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System rejuvenation builds
Washington State business

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Chugging Along

Fourth-generation Indiana
company keeps on pumping

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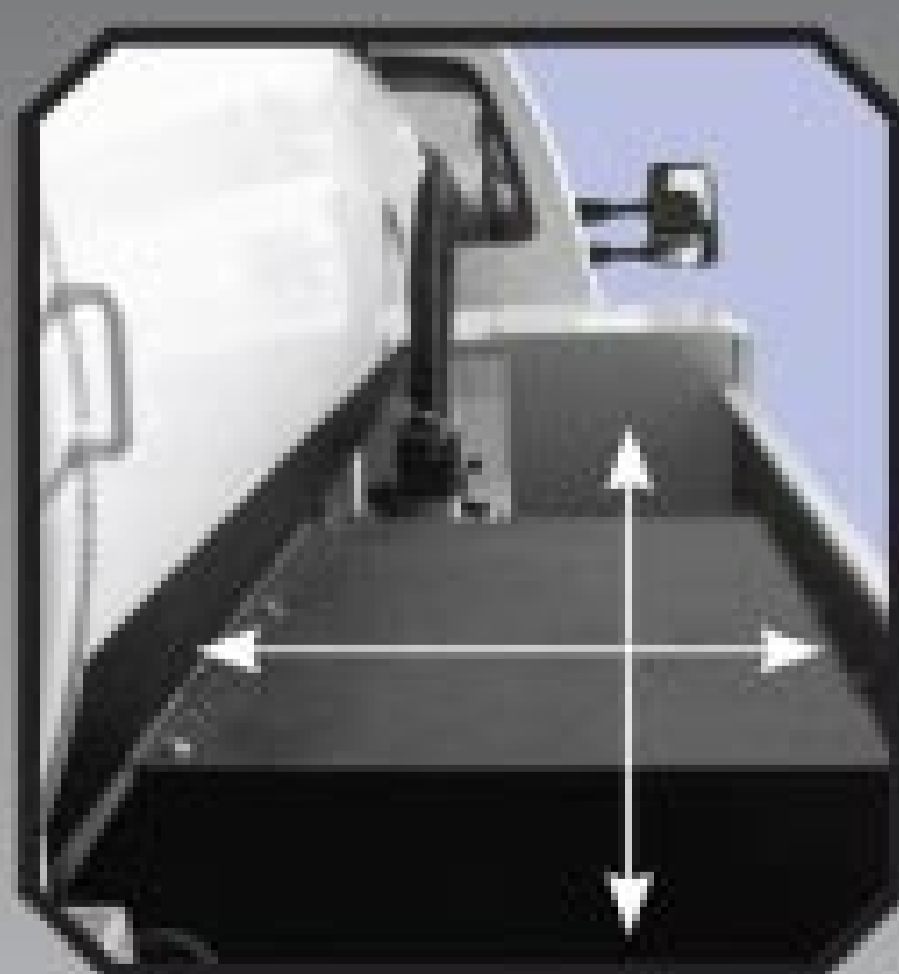


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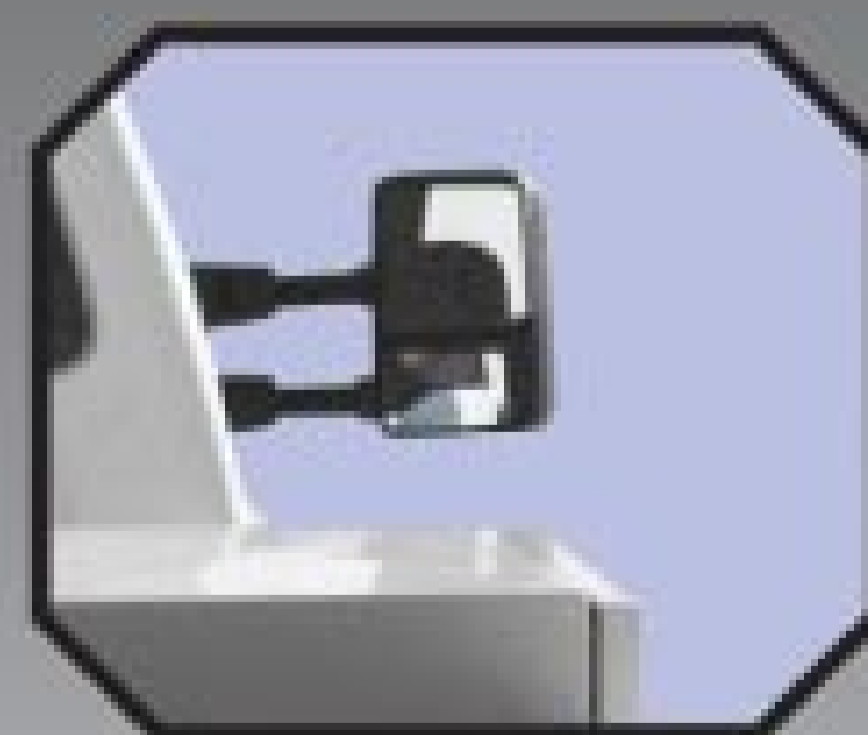


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Older Systems Mean a Windfall of Work

By Jim Kneiszel, Editor

If you've been pumping septic tanks for any length of time, you know that two trends are putting your service business on a course to deal with more and more repair work.

First, there's the aging infrastructure. Many conventional septic systems were installed during the baby boom years of the 1960s and '70s, and those systems are getting more than a little outdated. Heck, many septic systems probably had an expected lifespan of 20-30 years and they're making it 40 or 50 years. They've paid for themselves a couple times over.

Secondly, state and local governments across the land are stiffening their regulations to root out the older, non-functioning systems to protect precious groundwater and the quality of water in streams, lakes and oceans. Environmental laws are triggering regular system inspections, and those checks are identifying systems badly in need of repair or replacement.

Just the other day I was talking to a friend, and knowing what I do for a living, she told me her tale of septic system woe. A pumper had been over to the house a few times in the past couple of months and found her system was sluggish and no longer working properly.

How old is the system? It was original to the house, built in the 1950s, she responded. I had to break the bad news that she probably hadn't seen the last of her hometown pumping professional. Sure enough, a few weeks later the excavator was in her back yard digging a new drainfield.

MAINTENANCE SPECIALTY

Many pumpers are working hard to get out in front of this wave of obsolete systems. They're learning how to install advanced replacement systems. They're telling customers how regular maintenance checks can lengthen the life of an older system. They're replacing components and looking for ways to help older systems remain compliant with stricter environmental laws.

One of our contractor profiles this month focuses on a Tacoma, Wash., pumper, **Randy Skeen**, whose **Affordable Septic Service** specializes in drainfield restoration. In addition to regular use of Terralift machines to aerate tired drainfields, Skeen tells writer **Ken Wysocky** ("Extreme Makeover") that homeowner education is a key to extending the life of older systems.

"We always teach people what not to do ... it's what people put down into the lines that causes systems to go bad," Skeen says. "Grease is one of the biggest concerns. People pour grease down a sink drain and it hardens in the mainline or inlet pipe and clogs it up."

MANY MANDATES

In the *Reader Pipelines* feature this month, we hear from contractors getting used to providing required inspections and time-of-sale real estate inspections. They tell writer **Mary Shafer** ("Tougher System Regulations Mean Business") these jobs raise revenue and improve water quality where they live.

Warsaw, Ohio, pumper **Tim Kettler** is happy to help homeowners and the environment.

"We need people to understand that (their septic system) is a capital investment, this is equity in their home that they need to protect," Kettler says. "There's a real need to protect the environment, which will probably result in a windfall for qualified providers." ■

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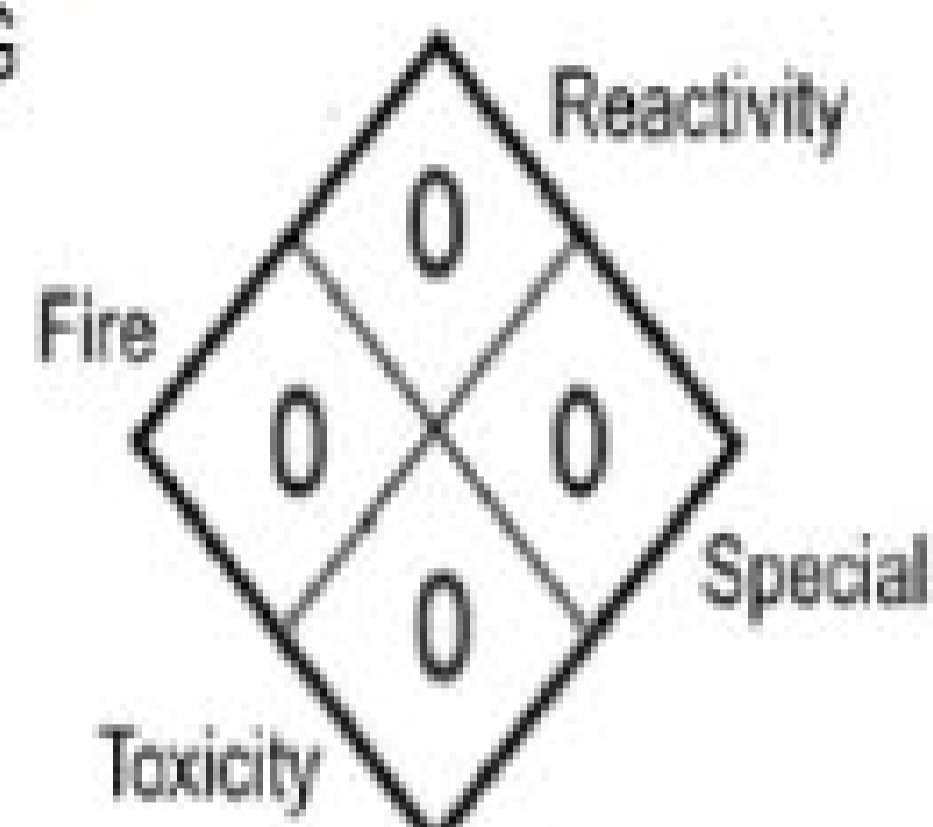
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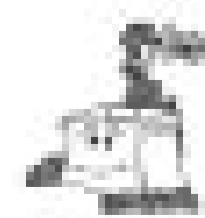
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Rejuvenation of aging septic systems provides a profitable foundation for Washington State's LDL Enviro Services Inc./Affordable Septic Service. **On the cover**, technician Taylor Beaulieu installs an outlet filter on a septic system. (Photo by Patrick Lennox Wright)



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Pumper

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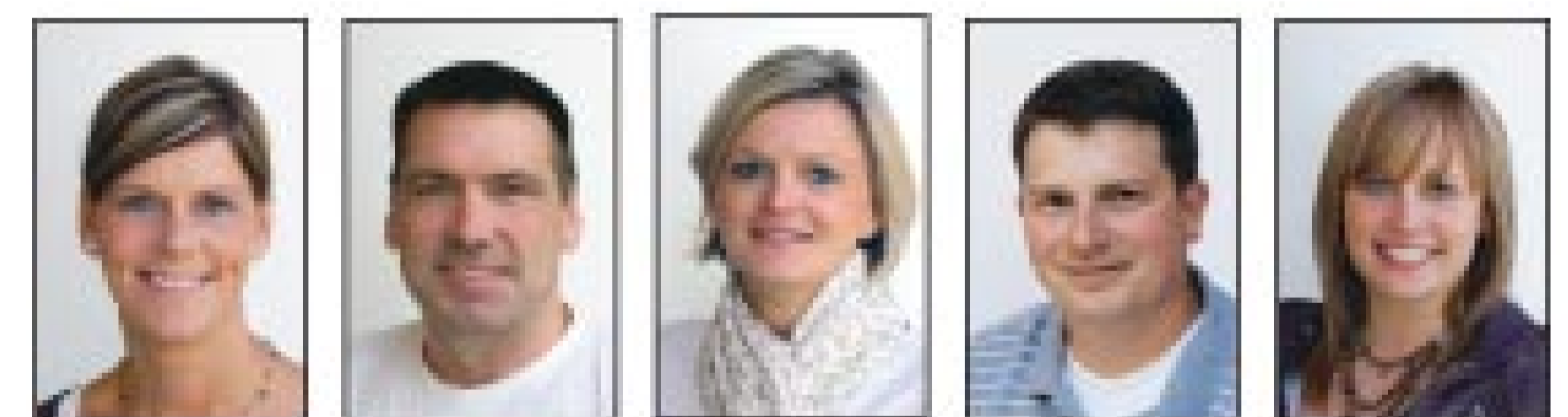
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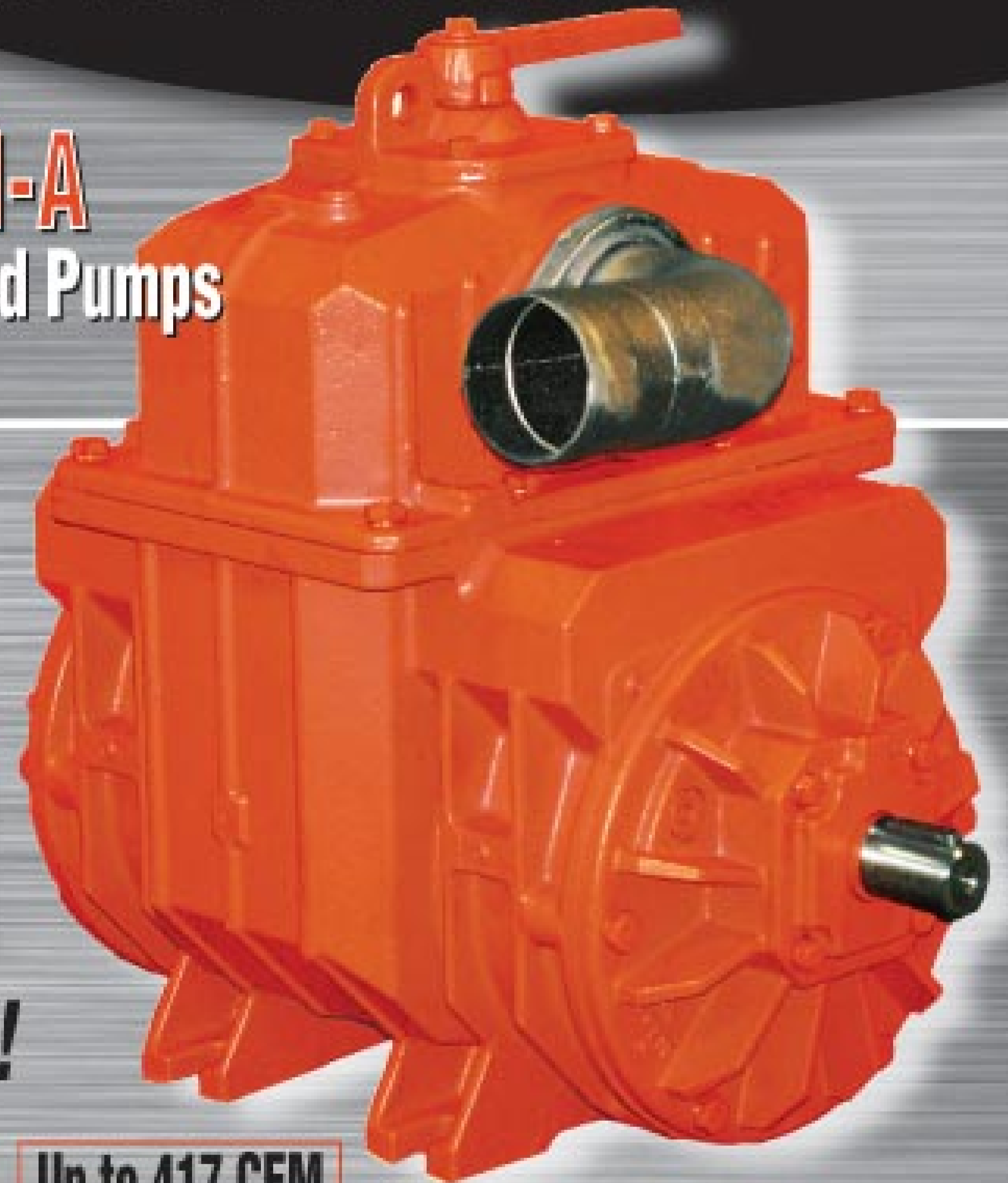
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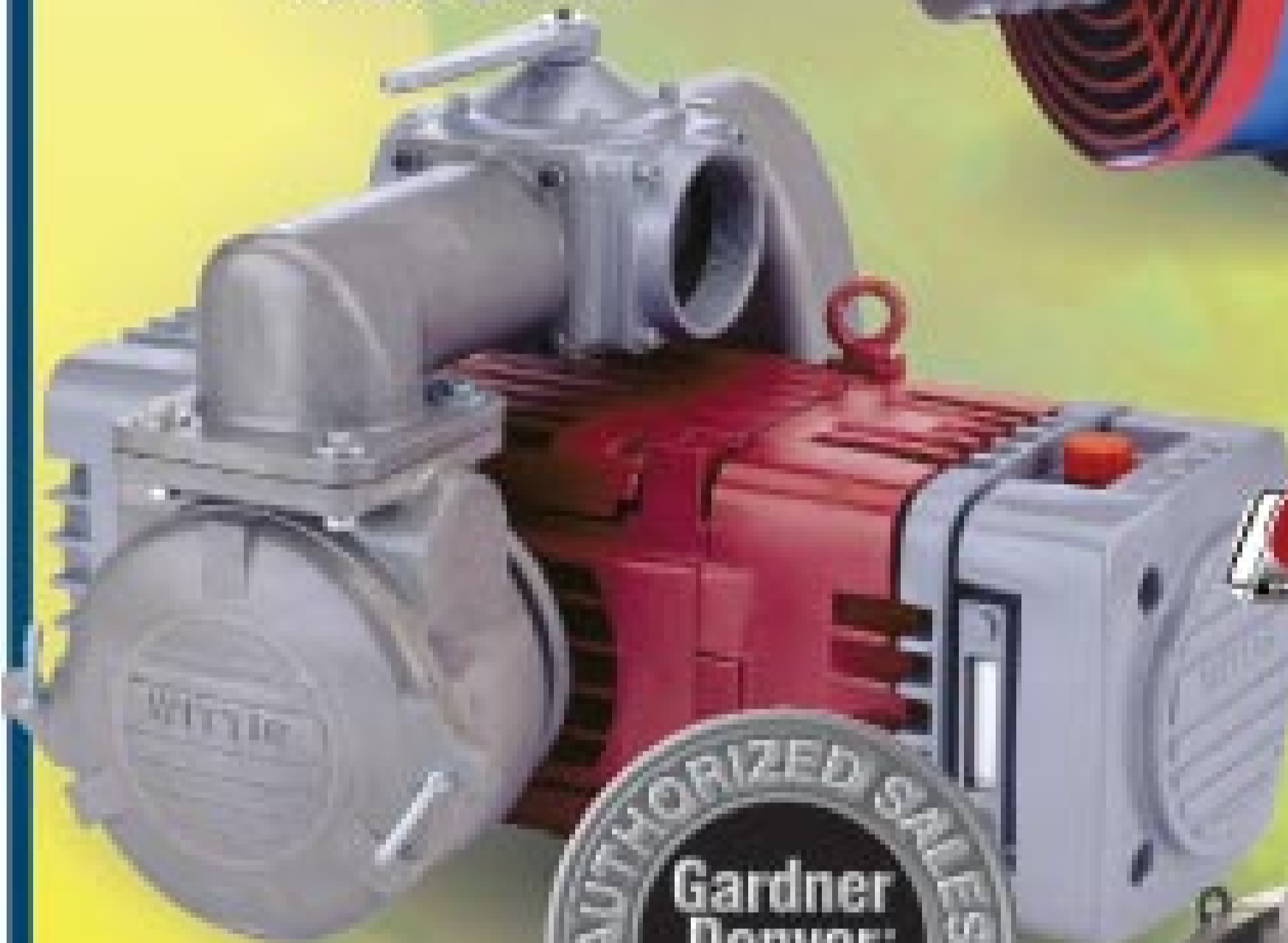
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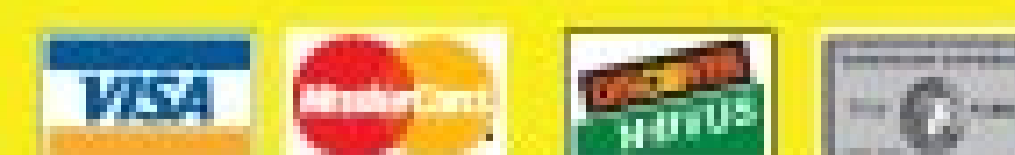
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By **Scottie Dayton**

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

Iowa Passes Regulation Requiring Inspections

Effective last July 1, onsite systems in Iowa must be inspected and provisions made for necessary repairs before properties can be sold. Only state-certified service providers can perform inspections and pump tanks. The Department of Natural Resources estimates 100,000 systems still have direct surface discharges. The legislation authorizes investigations to identify their locations.

COLORADO

New Pitkin County Board of Health regulations for onsite systems, effective last July 1, require sellers to have their septic tanks pumped before transferring the property. If the tank was installed within the past five years, the county will waive the requirement, but it will not grandfather nonconforming properties. The law requires county-approved service providers to inspect the systems and pump the tanks.

VIRGINIA

The state General Assembly removed the ban on alternative onsite systems from the Code of Virginia, but gave localities some regulatory oversight of those systems.

WEST VIRGINIA

The Legislature approved a \$100 permit fee increase for alternative onsite systems effective last July 1. The fee is \$250 for correcting a failure and \$400 for new construction.

WASHINGTON

The deadline for the first inspection of all onsite systems was last July 1. The state mandate requires annual inspections for pressure-dosed systems and inspections every three years for conventional systems. The Department of Health created a \$62 filing fee in May to help cover managerial expenses, as its time-of-sale septic system inspection fee created in January was not enough to fund the program. Inspector fees are separate.

FLORIDA

As of Jan. 1, 2011, septic tanks must be inspected and pumped every five years, and replaced or retrofitted if they fail to meet state standards. The legislation became law July 1, but the Department of Health Bureau of Onsite Sewage Programs had not written any rules. Certified service providers doubt there is enough manpower in certain areas of the state to meet the mandate. They also are concerned about another law that bans land-applied septage by 2016. Most municipal plants do not accept it. ■

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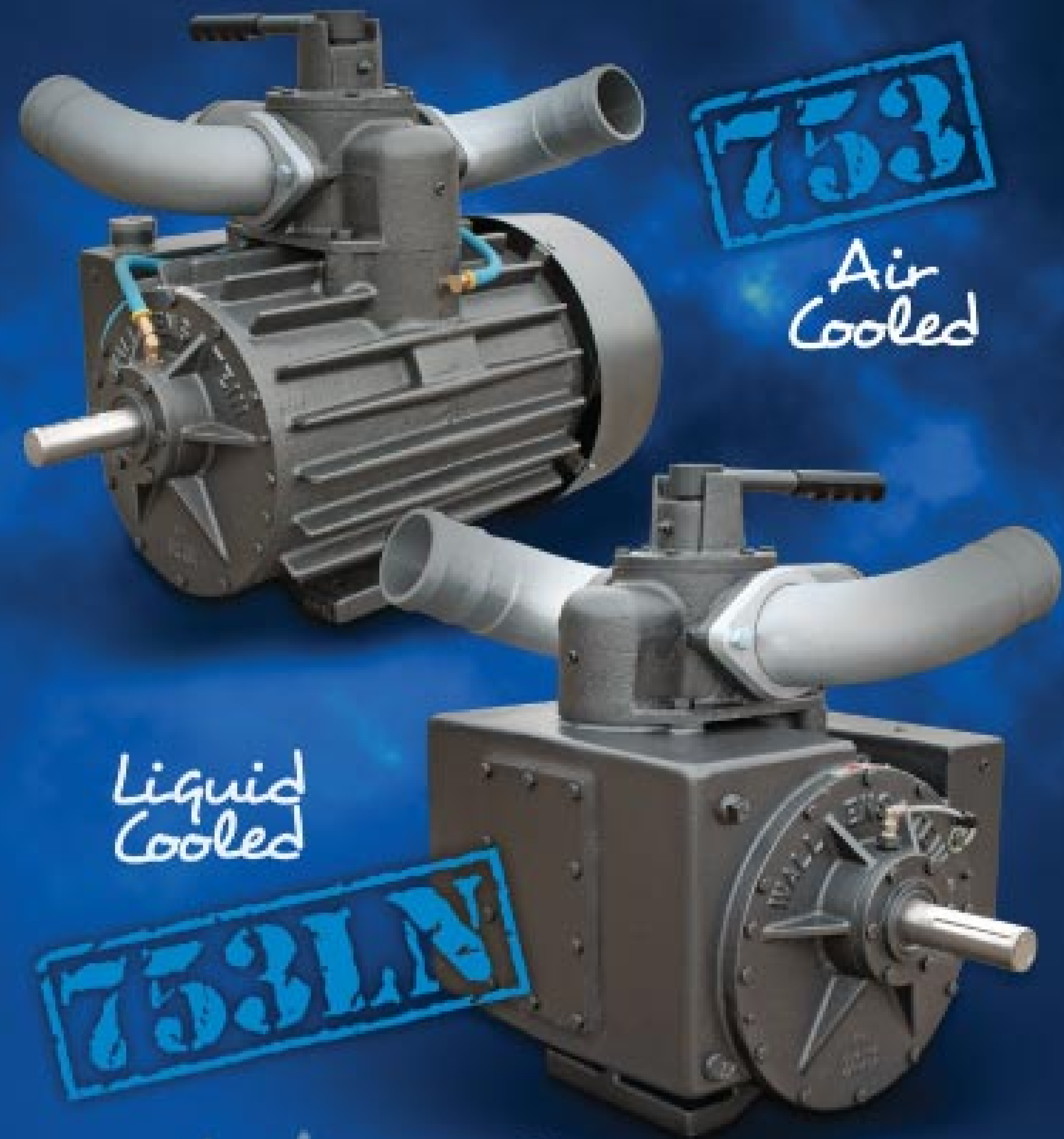
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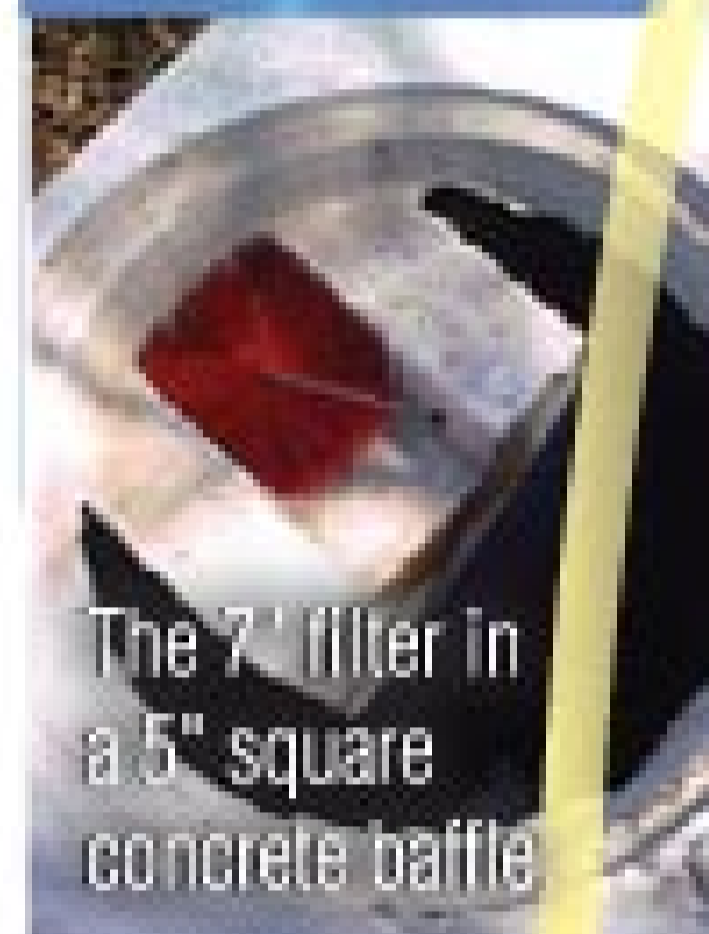


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The Power of 'Why?'

If you want to cut to the heart of an issue in the workplace, remember this one simple word

By Lee Froschheiser

A boss sits down for a meeting with employees. The workers have fallen short of a goal, and so the boss asks: "What happened? What approach did you use? How did you attempt to meet your goal?" One by one, the workers give him a litany of reasons, all of them centered on situations, experiences and the steps they took in attempting to reach the goal.

They missed the mark, no doubt, but even after this exchange, the reason for their failure is unclear. That's because despite all the questioning, the boss hasn't gotten to the real issue. He's failed to ask the most important question: "Why didn't you achieve the goal?"

Asking situation-type questions prevents the boss from understanding the real issue. It also keeps employees from doing the necessary brainwork required to uncover it. Problems aren't identified and corrective actions aren't taken.

Small business owners and managers should focus on "why" people do what they do versus "what" they do. Asking "Why?" forces people to think deep. They can then peel back the layers of excuses and get to the root cause of the problem and solve it. If employees fail to meet a goal and are asked "why" questions rather than "what" or "how" questions, they might give responses like, "I didn't prioritize my time."

Lee Froschheiser is president and CEO of Management Actions Programs and co-author of *Vital Factors, The Secret to Transforming Your Business — And Your Life*. Contact him through his Web site at www.mapconsulting.com.



The boss must then go further and ask, "Why didn't you prioritize your time?" When the employees say they have too much on their plate, the boss, once again, must ask "Why?" The final answer: Employees are given many tasks and cannot distinguish between what is and what isn't a priority. With the real problem revealed, the boss can now take appropriate action, perhaps helping workers prioritize these tasks.

TEACH, DON'T PREACH

Why don't company leaders ask this powerful question more often? Asking "why" questions can seem confrontational. Yet it doesn't have to insinuate blame, depending on how the "why" question is asked, the tone of voice used, and the way it's introduced.

The best company leaders are those who understand that asking "why" is a highly productive teaching method. And teaching — rather than preaching — and challenging people to think is what leads to problem-solving and good ideas for a business. This includes giving employees an appropriate amount of time to come up with answers that help the company run more efficiently and expand services. That could be as simple as waiting a few minutes for a response in a meeting, or perhaps sending everyone off to think about the issue, research the reason for the problem, and return at a later time with an answer.

When the employees are in the habit of going to the boss for answers and direction, they actually transfer ownership of a problem from themselves to the boss. Consequently, they can then blame the boss for the goal's shortcomings and failure. It's no longer their fault because they didn't provide the solution — the boss did. Assigning employees with the task of uncovering the reason for their missed goal or creating a viable solution to a problem or challenge puts the responsibility back where it ultimately belongs.

Think back to your favorite teacher, someone who really made a difference in your life. Did he or she give you all the answers? No! Did he or she make you look for the answers? Yes! Did this teacher hold you accountable? Absolutely! These are the ways great leaders help people learn, cultivate the potential of those around them, and enable growth.

GROW PROBLEM-SOLVERS

So when it comes to teaching, how do bosses start? They must ask more questions in general. To get people to open up, it's OK to lead with a few situational questions, such as, "What was the biggest challenge?" But don't spend a lot of time here; quickly move on to the meatier "why" questions and get to the root of a challenge. Once the issue is clear, employees commonly ask bosses for the solution, and this is the opportunity for leaders to push back and pose the same question. Employees need to identify solutions, explain how things should be done moving forward, and help set new goals for the success of the company.

Finally, great bosses realize that quick reactions and easy answers typically don't produce the best solution. That's where digging deeper for the right answers to workplace challenges comes into play. The best way to develop employees who will help you build the business is to challenge them to think and offer solutions every step of the way. ■



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EXTREME MAKEOVER

Rejuvenation of aging septic systems provides a profitable foundation for Washington State's LDL Enviro Services Inc./Affordable Septic Services

By Ken Wysocky

From homes to wardrobes, extreme makeover reality shows are all the rage. But the do-over craze is old hat at LDL Enviro Services Inc./Affordable Septic Services, which during the last 16 years has thrived by building on a core business: rejuvenating septic-system drainfields in and around Tacoma, Wash.

The emphasis on drainfield makeovers, combined with diversified services and quality customer care, helped the company post sales of \$1.2 million in 2008 and close to that in 2009, even in a down economy, says vice president Randy Skeen, whose mother, Carol Skeen-Gregory, owns the company.

The company's cornerstone rejuvenation program is a comprehensive one-day process that saves customers money, brings septic systems into regulatory compliance and extends system life anywhere from five to 15 years — not to mention helps the company differentiate itself from heavy competition, Skeen says.

SAVING AGING SYSTEMS

About 40 percent of the company's gross sales stem from the program, which benefits from a large number of aging septic systems installed in the area during the 1950s and 1960s. Homeowners also create demand by putting improper materials — such as grease — into their systems, causing components and drainfields to clog, Skeen says.

"We built the company on rejuvenation," he says. "We can go into an existing system ... and make it work the way it was originally designed to work for about one-fourth of the cost of a new system.

"About 95 percent of the time, we can go in and fix the existing system and save customers an average of \$8,000 to \$10,000," he continues. "It's advantageous because customers get the same warranty (as a new system), plus it's a lot faster than installing a new system — no need to draw up plans, get permits and obtain bids. And unlike new installations, we even can rejuvenate a system in bad weather."

Three Terralift machines, which restore compacted and saturated soil without disturbing the ground surface, serve as the backbone of the company's drainfield rejuvenation services. The machines use a long, narrow probe and a pneumatic hammer to penetrate compacted soil anywhere from three to six feet deep. For deeper applications, an extended probe can penetrate down to 12 feet.

After the probes are inserted, they force air into the soil and inject polystyrene pellets that follow the path of

Mike Simpson jets a drainfield line as part of a septic system repair by LDL Enviro Services Inc./Affordable Septic Services. (Photos by Patrick Lennox Wright)

Profile

LDL Enviro Services Inc./ Affordable Septic Services Tacoma, Washington

Owner: Carol Skeen-Gregory

Founded: 1993

Employees: 7

Service area: About a 100-mile radius of Tacoma

Services: Septic system pumping and drainfield rejuvenation

Web site: www.affordablesepticervices.net



Washington



The Affordable Septic crew, shown with some of their equipment in the background, includes (from left) Taylor Beaulieu, Mike Simpson, Travis Johnstone, Randy Skeen, Carol Skeen-Gregory, Janell Fugere and Toby Long.

“I KNOW I’M NOT GOING TO GET WORK OUT OF EVERY PHONE CALL I MAKE, BUT THE MORE I MAKE, THE BETTER THE CHANCES ARE THAT I’LL GET SOME BUSINESS. YOU CAN’T WAIT AROUND FOR BUSINESSES TO CALL YOU. THAT’S HOW BUSINESSES DIE.”

Randy Skeen

least resistance and move horizontally and vertically the now-aerated soil, opening the passages for better drainage.

ONE-DAY MAKEOVER

A typical full-service rejuvenation begins by pumping out the septic tank. Then the crew installs a 24-inch-diameter riser from the tank to ground level.

Next, the crew installs risers at the inlet and outlet for easier future system maintenance. Moving past the tank, the crew uses the locator on a waterjetter to find lateral obstructions. “Wherever we find an obstruction, we dig it up with a mini-excavator, then continue to jet

from that location,” Skeen explains.

Wherever obstructions occur, inspection ports are installed, making it easier to add things such as copper sulfate, which kills roots that cause clogs, and enzyme products, designed to “eat” sludge and fats that seep into the drainfield soil, making proper drainage difficult.

Educating customers about the dos and don’ts of septic system care is critical to rejuvenation efforts, Skeen notes.

“We always teach people what not to do ... it’s what people put down into the lines that causes systems to go bad,” he says. “Grease is one of the biggest concerns. People pour

grease down a sink drain and it hardens in the mainline or inlet pipe and clogs it up.”

ADDED SERVICES

System rejuvenations can lead to additional services that enhance cash flow. For example, six months after a rejuvenation, Affordable calls customers to see if they’ve inspected their outlet filter as instructed after the rejuvenation. If not, Affordable offers to do an inspection and cleaning for them.

If the home has been sold since the rejuvenation, Affordable sends the new owner a postcard, explaining that maintenance is required.



Above, Beaulieu uses a mini excavator to fill the trench surrounding a new inspection port and riser. At right, Simpson operates a Terralift machine to rejuvenate a drain field.



Long evacuates a septic tank so technicians can troubleshoot the cause of a failing septic system.

“If you remind customers about maintenance, the chances are better you’re going to get the work,” he adds. “If we can keep all five of our crews busy, providing all levels of our different services, (the company) can make \$700 to \$800 an hour. If they do just pumping, it goes down to \$300 an hour.”

Affordable uses Outlook Express software to manage a customer database of 5,000 to 6,000 accounts, both residential and commercial (residential septic pumping and drainfield rejuvenations generate about 60 percent of the company’s business volume, and the remaining 40 percent comes from commercial accounts, such as restaurants, homeowner’s associations and school districts).

IT PAYS TO DIVERSIFY

Affordable started with system rejuvenation, and as the work piled up, it became apparent that getting into pumping tanks would make a lot of sense. It would not only provide an additional revenue stream, it would also increase productivity because crews wouldn’t have to wait for a third-party pumper to come and clean out a tank before the rejuvenation work could begin.

“We figured why not just do it ourselves and add that income?” Skeen says. “Plus, while you pump a tank, you might uncover drainfield problems.”

So in 2004, Affordable bought a vacuum truck: a 1999 Freightliner with a 3,600-gallon aluminum tank and Masport pump, built by FMI Truck Sales & Service. The company also owns three Ford service pickup trucks (two F-350s and one F-150), six trailers and a

Kubota U15 mini-excavator.

Pumping septic tanks led to further service diversification: cleaning restaurant grease traps, sewer lift stations, catch basins and manholes; pipeline camera inspections; and residential drain cleaning.

“Offering more services broadens our reach to more customers and keeps employees busy when other segments lag,” Skeen says. “The more services we can offer, the more customers we retain, which we can then offer even more services. Once you have the equipment, one thing leads to another.”

KEEN COMPETITION

Affordable sees increased competition as workers in the industry start up their own businesses. The trend makes customer service and efficiency paramount, Skeen says.

“We’ve had four or five new companies open in the last five years,” he says. “So when we get a job, we have to figure out what the job is, and who the right people are — and the right number of people — to do it and make it more profitable.”

One thing Affordable has on its side, though, is name recognition. “Tons of people remember our name and give us referrals,” he says.

Affordable owns a 20,000-gallon holding tank, which helps the company handle the 35,000 to 40,000 gallons of waste it collects per week. It uses two county-run disposal sites, and either hauls waste to those facilities if route runs make sense, or stores the waste in the company’s holding tank until an independent hauler can pick it up.

New regulations also provide the company with more business opportunities. For instance, in the two counties where Affordable does most of its work, septic systems must be certified whenever a house is sold. That requires inspecting the tank for leaks, plus examining system components.

As demand for certifications continues, “We’ve been getting an extra five or six a week for the last year or so, and it doesn’t look like it’s going to go away any time soon,” Skeen says.

LESSON LEARNED

The most critical thing Skeen has learned at Affordable is to constantly scrutinize and control expenses. “If you don’t pay attention to expenses, your profit margins can easily go way out of whack,” he says. “If you can’t control that, it’s tough to stay in business.”

As an example, Skeen cites how Affordable

Aggressive Prospecting Pays Dividends

Randy Skeen has a bit of advice for anyone who’s trying to build a business: Don’t be shy.

“I have no problem at all walking up to someone and asking them who I need to get a hold of to offer our services,” says the vice president of LDL Enviro Services Inc./Affordable Septic Services in Tacoma, Wash. “I get a fax number or e-mail address or phone number ... and send out a lot of e-mails and make a lot of phone calls.”

Skeen says he’s always keeping an eye out for potential new clients. If he’s on the road and sees a business that catches his interest, he stops to get contact information.

“Last week, I learned about a property management company,” he says. “So I called and left a message, offering our services. I know I’m not going to get work out of every phone call I make, but the more I make, the better the chances are that I’ll get some business.”

“You can’t wait around for businesses to call you,” he adds. “That’s how businesses die.”

Skeen has also joined local Chambers of Commerce, as well as a business networking group. The members — who cover a wide array of services — try to refer as much work as possible to fellow members of the group. Members pay an annual fee to join.

In addition, if Affordable service crews have time after they’ve made a call in an area where the company has few customers, they leave promotional material hanging on the doorknobs of neighboring homes.

sold five vehicles about two years ago. The company had been running two crews at the time until a terminated employee persuaded a few other employees to leave with him. That left the company with too many vehicles sitting idle not generating revenue.

“We had more vehicles than we could afford to make payments for,” Skeen says. “So we traded in five vehicles for two new pickup trucks. It shaved \$1,300 a month off our monthly payments.”

At Affordable, makeovers — for septic systems and even

company finances — are clearly anything but a fad.

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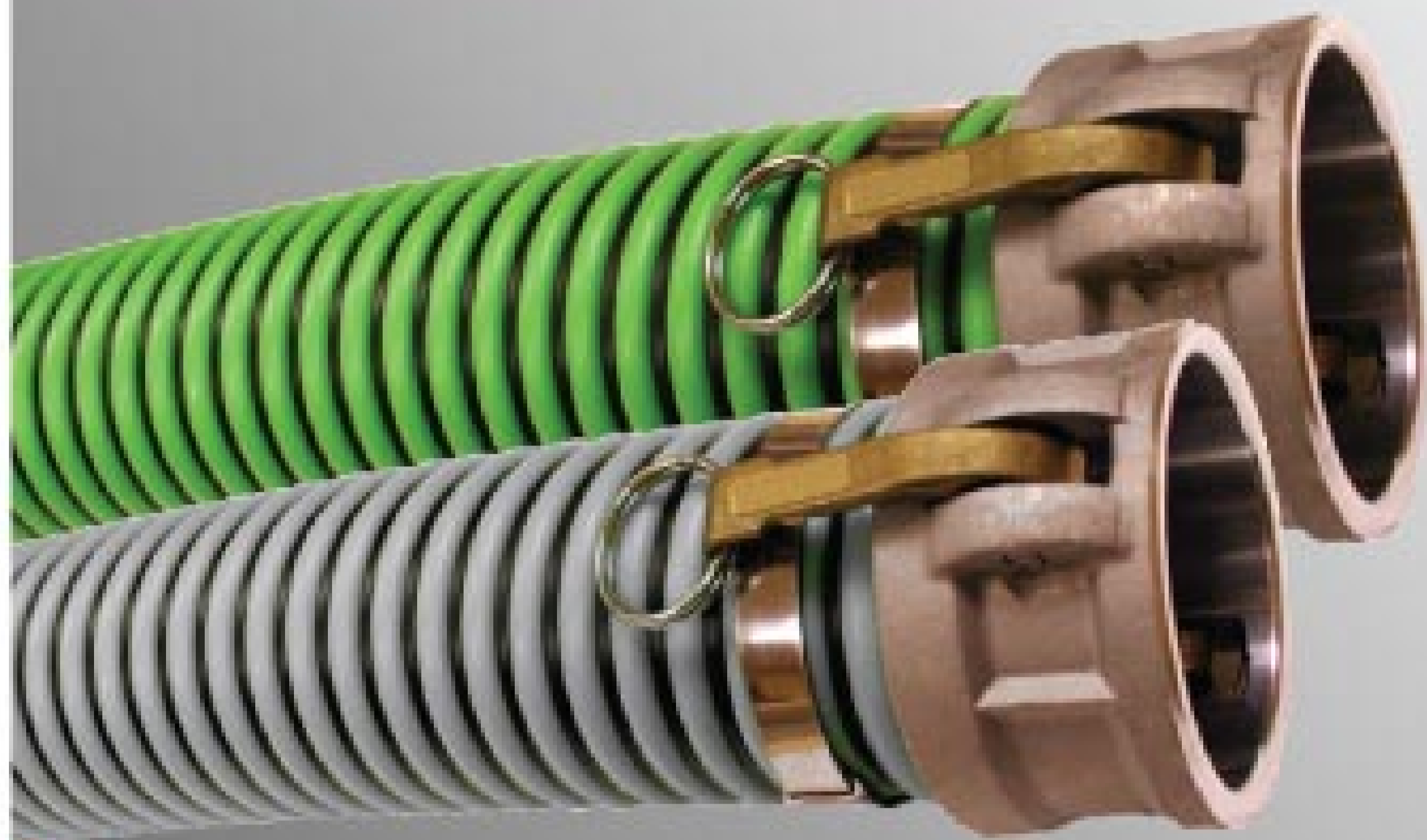
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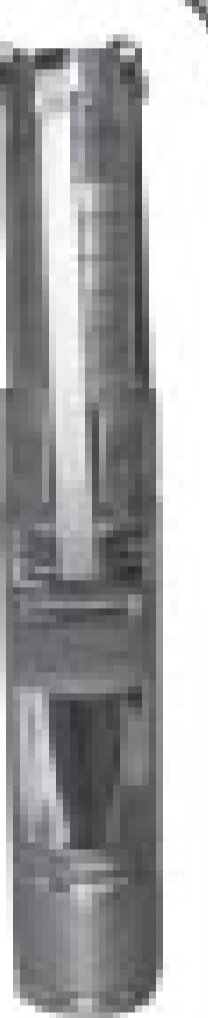


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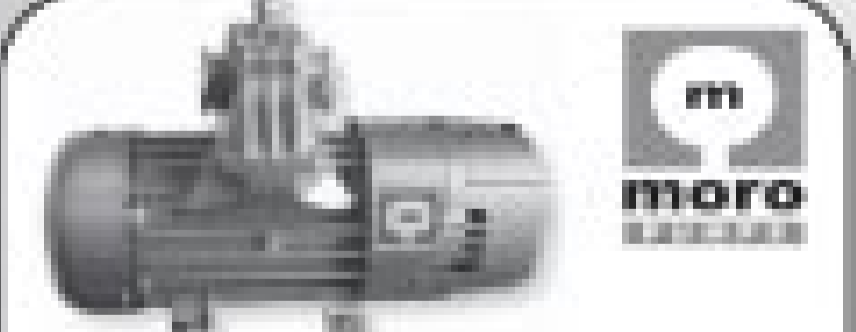


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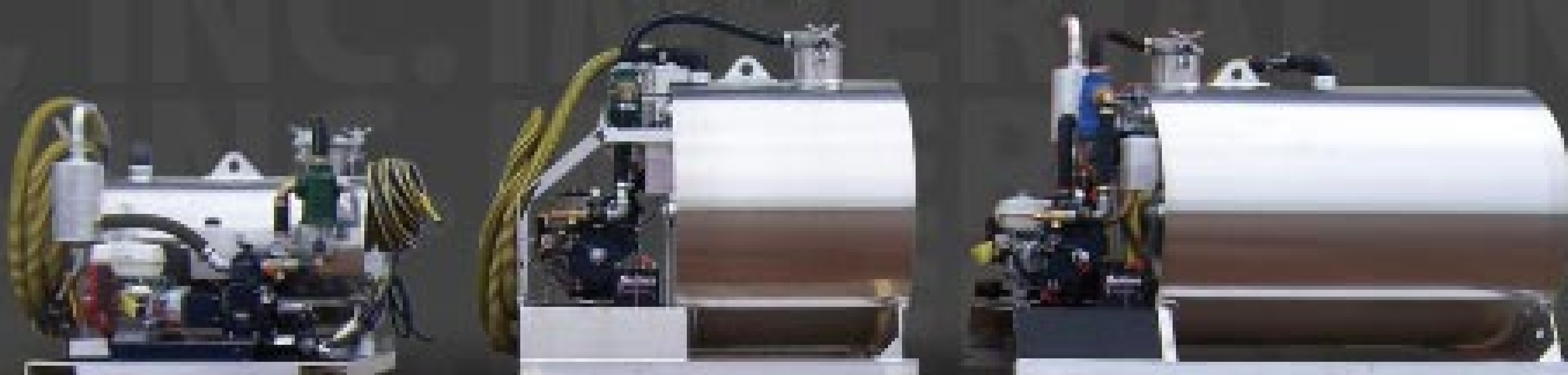
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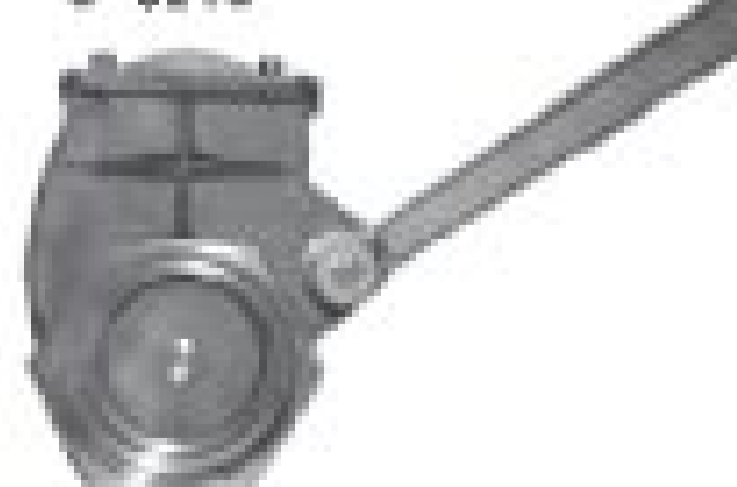
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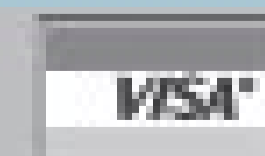
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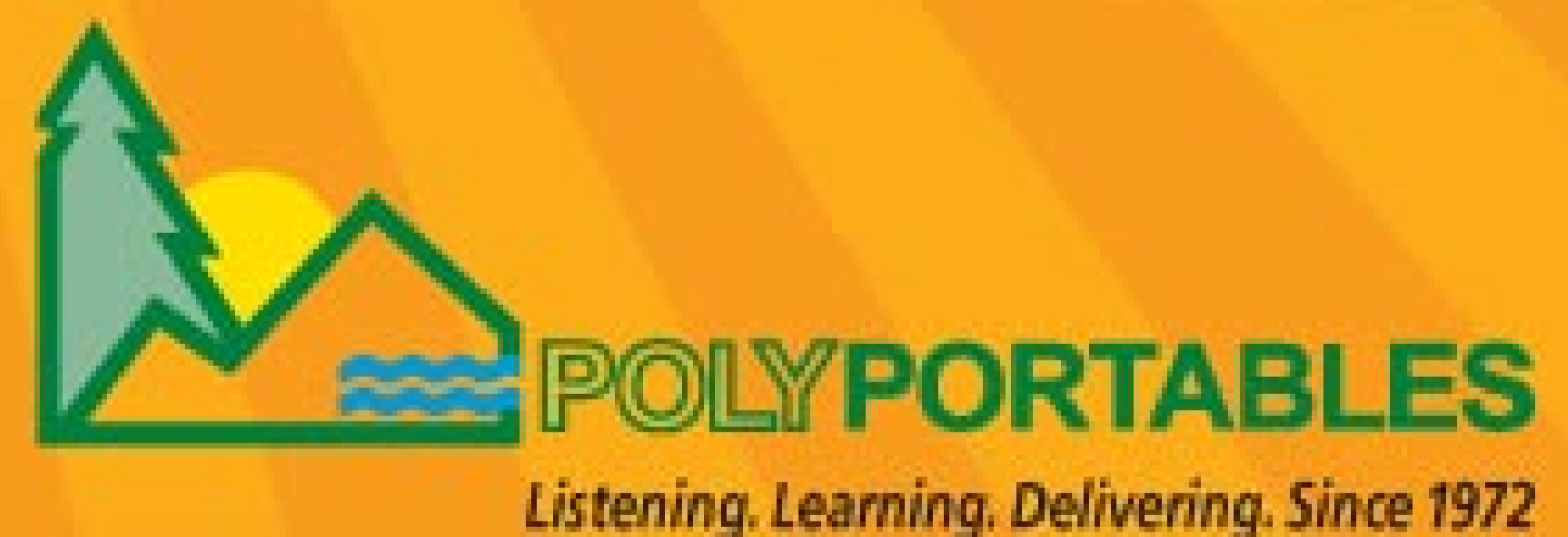
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Robert Bond of Barnes Sewer & Septic is ready to grab the hose and pump a customer's septic tank. (Photos by Bill Richmond)

CHUGGING ALONG

Mechanical know-how, service diversification and effective hometown marketing keep Indiana's Barnes Sewer & Septic going strong for more than 50 years

By Sharon Verbeten

The septic service business was simple back in 1957, when C.A. Barnes started out in rural Indiana. All it required was some basic equipment, a strong back and a will to succeed.

"My father started out with a diaphragm type pump and a 500-gallon tank on a trailer, pulling it with a Jeep ... (it) got the job done," says Larry Barnes, now one of the owners of Barnes Sewer & Septic in Winchester, Ind.

Two generations after C.A. Barnes dug out his first tank lid, Larry Barnes and his daughter, co-owner Shawnda Bond, have ushered the company into a new century — maintaining the mission and pride of a family business, with a few changes along the way.

"Dad always taught us if you're going to do a job, do it right," says Shawnda. It's a lesson the 41-year-old takes to heart. But before she took the reins, her father helped pave the way.

Larry, a master plumber, took over the business after his father died in 1986. While Shawnda had a long-time job at a John Deere dealership, she did help out her father when needed. She says, "Ever since Dad took the business over, I did the bookkeeping for him.

"They kept trying to keep me on at John Deere," she admits. But the pull of the family business was too strong. Shawnda told her supervisors, "That business at home has got my name on it."

BROUGHT HANDY SKILLS

Shawnda worked at the dealership for 18 years in several capacities — first as a service clerk and later as parts manager. "I had never done any weekly stock orders, special seasonal orders ... (the job) was there, somebody had to do it," she says. "There was just another hole that had to be filled. You just took it upon yourself. It was offered to me once they figured out I could do it."

Her flexibility and diligence eventually landed her the parts manager job — even though some staffers and customers were hesitant with a woman in the position. "The farmers weren't used to having a woman in that position wait on them," she says. "They thought you didn't know anything. It was kind of a learning curve. You got to know them; they got to know you.

"The ones I didn't know kind of shied away until they got to know

“MY DAD ALWAYS HAD THE POLICY THAT YOU NEED TO GO OUTSIDE THE BUSINESS AND LEARN FROM THOSE EXPERIENCES. YEARS DOWN THE ROAD, IF YOU WANT TO, YOU CAN COME BACK. I’M KIND OF HOLDING THAT POLICY WITH MY KIDS.”

Shawnda Bond



Members of the Barnes team include (from left) Larry Barnes, Brooke, Austin, Shawnda and Bob Bond.

— especially through local home shows, direct mail and the company’s Web site.

Profile

Barnes Sewer & Septic LLC

Winchester, Ind.

Owners: **Shawnda and Bob Bond; Larry and Marlene Barnes**

Founded: **1957**

Employees: **6**

Service area: **One county in Ohio; five counties in Indiana**

Services: **Portable sanitation, septic services, drain cleaning**

Web site: **www.barnesseptic.com**



me ... then I was the one they wanted to wait on them.”

Shawnda’s ability to step up, learn the responsibilities and stay with the company through two buyouts and a geographic move served her well when it came to taking the reins at Barnes.

With her experience at the dealership, for example, Shawnda brought much computer and marketing experience to the family business. “What I learned there, helped me promote my own business,” she says.

She actively pursues new accounts in both of the company’s specialties — septic pumping and portable sanitation



Bob Bond thoroughly cleans restroom units at the company yard. When the restrooms are returned after a placement, he wipes dry the interior (left) of one unit and uses a pressure washer (below) to clean the outside of another unit.

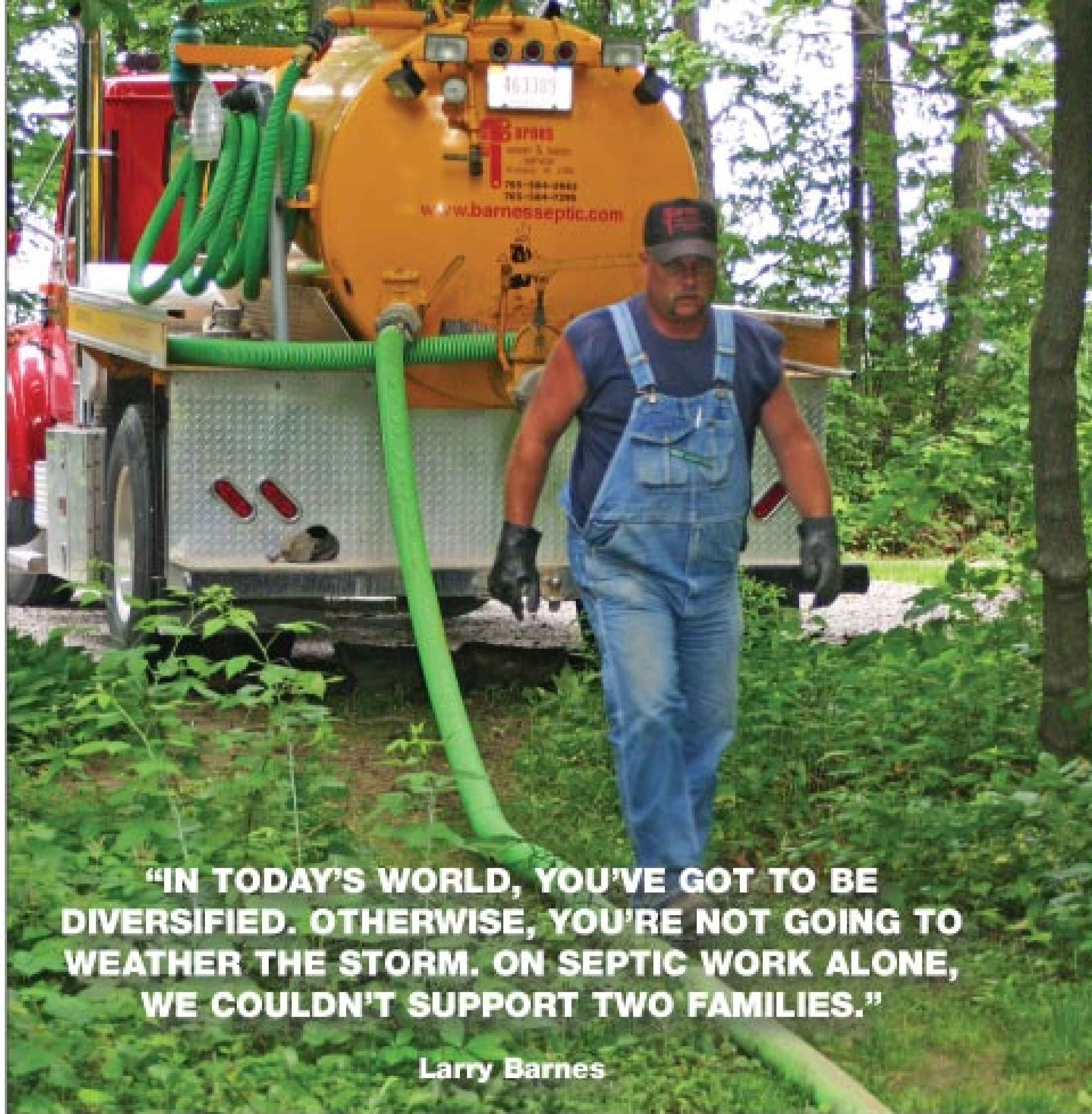


FORWARD THINKING

As Shawnda’s father approached retirement, she and her husband, Bob, formed R & S Enterprises in 1998. That division of Barnes Sewer & Septic focused their capital into building equipment, such as trailers, for use by the company.

“Our long-term goal was to take over the business when Dad decided to slow down,” she says. “The original plan was we were going to buy Dad out when he was going to retire.”

When Larry “retired” in 2006 — “As long as I have my health and my right faculties, I’ve got to do something,” he quips — Shawnda and Bob formed an LLC partnership with her parents; they now serve as primary officers in the company. Shawnda and her mother, Marlene, work in the office, while Bob and Larry run the septic and sanitation routes. And a fourth generation isn’t far behind. The Bonds’ children, Austin, 16, and



“IN TODAY’S WORLD, YOU’VE GOT TO BE DIVERSIFIED. OTHERWISE, YOU’RE NOT GOING TO WEATHER THE STORM. ON SEPTIC WORK ALONE, WE COULDN’T SUPPORT TWO FAMILIES.”

Larry Barnes

Bob Bond (left) runs hoses to a septic tank, while Austin Bond (below) readies the pump to empty a residential septic tank. The entire family springs to work during the busy season.



Brooke, 9, help out as they can. But Shawnda is unsure whether they will continue the family business.

“My dad always had the policy that you need to go outside the business and learn from those experiences,” Shawnda says. “Years down the road, if you want to, you can come back. I’m kind of holding that policy with my kids.”

Mixing family and business can have its ups and downs, but Larry adds, “We have times that we don’t totally agree on everything, but we manage to work it out. I feel like we’re fortunate.”

BUILDING DIVERSITY

About a year after Larry took over the business, he branched into portable sanitation, buying four units. Barnes Sewer & Septic now has 140 standard units, eight handicap units and three VIP units (dressed up PJ3N units) — all from PolyJohn Enterprises Corp. The company usually has about 50 percent or fewer of its units out at one time, and routes are run every Monday, unless demand is higher or a weekend event is scheduled.

They also have five holding tanks and two 60-gallon freshwater delivery systems — also from PolyJohn — as well as one 100-gallon Kentucky Tank freshwater delivery system and four custom-made hand-wash sinks. The tanks and freshwater systems are used in jobsite trailers, which are provided by another company.

Recently, several competitors have entered the portable sanitation market, which has been slightly challenging during the economic recession, Shawnda admits. “Everybody was just pinching pennies,” she says of the customers. “The new competitors who come in are low-balling everybody.”

Even though customer loyalty is usually strong, Shawnda says that didn’t seem to matter much when the recession hit.

Portable sanitation, initially a bit of an afterthought, now accounts

for about 60 percent of the company’s business. “In today’s world, you’ve got to be diversified,” Larry says. “Otherwise, you’re not going to weather the storm. On septic work alone we couldn’t support two families.”

Special events used to make up about 50 percent of the company’s portable sanitation contracts. “We had a pretty good mix,” Shawnda says. “But with the downturn of the economy, we’re keeping a few of the festivals, but not as many.”

Their largest event is the Darke County Fair in August. While they place only about 26 restrooms on site, they pump a lot of RV holding tanks.

“They have hundreds of campers who go through the camp office and schedule holding tank pump-outs.” It keeps the company extremely busy for the 10-day period, which Shawnda notes, coincidentally always runs the week her kids start school — adding to the family’s time demands.

Construction accounts have held up a bit better than the event side of the business, Shawnda explains. “We were some of the last to see the downturn in the economy,” she says. Because of their rural location, about 75 miles south of Fort Wayne, Ind., they would often have to travel several miles between drop-off and service locations.

CUSTOMER EDUCATION

Septic work the company was founded on makes up the remaining 40 percent of the business — that includes pumping septic tanks as well as using two RIDGID KM1500 and one K50 sectional machines, an O’Brien Manufacturing (a division of Hi-Vac Corp.), 213-JE jetter to clean drains and a RIDGID SeeSnake to examine drains.

Located 10 miles from the Ohio state line, Barnes Sewer & Septic services one county in Ohio and five counties in Indiana. Shawnda notes that the balance is such because the state of Ohio licenses septic companies by county; Indiana, however, issues a state license. Because



Bob Bond replaces a concrete lid on a septic system. Barnes Sewer & Septic believes the work doesn't stop when the tank is cleaned. They believe spending time educating customers is essential to providing good service.

of travel times and the challenge of finding more disposal sites, the company doesn't expect to expand farther.

Another challenge the company faces, Shawnda says, is informing consumers of the importance of maintaining septic systems. "It's more trying to educate the customer," she says. "Some people moving to rural areas have never had a septic tank before. You don't see owner's manuals being handed out."

The company feels so strongly about customer education that a page on its Web site lists tips on proper septic system maintenance. Barnes Sewer & Septic also works with local system installers, hoping they will share the information with their clients.

"A lot of installers, they install the tank and they hit the road. They don't give the owners advice," Larry says. As a result, by the time his company is called, homeowners may have a major problem on their hands. "A lot of times, they don't like what we have to say," Shawnda says.

Barnes Septic & Sewer doesn't install or repair tanks, however, so they help connect customers with contractors who can effectively serve their needs.

STAYING STEADY

Not many companies hit the half-century mark. The Barnes Sewer & Septic owners are happy to reach that milestone. And while some companies are focused on growth, they remain pleased with their current situation.

"We'd like to maintain it," Shawnda says. "We don't look to get bigger."

Getting bigger would also mean Barnes Sewer & Septic might have to go outside the family to hire employees — and that's something they're not interested in doing.

"So many people aren't here for the dedicated work; they're just here for the Friday payday," Larry says, summing up his family company's words to live by: "Don't get too big that you can't handle it." ■

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Whenever owners of the Winchester, Ind., company can do it, they take control of fleet repairs and construction of new equipment. That means running well-maintained older equipment and refreshing trucks with a coat of paint now and then.

The company has three vacuum trucks — a 1987 International 1900 with 1,100-gallon steel tank, a 120-gallon freshwater tank and a Battioni pump; a 1997 International 4700 with aluminum flatbed and custom-built 500-gallon steel slide-in vacuum unit with a Honda engine and Masport pump; and a 1993 International 4900 with a 1,250-gallon steel tank fabricated by a local welding shop. The trucks pull several custom-built restroom transport trailers.

Larry Barnes and Bob Bond don't just drive the septic and portable sanitation routes. The men have varied skills in fabrication and design much of the company's equipment. In addition to building its own equipment, the company paints, troubleshoots and fixes its own fleet as well, except for major work, such as transmissions.

Barnes Sewer & Septic is operated by the Barnes and Bond families out of their homes, located across the street from each other. Larry Barnes has a heated facility in his barn, allowing them to work on the fleet during winter.

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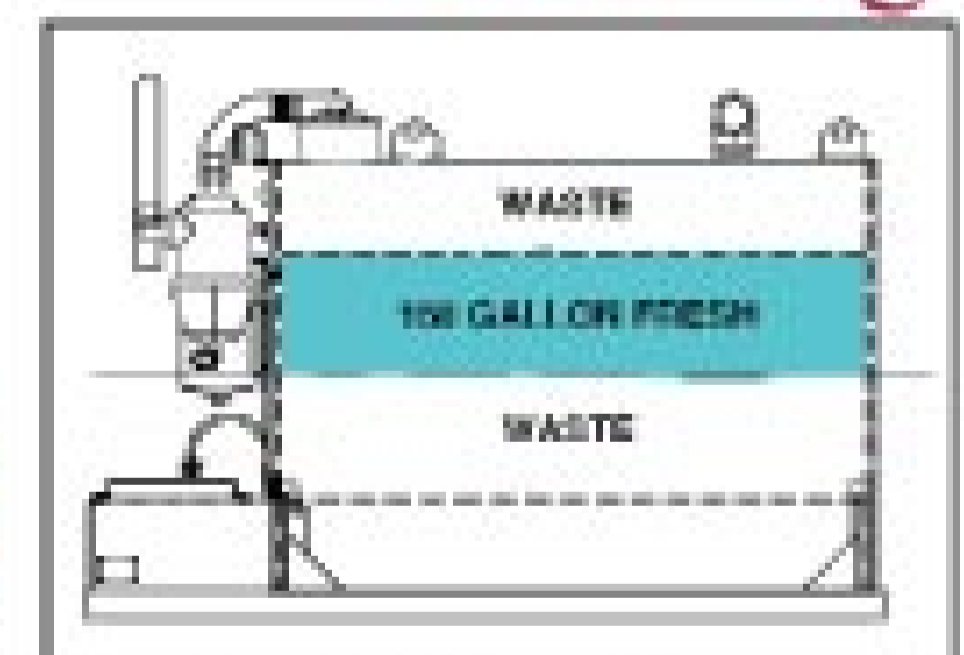
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Growing the Labor Pool

JOE LAMACCHIA, AUTHOR OF *BLUE COLLAR AND PROUD OF IT*, SHARES INSIGHTS INTO ATTRACTING AND RETAINING GOOD WORKERS

A lot of attention is paid these days to the knowledge of economy. The word is that employees' grasp of academic knowledge, research and technology will propel the country's productivity for the future. But blue-collar industries, and not academia, are going to transform the United States to an environmentally sustainable or "green" economy, says Joe Lamacchia, author of the book *Blue Collar and Proud of It*.

By 2018, there will be 3 million more job openings requiring a post-high school associate's degree than there will be skilled workers to fill them, according to a Georgetown University report.

Lamacchia started a Web site in 2003 to muse about the blue-collar employee recruitment issue. He couldn't find enough workers who knew how to set cement or drive trucks for his 30-year-old landscaping business in the town of Newton, Mass., near Boston. The thoughts he shared electronically led to several national interviews and speaking requests.

By 2006 and 2007, when demand for interviews had continued, Lamacchia realized that he had struck a nerve. He wrote the book describing his personal story and advocating the funneling of more high school students toward working with their hands instead of four-year colleges ("It's a feel-good book," he says). He remains a visible spokesman for blue-collar workers.

Pumper asked Lamacchia to share some ideas on attracting and retaining workers for the septic service and portable sanitation industry:



Reach Joe Lamacchia through his Web site, www.bluecollarandproudoft.com.

done whatever needs to get done. I have 12 guys and I consider four of them the pillars of my company. When you find good workers, don't lose them. A lot of good workers fall through your fingertips if you get chintzy; pay them well. I like to do a first interview on the phone and then bring them in if I like how they came across so far.

Tell them this is steady work. This is complete employment; there are plenty of hours if you want to work. And if you have to, tell them they can

try it and think about it. You get more bees with honey. I trust my guys to get the work done. I believe in them. They know that.

Pumper: How should employers persuade liquid waste and other blue-collar employees to stay in their jobs?

Lamacchia: Pay a little more than the average and treat them well. Money's a funny thing. They'll stay if you pay a little more. I treat (employees) right. I take everybody whale watching every other year. I let them use a truck if they need to move furniture. I write letters to get them mortgages or to get them apartments.

THE NUMBER OF BLUE-COLLAR JOBS IS EXPECTED TO GROW BY 10.2 MILLION IN THE 10 YEARS ENDING IN 2018. OF THAT TOTAL, 6.8 MILLION ARE REPLACEMENT JOBS DUE TO RETIREMENTS, ACCORDING TO THE U.S. BUREAU OF LABOR STATISTICS.

Pumper: Do you think society is moving toward encouraging blue-collar jobs?

Lamacchia: It is starting to turn. All these kids bought into the idea that they had to go to college to get a good job. It's not true. Treating kids like pieces of clay by saying that they all have to go to college is just not working. The numbers are amazing: One-third of them drop out the first year, and half can't find a job after four years of college. We not only have a housing bubble in this country, we have an education bubble.

Vocational schools are a big need. Don't call them alternative schools: This is my first choice.

Pumper: Are high schools recognizing these as necessary jobs?

Lamacchia: I have had guidance counselors tell me they bought my book. In the Boston area, most landscapers are earning \$15 to \$16

Pumper Interview

By Sally Garbo Wedde

Pumper: How do you change the perception that liquid waste pumping and other blue collar jobs are "dirty work" to be avoided?

Lamacchia: I like that there are shows like "Dirty Jobs," "L.A. Hardhats," "World's Biggest Fixers." We need to show people that things are built. Things are grown, too, by farmers. People need to see it.

Parents need to understand that some of us don't learn from the blackboard to the paper. Some of us need to pound it, to solder it, to bend it, to touch it, to smell it, in our work. This is necessary work. Some of it is dangerous work. But our grandfathers' factory floor doesn't exist any more. Workplaces are clean, and automated. You can't leave high school and start a job at the factory anymore. You need seasoning. You need training. You need math and science even if you are in welding.

Pumper: How do you find good workers?

Lamacchia: Run very specific ads and say that you're going to be doing drug and alcohol testing. I don't really do it, but it weeds out some people so that you don't have to. A good worker is somebody who shows up every day and who is willing to take the bull by the horns and get

an hour. Masons are paid \$18 to \$20 an hour. Truck drivers get \$22 or \$23 an hour.

We are moving from an economy based on fossil fuels to a green economy. The difference is night and day. Why wouldn't parents want their children to be a part of the greening of America? I think it's going to be a 20- or 30-year ordeal to make the changes we need.

Pumper: Two generations ago, parents steered their children to white-collar jobs; why is the trend reversing?

Lamacchia: It might have been the dream. The next wave was to work in the cubicle, with the hard candies and the pictures of the kids. But that dream is not for everybody. I have attention deficit hyperactivity disorder. Not all of us in blue-collar occupations do, but many of us have different ways of knowing something. We have different filters in our heads.

On the weekends in high school, I worked as a bricklayer on a team. I would mix cement, carry bricks, and we would all drink coffee together. I was in the zone. Why wouldn't I want to keep doing that? After high school, I put some tools in a van and started a business. Then I got a Toyota and a trailer. Eventually my dad bought me a truck. I was 21. I've been doing this for 30 years.

Pumper: Are any other factors driving the need for workers who are not desk-bound?

Lamacchia: These are valuable jobs. Everything's pointing to their becoming even more valuable. Baby boomers are starting to retire. There is a lot of money in the stimulus plan to create America. The United States is growing. We are going to have more than 400 million people by 2045. I was driving in my truck a while ago and I heard the U.S. Transportation Secretary, Ray LaHood, say that America is one big pot-hole. We built this country after World War II. It needs to be rebuilt.

Who's going to do this work? It's going to be the people who know how to pump a septic system. It will be the plumber who installs the low-flush toilets, the electrician who puts in the solar panels. You're not going to send your roof, your car, your cabinets, or your landscaping, to India.

Pumper: What are you doing in your blue-collar business to stay successful, in addition to your efforts to keep employees?

Lamacchia: Our business is down about 40 percent from 2007 and 2008. This year, I had to cut wages and sell trucks. Last year, we went down to eight employees from 18. Right now, we have 12 guys and 20 pieces of equipment.

It's been slow, but I think that the fear factor is starting to change. For a long time, people were afraid to put in a walkway or a driveway. It's starting to change. ■

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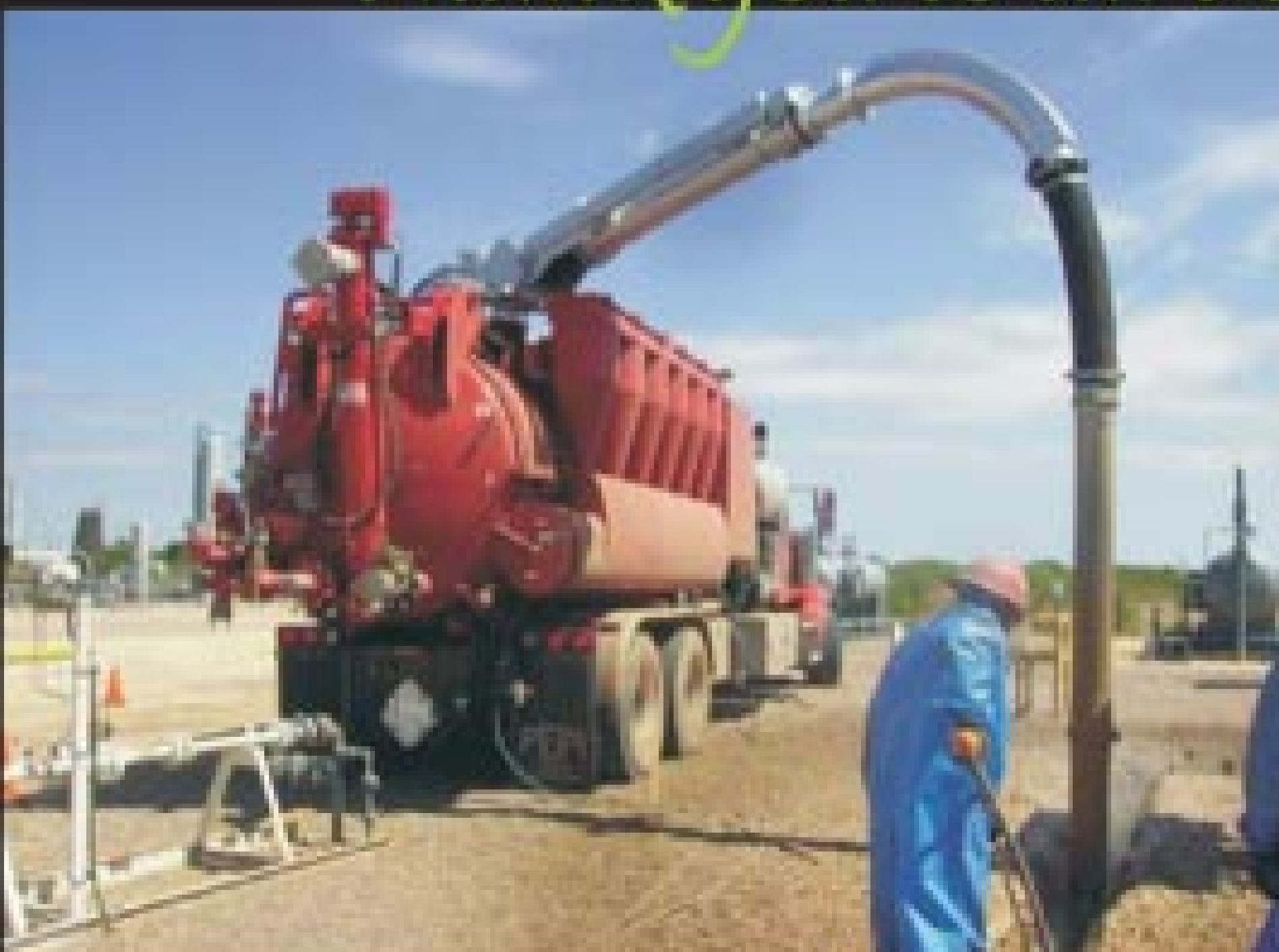
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In my opinion, a customer that doesn't like to pay is not a good customer. They either have money problems and won't be a customer long anyway, or they are just playing games. Either way, the method that I have used is to increase the price. If they go to another company, what have you really lost other than a headache? The customers I have had problems with are nursing homes.

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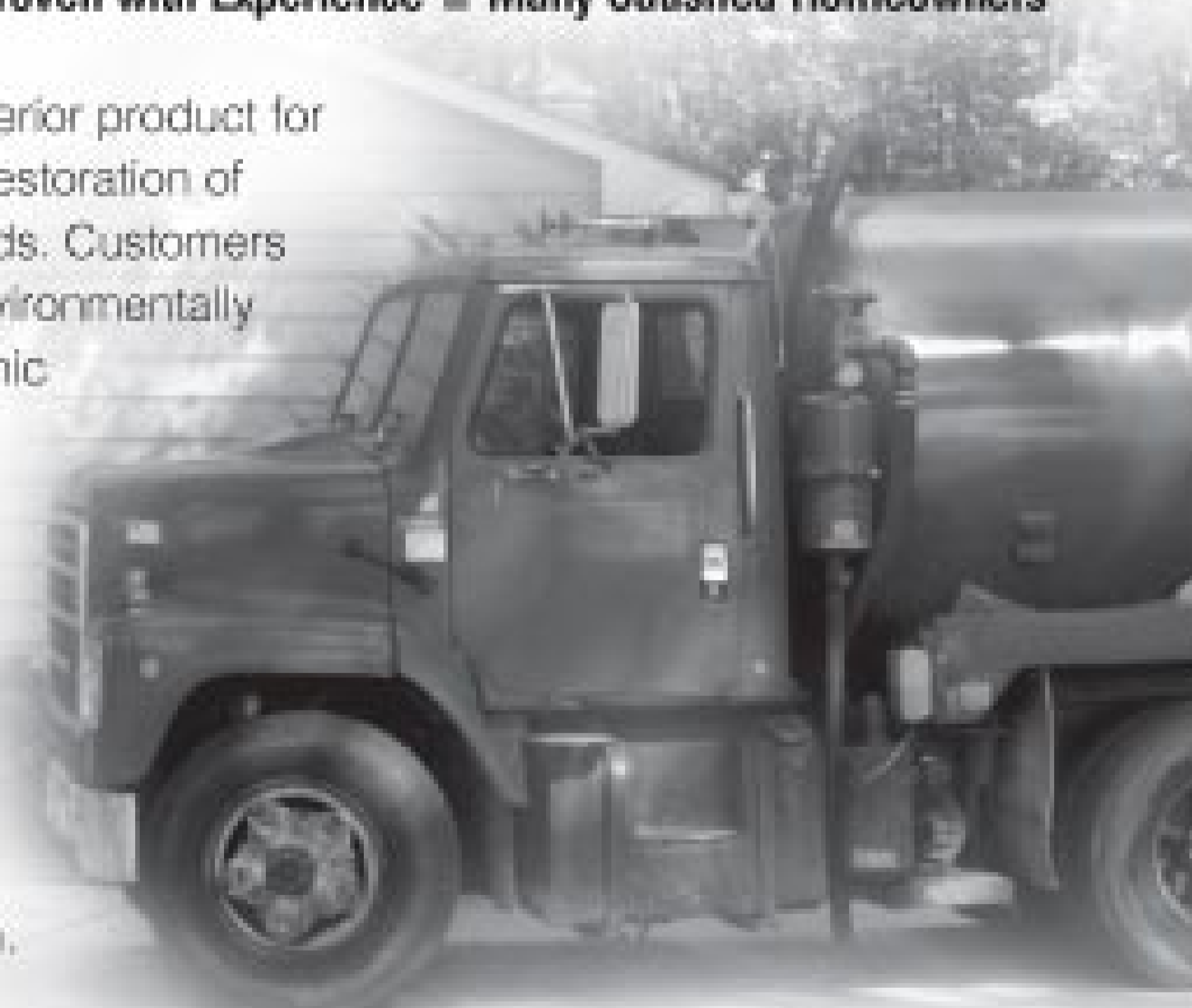
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This Is Your Brain On Cell Phone

A NATIONAL SAFETY COUNCIL PAPER SHOWS HOW DISTRACTED DRIVING AFFECTS MENTAL PROCESSES AND CREATES SERIOUS ROAD HAZARDS

Ted J. Rulseh is an editor for COLE Publishing. Reach him through this publication at editor@pumper.com.



You probably remember those old public service announcements:

This (egg) is your brain.

This (hot frying pan) is drugs.

This (egg frying) is your brain on drugs. Any questions?

The National Safety Council (www.nsc.org) isn't taking that dramatic a stand in its campaign to ban cell phone use while driving. But the council has published a white paper that describes in scientific terms how the brain is affected when its attention is divided by distractions, such as phoning while driving.

The paper's finding is sobering, and reading it may lead you to re-examine policies about how your people in the field use cell phones.

Safety First

By Ted J. Rulseh

BEING 'BLIND'

The paper, "Understanding the Distracted Brain: Why Driving While Using Hands-Free Cell Phones is Risky Behavior," starts with the story of a 2004 accident in Grand Rapids, Mich., in which a young woman ran a red light while talking on a cell phone and slammed into another car crossing the intersection.

Police found that the driver never touched her brakes and was traveling 48 mph when she crashed, killing a 12-year-old boy. Witnesses said the driver wasn't looking down, dialing or texting. She was looking straight ahead. "Researchers have called this crash a classic case of inattention blindness caused by the cognitive distraction of a cell phone conversation," the paper states.

Even drivers using hands-free phones tend to look at but not see objects, NSC experts say. "Estimates indicate that drivers using cell phones look at but fail to see up to 50 percent of the information in their driving environment."

GROWING CONCERN

There are nearly 300 million wireless subscribers in the United States. The National Highway Traffic Safety Administration estimates that 11 percent of all drivers at any given time are using cell phones, and the NSC estimates that more than one in four motor vehicle crashes involve cell phone use.

A few states have acted to ban driving while talking on a handheld phone, but the NSC says evidence shows that hands-free phoning is not safe, either. Here are some observations from the white paper:

The brain can't multi-task. Unlike a computer, it can't perform two tasks at once. It handles tasks sequentially, switching from one to another. When we try to handle two complex tasks, such as phoning and driving, "Important information falls out of view and is not processed by the brain. For example, drivers may not see a red light."

"When the brain is experiencing an increased workload, information processing slows, and a driver is much less likely to respond to unexpected hazards in time to avoid a crash."

National Safety Council
White Paper on Distracted Driving

Distraction affects reaction time. A driver's speed of response to a hazard can make the difference between a crash and an accident avoided. "When the brain is experiencing an increased workload, information processing slows, and a driver is much less likely to respond to unexpected hazards in time to avoid a crash," the NSC says.

Phone talkers may drift out of their lane. While inattention blindness and slower reactions are the most serious issues, phone talkers can also have trouble staying in their traffic lane. "(When) we are driving at roadway and freeway speeds with vehicles spaced less than a few feet from each other in parallel lanes, the margin of error for decision-making and response time to avoid a crash is very small," the NSC says. "Perhaps drivers who create a hazard by straying from their lanes must depend on other drivers around them to drive defensively and respond appropriately, and it may be those reacting drivers whose cell phone use should be of concern."

WHO IS AT RISK?

The paper cites evidence showing that people know the risks of distracted driving in general, but tend to exempt themselves. "In a AAA Foundation for Traffic Safety survey, 83 percent of respondents said drivers using cell phones pose a 'serious' or 'extremely serious' problem," the paper says. And yet, more than half the people in the same survey said they had talked on a cell phone while driving in the previous 30 days, and 17 percent reported doing so often or very often.

The NSC paper goes into some fascinating physiology that describes how the brain actually reacts when trying to process two or more tasks at once. It's enough to make anyone think twice about talking on any cell phone while driving — let alone texting, programming a GPS, or checking e-mail.

Are you, and are your field personnel, fully aware of the severe distraction caused by phoning while driving? If you think you might not be, the NSC paper is well worth reading. ■

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- 50 @ 3000 / DEUTZ 138 HP
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- 60 @ 2000 / John Deere 4045T
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- 80 @ 2000 / Cummins 110 HP
- Mileage: 73,000

RECONDITIONED \$185,000



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

RECONDITIONED \$195,000



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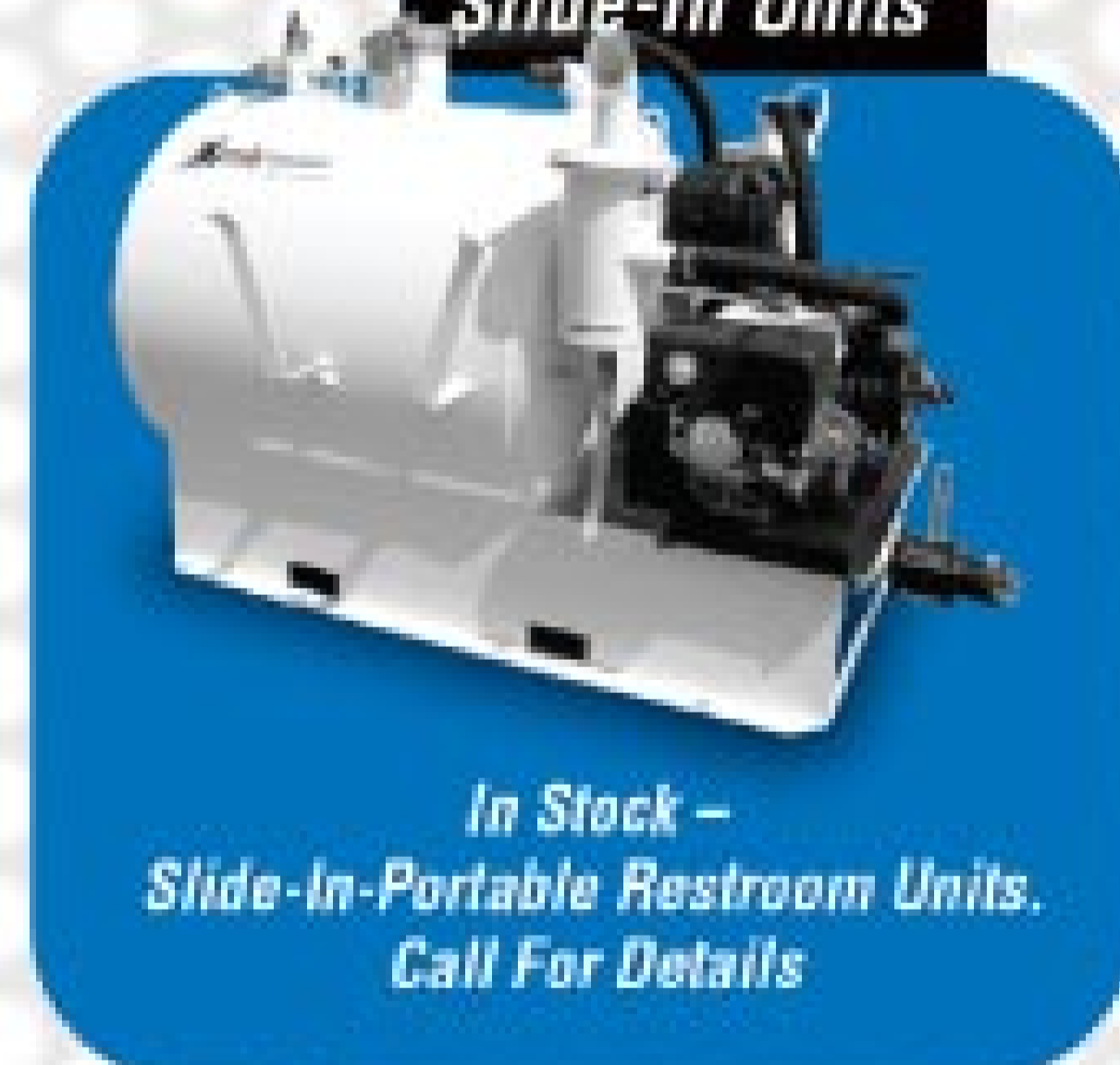
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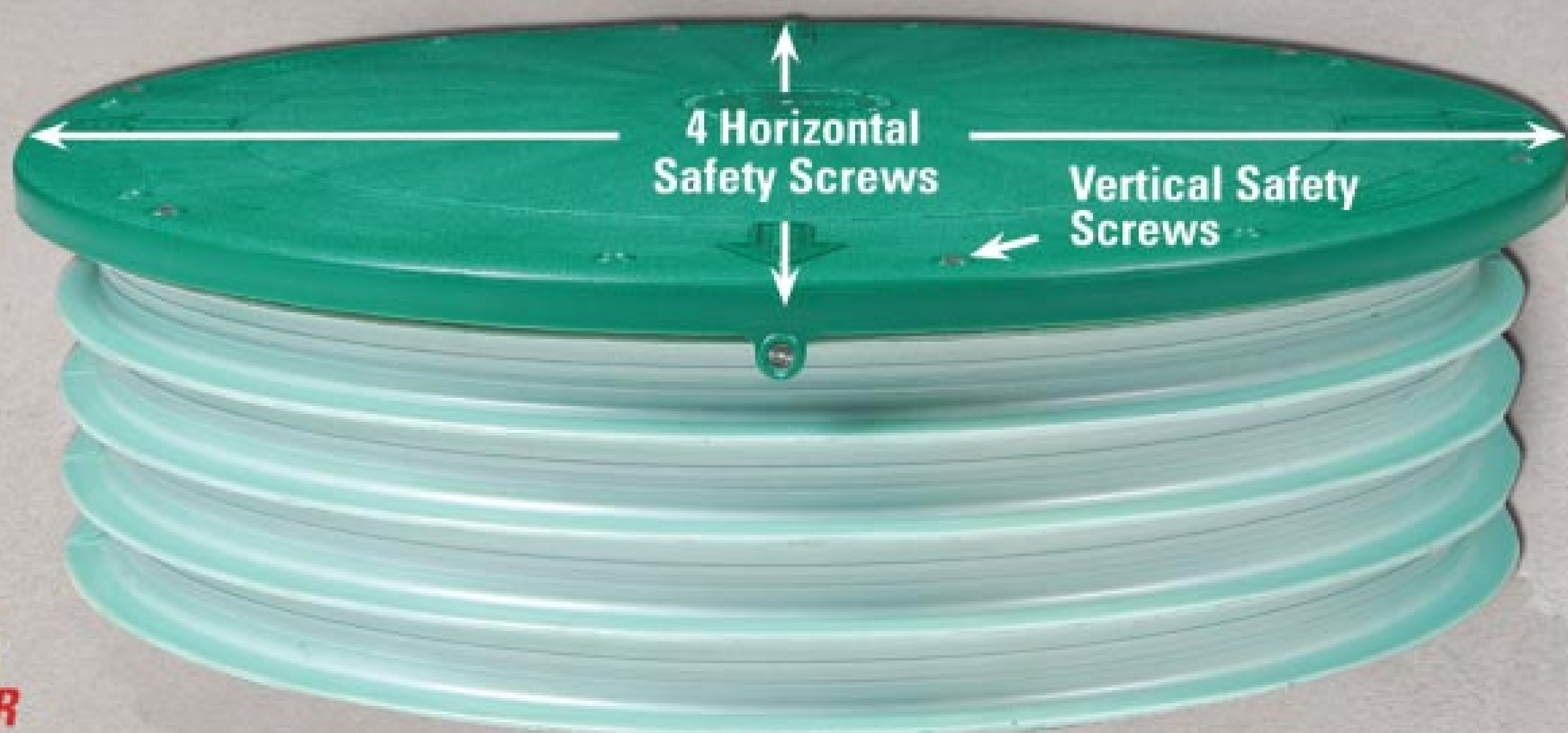
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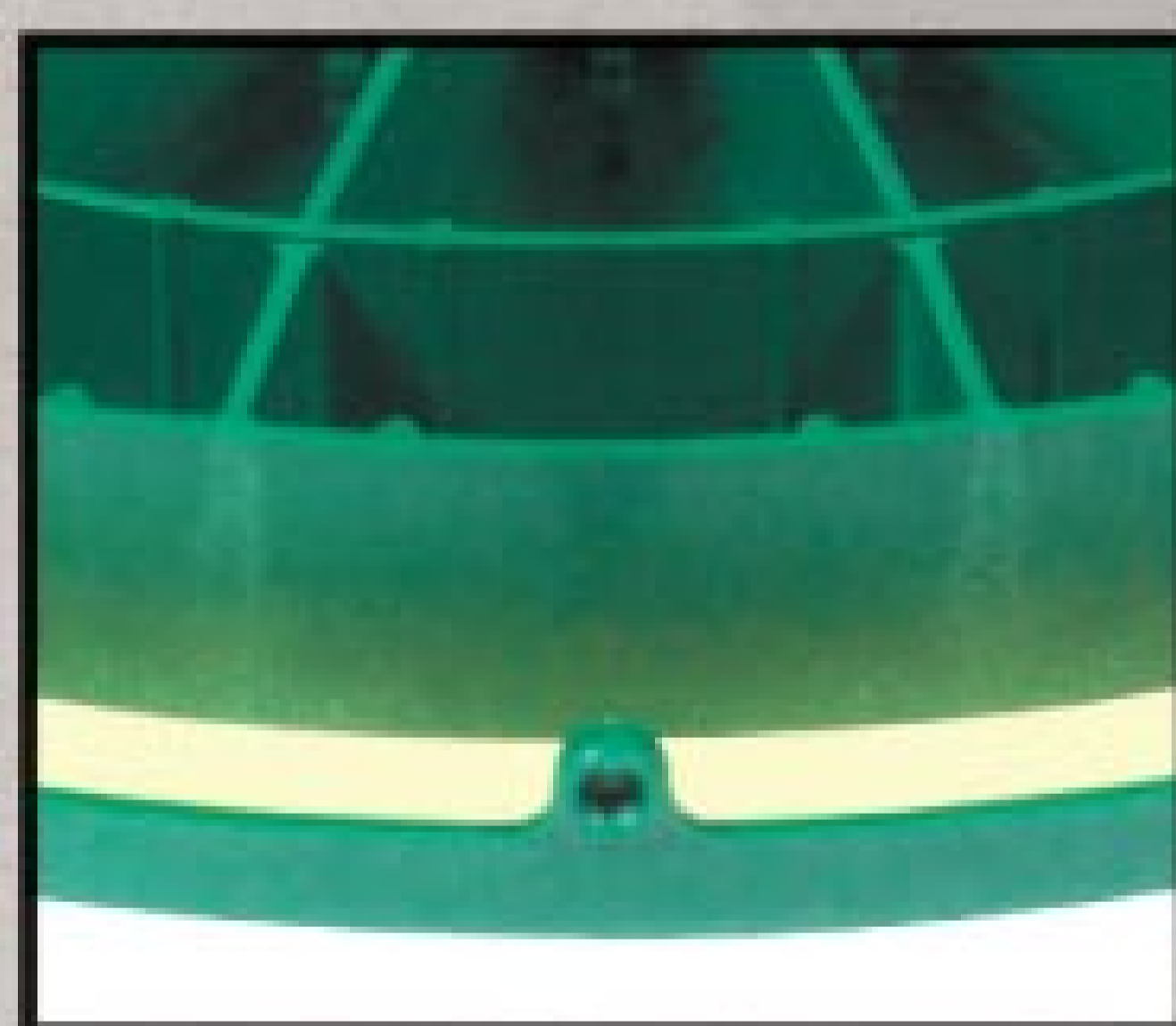
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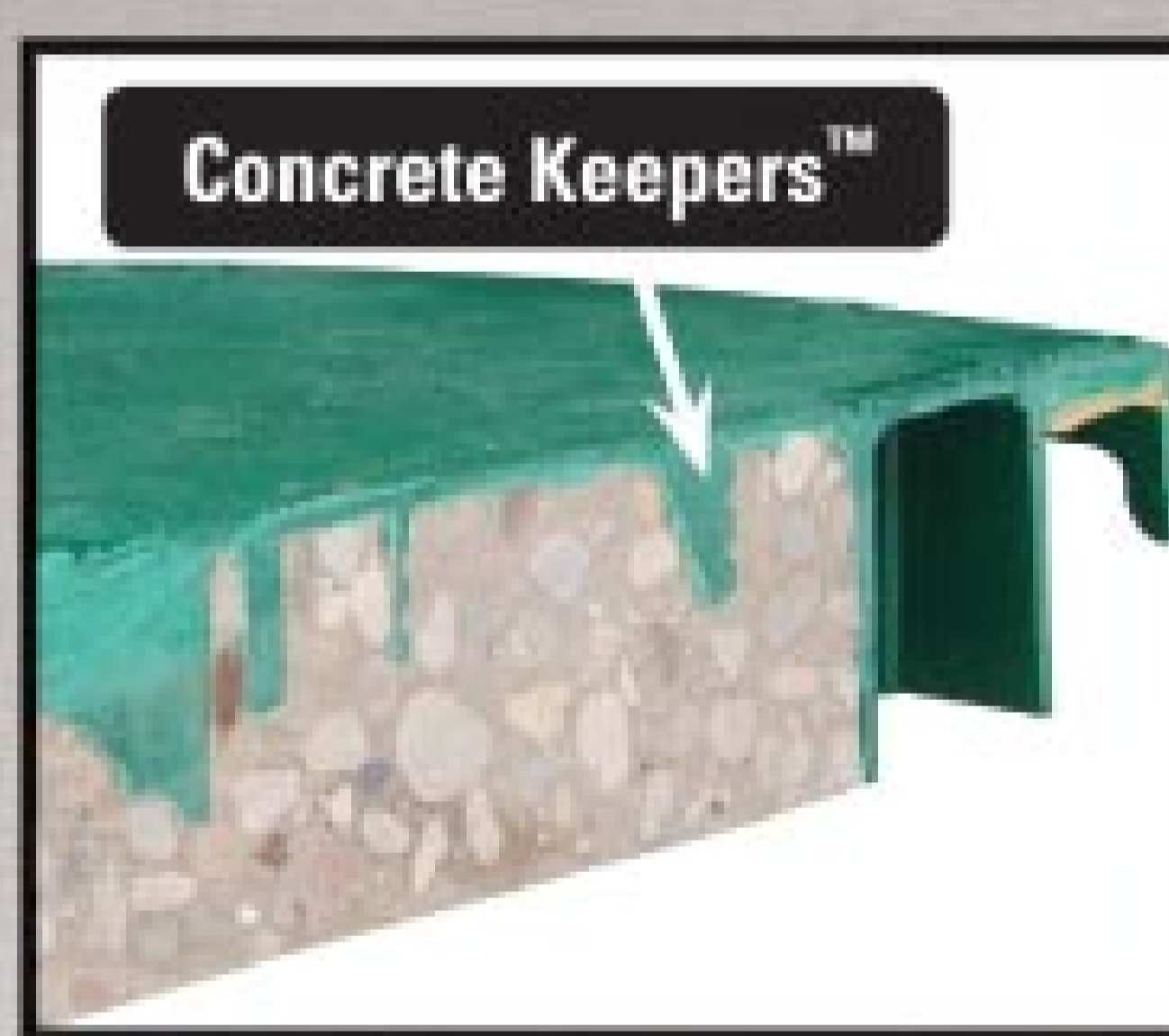
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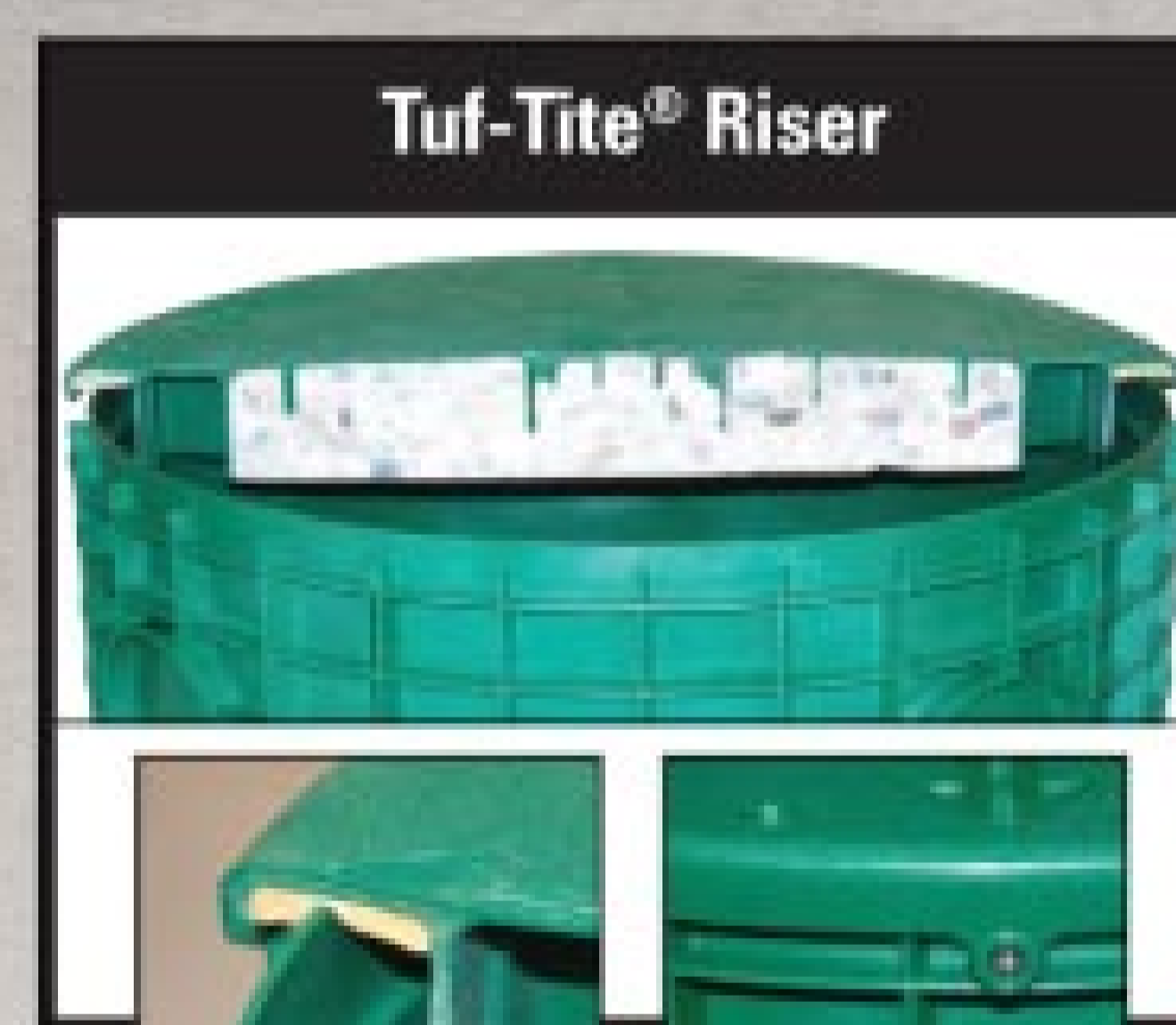


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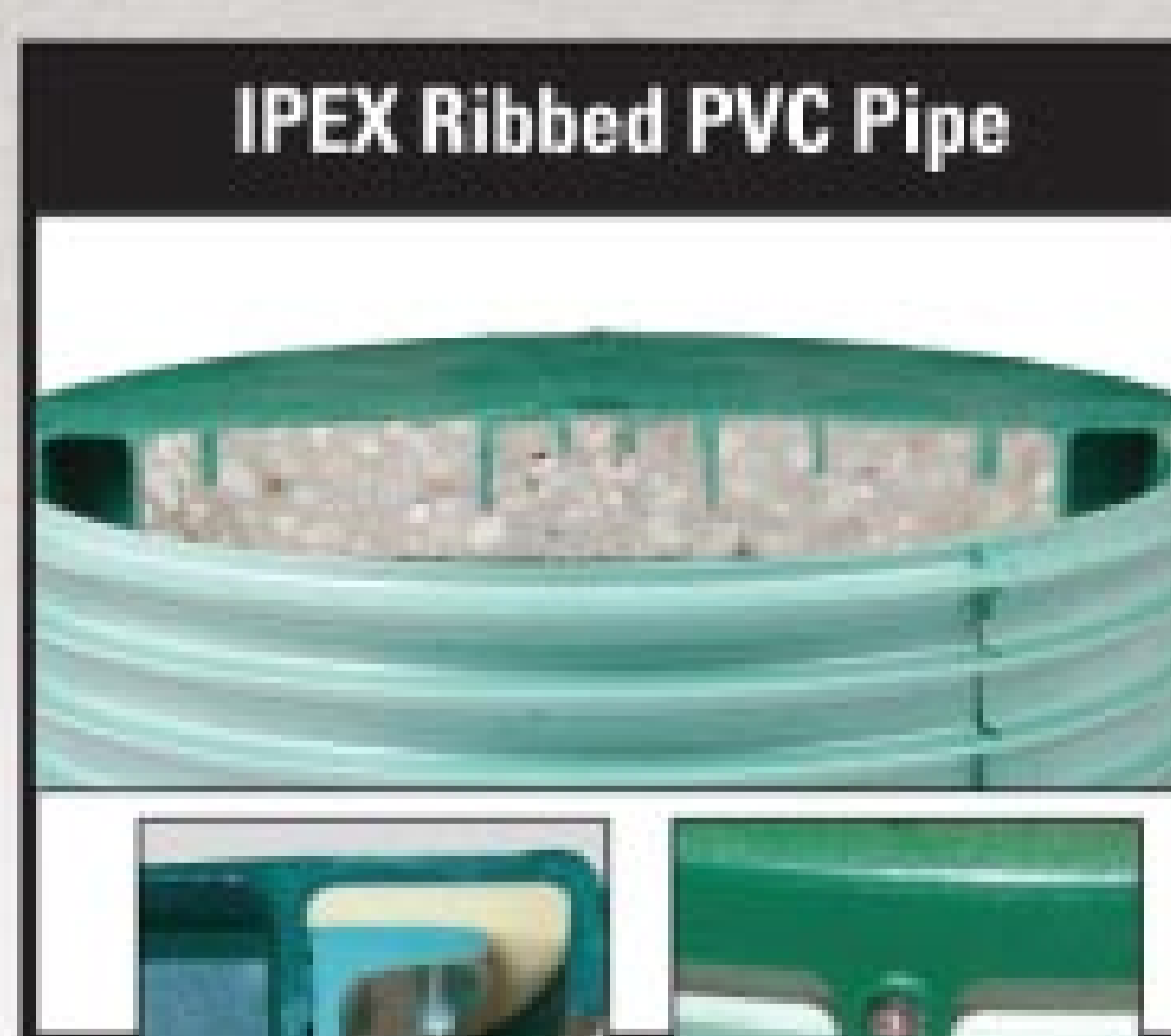
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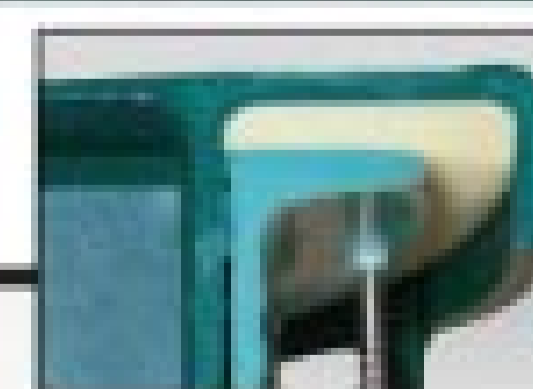
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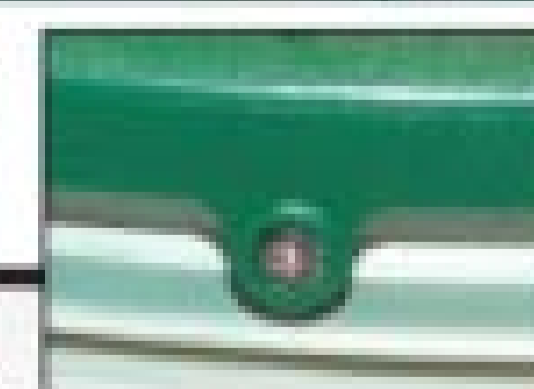
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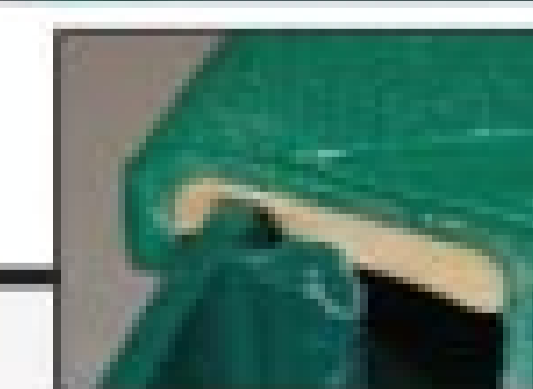
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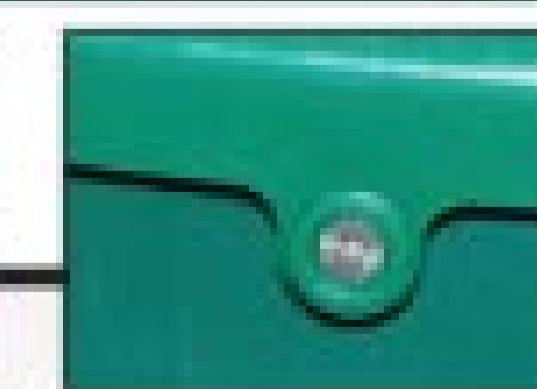
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Just a Click Away?

Financial calculators can help you crunch the numbers when making buying or borrowing decisions. But the numbers are not the whole story.

By Ted J. Rulseh

Should I buy that car or lease it? Can I afford this new house? How much money should I set aside for emergencies? How much interest can I save by making extra principal payments on my mortgage? How long before I become a millionaire?

Those used to be fairly involved and difficult calculations. Now they're quite easy, thanks to financial calculators widely available on the Internet. With a few basic pieces of information in hand, you can generate the figures to support all kinds of financial decisions.

You don't have to know the formula. You just have to enter the data, and the program does the math for you. Of course, the numbers alone won't always resolve the key issue at hand. For example, the numbers may tell you it's better to invest more money than to pay extra on your mortgage principal — but you may simply like the idea of being mortgage-free sooner. And if so, fine.

Still, it's nice to go into a financial decision with the hard figures in hand — armed with data instead of just hunches, or “gut feel,” or some advice you got from a financial planner (who may not be without personal bias).

EASY TO FIND

You can find these calculators easily. For example, most real estate Web sites will have a mortgage calculator to figure your monthly payment on the house you want to buy. Car, boat and recreational vehicle dealer Web sites have similar calculators.

And that's just the beginning. A simple Internet search under “financial calculators” will bring up numerous sites that offer dozens to hundreds of calculators for almost any purpose you can imagine. For example:

- Should I convert to a Roth IRA?
- How will inflation affect my retirement income needs?
- How much money can I accumulate by saving instead of buying lattes, eating out every Friday, or renting fewer videos?
- Should I pay extra points to get a lower mortgage rate?
- Should I consolidate my personal debt?
- How much life insurance do I need?

Think of almost any financial question you have and chances are there's a calculator to help you crunch the numbers.

WHEN TO RETIRE

Among the most popular calculators are those that tell you how much you need to save to retire, or how soon you can retire at your current rate of saving and pattern of investing. Of course, these illustrate a pitfall of putting too much faith in calculators: By definition, they are based on certain sets of assumptions that may or may not apply to you and how you plan to live your life.

For example, I ran the retirement calculator on Yahoo! and found that I need to save 48 percent of my annual income from now on if I

One thing the online calculators do is give you the hard figures, so you're prepared as you make decisions, or when you go and talk to a financial professional about a loan, insurance policy, or other product. A little information can hardly be a bad thing.

want to retire at age 65. That might send me into deep despair, unless I considered the assumptions behind the result. The key assumption is that I plan a traditional retirement, where you build up a big pile of money and coast on it from age 65 until you die.

My “retirement” plans differ from that model in important ways. Most significant: I'm a writer by trade, I enjoy the work, and I expect to do it for pay, at some level, for as long as I have my health and faculties. That greatly changes the calculus. It may be the same for many people who own a septic pumping business. They may prefer to dial back the workload but stay involved to some degree for many years.

TAKING A TEST SPIN

It's worth a few minutes to give some of these calculators a try. By doing so, you get a feel for their capabilities and limitations.

One of the most popular calculators on Yahoo! is labeled, “How much will college cost?” It's really about the feasibility of repaying student loans based on income from a first full-time job. You and your college-age kids might enjoy trying this one. I plugged in the four necessary figures:

- Anticipated initial income upon graduation: \$30,000
- Initial loan amount: \$30,000
- Interest rate: 8 percent
- Payment period: 120 months (10 years)

The calculator responded: “Your estimated monthly loan repayments are \$364, which equate to 14.6 percent of your anticipated monthly income. This appears to be within reasonable limits based upon your anticipated income and debt repayments.”

Then I tried: “How long will it take to pay off my credit card?” The necessary figures are:

- Initial credit card balance: \$10,000
- Annual percentage rate: 18 percent
- Minimum payment percentage: 2 percent
- Minimum payment amount: \$200
- Skip December payment when offered? Yes
- Additional payment amount: \$0

The calculator responded: “By only making minimum payments, it will take 114 more payments, or 9.5 years, to pay off the remaining bal-

ance. Interest will amount to \$10,945." Then I said I would decline the privilege of skipping the December payment and would pay \$200 beyond the minimum each month. Now I am paid off in 32 months, or 2.7 years, and the total interest is \$2,628. There's a good object lesson for a family member (or for yourself if need be).

BUY OR LEASE?

Then I looked at a calculator sure to interest business owners who invest in capital equipment: "Should I lease or purchase an auto?" (Of course, the same basic math applies to leasing equipment of any kind.) You simply plug in the term of the lease (or purchase loan), the down payment, any additional lease fees or security deposit, the monthly lease payment, the purchase price, the sales tax percentage, other up-front purchase costs, the loan interest rate, and the market value of the item at the end of the lease.

Click Submit, and there will be your answer. Of course, that last item may be difficult to calculate, but if you can get a good fix on it, you can get a useful cost comparison. Here again, the numbers don't tell the whole story: monthly cost and even total cost are not the only factors in deciding whether to lease or buy.

Still, having data on your side can't be a bad thing. One thing the online calculators do is give you the hard figures, so you're prepared as you make decisions, or when you go and talk to a financial professional about a loan, insurance policy, or other product. A little information can be handy to carry in your pocket. ■

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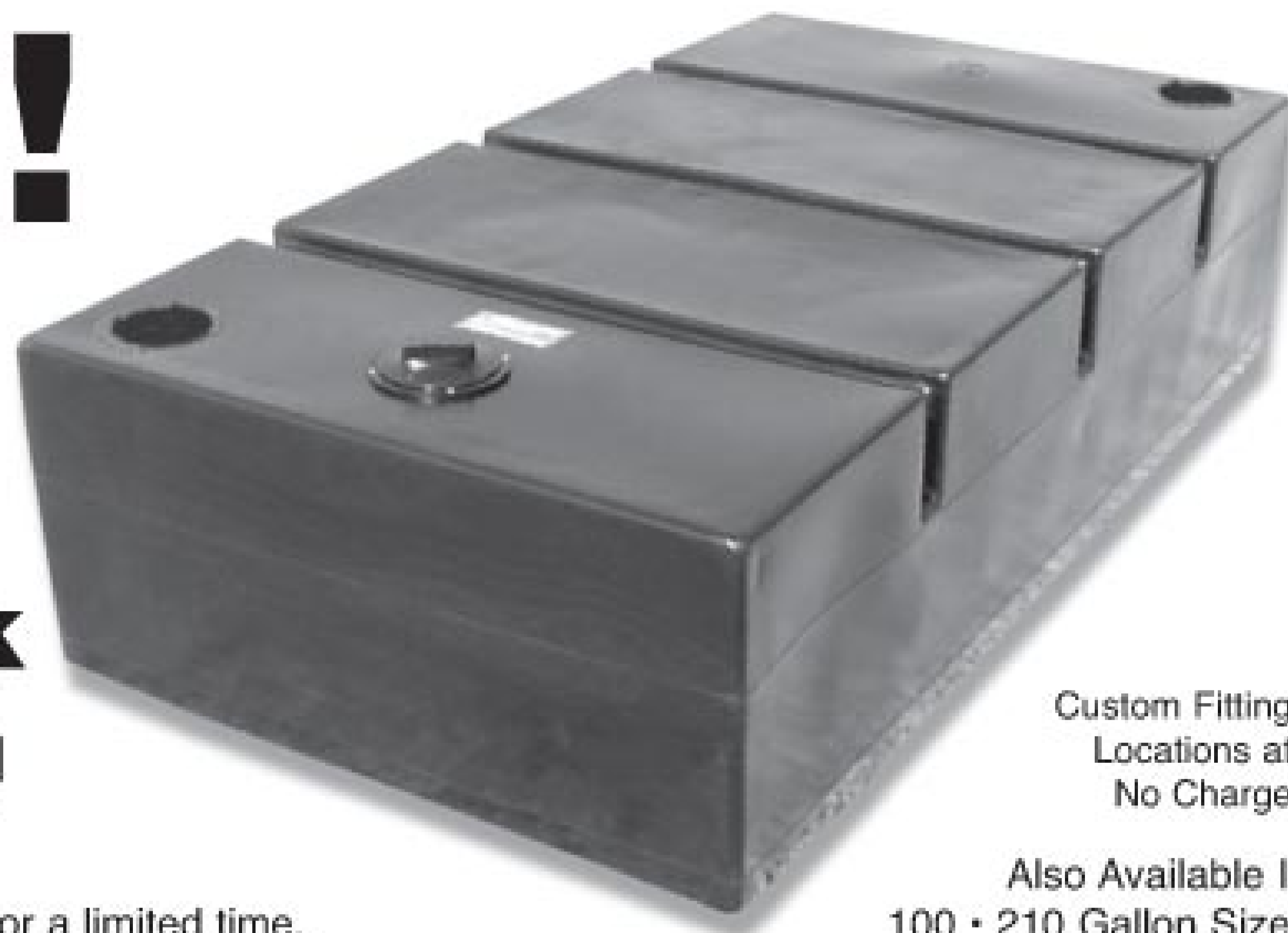
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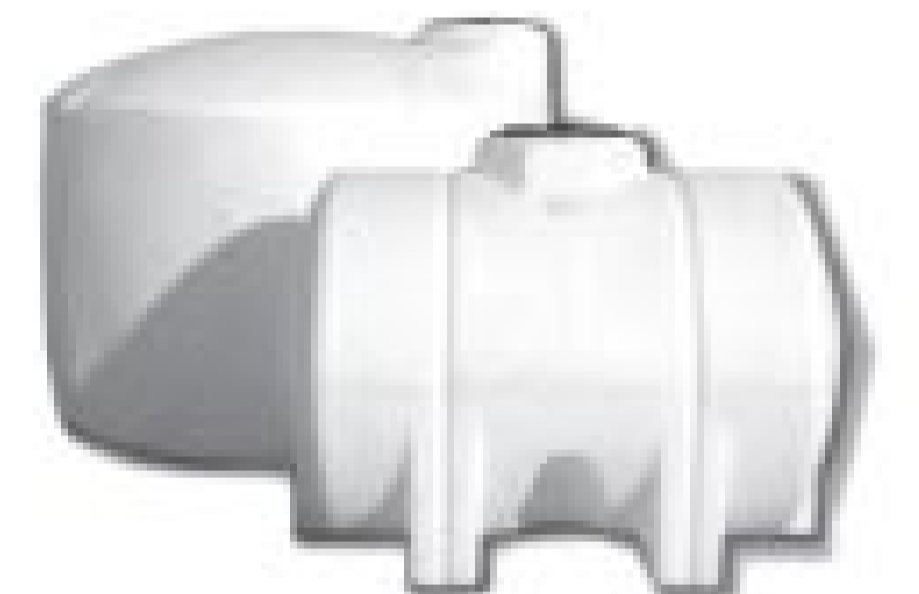
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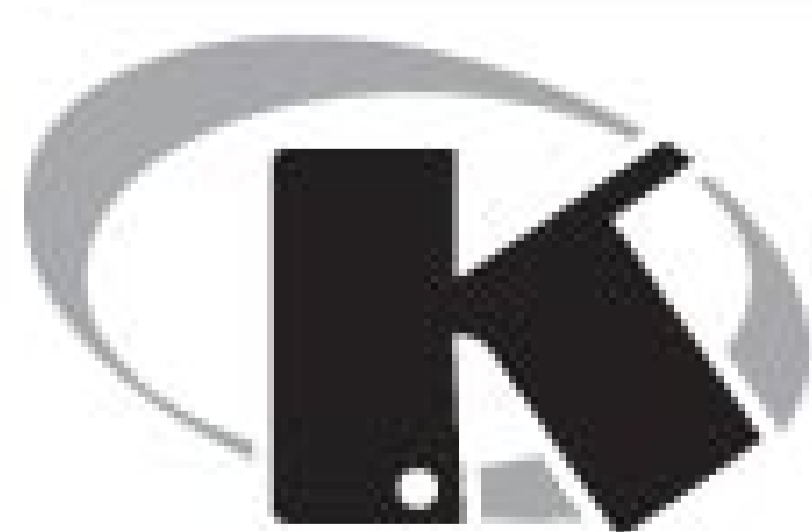
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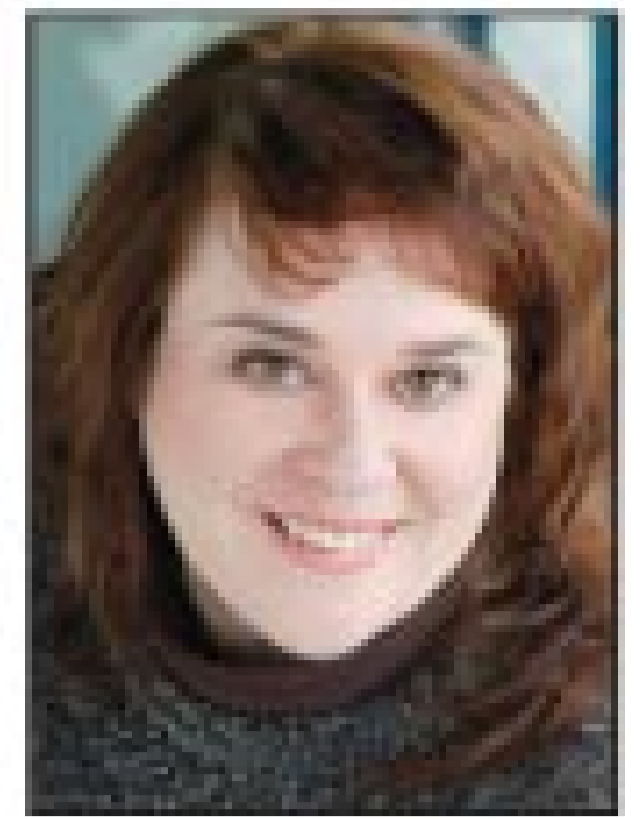
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Tougher System Regulations Mean Business

State and local mandates for regular septic tank service provide a revenue boost, pumping contractors report

By Mary Shafer

If you're not already dealing with minimum septic pumping mandates in your state or local municipalities, it's likely you will be someday soon. For some, such ordinances are right around the corner. For others, they're still a ways off. But make no mistake, with growing environmental awareness, these changes are coming.

What will the new laws mean to your business? Contractors already working under these mandates offer a glimpse at their impact.



Name:
Dennis Sullivan
Company:
**Dennis E. Sullivan
Excavating Inc.**
Location:
Colona, Ill.
Employees: **2**
Years in
Business: **14**

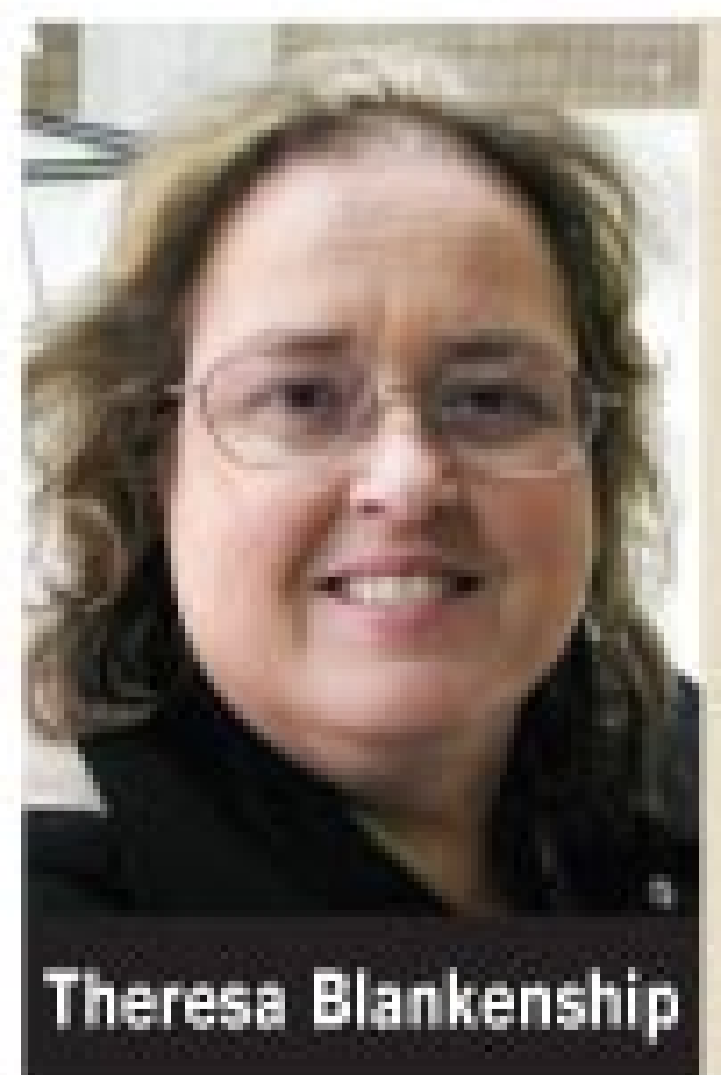
Dennis Sullivan performs septic installations, pumping and inspections. The health department in one Illinois county where he operates has mandated septic pumping. "We have a lot of smaller subdivisions with small lots, so to try to increase the life of these septic systems, they've implemented

that five-year program," Sullivan says.

The county maintains a list of pumpers certified to perform tank cleaning through its licensing program. For three years, it has distributed a copy of this list to homeowners, along with a letter explaining the maintenance mandate.

Sullivan says the mandate has been good for business. "We've noticed an increase not only in our pumping calls, but also requests for system inspection," he explains. "Our inspections picked up originally when neighboring Iowa introduced a law requiring inspection and approval of septic systems for houses before property could change hands during a sale. One requirement for approval was that the tank had to have been pumped sometime in the previous three years. If it hadn't been, we pumped it. That business grew, simply through the fact that we're on a list of preferred vendors."

With mandates, he expects business will continue to expand, and estimates a growth of at least 25 percent so far, due to the legislation. He attributes this growth to real estate agents feeding him direct referrals. Asked how other pumpers could benefit from such referrals, he says, "Any time you have a certification, it gives you a little edge. The perception is that you're more of an expert."



Name:
Theresa Blankenship
Company:
**All Town & Country
Septic Inc.**
Location:
Norton, Ohio
Employees: **9**
Years in
Business: **18**

All Town & Country Septic pumps and performs small repairs on septic tanks, drains and aerators. Owner Theresa Blankenship says the county requires a minimum pumping schedule of once every three years for septic tank customers.

The mandate, passed three years ago, has helped build her business. "They send out reminder cards, which gets people to call us. We send out our own reminder cards, but they only go to our previous customers."

Blankenship also advertises in phone books and local newspapers to gain new customers, and highlights the new requirement. She estimates the new law has helped the company's recent 20- to 25-percent business growth. "When we had no reminders, so many people would forget, or not even be aware that they had a septic tank that required service. The cards really help the older people who forget about servicing their tank, and younger people moving out here from the city who've never had one."

Blankenship doesn't go after business through real estate agents, but when agents have called All Town & Country once, the company gets referrals from them over and over.



Name:
Tim Kettler
Company:
**Action Septic
Service**
Location:
Warsaw, Ohio
Employees: **2**
Years in
Business: **24**

Action Septic Service offers complete service for standard and aeration septic systems. Owner Tim Kettler knows about relevant laws, having run for office himself. He recalls Ohio first implemented maintenance regulations statewide in 2002. He applauds taking the legislation to the state level to ensure consistency in application and

enforcement, but says the timing was abysmal.

"In the midst of an economic crisis in the housing business, along came some very strict regulations that affected real estate transfers and time-of-sale inspections," he recalls. "We saw a very high number of properties with potential for sale that now needed very expensive new mound or aeration systems."

The regulations only lasted six months, when legislators put a two-year moratorium on the program. That expired in July of 2009, and now they're implementing it with a phased-in approach that doesn't burden homeowners so drastically, Kettler says.

Kettler sees "just a ton of opportunity for pumpers, as stewards of the environment, to convey the message to the general public to elevate their priorities."

He says contractors will experience great demand for qualified service providers in both pumping and inspection, so there will be opportunity for those who become trained, certified septic system inspectors. He also says contractors have to become educators.

"We need people to understand that (their septic system) is a capital investment, this is equity in their home that they need to protect," Kettler says. "There's a real need to protect the environment, which will probably result in a windfall for qualified providers." ■

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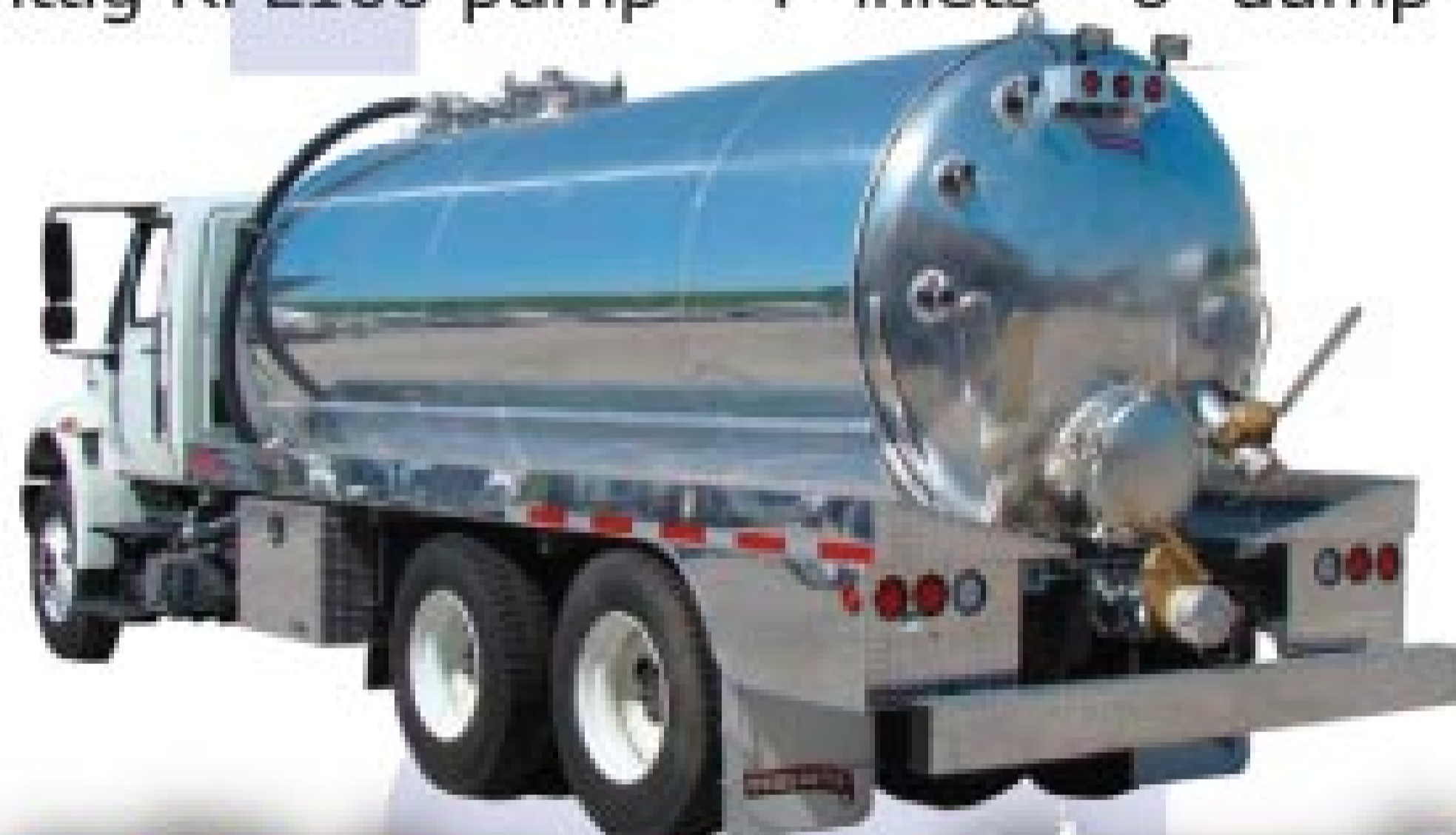


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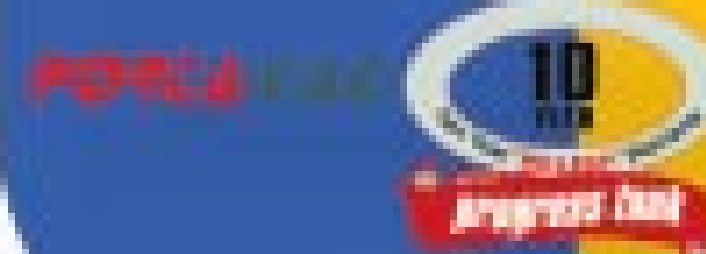
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EDUCATION DAY

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WWW.PUMPERSHOW.COM

SSCSC Southern Section Collection Systems Committee

- 8 a.m. Sewer Collection System History & the Evaluation of Pipeline Materials and Problems
- 9:30 a.m. Combo Vacuuming, a Forgotten Art
- 11 a.m. Keeping your Standard CCTV Inspection Program Relevant
- 1 p.m. Growing Your Business by Building Your Company Image
- 2:30 p.m. Pump and Lift Station Fundamentals: How to Achieve Maximum Service and Reliability
- 4 p.m. Making Sense out of Nozzle Nonsense

NAWT National Association of Wastewater Transporters

- 8 a.m. So You Think You Want to Own a Waste Treatment Facility?
- 9:30 a.m. Grease as a Resource
- 11 a.m. Resource Recovery - Methane and Septage
- 1 p.m. O & M Problems on Drip Distribution Systems
- 2:30 p.m. O & M Problems We Have Seen
- 4 p.m. O & M Problems with Media Filters

NASSCO National Association of Sewer Service Companies

- 8 a.m. Grout: Its Use and Application for the Total Collection System
- 9:30 a.m. Cured-In-Place Pipe
- 11 a.m. Pipe Bursting Tools for Everyday Utility Installations
- 1 p.m. How Will You Know if You Need to do a Sewer System Evaluation Survey (SSES)?
- 2:30 p.m. Laser Profiling Applications for Documenting Piping System Conditions
- 4 p.m. Advancements in UV Technology for Curing CIPP

WJTA WaterJet Technology Association

- 8 a.m. Estimating the Vacuum Job for Fun and Profit
- 9:30 a.m. How to Maximize the Power of Your Waterjetter
- 11 a.m. Waterjetting - Financial Startup Considerations and Real-World Application

PSAI Portable Sanitation Association International

- 1 p.m. Understanding Your True Cost per Service for Special Events - Part 1
- 2:30 p.m. Understanding Your True Cost per Service for Special Events - Part 2

NARC National Association of Regulated Carriers

- 4 p.m. Avoiding Violation Fines and Tickets with DOT Safety Compliance

NOWRA National Onsite Wastewater Recycling Association

- 8 a.m. Troubleshooting Our Modern Waste Stream
- 9:30 a.m. Pumps - A Basic Understanding
- 11 a.m. System Remediation - Why, What, When, Where and How?
- 1 p.m. Selling the System to Site Conditions
- 2:30 p.m. Sampling Sewage Treatment Systems
- 4 p.m. Effluent Dispersal and Water Management

NEHA National Environmental Health Association

- 8 a.m. The Qualified O & M Service Provider
- 9:30 a.m. Effluent Screens and Filters for Onsite Applications
- 11 a.m. Develop Champions for Your Decentralized Wastewater Projects
- 1 p.m. The Business of Management
- 2:30 p.m. Developing O & M Inspection Actions
- 4 p.m. Working with Regulators, Regulations & Industry

SCOTT HUNTER Business Track

- 8 a.m. Creating an Extraordinary Organization - The Mindset of Leadership (Part 1)
- 9:30 a.m. The Mindset of Leadership (Part 2)
- 11 a.m. The Mindset of Leadership (Part 3)
- 2:30 p.m. Creating an Outrageously Successful Organization (Part 1)
- 4 p.m. Creating an Outrageously Successful Organization (Part 2)

LRN Leaders Resource Network

- 8 a.m. The Disciplines and Art of Business Success
- 10 a.m. Developing a "Fantastic" Team
- 1 p.m. Diversifying or Specializing Your Services
- 3 p.m. Succession Planning

DETAILED SESSION INFORMATION AVAILABLE AT:

WWW.PUMPERSHOW.COM



THURSDAY SESSIONS

March 3, 2011

BUSINESS TRACK

- 8 a.m.** 45 Marketing Tips in 45 Minutes
Lenzyme Inc. - Jerard Nighorn
- 9:30 a.m.** The Benefits of Vehicle Routing Software in Today's Economy
RouteOptix Inc. - Ron Davey
- 11 a.m.** Unleashing the Power to Profit and Freedom
Nexstar Inc. - Kenny Chapman

LIQUID WASTE TRACK

- 8 a.m.** The Evolution of Effluent Filters
Bear Onsite LLC - Theo Terry
- 9:30 a.m.** "Life Cycle" From Waste to Windfall
Big Fish Environmental - John Campbell
- 11 a.m.** Take Confined Space Seriously - A Matter of Life and Death
M Tech Co. - Chris Cira

NEW BUSINESS OPPORTUNITY TRACK

- 8 a.m.** Centripipe (Centrifugally Cast Concrete Pipe)
AP/M Permaform - Steve Henning
- 9:30 a.m.** Valve Exercising and Fire Flow Testing for a Reliable Water Distribution System
Hurco Technologies Inc. - Lynn Hurley
- 11 a.m.** The Basics of Buying and Selling a Septic or Sewer Business
COLE Publishing - Jeff Bruss

MUNICIPAL TRACK

- 8 a.m.** Think Like Grout... For Better Point Repair of Below Grade Structures
Prime Resins Inc. - Scott Kelly
- 9:30 a.m.** CCTV Inspections Evolve to Unparalleled Heights
Aries Industries Inc. - George Rada
- 11 a.m.** Manhole Chimney Section Rebuilds
Mr. Manhole Systems - Michael Crites

INSTALLER TRACK

- 8 a.m.** Membrane Bioreactor (MBR) Technology for Decentralized Wastewater Systems
Bio-Microbics Inc. - Dr. Reza Shams
- 9:30 a.m.** Shallow Pressurized Drainfields for Soil-Based Effluent Dispersal
Orenco Systems Inc. - Mark Gross
- 11 a.m.** Onsite System Solutions for Shallow Installations
Infiltrator Systems Inc. - Dennis Hallahan

CLASES EN ESPAÑOL

- 8 a.m.** Técnicas Corrientes de Limpieza de Tuberías
Innerline Engineering - Jim Aanderud
- 9:30 a.m.** Avances en la Evaluación de Tuberías y Tecnologías sin Zanja para Rehabilitación de Tuberías
CDM - Luis Roberto León
- 11 a.m.** La Elección de Boquillas en la Limpieza de Drenajes
Innerline Engineering - Jim Aanderud

FRIDAY SESSIONS

March 4, 2011

MUNICIPAL TRACK

- 8 a.m.** Large Pipe Inspection
QUES Inc. - N.H. Doc Bennett
- 9:30 a.m.** Chemical Grouts & Grouting Methods
Avanti International - Jim Gentry
- 11 a.m.** Sectional CIPP Repairs Per ASTM F2599
LMK Enterprises Inc. - Rick Gage

BUSINESS TRACK

- 8 a.m.** Save Money - Go Paperless
Clear Computing Inc. - Joel Smith
- 9:30 a.m.** Marketing Your Septic/Drain Service Business
COLE Publishing Inc. - Jeff Bruss

CLASES EN ESPAÑOL

- 8 a.m.** Anúnciate exitosamente y económicamente, Cuidando tu negocio con atención
Armal Inc. - Angel Romero
- 9:30 a.m.** Eficiente las operaciones de limpieza de cualquier red de alcantarillado de América Latina
Hi-Vac Corp. - Gerardo Ramirez

LIQUID WASTE/INSTALLER TRACK

- 8 a.m.** Grease Interceptor 101
Schier Products - Charlie Ismert, Ben Ismert
- 9:30 a.m.** Datalogging for Onsite Septic System Diagnosis
SJE Rhombus - Scott Rietsema
- 11 a.m.** Belt Press Performance Optimization
BDP Industries Inc. - Kelly Brown

SEWER & DRAIN CLEANING TRACK

- 8 a.m.** Inline Cutting Tools - Taking Science to the Sewer!
NozzTeq Inc. - Scott Paquet
- 9:30 a.m.** Waterjetting! Impact on Drain Cleaning
US Jetting - Nick Woodhea, Ken Bryson
- 11 a.m.** Don't underestimate your cable machines?
MyTana Manufacturing - Jack Donaldson

PORTABLE RESTROOM TRACK

- 9:30 a.m.** Give Me 3 Reasons Why I Should Advertise My Portable Restroom Company
Satellite Industries Inc. - Mitch Moores
- 11 a.m.** How to Start a Business in South America, Marketing and Importing/Exporting
Armal Inc. - Angel Romero



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Current list of exhibiting companies as of October 12th, 2010.
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Abbott Rubber Company
Accent Manufacturing
ACE DuraFlo Systems
Acro Trailer
Advance Pump & Equipment
Advanced Biological Marketing
Advanced Drainage Systems
Advanced Infrastructure Technologies
Advanced Pressure Systems
Advanced Tank Systems
Advanced Treatment Inc.
Advanlink International Corp.
Aero-Tech
AK Industries
All Star Equipment Sales, Inc.
Allan J. Coleman
Allied Construction Products, LLC
Allied Forward Motion LLC
Allied Graphics
Allied Tank Co.
AlturaMats
Ameri-Con Engineering
Amerik Engineering
Amthor International
AP/M Permaform
Aqua Ben Corporation
Aqua Blast Corporation
Aqua Mole Technologies
Aqua-Zyme Disposal Systems Inc.
Arcan Enterprises Inc.
Aries Industries Inc.
Armal, Inc.
Arthur Products
Ashland Trap Distribution, Co.
Atlanta Rubber & Hydraulics Inc.
Avanti International
Bad Dog Tools
BakerCorp
Bandlock Corporation
BB & T Insurance Svc. Inc.
BDP Industries
Bear Onsite
Benjamin Franklin Franchising
Best Enterprises Inc.
Betts Industries
Big Fish Environmental, LLC
Bio Clean
Bio-Microbics Inc.
BlackGold Biofuels
Blasters, Inc.
Blue Angel Pumps
Boatman Industries
Boerger LLC
Bord na Mona
Bowman Tool Co.
Brenlin Co., Inc.
Bright Dyes,
Division of Kingscote Chemicals
Bright Technologies
Butterworth, Inc.
BW Technologies by Honeywell
Cam Spray
Camples Industries Ltd.
Cape Cod Biochemical Co.
Capital Partners
Capital Rubber Corp.
Carbco

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Chelsea Products/Div. of Parker
Chempace Corporation
Chempure Products Corp.
Chemsearch
Cherna Industries Inc.
Clarus Environmental/
Zoeller Pump Company
Clear Computing
Clearstream Waste Water Systems Inc.
Cloverleaf Tool Co.
Cobra Technologies
Comforts of Home
Compro Industries
Conegtec
Consolidated Treatment
Containment Solutions Inc.
Cosmic Tophat LLC
Cougar Vibration
a Division of Martin Engineering
Coxreels
Crane Pumps & Systems
Crescent Tank Manufacturing
Cretek Specialty Products
Cross Bore Safety Association
Crust Buster/Schmitz Bros.
CUES Inc.
Custom Biologicals Inc.
Cyclops Electronics, Inc.
D&W Diesel, Inc.
De Neef Construction Chemicals
Deal Associates
Del Vel Chemical Co.
Deha Environmental
Ditch Witch
Dr. Shrink, Inc.
Dragon Products
Drainables Direct
Dresser Roots
Dultmeier Sales
Durable Manufacturing
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Dyna Flex Inc.
E.H. Wachs Company
Earth Friendly Chemicals, Inc.
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Easy Liner
ECA-SSI
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Ecological Tanks, Inc.
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Envirotab
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More or Less?

Proper pumping frequency is different for every septic tank. Any arbitrary number — whether set by tradition or government mandate — can be right on or dead wrong.

By Roger E. Machmeier

Q I've heard some people say septic tanks need to be pumped only every 10 or 12 years. What do you think of that idea? Our septic code says every three years.

A I have heard the same thing and I have some comments. I also sought the feedback of my friends in the septic service industry here in Minnesota.

I visited one of the *Pumper* online discussion forums (www.pumper.com). Posted comments said some designers and installers were proposing a 10- to 12-year cleaning frequency. I agree there may be conditions where a septic tank does not need to be cleaned for 10 years. But there also are conditions where a septic tank should be cleaned even more often than every three years.

Every septic tank is different. Solids build up at different rates. Kitchen sink wastes differ from home to home. Garbage disposers are not recommended for use with a septic system because they discharge raw materials. And they are prohibited by many state and local codes. But garbage disposers are sold to anyone, and a homeowner with a little plumbing savvy can easily install one without knowing they are detrimental to the septic system.

WHO LIVES HERE?

The number of people in a home will affect the solids accumulation. Most onsite systems are designed for homes with three or four bedrooms. A four-bedroom home might have two occupants or eight occupants. So the amount and nature of the sewage will differ a great deal from home to home.

A standard used for many years says the sludge layer should be no closer than 12 inches beneath the tank outlet baffle. The scum layer must be no closer than three inches to the bottom of the outlet baffle. Whoever measures the scum and sludge must have an accurate device.

Two people who are at work all day may occupy a home. There are not many sewage solids deposited in their septic tank during the week. A three- or four-bedroom house may be occupied only during the summer months by a retired couple. They spend their winter months in a warmer place. No sewage is deposited to the septic tank during that time. Their home likely has a large-volume septic tank or tanks. In my opinion, there is no way they will build up enough solids to require septic tank pumping every three years. Perhaps 10 or 12 years would be adequate here.

There are other complicating factors in sludge buildup. People from other countries living in the U.S. have different standards. Sometimes more people occupy a house than the septic system was designed to handle. Food preparation, dish and clothes washing and toilet use will rapidly build up the sludge in such tanks. It is likely such a septic tank should be cleaned more often than every three years.

Septic tanks located in the warmer parts of the country will have a higher tank temperature. Higher tank temperature results in more active bacterial breakdown of the sewage solids. This will decrease the rate of sludge buildup.

WHAT ABOUT BIGGER TANKS?

Pumpers in my area note that people who are on chemotherapy will cause the septic tank bacteria to be less active. They also mention that an acne medication is harmful to bacteria in the tank. And anti-bacterial laundry soaps slow down bacterial action.

In Minnesota, the trend has been to require larger septic tank volumes. For three- or four-bedroom homes, one nearby county requires two 1,000-gallon septic tanks connected in series. Another county requires a 1,500-gallon compartmented tank. Tanks in series and compartmented tanks are more effective than a single tank in treating sewage. There is also more volume available for sludge storage.

In my opinion, such large volume tanks in series and compartmented septic tanks should not need to be cleaned as often as the 1,000-gallon tanks required by previous codes.

The amount of solids in a septic tank should

Roger Machmeier, Ph.D., P.E., retired as a professor and Extension Agricultural Engineer for the University of Minnesota and is a past recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. He answers reader questions regarding septic system operation and maintenance. Contact Machmeier through COLE Publishing by e-mail at editor@pumper.com, by fax at 715/546-3786; or by mail at P.O. Box 220, Three Lakes, Wis. 54562.



determine if the tank needs pumping. The amount of sludge and scum in the septic tank should be measured near the outlet pipe.

A standard used for many years says the sludge layer should be no closer than 12 inches beneath the tank outlet baffle. The scum layer must be no closer than three inches to the bottom of the outlet baffle. Whoever measures the scum and sludge must have an accurate device.

One of our nearby counties allows sludge and scum accumulation to be measured by the homeowner. This may be a valid procedure if the homeowner is properly informed on the standards. The homeowner should be made aware that solids washing into the drainfield will shorten the life of the soil absorption field.

A water meter can also be used to evaluate septic tank usage. The volume of waste flowing to the septic tank can be measured in gallons. This would be an index of the amount of use and may be helpful in determining solids buildup. However, the nature of the sewage wastes will vary from house to house.

Outlet filters on the discharge line of the septic tank will prevent excess solids from flowing to the drainfield. One of the onsite contractors I know installs both a water meter and a septic tank outlet filter for every system.

BETTER SAFE THAN SORRY

Obviously there is no general rule on how often a septic tank should be pumped and cleaned. The "error of safety" would be to pump tanks more often than they need to be pumped.

The soil absorption system is the expensive part of an onsite system. The purpose of the septic tank is to send clean effluent to the soil absorption system. To pump and clean the septic tank more often than necessary may be an extra expense, but it protects the soil absorption system.

If the septic tank is pumped less often than it should be, the soil absorption system may have an early failure, resulting in a costly replacement for the homeowner. Perhaps it is better to be safe than sorry and pump the tank a little more often than it really needs. ■



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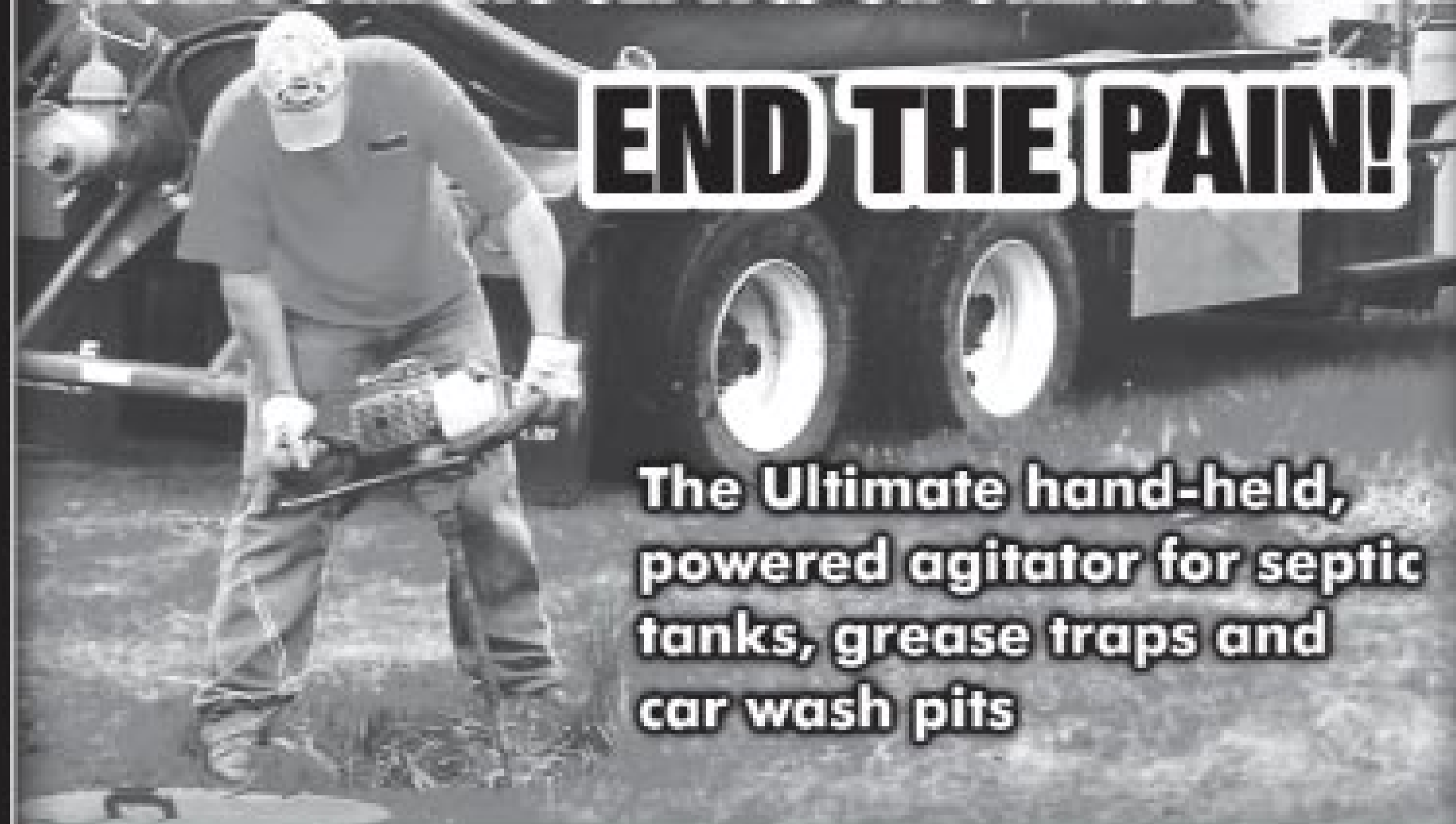
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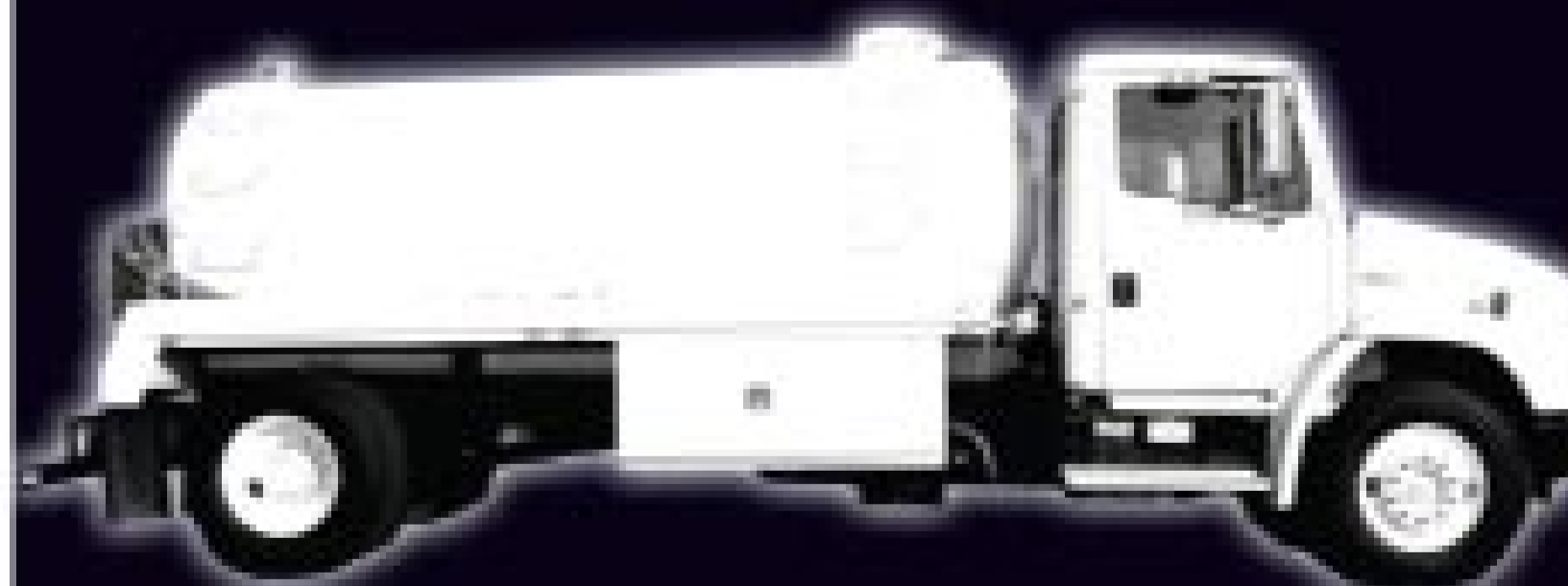
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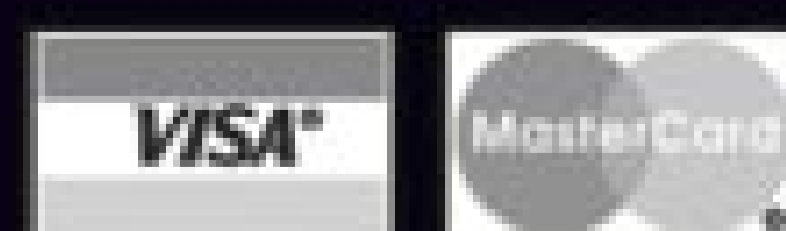
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14,635 Miles. Lot #2815633 - \$29,500

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Dt530a Diesel Engine, Allison 3060
Automatic Trans., A/B, A/C, 83,268 Miles,
Vac-con V350sha, 5 Yd. Debris Tank, 6
Ft. Tele Boom, Art. Hose Reel, Rear Cum-
mins Diesel. Lot #3016448 - \$75,500



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Cummins 8.3L Diesel, Standard
Trans., A/B, Vactor 2103 Sewer Unit,
18,854 Miles, Ex-Municipal Truck, Lot
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Hapchuk Inc. Hosts Waste Treatment Symposium

By Tom Ferrero

Nearly 150 people attended the National Association of Wastewater Transporters NAWT's 5th Annual Waste Treatment Symposium hosted by Dave Hapchuk at Hapchuk Inc. in Washington, Pa. The amount of work Dave and his crew put into preparing the facility and equipment was exceeded only by their hospitality. Some 30 vendors displayed their equipment.

Wayne Vandenberg of Advance Pump and Equipment Inc. and Bob Mlinek of Morton Buildings Inc. sponsored breakfast both days. On Wednesday, Ed Fitzgerald of Jack Doherty Supplies and some of Hapchuk's crew flipped burgers for lunch. Fournier Industries Inc. sponsored lunch on Thursday. Beverages for both days were provided by David Flagg's Septic Services Inc. in Union, Mo.

Wednesday evening, Dave Hapchuk sponsored hors d'œuvres, an open bar, a great dinner and a band. He invited the community to join us, bringing attendance to more than 400. Besides door prizes supplied by some vendors, a 50-50 raffle added \$1,800 to the William Hapchuk Scholarship Fund. NAWT gave Dave a plaque of appreciation for hosting the symposium. The association is grateful and thankful for these sponsors.

On Wednesday, symposium chairman Tom Frank welcomed the attendees and thanked the Hapchuk crew and vendors for their support. In simultaneous presentations, Ed Fitzgerald explained the need for safety in treatment plants, and Lonnie Nicholls of the local Washington Financial Bank gave tips for contractors presenting their



Nearly 150 people attended the Waste Treatment Symposium at the home and headquarters of Hapchuk Inc. in Washington, Pa. (Photos courtesy of NAWT)

projects to bankers. Developing a treatment facility usually requires a substantial capital investment. The group then split into sessions designed for those who needed to learn the basics and those with more experience.

The first track began with Tom Frank of Tim Frank Septic Tank Cleaning Co. in Huntsburg, Ohio, stressing the importance of taking inventory of your resources. As everyone's inventory is different, Tom had no cookie-cutter answer as to what attendees' treatment facilities should look like.

Therese Wheaton of Crystal Environmental Services Inc. moderated the treatment process segment. Doug McCord of Enquip and a representative for Lakeside Equipment Corp. talked about removing debris and grit at the head of the treatment process. Estimates indicate that 50,000 gallons of septage produce one cubic yard of screenings and one cubic yard of grit. If not removed, operators will be plagued with blockages throughout the plant and lose valuable tank capacity.

Wheaton's presentation focused on equalization — blending loads together to achieve a uniform mix. The reason is twofold: First, trucks unload at 200 gpm or faster, but dewatering presses run much slower (Hapchuk's press was processing 95 gpm). Second, each load is different, but when blended, the mix generally doesn't change much, making the dewatering process easier to manage. Wheaton's rule of thumb is that the capacity of the equalization tank should match the plant's anticipated daily volume.

Jim Millard of Aqua Ben Corp. presented the chemistry behind the dewatering mix. Larry Montgomery of Boerger Pumps LLC detailed pumps used throughout the treatment process. Martin Crawford of Bay Products Inc. talked about odor control equipment. Odor is an issue operators must address.

MULTIPLE GOALS

The symposium's mission is to provide technical knowledge to those contemplating developing a disposal site. This is accomplished by more than a day of classroom sessions.

On Wednesday, symposium chairman Tom Frank welcomed the attendees and thanked the Hapchuk crew and vendors for their support. In simultaneous presentations, Ed Fitzgerald explained the need for safety in treatment plants, and Lonnie Nicholls of the local Washington Financial Bank gave tips for contractors presenting their



An aerial view of the Hapchuk facility is shown during the Waste Treatment Symposium.



NAWT symposium chairman Tom Frank (left) presents a plaque of appreciation to the event's host, Dave Hapchuk. NAWT President Roger Winter (right) looks on.

THE OTHER SESSIONS

Kit Rosefield of Accredited Septic Monitoring led off the other track of sessions talking about the benefits of adding septage and grease trap waste to the digester to increase methane gas production and reduce sludge. Many municipalities and dairy farms already use this technology.

Most treatment facilities discharge their filtrate to a municipal sewer and pay surcharges for biochemical oxygen demand (BOD) and total suspended solids (TSS). Bob Advent of Advanced Industrial Aeration presented a case history on installing aeration equipment to reduce these levels. The money operators save in smaller surcharges will pay for the equipment in months.

An afternoon discussion on dewatering options started with Jim Capell of FKC Co. explaining screw press operation. Peter Gagne of Fournier Industries described rotary presses, which Hapchuk uses at his facility. Kelly Brown of BDP Industries explained filter belt presses. Wheaton concluded by explaining dewatering containers.

In the afternoon, Martin Crawford of Bay Products talked about the advantages and disadvantages of using biofilters to control odors. Biofilters have a large footprint, but they are easy to build and maintain. Attendees left with design parameters they could put on their biofilters.

Attendees then heard Jim Lanier of Stanley Environmental Solutions in Stanley, N.C., explain how he dewateres and composts grease trap waste. Afterward, presentations focused on Hapchuk's Liquid Assets Disposal facility in Wheeling, W.V. Chuck Neuhardt, the city's pretreatment specialist, described Wheeling's industrial discharge permitting process. Andy Kicinski,



Dave Hapchuk explains how his Lakeside fine screen works.



A BDP Industries belt filter press and PolyWick dewatering container processed actual waste at the vendor displays.



A Fournier Industries rotary press is a key component in waste processing at Hapchuk's Liquid Assets Disposal facility.

co-owner of Liquid Assets Disposal, talked about meeting regulatory requirements and the related operational challenges. Hapchuk concluded the program explaining the facility background.

FIELD TRIP

On Thursday, attendees were bused to Hapchuk's facility. They saw trucks discharge through a Lakeside automated fine screen followed by a grit chamber. The waste was pumped to one of four equalization tanks, then to a four-channel Fournier rotary press. The filtrate passed through a dewatering container that removed suspended solids and reduced BOD levels before flowing to a discharge equalization tank metered to the city sewer.

Aqua Ben Corp.'s Millard gave polymer demonstrations and explained the role chemistry plays in the dewatering process. A 1-meter belt filter press from BDP Industries dewatered aerobically digested sludge at about 140 gpm, then the material was diverted into a PolyWick dewatering container.

Wayne Schutz, assistant manager at Derry Township, Pa., Municipal Authority, led the final classroom session. He explained how their acceptance of grease trap waste evolved into an energy-producing bonanza. Before participants returned home, NAWT supplied an attendance list for networking purposes. Those unable to attend the symposium will find the PowerPoint presentations and photographs at www.nawt.org. Click the Treatment Symposium tab.

In 2011, NAWT plans to unveil its traveling Treatment Workshop, a one-day session by two instructors on the basics of waste treatment. To host a workshop or have one in your area, call the NAWT office at 800/236-6298. ■

Comforts of Home Trailer Aimed at Emergency Services

The 53-foot **combination restroom/shower trailer** from **Comforts of Home Services Inc.** is aimed at contractors who want to serve large crews involved in emergency-relief efforts stemming from forest fires, hurricanes, environmental disasters and the like.

"Contractors and municipalities can invest in this equipment and it may sit dormant for a while until something unfortunate happens," says John Kent, sales manager for Comforts of Home. "But when those incidents happen, they can make good money with it. These trailers have become more popular in the wake of Katrina and the big California forest fires a few years ago."

The trailers can be customized for virtually any configuration of restrooms, sinks and showers a customer requires. Comforts of Home does all the fabrication in-house, and builds the units atop aluminum, lightweight yet durable, Great Dane trailers. The units can be built for handicapped accessibility, with optional hydraulic lifts or fold-up ramps.

"The trailers typically connect directly to sewer lines or some kind of on-site waste disposal," Kent says. "Or we can provide 1,500-gallon bladder tanks."

"There are a lot of logistics to consider, though," he adds. "This system magnifies everything. It requires more water, more electricity, larger waste volume, more manpower for setup and a bigger truck."

Kent points out that the trailer provides ample interior space, especially between stalls and sinks. The units also come in a variety of colors and offer aesthetically pleasing amenities that customers expect for a higher-price product. "It's a capital expense, like buying a car," Kent says. "If you're going to spend \$50,000 on a Cadillac, you want to be able to pick the color you want. It's no different with this product."



53-foot combination restroom/shower trailer from Comforts of Home Services Inc.

The units can be built as a trailer or lower-priced, semi-permanent drop boxes that have no axles, tires or hitch and offer a clean, permanent look. They also feature steel studs and roof rafters and easy-to-assemble aluminum, diamond-plate, non-skid stairs. "They're lighter than heavy-gauge steel, so there's less chance of injuries during setup," Kent says.

For more information, visit www.cohsi.com or call 847/856-8002.

Advanced Waste Introduces VacSimizer Vacuum System

The **VacSimizer** high solid liquids collection, transportation and dumping vacuum system from **Advanced Waste Services** is designed to have the cargo capacity of a 5,000-gallon semi-tanker yet retain the maneuverability of a straight vacuum truck. The unit is built on a sliding subframe that allows the axles to be retracted for better mobility. The 80,000-pound



GVW vehicle can haul 42,000 pounds. Features include one-switch blower operation, short-turn radius and 200 feet of 4-inch hose. The truck can be operated by a single worker, loaded from either side, has dual 25-foot hose trays and a 76-degree tipping angle with full opening rear door. 800/842-9792; www.advancedwasteservices.com.

Super Products Introduces Mud Dog 650 Hydroexcavator

The **Mud Dog 650** hydroexcavator from **Super Products LLC** is designed for easy maneuverability and safe, effective digging in confined urban settings, rough compact terrain and remote, hard-to-reach locations. The unit features a 6.5-cubic-yard debris dump body and 500-gallon freshwater



tank with pressures up to 10 gpm at 2,500 psi. The 8-inch positive displacement vacuum system provides air flow of 3,600 cfm at 18 Hg. 800/837-9711; www.superproductscorp.com.

Infiltrator Introduces TW-Risers

The 24-inch diameter TW-Risers from **Infiltrator Systems** feature slip-resistant lids that fasten with stainless steel screws. The lids are further secured by indexing structural ribs that lock riser pieces to ensure a watertight seal. Available in green or black in 6-, 12- or 18-inch heights, the risers are molded from glass-reinforced polypropylene. EZset risers are produced in 20-, 24- and 30-inch diameters. 800/221-4436; www.infiltratorsystems.com.



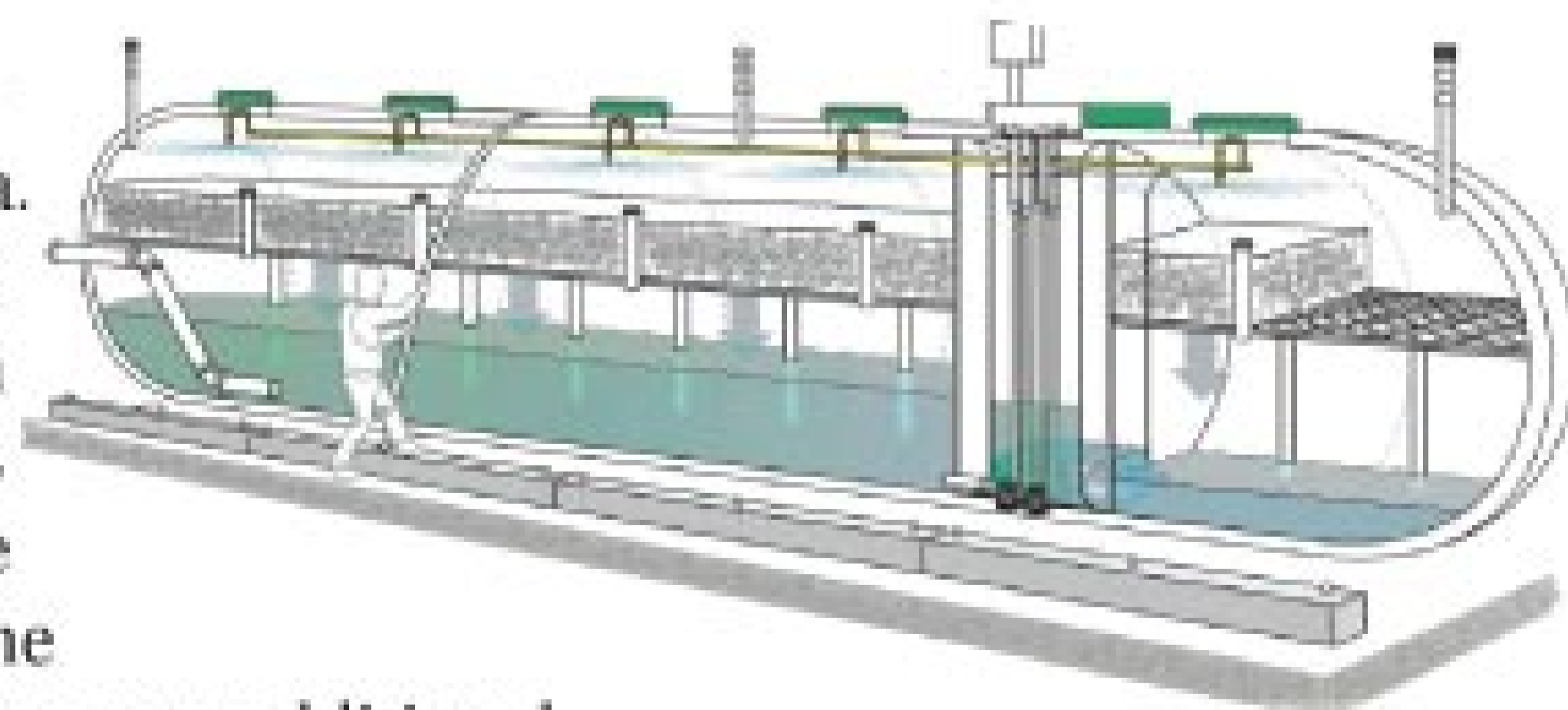
Liberty Introduces Crawl Space Pump Kit

The CSP Series crawl space pump kit from **Liberty Pumps** is designed to remove groundwater from around foundations, crawl spaces and low lying areas. The sump basin is 15 inches high and has 1/2-inch perforated holes to allow water to enter the unit. Available with 1/3- or 1/2-hp sump pumps, the kit includes a 24-foot discharge hose. 800/543-2550; www.libertypumps.com.



HydroLogex Offers EnviroFilter Bioreactor

The **EnviroFilter** attached-growth bioreactor from **HydroLogex** is designed for treating household waste to secondary levels of cleanliness. The system uses an engineered, nonwoven textile as the attachment media, providing surface area for the bioreactor process to occur, producing effluent that is under 5 mg/l TSS and BOD and under 1 mg/l ammonia. Where nutrients such as nitrogen and phosphorus levels need to be extremely low, the system can incorporate additional processing. 615/807-1405; www.hydrologex.com.



BiOWiSH Offers Biocatalyst Technology

Biocatalyst technology from **BiOWiSH** is designed to accelerate bio-chemical reactions, helping a wastewater treatment system degrade and digest organic matter, resulting in reduced odors and emissions and improved water quality. It is made for large-scale treatment sites, RV resorts and campgrounds. 312/572-6700; www.biowishtechologies.com.

Giant Industries Introduces GP7500 Series Pumps

GP7500 Series high pressure pumps from **Giant Industries** feature an integrated gear-end cooling system for maximum longevity. The 100-hp, continuous-duty pumps are capable of flows up to 85 gpm and pressure to 3,000 psi. They are available in solid crankshaft design, gearbox with pinion shaft and gearbox with hollow shaft hydraulic drive. Standard components include solid ceramic plungers, nitrile seals with fabric reinforcing and stainless steel valves. 419/531-4600; www.giantpumps.com.



Oil Skimmers Offers 5H Recovery System

The **Model 5H oil recovery system** from **Oil Skimmers Inc.** features a closed-loop tube that floats on the surface of liquid and attracts oil, which adheres to the outside of the tube. The recovery systems can be customized with mounting for all types of sumps, ponds or tanks. Portable skimming systems are available. 440/237-4600; www.oilskim.com.



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Godwin Pumps Names Ohstrom VP of Marketing

Godwin Pumps has named Per Ohstrom vice president of worldwide marketing and business development. He will be based at the company's headquarters in Bridgeport, N.J.



Per Ohstrom

Warren Named Onsite Professional of the Year

Hollis Warren of Hollis Warren Inc., Wyoming, Del., was named Onsite Professional of the Year by the Delaware Technical and Community College. The award recognized his efforts to elevate wastewater treatment and licensing standards in the state. Warren operates a business that treats and land-applies grease trap waste. A lengthy field study by Warren and Steve Rohm, Delaware Tech environmental instructor, resulted in land application remaining an accepted practice in the state.

Hydro-Fire Boom Used in Gulf Oil Cleanup

Elastec/American Marine's Hydro-Fire boom was used in controlled burns of oil leaked in the Gulf of Mexico earlier this year. The burns removed 219,000 to 309,000 barrels of oil. The company also supplied approximately 180 skimmers and 100 miles of containment boom to assist in the cleanup. ■



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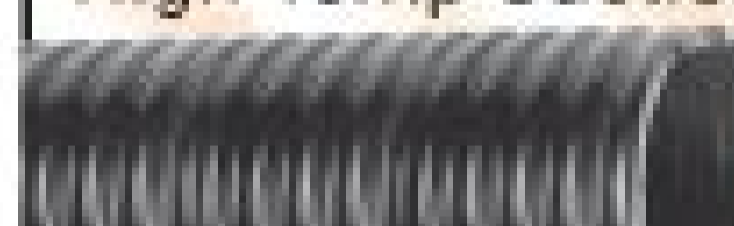
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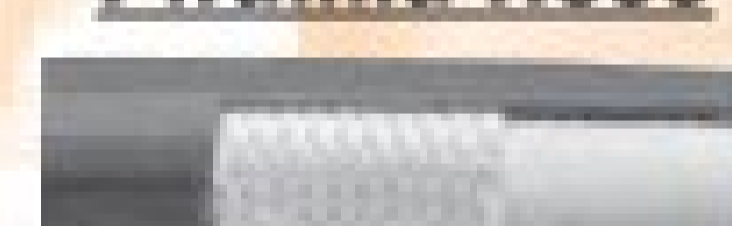
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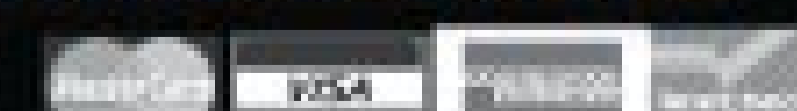


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By **Scottie Dayton**

ALABAMA: First for Northeast Alabama

Five contractors in Alabama partnered with the Alabama Onsite Wastewater Association to replace a failed drainfield free of charge and as part of a continuing education class for area inspectors. Gulley Construction, Massey Excavating & Hauling, Wayne's Portable Toilets and Septic Tank Service, King's Covenant Inc., and Brandon's Backhoe Service helped install Quick4 Plus EQ36 low-profile chambers donated by Infiltrator Systems Inc. Derryl Massey of Massey Excavating donated the PVC pipe. The project was the first of its kind in northeast Alabama.

ONTARIO: Biosolids Report Updated

The Water Environment Association of Ontario Residuals and Biosolids Committee has updated its 2001 report on *The Fate and Significance of Microconstituents and Pathogens in Sewage Biosolids*. The 236-page assessment identifies research that addressed recommendations arising from the initial report and provides recommendations for future studies. Download it at www.weao.org/committees/biosolids/biosolids.html.

Uphill Battle

An article by Robert "Pepi" Murrell in the Ontario Association of Sewer Industry Services newsletter says that members of the Ministry of the Environment paid a surprise visit to his land application sites in Port Severn. Although the county health unit permits direct spreading of septage, the inspectors noted areas of non-compliance.

Murrell has worked for years to build a septage treatment facility, but has met opposition from neighbors. After losing his certificate to land-apply septage, he retained an engineer to complete a hydrogeological impact study and install monitors to sample the shallow groundwater for contaminants. He also placed monitors around the location of the proposed treatment plant to map groundwater flow. Murrell expects the agency to accept the scientific data at the conclusion of the study.

Training & Education

NAWT

The National Association of Wastewater Transporters has these sessions:

- Dec. 2-3 – Installer Training, Sonora, Calif.
- Feb. 28-March 1 – Inspector Training, Louisville, Ky.
- Feb. 28-March 1 – Operation and Maintenance, Louisville, Ky.
- March 1 – Vacuum Truck Technician, Louisville, Ky.

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

Alabama

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

- Dec. 2-3 – Continuing Education
- Dec. 8-10 – Advanced Installer Level II

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

California

The California Onsite Wastewater Association is offering the NAWT Installer course Dec. 2-3 in Sonora. Call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

Connecticut

The Connecticut Onsite Wastewater Recycling Association is holding its Installer School Jan. 13, 20 and 27 and Feb. 3, 10 and 17 with a Feb. 24 snow date. Students are automatically enrolled in Education Day at the Pumper & Cleaner Environmental Expo International March 2-5, as the information is part of the 2011 Installer Exam.

The COWRA Pumper/Cleaner School is Feb. 17. All classes are at Wesleyan University, Middletown. Call 860/267-1057 or visit www.cowra-online.org.

Minnesota

The University of Minnesota Extension has these classes:

- Dec. 7-8 – General Continuing Education, St. Cloud
- Dec. 12-14 – General Continuing Education, Brainerd
- Jan. 10-12 – Introduction to Onsite Systems, Alexandria
- Jan. 13-14 – Installing Onsite Systems, Alexandria
- Jan. 27-28 – Pumping/Maintainer, Owatonna

Call Nick Haig at 800/322-8642 or visit <http://septic.umn.edu>.

Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- 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.

New England

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

- 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. For soil course information, call Mark Stolt at 401/874-2915 or e-mail mstolt@uri.edu.

North Carolina

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

Calendar

Jan. 12-13

Iowa Onsite Waste Water Association Conference, Polk County Convention Complex, Des Moines. Visit www.iowwa.com.

Jan. 18-20

Missouri Smallflows Organization Conference and Exhibit, Holiday Inn Select, Columbia. Call 417/739-4100 or visit www.mosmallflows.org.

Jan. 19-20

Ohio Onsite Wastewater Association Conference and Trade Show, Ramada Plaza Hotel and Conference Center, Columbus. Call 866/843-4429 or visit www.ohioonsite.org.

Jan. 20-22

Alberta Onsite Wastewater Management Association Convention and Trade show, Capri Convention Centre, Red Deer. Call 780/489-7471 or visit www.aowma.com.

Jan. 23-25

Pennsylvania Decentralized Wastewater Conference and Trade Show, Lancaster County Convention Center, Lancaster. Call Stacy Henninger at 717/763-7762 or visit www.pdma.net.

Jan. 26-28

Kansas Small Flows Association Conference and Trade Show, Prairie Band Casino & Resort, Mayetta. Call 913/594-1472 or visit www.ksfa.org.

Jan. 28-29

Wisconsin Onsite Water Recycling Association and Wisconsin Liquid Waste Carriers Association Joint Convention, Holiday Inn, Stevens Point. Call 800/377-6672 or visit www.wowra.com.

Jan. 28-29

Washington Onsite Sewage Association Conference, Yakima Convention Center, Yakima. Call 253/770-6594 or visit www.wossa.org.

Jan. 31-Feb. 1

Indiana Onsite Wastewater Professional Association Annual Convention, Camp Camby, Indianapolis. Call 317/889-2382 or visit www.iowpa.org.

March 2-5

Pumper & Cleaner Environmental Expo International, Louisville, Ky. Call 800/257-7222 or visit www.pumpershow.com.

Washington State

The Washington On-Site Sewage Association and Washington State Department of Health, in cooperation with Washington State University, are offering these certification courses at the training center in Puyallup unless stated otherwise:

- Dec. 1 – Troubleshooting Onsite Systems, Bellingham
- Dec. 8 – Troubleshooting and Repairs
- Jan. 5 – Proprietary Systems
- Jan. 12 – Maintenance Basics

Call WOSSA at 253/770-6594 or visit www.wossa.org.

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

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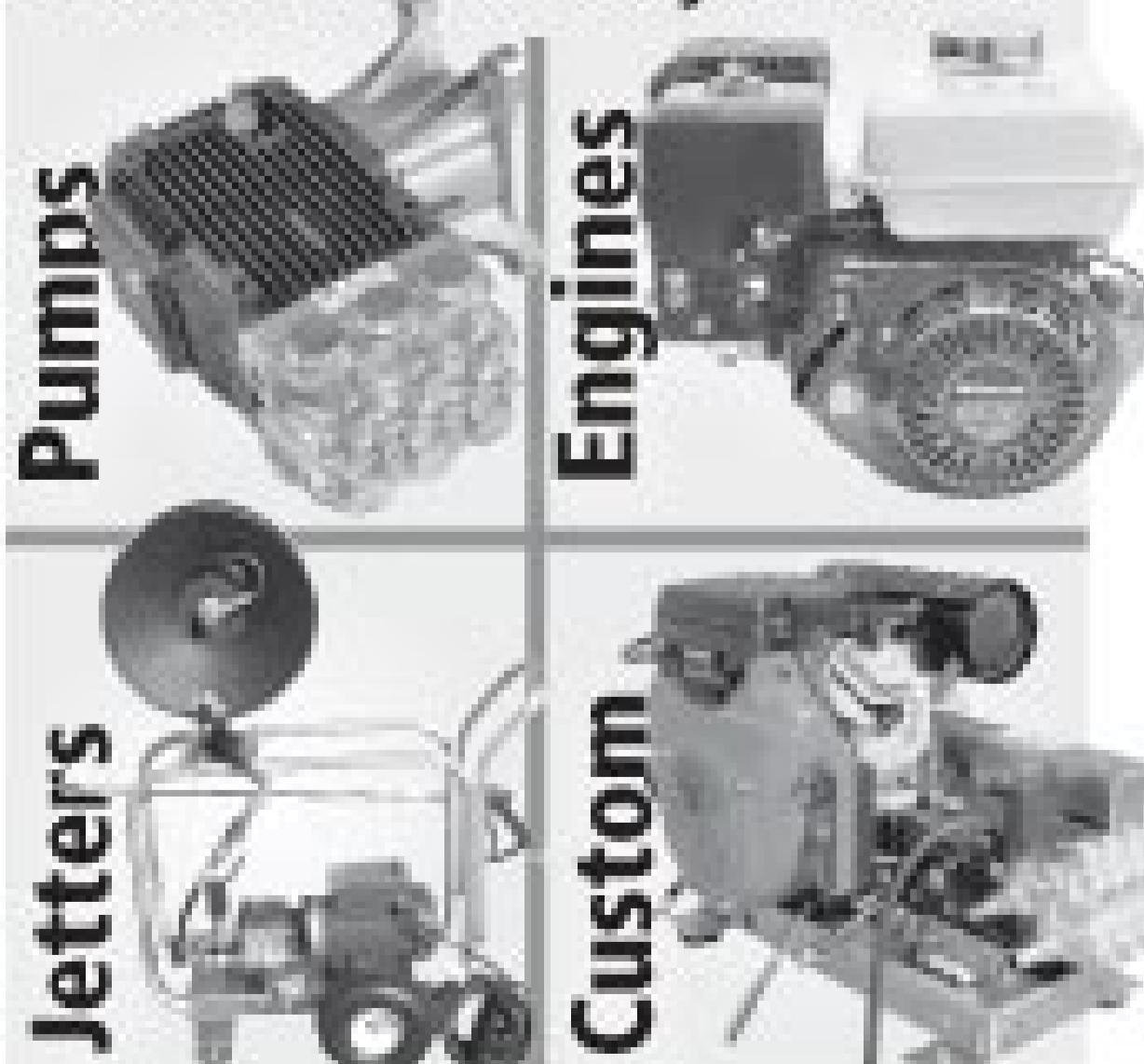


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TRUCK STOP



November



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303-299-9300 CO P11



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712-433-1662 IA P11



2005 F450: 108K miles, very clean, with 500/200 gallon 8-month-old Abermethyl unit. Very nice truck.\$27,500
304-416-3238 WV P11



1997 International DT-466: Diesel, 6-spd. w/low gear, 800 gal. waste/300 gal. fresh capacity. Current VA inspection. No known mechanical issues. 309K miles. Very clean truck. Includes 26 Sebach units in excellent condition.\$31,500
Chris 540-272-0247 VA P11



Clean Earth Combo Truck: Mounted on a 1998 Volvo, 10-yr. debris tank, 1500 gal. water tank, 16" Roots blower rebuilt 2010, Cyclone rebuilt 2009, 80 gpm Meyers pump. Truck is in good condition.
Bill Kendrick @ 604-341-3497 CP11



1999 Freightliner FL70: 33,000 GVW, 7-spd., toilet carrier, Moro M10 pump, 1000 waste/450 fresh.....\$21,500
Mike @ 303-478-4796
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763-427-8333 MN P11



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406-698-6339 P11



1979 Oshkosh 6X6 Sludge Truck: 3800 gallon tank with disk attachment and flotation tires.\$16,000 OBO or Trade
608-723-7397 WI P11



2005 International 4300: 25,999 GVW, septic/toilet combo, auto, 1100 waste/400 fresh, Abermethyl w/toilet carrier, new brakes/tires, 202K miles. 2-2', 1-3', inlet on rear, 2 chrome side boxes, ready to work, very good condition, well maintained.\$37,500
870-238-9481 AR P11



1998 Ford: Cummins engine, auto trans., low miles, air brakes, new 2500 gal. tank, Jurop R260 vac pump, new paint. Very clean excellent running truck. ..\$29,500
740-285-2926 OH P11



1993 International 9200: 3300 gal., Masport 400, new hose trays and paint, L-10 Cummins, 18K front, 46K rear, fresh DOT, ready to go!!\$27,500 OBO
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Office: 305-691-8407
Michael Vera: 786-554-0892
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1997 Kenworth T800 Vacuum Truck: 4200 gallon carbon/steel tank, NVE Challenger 400 pump @ 519 cfm, Cummins M-11 engine, 10-spd., 338,000 miles.\$37,000
919-673-1977 NC P11

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TRUCK STOP



November



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289-656-0549 - CAN. P12



1994 Ford L 8000: 8.3 Cummins, automatic, 2500 gal. tank, rebuilt vac pump, 230,000 miles.\$11,500 OBO
716-942-3292 - NY P11



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
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2004 Kenworth T800: 430 hp, Cat, low miles, 10-spd. trans., heavy axles, lift axle, double frame, Jake brake, new 4500 gal. tank and Masport 400 vac pump, new paint and tires, heavy rear bumper, beautiful truck.\$84,500
740-820-5520 OH P11



2006 Peterbilt 379: Cat C-15 475 hp, Jake brake, 10-spd., new 5000 gal. tank, new Jurop LC420 pump, 20K tag axle, 46K full lockers, alum. wheels. Call for more info.\$112,000
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2003 International 8100: Cat C-10, 350 hp, 10-spd., 437K miles, new 4000 gal. US tank, new Jurop LC420 pump, new paint, all new accessories.\$59,000
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1993 International 4900 DT 466: 250 hp, 33,000 GVW, 6+1 trans, new motor 80,000 miles, 2,350 gallon tank, Jurop R260 pump, cab repainted, new tires. Great starter truck.\$35,000
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734-777-0390 MI P11



2002 International 4300: DT466, 215 hp, 243,000 miles, auto trans., hyd. brakes, AC, new 3-compartment tank 120/360/815, Masport pump, dual side service w/aluminum boxes.\$37,500
785-241-7048 KS
www.gotta-go.com P11



2004 International 8600: Cat C12, 430 hp, 10-spd., Jake brake, new 5000 gal. US tank (120 barrel), new Jurop LC420 liquid-cooled pump, 20K front axle, 20K tag axle.\$82,500
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1999 Mack CH613: 350 hp Mack engine, 10-spd. trans., camelback suspension, AC, cruise, new 3500 gal. tank and Jurop R260 vac pump, new paint and tires.\$49,500
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2000 Freightliner FL70: 33,000 GVW, 3126 Cat, 230 hp, 6-spd. Fuller trans., air, cruise, 140,023 miles, new 2300 gal. tank, new Jurop PN84 pump.\$38,900
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TRUCK STOP



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2005 International 4300: DT466, 215 hp, 6-spd., new 2200 gal. US tank, new Juroop R260 pump.\$49,800
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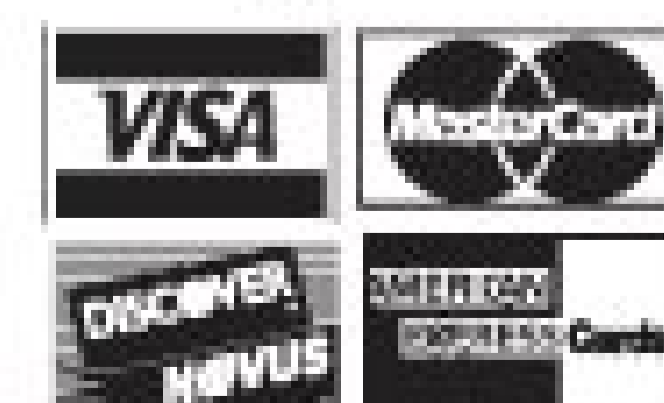
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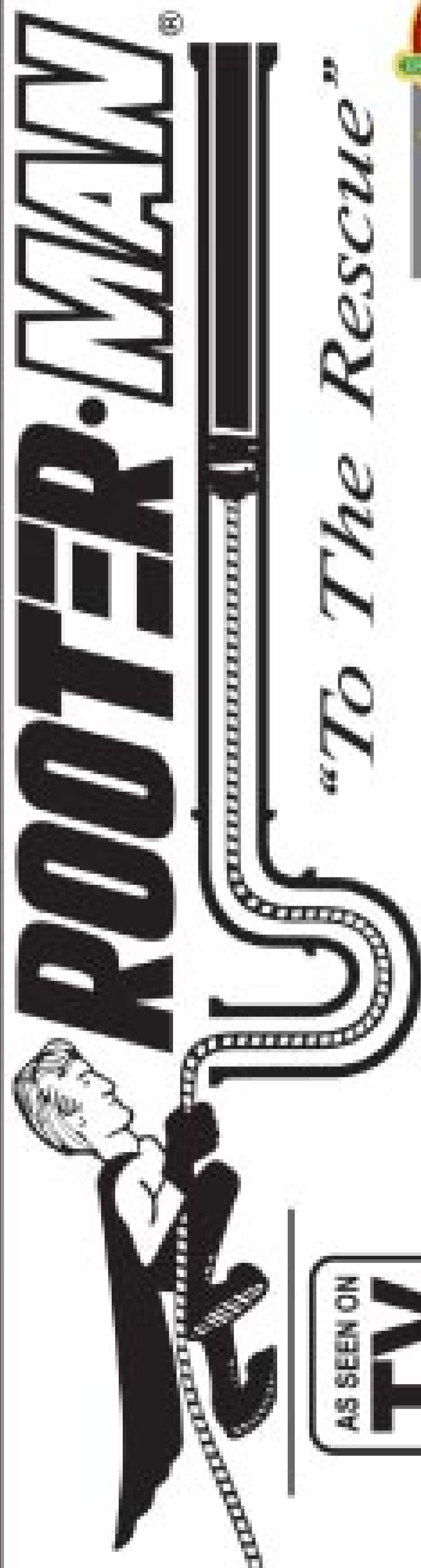


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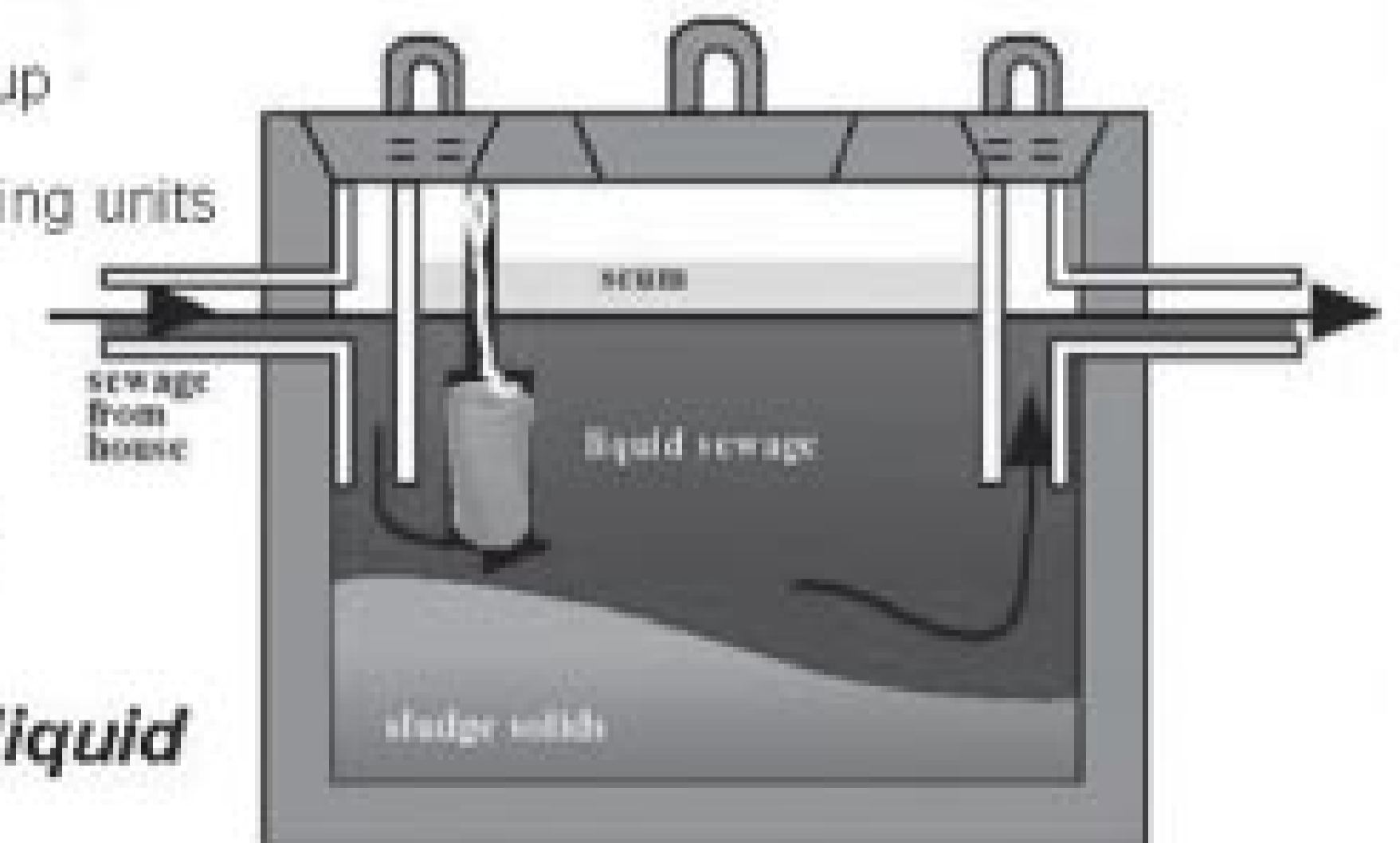
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BUSINESSES

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

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

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

BUSINESSES

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

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 or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** www.BTwo.biz. (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. (CP11)

Well-Established and Profitable Texas Septic, Sewer & Installation Business For Sale. PRICE RECENTLY REDUCED. Grossing in excess of \$600,000 annually, customer list of nearly 2,000 accounts and 430 contracted customers. Includes nice late model equipment, most are 2007, 2008 model years. Owner retiring after nearly 40 years in business. Real estate available upon request. Reduced to \$450,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing - www.BTwo.biz.** (PBM)

Retiring; 70+ event quality units. Ford F700 900 gal. waste/150 fresh; two 250/100 on 1-ton trucks under 100k miles, third slide-in 400/150. \$60,000. 360-357-4338. (P02)

Successful business with a large amount of equipment and inventory. Profitable sewer and septic business in central Pennsylvania. Increasing revenue over the past 3 years and a large amount of equipment and inventory. Equipment is a mix of old and new, but all is working and making money. Selling price \$349,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing - www.BTwo.biz.** (PBM)

BUSINESSES

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

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

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

Established portable restroom and septic service business located in central Virginia. Excellent gross each of the past 3 years with no decline in revenue makes this business recession-proof. Steady work including many contracts and repeat customers. Extensive equipment inventory, good revenue, and owner willing to train. Great opportunity for expansion or a new career. Asking price \$775,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing. www.BTwo.biz.** (PBM)

BUSINESSES

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

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)

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

Looking to buy a business in the liquid waste, portable sanitation, or sewer & drain industries? Call B2 Business Brokers powered by Pumper at 800-257-7222 and we can add you to our VIP buyer list. No obligation, no fees, no pressure. (PBM)

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

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BUSINESSES

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

Chicago-Area Biosolids, Land Application, Dredging and Industrial Services Business. Established in 1985, owner is retiring. Reputable business includes real estate servicing the entire Chicagoland area with sludge and biosolids disposal and treatment services. Real estate and shop included with sale valued at \$750,000, business grosses in excess of \$3 million annually, \$6.3 million in equipment and assets including several TerraGators, Vac Trailers, dump trailers, loaders and much more. Offered at \$4,900,000 - huge potential, good profit and priced right. Non-Disclosure Agreement required, all P&L statements, list of assets, and financials available to qualified buyers. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing - www.BTwo.biz.** (PBM)

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)

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

BUSINESSES

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

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

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

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Model 2000 Terralift, extremely low hours, 3 probes, beads, excellent condition. \$15,000. 970-209-1895. (PBM)

2009 Terralift TL-2000 Style w/PS 180 Hammer in new condition. A new trailer with stainless steel tool box is included. \$45,000. 828-696-3370 NC. (P04)

HAZARDOUS WASTE UNITS

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)

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

HAZARDOUS WASTE UNITS

1997 Freightliner with Presvac 2300 gallon DOT certified vacuum tank, Presvac PV750 vacuum pump with new paint and tank inspections. KLM Companies, 617-909-9044. (P11)

2011 Freightliner M2 with a new Presvac 3200 gallon carbon steel, DOT 407/412 certified full open rear door, dump-style unit. PVB750 vacuum pump. (Stock #13444E) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1987 Pete 379 with Presvac 3000 gal. stainless steel dump/door, DOT certified vacuum tank, Presvac PV750 pump, Cummins big cam with alum. buds. KLM Companies. 617-909-9044. (P11)

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)

2011 Freightliner M2 with new Presvac 3,200 gallon stainless steel DOT certified dump and door vacuum tank. 900 CFM blower, 330 HP. KLM Companies, 617-909-9044. (P11)

JETTERS-TRAILERS

2007 Amazing Machinery TRJ1800-01, 3500 psi, electric start, 300' jetter hose with foot pedal, 2 nozzles, gun, 18 hp Vanguard motor on new 5x7 trailer with two extra reels. \$5,000 OBO. Call 706-339-1795 Daniel. (P11)

2001 Sreco Trailer Jetter, excellent condition, used very little and stored inside. Camera, root saw. \$18,500. 612-246-4700 WI. (P11)

2009 US JETTING 4018-300, less than 43 hrs. on 4 cylinder Kubota turbo diesel, 4000 psi, 18 gpm, lots of extras, located in Denver. \$32,000. 303-857-3885. (P12)

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)

JETTERS-TRUCKS

2006 SECA Jetter, low hours, rebuilt and ready to go, mounted on Ford F650. Priced under \$48,000. Call Joe Donlon at 312-706-9678 IL. (P11)

2006 GMC TC6500 cab & chassis truck mounted jetting unit with JET EYE camera system, 3,000 psi @ 50 gpm, 1,000 gallons water, 600' hose, 500 cfm blower, 1/2-yd. debris tank and attachments. **\$149,000 purchase price!** (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1992 Ford L8000 cab and chassis with an enclosed Sewer Equipment Co. jetting unit with a Myers D-65 hydraulically driven water-cooled pump. (Stock #1505C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

JET VACS

Clean Earth combo truck, mounted on a 1998 Volvo, 10-yd. debris tank, 1500 gal. water tank, 16 inch Roots blower - rebuilt 2010, Cyclone rebuilt 2009, 80 gpm Meyers pump. Truck is in good condition. Please call Bill Kendrick @ 604-341-3497. (CP11)

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

1991-2005 Combination sewer cleaners for sale. Many price points, makes, models and specifications available. Prices starting at \$35,000. Call Joe Donlon at 312-208-6373 IL. References available upon request. (P11)

1998 Vactor 2110 on a Freightliner FL80, 28,213 miles, 2-stage fan, 80 gpm, 2,000 psi pump off system accumulator. Was a city owned unit. Located in Dallas. 972-938-1905. www.empireequip.com. (CPBM)

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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)

38 used PolyPortable units. Mostly light green/hunter green. Other colors available. Asking \$250 each OBO. Pictures by request. 706-889-0558 or bdotson@ellijay.com. GA. (P01)

(10) 2003 NuConcepts VIP solar powered restrooms, \$1,000 each. (40) PolyJohn PJIII construction grade, \$175 each. NY 845-883-5563. (P11)

200 used Poly and Satellite portable toilets for sale in Utah. All in rentable condition. \$150 each. Contact Ryan at 801-430-7287. (PT1)

PORTABLE RESTROOMS

30 PORTABLE RESTROOMS FOR SALE: Buy one or all. \$100 ea. 810-765-5184. Marine City, Michigan. (P11)

Dark Green Satellites For Sale: Structurally sound/good condition. \$195.00. Call or email bmacw@aol.com. 772-538-9575. (P11)

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

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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 RESTROOM TRAILERS

3 Decons. McKee portable toilet transport trailers, 3-12 pack; 2-6 pack. American Engineering 828 Tonto and 814 Royale. 2001 ASCI 16' Presidential. 315-437-1291. (P11)

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. (PBM)

1989 Olympic portable restroom trailer, 3 stalls on women's side, 2 stalls on men's side plus urinal. Mirrors on both sides. Ready to be put to work. Asking \$5,000. Call 413-824-9666. Ask for Dan if you would like more information or pictures. MA (P12)

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

PORTABLE RESTROOM TRUCKS

2006 Ford F-450, auto, 4x4, Imperial aluminum tank, nice truck! 563-924-2225 IA. (P11)

PORTABLE RESTROOM TRUCKS

1997 Ford F-450 portable toilet truck, 5-speed, new transmission 8-10, Masport pump replaced 4-10, strong engine, on route daily, Keith Huber 900 gal. tank. \$8,500. Call 931-553-8200 TN. (P11)

(2) 2004 F-550 Satellite toilet trucks. Auto, diesel, 135,000 miles, w/MD950 vac tanks. 2-unit toilet carriers. \$21,000 each. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

Ford F700 w 70K miles, 900/150, Masport. \$12,000. 360-357-4338. WA. (P01)

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

2008 Dodge 5500, Cummins, automatic, 50,000 miles, 1000 waste, 300 fresh, under warranty, \$52,000. 2008 Ford 550, diesel, automatic, 64,000 miles, 950 waste, 300 fresh, still has warranty, \$47,000. Rodney Lane cell 270-832-3793. (PBM)

2004 Duramax diesel C4500 series, 700 waste/300 water, 2-toilet carrier on rear. Runs good and ready to be put to work. Asking \$25,000. For more info. or pictures please call 413-824-9666 and ask for Dan. MA. (P12)

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)

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. (PBM)

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)

PORTABLE RESTROOM TRUCKS

2000 FL70 Freightliner, 700 waste/300 water, Crescent tank, carries 6 toilets. Runs good. Ready to be put to work. Asking \$15,000. For more information or pictures please call Dan 413-824-9666. MA (P12)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, airbrakes, 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.acoinc.com/classified. Location Phoenix, AZ and Las Vegas, NV. \$30,000. 208-362-3193. (P11)

2003 Ford F-550, auto, Satellite 650 waste, 300 fresh, excellent shape. 563-924-2225 IA. (P11)

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. (PBM)

2005 International 4300, 220,000 miles. GH600/300 tank w/Conde SDS 6 vacuum pump, Honda 9 hp electric start engine, Udor wash-down pump & all components. Platform to hold 4 standard porta johns & Tommy Lift. \$31,000. David 228-860-6215 or Larry 228-348-0482 MS. (P11)

GOING OUT OF BUSINESS! Aluminum portable toilet tankers: '02 Inter., \$18K; '03 Inter., \$32K; '04 Inter., \$34K; '05 Inter., \$39K. Contact Manuel @ 305-970-9837, or email malonso@port-o-tech.com. (P11)

2002 Int. 4300, \$27,500; 2001 Int. 4700, \$27,500; 2000 Int. 4700, \$25,000; 1998 Int. 4700, \$17,500. 200 restrooms, \$125 - \$300 each. Call 256-757-9900 or visit www.pbsos.com for more info and pictures. (PBM)

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

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PORTABLE RESTROOM TRUCKS

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)

POSITIONS AVAILABLE

We are looking for two highly motivated individuals in the Southeastern and Western United States to fill two Sales Rep positions. Check details at www.gapvax.com or email your resume to Betty@gapvax.com. (P11)

Brooklyn-based portable restroom company is looking for a professional sales person with experience in the portable restroom industry to grow our business in the 5 borough's and Long Island. Hourly rate plus commission (depends on experience). Send resume to falconmjs@aol.com. (P11)

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

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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)

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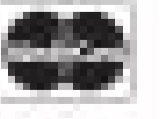


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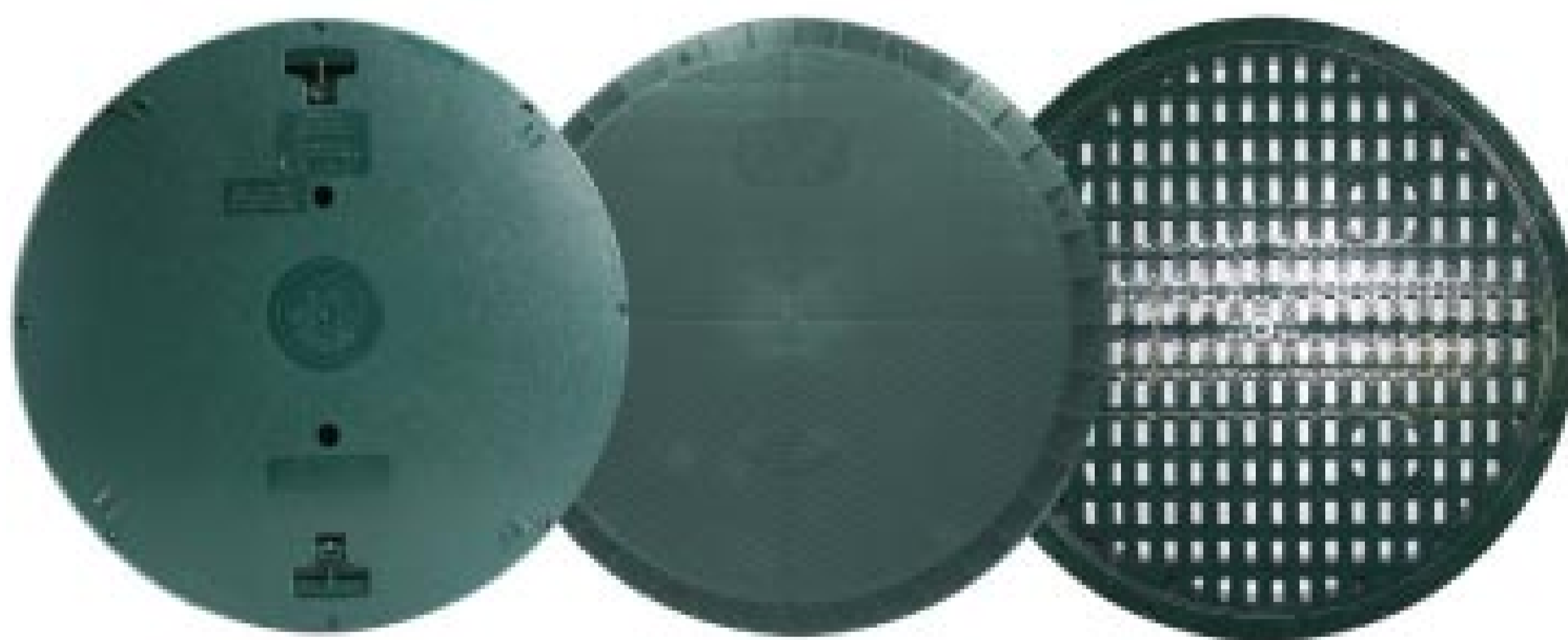
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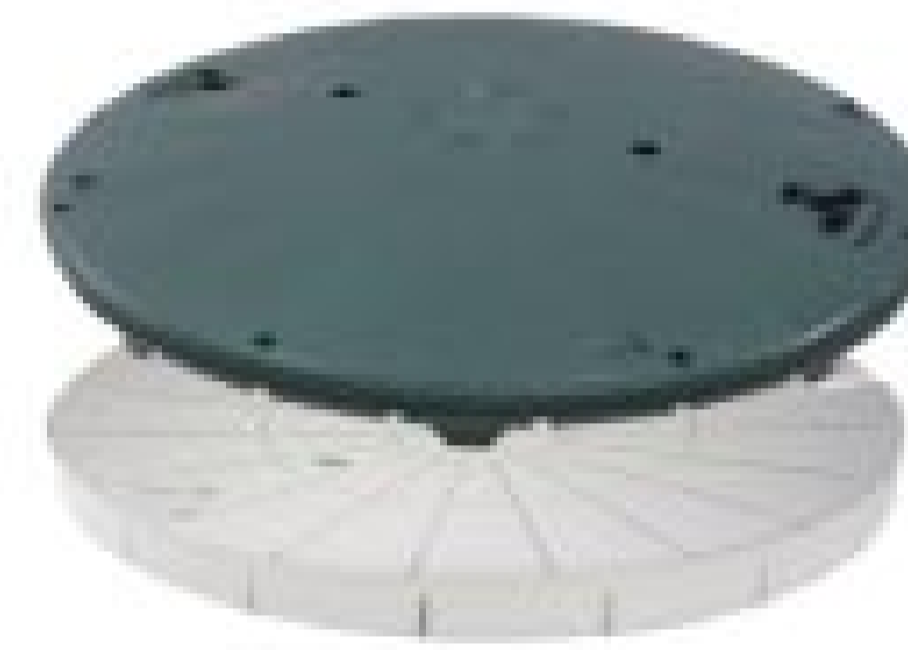
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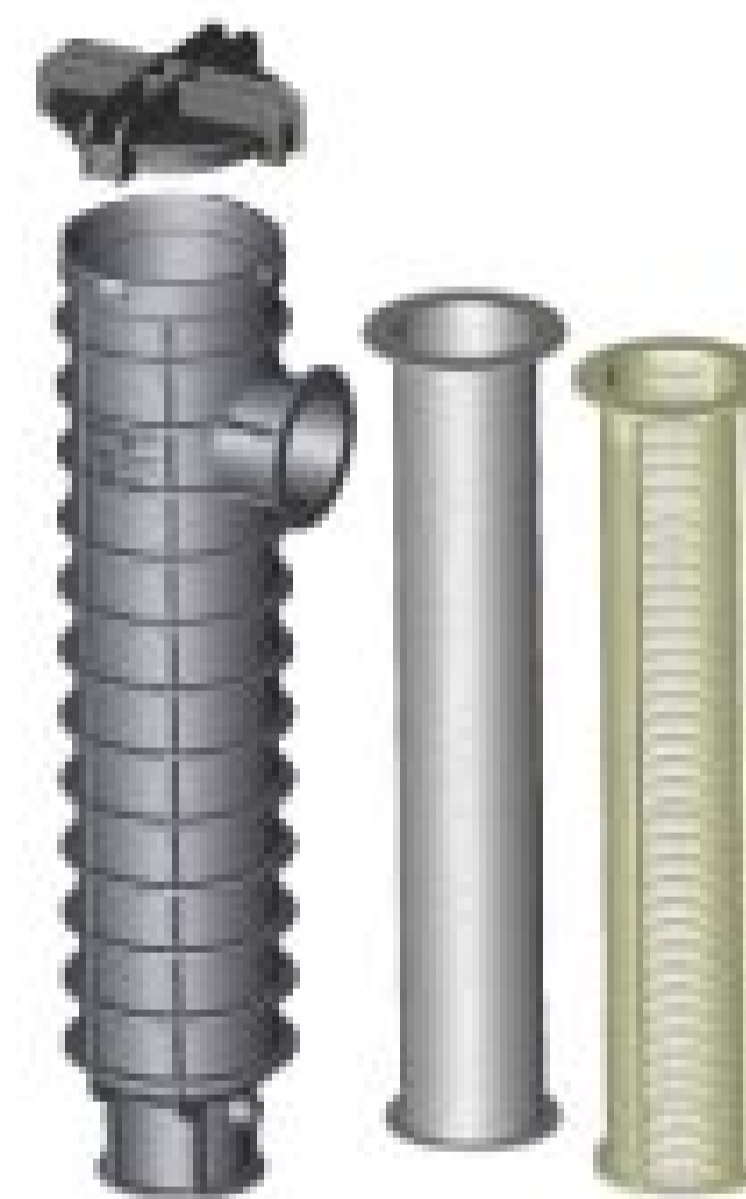
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