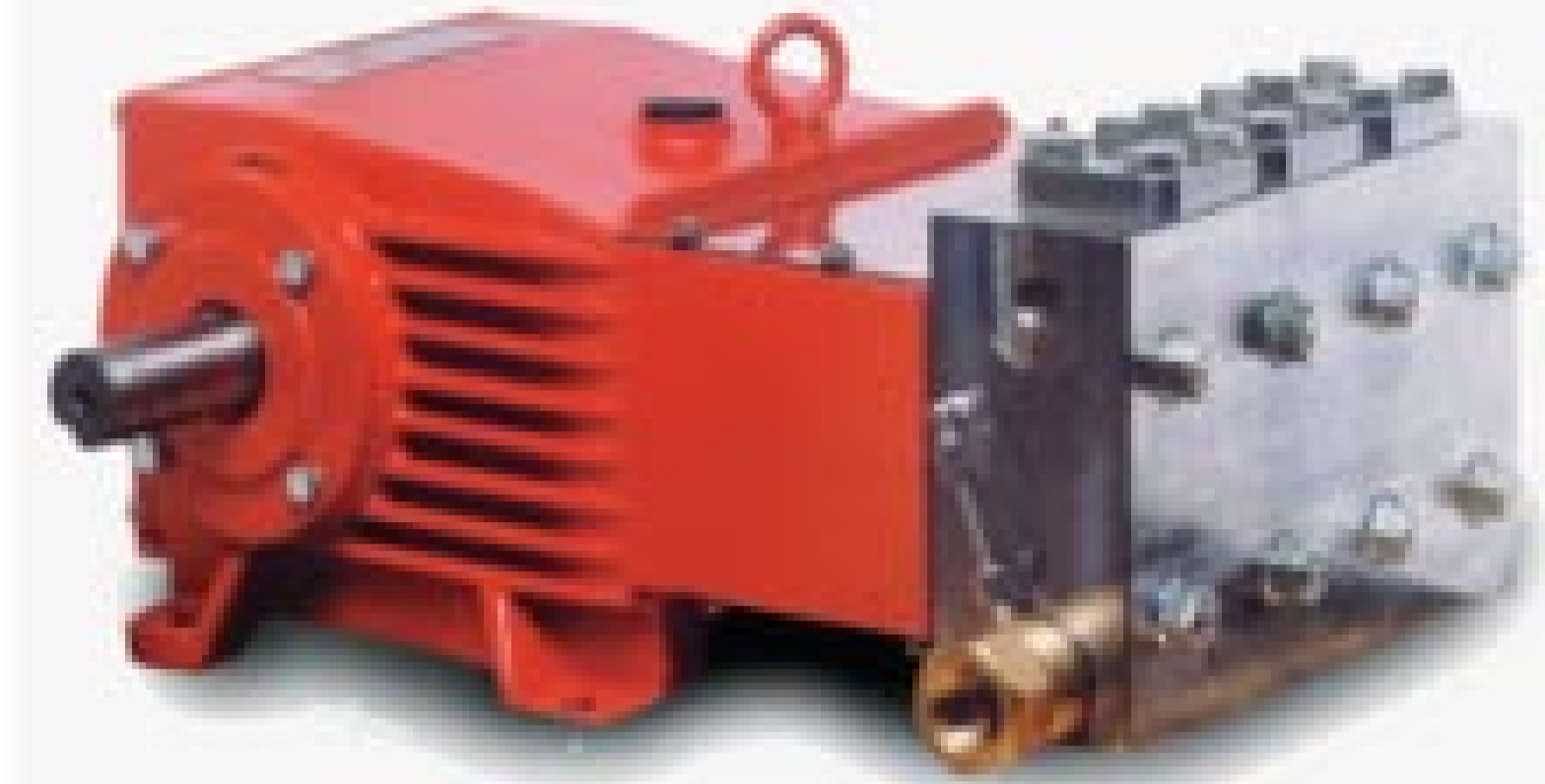


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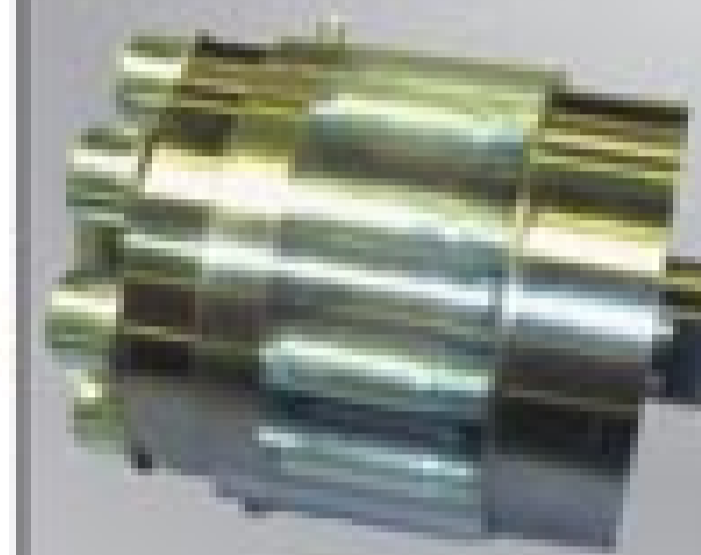
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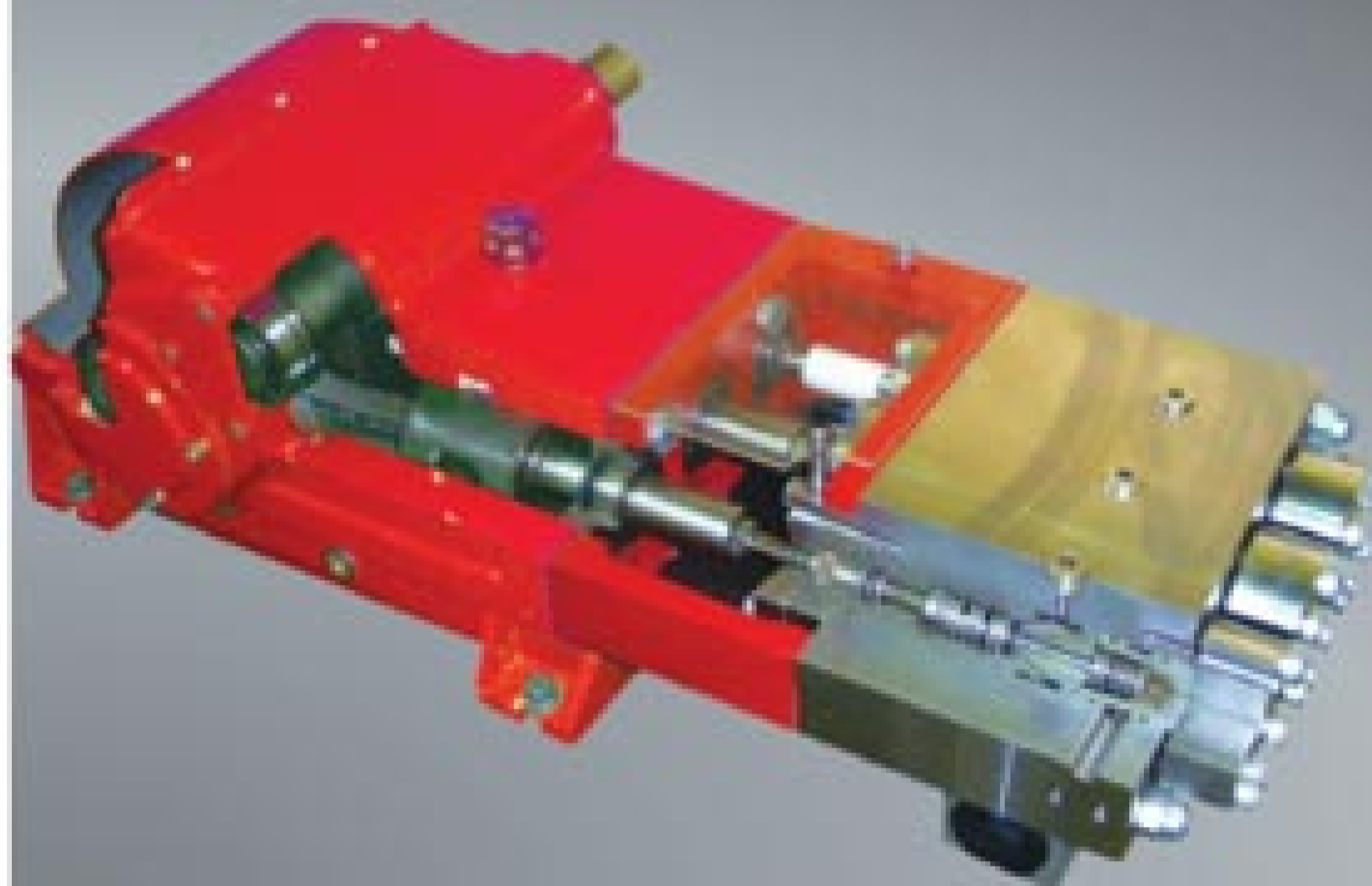
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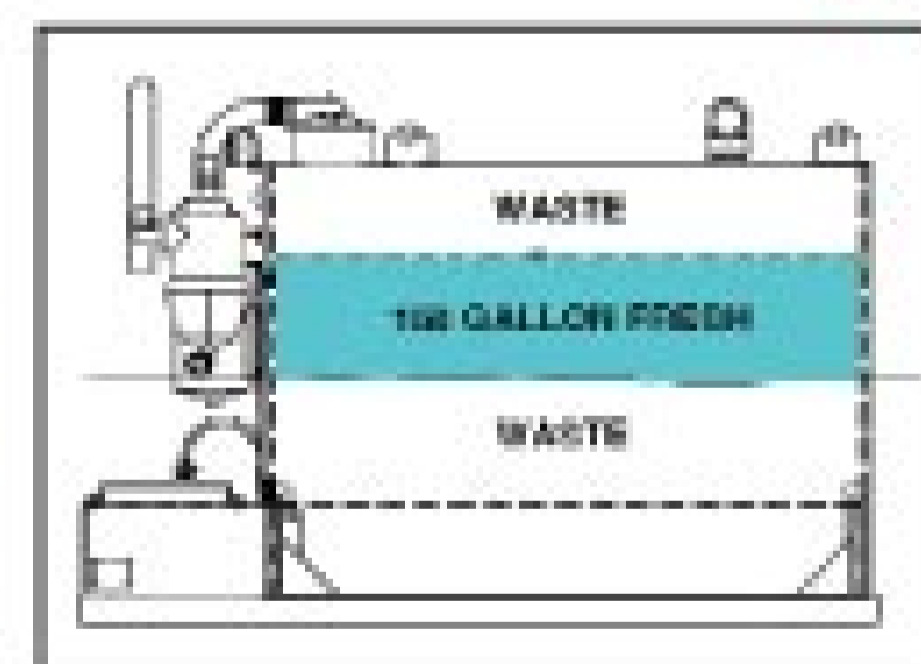
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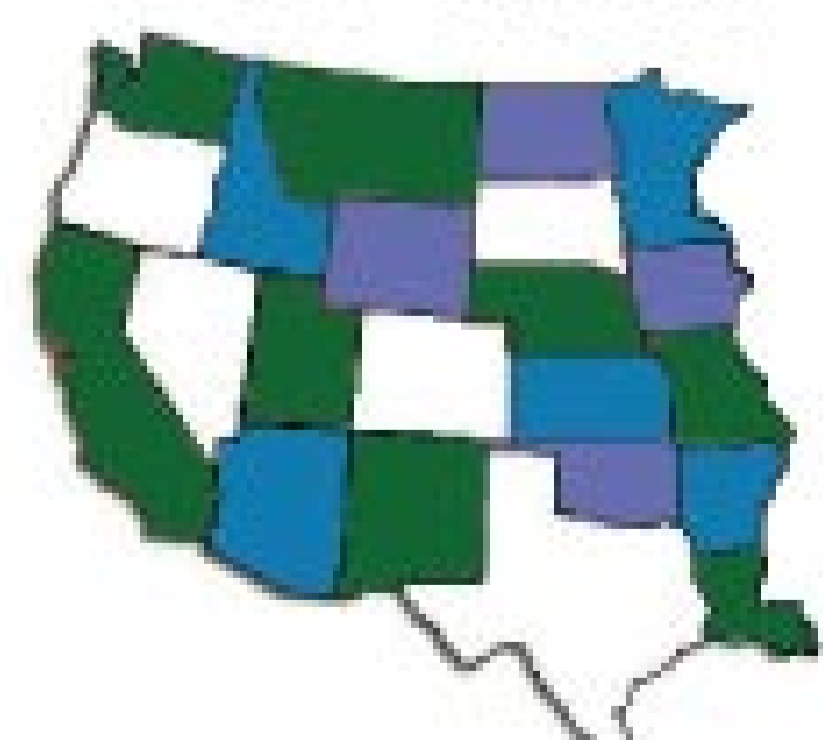


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# The 'S' Has It

When it's time to incorporate, the S corporation offers a number of advantages — and raises a few caution flags, too

By Erik Gunn

It's not an uncommon occurrence. A man or woman with a great business idea decides to take the plunge. At first it's an evenings-and-weekends thing. But as time goes by, it becomes more profitable, and more time-consuming. Pretty soon, the entrepreneur realizes it's time to quit the day job.

And because it's been a one-person show, it's very possible that the founder has never bothered to incorporate. That can be a big mistake. It might seem easy just to keep going as a sole proprietor, but for the long-term security of your business, that can be a risky strategy.

"For most small businesses, especially of the type that has income, assets of any size and the need to designate a single person as president for contact with the public, a corporation is really the best," says Richard Latta, a lawyer with the firm Michael Best & Friedrich in Madison, Wis. That's especially true for a business that works in a field that requires a license, is governed by state or federal regulations, or will expose the owner to liability if things go wrong.

Incorporating limits the owner's legal exposure to the assets of the corporation. It also offers new sources of financing.

A sole proprietor who needs to raise funds has no choice but to borrow money and pay it back with interest. But a corporation can raise capital for expansion and other purposes by selling shares. (Of course, that's a complex legal process to be undertaken only with professional consultation and following rules and regulations — but it does expand your fundraising options.)

Additionally, the simple act of incorporating can make your business look more serious and improve your creditworthiness to banks you approach for traditional financing.

## C, S, or LLC?

There are three basic types of corporations. C corporations are the ones we most commonly think of — typically major corporations like General Electric or Exxon. While there may be specific reasons to opt for that structure, small businesses generally don't.

Instead, they typically become either S corporations or LLCs — limited liability companies. Why? One big reason is that C corporation income is taxed twice: once at the corporate level, and again as personal income when it's paid to the owner. Income from an S corporation or LLC is only taxed once, at the personal owner/shareholder level, Latta says.

Another advantage to the S corporation or LLC is in how often you have to pay taxes. C corporations typically pay estimated federal income taxes (and state taxes, if they apply) every month. Many LLCs and S corporations, like most unincorporated sole proprietors, pay those taxes every quarter.

Deciding between an S and an LLC is a little more complicated. S corporations have been around a long time; LLCs are relatively new. For the most part, they're pretty similar, but there are important differences.

The law limits the number of S corporation shareholders to no more than 100 (with limited exceptions for families), and no foreigners, Latta notes. Also, S corporation shares cannot be held by an Individual Retirement Account, says Tom Ochenschlager, retired vice president of taxation for the American Institute of Certified Public Accountants. Violating any of those or some other rules can lead to disqualification of an S corporation.

However, there may be some uncertainties about how much an LLC actually protects the liability of an individual, Latta says. While S corporations have firmly withstood attempts to "pierce the corporate veil" between the

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



Incorporation of any kind will cost you something — in money and in compliance with the laws of your state and the federal government as they apply to your chosen corporate structure. But the benefits far outweigh any costs in the protection it offers you.

corporation and the shareholder's personal assets, there are some states in which the strength of the LLC shield "hasn't been thoroughly tested," he says.

For that reason, Latta believes the S corporation offers just a bit more security. But that may differ from state to state, so you should always check with knowledgeable financial and legal advisors before taking any steps to incorporate or change your existing corporate structure.

## A CAUTION ABOUT PAY — AND TAXES

There's another point about LLCs or S corporations that you may hear about from some advisors. But it requires great caution. Corporations pay out two kinds of income to shareholders. Shareholders who are also officers or employees may get paid in wages or salary. But shareholders also can get paid in the form of dividends.

In the case of S corporations or LLCs, both kinds of income get assessed federal income taxes (and state and local taxes as well, if they apply). Wages and salary, however, are also subject to payroll taxes for Medicare and Social Security (FICA).

Thus, it's possible for some of your corporate earnings to come to you as wage or salary income, and other earnings, with a lower tax bite as a consequence, as dividends. But if you apply this strategy, you should do it only with the most expert professional advice.

"It is a hot button with the Internal Revenue Service," Ochenschlager says. One key test is how much money you've invested up front in the business. A dividend, after all, is only to be paid as a return on investment. If your business hasn't required much in up-front cash out of your own pocket for supplies, inventory or equipment, the taxman is likely to be very skeptical of your attempt to claim a dividend.

Also sure to raise eyebrows at the IRS are artificially low salaries for shareholder-employees who could earn much more for their work out in the job market, and other income claimed as a "dividend."

"If it turns out you're working a 40-hour week and only paying yourself \$5,000, the IRS will come back and say that's not right," Ochenschlager says. "You should be paying yourself a salary equivalent to what you'd pay someone else to do that same job."

## THE BOTTOM LINE

Incorporation of any kind will cost you something — in money and in compliance with the laws of your state and the federal government as they apply to your chosen corporate structure. But the benefits far outweigh any costs in the protection it offers you, experts say.

When you do incorporate, the S corporation is probably your best bet, at least for now. But make sure you understand all the rules that apply to that structure, and follow them strictly. Because the whole reason you're doing this is for a smoother-running business and peace of mind. And that's real corporate power. ■

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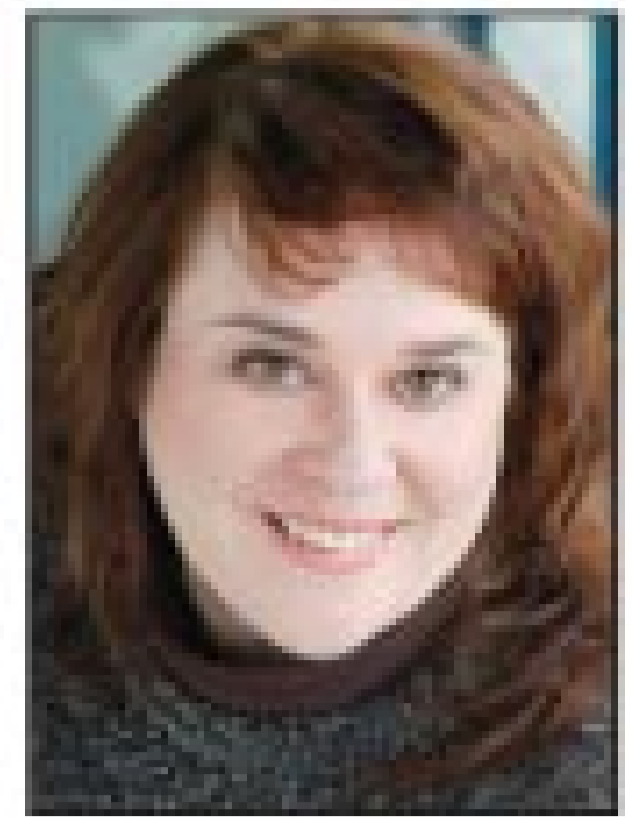
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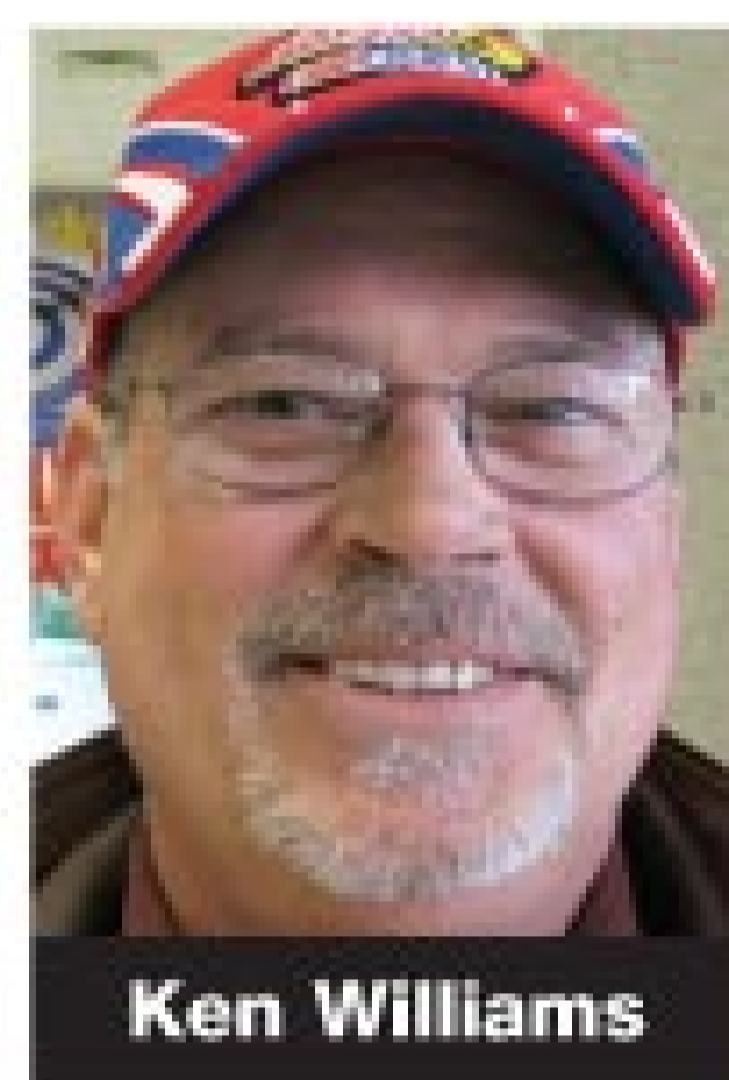


# Blocking Your Path to Profitability

Land application restrictions, low-ball competition and lax inspection and pumping regulations are among threats to business building

By Mary Shafer

Everybody has an opinion on the state of the industry, and much of the talk revolves around issues that get in the way of profitability, expansion and an operator's ability to make decisions without having his hands tied at every turn. Our readers are no different, and here they discuss several obstacles threatening their ability to make a living as septic service contractors.

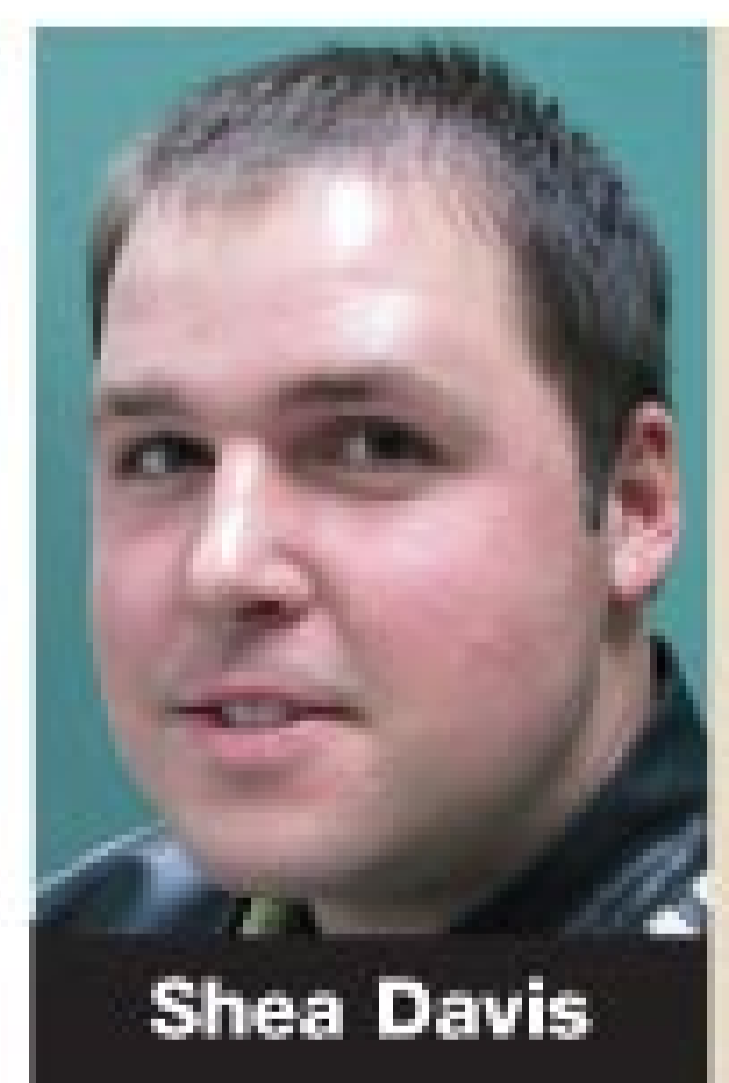


Name: **Ken Williams**  
Company: **Certified Septic Service**  
Location: **Knoxville, Iowa**  
Employees: **1**  
Years in Business: **2**

"In Iowa, the only thing is the restrictions on land application," says Ken Williams of a threat he feels to his business. Certified Septic Service does septic pumping, inspections, maintenance and testing, but Williams' concern is about the future of disposal.

"We're being forced to go to a public treatment plant, and it adds a lot to the cost of our job. And a lot of them won't even accept the septage. Many of the public plants can't even handle their own city's waste, let alone take on the county stuff."

He says he has no plans to enter the dewatering business himself any time soon. But a pumper within 50 miles does it and Williams will likely be hauling his septage there before too long. "That's probably the direction we're all going to be heading," he says, guessing that he'll have to start doing so within maybe 2-3 years, as tougher land-application regulations move out from the more urban areas where they originated.



Name: **Shea Davis**  
Company: **Running D Construction**  
Location: **Amarillo, Texas**  
Employees: **5**  
Years in Business: **12**

Shea Davis feels less-stringent regulation of septic system installations is limiting his profitability. He would like to see state legislation requiring inspection and maintenance of all types of new septic systems, something that would be good for the environment and for a healthy business for pumping contractors.

"We're being forced to go to a public treatment plant, and it adds a lot to the cost of our job. And a lot of them won't even accept the septage. Many of the public plants can't even handle their own city's waste, let alone take on the county stuff."

Ken Williams

"I think that when you pull a septic installation permit, it should be mandatory that (the customer) have the system pumped every 3-5 years. Just like with aerobic systems; those come with a maintenance contract. So when you put in your standard septic system, it ought to be mandatory that it be taken care of, just like the aerobic ones."

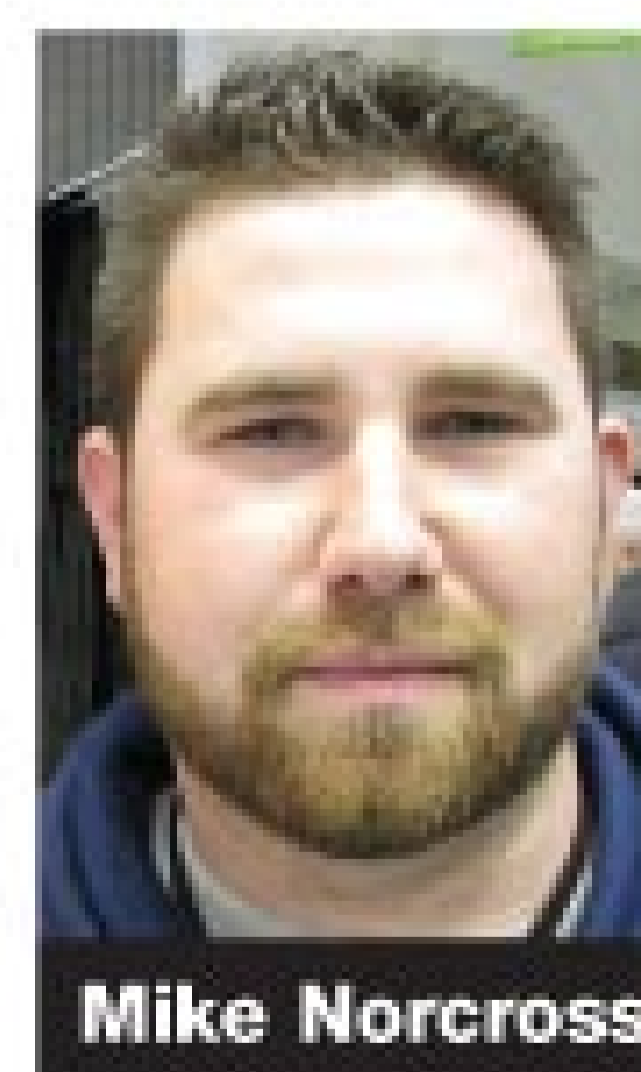
He says all systems should be treated equally, with whatever level of regular maintenance required to keep the system healthy.

"To my knowledge, there's no such law in Texas, and that's a very neglected aspect of our industry. If someone would put such a law into practice, that systems be pumped every so often, it would save homeowners countless dollars" in the long run, he believes. And it would build more consistent revenue streams for businesses like his



Name: **Andy Coleman and Mike Norcross**  
Company: **Wastewater Services Inc.**  
Location: **Ellington, Conn.**  
Employees: **5**  
Years in Business: **5**

Wastewater Services Inc. supervisor Mike Norcross echoes the concern over rising disposal costs at public treatment facilities. "I'd say the prices for offloading keep going up, and it's hard to match those rises with continuing price increases to customers," he says.



He reports increases of \$30 per 1,000 gallons, which pushes the disposal costs for customers up to \$120. "Also, when fuel skyrocketed, that was hard to cover with a surcharge. And there's always the downward pressure on (service charges) when other guys are out there scrambling for work and pumping more cheaply than ever."

His boss, Andy Coleman, says falling prices due to the recession have eaten into profits on the inspection side of the business, but he fights that with a message about the quality of service he provides. "I feel we do the best job because we use the video, so we do a higher quality inspection instead of just flow tests or something less revealing. When customers call, we explain exactly what we do and let the service sell itself." ■

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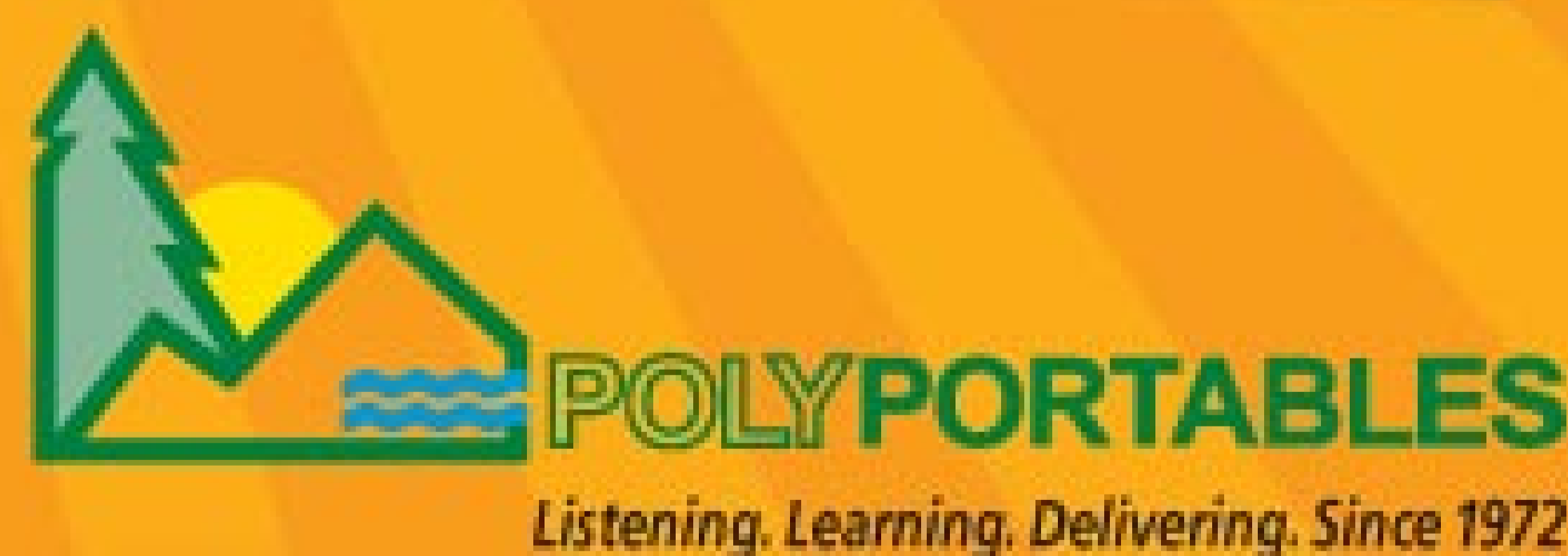
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## Tank Troubles?

### Concrete septic tank construction practices are the key to avoiding hydrogen sulfide deterioration

By Roger E. Machmeier

**Q** Why do concrete risers, distribution boxes and lids deteriorate? I'm guessing it's due to detergents, etc., but what are the ones homeowners should avoid? It is stuff like this that makes me love the plastic distribution boxes and risers. I'm not sure about water softeners either, as far as concrete deterioration goes. I have heard that water softeners raise the salinity of the effluent causing the sludge in the tank to sit lighter and fluffier.

**Does using a garbage disposer or any other means of getting excess food to the septic tank raise the hydrogen sulfide level?**

**A** There are two basic reasons concrete tanks and other concrete structures deteriorate: one is hydrogen sulfide gas, and the other is poor concrete construction of septic tanks and accessory parts like the manhole riser, drop boxes, etc.

Where does the hydrogen sulfide gas come from? This gas, which has the smell of rotten eggs, is a byproduct of anaerobic digestion of organic wastes flushed into the septic tank. The chemical symbol for hydrogen sulfide gas is H<sub>2</sub>S. When H<sub>2</sub>S combines with H<sub>2</sub>O water vapor, a chemical substance, H<sub>2</sub>SO<sub>4</sub>, is formed. You may recognize this formula as sulfuric acid.

What is so bad about sulfuric acid? Well, it just loves to break down porous concrete. And that's what happens in your concrete distribution boxes (you should be using drop boxes),

The National Precast Concrete Association and the National Onsite Wastewater Recycling Association have produced a manual and video of best practices for the production of high-quality precast concrete septic tanks. For more information, contact NPCA at 800/366-7731 or go to [www.precast.org](http://www.precast.org).

the manhole extensions of the concrete septic tank, and the portion of the septic tank above the liquid level. The concrete below the liquid level in the septic tank won't have any sulfuric acid in contact.

The H<sub>2</sub>S gas can also move into other concrete structures of the septic system, like the distribution box, manhole extension, etc. When it combines with H<sub>2</sub>O water vapor, the sulfuric acid does its job on any porous concrete.

#### START WITH THE RIGHT CEMENT

Why is the concrete porous? The basic reason is the proper curing procedures and the proper cement have not been used. Sulphate-resistant cement must be used in the mix and the concrete must be properly cured. The same cement and curing procedures must be used for the concrete accessories, such as the septic tank cover, manhole extensions, drop boxes, etc.

I have observed tank manufacturers who used the proper cement and curing procedure for the septic tank, but did not use the same curing for the accessories. To speed up the process so the form could be removed sooner, the cement mixture was drier, and the concrete in the accessory was not cured properly. The tanks from this manufacturer would not deteriorate, but the smaller concrete parts would be subject to deterioration by H<sub>2</sub>S gas. You should consider using heavy-duty polyurethane products for these parts of the septic system.

National standards exist for the manufacture of concrete septic tanks, one of which is ASTM C1227, Standard Specifications for Precast Concrete Septic Tanks, as well as those created by IBCO Evaluation Service Inc. and the International Association of Plumbing and Mechanical Officials (IAPMO).

The National Precast Concrete Association has had many years of active involvement with ASTM to produce Standard C1227. This standard addresses specifications for septic tank volume, the number of com-

*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.*



partments, liquid surface area, access openings for cleaning and inspection, inlets, outlets, baffling devices, and baffle submergence.

NPCA and the National Onsite Wastewater Recycling Association have produced a manual and video of best practices using these standards for the production of high-quality precast concrete septic tanks. For more information, contact NPCA at 800/366-7731 or go to [www.precast.org](http://www.precast.org).

#### DETERGENTS NOT AN ISSUE

H<sub>2</sub>S is formed when the aerobic bacteria in the septic tank do their thing on organic matter, such as human waste and the waste food from a garbage disposer. The more food for the bacteria, the more H<sub>2</sub>S will be generated. So, you are correct about the use of garbage disposers. These are not recommended with a septic system because of overloading of organic matter. Not only is more H<sub>2</sub>S generated, the sludge layer builds up faster.

I don't have information to indicate detergents are responsible for more H<sub>2</sub>S. I don't believe a detergent will break down even porous concrete.

In regard to water conditioners and salt, a water conditioner operating properly will not send much sodium chloride to the septic tank. Actually, a little salt is of benefit to bacterial action. Too much salt will slow down the bacterial action.

If the homeowner does not properly maintain the water conditioner, and iron is allowed to coat the resin beads, excess salt will be discharged to the septic tank each time the conditioner recycles.

However, my opinion is that a concrete septic tank made according to NPCA specifications will not be affected by the salt from even a poorly maintained water conditioner.

Hydrogen sulfide gas is going to be generated in every active septic tank. Sulfuric acid will be present above the liquid level of every septic tank. Unless the concrete septic tank and its accessories are properly made, they will deteriorate after time. ■



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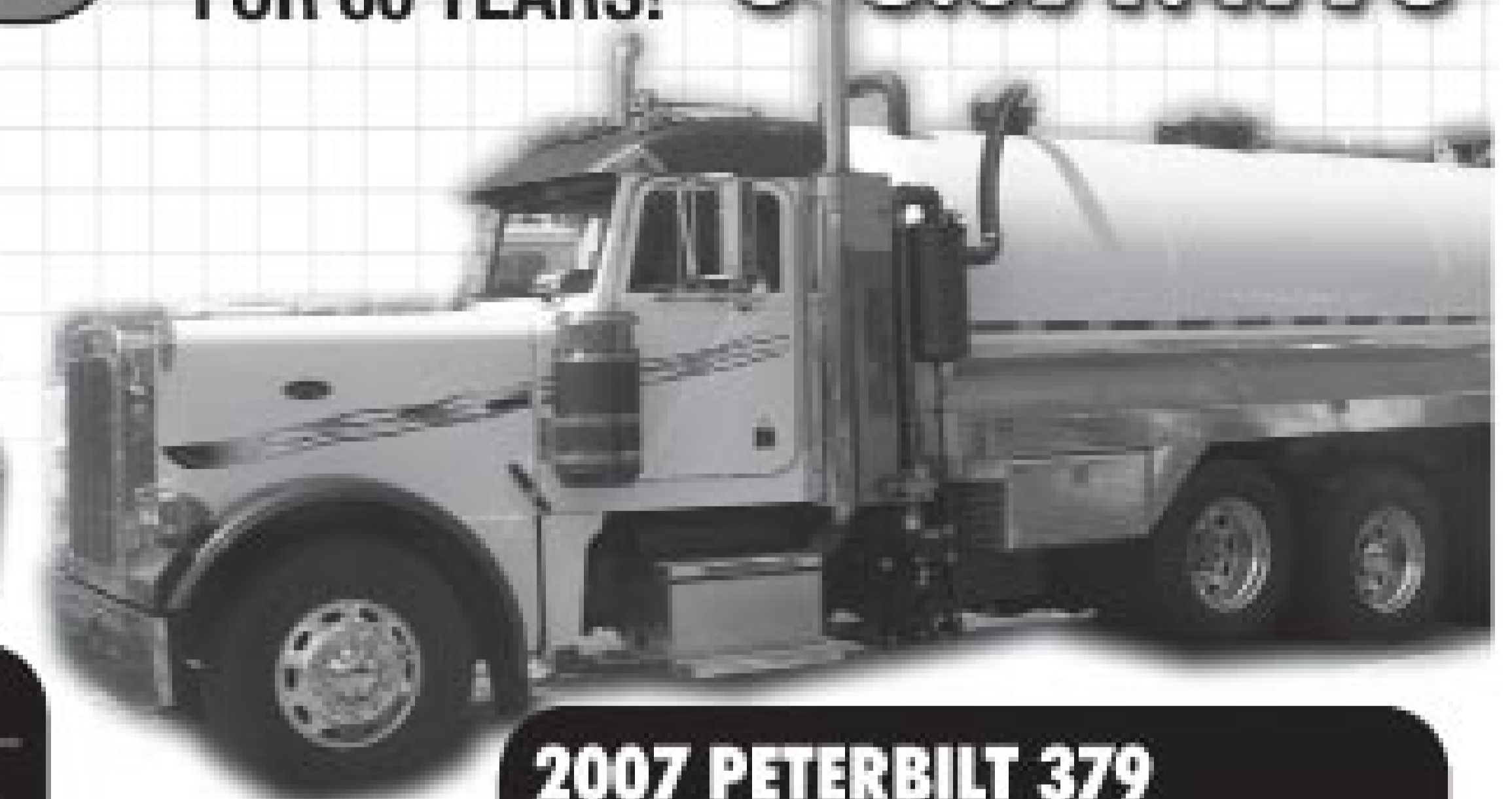
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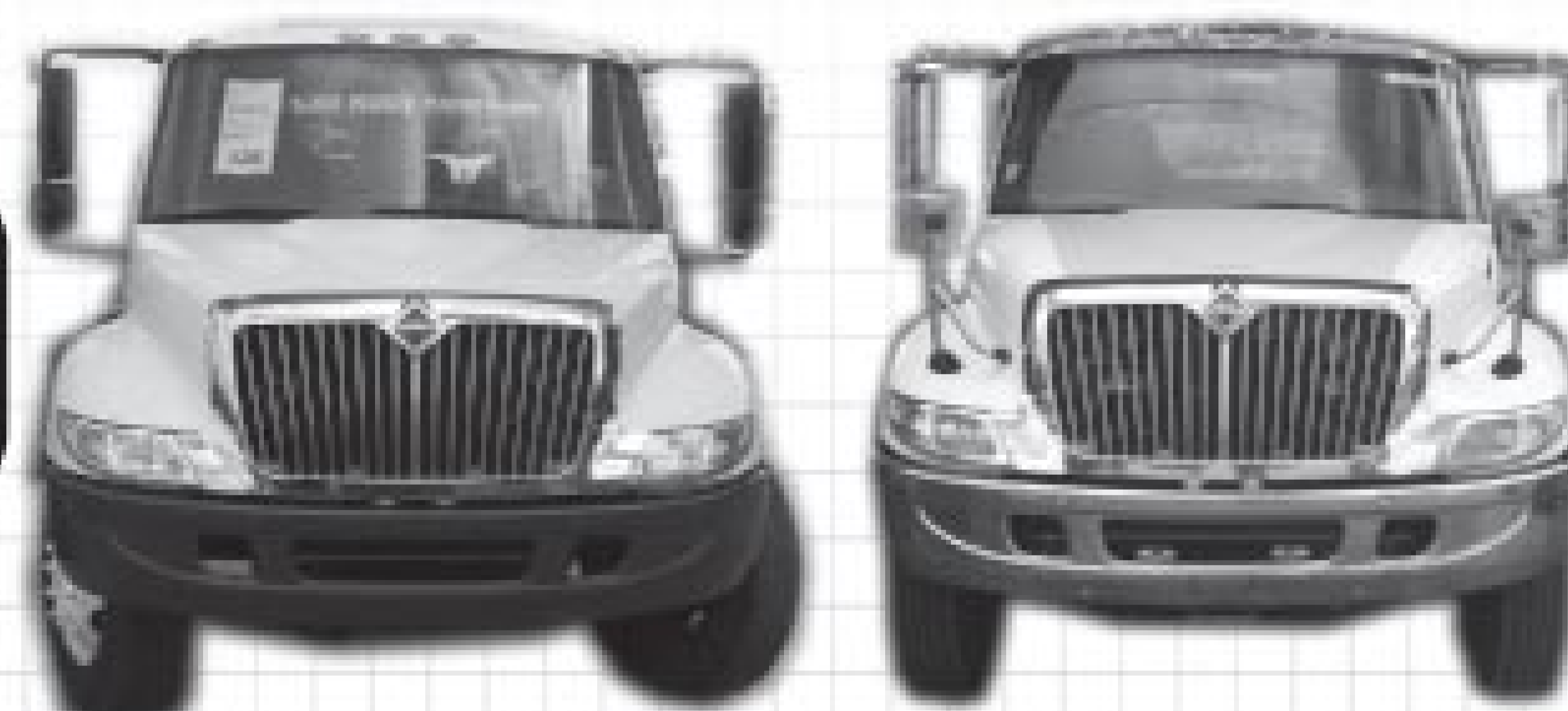


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# Join NAWT Training at 2011 Pumper & Cleaner Expo

*By Tom Ferrero*

October is the perfect month to start planning a trip to Louisville, Ky., for the Pumper & Cleaner Environmental Expo International March 2-5, 2011. The National Association of Wastewater Transporters Inc. will offer its two-day onsite inspector training course and two-day, 12-hour operation and maintenance course on Monday and Tuesday, Feb. 28-March 1.

The one-day vacuum truck technician training course also is on Tuesday, March 1.

The inspector course is at the operation level. The first day covers the basics of sewage treatment and system types using a troubleshooting perspective. The second day goes through a step-by-step procedure to conduct a system inspection. It requires attendees to locate and identify all

parts of the system, assess their condition, and determine if they are operating properly. The inspection course is a prerequisite for the operation and maintenance course.

The O & M course concentrates on aerobic tanks, single-pass and recirculating media filters, and chlorination or ultraviolet light disinfection. Sessions also include maintenance of drip irriga-

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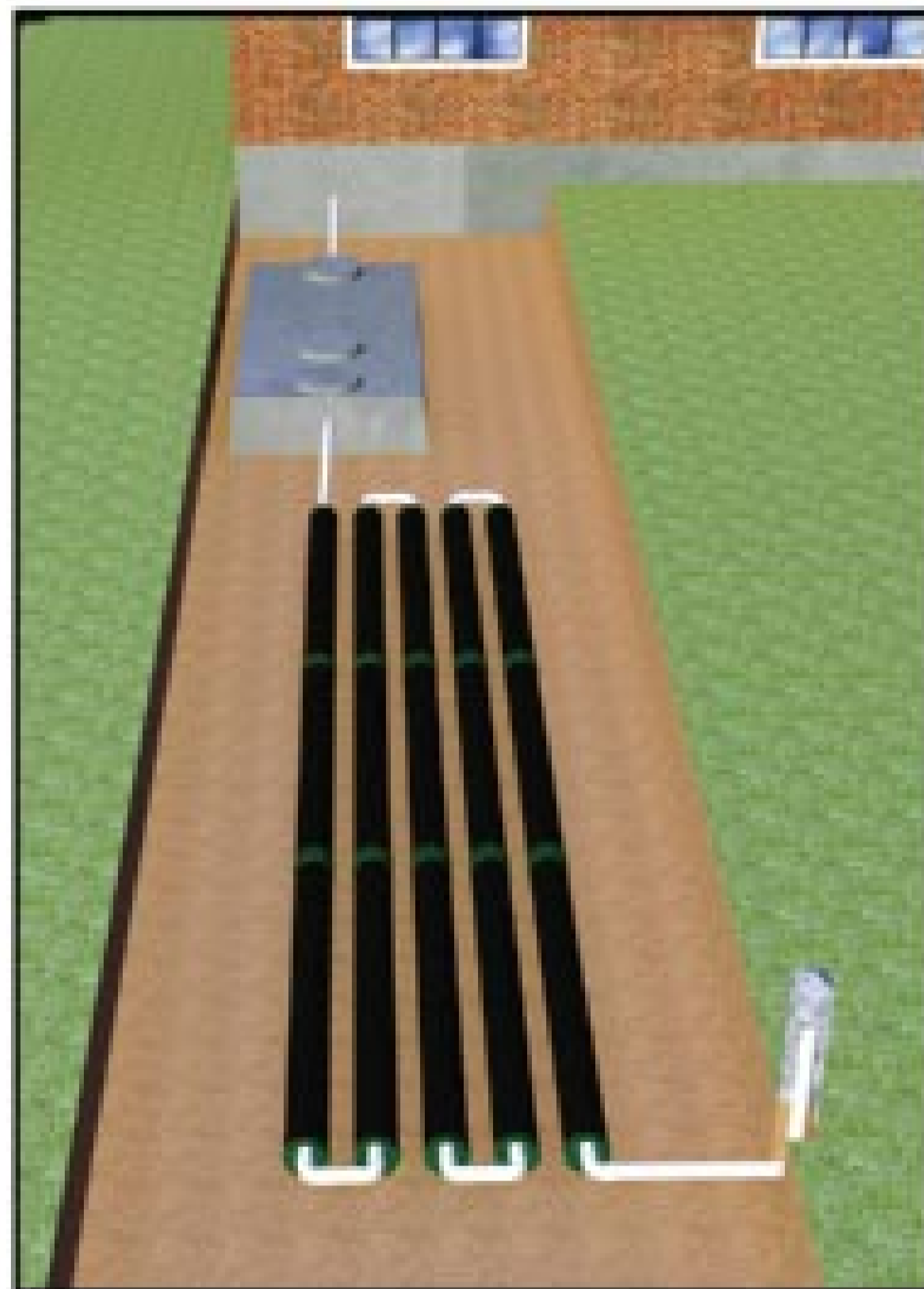




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tion systems and proper installation of pump stations. Both courses have field opportunities Tuesday morning and a written exam for NAWT certification.

NAWT's vacuum truck technician training course is for new owners and employees who operate vacuum trucks to clean septic tanks, aerobic treatment units, holding tanks or grease traps. It can also serve as a refresher course and overview for experienced operators. Training includes presentations, videos and hands-on exercises with a vacuum truck.

The course includes basic vacuum truck operation, materials to pump and avoid, reasons to manage these materials, pumps, basic science of vacuum and pressurization, truck equipment and components, drive and control mechanisms, basic and advanced pump-out skills and procedures, loading and unloading, safety and emergency response plans, customer interaction and education, manifests and reports, and government regulations. NAWT will list all certified service providers on its Web site: [www.nawt.org](http://www.nawt.org).

### **EDUCATION DAY**

NAWT has a full track of one-hour sessions during Education Day at the Pumper & Cleaner

Expo, Wednesday, March 2. The seminars focus on topics related to treating high-strength waste streams, and troubleshooting drip distribution systems and O & M problems.

Seminar titles and presenters for the 2011 Pumper & Cleaner Expo are: *So You Think You Want to Own a Waste Treatment Facility*, Tom Frank, Tim Frank Septic Tank Cleaning Co., Huntsburg, Ohio; *Grease as a Resource*, Tom Ferrero, executive director of NAWT; *Resource Recovery: Methane and Septage*, Kit Rosefield, Accredited Septic Monitoring, Mi Wuk Village, Calif.; *O & M Problems on Drip Distribution Systems*, Bruce Lesikar, Ph.D., P.E., Texas A & M University; and *O & M Problems with Media Filters*, Dave Gustafson, P.E., University of Minnesota.

### **INSTALLER COURSE**

On Thursday, March 3, COLE Publishing teams with us to offer the NAWT installer course at the Expo. Presented by Jim Anderson, Ph.D., and Dave Gustafson, P.E., from the University of Minnesota, the sessions will cover introduction and site evaluation, system sizing and basic design principles, pumping to systems, installing ATUs, installing for management and trou-

bleshooting systems.

Register for the Pumper & Cleaner Expo NAWT training courses using the form at the bottom of the preceding page or go to [www.nawt.org](http://www.nawt.org). The installer course is included in your Pumper & Cleaner Expo registration fee. NAWT courses are \$395 each for members and \$495 for nonmembers. The NAWT membership fee is \$150.

In addition to those courses, we sponsor training across the country by working with state associations and other industry-related groups. To bring a NAWT course to your area, call Tom Ferrero at 800/236-6298 or e-mail [info@nawt.org](mailto:info@nawt.org). Check [www.nawt.org](http://www.nawt.org) for the latest updates on our training programs and seminars. ■

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Jim Miller

## Walker Group Names Miller VP-Sales and Marketing

Jim Miller has been named vice president of sales and marketing for Walker Group Holdings and its transportation tank companies. Miller will integrate the sales and marketing efforts of WGH's seven transportation tank companies: Brenner, Bulk, Defense, Garsite, Progress, TST and Walker. As part of the reorganization, Thomas Ballon was appointed vice president of sales for the Brenner and Bulk product lines.

## Nature's Calling Acquires Fenn-Vac

Russ Perkins, owner of the portable restroom company Nature's Calling in Charleston, S.C., has acquired Fenn-Vac, the solid waste handling company which he helped start in 1983. Perkins sold his interest in Fenn-Vac in 1995 and later bought the Fenn-E-Let restroom business, which was renamed Nature's Calling. The deal was closed in July. Terms were not disclosed. Fenn-Vac has averaged between \$3 million and \$5 million in sales the past three years. Brian Wintjen is general manager for Nature's Calling and Fenn-Vac, Jeff Forslund is division manager and Mike Williams is operations manager.

## McKee Launches Explorer Line Web Site

McKee Technologies Inc. has launched a new Web site, [www.explorertrailers.com](http://www.explorertrailers.com), for its Explorer line of portable restroom products. The interactive site is designed to connect portable sanitation contractors with Explorer distributors. It also features detailed product information.



## Mi-T-M Launches Product Web Site

Mi-T-M Corp. has launched a new product Web site, [www.mitm.com](http://www.mitm.com), that enables users to search by product series, specification or model for any of the company's pressure washers, air compressors, portable generators, water treatment systems, wet/dry vacuums, jobsite boxes and portable heaters.

## SJE-Rhombus Hosts HD Supply, Snider

SJE-Rhombus hosted personnel from HD Supply in Statesville and Charlotte, N.C., and Snider Inc. for an educational course on control panel operation at its Detroit Lakes, Minn., facility in June.

## Wastequip Expands Leadership Team, Names Dealer

Wastequip has named Steve Svetik chief financial officer, Rusty Andrews chief information officer, Sherri Satterfield vice president of human resources, Shawn King vice president, marketing, and Amy Wright director of marketing communications. The company also named CES as a dealer for its Gailbreath brand of hoists in the Carolinas.

## Vanair Launches Web Site

Vanair has launched a new Web site, [www.vanair.com](http://www.vanair.com), for its All-in-One power systems, including the Air N Arc air compressor/generator/welder/battery booster power system. ■

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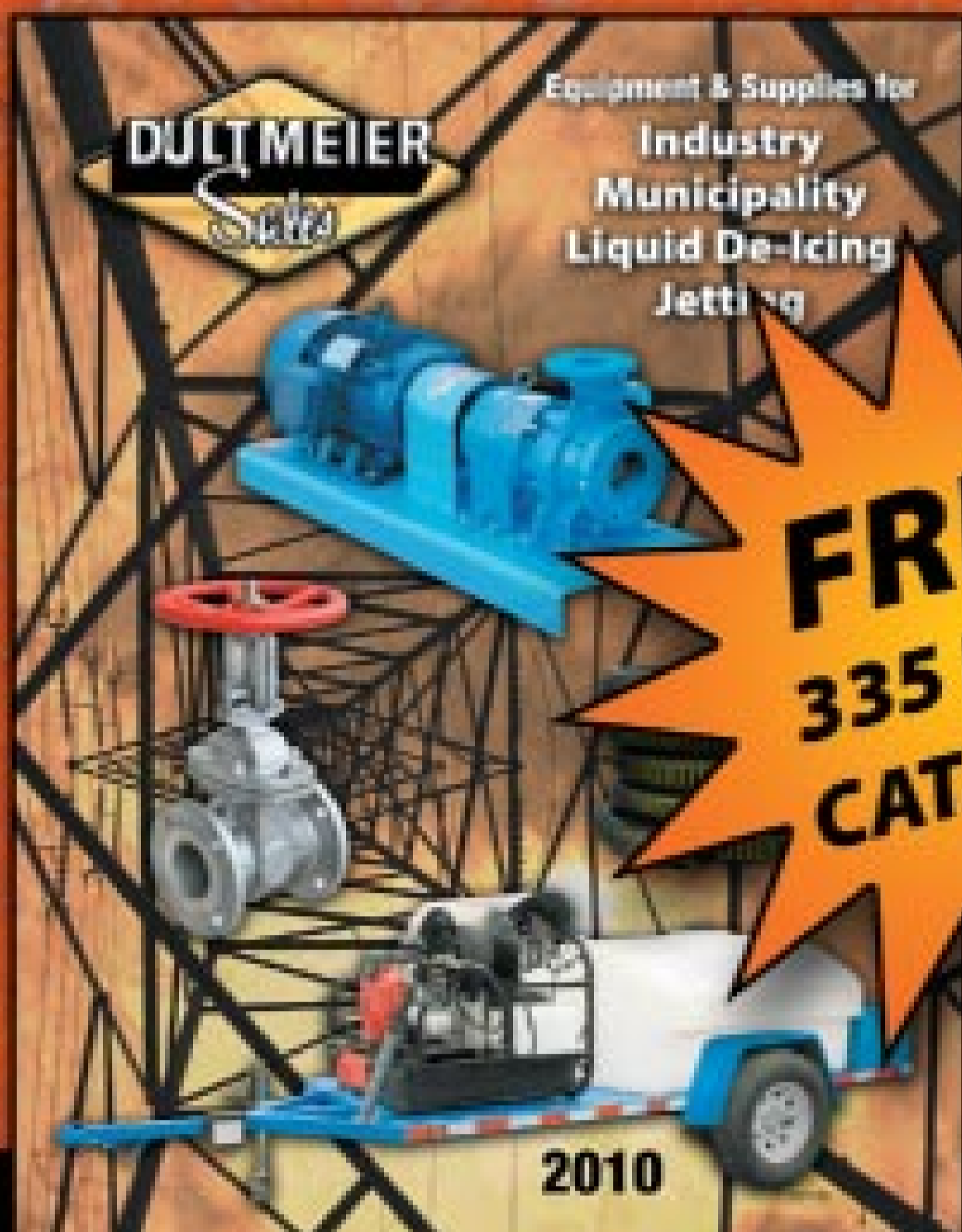


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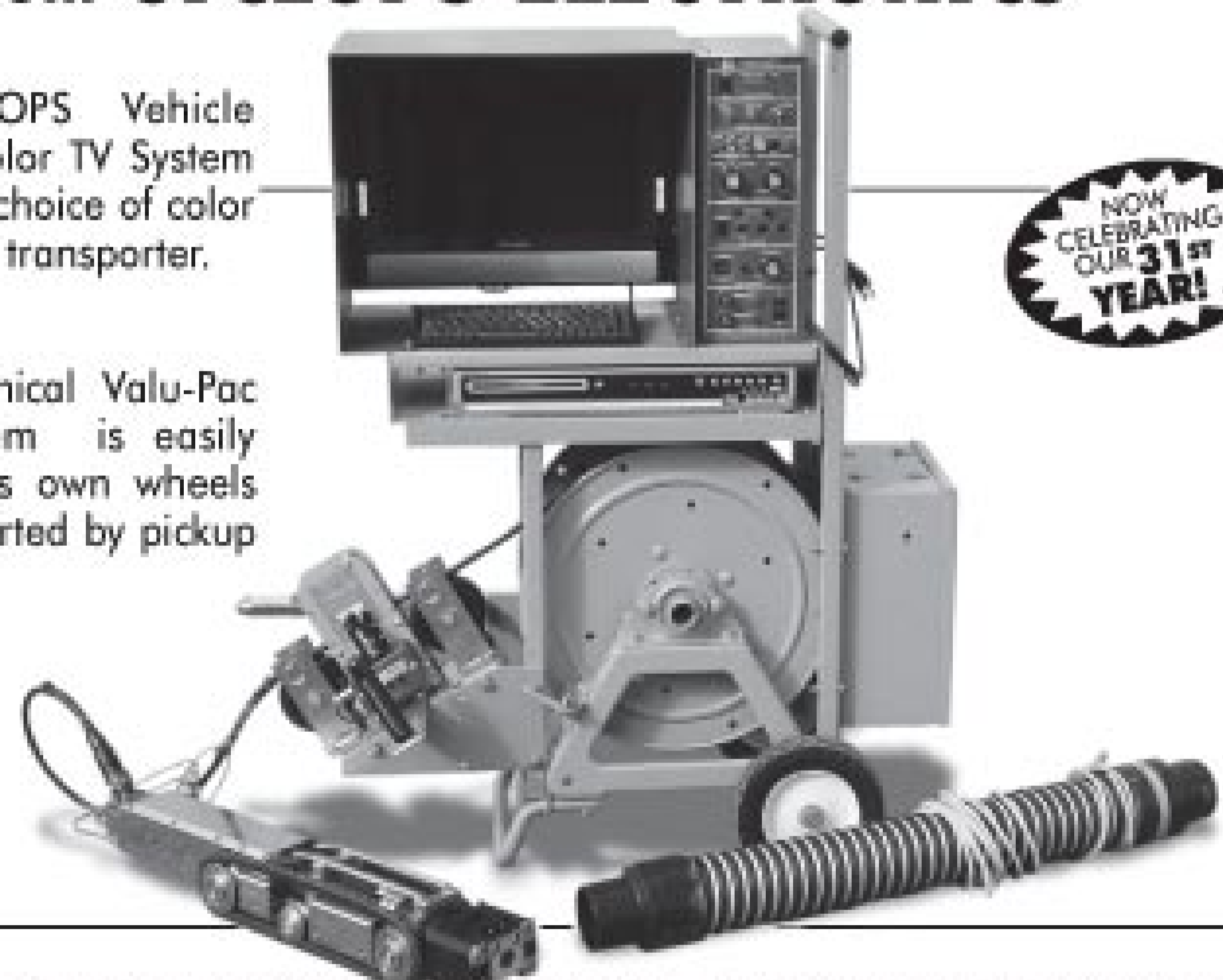
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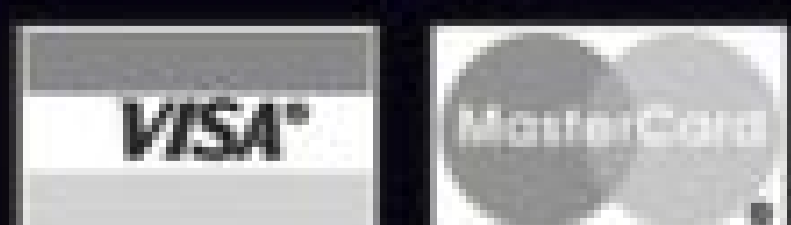
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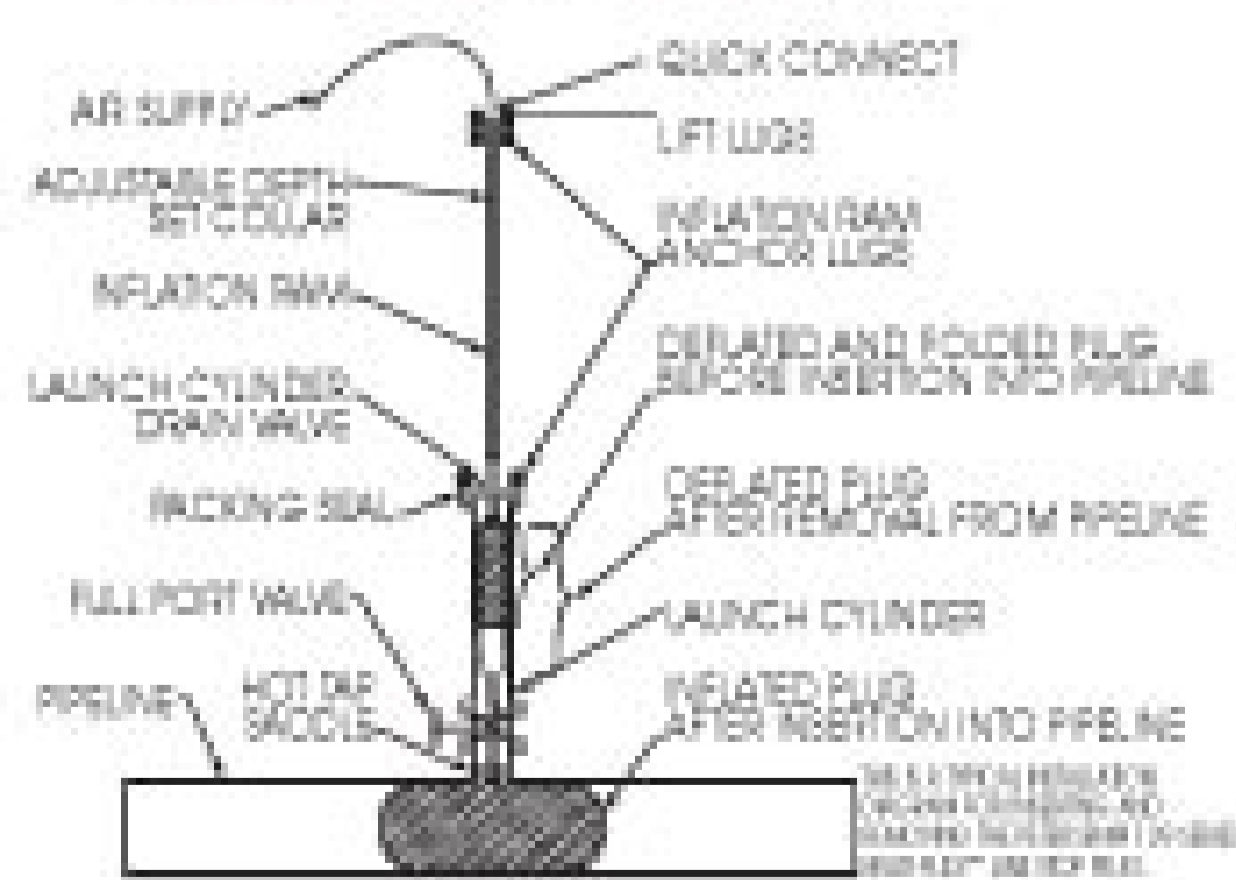


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"Previously, the suction hose connected on the back of the unit and the on/off controls were in the front, which made it difficult to work in the tight spaces where many grease traps seem to be located," says Robin Hendry, president and owner of Westmoor. "The hose rack and retractable electric cord reel makes it more convenient than carrying a hose and extension cord separately."

The maneuverable ProVac can service grease traps, remote portable restrooms and other sites where access is difficult for vacuum trucks and larger hoses. It's available in stainless steel or aluminum models, which weigh 325 and 250 pounds, respectively. The unit measures 24 inches wide, 50 inches long and 45 inches high and fits through standard building and cargo-van doors.

The unit's 35-cfm pump produces 16 inches Hg of operating vacuum, operating pressure of 5 psi and a pumping flow rate of

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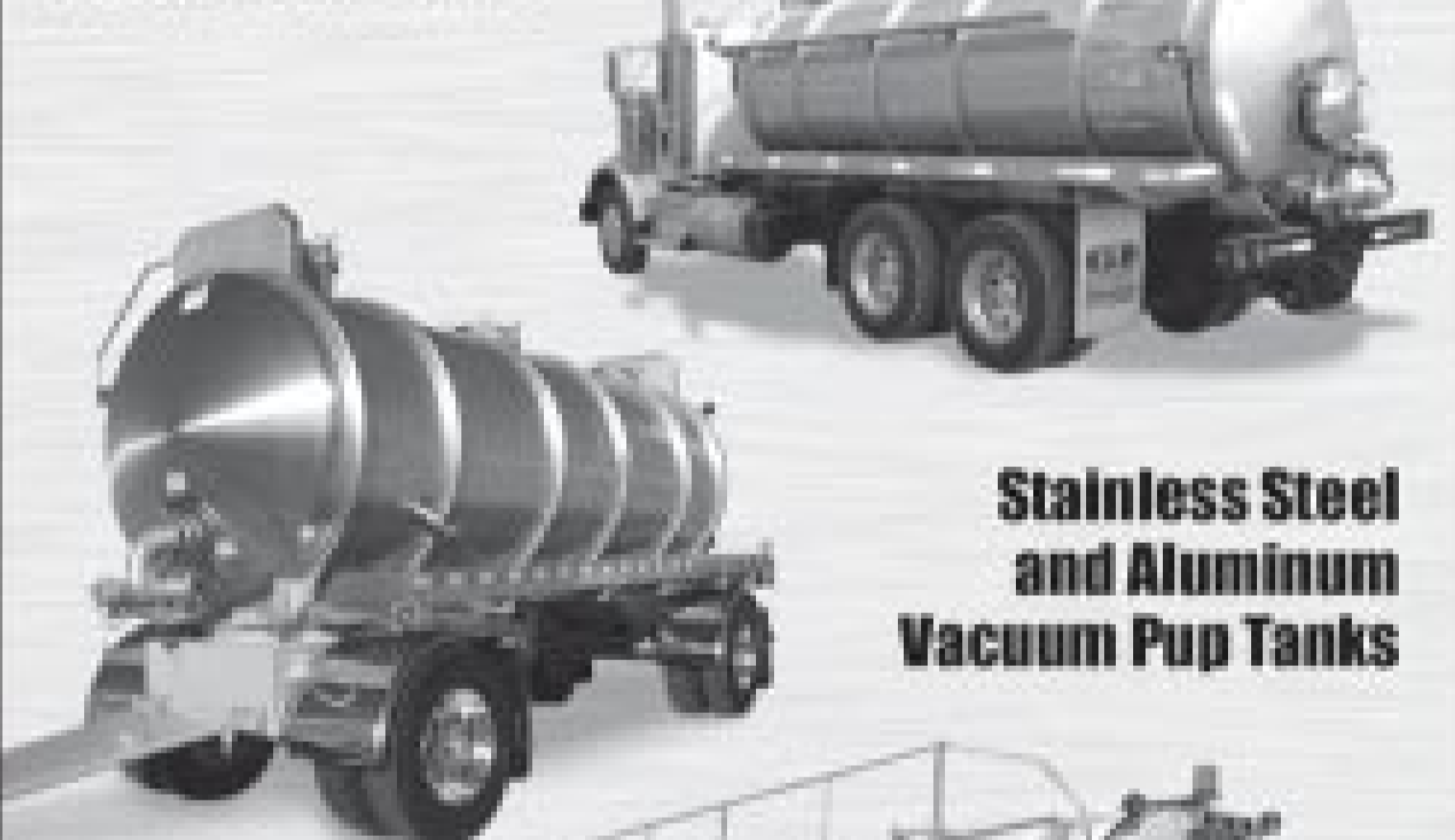
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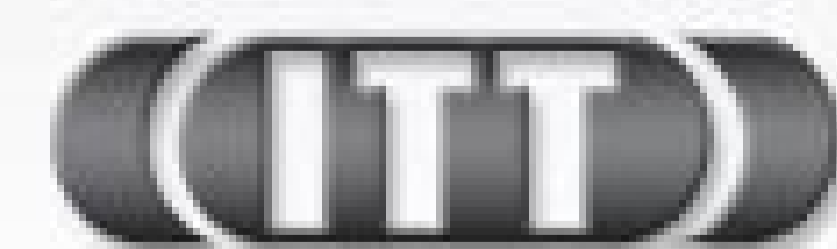
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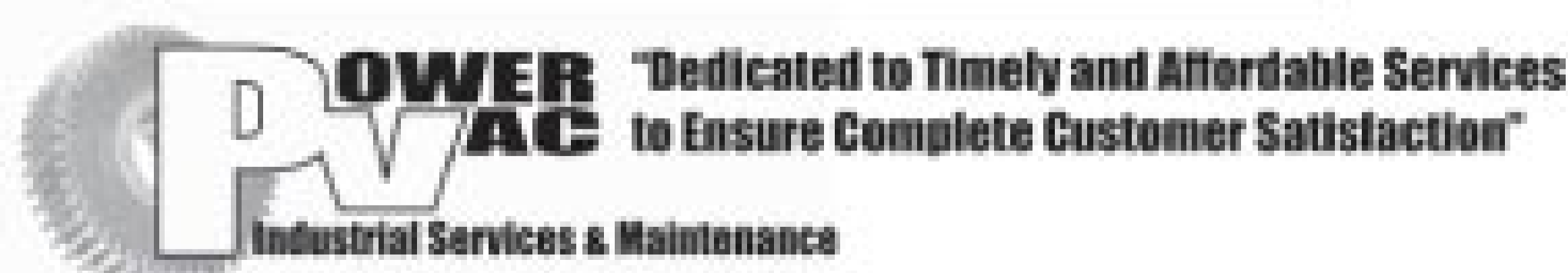
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2000 Chevrolet Vacuum Truck, Cat 3126 Diesel, Allison 3060 Auto Trans., A/B, A/C, 2,250 Gal. Vacuum Tank, Magnum Pump, 3 In. Intake Valve, 4 In. Discharge Valve, 14,635 Miles. Lot #2815633 - \$29,500

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By **Scottie Dayton**

## **WISCONSIN: WOWRA Pursues Partnership with Realtor Group**

The Wisconsin Onsite Water Recycling Association met with the Wisconsin Realtors Association to educate them about the Certified Private Onsite Wastewater Treatment System Evaluator Program and the need for uniform standards statewide.

The state onsite association developed its certification program four years ago to standardize onsite inspections. The goal of the meeting was to show Realtors the value of the program so that they and lenders would help create a demand for it. The state has 70 certified inspectors. For more information, call Ann Gryphan at 608/256-7757 or e-mail [agryphan@ekgmail.com](mailto:agryphan@ekgmail.com).

## **CALIFORNIA: COWA Accredited**

The California Department of Public Health has approved the California Onsite Wastewater Association as an Accrediting Agency for the Registered Environmental Health Specialists CEU program. The organization's Onsite Wastewater Treatment System Controls course and all other training provide required CEUs for health specialists. Call Evelyn Rosefield at 530/321-2207 or e-mail [cowaemail@gmail.com](mailto:cowaemail@gmail.com).

## **ALABAMA: Homeowners Use Pumping Vouchers**

"Get Pumped" septic tank workshops gave Shelby and Chilton County residents an opportunity to have their tanks pumped or onsite system repaired. To receive a \$250 service voucher, homeowners attended the one-hour workshop on how to maintain their systems. The money is part of a \$75,000 grant to improve water quality in a creek and surrounding watershed.

Participating service providers were not asked to limit fees, but most accepted the vouchers as full payment for a pump-out. The Calera Waste Treatment Plant supported the program by processing the septage.

## **INDIANA: Scholarship Winner Plans Wastewater Career**

Joseph Craven, a graduate of Rushville Consolidated High School, won the 2010-2011 Indiana Onsite Waste Water Professionals Association scholarship. He is attending Indiana University-Purdue University Indianapolis and plans to start his own business managing or designing wastewater treatment products. Craven has worked with his father, Richard Craven, of McCreary Concrete Products in Rushville since he was 14.

## **OREGON: Tank Seterioration Update Given**

The Oregon Onsite Wastewater Association newsletter had a follow-up article on septic tank deterioration. Robb Barnes of Kings Pumping in Dallas wrote that once the scum layer is formed, the only way out for gasses is through the top of the baffles. That is why deterioration concentrates on the corner of the lid directly above the outlet baffle top.

His installers carry glue in test caps that they lay on top of the 4-inch PVC or ABS outlet baffles. "We don't glue them in to retain access

to the outlet line should it require jetting, but we hope to stop gases from escaping to the top of the tank," he says. "When we install a replacement baffle with the Polylok drive-in insert, we also install a gas baffle at the bottom of the replacement baffle." Read the entire letter and view the illustrations at [www.o2wa.org/pages/news.php](http://www.o2wa.org/pages/news.php).

## **TEXAS: Fewer Aerobic Systems Showing Chlorine**

Reports from Texas Onsite Wastewater Association maintenance providers to the Brazos County Health Department showed that almost 40 percent of the area's 6,000 aerobic onsite systems had no chlorine in the recycled irrigation water. That number is up 20 percent from two years ago. Technicians check the chlorine level discharging through the sprinklers three times per year.

## **MISSOURI: New Instructions Given For Pharmaceutical Disposal**

Janet Murray, president of the Missouri Smallflows Organization, states in the group's newsletter that people can properly dispose of pharmaceuticals at home if communities have no drop-off points. Simply empty the medications into a plastic container such as a coffee can, add 12 ounces of Coca-Cola, and allow the acid in the soda to dissolve the capsules for an hour or more. Once everything is well dissolved, add coffee grounds or cat litter to absorb the moisture. Screw the lid onto the container and seal it with duct tape. Place the can in the garbage on collection day.

## *Training* & Education

### **NESC Publications**

National Environmental Services Center publications *On Tap*, *Small Flows* and *Pipeline* are available only in PDF format at [www.nesc.wvu.edu](http://www.nesc.wvu.edu). To receive postings of new issues, sign up at [www.nesc.wvu.edu/listserv/cfm](http://www.nesc.wvu.edu/listserv/cfm).

### **NAWT**

The National Association of Wastewater Transporters has these sessions:

- Nov. 11-12 – Operation and Maintenance, Mill Valley, Calif.
- Dec. 2-3 – Installer Training, Sonora, Calif.

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

### **Alabama**

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

- 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 is 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



## Calendar

### 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, Mo. Call 800/966-2942 or visit [www.nowra.org](http://www.nowra.org).

Call Kitt Farrell-Poe at 520/621-7221 or e-mail [kittfp@ag.arizona.edu](mailto:kittfp@ag.arizona.edu).

## Iowa

The Iowa Onsite Waste Water Association has the CIOWTS Installation Overview and NEHA credentialing exam on 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).

## Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- Nov. 9-10 – High-Strength Waste, Branson
  - Nov. 16 – Selling System to the Site, Camdenton
  - Nov. 17 – Profitable Business, Camdenton
  - Dec. 7 – Selling System to the Site, St. Clair
  - Dec. 8 – Profitable Business, St. Clair
  - Dec. 14 – Pumps, Panels, and Electrical, El Dorado Springs
  - Dec. 15 – Drainfields and Water Management, El Dorado Springs
- 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:

- Nov. 4 – Rhode Island Designer Examination Preparation
  - Nov. 18 – AutoCALCS: Automated Bottomless Sand Filter Sizing, Pump Calcs, and Support Material
  - Dec. 2 – Rhode Island Regulatory Setbacks and Buffers
  - Dec. 9 – Nitrogen in the Environment and Onsite Wastewater Systems
  - Dec. 14 – Designing Nitrogen Removal Technologies
- Call 401/874-5950 or visit [www.uri.edu/ce/wq](http://www.uri.edu/ce/wq).

## North Carolina

The North Carolina Pumper Group and Portable Toilet Group are holding the mandatory annual four-hour septage management training seminar on Dec. 11 in Raleigh. The 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).

The North Carolina Septic Tank Association is offering the Installers and Inspectors course on Nov. 11-12 in Hickory. Call 336/416-3564 or visit [www.ncsta.net](http://www.ncsta.net).

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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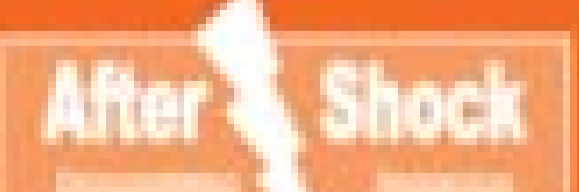
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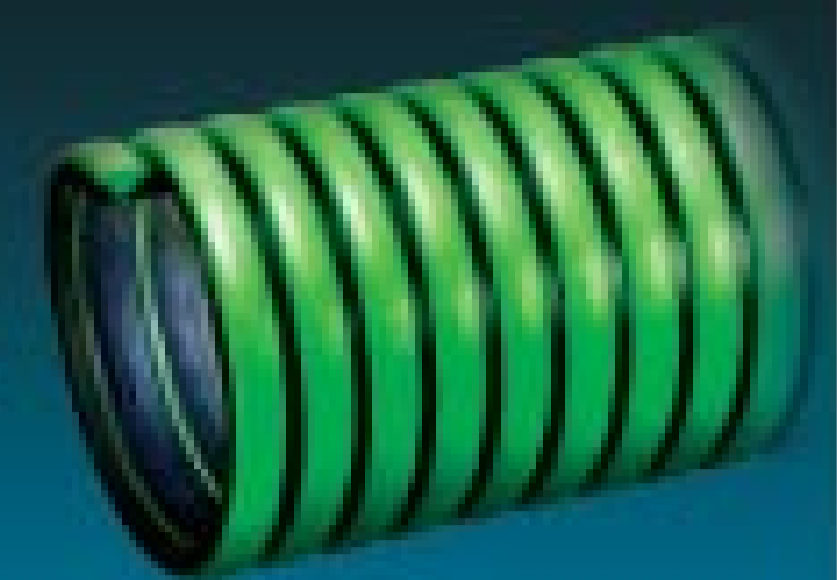
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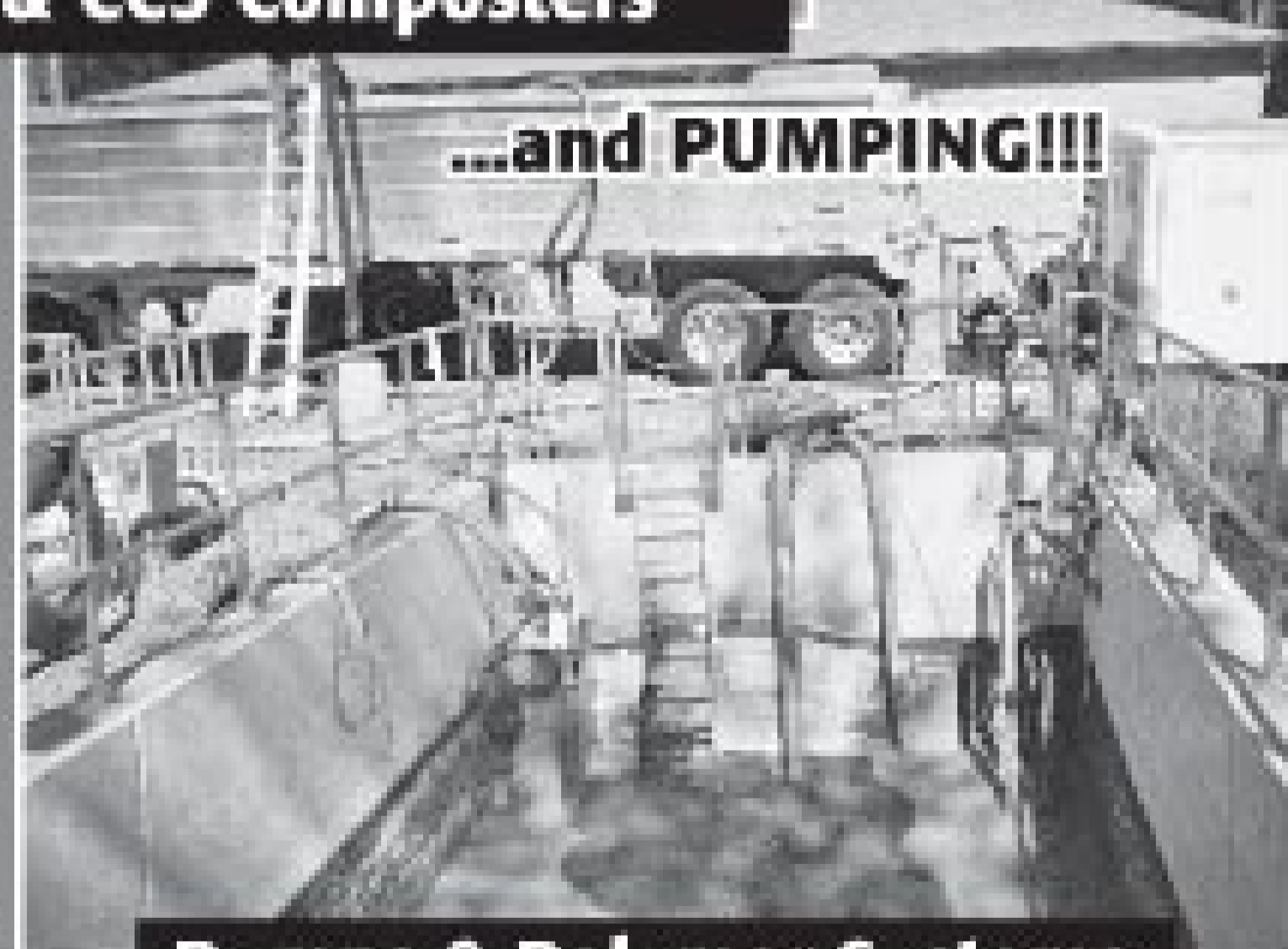
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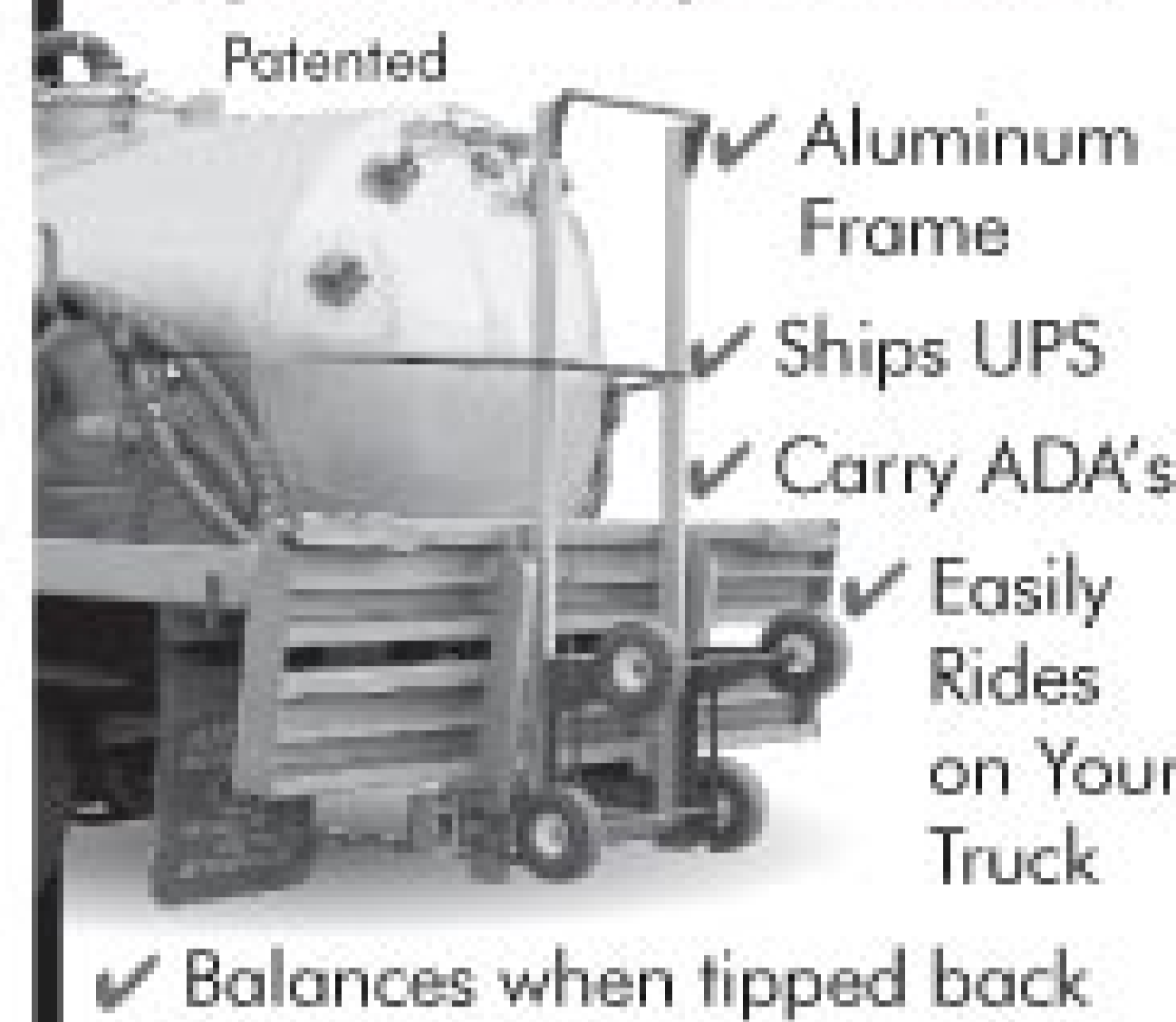
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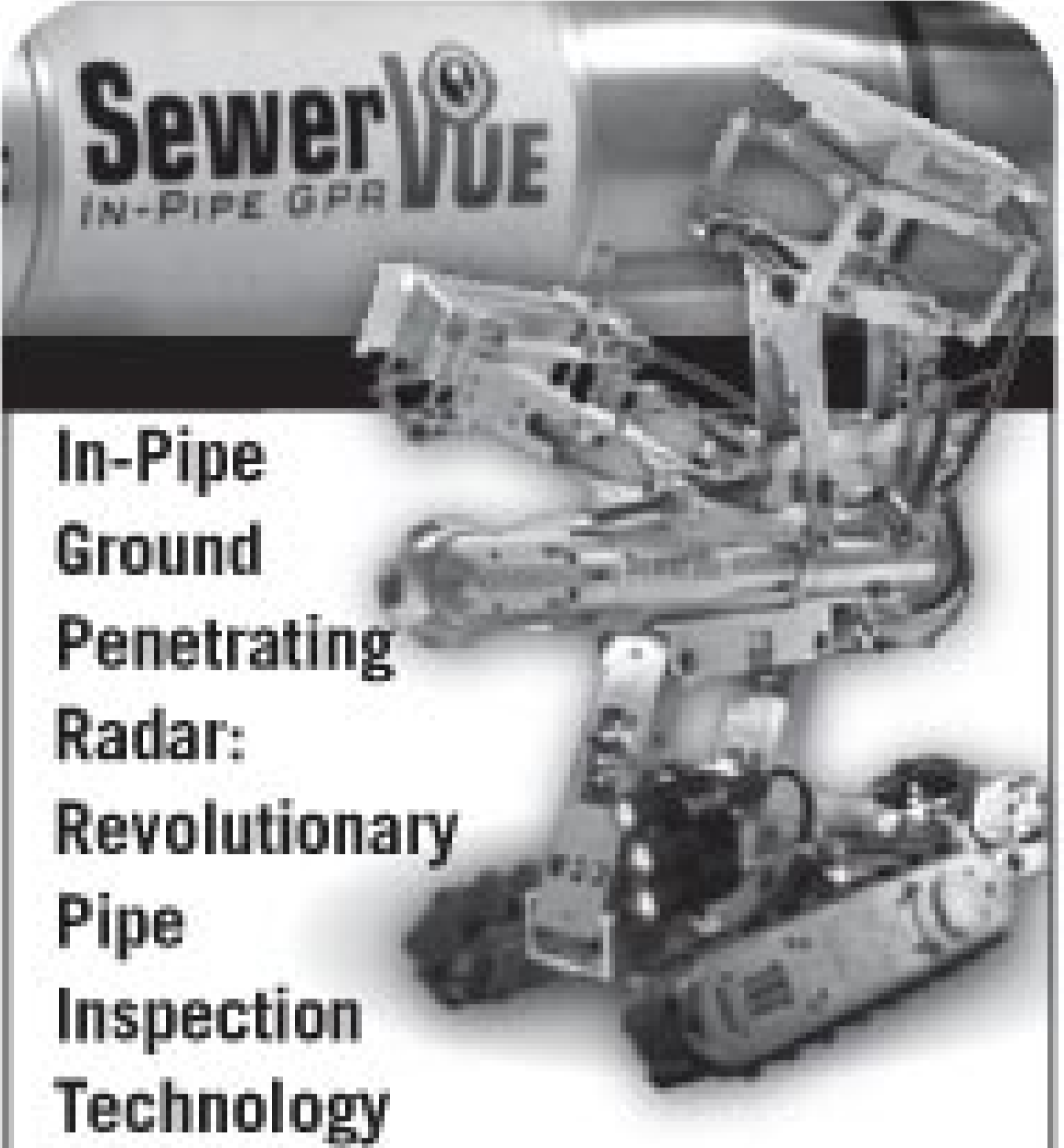


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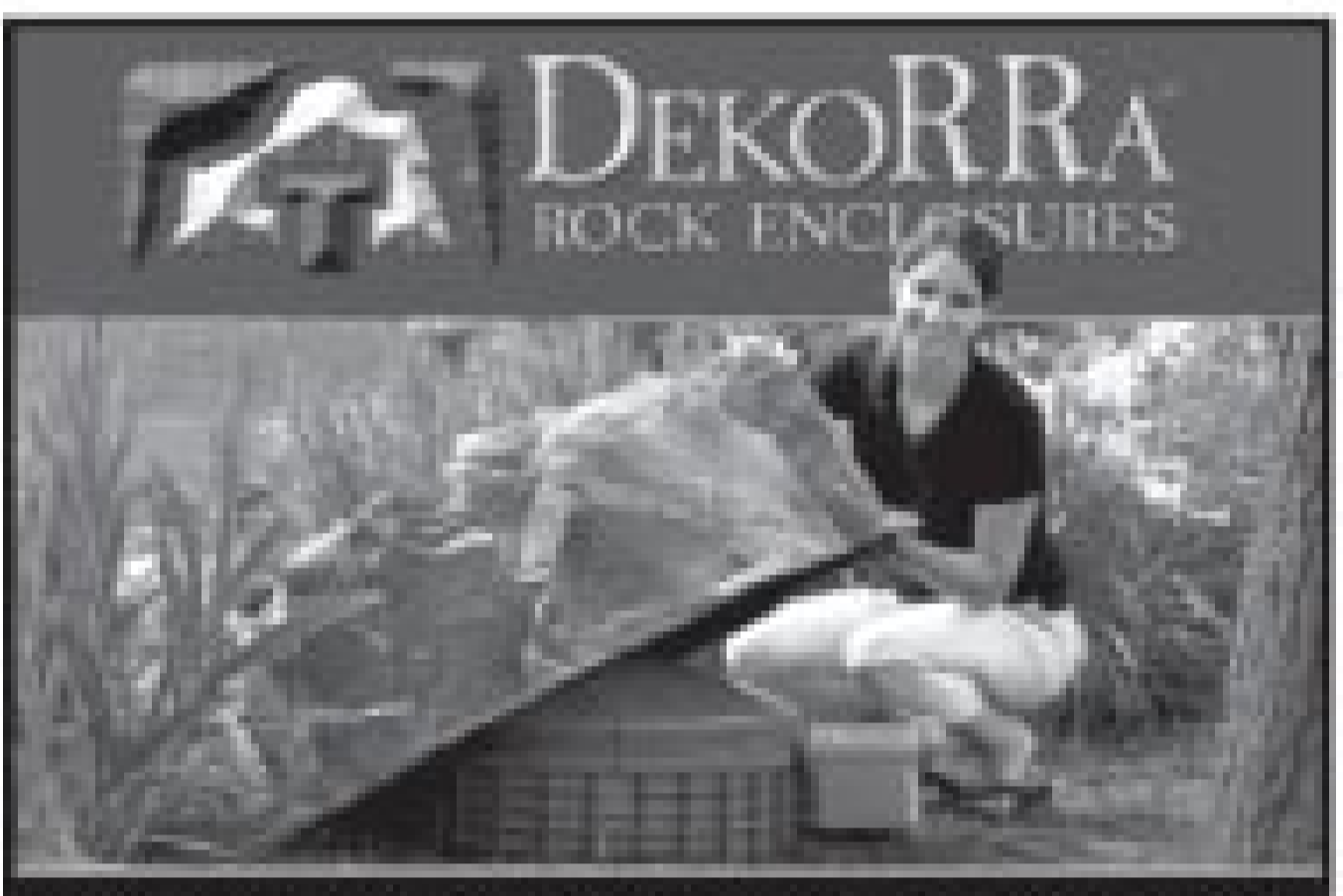


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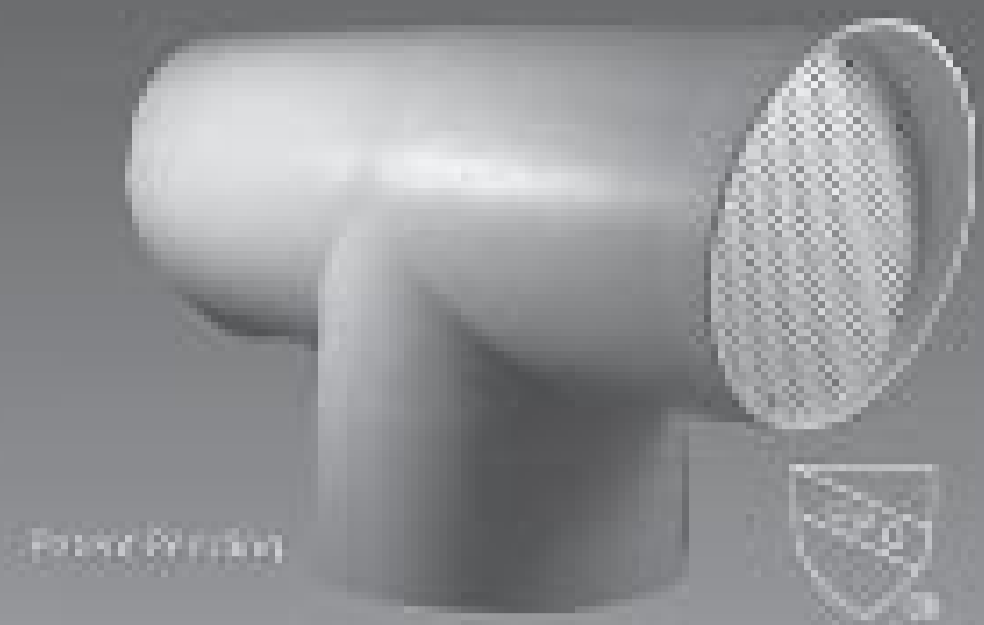
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# TRUCK STOP



October



**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



**2004 Isuzu Work Mate:** 650 waste, 300 fresh, Masport DC pump, 4-place toilet carrier with lift. Excellent condition, ready to work. Part trade for slide-in unit. West Coast.....\$23,500  
**360-414-8161** P10



**2005 F450:** 8-month-old Abernethy unit, 500/200, good rubber, nice truck, cold air. ....\$27,500 Firm  
**304-416-3238 WV** P10



**1999 International 4900:** Keith Huber unit, 2200/300, rebuilt engine less than 1,000 miles, with jetter and hydraulic dump. Excellent condition.....\$39,500  
**251-479-2221 AL** P10



**1985 Mack MR:** 3400 gal. tank, 100 gal. fresh water, full hoist, full opening rear door, good tires and brakes, all hoses included, ready to work. Extra new PB 8 pump included (\$4,000 value). \$22,000  
**630-562-2288** P10



**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](http://www.pumpertrucksales.com) P8M



**2005 Ford F550 Super Duty Diesel Flatbed:** 8-unit stainless steel bed, white/grey, automatic trans., low miles. ....\$21,000  
**1-800-634-2085 NY** P10



**1999 Freightliner 120:** 18-spd., Cat 3406E, 600 hp, 3-stage Jake, new 3600 gal. tank, new R260 Jurop hydraulic drive pump. Delivery available in the USA. ....\$45,000  
**For more info:**  
[www.JEagleTanks.com](http://www.JEagleTanks.com)  
**or call Jerry at 800-721-2774**  
**or 239-656-2774** P10



**2003 Ford F550:** 2WD, auto, Satellite 600 waste/300 fresh, Conde pump, 6L diesel, fresh water pump, portable toilet carrier. Used in daily operation. 250K miles.....\$17,000  
**417-623-4818** P10



**2001 International 4900 DT 466:** 280 hp, 9-spd. trans., Hendrickson susp., 3600 gal. tank with Jurop R260 vac pump, 4" load line, 6" discharge, built in 2008. ....\$45,000  
**318-349-9106 LA** P10



**2005 Sterling L70 Vector/Combo:** Good condition, 37,615 miles.  
.....Asking \$135,000 OBO  
**Please email**  
[skozlowski@nationalvacuum.com](mailto:skozlowski@nationalvacuum.com) P10



**1987 GMC C70:** 2200 gal. tank, 383 gas with 6000 miles, 5+2, air brakes, PTO driven Jurop PN 58, 230 cfm vacuum/pressure. ....\$17,000  
**Mike 435-225-3333 Utah** P10



**2001 Kenworth T300 Cat:** 8-spd., heated valves, Masport pump, new Pik Rite tank, 2300 gal. Durabrite rims, 145,000 miles. ....Asking \$56,000  
**518-774-4960** P11



**2001 International 267 Vector Combo Jetter:** Good condition, 9036 hrs./50,861 miles. ....Asking \$85,000 OBO  
**Please email**  
[skozlowski@nationalvacuum.com](mailto:skozlowski@nationalvacuum.com) P10



**2003 Mack CH:** E-7 330 hp, 10-spd., low miles, new 4000 gal. tank, new Jurop LC420, new accessories, aluminum wheels, ready to go! .....\$65,000  
[www.nationaltruckcenter.com](http://www.nationaltruckcenter.com)  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P10



**1997 Camel MCB on GMC C8500:** 10-yd. debris body, 500 gallon water tank, hydraulic extendable boom, catch basin gun with reel, Cat 3116 250 hp diesel engine, tandem axle. (Stk. 1659)  
**Call Joe Donlon @ 312-208-6373** P10

# Pumper see photos in COLOR at [www.pumper.com](http://www.pumper.com)

# TRUCK STOP



*October*



**1993 International 9200:** 3500 gal. tank. Truck is in good condition, ready to work. ....\$16,900  
**Joey @ 205-631-8073**  
**or 205-789-9736 AL** P10



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



**1999 Freightliner FL70:** Non-CDL, 2000 gal. vacuum tank and Jurop MN84 - new in 2008. Very good condition. ..\$29,000  
**703-424-8126 or 703-239-2011** P10



**2000 Freightliner FL70:** 6-spd. trans., air brakes, 300K miles, 2100 gal. tank, AC, working daily, Cummins diesel, Moro pump, alum. diamond plate tool box. ....Was \$34,000 - Now \$24,000  
**269-362-2588** P10



**1999 Kenworth T300 Pumper Truck:** New aluminum 2700 gal. tank, tires and pump in 2007. 327,423 miles, 6-spd., EXCELLENT condition. ....\$42,000 OBO  
**352-249-7289** P10



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**800-520-4704** PBM



**2007 Peterbilt 340:** Presvac 3600 gal. alum. vacuum tank, Masport HXL400WV pump pkg. + 3 heat jackets, built by Vacuum Sales, 14,086 miles. Current price new \$142,560.....Asking Only \$115,000  
**Norm 586-604-2034 MI** P10



**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. ....\$112,000  
**[www.nationaltruckcenter.com](http://www.nationaltruckcenter.com)**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P10



**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



**2004 Sterling:** 430 hp, 10-spd. trans., Jake, AC, cruise, new 3500 gal. tank and vac pump, new paint and tires. This is a beautiful truck. ....\$59,500  
**740-820-5520** P10



**2004 Ford F550:** 2WD, auto, Lely tank 700 waste/300 fresh, Masport pump, 6L diesel, dual side service, fresh water pump, portable toilet carrier. Used in daily operation. 190K miles. ....\$19,000  
**417-623-4818** P10



**2008 Ford F-550:** 6.4 diesel, 325 hp, auto trans., 120K miles, 2-yr. warranty on new motor, 19K GVW, 950 waste/300 fresh, Masport HXL-4 pump, Chelsea PTO, 2-toilet rack, 3' side dump, 30' 2" hose. ....\$42,500  
**Steve 618-922-2338 IL** P10



**2004 Vactor 2115 on International 7400 Chassis:** 15-yd. debris body, 1,300 gal. water, 80 gpm @ 2500 psi, 2-stage fan, accumulator, winter recirc., 8' telescopic boom, rotating hose reel. (Stk. 1652)  
**Call Joe Donlon @ 312-208-6373** P10



**1991 Freightliner:** 350 hp Cummins, 9-spd. trans., AC, 3500 gal. tank and Jurop R260 vac pump, less than 1 yr. old. Truck runs and works great; used every day. ....\$26,500  
**740-820-5520** P10



**2007 Peterbilt 379:** Cummins ISX 500 hp, 10-spd., Jake brake, certified 20K front axle, 20K tag axle, new 5000 gal. tank, new Jurop LC420 liquid-cooled pump. ....\$125,000  
**[www.nationaltruckcenter.com](http://www.nationaltruckcenter.com)**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P10



**1998 International 4700 W/466E:** Allison auto. trans., air brakes, A/C, new tires, batteries. Satellite 750 waste, 350 fresh w/dual cabinets and catwalk, Masport M2. Under CDL. Real nice condition. ....\$22,500  
**Mike @ 303-478-4796**  
**or JR @ 720-253-8014**  
**[www.pumpertrucksales.com](http://www.pumpertrucksales.com)** PBM

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# TRUCK STOP



October



**2003 International 8100:** Cat C-10, 350 hp, 10-spd., 367K miles, new 4000 gal. US tank, new Juropl 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** P10



**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



**1993 International 4900 DT 466:** 250 hp, 33,000 GVW, 6+1 trans, new motor 80,000 miles, 2,350 gallon tank, Juropl R260 pump, cab repainted, new tires. Great starter truck. ....\$35,000  
**770-898-3761 - Georgia** P11



**1999 Freightliner Century Class:** 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  
**541-672-8709 OR** P10



**1995 International 9200:** 3000 gal. tank, 10-spd., new clutch, good condition, used daily. ....\$17,900  
**Joey @ 205-631-8073**  
**or 205-789-9736 AL** P10



**2000 Freightliner FL70:** 33,000 GVW, 3126 Cat, 230 hp, 6-spd. Fuller trans., air, cruise, 140,023 miles, new 2300 gal. tank, new Juropl PN84 pump.....\$38,900  
**Central Wisconsin Body & Hoist Inc.**  
**Jason Wendell 877-355-2924** P11



**2003 Ford 550 with Satellite Tank:** Truck looks and runs great. New pump in 2010, new paint in 2009. 600 waste/300 fresh with washdown, 190,000 miles. ....\$17,000 OBO  
**315-247-0582 NY** P11



**2002 Freightliner FL-70:** 166K miles, new 2200 gal. US tank, new Juropl 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** P10



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



**2006 Peterbilt 379:** 442K miles, 5000 gal. heavy duty tank, new Juropl LC420 pump. This truck must be seen! Looks like new! Call for more info. ....\$112,000  
[www.nationaltruckcenter.com](http://www.nationaltruckcenter.com)  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P10



**TWO FOR ONE SPECIAL!** 1991 Ford LN8000, 1986 Ford LN8000 Vactor jet rodder. Both need minor repairs. ....\$30,000  
**260-489-6021 IN** P11



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**800-379-5977** P10



**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** P10



**1997 Freightliner Vacuum Truck:** 3500 gal. Transway tank, 277,000 miles, Cummins diesel engine, 8LL transmission. ....\$35,000 OBO  
**Diana Macken 716-912-0574 NY** P10



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**603-428-3351** P10



**2006 International 4200:** 64,000 miles, International 215 hp engine, Allison automatic 5-speed, 33,000 GVW, new Progress 2800 gal. aluminum tank with Juropl R260 pump. ....Asking \$55,000  
**318-349-9106 LA** P10



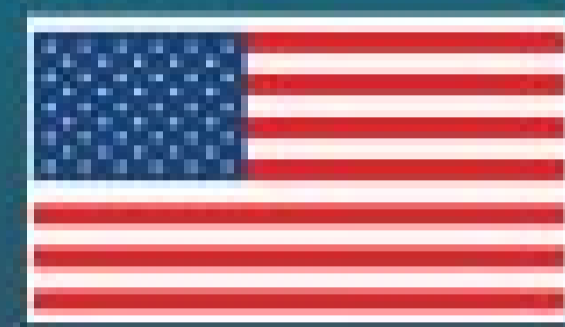
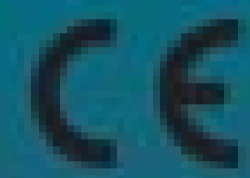
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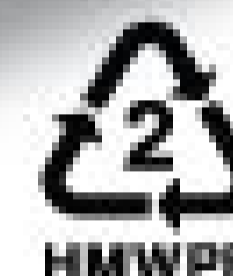
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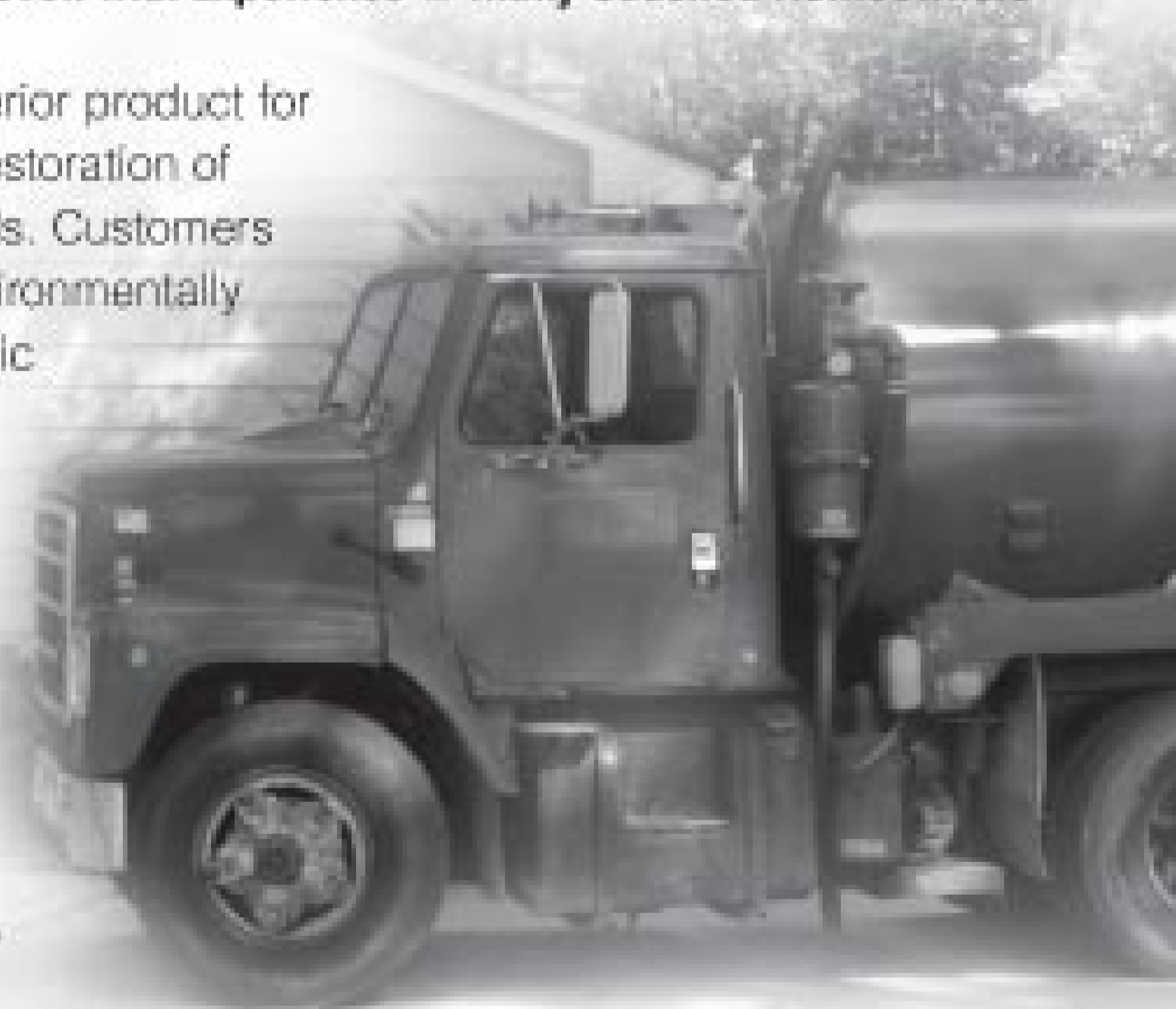
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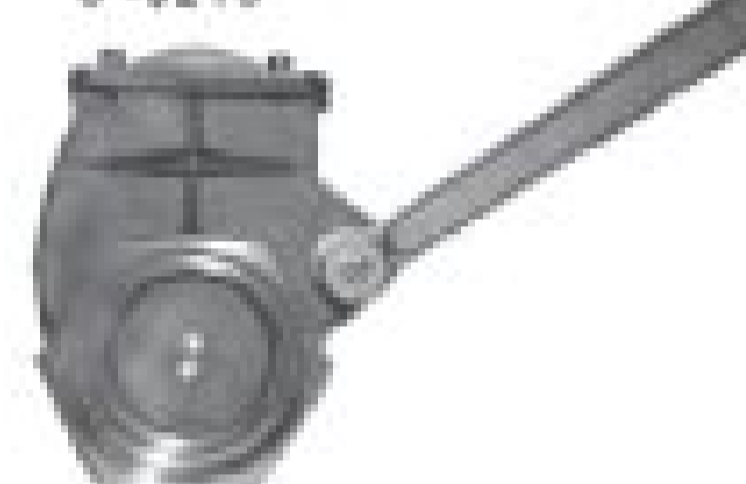


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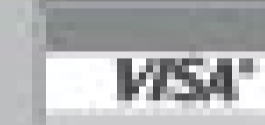
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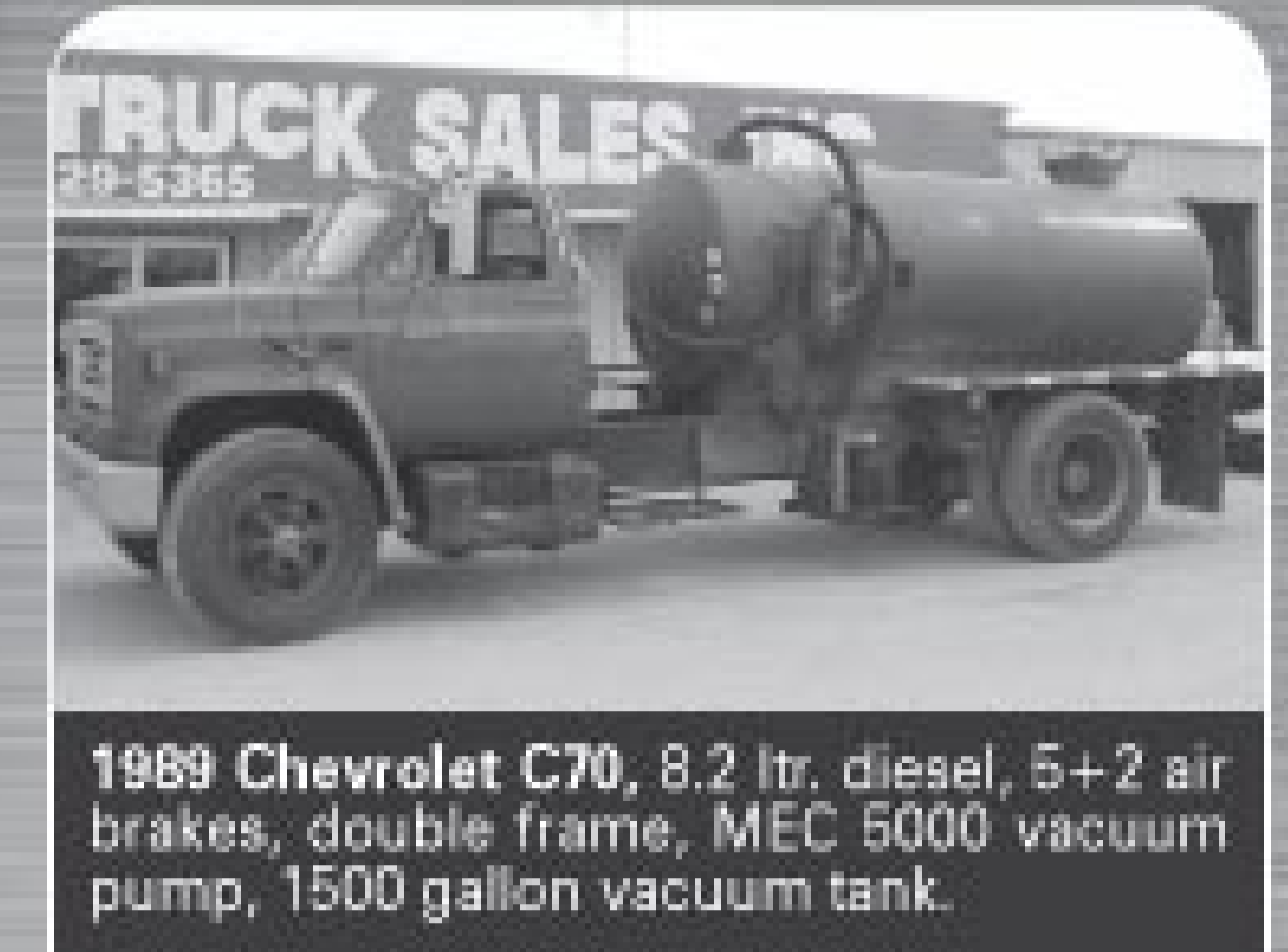
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(P10)

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## BUSINESSES

**Florida Plumbing & Sewer Business For Sale.** Established in 1969, owner is moving on. Nearly 8,000 customers in database including some contracted. Business grosses in excess of \$1 million. Extensive equipment including septic, Guzzler and Safe Jet trucks. Equipment has been featured in Cleaner magazine. Asking price is \$649,000. Make an offer. 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.**

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(PBM)

## BUSINESSES

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(PBM)

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

**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)

MOVING TO FLORIDA? Would you like to start a septic and sewer cleaning business? I have license - will sponsor. For more information call Larry at 931-277-5541 or 931-248-1284. (CP10)

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## BUSINESSES

**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)

4-year-old business in North Idaho/Eastern Washington. Locally owned/operated. 162 units, sinks, trailer, 2001 3/4 Dodge Cummins with Erickson tank 270/100. Extra Best tank 300/100 1600 gal. septic/transfer truck, chemicals. Everything goes. Asking \$180,000. 208-818-9805. (P10)

**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)

1992 established Port-A-John business in South Texas for sale, \$175K; Last year's rental \$120K; annual & seasonal contracts included. Also included are 2006 F-450 diesel, 500/300 self-contained unit, 80 porta potties, 5 holding tanks, and 18' trailer. 830-334-4388. (P10)

**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](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)

## BUSINESSES

**North Carolina Septic and Installation Business for Sale.** Showing good growth over the past 3 years. Includes all equipment to operate, extensive customer list, and owner is willing to train if necessary. Asking \$110,000. E-mail [jeffb@colepublishing.com](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)

**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 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)

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

(PBM)

**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)

## BUSINESSES

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

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)

**New Jersey VIP Restroom/Portable Toilet Business For Sale.** Servicing Metro Philadelphia and Southwest New Jersey with VIP restroom trailers and portables. Many late model assets including 2 nice service trucks, 1 back-up service truck, pick-up truck, 4 VIP restroom trailers, nearly 300 restrooms, sinks, holding tanks, slide-in unit, 2 forklifts, and more. Assets worth over \$300,000 - priced to sell at \$399,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. A B2 Business Brokerage Listing - www.BTwo.biz. (PBM)

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

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## BUSINESSES

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22-yard dewatering box w/steel rolling tops. Does not include filter media or polymer injection system. Asking \$23,000. 770-917-0377 GA. (P10)

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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. (P10)

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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. (P10)

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

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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)

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

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**WHY BUY NEW?!** Standard Equipment Company sells and rents used and reconditioned combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. **www.standardequipment.com** or call Joe, 312-706-9678. (P10)

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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)

**WHY BUY NEW?!** Standard Equipment Company sells and rents used and reconditioned combination sewer cleaners, jetter trucks and trailers, catch basin cleaners and hydroexcavators. www.standardequipment.com or call Joe, 312-706-9678. (P10)

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

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

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35 2-yr.-old Five Peaks units, excellent condition. \$350 each. Shipping available. 402-217-1118. (P10)

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)

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

New, used for only one event. FIVE PEAKS, green, purple, yellow, rwb, teal. Also 80 SENERGYS. \$350.00 pr; 10-4 station sinks \$75.00 pr. 608-835-3459. (P11)

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## PORTABLE RESTROOMS

16 Armal Starlight Units. Beige with gray front. NEVER USED! \$250 each or \$3,600 for the lot. SE South Carolina. 843-338-1826. (P12)

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)

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3 Decons. McKee portable toilet transport trailers, 3-12 pack; 2-6 pack. American Engineering 828 Tonto and 814 Royale. 315-437-1291. (P10)

32 foot Portable Trailer with mens & womens restrooms. Used only once. Call/email for more details. Asking \$7,000 OBO. 218-348-2898; tanskisridgeview@hotmail.com. (P10)

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. (P10)

## PORTABLE RESTROOM TRAILERS

2007 JAG Portalisa. 1 womens and 1 mens stall. Perfect size for weddings and smaller events. Seldom used. \$10,000. Chris 218-343-0108. (P10)

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)

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

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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)

1999 Chevy 3500HD, 454 gas engine. 300 gal. waste, 200 gal. fresh water, Richmac tank. 130,000 miles on truck. Everything works on this animal. We purchased a new truck this year and don't use this one any more. \$6,500. Call Wade 920-573-3646 WI. (P11)

2006 F-550 Pumper Truck, 6 liter diesel, A/T, 950 gallons waste, 330 gallons freshwater, Masport pump, great condition, 112,200 miles. \$30,000. For more details call 1-866-686-3603. (P10)

2000 F450 Satellite toilet truck, auto, diesel, 600 waste/250 water, 2-toilet carrier. \$6,500. Will separate. 845-863-6080 NY. (P10)

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. (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)

2003 F550, diesel, auto, AC, Satellite 2-toilet carrier, 650 waste/300 water. \$7,500. Will separate. 845-863-6080 NY. (P10)

## 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)

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. Location Phoenix, AZ and Las Vegas, NV. \$30,000. 208-362-3193. (P10)

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, (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)

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)

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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)

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2006 Ford F550 XL 2WD Diesel, 139,000 miles Runs and works daily. 1250 gallon Progress aluminum tank. Dual service sides. All hoses and washdown. Burks D/C 10 1000 PSI pressure washer with metal hose reel. Masport HXL4 pump with diesel pump wash system. 400 gal fresh. 4" dump w/2 unit toilet rack. \$35,000. 864-554-1519 or boggero@greenwood.net. (P10)

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

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The company is the sales arm of a European manufacturer of sewer cleaning tools in the heavy duty range with very special application know-how. To grow our US sales team we look for: Manager/Salesmanager SME Environmental Products for Contractors/Public Works. The task: • selling heavy duty equipment to distributors and municipalities/public works; • active SME management role (working manager); • pushing sales, overlooking/coordinating our small team; • deployed mainly in the field; • office in North Eastern Georgia. The requirements: • knowledge in water/sewer technologies; • familiar with the world of public works and service contractors; • sales experience, small business management experience. Please send your CV to: [cleanline2010@yahoo.com](mailto:cleanline2010@yahoo.com). (P10)

**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](mailto:united_hr@yahoo.com). (PBM)

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1988 Mack MR, 5-spd., 4500 gal. Transway tank and pump, tag axle, Hendrickson. \$18,000. 508-548-3412. (P10)

1991 Chev Kodiak, 366 engine, 10000 mi. on OH Masport pump, 2500 gal. tank, recent paint. Ready to work. \$21,000. 928-486-9984. AZ (P11)

1991 International 4900 diesel, 466 engine, 5-spd. trans., 2-spd. axle, 2200 gal. tank, 260 Jurop pump. Runs good; pumps good. \$20,500. Phone 502-352-9613 KY. (T9P10)

2000 Mack CH613 vacuum pumper truck, 3,300 gallon tank w/hydro-jetter, 350 HP, 9-speed trans, 630,000 miles. Hydro-jetter, tank & hoist bed new in '05. 3,300 gallon carbon steel tank w/top manway, 36" rear manway, 3" inlet, 4" outlet, 342 CFM fan cooled Mal vac pump w/12 gallon trap, air operated PTO, hydraulic hoist bed. \$32,000. (Drive axle needs new tires, does not include hoses.) Call 219-819-9010 IN. (P10)

## SEPTIC TRUCKS

1989 Ford Louisville L8000, 4300 gal. tank, wpt 720 Battioni, 7.8 Brazilian motor, good rubber, strong runner. Ready to go to work. \$14,000. Call 616-897-3050 MI. (P10)

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)

2003 Sterling Acterra pump truck, 69,365 miles, 58,000 lbs., 9-speed Fuller Eaton transmission, Cat 3126 300 hp, AM/FM, AC, PS, cruise, Progress 3600 gallon tank all alum., 125 gallon fresh, pressure washer, Wittig pump liquid cooled. \$60,000. 770-317-7089 GA. (P10)

2006 Peterbilt 335, full open rear door. Hoisted tank with all LED lights, new tires. All aluminum wheels. All heated valves. Extremely nice, owners personal truck. Garage kept. All service records available. New truck on the way. \$108,000. 706-234-7252. (P10)

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

1992 F800 with 2100 gal. tank, 197K, LP gas, Battioni pump, new brakes and paint. Great starter truck. \$9,800. Indiana. 765-914-7583. (P10)

2001 Freightliner FL70, 3050 gal. pumper, 2-tank set-up, w/R260 Jurop pump, ISC 240 hp Cummins, 6-spd., single axle w/lift axle, AC, cruise. Tanks & pump 2 yrs. old. 209,000 miles. Asking \$42,000. 864-592-1234. (PBM)

1981 F-600, 1,800 gallon tank with Masport pump, good tires, great starter truck, \$12,000 OBO. Call 830-334-4388 or 210-385-1055 for more details. (P10)

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)

## SEPTIC TRUCKS

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)

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

1988 International, 2500 gallon tank, two Jurop R260s, good running DT466, worked every day until the truck frame cracked. Best offer. 608-751-1668 WI. (P10)

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](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

1999 Freightliner FL70, 2000 gal. tank, fully equipped with hoses and all necessary fittings. Strong working truck. \$39,900. Call 615-794-1776 TN. (P10)

2000 Freightliner FL70, Cummins, 6-speed, 2000 gallon vacuum tank, tank never used, Jurop pump, new, 115,000 miles. \$26,500. Michigan. 616-218-3155. (P10)

1994 F-700, 1,800 gallon tank with Jurop pump, good tires, great starter truck. \$15,000 OBO. Call 830-334-4388 or 210-385-1055 for details. (P10)

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

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1998 Chevrolet C7500. Caterpillar 3116, 3500 gallon with a Masport H400W. Onboard jetter, hoses. Strong truck! 191k miles. \$42,000. 678-520-6161 GA. (P11)

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

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## SEPTIC TRUCKS

2001 Freightliner, 3300 gallons, \$44,900. 1999 Sterling, 3300 gallons, \$44,900. Low miles, ready to pump. VERY WELL MAINTAINED. Michigan. 231-228-7499. (P11)

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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, (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)

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## TANKS

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600 gallon carbon steel vacuum tank by Lely. Manufactured 9/2006, used off and on 2 years. Single compartment. Sight glasses, 2 top hatches, moisture trap, 4" & 3" openings. Great shape. \$3,900. 919-673-1977. (P10)

Presvac 2,800 US gallon aluminum tank only. (Stock #7959C) **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. (P10)

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

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2007 FMI Workmate Jr. Service Trailer w/slide-in tank. 325 gal. 7100# GVWR 2 toilet deck. Twin 5400# large brake axles. NEVER USED! Many extras. \$15,000. 843-338-1826. (P12)

## 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. (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). (P10)

## TV INSPECTION

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**WHY BUY NEW?** Standard Equipment Company sells and rents used and reconditioned sewer inspection camera systems. **www.standardequipment.com** or call Joe 312-706-9678. (P10)

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. (P10)

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WANTED: Used ADA handicap portable restrooms. Located in Southern California. Contact Warren at 760-290-3306; [warrenvd@diamondprovides.com](mailto:warrenvd@diamondprovides.com). (P10)

Looking for a portable restroom trailer. 2-stall trailer with urinal - Porta Lisa or like make. Needs A/C. Contact: [stevetxcz@aol.com](mailto:stevetxcz@aol.com). (P11)

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 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)

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2004 NLB 40-150 electric, 40,000 psi waterblaster, (0) hours on unit - never used. Marathon Motor on skid with control panel. KLM Companies, 617-909-9044. (P10)

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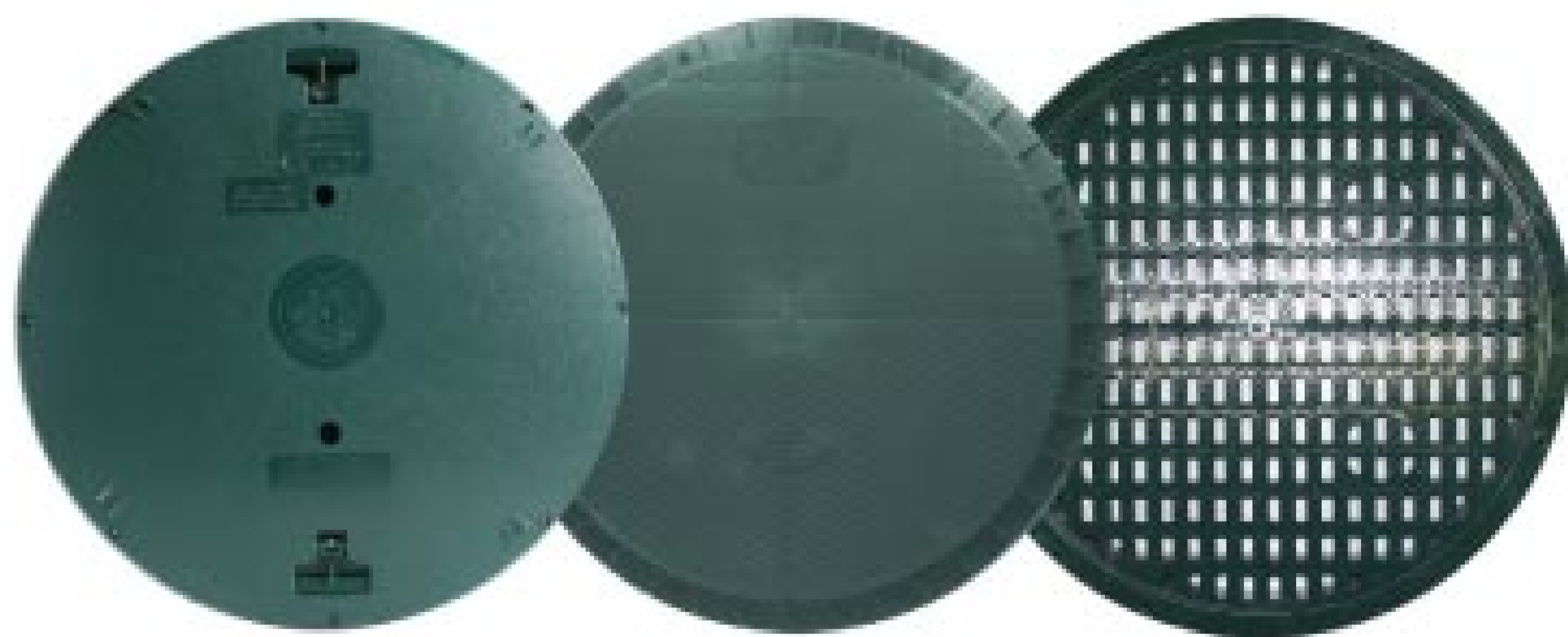
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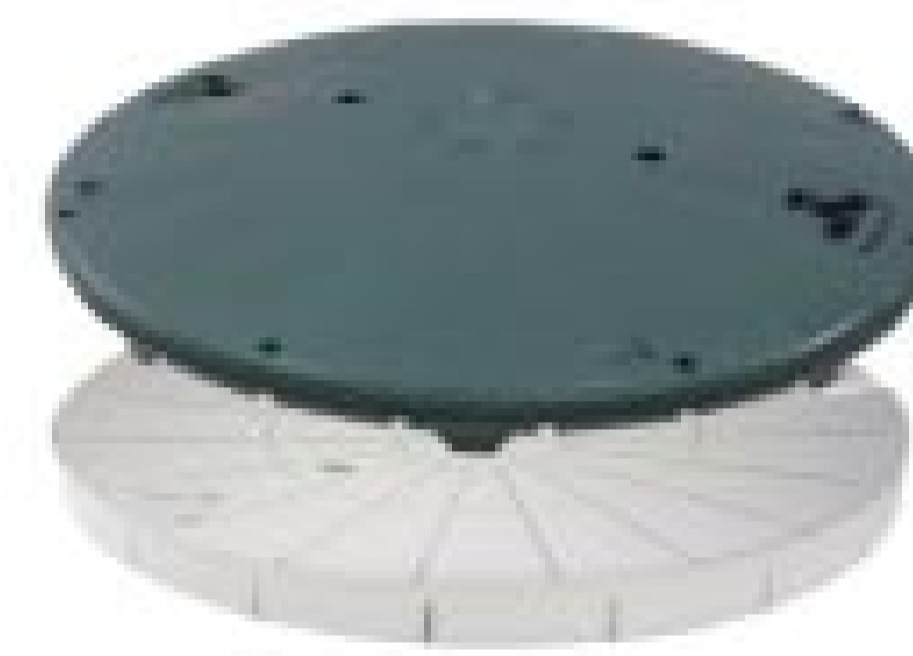
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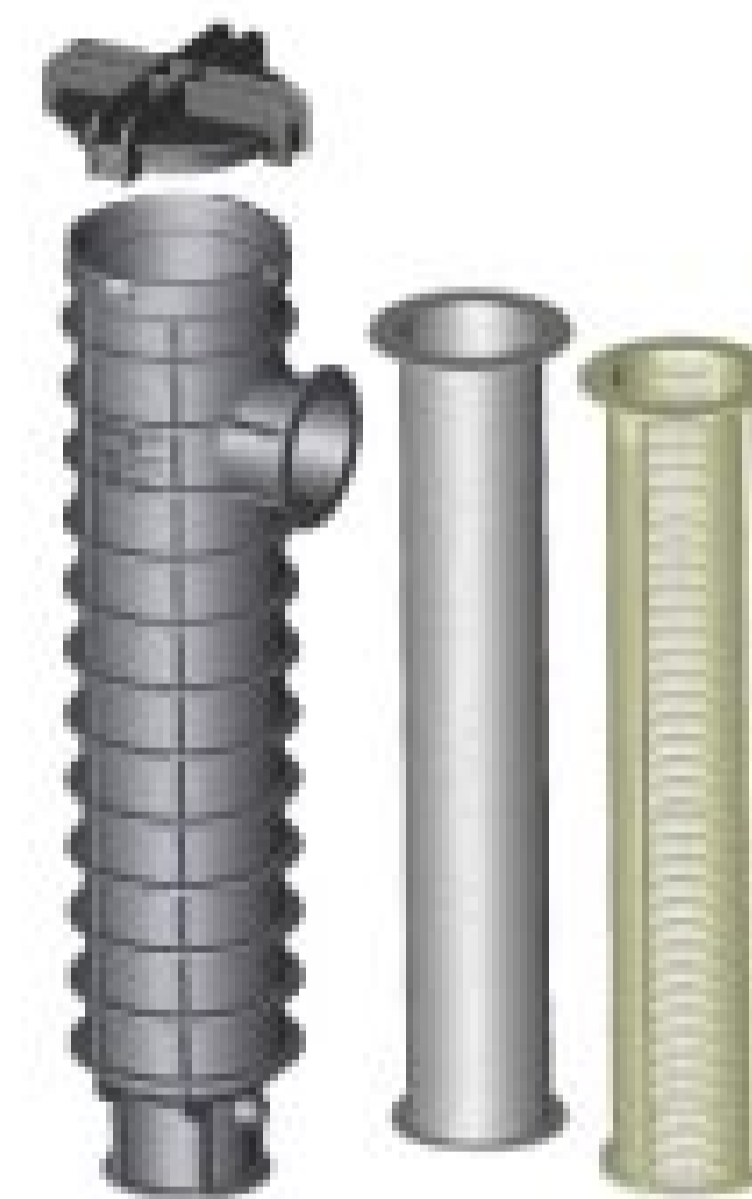
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# How a plastic recycling program can help portable restroom operators save the world – and some money

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

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

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

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

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

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

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

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

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

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

our industry and have some value on the open market.

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

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

**Interviewer:** How can folks learn more about this program?

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

## Why is it The Right Thing To Do Environmentally?

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

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