

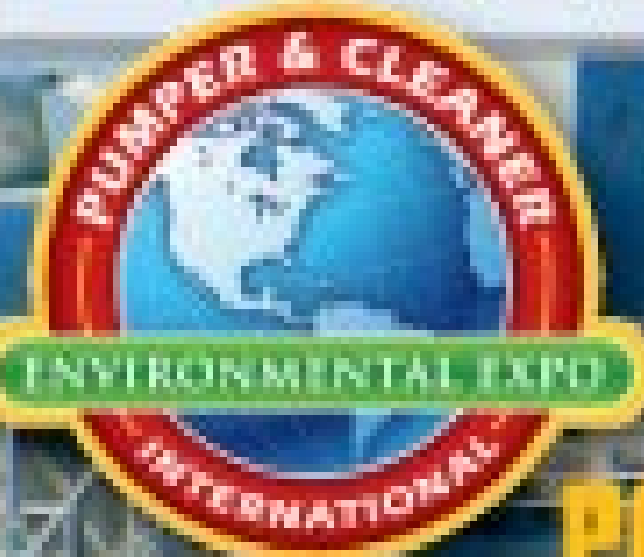
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**Scott family  
builds on  
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#### SPECIAL ISSUE:

#### Office Technology and Software

- **Contractor Profile:** Small company, big image in Michigan
- **Septic System Answer Man:** Complete site evaluation is necessary for an optimal system

# Pumper

DEDICATED TO THE LIQUID WASTE INDUSTRY

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

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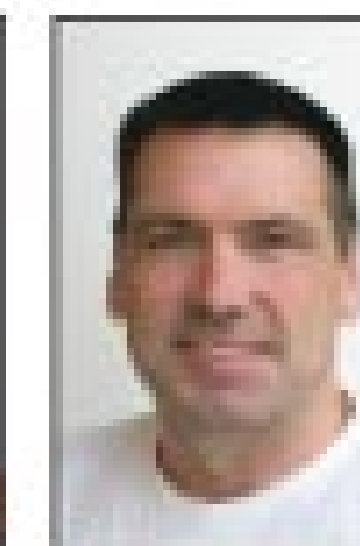
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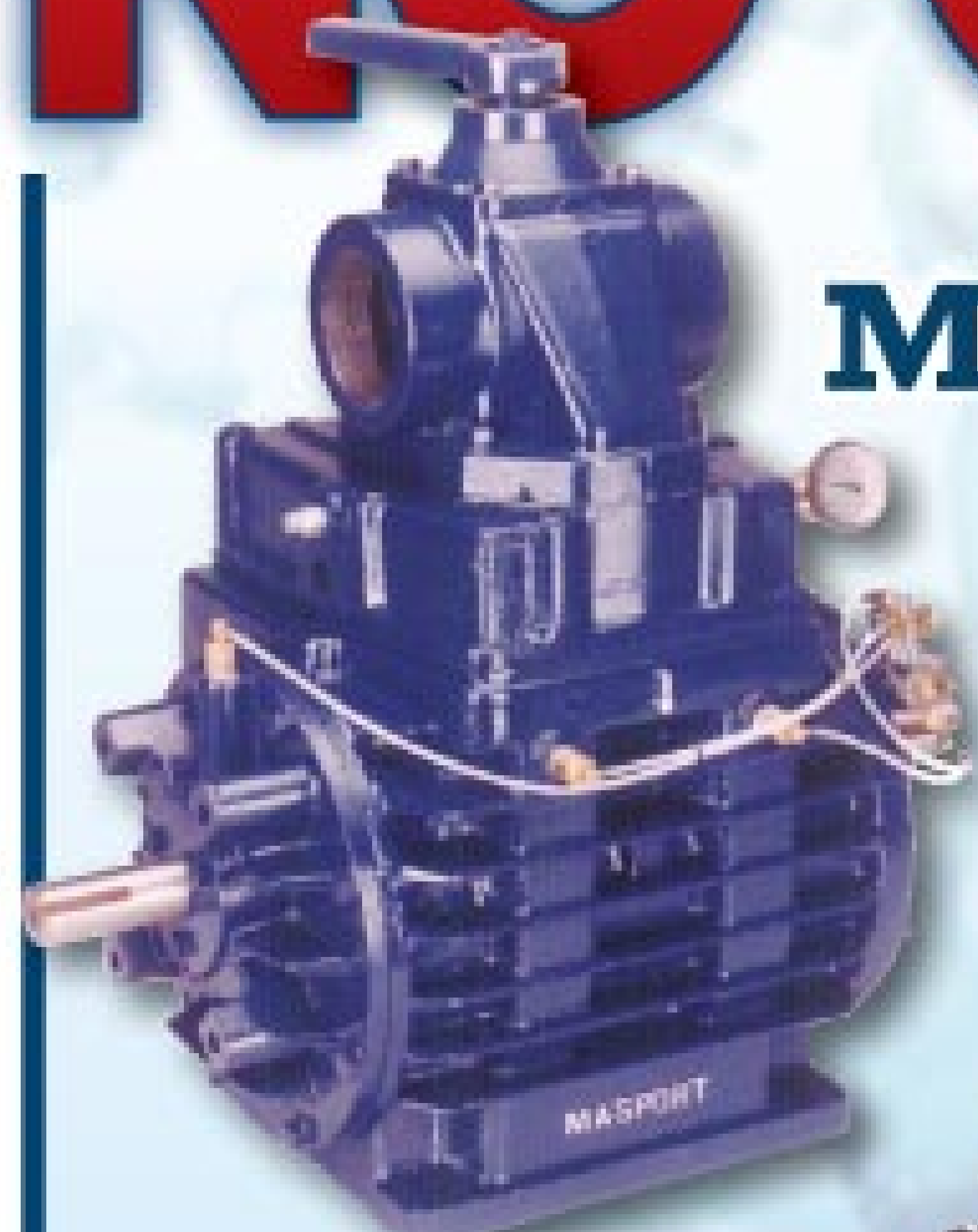
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# KNIGHT RIDER

**2010 Classy Truck winner Michael Knight loves the old-school look and hoisting functionality of his new Peterbilt rig**

By Jim Kneisz,  
Editor

**M**ichael E. Knight Jr. didn't know quite what to say when he was informed that the newest addition to his pumping fleet — a burgundy and white 2010 Peterbilt 367 — was chosen as *Pumper's* 2010 Classy Truck of the Year.

"I'm very, very pleased. I don't know how to describe it in words," Knight said about winning the annual contest. "It's an honor."

But the president of Knight's Septic Tank Inc. in Summerville, S.C., probably shouldn't have been too surprised by the news, given his attention to detail in the service truck spec'ing process and the meticulous care he gives his vehicles.

Knight's nearly identical 2003 Peterbilt 367 was one of the 12 monthly Classy Trucks featured in *Pumper* in 2005, a year before the contest to pick the top truck of the year began.

You might say Knight rides his trucks hard during the day and pampers them when the work is done. A variety of trucks and equipment serve four divisions of Knight's Companies. All equipment is housed in a 30,000-square-foot facility and maintained by mechanic Jimmy Steverson. Knight studies truck components carefully, finds what he likes during visits to the Pumper & Cleaner Environmental Expo International and is loyal to what works for him.

"I'm very much into new equipment. That's the reason I go to the Pumper show, to see what's out there," Knight says. "Everything I've got stays inside a locked building every night."

In addition to solid maintenance for his fleet of four vacuum trucks, Knight gives a lot of thought to the image he wants his rigs to portray when they roll down the road. He likes Peterbilt trucks not just for reliability, but for their "old-school" good looks as well.

When Knight orders a truck, like the '03 and the '10 models, he likes to load them up with retro-looking chrome components, like dual 6-inch stacks, windshield visor, showy horns and bullet lights across the roof. He keeps to the longtime company colors, but incorporates new hood graphics for the trucks — flames for the '03 and a checkerboard flag for the '10. The graphics are completed by Stacy Designs.

But in making them

**"I have a lot of friends in the business, all over, and most of them don't have hoisted trucks. A couple of them have bought my older trucks, and once anyone buys one with a hoist, they'll never go back."**

Michael E. Knight Jr.

pretty, Knight doesn't shortchange his hardworking rigs when it comes to practical options. The Classy Truck winner, purchased from 4 Rivers Peterbilt and outfitted by Presvac Systems Ltd., has a 3,700-gallon polished stainless steel tank along with a hoist, vibrator, water tank and full-opening rear hatch for easier cleaning. The truck is powered by a 430-hp Caterpillar engine tied to a 6-speed auto transmission. Ample vacuum is provided by a Fruitland 500 pump from Fruitland Tool & Mfg.

In-cab comfort is enhanced for driver Roger Mooney with air conditioning, cruise control, tilt wheel, air ride seats, power windows and locks and a navigation system.

"I stick with Peterbilt. The biggest thing is they don't give you any problems. It's reliability and resale; when you sell a Peterbilt, you get your money out of it," Knight says. "And to me, you can't get a better-looking truck. It has the same look it had 50 years ago and I like the old-school look."

While Knight says he understands the fuel-efficiency appeal of the more aerodynamic new trucks, his shorter hauls don't require him to have the most fuel-stingy trucks. He has four places to dump in the extended Charleston region, and he drives average about 20 miles, so he chooses the truck he likes rather than the one that might get the best mileage.



Michael E. Knight with his 2010 Peterbilt. Knight's truck was among a dozen beautiful work vehicles in our 2010 Classy Truck of the Year contest. (Photo by Gary Eaton)



Knight has stuck with the same dumping-friendly truck design for many years, paying what is currently about an extra \$20,000 for the hoist/vibrator/rear-door configuration because it offers great convenience on trucks that carry a lot of heavy car wash waste. He makes up for the added cost with time saved through quicker and easier tank cleaning.

The hoist combination reduces the job of dumping car wash residue from about a half-day to five minutes, according to Knight. The company services about 15 local car washes on a monthly basis. Knight says 90 percent of area pumpers don't want to take on the work because they don't have this type of setup. But in addition to the car wash work, Knight says the hoist and vibrator make it easier to clean out after any job, and avoid solids buildup that reduces tank capacity, impacts fuel economy and adds wear and tear on a vehicle.

"I have a lot of friends in the business, all over, and most of them don't have hoisted trucks," Knight says. "A couple of them have bought my older trucks, and once anyone buys one with a hoist, they'll never go back. It's like buying a regular-cab pickup today. You don't see them anymore. Everyone has to have an extended cab."

Knight's Companies was started by Knight's father, current CEO Michael E. "Bud" Knight in 1969, and includes four companies: septic tank service, redi-mix concrete, pre-cast concrete products and concrete block manufacturing. Michael E. Jr. oversees the septic service, while his brother, Pete Knight, is president of the redi-mix, precast and block companies.

The companies employ 150 workers, including Knight's daughter, Caitlyn Knight, and stepson Ryan Hawhee. Many of the employees have been with the business for 10 years, and a few have 20 years experience.

#### MEET ME AT THE EXPO

I'm stoked for the 2011 Pumper & Cleaner Expo March 2-5 in Louisville and I hope you are too. Whether you're reading this annual Expo show issue before the big event or while standing on the Kentucky Exposition Center floor, I hope to meet you during Expo week.

If you're a veteran Expo attendee, you have a good idea why I look forward to time at the trade show. We get to see the latest in equipment the liquid waste industry has to offer. That includes everything from the biggest and best vacuum trucks to an array of new portable sanitation equipment to all the accessories contractors need to run their companies efficiently.

After two years of a lagging economy, which had to make pumpers hesitant about upgrading equipment and inventories, the economy is showing signs that we're primed for a significant recovery. Sure, you all still face many challenges, and the road to a new prosperity might be a long one. But I imagine many contractors have trucks and accessories that are getting a little old, and manufacturers will show improved products and helpful new technologies.

Walking the show floor and attending Education Day seminars on Wednesday, March 2, will give me my best look at what's new for the busy 2011 season. Many of you also have made plans to participate in the many learning opportunities.

When you arrive at the Kentucky Exposition Center, please visit me at the COLE Publishing editor's booth. I'd enjoy meeting up with you and learning more about your business. Here's looking forward to a successful Expo! ■

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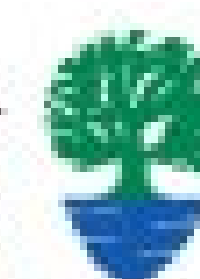


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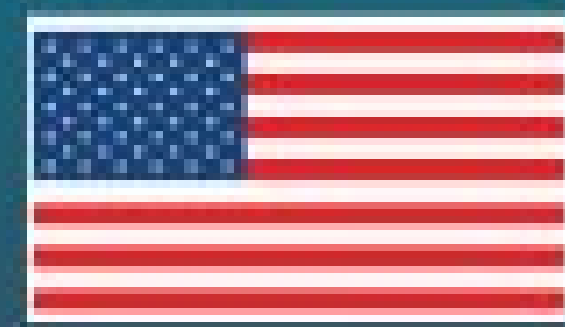
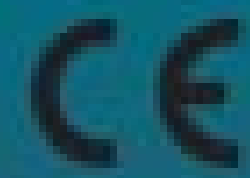
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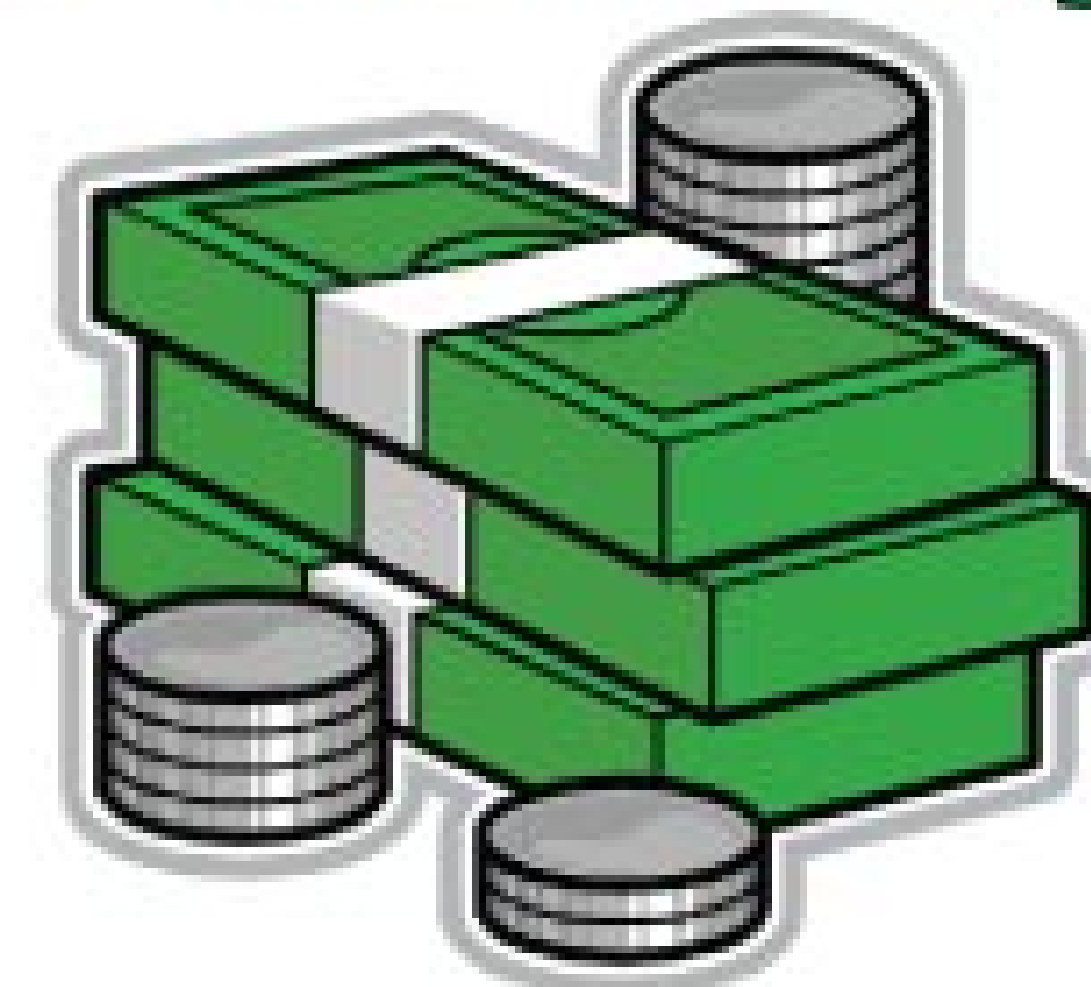
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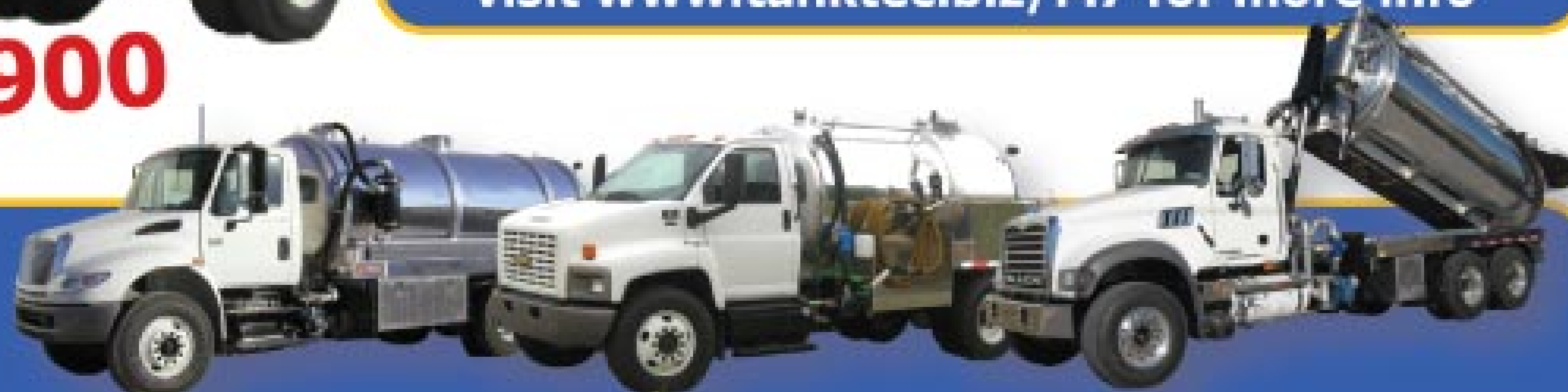


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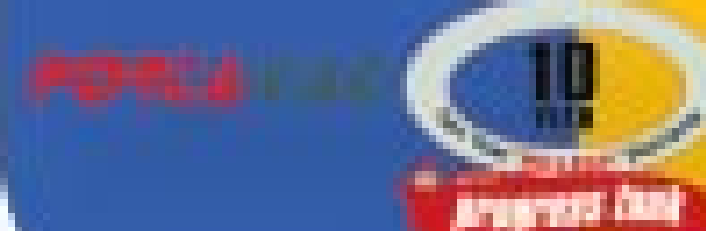
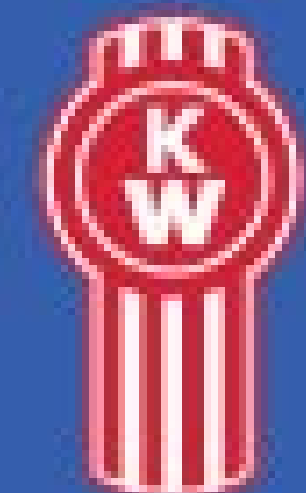
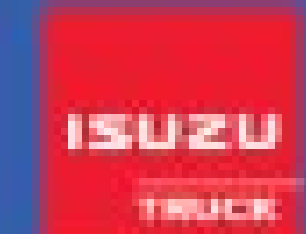
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# Keep Calling Potential Customers

You sometimes have to overcome a fear of rejection to build your client list

By Judy Garmaise

The majority of people who sell for service companies don't take follow-up seriously. After talking with a prospect, they leave one follow-up voicemail message or send one e-mail. A few salespeople will take it a step further and call or e-mail one additional time, but hearing that someone followed up three, four, five, six or seven times is rare.

However, that's exactly how many times you must follow up to get someone's attention. That's right, seven follow-ups are critical if you want to be successful. Whether you're calling on restaurants to win grease trap servicing jobs or potential commercial pumping accounts, many calls may be necessary to grab that new business.

The excuses for lack of follow-up are plentiful: "I'm too busy," "I need to spend my time in front of new prospects, not chasing down possibilities," "I left the person a voicemail; now it's their turn to call me." All those excuses are nonsense! The real reason people don't follow up is because they're terrified of rejection.

People have a fear of getting hung up on. They're afraid the prospect is going to tell them, "Go away! Stop bothering me!" If you're ready to overcome the fear of rejection and start building your account list, keep the following suggestions in mind.

## QTIP (Quit Taking It Personally).

Remember they're not rejecting you; they're rejecting your product or service. Here's proof: Imagine a wizard waved his magic wand and said to you, "For the next 12 hours any phone call you make, any person you meet, and any encounter you have you will get a 'yes' answer." How many follow-up phone calls would you make that day? You would have absolutely no fear of picking up that phone if you knew there was a "yes" on the line.

But what happens? You're talking with someone and you get a "no." At that point you need to remember it takes a certain number of negative responses before you get the positive one. The number will vary depending on your product and industry. However, every time you get a "no," say, "Great! Now I'm one phone call closer to my 'yes.'"

Finally, consider this: Does the person on the other end of the line — the one who is saying "no" — really know you? Of course not! He's rejecting your product, not you. Stop taking it personally, pick up the phone, and have some F.U.N. (Follow Up Now).

## Never assume.

Although they have great products, are very intelligent, and can even pronounce peoples' names correctly, most salespeople fear they're going to annoy prospects if they follow up. That's why after they leave one voicemail and get no reply, they assume that the prospect is not interested.

The reason people aren't getting back to you — even after four or

Judy Garmaise is a business consultant with more than 25 years of experience in sales, management and customer service. Contact her by e-mail at [judy@judygarmaise.com](mailto:judy@judygarmaise.com).



Realize that people today are bombarded with technology and information. Their minds are going in 50 different directions at once. It's only natural that they need a bit of reminding about your products.

five e-mails — is not because they aren't interested; it's simply that they are busy. Therefore, following up is not about nagging; rather, it is about reminding. Realize that people today are bombarded with technology and information. Their minds are going in 50 different directions at once. It's only natural that they need a bit of reminding about your products.

Do you know the average person's short-term memory is between five and 60 seconds? That means when someone is listening to five voicemails in the car and hasn't written the messages down, her short-term memory of 60 seconds guarantees that she won't remember your call. This is just one more reason to remind people that you contacted them earlier.

Additionally, stuff happens. People lose their cell phones; they get sick; technology glitches happen and voicemails or e-mails disappear; and sometimes, people just forget. When you assume that someone isn't interested or assume that you're bothering them or assume they don't have the money or make any number of other assumptions, you're sabotaging yourself and your company.

Besides, if you believe you have a product or service your client needs to know about, following up should not be an issue. After all, you're doing them a favor by reminding them of your offering. Many prospects will even thank you for your follow-up.

## It's never "no." It's just "not yet."

Very often a prospect will turn you down repeatedly — sometimes for years — and then suddenly the "no" will turn to a "yes." That's because no matter what their actual words are, it's never really "no." It's just "not yet." In other words, the prospect is just saying "no" to the product at that moment in time — not forever. You never know when he or she will be ready for your product, which is why you have to follow up continuously.

Shift happens. No one lives in a stagnant world. People and circumstances change. A poor man can become wealthy overnight, while a rich man can go to prison and lose everything. Knowing this, it's not up to you to determine who is qualified for your product or service and who isn't. The only thing you can do is stay in touch with the people you think are potential customers.

## FINDING SUCCESS

Since few people follow up with prospects, you will truly stand out when you do. Even if your prospect does not immediately return your call or e-mail, he or she will remember your efforts. That way, when the potential customer is ready to make the buying decision, your name will be the first one they think of. Pick up that phone and do some follow-up today. You have nothing to lose and everything to gain. ■





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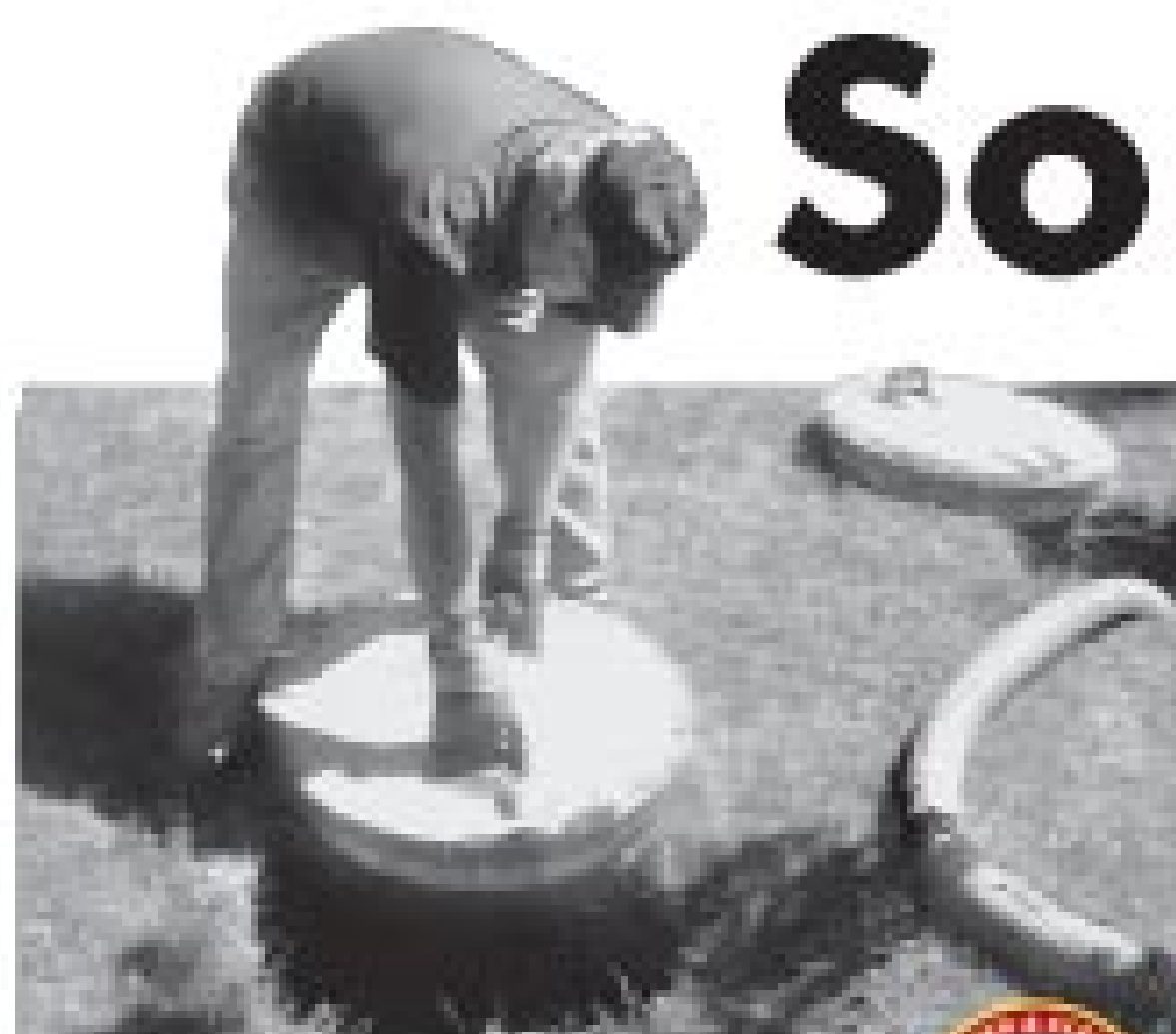
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Robbie Scott pauses during a septic tank inspection to discuss the job with his sister, Stacey, the newest technician at Scott Septic. (Photos by David Fox)

# And **SISTER** Makes **FOUR**

By Paul Holley

## With Stacey Scott climbing into the cab of a vacuum truck, this Massachusetts family quartet is poised to build on 45 years of pumping success

**W**hen Dotti Scott schedules a septic service appointment for Scott Septic Inc. of Hopkinton, Mass., she'll tell the customer to expect "my husband, my son or my daughter."

That's right. Her daughter, Stacey, 24, drives a vacuum rig and services septic systems. So does son, Robbie, 27, and husband, Rob, 57.

"I hear from customers all the time who are pleasantly surprised

that a family member is handling their service call," says Dotti, 55, who manages the Scott Septic office.

The two Scott kids literally grew up in the family business. Robbie recalls tag-

ging along with his dad as a youngster and falling asleep in the truck cab while his dad serviced residential and small commercial septic systems. At age 11, Robbie earned money to buy a bicycle by helping his dad with pumping jobs — a job he continued through high school. He joined the business full time after graduating from high school in 2001.

Like Robbie, Stacey also started riding along with her dad at a young age. But she didn't consider going to work at the family business until her 2004 high school graduation. "I've been around the trucks since I was little," she says. "When I graduated from high school, I had no idea of what I might do. Dad asked me if I'd like to learn the business, I thought, 'Why not?'"

### Profile

**Scott Septic Inc.**  
Hopkinton, Mass.

**Owners: Rob, Dotti, Robbie and Stacey Scott**  
**Founded: 1965**

**Employees: 4**

**Service area: 25-mile radius of Hopkinton**

**Specialties: Septic tank pumping, repairs, inspection, design and installation**



The Scotts pose with their pumping fleet. From left are Robbie, Stacey, Rob and Dotti.







**“BEING IN A FAMILY BUSINESS IS REALLY ALL I KNOW. I LEARNED LONG AGO THAT YOU’RE THE LAST TO GET PAID. BUT I ALSO KNOW THAT THE BENEFITS OF HAVING YOUR OWN BUSINESS FAR OUTWEIGH THE DISADVANTAGES.”**

Dotti Scott

The Scott family enjoys working together in the company that was founded in 1965. Shown from left are Rob, Dotti, Stacey and Robbie Scott.

### UP TO THE CHALLENGES

The Scotts joke that nobody has a title (although technically, Rob Scott is president of the small company) but there’s nothing funny about rising fuel costs, stiff price competition and a challenging economy.

Robbie says that a \$15 surcharge was added to pump-outs in 2009 to help offset diesel fuel prices that had soared above \$3 per gallon. “We lost some business because of that, but we had to do something to try and recapture that cost,” he says.

The surcharge was dropped after diesel fuel fell back below \$3. There are no plans to reinstate it even as Robbie watched prices creep back up in recent months. “I just don’t think we can reinstate the surcharge because we had so many complaints about it. We have faith that we’ll be able to make it,” he says.

Careful scheduling of septic jobs has helped to reduce miles put on the company’s two service trucks. Robbie says that because 10 towns in their service territory are served by four sewage disposal facilities, work is often scheduled to keep disposal runs at no more than 5 to 10 miles.

Meanwhile, Scott Septic has improved efficiencies by having a

third-party waste hauler handle septage collected from customers in a dozen towns that don’t have access to a central treatment facility. Instead of making frequent trips to a treatment plant, Scott’s service trucks empty their loads into the hauler’s 10,000-gallon tanker.

“It pretty much levels out to pay a third-party hauler as to haul it yourself. The hauler has negotiated a bulk rate, which is much better than what we could do,” Robbie says.

Robbie also is concerned about installers who compete solely on price. He notes that because of the economic downturn, some contractors — who may have previously worked in the excavation or landscaping industries — have added septic system installation to their service mix.

“Specialized septic people are getting pushed to compete on price,” he says. “We keep running into people who have a state license but aren’t experienced installers.”

The economic downturn also has had an impact on the company’s service volume. Robbie says that the company has recently been handling five to six service calls daily, down from the typical six to eight.





**“WHEN I STARTED OUT, I LAID THE HOSES BACKWARDS. DAD HAD THE PATIENCE OF A SAINT WITH ME. I CAUGHT ON TO WHAT I NEEDED TO DO.”**

Stacey Scott

Rob Scott attaches the hose getting ready for another pumping job.



On the other hand, Scott Septic has benefited from a state law that requires real estate transfer inspections for septic systems. Both Rob and Robbie are state-licensed inspectors. Stacey plans to take the necessary coursework and exam for the license.

#### THE FAMILY WAY

The tight-knit family operates an efficient, third-generation business by jumping in, when and where needed, to serve customers. That is how the elder Scott learned from his father, Donald, 80, who launched the business in the mid-1960s after working for the sewer department in the city of Natick, Mass.

When Donald Scott retired in 1981, Rob and Dotti took over. Rob drove the truck on service calls and Dotti handled scheduling and billing.

“For the longest time, it was just me. I had to work daylight to dusk pumping tanks and doing inspections,” he says.

The dawn-to-dusk model continues today with a few more Scotts in the field. Dotti still manages the office. Rob and Stacey generally make service calls starting in the morning and then join Robbie for septic system installation projects the rest of the day.

Dotti, who grew up in her family’s restaurant business, can’t imagine it any other way. “Being in a family

Stacey Scott maneuvers the excavator on a jobsite.



## Don't tell Stacey Scott septic service is a man's domain



Stacey Scott gets a kick out of telling friends that she’s an “effluent relocation engineer.” She’s also very proud that she can hold her own in a male-dominated industry.

Although she grew up around the family business, Scott Septic Inc., in Hopkinton, Mass., Stacey’s work experience had been part-time retail jobs during high school. When her father, Rob Scott, invited her to join him and her older brother, Robbie, on the service rig after she graduated from high school, Stacey decided to give it a shot.

“When I started out, I laid the hoses backwards,” Stacey says. “Dad had the patience of a saint with me. I caught on to what I needed to do.”

That learning included pumping tanks, making repairs, driving the trucks and inspecting systems. Stacey soon obtained the Class B CDL required to drive the Scott Septic fleet, which includes vacuum and dump trucks.

“My friends can’t believe I drive something that big,” she says. “In fact, I’m better at driving stick on our rigs than I am with a small car.”

When Stacey arrives at a service call with her father, some customers aren’t ready for a young woman behind the wheel and handling the hoses, but they get used to it.

“At every house I come across there’s a different reaction,” she says. “When they ask, ‘What are you doing here?’ I’ll say, ‘I’m family,’ and that’s usually OK. But I’ve also come across many an old-school individual who doesn’t think I know what I’m doing. When they see that I’m not just ‘some girl,’ but someone who is part of this company, they back off.”

Stacey adds, with a laugh, that the reaction of female customers “ranges from ‘good for you’ to general shock.”

When covering a service call solo, Stacey says she can handle practically every aspect of the job, with the exception of moving the 80- to 90-pound concrete tank lids. In those cases, she’ll call for help. “I know I’m never going to be as strong as a guy, but that’s OK,” she says.

After six years in the field, Stacey has advice for how male service technicians can relate to female customers.

“Don’t talk down to them. Be down to earth and be normal,” she says. “If they want to know why the price is the way it is, just tell them.”

Stacey has gotten used to the double-takes and stares when she jumps in on a service job. “It gets to where you don’t even notice it,” she says. “My Dad says, ‘You should be concerned when they’re not staring at you.’”

business is really all I know. I learned long ago that you’re the last to get paid,” she says. “But I also know that the benefits of having your own business far outweigh the disadvantages.”

Among the benefits is a dynamic energy that each family member brings to the business. “We have some pretty interesting discussions around the dinner table, Dotti says. “Overall, we have a great rapport.”

Rob and Dotti are clearly pleased that both children chose to take



the family business to a third generation.

"I just couldn't be any prouder. They're both good, down-to-earth kids," Rob says. "I wasn't a bit surprised that they wanted to follow us into the business. They've literally been around it all the time."

### EQUIPPED FOR SUCCESS

Scott Septic runs a 1995 Freightliner FL80. Built out by Andert Inc., it has a Masport pump and a 4,000-gallon steel tank. The company's other service vehicle is a 1989 Western Star Tri-Axle 4900. It was built out by Shorey Manufacturing with a Masport pump and a 5,000-gallon steel tank.

Other equipment includes a 2005 Peterbilt 357 10-wheel dump truck, a 1976 Mack R487 six-wheel dump truck, a 1994 Kenworth T800 tractor, a 2003 Cat 311CU excavator, a 2006 Cat 430E IT backhoe, a 2007 Cat 303C CR mini excavator, a 2003 JCB 190T track skid-steer and a 1983 Cat 930 wheel loader. The company also uses a RIDGID SeeSnake.

### GENERATION NEXT?

After 45 years in the same, compact service territory, Scott Septic has built a strong word-of-mouth reputation. "We're serving septic tanks that were installed back when the company started. That just shows the systems will last if they're properly maintained," Robbie says.

Although the company has served many of the same customers for decades, Stacey and Robbie recognize the need to broaden their customer base for the future. As time allows, Stacey wants to upgrade Scott Septic's current static web-

site to include more interactive features. Robbie already posts advertising signs at every septic system installation site and makes a point of networking with customers and neighbors whenever he's on a job.

In addition, Scott Septic is adopting an idea that has helped others in the industry ensure a steady cash flow. This summer, Dotti will mail cards to remind past customers to schedule septic system maintenance.

Although Rob Scott says he hasn't made retirement plans, he welcomes the opportunity to take an occasional day off to fish for striped bass in Cape Cod Bay. And he and Dotti look ahead at the possibility of a fourth generation of Scotts to run the family business. Robbie and his wife, Melissa, just had their first child.

The long days that accompany running a family business are expected. "It just never ends and that's what makes it work," Dotti says. "You're tired but it's a good tired." ■



Stacey Scott agitates a stubborn tank during a pumping job as Rob Scott looks on.

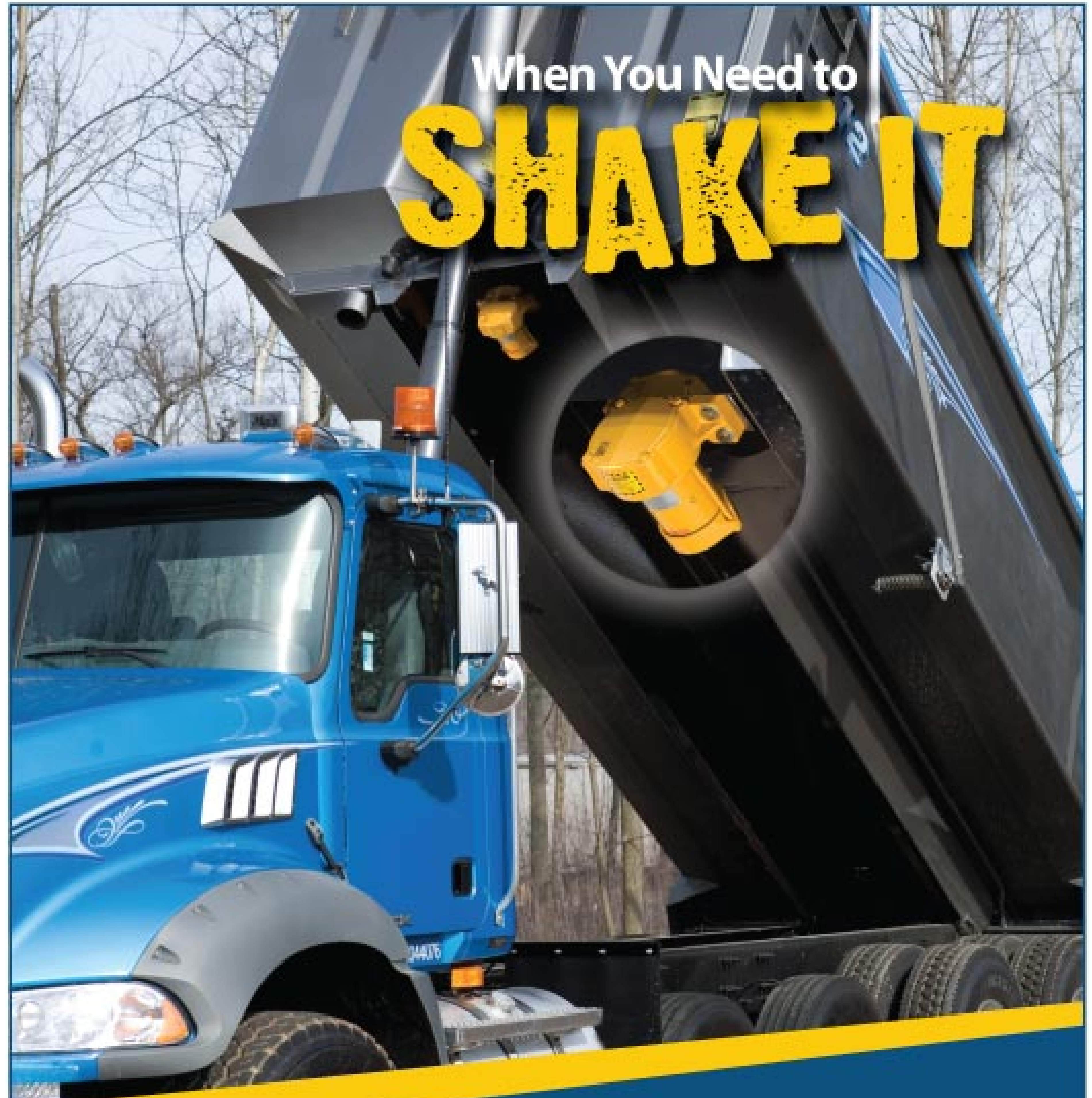
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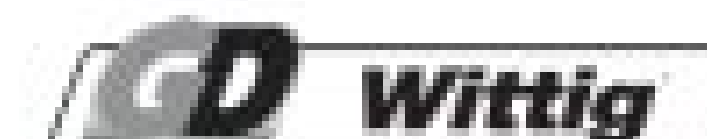
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# Bill Requires Statewide Rules in Ohio

Provisions of Substitute Senate Bill 110 became effective Sept. 17, 2010, requiring the state Department of Health to adopt statewide onsite rules by Jan. 1, 2012. They must:

- Require a site evaluation for proposed onsite installations.
- Allow failing systems to be repaired instead of replaced.
- Include vertical separation reductions for subsurface drains, pretreatment, and soil elevation.
- Establish reasonable maintenance requirements.
- Require bonding for installers, service providers and septage haulers, and set standards for inspecting septage-hauling tanks.
- Ensure septic and related tanks are structurally sound and watertight.

The Ohio Onsite Wastewater Association will advise the rule advisory committee.

## NEW MEXICO

At least 78 percent of the 3,100 septic systems permitted by the state Environment Department in San Juan County since 2005 are flawed or invalid, according to an internal agency audit mandated by Environment Department Secretary Ron Curry. The audit was to identify how rampant fraud was among liquid waste permits issued through the Farmington field office.

A 2008 investigation alleged that the Farmington office misman-

aged and falsified liquid waste permitting documents, allowing an unknown number of septic systems in the county to be illegally installed. Major concerns identified in the audit include systems missing paperwork and approval of equipment or systems inadequate for the necessary treatment level. Violations such as missing or altered agency inspection documents were considered minor deficiencies.

During 2006, about 85 percent of all permits issued through the Farmington office had major errors. Only 3 percent of all permits approved that year were done accurately.

The environment department will review the invalid paperwork to correct the information or void permits. It also is working to locate more than 100 permits that have no documentation. Officials have not inspected the more than 2,400 illegal systems.

## ARIZONA

The state Department of Environmental Quality proposed rules that would increase general permit fees from \$3,600 to \$7,500 for on-site systems with flows of 3,000 to 24,000 gpd. The rule also covers fee increases for alternative designs, installations, operational features, and grease interceptors, and establishes an annual \$200 report fee. The department is seeking to have the rules in effect by July 1, 2011.

## GEORGIA

The state Environmental Protection Division has proposed a General Land Application System Permit for Land Disposal of Domestic Septage. If passed, it will authorize that land-applied septage be injected or incorporated. The proposal does not affect biosolids and grease trap wastes covered by an individual land-application system permit.

## SOUTH CAROLINA

Charlotte County Health Department Commissioners have amended the county code to eliminate aerobic treatment unit requirements for homes and businesses. ATUs may still be required if lots are too small for a septic tank, but the determination would be up to the agency.

The county agreed to require ATUs instead of conventional onsite systems for smaller undeveloped lots as part of a 1998 legal settlement with the state over a sewer plan dispute. ATUs were seen as an alternative that created less pollution. County commissioners now say they are expensive. ■

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# PARTY with DIERKS

Red-hot country performer —  
and one-time pumper —  
Dierks Bentley will rock the  
house in Louisville

By Jim Kneiszel

**H**ow's this for the hottest ticket in town: The Pumper & Cleaner Environmental Expo International and Dierks Bentley.

The *can't miss* trade show for environmental services professionals collides with the *can't miss* country music performer of the past year. When Bentley takes the stage at Louisville's Freedom Hall March 5 to entertain Expo attendees, he will have just learned the fate of his three nominations from the 2010 Grammy Awards.

Bentley has had numerous No.1 hits on the country charts since his 2003 debut album, but last year's bluegrass-influenced record, *Up On The Ridge*, catapulted his career to a new level. Recording with an ensemble of the hottest new stars — Punch Brothers, Miranda Lambert and Jamey Johnson — Bentley produced the contemporary country music that built his career, but using the acoustic instrumentation that fueled his love of country music in the first place.

"I had a blast making this record. It was the most fun I've really ever had making a record. Bluegrass music is what really first got me turned on to country," Bentley said in an interview with *Pumper*. "I don't think I'm a traditionalist. I love country music and putting my own stamp on it. And using (acoustic) instruments is a big part of the formula; I want to push the boundaries of what you can do with them."

## A PUMPING PAST

While Bentley's music is sure to be a big hit at the Saturday Evening Jam, there's another reason Expo attendees will enjoy the down-to-earth, 35-year-old performer: He's been a pumper. One of the many jobs Bentley had before landing a contract in Music City was pumping

out holding tanks on houseboats at Lake Powell in his home state of Arizona.

"I loved the lake and I loved being up there," Bentley explained. "In the mornings, I'd go down and show the customers how to drive the boats, 35- to 60-foot houseboats. When the boats came back, we'd clean them from top to bottom, scrub the roofs, the decks, pump out the tanks, and get them ready to go the next morning."

Boats typically had 250-gallon holding tanks, and that waste was pumped through a pipe system installed at the marina, Bentley recalled. Careful evacuation of the tanks and constant cleaning on the boats is vital because Lake Powell provides a freshwater supply for an expansive desert territory in the Southwest.

Bentley says he's always enjoyed physical labor (he also built decks for a time and retrieved golf balls at a driving range) and has an appreciation for hard work. The jobs he didn't like were in Nashville offices while he paid his dues in the music business.

"I poured coffee all over this town and worked in every building in Nashville before I got a publishing deal," he recalled. "I like physical labor, but emotionally being in Nashville and working day jobs while trying to get a record deal was the toughest."

## QUIT THE DAY JOB

Bentley doesn't have to work day jobs anymore. In 2003, his first single, "What Was I Thinkin'" topped the country chart. His 2005 album, *Modern Day Drifter*, went platinum, and that year he became the youngest member of the Grand Ole Opry and received the Country Music As-



**“IT’S IMPORTANT FOR US TO HAVE A HIGH ENERGY SHOW AND A LOT OF FUN. IF IT’S A GOOD NIGHT FOR US, EVERYONE ELSE WILL HAVE A GOOD TIME. THIS IS ONE OF THE FIRST SHOWS WE’LL HAVE FOR THE YEAR AND EVERYBODY WILL BE EXTRA EXCITED TO BE OUT THERE PLAYING.”**

**Dierks Bentley**

sociation’s Horizon Award. He followed with the 2009 album, *Feel That Fire*, which included two No.1 hits, the title track and “Sideways.”

Then Bentley had a thought. What if he returned to the bluegrass music he fell in love with when he arrived in Nashville years ago? So he called his friends in the band Nickel Creek and started planning *Up On The Ridge*.

“I’ve always been a big fan of Nickel Creek and I knew (mandolin player and singer) Chris Thile from bounding around in the bluegrass circles. They were really out there with the progressive acoustic music and I really enjoyed what they did,” Bentley said. “I had moved here to do country music, and I walked into a bar and they were singing country songs using acoustic instruments to do it. I really fell in love with that sound, and it gave me a foundation to start from.”

Thile’s new critically acclaimed band, Punch Brothers, recorded a number of tunes with Bentley, including a daring cover of the U2 hit, “Pride (In The Name Of Love).”

Besides the Punch Brothers, the song features the high lonesome sound of bluegrass legend Del McCoury. At first, Bentley said friends didn’t understand his choice to cover the legendary rock band, but “Pride” became one of several hits from the record, which also features “Bad Angel” with Lambert and Johnson, and the title track. Both “Pride” and “Bad Angel” were nominated for Grammy Awards, and *Up On The Ridge* was nominated for Best Country Album Grammy.

“It’s a tough song to cover, but you know if you’re going to cover a song by a group like that, pick a big one,” Bentley says of choosing a U2 song. “It was a little daunting. They’re one of my favorite bands, and you knew going into that song that it’s going to go one way or the other. Either it’s going to get a Grammy nomination or it’s going to be a disaster. We’re lucky it went in (the Grammy nomination) direction.”

#### **ELECTRIC & LOUD**

For the Pumper & Cleaner show, Bentley will perform an acoustic set from *Up On The Ridge*, but mostly he and his five bandmates will be plugged in and rowdy at Freedom Hall, a venue he’s enjoyed playing numerous times.

“The shows tend to be electric and loud. We like to have a good party atmosphere going,” he

said. “But we’ll break it down and get the upright bass and banjo out and do some things from this record.”

“It’s important for us to have a high energy show and a lot of fun. If it’s a good night for us, everyone else will have a good time,” he said. “This is one of the first shows we’ll have for the year and everybody will be extra excited to be out there playing.”

It might be hard for Bentley to pry himself away from his family in Nashville to start touring again. He, wife Cassidy, and daughter Evie, welcomed the birth of their second daughter, Jordan Catherine, a month ago on Christmas morning. But he’s looking forward to meeting Expo fans and said he might bring some photos from his pumping past to share.

“These are the folks I hang out with at shows,” he said. “The hard-working people.” ■

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Technicians transfer septage from a vac truck to a 5,000-gallon injector and tractor rig for land application. (Photos courtesy of Strander's Sanitary Service)



# D is for DIVERSITY

Working in a territory that covers the cosmopolitan to the countrified, long-time Wisconsin pumping company Strander's Sanitary Service provides a variety of services

By Paul Holley



The Strander's crew includes (from left) Craig (Mike) Kettledon, Richard (Rick) Wolff, Dennis (Turk) Davis, Darlene Strander, Dean Strander, Nina McConnell, Rita and Shane Burdine. The Stranders' canine companion, Buddy, who died recently, is also pictured.

Dean Strander has built a sanitation business that is as diverse as its service territory.

His Strander's Sanitary Service, based in Lodi, Wis., covers a three-county area featuring picturesque dairy farms, small villages, fast-growing subdivisions and Madison — Wisconsin's state capital and second-largest city. Customers range from individual homeowners to large industries with all stops in between.

Strander serves this broad base with a diverse menu of services that includes septic tank pumping, lift station cleaning, grease trap service, waste hauling, confined space entry, televised inspection and location, portable restrooms and portable cooling fans.

"We're in a rural area that covers the countryside and several villages. In our case, you can't put all your eggs in one basket. You have to diversify to keep your staff employed year-round," says Strander, 64.

*Pumper* profiled Strander 10 years ago, and we're returning as part of our occasional feature, "Looking Back: 20 Years of *Pumper* Profiles." We found that Strander's service offerings haven't changed, but he's selectively purchased equipment to either improve efficiencies or build revenue.

"We've added equipment to help us do a better job for the work we've always done," Strander says. For example, he bought a portable grease trap cart a few years ago to avoid running long hose lines when servicing grease traps in hard-to-reach locations.

The opportunity to build revenue was behind adding portable cooling units. The large electric fans from J&D Manufacturing, which help cool the air by adding a light mist, are welcomed by man and beast alike on hot, sticky summer days. Strander rents the cooling units to a variety of outdoor events, including livestock shows, fund-raisers, corporate receptions and weddings.

### PUSHING PROFESSIONALISM

Strander was no stranger to the service industry when he and his wife, Darlene, launched the company in 1978. After operating a service

**"FINDING USABLE DISPOSAL SITES IS BECOMING A BIG ISSUE. THIS APPLIES TO WASTE HAULERS AND THE (MUNICIPAL AND INDUSTRIAL WASTEWATER TREATMENT) PLANTS. IF YOU DON'T HAVE SOMEWHERE TO PUT THE WASTE, YOU'RE OUT OF BUSINESS, PLAIN AND SIMPLE."**

Dean Strander



## Profile

### Strander's Sanitary Service LLC

Lodi, Wis.

**Owner:** Dean Strander

**Founded:** 1978

**Employees:** 9 (plus 2-5 seasonal part time)

**Service area:** 40-mile radius of Lodi

**Services:** Septic service, lift station cleaning, grease trap service, drain cleaning and jetting, confined space entry, televised location and inspection, portable sanitation, cooling fan rentals

**Associations:** Wisconsin Liquid Waste Carriers Association, Madison Area Builders Association, Portable Sanitation Association International

**Website:** [www.stranderssanitary.com](http://www.stranderssanitary.com)



Injectors on Strander's land application tool bar deposit liquid waste 12 inches deep, adding nutrients and working up the land for farmers.

station and vehicle repair business along a busy Interstate highway for many years, he started looking for a different business venture in the 1970s as oil companies started phasing out traditional service stations in favor of retail/convenience stores.

"I looked at many different things. It was natural to look at a service-oriented business," he says.

With that in mind, Strander took over a struggling local waste hauler. Until 1985, he ran the septic service and waste hauling business, while keeping the service station. He gradually added other services and equipment including portable restrooms in 1980, a jetter in 1987 and a video inspection system in the mid-1990s.

Strander points to major advancements in equipment and industry regulations since he joined the liquid waste industry more than 30 years ago. He recalls in the 1970s, specialized equipment for the sanitation industry was harder to come by in the Midwest than on the East or West coasts. "The first (service) truck we had was designed for handling ag manure. It had a chain-driven PTO pump. You have to chuckle about it now, but that's what we had," he says. Strander greatly appreciates the vacuum pumps and accessories produced by today's specialty manufacturers.

## SOLD ON SEPTAGE INJECTION

Dean Strander is so sold on injecting septage into farm fields that he's invested about \$100,000 in equipment and will gladly demonstrate the method.

"It's getting harder and harder to find farm fields for disposal. Today, farmers are dealing with huge soil issues," he says. Among farmers' concerns is soil compaction caused by heavy equipment running back and forth across the surface.

Strander, who surface-applied septage for many years, recognized that he needed to offer farmers another option or run the risk of losing the opportunity for land spreading. Having a rural base, where a trip to a wastewater treatment plant might be 30 miles each way, was a strong incentive for continuing with land-based disposal.

The solution is to inject the water and nutrients about 10 to 12 inches below the soil surface. Strander says this method cultivates the field while applying the nitrogen-rich material. "I felt if I invested in a tractor and an injector, it would make it easier on the farmers. You're working the soil for them," he says.

Strander began injecting five years ago. He purchased a used Case four-wheel-drive farm tractor and a 5,000-gallon vacuum injector made by Imperial Industries Inc. With this equipment combination, the waste can be injected, incorporated in the soil or surface applied.

"That material has to go some place. We agree that the best place is on the land, but you have to do it right," Strander says.

Strander works with three or four farmers. He's found that 40- to 60-acre fields are ideal for injection disposal. He is able to land-apply septage about eight to nine months out of the year, with restrictions when the ground is frozen or snow-covered.

A year ago, Strander demonstrated the injection method as part of a two-day, statewide seminar co-sponsored by the Wisconsin Department of Natural Resources, the University of Wisconsin-Stevens Point and the Wisconsin Liquid Waste Carriers Association. Attendees included waste haulers, farmers and municipal wastewater treatment plant operators.

The demonstration, conducted at the state-owned Agricultural Research Station near Arlington, involved injecting 5,000 gallons of septage in one of the facility's fields.

"It was very beneficial for everybody," Strander says. "I'm glad I could participate."

In addition, industry regulation and operational professionalism have improved over the decades, Strander says. "Some needed (waste disposal) codes have come about since the 1960s. Back then, a lot of waste ended up in rivers," he says. "It's all been for the good. I think mandatory education and licensing has made for a better group of people in this industry."

Strander is a former vice president and president of the Wisconsin Liquid Waste Carriers Association. He served for 15 years on the organization's board of directors and continues in an advisory role as its first honorary member. He has served on several committees with Wisconsin Department of Natural Resources officials to try to strike a balance between environmental interests, land owners and waste haulers.

"It takes a lot of time but it is well worth the effort because the industry's input is extremely important," he says. "You learn that there is some give-and-take. You're not going to win them all, but you try to reach solutions that everybody can live with."

## IN THE GARAGE

In keeping with its diverse customer base, Strander's Sanitary keeps a big equipment list. Its vacuum truck fleet includes a 2004 Sterling with





Shane Burdine enters a septic tank with assistance from Rick Wolff. The pair conducted the confined space entry to replace a faulty baffle and clear plugged laterals.

#### PolyPortables.

Three rigs are used to transport and service the units. They include a 2006 Ford LCF (low cab forward) built out by Bosserman Tank & Truck Equipment LLC with a 750-gallon waste/250-gallon freshwater aluminum tank from Amthor International with an HXL 4V Masport pump. The rig can carry up to 10 units on a flatbed. Also, a 2001 Ford F-550 built out by Coleman Vacuum Tank Manufacturing Corp. with a 650-gallon waste/250-gallon freshwater stainless steel tank and a two-unit carrier. The third rig is a 1998 Chevrolet HD 3500 built out by Advance Pump & Equipment with a 540-gallon waste/270-gallon freshwater aluminum tank from Progress Tank and a HXL 4V Masport pump. This rig can haul up to six units.

Strander's Sanitary also uses a slide-in 200-gallon waste/100-gallon freshwater steel tank with a Jurop pump built by Imperial Industries. It is carried by a 1995 Chevrolet

pickup equipped with a lift gate.

Portable sanitation technicians get help on the cleaning with equipment from Gamajet Cleaning Systems Inc. A 12,000-pound Hyster forklift and a 3,000-pound all-terrain forklift from an unknown manufacturer are used to move the units in the yard and for loading and unloading at rental sites.

a 4,750-gallon steel tank and a 406 NVE (National Vacuum Equipment) pump. The bottom of the rig's tank is wrapped in stainless steel and it has stainless steel hose trays. Strander also runs a 1995 Ford LTL-9000 built out by Imperial Industries Inc. with a 5,000-gallon steel tank, aluminum hose trays and a 406 NVE pump installed by Advance Pump & Equipment Inc.

Rounding out the vacuum fleet is a 1990 Ford LTL-9000 with a 2,750-gallon steel tank and a Jurop R260 vacuum pump from Chandler Equipment Inc. All of the trucks have pressurized freshwater for spillage cleanup and hose washing. All of the trucks are equipped with SHURflo freshwater pumps for cleanup.

Strander Sanitary also uses two jettors from Lely Manufacturing Inc. — a 300-gallon unit with 500 feet of hose and a 170-gallon one with 300 feet of hose. Both jettors have pumps from Giant Industries. In addition, the company uses a large Spartan Tool rodder and two smaller rodgers from General Pipe Cleaners.

Strander's television locating and inspection system is from Radiodetection Ltd. The company also uses a Radiodetection camera and a Spartan Tool ProVision camera 2.0. Confined space entry equipment and clothing is from M Tech Company and Milwaukee Rubber Products Inc.

Strander Sanitary also has a 2000 Chevrolet crew cab stocked with tools, small jettors and cables, two other Chevrolet pickups, a Bobcat S185, and a Conde ProVac aluminum grease trap cart from Westmoor Ltd. A tow-behind Gardner Denver air compressor runs a Power Booster from Pressure Lift Corp. for extra deep vacuum jobs. A DrumIt drum filling vacuum head from Elastec/American Marine is available for spill containment as needed.

#### SERVING PORTABLE SANITATION

The company's portable sanitation business is a year-round operation. Construction sites are steady rental customers, while fairs and special events are concentrated in the summer months. Strander has about 500 units from Satellite Industries Inc., PolyJohn Enterprises Corp., PolyPortables Inc. and Five Peaks Technology. Also available for rent are 20 sinks from PolyJohn, Satellite and

#### SPECIAL EVENT CHALLENGES

Not surprisingly, a diversified operation means there is seldom a dull moment for Strander. "I've never been one to back away from a challenge," he says. "I always like to find a way."

One annual challenge is Ford Ironman Wisconsin, a one-day athletic competition held in Madison where Strander's has provided portable restrooms and sinks the past 10 years. The event, which attracts thousands of spectators to watch athletes swim 2.4 miles, bicycle 112 miles



A service cart from Imperial Industries Inc. is used inside a plant where the only access to portable restrooms is by elevator. Burdine and Mike Gladem are the service techs.





Dean Strander uses an all-terrain forklift to move a restroom at a special event.

and run 26.2 miles, requires about 130 units placed along race courses that wind throughout the city.

The Strander's crew stages units about three days in advance and must move them along the race courses as the event progresses. Then, they must remove all the units after the last race ends at midnight so Madison's streets and sidewalks are not blocked the next day.

"This one is a logistical nightmare, but we've figured out ways to make it work," Strander says. The solution, now used at all special events that Strander serves, was to create a photo record of unit placements. This allows the setup crews and event managers to simply refer to the photos when placement questions arise.

"It keeps us from having to sit around and discuss the placements each year. The organizers just love it because it saves everybody a lot of time," he says.

#### ADDRESSING DISPOSAL

Meanwhile, septic and portable sanitation waste disposal is a long-term challenge that Strander and other Wisconsin waste haulers are working to address. The Wisconsin Natural Resources Board, about a year ago, approved new regulations to limit phosphorous in state waterways. The new rules, to be phased in this year, will affect municipal treatment facilities and fertilizers applied to farm fields.

Strander is among 10 waste haulers, recruited through the state associations, who were gathering data on the septage they collected. The data includes detailed information on the households where the waste is collected. A laboratory analysis of collected waste samples will be conducted to document the effect of household septic systems on overall phosphorous levels in the state.

Strander says the new study is intended to supplement data collected 25 years ago when most residential septic tanks were smaller than those used today.

"Finding usable disposal sites is becoming a big issue. This applies to waste haulers and the (municipal and industrial wastewater treatment) plants," he says. "If you don't have somewhere to put the waste, you're out of business, plain and simple."

To ensure he'll have field disposal options, Strander paid just under \$1,000 to have soil analysis conducted for three sites that he plans to use over the next year.

#### A COMPETENT CREW

Strander happily notes that staffing isn't a challenge thanks to longevity and employee cross-training. Rick Wolff, lead septic service driver, has been with the company for 22 years and Mike Kittleton, lead portable restrooms service driver, has been with Strander's for five years.

Strander's stepdaughter Rita Burdine and granddaughter Nina McConnell manage the office using Septic Tracker software from Tracker

Solutions for septic service and Summit XP Rental Profit software from Ritam Technologies LP for portable restroom rentals. Burdine's husband, Shane, who has been with the company for about 10 years, is trained and licensed for confined space work.

"I'm very fortunate to have a great crew," Strander says. "Nearly everyone is cross-trained so they can virtually jump where they're needed."

The staff's flexibility and efficiency has allowed Dean and Darlene Strander to be able to gradually spend time away from the business, particularly in Florida where Dean enjoys hunting wild boar and fishing for tarpon.

"I guess one challenge for me is finding time to slow down, but I'll find a way," he says. ■

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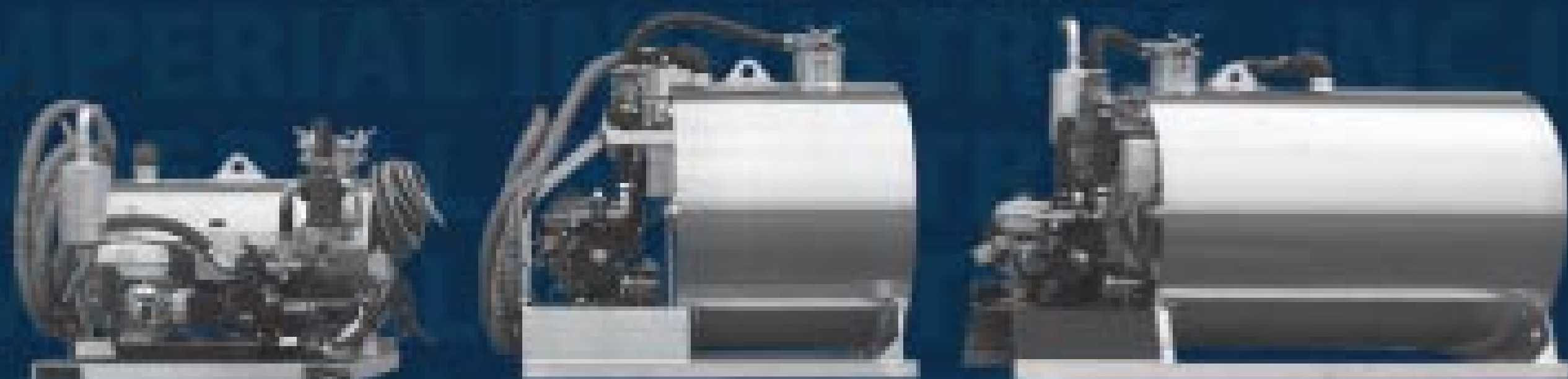


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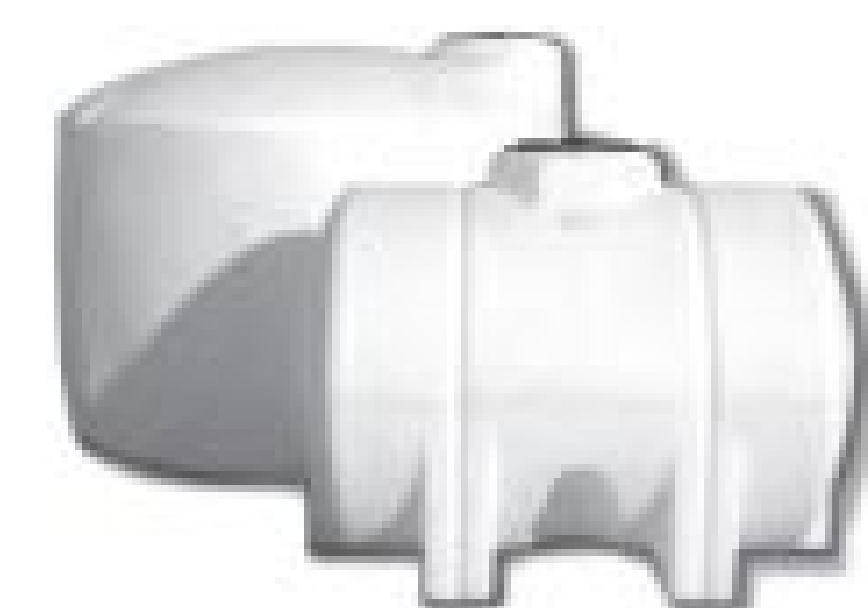
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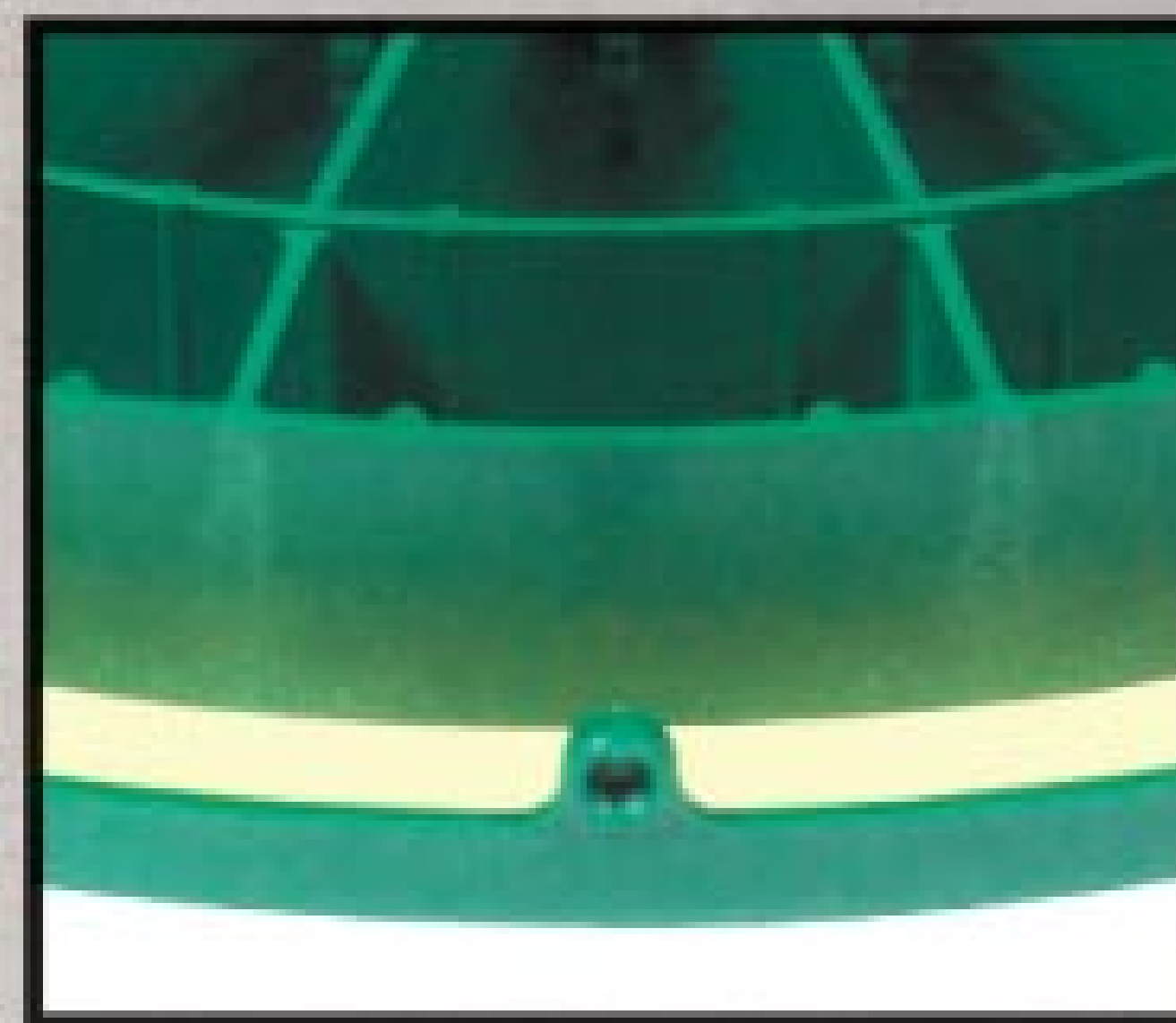
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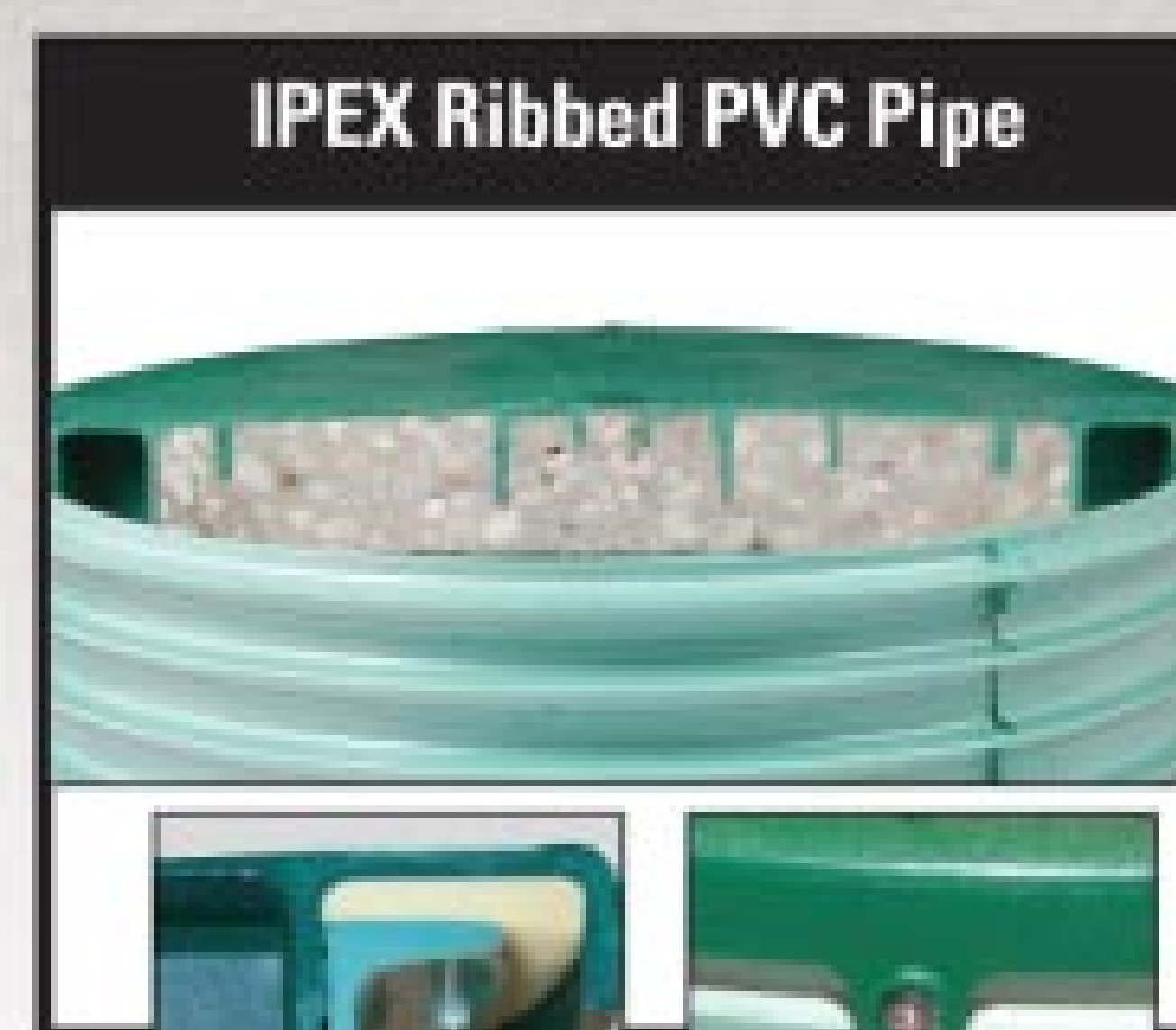
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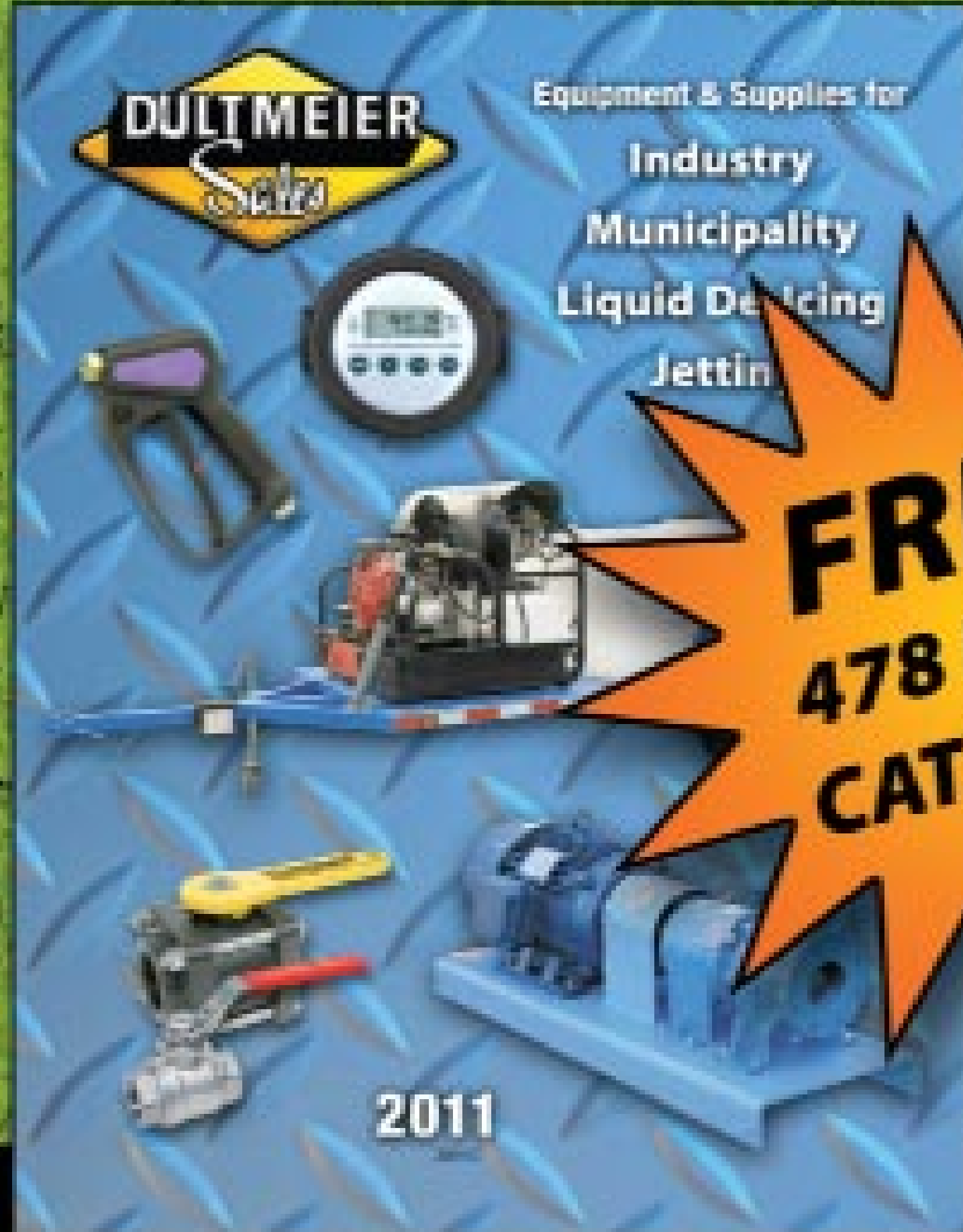


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# Education is Key

## HOLLIS WARREN HONORED FOR SHINING LIGHT ON INDUSTRY ADVANCEMENTS IN HIS HOME STATE OF DELAWARE AND NATIONALLY

Hollis Warren is a staunch believer in educating the public and pumpers. For his continuous efforts along those lines, Warren, 57, of Hollis Warren Inc., in Wyoming, Del., was named the 2009 On-Site Professional of the Year by the Delaware Technical and Community College.

Warren joined the National Association of Wastewater Transporters Inc. when it formed in 1986. He was instrumental in developing NAWT's professional training programs and served three terms as president. Warren also worked with the U.S. Environmental Protection Agency on land treatment rules and participated on the Steering Committee for Decentralized Wastewater Treatment.

Closer to home, Warren is vice president of the Delaware Onsite Wastewater Recycling Association, represents pumpers on the board of directors, and heads the Bylaws Committee. He worked with Delaware Technical and Community College to establish the Environmental Training Center, which provides continuing education credits for industry professionals and instructs homeowners how to maintain their alternative treatment systems.

Warren found his niche as a pumper serving Delaware and Maryland customers. In response to diminishing disposal sites, he built Warren's Wastewater Treatment Plant in 1995. The operation processes 100,000 gallons of grease trap waste per month and 3 to 4 million gallons of lime-stabilized septage per year.

*Pumper* invited Warren to talk about his career and share his beliefs on the state of the industry.

**"NAWT AND THE NATIONAL ONSITE WASTEWATER RECYCLING ASSOCIATION HAVE DONE A GOOD JOB EDUCATING THOSE IN THE BUSINESS, BUT THEY AND STATE ASSOCIATIONS HAVE DONE LITTLE TO PROMOTE THE ENVIRONMENTAL SERVICE WASTE HAULERS PERFORM OR TO TAKE THAT MESSAGE INTO ELEMENTARY SCHOOLS."**

Hollis Warren



the solids settle out. From there, the water is pumped to a 7,000-gallon underground equalization tank and the alkaline level raised to 12 pH for two hours. We then transfer it to a 200,000-gallon above-ground holding tank and decant off the top. Lime stabilization kills odors, so we never cover the tank. We spray-irrigate 250,000 gallons per acre year-round on 30 acres.

A farmer rents the land to grow reed canary grass, a heavy nitrogen feeder, for his beef cattle. According to U.S. EPA 503 biosolids regulations, the grass can't be cut for 30 days after an application. In the spring and fall, we inject the solids from the bottom of the holding tank into designated fields. All the fields have monitoring wells, and we must submit a nutrient plan showing that the nitrogen we put down is taken up by the crop. No runoff is allowed.

***Pumper:* How did you become involved in a state land-application study?**

**Warren:** Steve Rohm, land-application coordinator from the Department of Natural Resources and Environmental Control, inspected our operation once a month. I asked him one day how much grease I could apply before it plugged the soil. He didn't know because nobody had done a study. We decided right there to do one. Besides answering the clogging question, we wanted to see if grease could kill a crop and which crop.

The study ran from 1990 to 2000. Normally, we applied 5,000 gallons of grease per acre, worked it in, waited two weeks for it to dry a little, then repeated the process. For the study, we applied 80,000 gallons on 30 acres per year. The microbes ate it up, especially in warm weather. We learned that they assimilate grease year-round because winter temperatures rarely reach 32 degrees.

Another thing we learned is that grease breaks down into organic materials that enhance the soil's ability to retain moisture. In dry spells, our corn crop yielded 10 bushels more per acre than land fertilized with chemicals.

***Pumper:* What is your interpretation of the national trend to ban land application?**

**Warren:** We've done a poor job educating the public and offsetting

## Pumper Interview

By **Scottie Dayton**

***Pumper:* How did Hollis Warren Inc. get started?**

**Warren:** Dad (the elder Hollis Warren) pumped septic tanks when he began the business in 1960, but branched into pumping grease traps at auto and horse racing tracks and numerous restaurants. He land-applied the grease on our 150-acre farm. Our volume increased dramatically when the Kent County government mandated that grease traps be pumped monthly.

***Pumper:* What motivated you to build a waste treatment facility?**

**Warren:** Regulators were banning land-applied raw septage and more and more treatment plants refused to accept it. A private facility was my only legal option.

***Pumper:* What is the plant's treatment train?**

**Warren:** The trucks discharge into a 1,000-gallon tank containing lime and water. The batch is mixed, then a pump sends it through a rotary screen to catch the trash. The liquid flows to a grit chamber where



media-induced hysteria. The public reads or hears about illegal dumping, sees pumper trucks in the fields and associates them with individuals who give the industry a black eye.

NAWT and the National Onsite Wastewater Recycling Association have done a good job educating those in the business, but they and state associations have done little to promote the environmental service waste haulers perform or to take that message into elementary schools. Kids visit municipal wastewater treatment plants, but are they ever bused to a pumping company or private treatment facility?

**Pumper:** A new Florida law bans land-applied septage by 2016, and most of the state's municipal plants won't accept it. Do you anticipate that mindset affecting the entire country and in what ways?

**Warren:** I believe it will affect the entire country, but I'm not sure how. In Florida, I expect operators with private treatment plants to raise disposal prices. Pumpers will pass the increase to customers and charge more per pump-out because they drive farther to unload. Certainly, illegal dumping will increase. The bad publicity will further tarnish our industry, adding fuel to replace septic systems with municipal sewers.

On the positive side, I see an opportunity for pumpers to build more private treatment facilities. They'll probably have to form cooperatives because most one-truck operators don't have the volume to support such a venture. Finding partners will be difficult because of our fragmented industry. Utilities, on the other hand, are big conglomerates that can easily wipe out mom-and-pop operations.

**Pumper:** What has changed to improve the industry in Delaware?

**Warren:** One of the biggest improvements is the creation of the Delaware Technical and Community College's training center. In February 2007, the DNREC mandated that alternative systems must be inspected twice a year by certified service providers, but it also allows homeowners to do it if they pass Del-Tech's inspection class. We often find homeowners enrolled in our continuing education classes to find answers to their onsite problems.

The second biggest improvement was the septic code requiring effluent filters in septic tanks. More than 10 years ago, Steve Rohm and I did a study on their effectiveness. We installed filters in our septic tanks and every week Steve sampled the effluent through a test port in the distribution box. My system had the heaviest usage and shock loads when 30 people arrived for holidays and family celebrations, yet the filter stopped 50 percent of solids from reaching the drainfield and lasted a year before we changed it. Our study proved that effluent filters do protect drainfields.

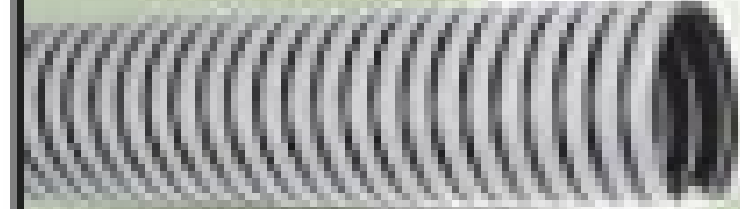
Hollis Warren may be reached at 302/284-9130 or htwarren430@aol.com. ■

# Milwaukee Rubber Products

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### Rubber Hose 300 EPDM

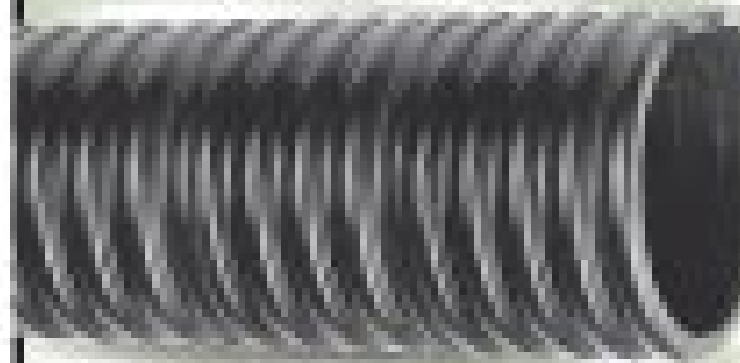
All Weather Water Suction Hose



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

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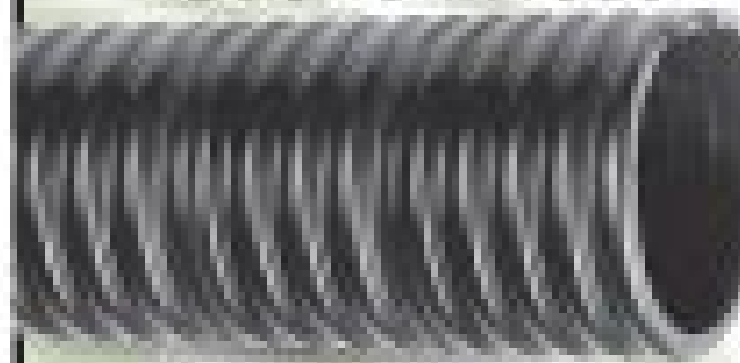
Low Temp Rubber Water Hose



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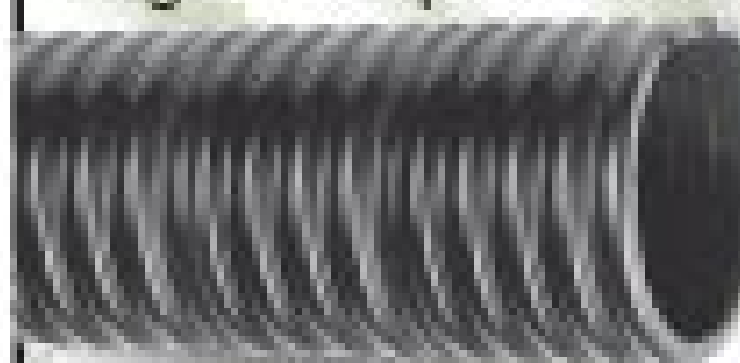
Abrasion Resistant Suction Hose



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### 180 HR

High Temp Suction



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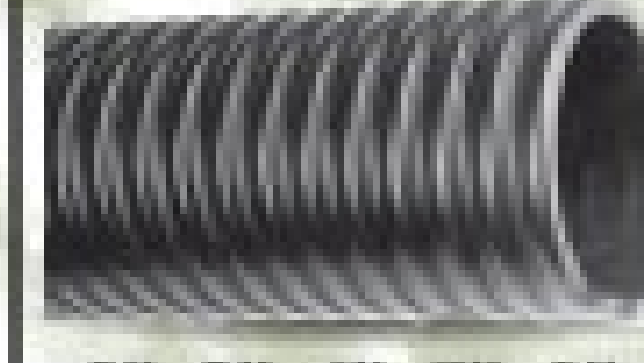
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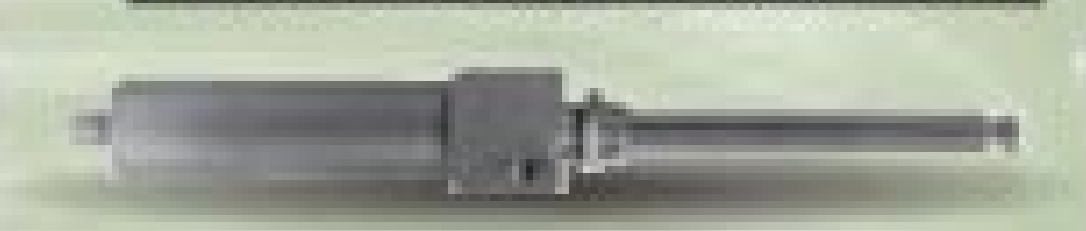


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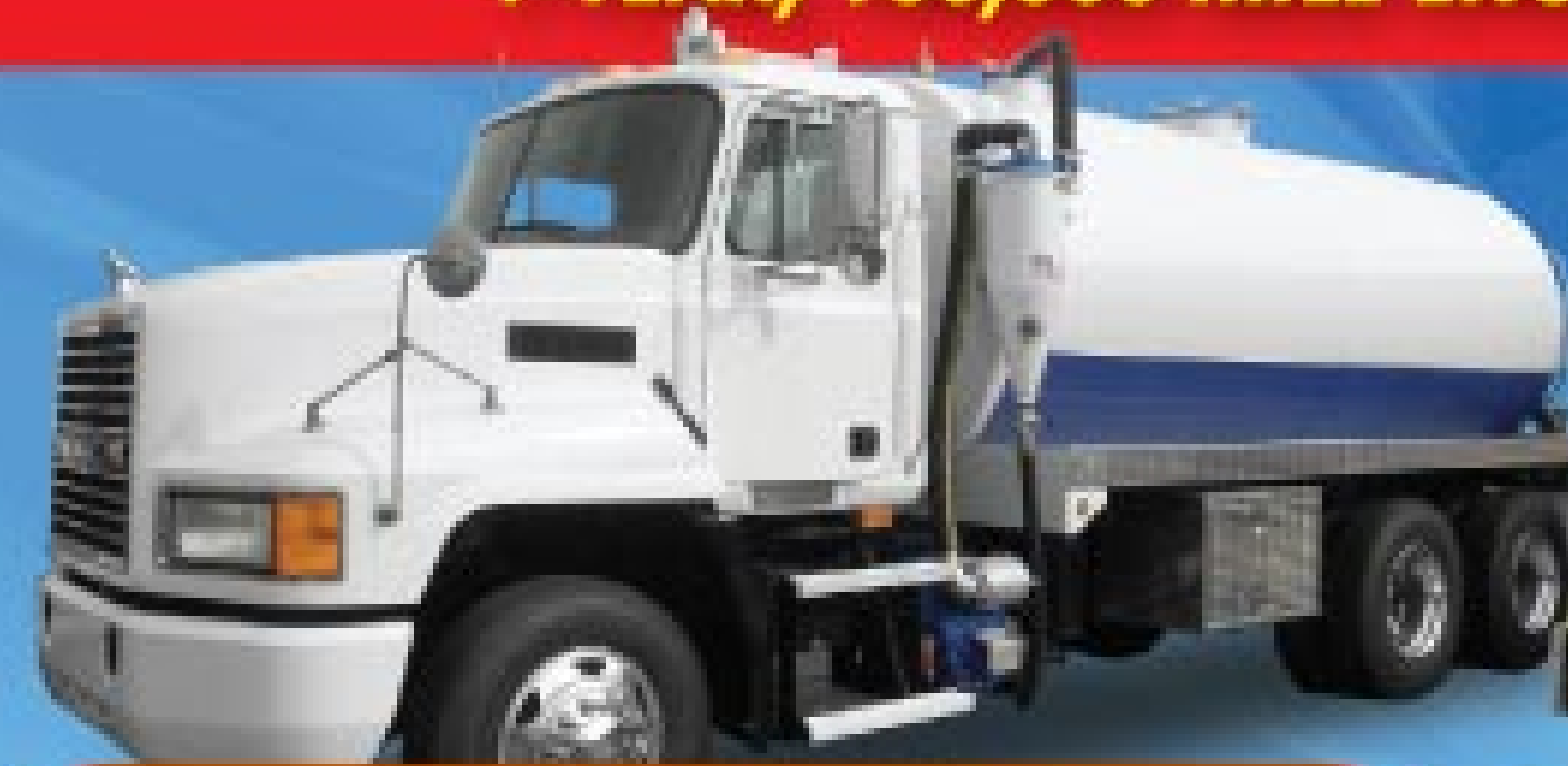
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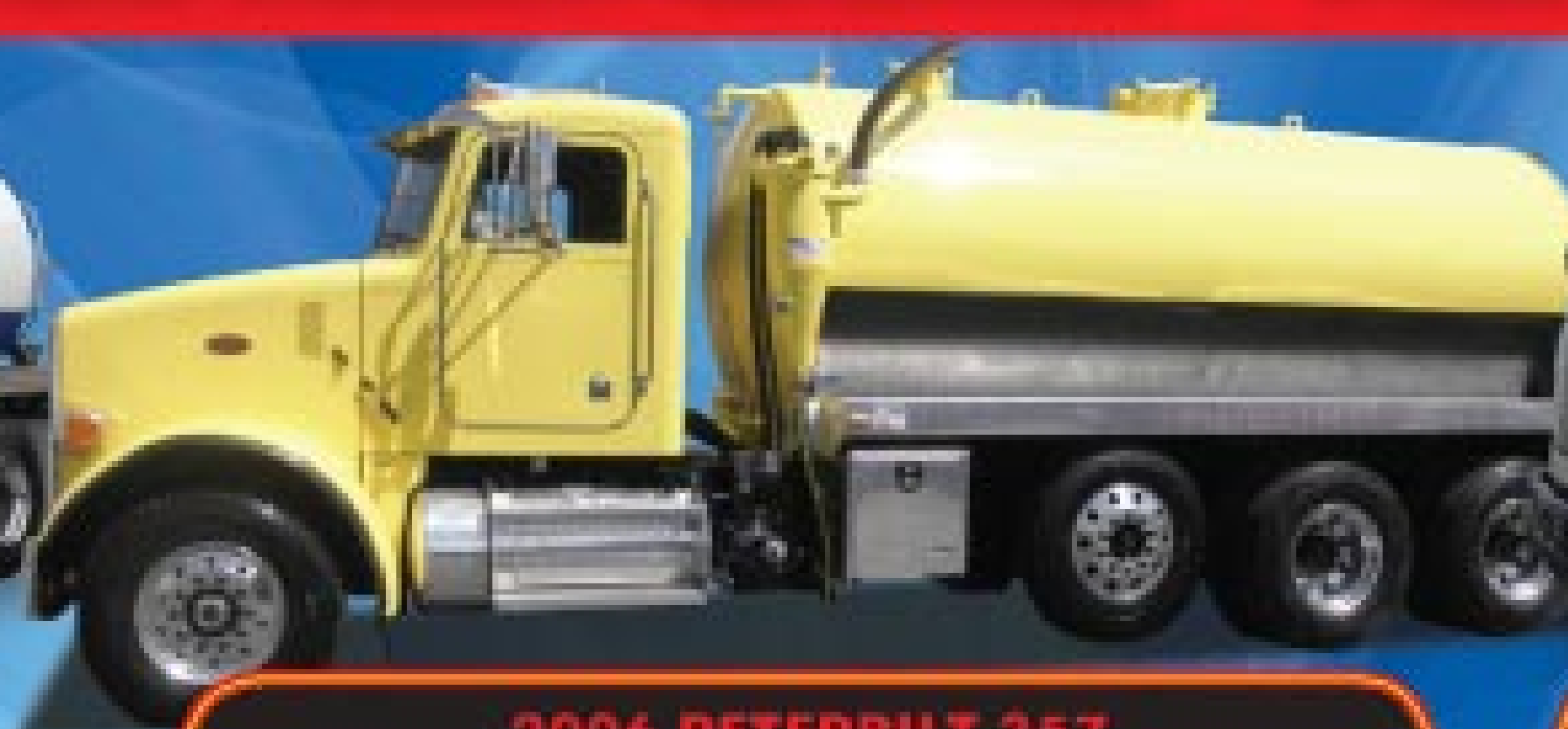
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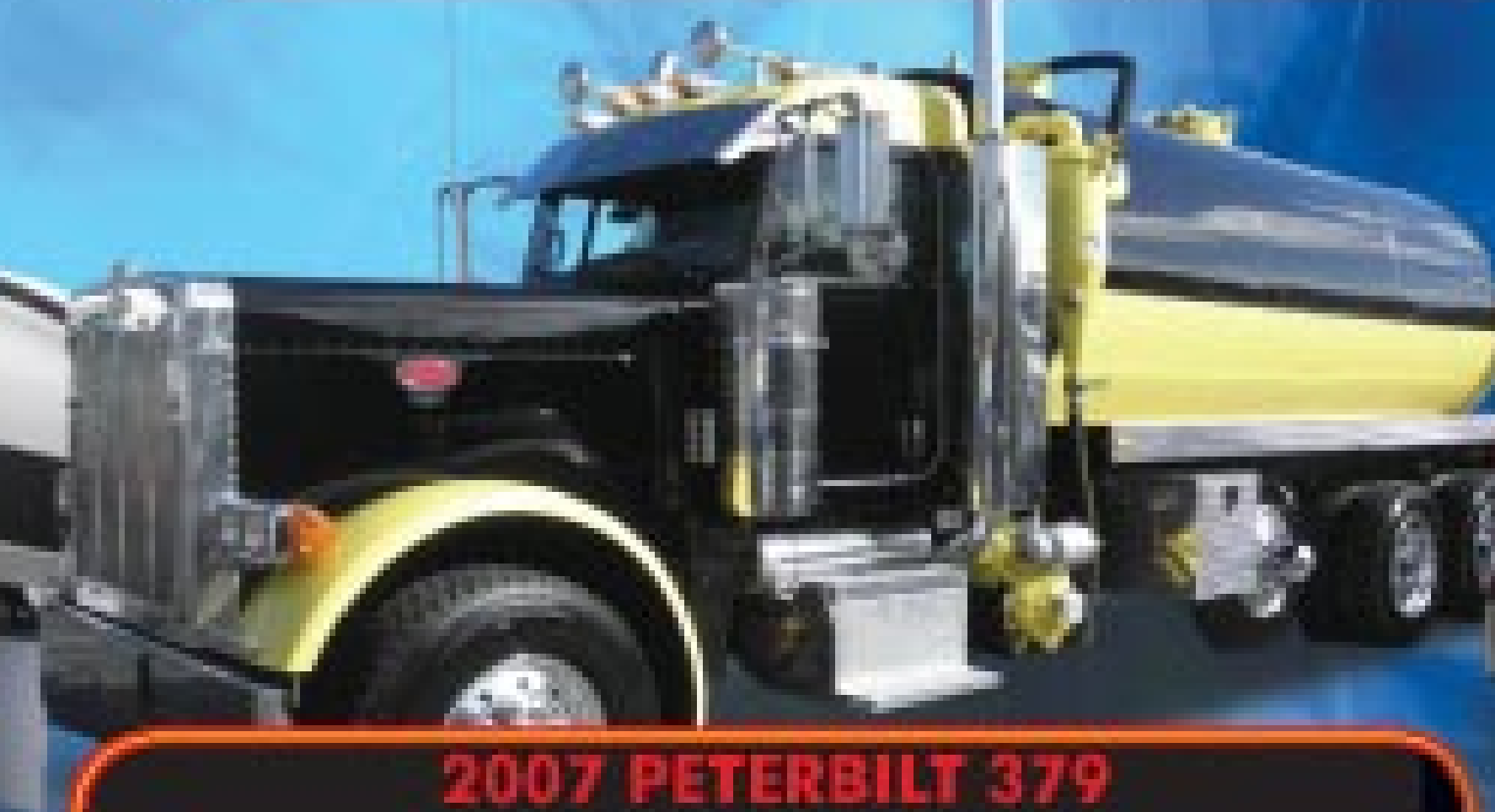
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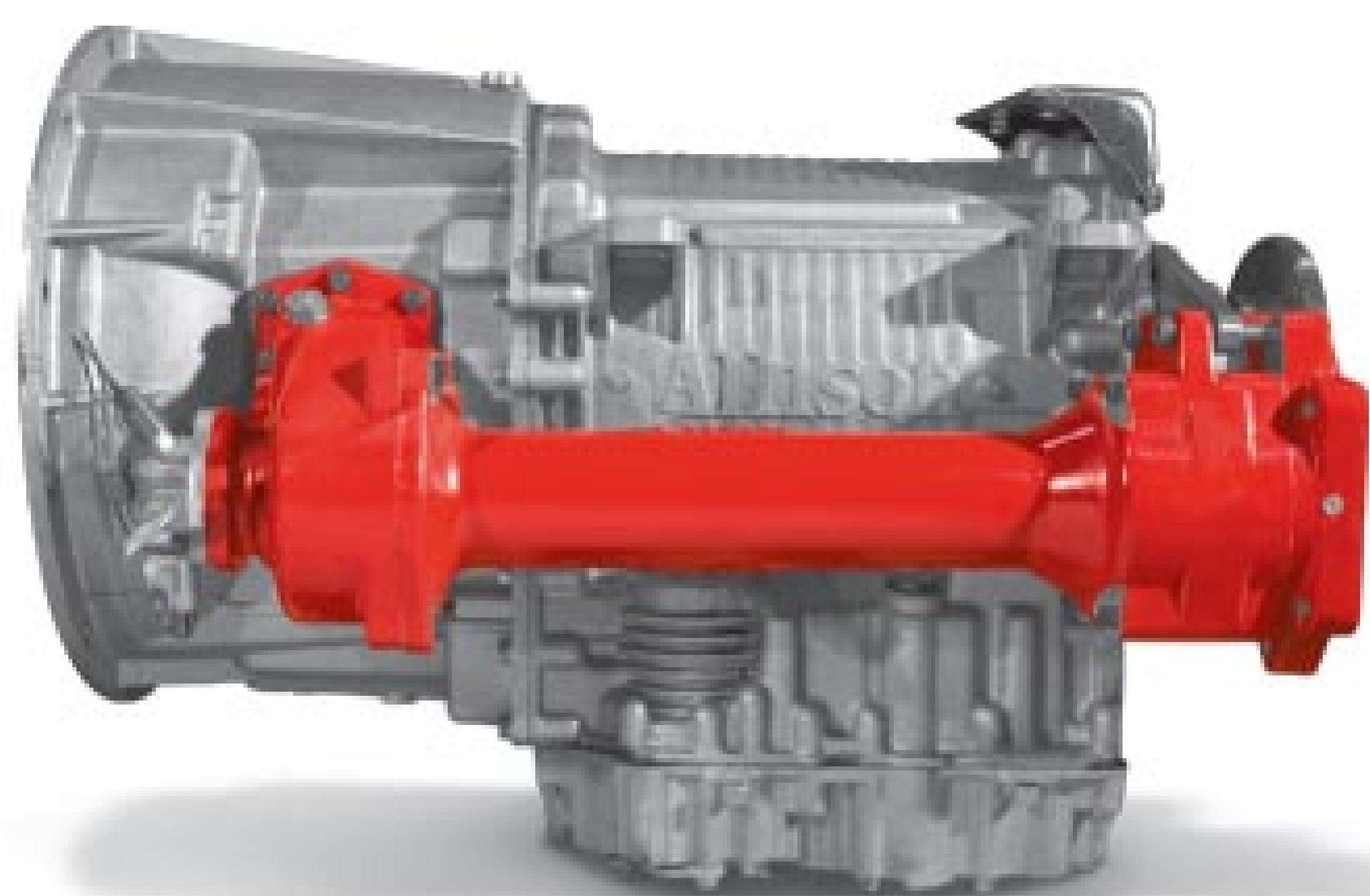
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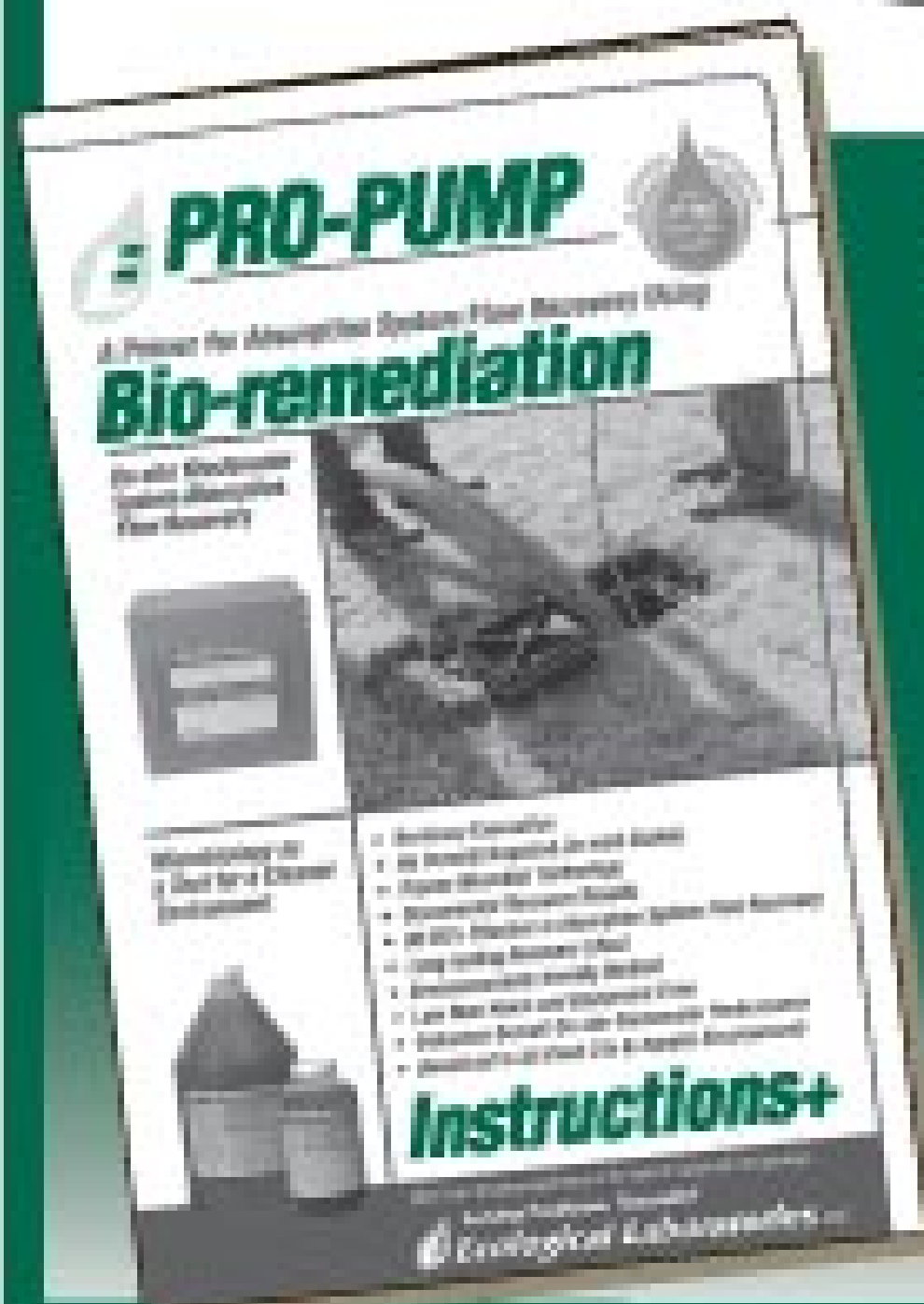
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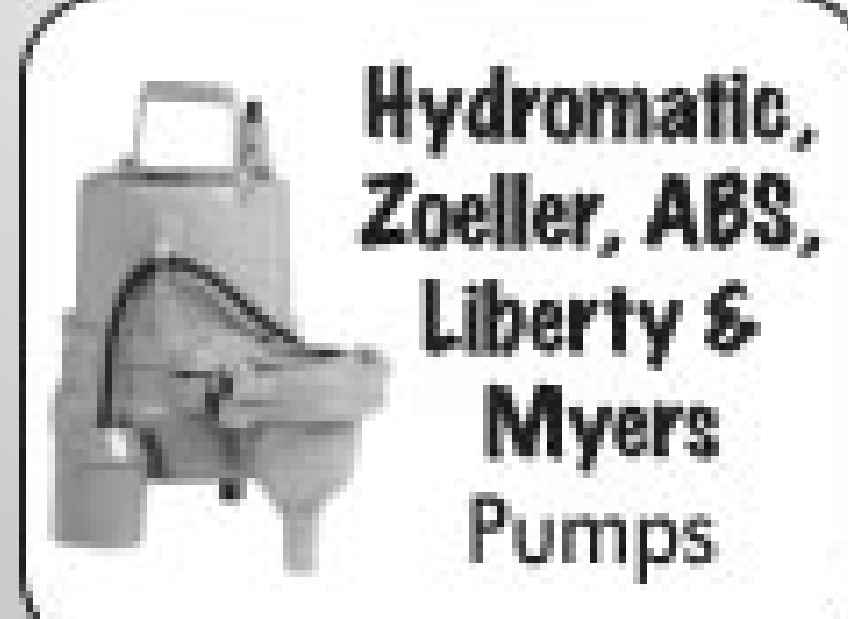


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PolyPortables Pinups 4

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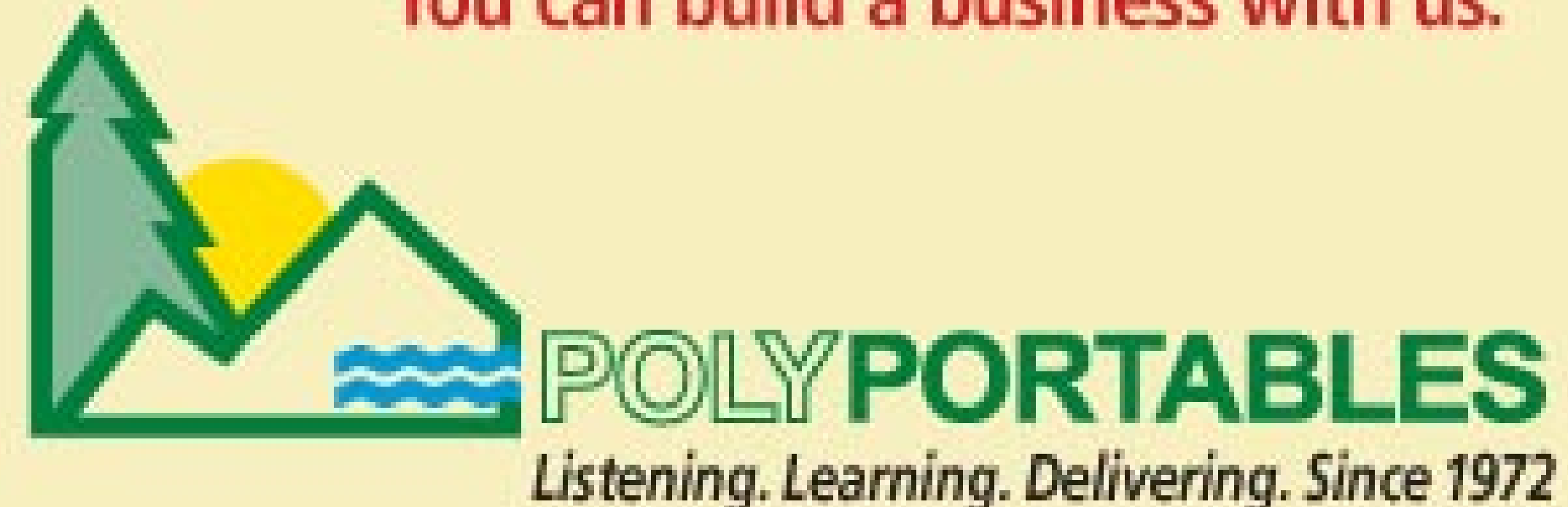
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By Ted J. Rulseh

**A**fter more than 20 years of working in and observing companies of every type and size, Scott Hunter has noticed a trait all successful firms share.

"They have enthusiastic, confident, optimistic, appreciative and happy people who work together on behalf of a future they have all committed themselves to," says Hunter, a speaker and business coach who presents a series of seminars at the Pumper & Cleaner Expo in Louisville, Ky. on "The Mindset of Leadership" and "Creating an Outrageously Successful Organization." His March 2 Education Day program begins at 8 a.m. at the Kentucky Exposition Center.

Hunter, also author of the book, *Unshackled Leadership*, helps companies transform themselves through his keynote speeches, workshops and retreats. Since 1985, he has worked with hundreds of businesses and more than 250,000 people, helping to produce breakthroughs in personal and professional lives and setting the stage for companies to achieve results far beyond expectations.

## ALL ABOUT PEOPLE

"People who come to the Pumper & Cleaner Expo have a particular expertise, and there is an art and science to what they do," Hunter says. "But there is also an art and science of how to run a business successfully and profitably, and that's what many people don't understand."

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**Speaker and business coach Scott Hunter brings success secrets that can help owners transform their companies**



Scott Hunter

**"YOU DON'T WANT TO BE FOCUSED JUST ON MAKING MONEY. YOU WANT TO BE FOCUSED ON CREATING THAT GROUP OF ENTHUSIASTIC, CONFIDENT, OPTIMISTIC, APPRECIATIVE AND HAPPY PEOPLE."**

how to inspire and motivate people, and how to have their business be a place where people want to work," Hunter says. "It's about listening to people. It's about caring for people. It's about being focused on building a team.

"You don't want to be focused just on making money. You want to be focused on creating that group of enthusiastic, confident, optimistic, appreciative and happy people."

## MOOD DRIVES SUCCESS

The afternoon sessions explore "laws of the universe" that, if obeyed, put a company on the road to outrageous success. "A business is a collection of human beings, and as a result it has a collective energy, or mood, that determines what is possible," Hunter says.

"Your results are very much a function of not how skilled you are but of the mood of the people in your organization. If the mood is upbeat, enthusiastic, positive and optimistic, and people are all pulling together, you're going to have great results.

"The Law of Attraction says we attract to ourselves that which is consistent with our predominant mood. So if you go around being frustrated and angry, you'll attract things that support you in being frustrated and angry. But if you go around being happy, joyous and appreciative, you'll attract things that support you in being happy, joyous and appreciative.

"Another law says we'll always find what we go looking for. So if you think life is rotten, guess what — it is! But if you think there are opportunities out there, you'll start noticing opportunities. Your brain is wired to help you find evidence for what you believe to be true. So why not believe the world is full of great opportunities?"

Hunter says people tend to underestimate their power to influence others. "People will show up around you as who you believe them to be," he observes. "If I think you are wonderful, then around me you'll get to be wonderful. You want to think about your employees and customers as being fabulous and wonderful. Look for the gold and the goodness in people and you'll notice how they show up as wonderful around you." ■

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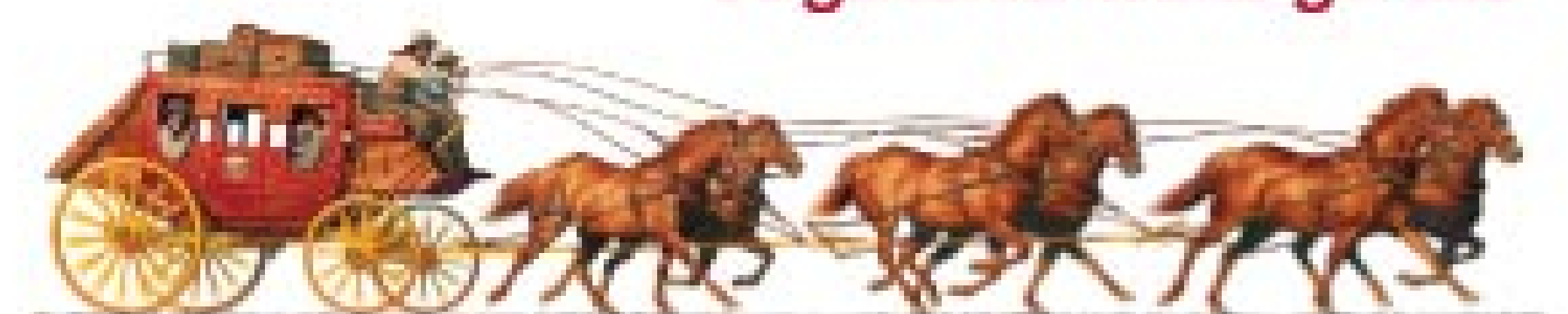


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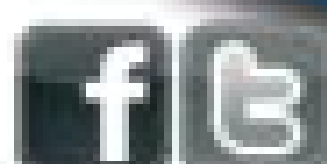
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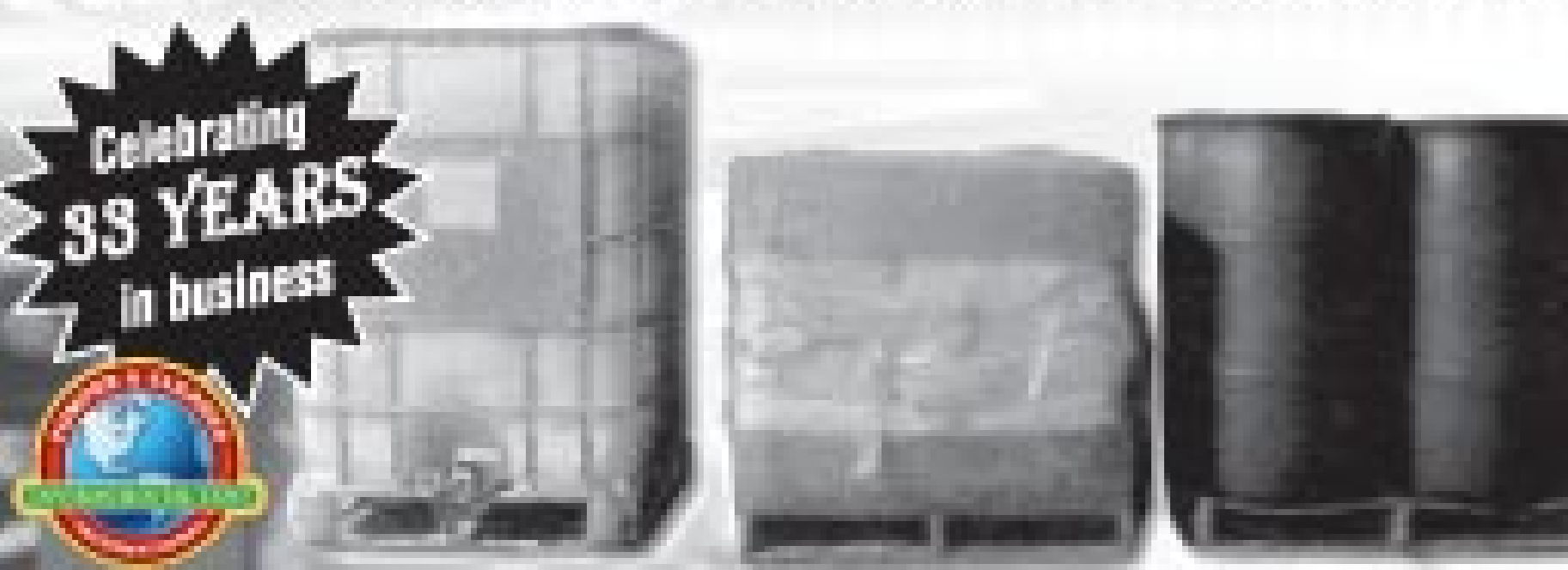
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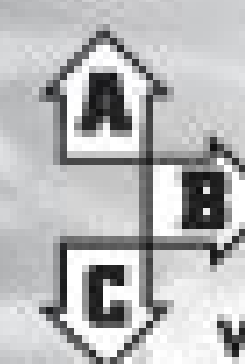


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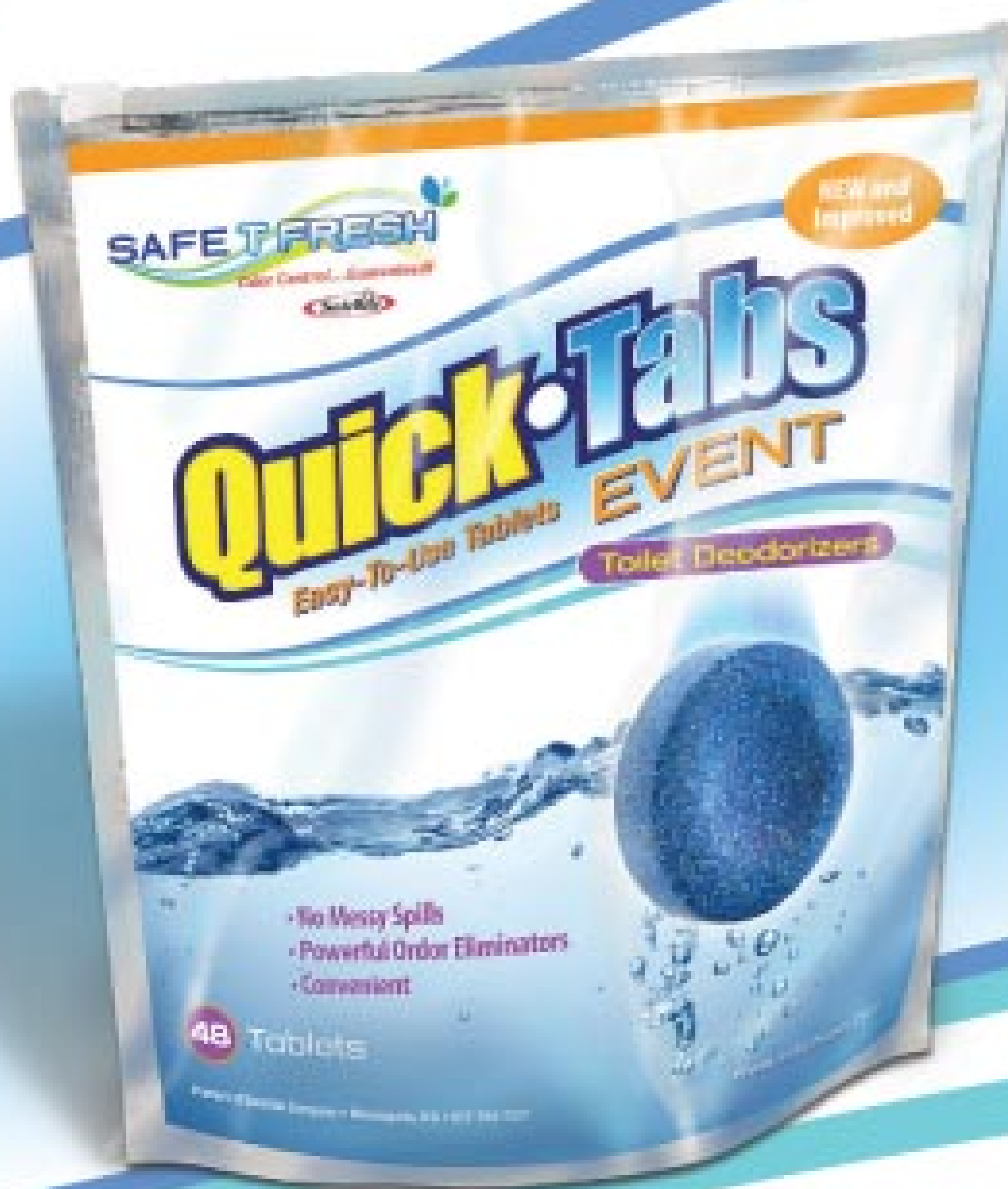
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# Protect Your Corporate Status

**To enjoy the liability protections offered by a corporation or LLC, company owners must be vigilant about separating personal and business records**

By Fred S. Steingold

**W**hen Joe and Sue went into business, they decided to incorporate. The reason: They wanted to receive the legal benefits available only to a corporation or a limited liability company (LLC) and not to a partnership or sole proprietorship.

By incorporating, they created a separate legal entity that protected them from personal liability. If someone were to file a lawsuit because a business debt was unpaid, Joe and Sue wouldn't have to worry about their own personal assets — their homes, cars and bank accounts. Only the assets of J & S Enterprises Inc. would be at risk.

The same thing would be true if a customer were injured through an employee's negligence: only the corporation's assets would be exposed if there were a judgment for an accident not covered by insurance.

So it was a happy day when Joe and Sue left their lawyer's office with the articles of incorporation and corporate record book for their company. Fortunately, their lawyer also gave them something equally valuable to take with them: some simple guidelines for preserving the benefits of incorporation.

It's amazing how many businesspeople go to the trouble of establishing a corporation or LLC, but fail to follow up properly. They increase the risk that creditors and others may be able to "pierce the corporate veil" and seize the personal assets of the owners.

To help avoid these pitfalls, here are suggestions for protecting your corporate or LLC status. Many are based on the principle that a corporation or LLC is a legal entity that is separate from its owners and employees. To enjoy the legal benefits of having a corporation or LLC, you must carefully maintain that separateness. You must always make it clear you're conducting business as an agent of the corporation and not as an individual.

The following pointers are worth remembering:

## Business Name

Use the full and correct name of your corporation or LLC in correspondence and contracts. If your corporate name is J & S Enterprises Inc., don't leave out the "Inc." unless you've filed an assumed name or fictitious name certificate with the appropriate governmental authorities.

## Banking

Maintain a separate bank account for your corporation or LLC. Have the company's name printed on all checks. Be careful not to mix business funds with your personal funds.

## Signatures

Sign documents and letters as an officer of the company. For example, a corporate contract should be signed this way:

J & S ENTERPRISES, INC., a Michigan corporation  
By:

\_\_\_\_\_  
Joseph Anderson, President

## Property Transfers

If a corporate shareholder or LLC member transfers property to your

*Fred S. Steingold practices law in Ann Arbor, Mich. He is the author of Legal Guide for Starting and Running a Small Business and The Employer's Legal Handbook, published by Nolo.*



It's amazing how many businesspeople go to the trouble of establishing a corporation or LLC, but fail to follow up properly. They increase the risk that creditors and others may be able to "pierce the corporate veil" and seize the personal assets of the owners.

company (such as a computer or furniture), formally document the transfer by a bill of sale or an assignment.

## Leases and Loans

If a shareholder leases a car, building or other property to your corporation, the board of directors should approve the transaction, and a lease should be signed. Sign promissory notes if you loan money to your corporation or LLC, or if you borrow money from it.

## Employment

If a shareholder or member is to be hired by the corporation or LLC as an employee or an independent contractor, enter into a written contract. In the case of a corporation, have the board of directors adopt a resolution approving this action.

## Taxes

Make sure your company pays federal and state withholding taxes promptly. Officers, directors and principal employees of closely held companies may be personally liable for payment of withheld taxes if the company runs out of funds to pay these obligations.

## Records

Keep your company record book up to date. If your business is a corporation, write up minutes or resolutions at least annually for shareholders and directors.

## Co-signing

If your company borrows money from a bank and you're asked to co-sign a promissory note, be sure that you fully understand the extent of your personal liability in case the company defaults.

## Annual Reports

File your annual report on time with the proper state authorities. Otherwise, you may face fines and even dissolution of your corporation or LLC.

## S Corporation

If you elect S Corporation status for your corporation to avoid a corporate income tax, be aware that the election (IRS form 2553) must be filed by the 15th day of the third month of your tax year.

## Insurance

Check with your insurance agent to make sure you have public liability coverage not only for property owned by the company, but also for property leased to the company and for your own property, which may informally be used for company business.

## A FINAL WORD

With a little extra effort and a small amount of paperwork, you can help preserve the benefits for which you formed a corporation or LLC. ■





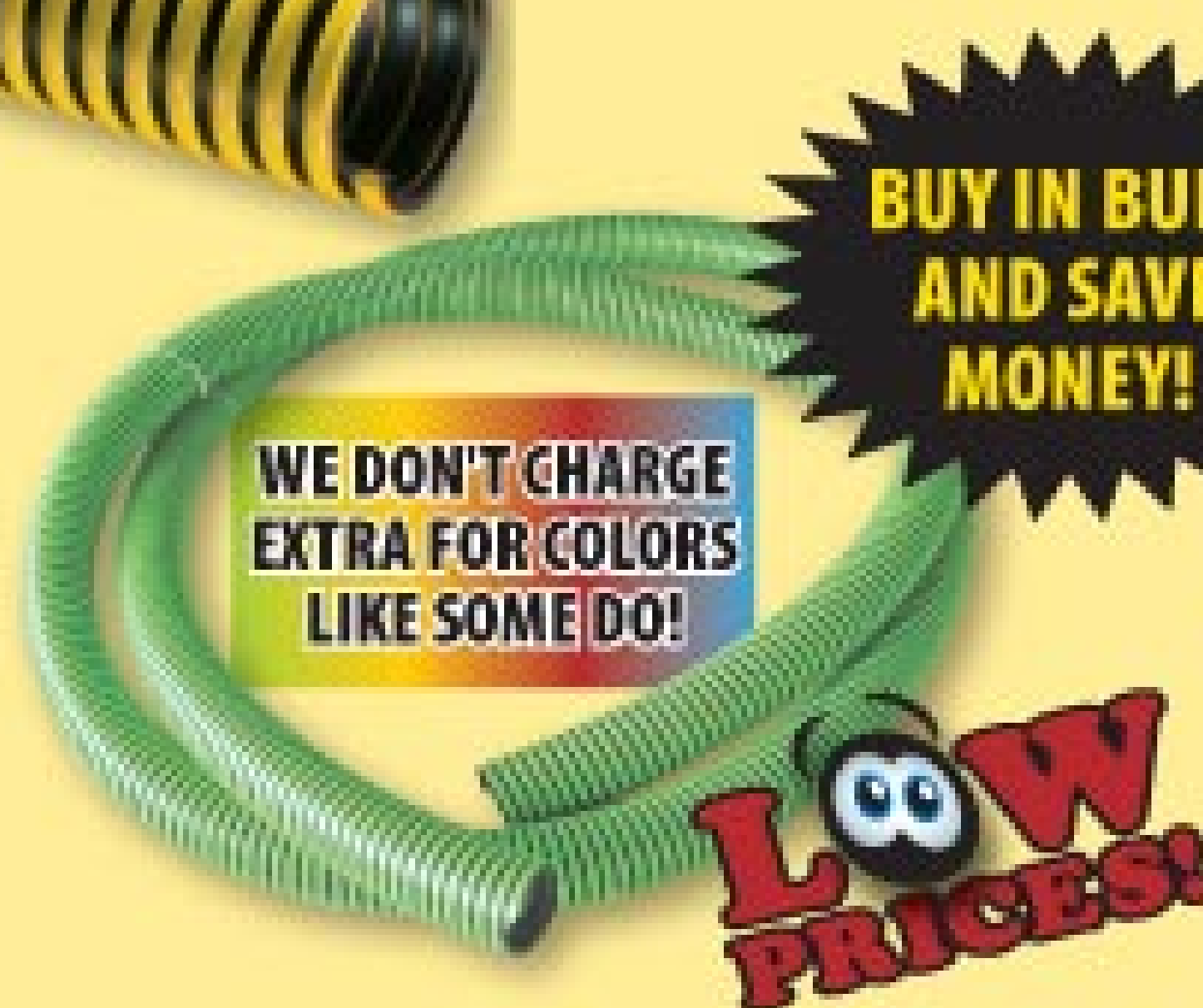
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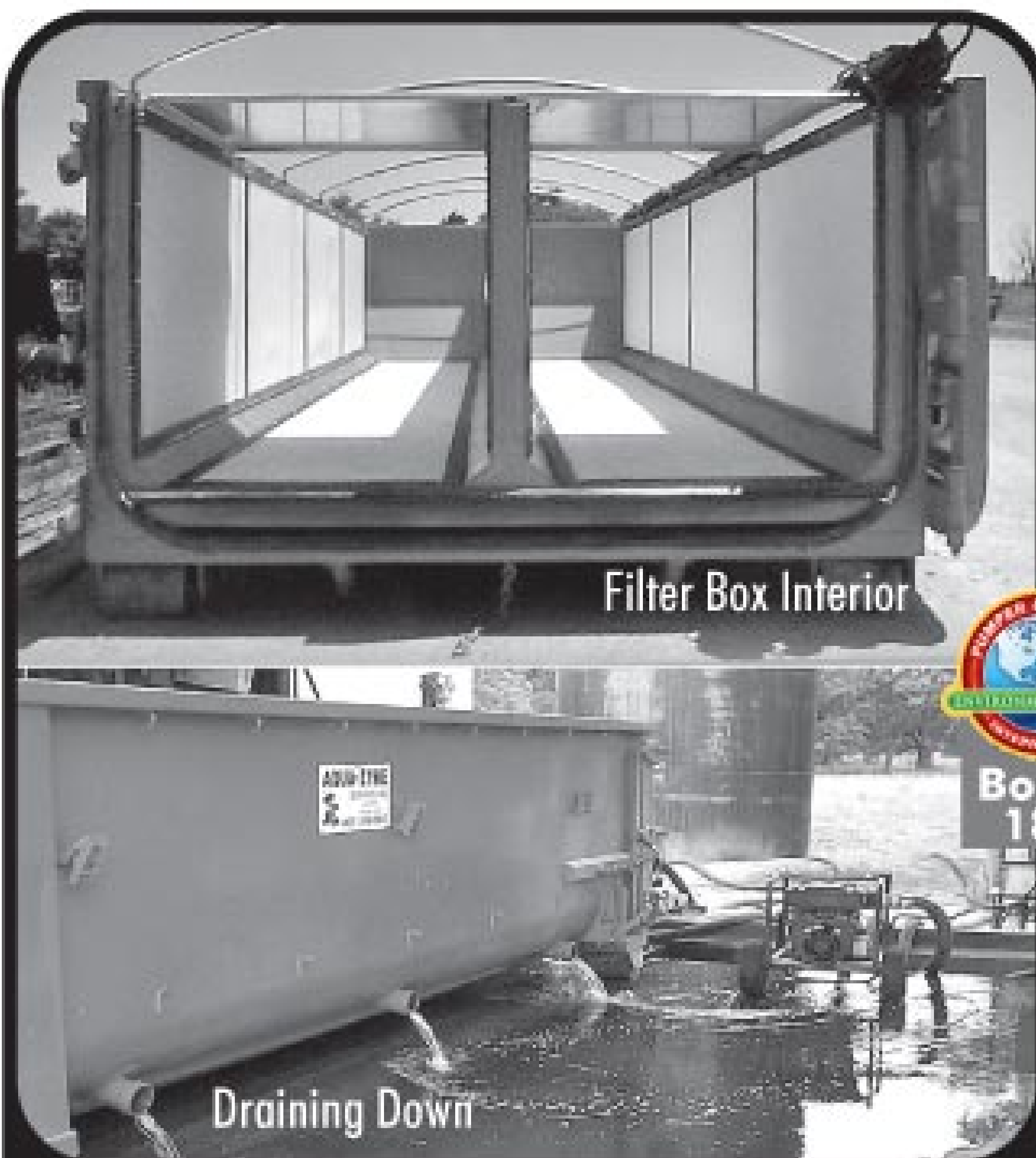


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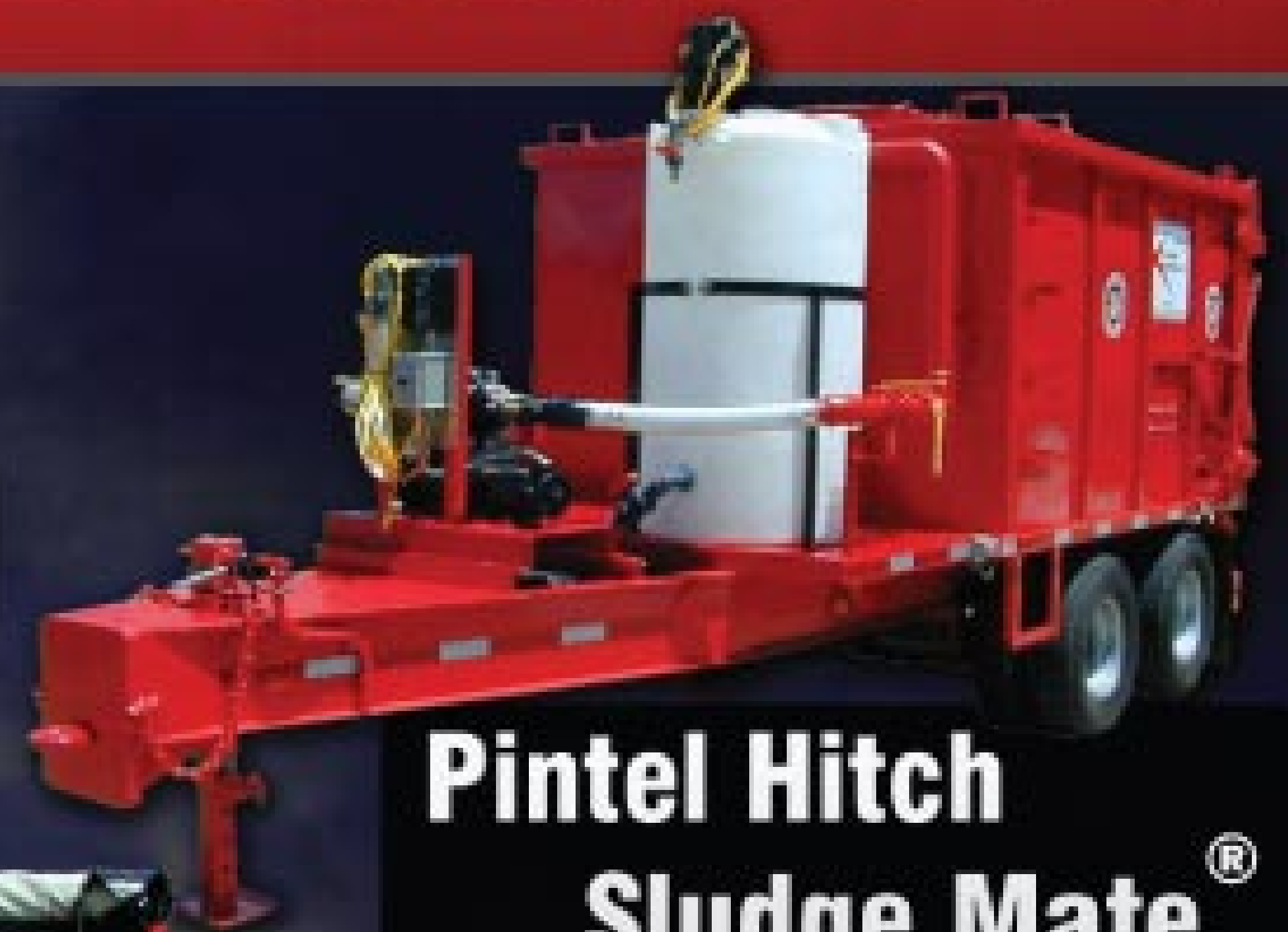
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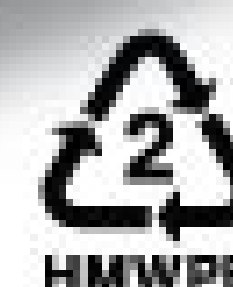
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# Are You Outrunning the Bears?

Simple financial ratios can help you keep a close eye on your company's health and make mid-course corrections if needed

By Kenneth Stubbe

Two guys are hiking in the Alaskan wilderness when they realize they're being stalked by a hungry grizzly bear. One of them bends down to tighten his shoelaces, stretches and discards his backpack. His partner asks him if he seriously thinks he can outrun a bear. "No," he replies, "but all I have to do is outrun you."

We've all heard a version of this old joke. Still, there is a bit of truth to it, especially for service businesses. Can your crew outrun and outperform the competition? Is your company efficient, lean, responsive and well managed?

By regularly monitoring financial performance ratios, you can provide a cardio workout that gives your businesses endurance and speed. It's simple. Just regularly ask yourself what bankers and savvy customers would ask.

- Have you invested enough cash to safely run daily operations?
- Do you rely too much on debt, showing lack of planning or commitment?
- Do you pay your bills on time?
- Do you collect what you're owed in a timely manner?

Using simple performance ratios, you can calculate financial metrics from your financial statements. They work even better if you use a knowledgeable accounting professional to develop a financial monitoring system for your business. Here is a look at five metrics used in a basic system for a service business.

## CURRENT RATIO

The current ratio measures working capital — your ability to meet current obligations. It measures how many dollars you have within current assets for every dollar in current liabilities. A current ratio of 2:1 (\$2 available for every dollar of current liabilities) is considered healthy.

Bankers believe in the current ratio, and that's a good reason to monitor it. Still, it presents only a vague picture of your working capital use. For example, it doesn't show problems like too much cash invested in receivables. While it can show long-term cash utilization trends, it's important to use other monitoring methods along with it.

## QUICK RATIO

The quick ratio (acid test ratio) is a crisis liquidation ratio also used by bankers to analyze cash flow quality. It measures how quickly you can meet all current obligations. A quick ratio of 1:1 (one dollar of cash for every current obligation) is considered safe.

Like the current ratio, the quick ratio is most useful for trend analysis. And it doesn't hurt to know if your business can pay all its bills in a given month, in case you would ever need to. Still, you should have other monitoring methods.

Using simple performance ratios, you can calculate financial metrics from your financial statements. They work even better if you use a knowledgeable accounting professional to develop a financial monitoring system for your business.

## DEBT-TO-EQUITY RATIO

The debt-to-equity ratio shows the proportion of your business that is financed by debt and equity. The two added together, of course, equal the balance sheet value of your business assets. A 3:1 debt-to-equity ratio (somewhat highly leveraged) means you have \$3 of debt for every \$1 of equity, or 25 percent equity.

Bankers analyzing loan requests look for the average debt-to-equity ratio in your industry and at local norms. Even so, they will loan only within a safe range — say, between 1:1 and 3:1. At higher ratios, they will likely insist on guarantees.

That's because high debt-to-equity means you likely have high fixed costs and a greater chance of failure in an economic downturn. Higher debt service means less cash flow for working capital and operating expenses. Lenders also generally feel low owner investment (equity) means low commitment.

## DAYS ACCOUNTS RECEIVABLE

Measuring the quality of your customers is important. A sale is not a sale until you get paid. In assessing your financial condition, you should ask: What is our average days accounts receivable? The answer should closely match your payment terms.

For example, terms of 30 days from invoicing should translate to no more than 35 to 40 days accounts receivable. If it's longer than that, you are not getting your operating cash fast enough to meet expenses and generate new sales.

It's not necessarily bad for your days accounts receivable to be longer than your payment terms. It may simply mean one or more of your customers is an 800-pound gorilla. Big companies and government agencies are notorious for paying slowly. Courting these customers takes substantially more permanent working capital, because it takes a long time to get paid. Taking on such a customer without adequate working capital can put you out of business.

## DAYS ACCOUNTS PAYABLE

It's also critical to measure the quality of your supplier base and maintain a reputation for paying on time. A growing business needs



access to financing, and paying promptly sends a positive message to bankers and potential investors about the character of your company.

It also makes you highly desirable to suppliers — and having more than one supplier for a given item gives you a contingency in case one supplier can't meet a delivery date. On the other hand, if you're paying your bills too soon (your average days accounts payable is shorter than suppliers' terms), you may be missing out on early-payment discounts. Paying much slower than terms — in effect making suppliers provide a form of financing — makes you much less desirable.

#### LOOKING TO DASHBOARD

Beyond financial ratios, there are powerful and visually simple tools for monitoring your company's performance. One such tool is a key performance indicator (KPI) dashboard. To develop and use such a tool, you'll probably need a seasoned accountant and a KPI consultant. Closely monitoring for peak performance and steady progress toward aggressive goals is one thing that sets industry leaders apart. Just a few of the metrics you can visualize with a KPI dashboard include:

- Overall sales volume per service or per customer segment
- Overall margins per service or customer segments
- Operating expenses, benchmarks and metrics
- Days accounts receivable/payable
- Service and productivity metrics
- Debt and leverage metrics
- Return on investment, equity and assets

Whether you look to dashboard tools or rely on traditional business ratios, regular checkups on the numbers can help you keep your business healthy. ■



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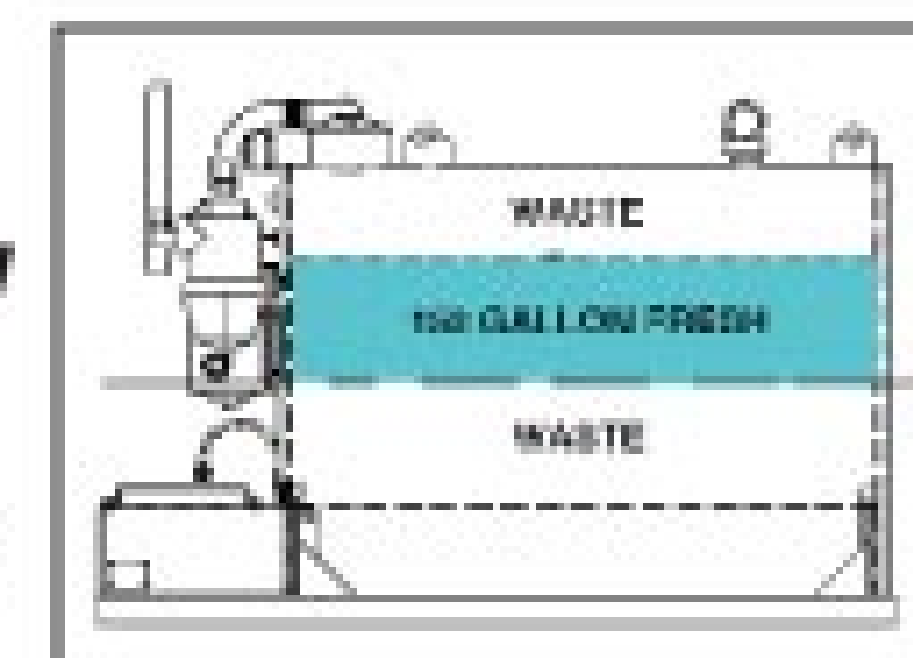
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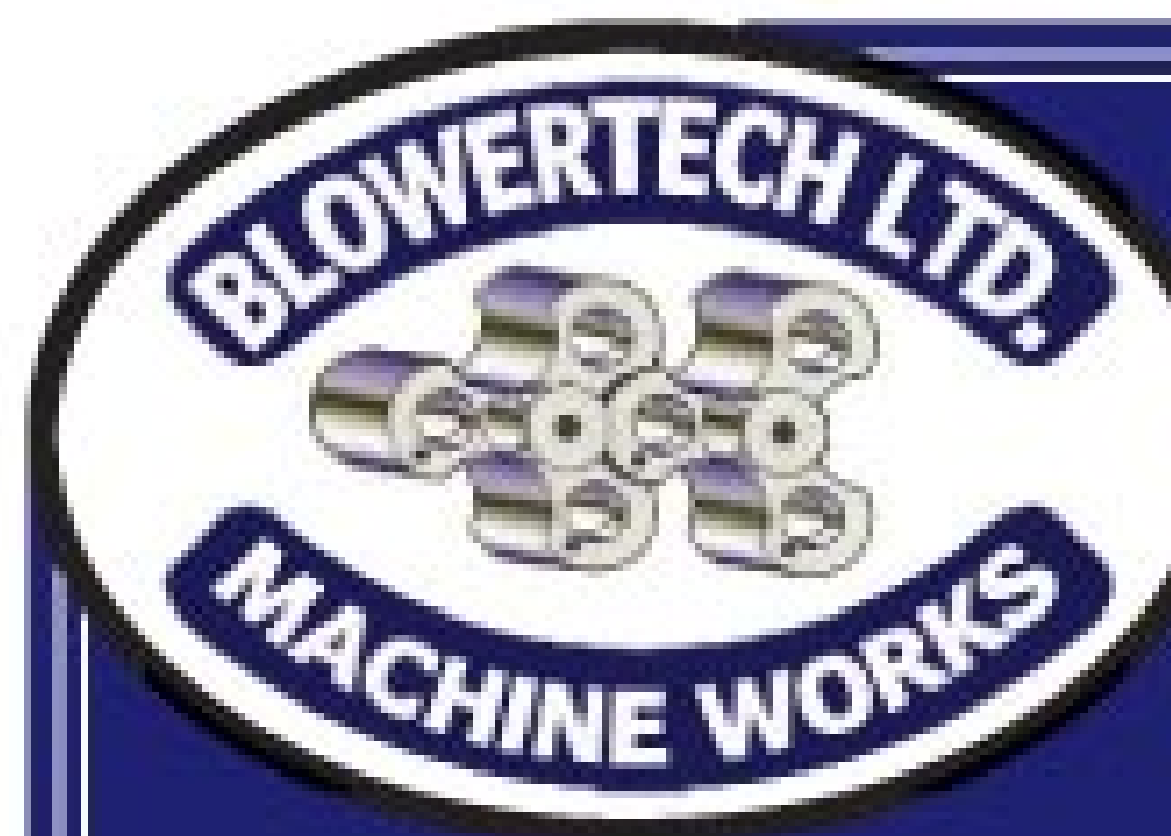
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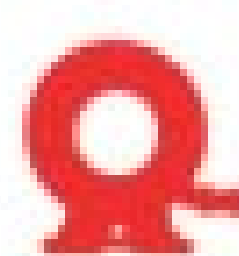
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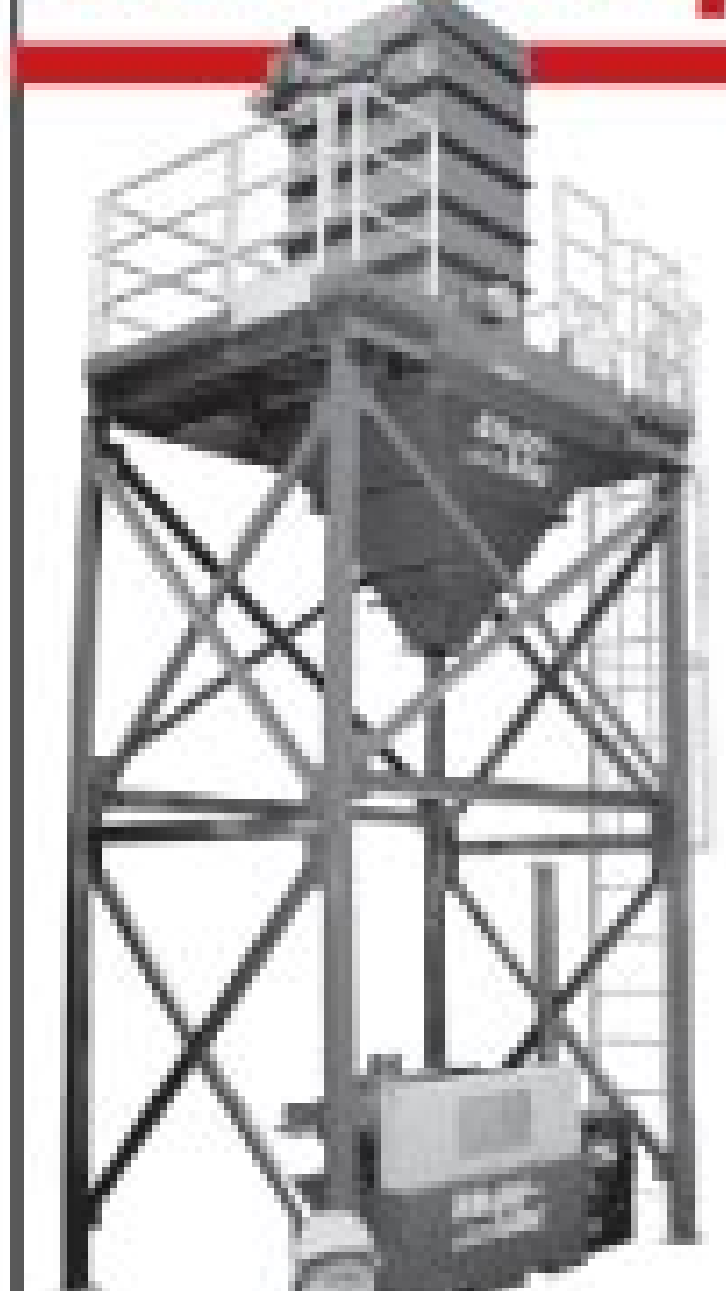


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# Showing Them the Money

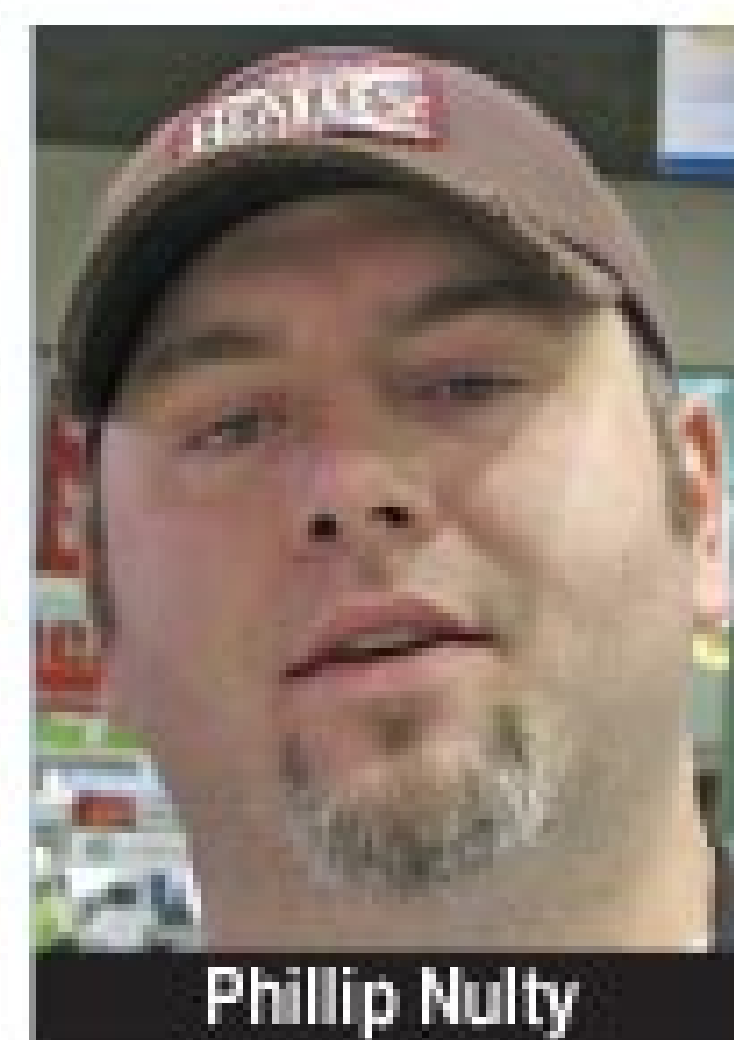
## Hourly, salary or commissions: Pumping contractors explain how they compensate the workforce

By Mary Shafer

Payroll is the single largest expense for most small businesses, so it's important that it be handled with intelligent planning. There are now so many options that make developing your compensation scale flexible enough for any size business.

But those options can be a bit daunting to those whose skills aren't concentrated in administration. One idea is to consult with an outside accounting or payroll specialist. They'll know all the important rules, regulations and tax codes to keep you in compliance, out of trouble, and knowing what kind of plan is best for you.

Here's how a few of your colleagues handle employee compensation at their small pumping companies:



Name:  
**Phillip Nulty**  
Company:  
**America's One Septic Tank Co. LLC**  
Location:  
**Little Rock, Ark.**  
Employees: **3**  
Years in Business: **5**

Philip Nulty of America's One chooses an hourly wage compensation system for his staff. "It's how I started, and it's really the only way I know how to do it at this point," he explains. "When I've been on large jobs with bigger plants, I have paid per thousand gallons pumped, but those aren't com-

mon." He explains that these projects are flat-rate jobs that string out over 2-3 days. "We know we'll be pumping 30,000 gallons, so I'll cut (the technicians) in as long as they work as hard as I do."

As far as incentives, he says he tries to be a good boss, meaning fair treatment and respectful dealing. At Christmastime, the company offers "a little something" for a year-end bonus. And during what he calls the "dead heat" of the Arkansas summer, he encourages his employees to take their vacations, enjoy their families or take personal time.

"We never lay off, though," he reports. "We stay consistently steady, just not with those big jobs. I've been in business long enough that I know where jobs are that have just kind of been waiting, so I'll find side jobs we can do with the backhoe and get their hours in that way."

Nulty says the longer he's in business, the less downtime he has. Last year, he had only two slow weeks in June, which ended up being the area's hottest month. So his crew was quite happy with the hourly arrangement.



Name:  
**Carrie Mathie**  
Company:  
**Drain Doctors**  
Location:  
**Marshall, Mich.**  
Employees: **4**  
Years in Business: **14**

Technicians at Drain Doctors are compensated on a commission basis, owner Carrie Mathie says.

"Normally, 23 percent of each job goes to the employees who work on it," she reports. "Certainly there are exceptions to that, depending on what the

**"It's a small town, so we pay hourly wages with bonuses ... They get paid holidays, vacation and retirement. They take care of me and I take care of the business."**

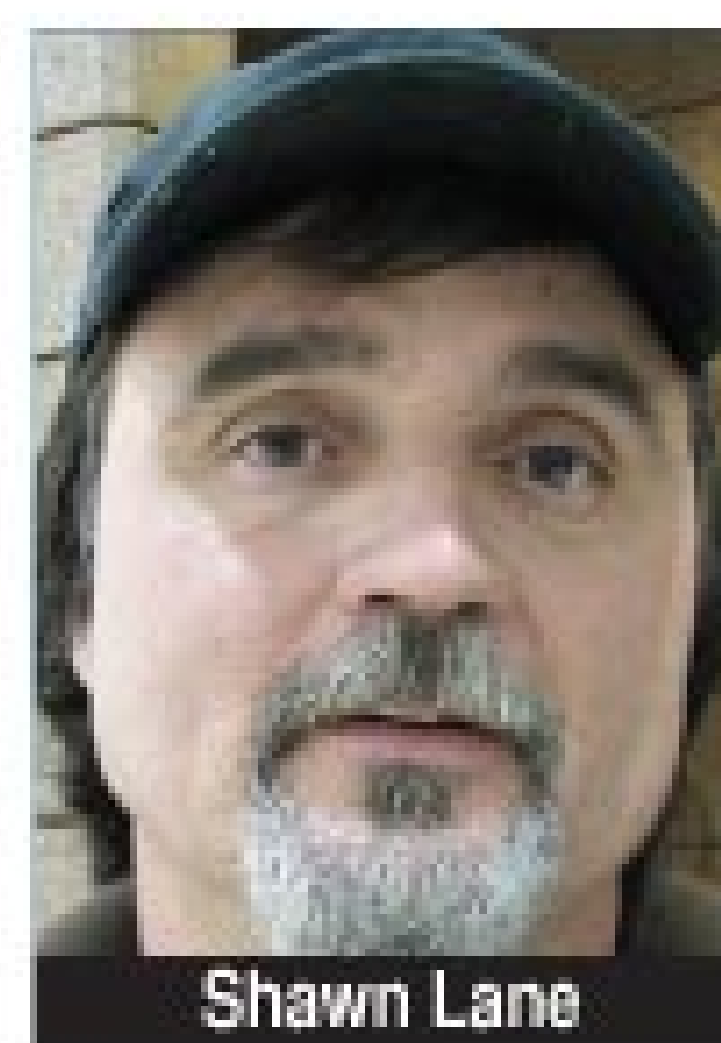
Shawn Lane

job's going to entail, and whether it's a single guy going out on the job or a multi-person crew."

She says the commission works as an incentive to sell more jobs so they can keep working. It's based on experiments the company has made with hourly wage payment schemes. "We found that sometimes people were sitting around not taking service calls, because they were getting paid whether they were working or not," she recalls. She says the choice between hourly pay and commission programs must be made based on the personalities in your crew.

Mathie says Drain Doctors offers large-job bonuses and holiday bonuses as further performance incentives. Individually, employees can earn bigger bonuses for seeking out new customers, closing sales, or otherwise going above and beyond everyday expectations. She says upsells are rewarded if what's sold is truly what was needed for a proper execution of the job, especially where repairs are concerned.

Mathie feels bonuses generate more business and keep crewmembers working and happy.



Name:  
**Shawn Lane**  
Company:  
**Reliable Plumbing Inc.**  
Location:  
**Hermann, Mo.**  
Employees: **8**  
Years in Business: **2**

Reliable Plumbing owner Shawn Lane has a simple compensation package. "It's a small town, so we pay hourly wages with bonuses. The guys come in at (6 a.m.). They load their trucks, then go to work. They get paid holidays, vacation and retirement. They take care of me and I take care of the business."

He says if it's a good year, his employees get Christmas bonuses, but he doesn't give bonuses for selling jobs. He appreciates upselling, but only if it's for a necessary service and if it satisfies the customer. "My guys are compensated well enough, I expect that as part of the job," he explains.

He had considered at one time using a salary system, but decided against it.

"Typically employees end up unhappy with that because they end up working more than 40 hours a week," he says. "This way, they're paid for the hours they work and everybody's happy. My attitude is you have to give an employee something to lose when they approach their job. So if you pay them well and give them enough benefits, then they adhere to policy to keep their jobs. If they don't, they have something vested to lose." ■



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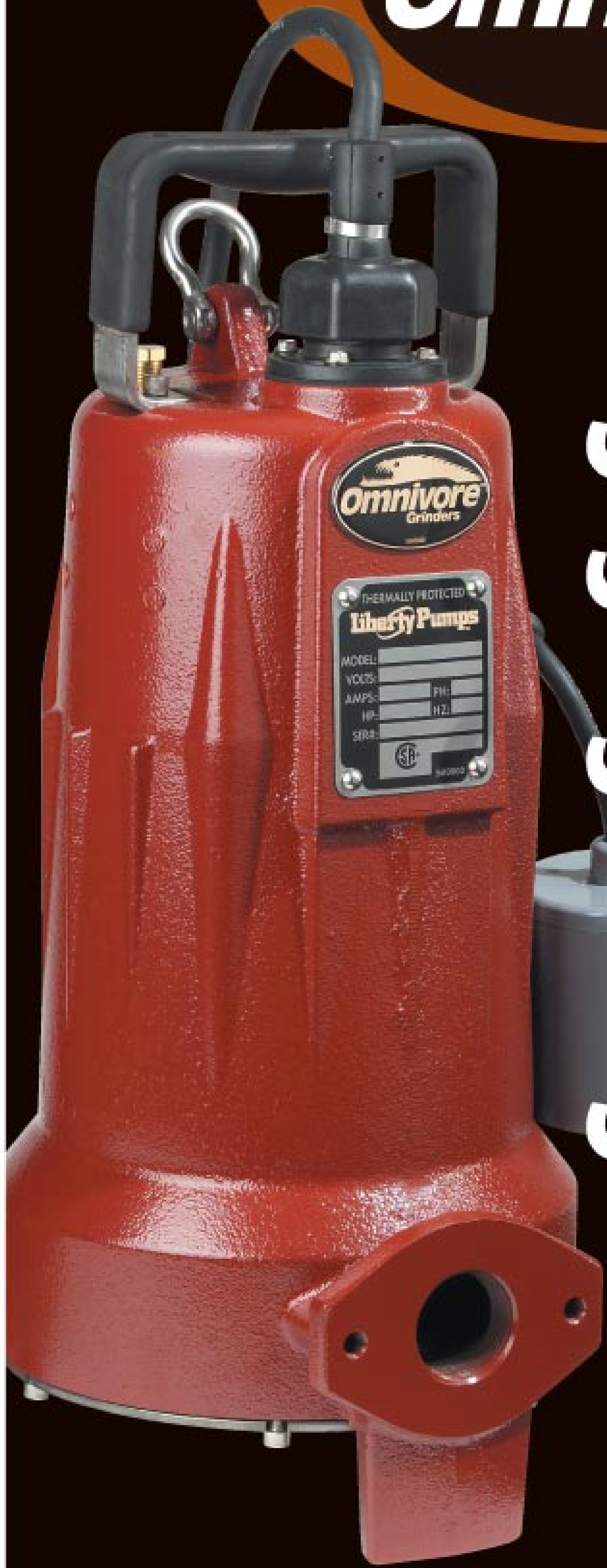
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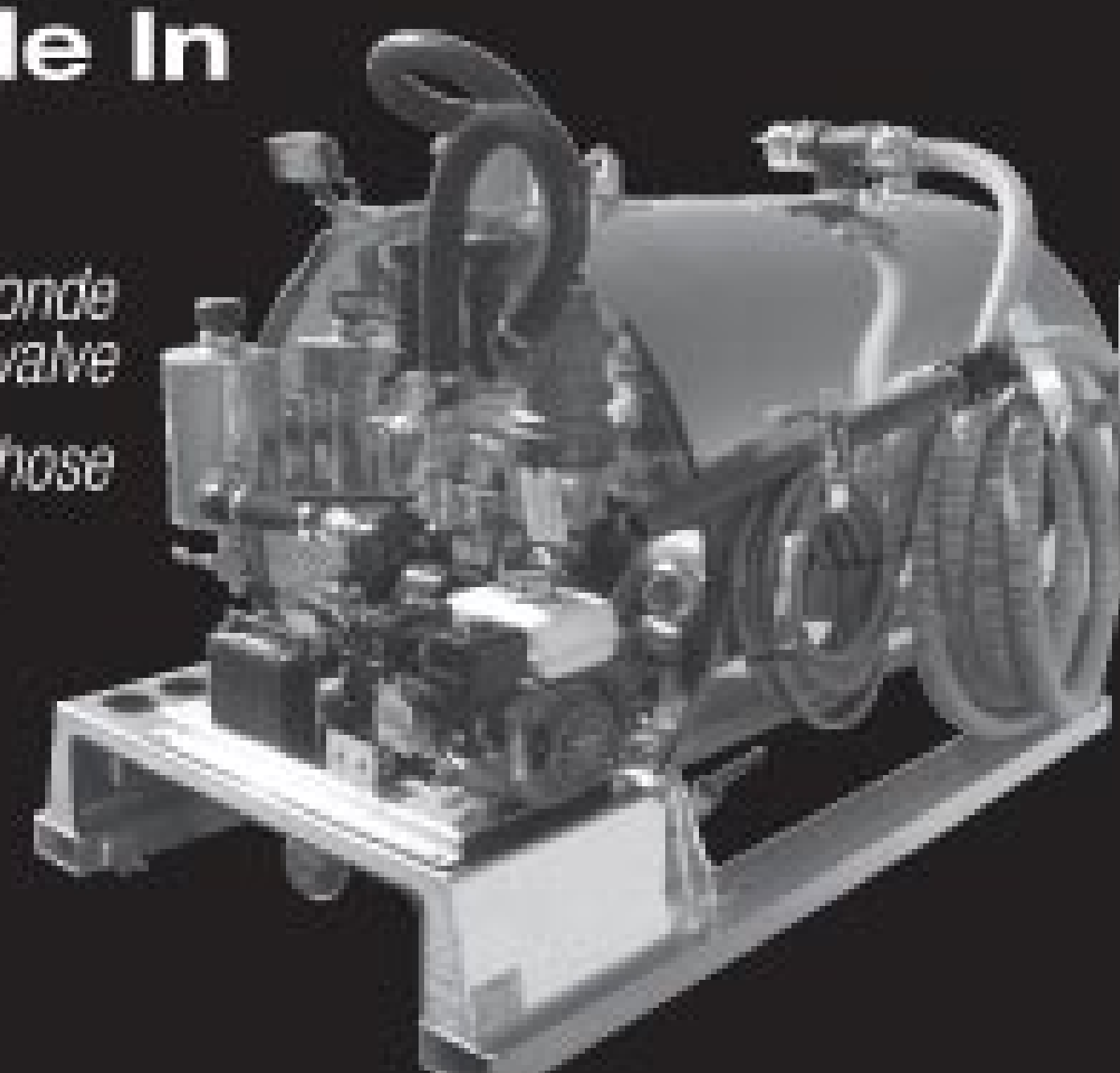
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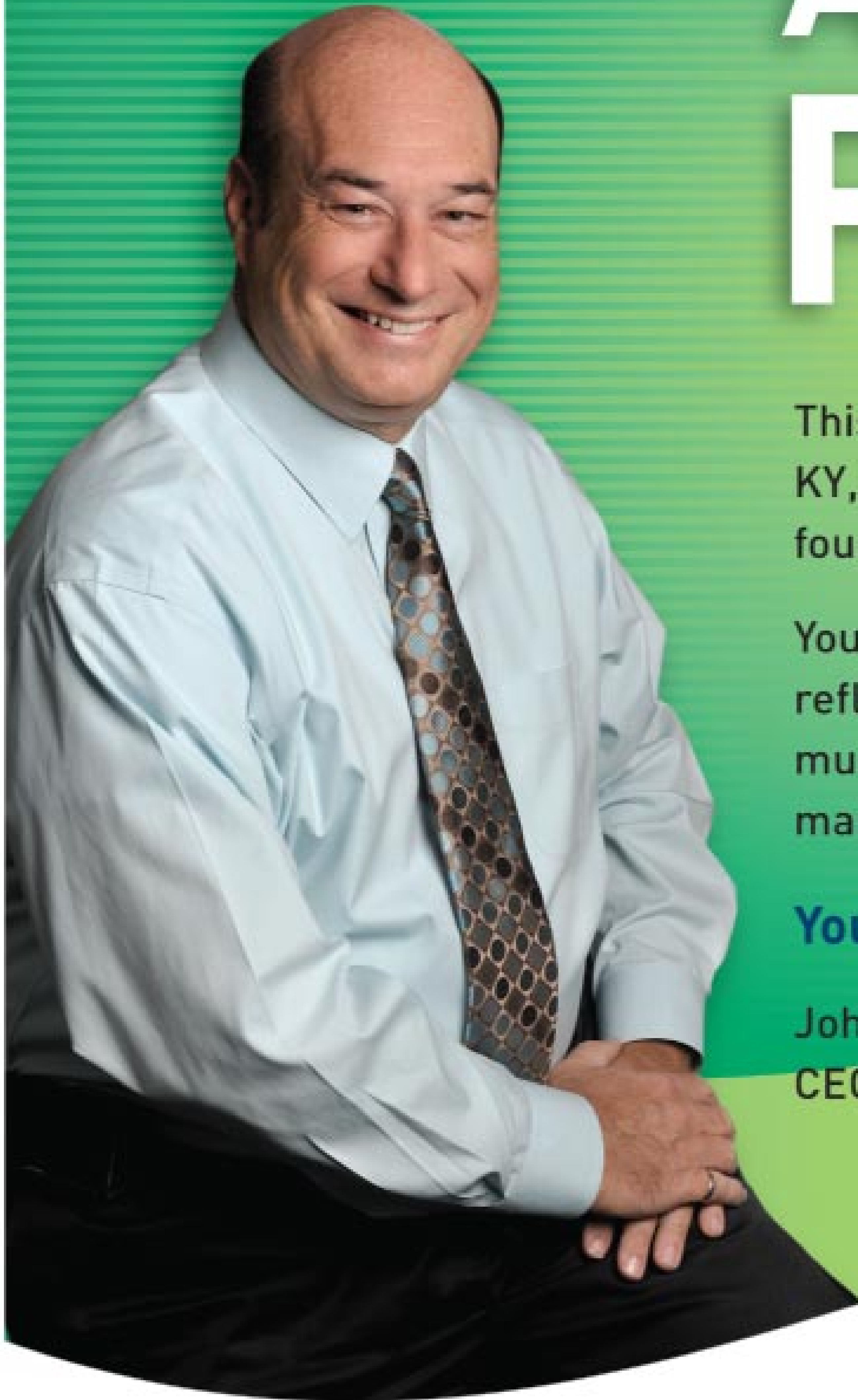
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**Successful business with a large amount of equipment and inventory.** Profitable sewer and septic business in central Pennsylvania. Increasing revenue over the past 3 years and a large amount of equipment and inventory. Equipment is a mix of old and new, but all is working and making money. **Selling price \$349,000.**

**Well-Established and Profitable Texas Septic, Sewer & Installation Business For Sale.** **Price 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.**

**New Jersey VIP Restroom/ Portable Toilet Business.** Servicing Metro Philadelphia and South-west 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.**

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

**WANTING TO PURCHASE.** Serious buyer looking to purchase portable restroom and/or septic businesses in the North NJ or Hudson Valley NY area. All inquiries are kept confidential. (C611)

**New Jersey/Pennsylvania drain cleaning and pipe service business has all the elements for an ample start to a new foundation or an addition to your existing business.** Established in 1994, well-rounded client base, customer contracts, and owner is willing to train. Modern equipment and inventory. Real estate optional. **Reasonably priced at \$425,000.**

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

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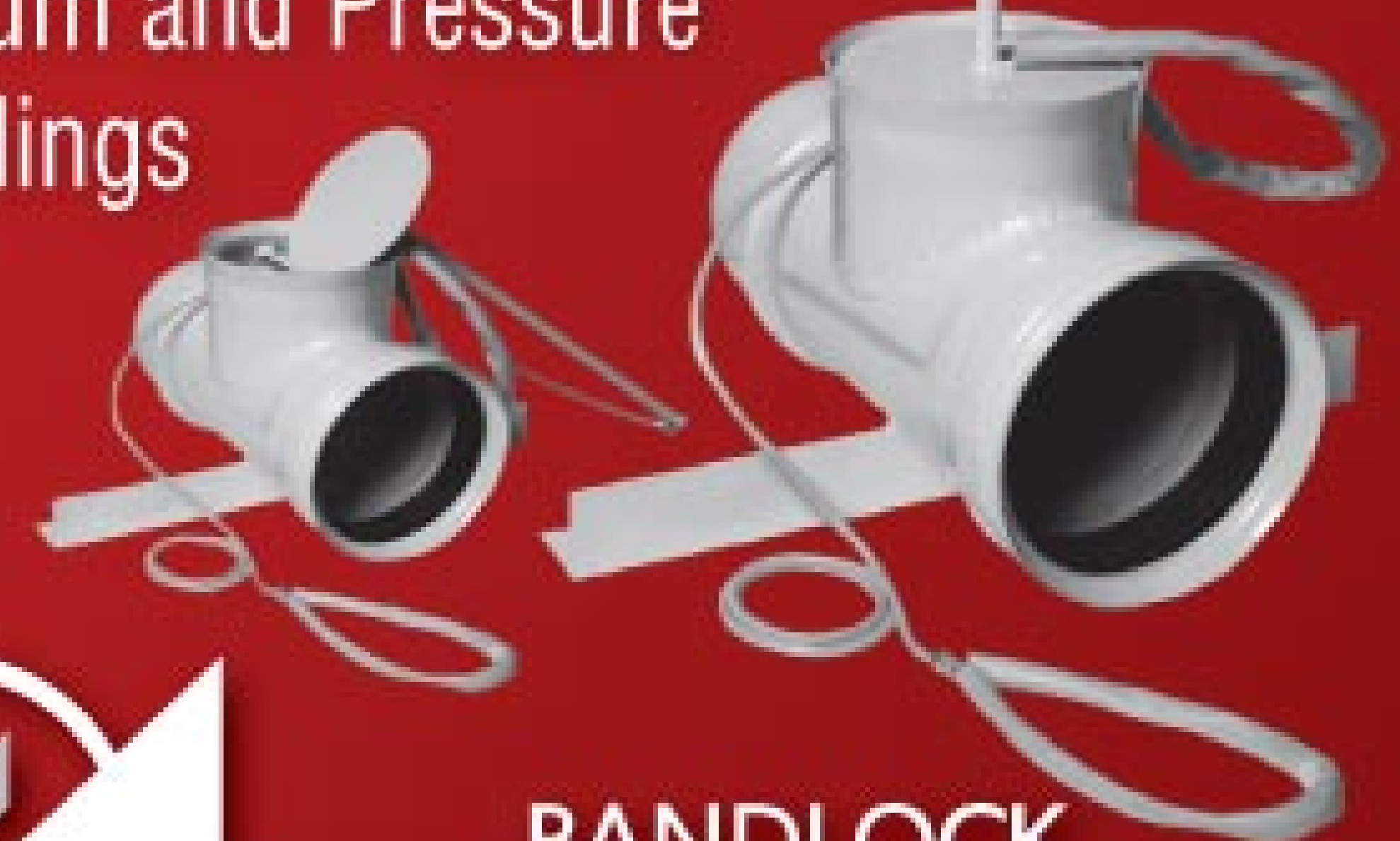
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# Tank Deterioration Doesn't Add Up

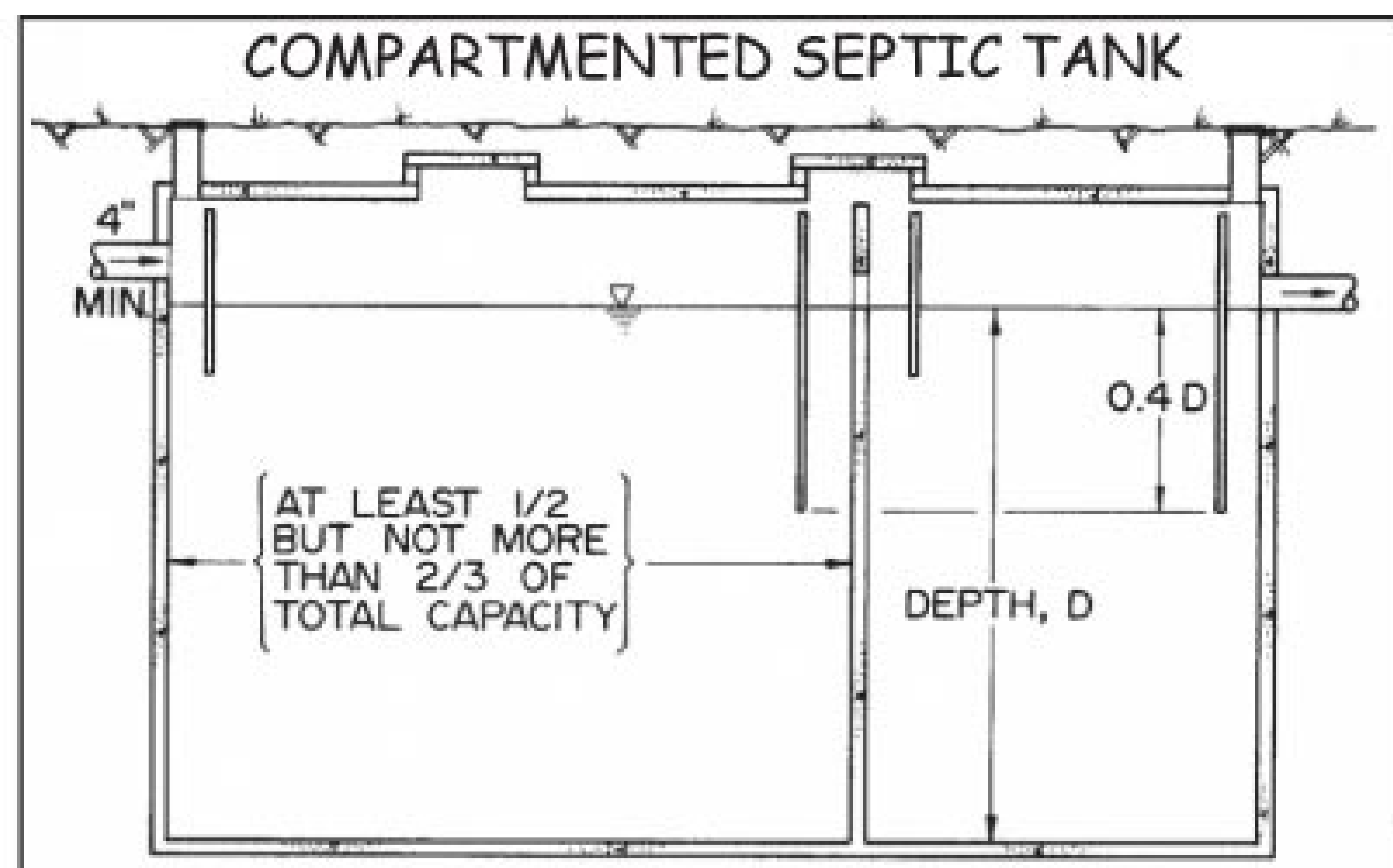
**A manufacturing glitch, not hydrogen sulfide gas, is likely culprit in report of thinning septic tank cover**

By Roger E. Machmeier

**Q** I read your article, "Tank Troubles", (October 2010) and have come across a bad tank. I have a 10-year-old, two-chamber septic tank. The top of the second chamber has deteriorated to a thickness of 1 inch. This is obviously a safety issue as I am afraid it will fall through if a lawn mower goes over it. I was told this is due to hydrogen sulfide gas coming from the septic field. The first chamber is fine and I was told that's because the gas is allowed to release through vent pipes that lead to the roof. I have not seen this before. Is there a fix?

**A** You did not include details about the construction of the compartmented tank showing severe deterioration of the cover over the second compartment. I will need to make some assumptions about the construction. I am including a sketch of a properly compartmented septic tank for your information and reference.

First of all, the purpose of a two-compartment septic tank is to have



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



The opening through the compartment wall should be vented and the air space between the first and second compartments should be connected. If the tank is made properly, excess gases in both compartments should be discharged through the plumbing vent on the roof.

the major bacterial action in the first compartment. The solids settle to the bottom of the first compartment and materials such as detergent scum, cooking fats, etc., form the floating scum layer at the top of the liquid layer.

The effluent from the first compartment flows into the second compartment slowly and more settling of fine sewage solids takes place. The result is a cleaner effluent being discharged to the soil treatment field.

The opening through the compartment wall should be vented and the air space between the first and second compartments should be connected. If the tank is made properly, excess gases in both compartments should be discharged through the plumbing vent on the roof.

Most of the bacterial action and generation of hydrogen sulfide will take place in the first compartment, as that is where most of the sewage solids are located. There will be some bacterial action in the second compartment, but very little bacterial action in the drainfield.

I do not agree with the assertion that the hydrogen sulfide gas is coming from the septic field. First of all, much more hydrogen sulfide gas will be generated in the septic tank than in the drainfield.

Secondly, very little, if any, gas or air movement will go from the drainfield to the septic tank. Also, any gas or air movement from the drainfield should also move through the septic tank and to the roof vent.

Is it possible the second compartment has a separate cover that was not properly made and cured to prevent breakdown by sulfuric acid? It seems to me that the cover over the first compartment would have as much or more exposure to hydrogen sulfide gas than the cover over the second compartment.


You also stated that the thickness of the tank cover in the second compartment has been reduced to 1 inch. I am wondering if there were reinforcing rods in this part of the cover and if they have been exposed. You did not indicate there were any reinforcing rods or mesh.

In my opinion, and for whatever reason, the portion of the cover over the second compartment was not made properly by the tank manufacturer. It is difficult to imagine why this would be, but I can think of no reason why one part of the septic tank cover should deteriorate and the other part not have any problems. It should not be caused by more hydrogen sulfide gas on one side or the other.

**SHARE YOUR STORIES**

This is the second question I've received recently about deterioration of concrete septic tanks. Does anyone else have comments on this problem or experienced similar or different problems with concrete septic tanks? Maybe together we can collect information that will help increase the life of concrete septic tanks. ■





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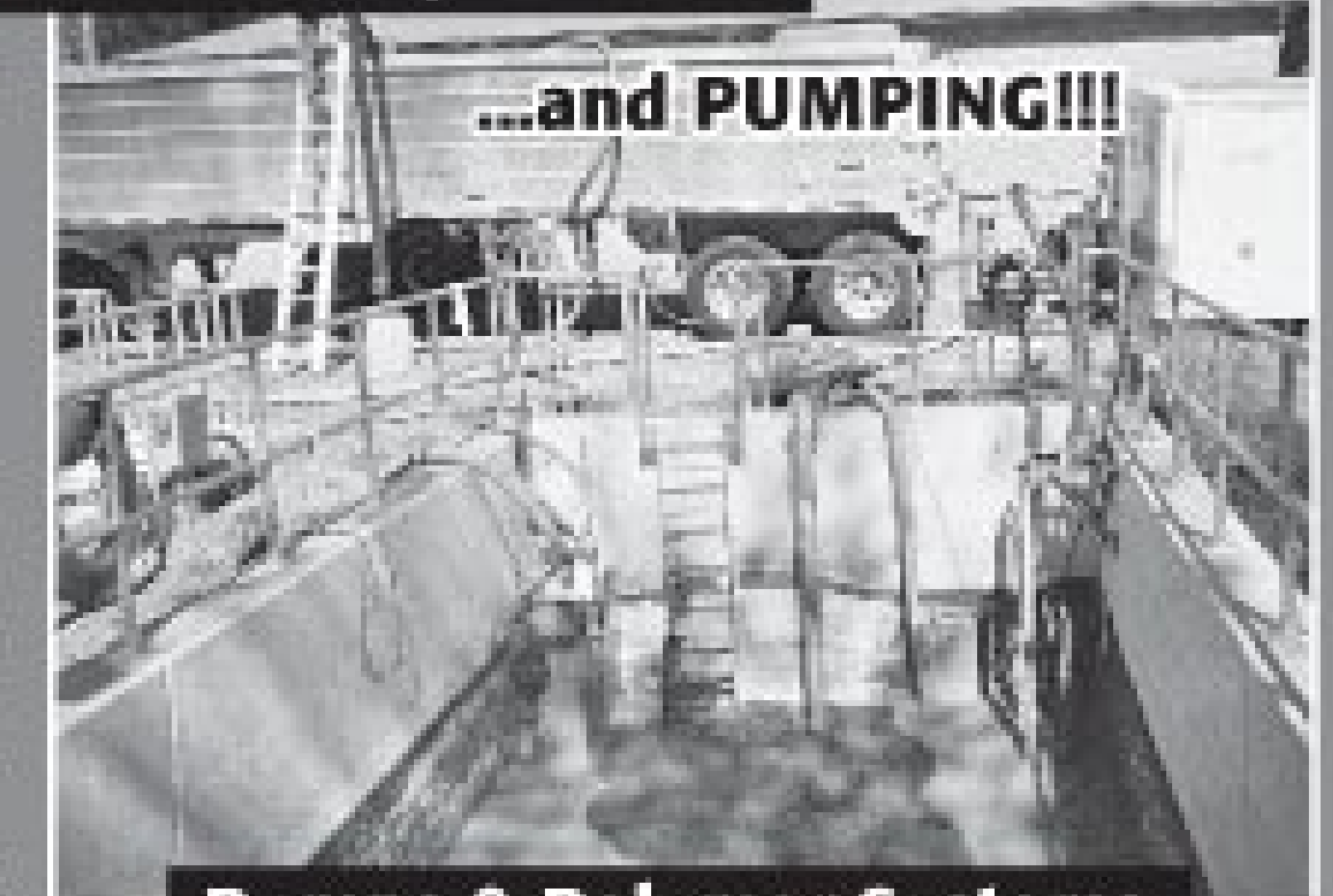
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Joe Williams' latest septic service truck is a red 2011 Freightliner M2-112 with a 5,200-gallon aluminum tank and NVE 607 Challenger pump built out by Imperial Industries Inc. The truck is powered by a Mercedes-Benz MBE 4000 450-hp engine tied to an Eaton Fuller 9-speed transmission. The added weight capacity is carried across quad axles with lift, front and back. The truck is equipped with sight glasses at the rear of the tank and a sight tube on the front of the tank. The truck also has heated collars on rear 6- and 4-inch valves and aluminum wheels. Williams likes the larger capacity of the new truck, which allows him to empty one to two more septic tanks per trip over his other trucks with 3,300-gallon tanks, reducing drive time for disposal. Driver Shaun Smedley maintains the truck, which is used mostly for residential septic collection. ■

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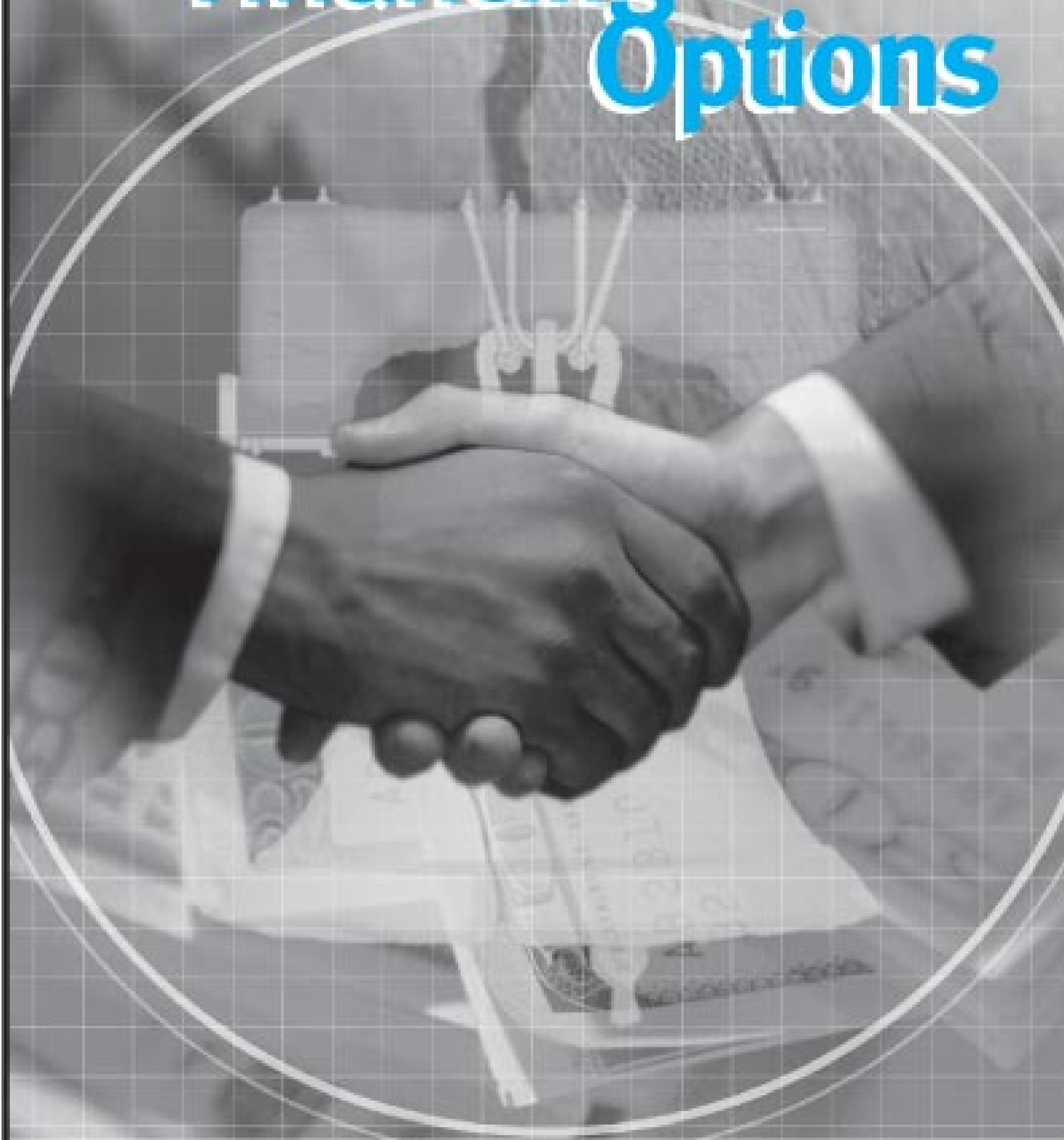


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## Join NAWT Training at 2011 Pumper & Cleaner Environmental Expo

By Tom Ferrero

I hope you're reading this on your way to Louisville, Ky., for the National Association of Wastewater Transporters Inc. two-day onsite inspector training course or operation and maintenance course on Monday and Tuesday, Feb. 28-March 1. We're also offering the one-day vacuum truck technician training course on Tuesday. They all precede the Pumper & Cleaner Environmental Expo International March 2-5 at the Kentucky Exposition Center.

The inspector course is at the operation level. The first day covers the basics of sewage treatment and system types using a troubleshooting perspective. The second day goes through a step-by-step procedure to conduct a system inspection. It requires attendees to locate and identify all parts of the system, assess their condition, and determine if they are operating properly. The inspection course is a prerequisite for the operation and maintenance course.

The O & M course concentrates on operation and maintenance of aerobic tanks, single-pass and recirculating media filters, and chlorination or ultraviolet light disinfection. Sessions also include maintenance of drip irrigation systems and proper installation of pump stations. Both courses have field opportunities Tuesday morning and a written exam for NAWT certification.

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

The course includes basic vacuum truck operation, materials to pump and avoid, reasons to manage these materials, pumps, basic science of vacuum and pressurization, truck equipment and components, drive and control mechanisms, basic and advanced pump-out skills and procedures, loading and unloading, safety and emergency response plans, customer interaction and education,

manifests and reports, and government regulations. NAWT will list all certified service providers on its website: [www.nawt.org](http://www.nawt.org).

### EDUCATION COMMITTEE MEETING

The NAWT Education Committee will meet with our trainers and those who would like to become trainers 5-7 p.m. Tuesday, March 1, in Room B109. Anyone who is interested in learning about our education program or commenting on it is also invited to attend. We welcome the opportunity to come face-to-face with our educational representatives.

### EDUCATION DAY

NAWT has a full track of six one-hour sessions during Education Day at the Expo, Wednesday, March 2. The seminars focus on topics related to treating high-strength waste streams, troubleshooting drip distribution systems and O & M problems.

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

### INSTALLER COURSE

On Thursday, March 3, COLE Publishing teams with us to offer the NAWT installer course at the Expo. Presented by Jim Anderson, Ph.D., and Dave Gustafson, the sessions will cover introduction and site evaluation, system sizing and basic design principles, pumping to systems, installing ATUs, installing for management, and troubleshooting systems. NAWT-certified inspectors may use this course to satisfy continuing education requirements.

If you are interested in attending these courses and haven't registered, call the NAWT office at 800/236-6298. We almost always have space available. The installer course is included in your Pumper & Cleaner Expo registration fee. NAWT courses are \$395 each for members and \$495 for nonmembers. The NAWT membership fee is \$150.

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

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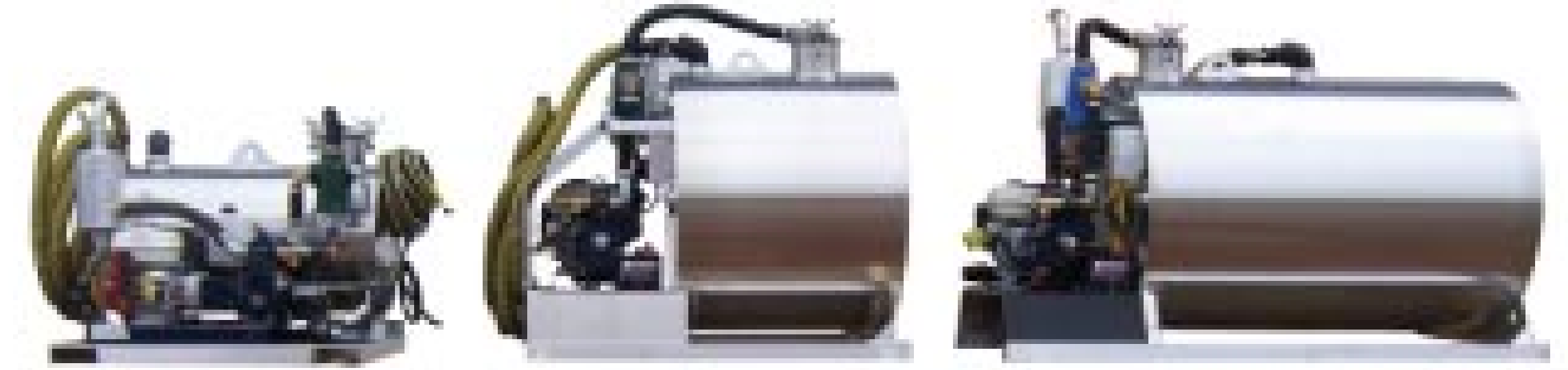
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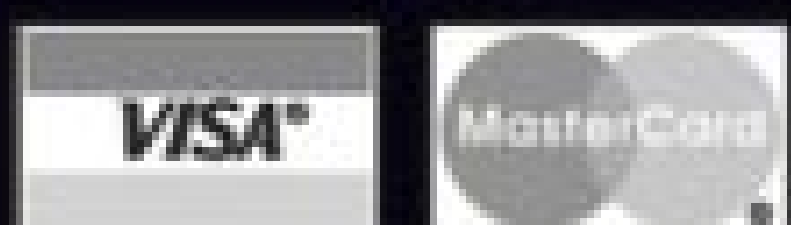
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## Joint Onsite Wastewater Summit June 18-20

The National Environmental Health Association (NEHA), National Onsite Wastewater Recycling Association (NOWRA) and State Onsite Regulators Alliance (SORA) will present a joint Onsite Wastewater Summit in conjunction with NEHA's 75th Annual Educational Conference and Exhibition June 18-20 in Columbus, Ohio. The summit is designed for regulators and industry representatives and will focus on wastewater issues and sustainable wastewater solutions. To register or for more information, go to [www.neha2011aec.org/wastewater.html](http://www.neha2011aec.org/wastewater.html).

## Bio-Microbics FAST System Approved in Massachusetts

The **Bio-Microbics** FAST wastewater treatment system has received general use approval for nitrogen reduction in Massachusetts under state Department of Environmental Protection Title 5 innovation and alternative system regulations. The approval process requires extensive field testing on at least 50 systems. Each system must be tested quarterly for a minimum of three years and meet or exceed an effluent limit of 19 mg/L of total nitrogen in 90 percent of the systems.

## MTU Detroit Diesel to Open Carolina Engine Plant

MTU Detroit Diesel has acquired a 100-acre site and 270,000-square-foot production facility in Aiken, S.C. The remodeled plant will manufacture MTU Series 2000 and 4000 engines, primarily for the U.S. market. Production is scheduled to begin this spring.



## Speas, Pawlak Join Advanced Waste Services

Dave Speas has joined **Advanced Waste Services Inc.** as Corporate Client Specialist and Joe Pawlak has joined the company as Vice President of the Results Advisor Program.

## NSF Introduces Flushable Claims Certification Program

**NSF International** has launched a certification program that provides third-party verification of consumer product claims that they can be safely disposed of via toilet flushing. The program provides a solution to many clogging issues associated with wastewater treatment systems. The NSF Flushable Consumer Products Certification Program addresses products such as facial tissues, baby/cosmetic wipes, kitty litter, pet refuse bags, disposable diapers and feminine hygiene products. Certified products will bear the NSF Certified Flushable mark, indicating whether the products are suitable for a sewer system, septic system or both. Annual audits and periodic product testing is required to maintain an active listing on the NSF website, [www.nsf.org/info/flushability](http://www.nsf.org/info/flushability), and retain use of the NSF mark.

## Blackmer Produces Company Highlight Video

**Blackmer** has released a video, highlighting the company's leadership and commitment to environmental sustainability, not only in the pump and compressors it builds, but also in the sustainable manufacturing practices it employs at its factories and offices. The video, [www.youtube.com/blackmerglobal](http://www.youtube.com/blackmerglobal), was produced to show how the company has built its reputation on creating energy-efficient solutions.



## Thoma Bravo Acquires UPS Logistics Technologies

UPS has announced the sale of **UPS Logistics** to Thoma Bravo LLC, a private equity investment firm. The Baltimore-based transportation routing and fleet management systems company will be known as Roadnet Technologies Inc. Len Kennedy, former vice president and chief operating officer of the unit for UPS, will serve as chief executive officer. Financial details of the transaction were not disclosed. ■

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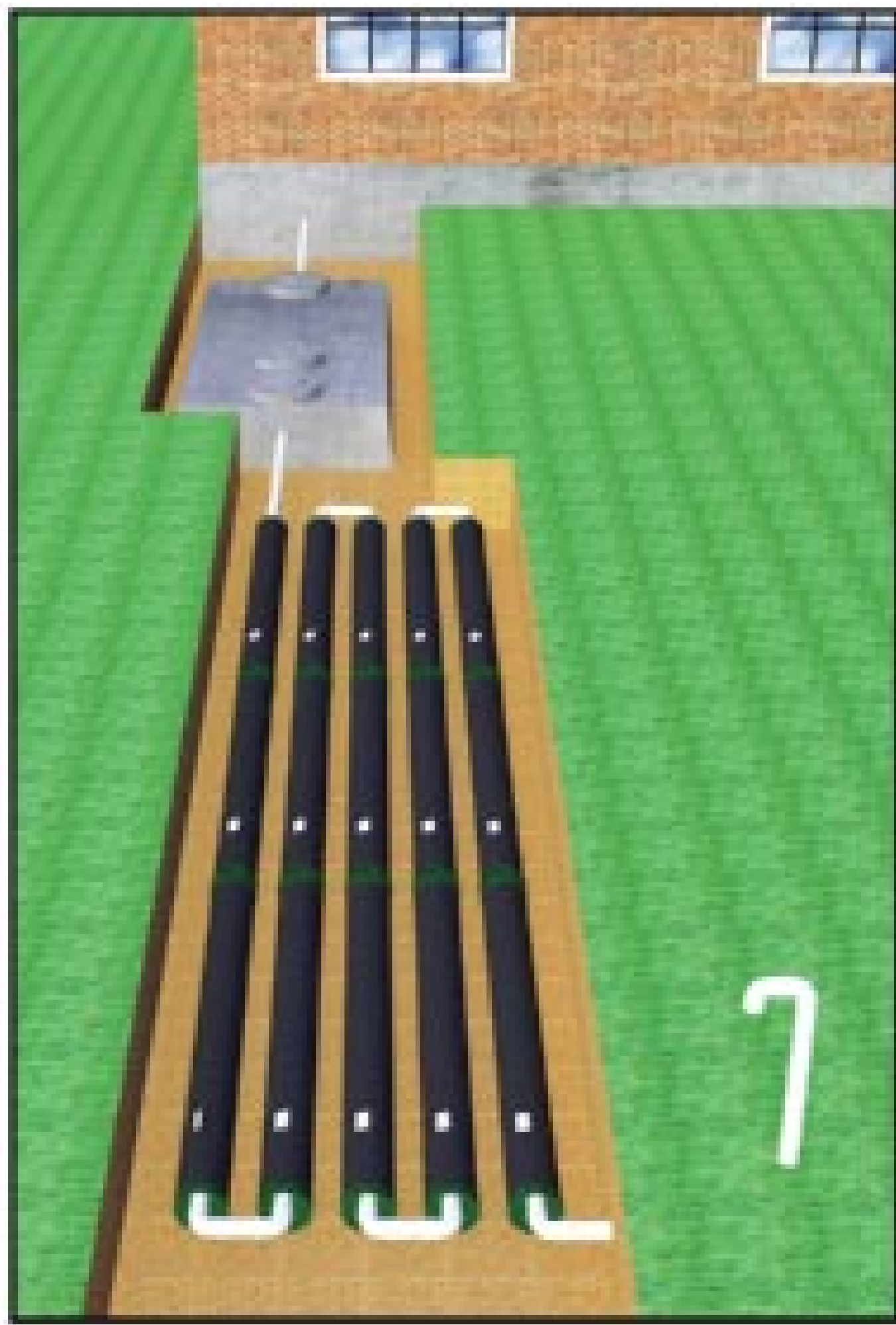
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By **Scottie Dayton**

## ARIZONA: Clogged Effluent Filters

Drain flies, also known as sewer flies or sewer gnats, are common in bathrooms and kitchens, but the Arizona Onsite Wastewater Recycling Association newsletter cited a study by board member Dawn Long stating that the insects are plugging effluent filters.

Long's company, American Septic Service in Sierra Vista, received calls almost daily from owners with backed-up onsite systems. In all cases, they were only a few years old, and the submerged part of the effluent filter was clogged with dead adult flies. The filter portion above the waterline was often covered with wiggling fly larvae.

Customers frequently complained that the insects emerged from the kitchen sink drain. Since the flies require oxygen, Long attributes their presence to shallower systems. She has found no insects in older, deeper systems that were never opened.

American Septic caps the pump hoses to prevent drain flies from escaping, but they still cling to the exterior hose surface. Long speculates that it is possible for the hose to deposit larvae and adult flies into the tank during service, but the theory does not apply to new, unopened systems where the insects are profuse.

The association and Long are asking pumpers and maintenance providers if they have had similar experiences or know what is causing the infestations. The best method Long found to kill the flies is to leave one-half cup of bleach in the P-trap overnight. She wonders how often to repeat the dose before it harms the microorganisms in the tank. E-mail [septicseuths@qwestoffice.net](mailto:septicseuths@qwestoffice.net).



Squirming drain fly larvae live on the effluent filter above the waterline, while masses of dead adult flies clog the submerged portion. (Photo courtesy of American Septic Service)

## PENNSYLVANIA: PSMA Announces Staffing Change

Lisa Herron, former associate administrative director of the Pennsylvania Septage Management Association, has been named its administrative director. Besides overseeing the certification program, she will continue to work with the board and the executive, bylaws and policy, and nominating committees. She has 15 years of nonprofit experience in trade associations, specializing in strategic direction and management, public relations, marketing, and event planning. Contact Herron at [director@psma.net](mailto:director@psma.net).

## NAWT

The National Association of Wastewater Transporters has these training sessions:

- March 1 – Vacuum Truck Technician, Louisville, Ky.
- March 10-11 – Operation and Maintenance, Part 2, San Luis Obispo, Calif.

For Louisville classes, call NAWT at 800/236-6298 or visit [www.nawt.org](http://www.nawt.org). For California classes, call Kit Rosefield at 530/513-6658 or visit [www.cowa.org](http://www.cowa.org).

## NEHA

The National Environmental Health Association is offering the Certified Installer of Onsite Wastewater Treatment Systems national credential exam on March 4 at the Pumper & Cleaner Environmental Expo International. Pre-registration is required. Call Carol Newlin at 303/756-9090, Ext. 337 or e-mail [cnewlin@neha.org](mailto:cnewlin@neha.org).

## California

The California Onsite Wastewater Association is offering the NAWT Operation and Maintenance course, Part 2, on March 10-11 at San Luis Obispo. Call Kit Rosefield at 530/513-6658 or visit [www.cowa.org](http://www.cowa.org).

## Minnesota

The University of Minnesota Extension has these classes:

- March 7-9 – Introduction to Onsite Systems, Owatonna
- March 10-11 – Installing Onsite Systems, Owatonna
- March 22-23 – Installer Continuing Education, Grand Rapids
- March 23 – Pipelayer, Grand Rapids
- March 29-31 – Advanced Design and Inspection of Onsite Systems, Mankato
- April 5-7 – Basic Design of Onsite Systems, St. Cloud
- April 12-13 – General Continuing Education, Rochester
- April 19 – Design Continuing Education, Hinckley
- April 19-20 – Design and Inspector Continuing Education, Hinckley
- April 20 – Inspector Continuing Education, Hinckley
- April 22 – Troubleshooting, St. Cloud
- April 25-27 – Introduction to Onsite Systems, Grand Rapids
- April 28-29 – Installing Onsite Systems, Grand Rapids

Call Nick Haig at 800/322-8642 (612/625-9797) or visit <http://septic.umn.edu>.

## Pennsylvania

The Pennsylvania Septage Management Association is offering Inspector Certification courses March 22-23 at the Crown Plaza in Reading. Call 717/763-7762 or visit [www.pdma.net](http://www.pdma.net).

## Virginia

The Virginia Center for Onsite Wastewater Training has these classes at Pickett:

- March 15-17 – Onsite Basic Skills
- March 21-23 – Locator Training
- March 22-31 – Onsite Systems
- April 25-29 – Onsite Design Camp I

Contact Lydia Shepherd at 434/292-3101, e-mail [lydia.shepherd@southside.edu](mailto:lydia.shepherd@southside.edu), or visit [www.southside.edu](http://www.southside.edu).



## Washington

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

- March 9-10 – Using and Interpreting WAC246-272-A
- March 16-17 – Exam Review
- March 23 – Pumper Basics, Vancouver
- April 6 – Maintenance Basics
- April 13 – Pumper Basics
- April 20 – Design of Subsurface Drip Systems

Call WOSSA at 253/770-6594 or visit [www.wossa.org](http://www.wossa.org).

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

## Calendar

### Feb. 3-4

Ohio Water Quality & Waste Management Conference, University Plaza Hotel, Columbus. Call Holly Bartholomew at 843/471-2357 or visit [http://setl.osu.edu/programs/owqwm\\_conf.html](http://setl.osu.edu/programs/owqwm_conf.html).

### Feb. 16-17

Nebraska On-Site Wastewater Annual Convention and Trade Show, Lancaster County Event Center, Lincoln. Call 402/476-0162 or visit [www.nowwa.org](http://www.nowwa.org).

### March 2-5

Pumper & Cleaner Environmental Expo International, Louisville, Ky. Call 800/257-7222 or visit [www.pumpershow.com](http://www.pumpershow.com).

### March 6-8

Pennsylvania Association of Sewage Enforcement Officers Conference and Trade Show, Holiday Inn, Grantville. Call 717/761-8648 or visit [www.pa-seo.org](http://www.pa-seo.org).

### March 11-12

Oregon Onsite Wastewater Association Conference, Valley River Inn, Eugene. Call 541/389-6692 or visit [www.o2wa.org](http://www.o2wa.org).

### March 22-23

Pennsylvania Septage Management Association Annual Training, Crowne Plaza Hotel, Reading. Call 717/763-7762 or visit [www.pasma.net](http://www.pasma.net).



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# Product NEWS

## Thickening Reactor Aids in Grease Trap Waste Disposal

The thickening reactor from NewTech Inc. removes 90 percent of liquids from grease-trap waste, leaving a thicker, lighter-weight product that results in decreased waste-disposal and transportation costs for contractors.

In addition, the computer-controlled system is fully contained, which controls the odors normally associated with dewatering. It also is self-cleaning, which makes for less labor-intensive operation. "It's easy to use and optimizes disposal," says Robert Dimmick, president and owner of New Tech. "It's a huge labor saver."

The unit operates like a dewatering system. Grease-trap waste is pumped from a vacuum truck into a receiving tank, then processed through a dosing plant, where a polymer is injected. Then the waste is pumped into the stainless-steel thickening reactor tank, where solids and liquids are separated with carbon filters.

After allotting time for further liquid drainage to reach the desired thickness, the waste is pumped into a truck for transportation to a waste-disposal plant, methane digester or some other kind of facility, Dimmick says.

"Depending on the volume of waste, you can use one unit, which can process up to 60,000 gallons of waste in a 24-hour period," he says. "Or you could use up to four units in a series, which would allow you to comfortably run 24 hours a day without shutting off the system, and process about 180,000 gallons of waste a day."

"The process removes 90 percent of the water and leaves a thick, concentrated material," he adds. "Some contractors take that thickened material to methane digesters, where it creates methane gas that's burned in generators. Or they can take the thickened waste to a waste-disposal site or composting facility."

Computerized controls display information such as the waste levels in receiving tanks, whether the receiving pumps are on or off, levels in the thickening reactors, and the level of outgo flow. The system automatically shuts down when tanks are full or empty, and a camera system allows operators to see inside the tank.

The thickening reactor tanks can't operate without a dosing plant and receiving tanks. A dosing plant, two receiving tanks and four thickening reactor tanks require approximately 1,000 square feet of floor space, Dimmick says. 800/210-2361; www.dewater91.com, Expo booths 4022, 4023.



*in the*  
**SPOTLIGHT**  
By Ken Wysocky



## Armal Introduces Top Line Shower

The Top Line shower, part of the Hydro collection from Armal Inc., connects directly to sewer and water. The shower features an anti-slip resin floor and clothing hook. Weighing 185 pounds, the shower measures 90 inches tall, 43 inches wide and 47.20 inches deep and comes in a choice of eight colors. 866/873-7796; www.armal.biz, Expo booth 7069.



## Water Cannon Offers Electric- Powered System

The electric-powered stationary pressure washing system from Water Cannon features a hot-packing unit with auto start/stop that automatically stops when the trigger is released. The system starts again when the trigger is pressed. Other features include 10-hp, belt-drive motor, optional skid mount, aluminum frame, powder-coat finish, 50-mesh inlet filter, low-speed pump and temperature sensor, adjustable pressure unloader and shock-absorbing feet. 800/333-9274; www.watercannon.com.



## Bell & Gossett Introduces Impact Series Submersible Pumps

Impact Series submersible wastewater pumps from Bell & Gossett are designed for use in commercial and building service applications where wastewater or drainage must be disposed of quickly, quietly and efficiently. The pumps feature a self-cleaning impeller and are configured to process solids and reduce clogging. The air-filled motor, dual mechanical seal and specially designed seal chamber help improve overall efficiency and durability. www.bellgossett.com.





## Infiltrator Introduces Quick4 Plus Chamber

The **Quick4 Plus** standard chamber from **Infiltrator Systems Inc.** is designed for 36-inch-wide septic system installations. The 4-foot-long chamber features two center structural columns and latching mechanism. The Quick4 Plus All-in-One 12 endcap can be used at the end of the chamber or installed mid-trench to allow for a center feed with pipe connections at the sides, ends and top. **800/221-4436; www.infiltratorsystems.com, Expo booth 1040.**



## SJE-Rhombus Introduces CP3RVFD Panel

The **CP3RVFD** control panel from **SJE-Rhombus** is designed for up to 5-hp simplex constant pressure applications. The panel is equipped with a variable frequency drive in a ventilated NEMA 3R-rated enclosure with 0-100 psi pressure transmitter. **888/342-5753; www.sjrhombus.com, Expo booth 6069.**



## Pressure Lift Introduces 4-Inch POWER BOOSTERT

The **4-inch POWER BOOSTERT** lightweight nozzle from **Pressure Lift Corp.** is designed to break up viscous materials, overcome vertical lift limitations, conquer long hose runs, load faster and cut maintenance costs. **972/355-0550; www.pressurelift.com.**

## Wastequip Introduces 3-Yard FEL Container

The **Toter** plastic **Organics 3-yard FEL container** from **Wastequip** is designed for food waste disposal. The unit has a steel-rod-reinforced rim and base and can withstand exposure to aggressive organic waste without rusting or corroding. **800/424-0422; www.toter.com.**



## Cam Spray Introduces Trailer-Mounted Pressure Washer

The **STB2712H** trailer-mounted pressure washer from **Cam Spray** produces 2,700 psi at 12 gpm. Powered by a 27-hp Honda engine, the unit has a powder-coated metal deck trailer with road ready lights and brakes, 300-gallon water tank with auto shutoff, 400 feet of 1/2-inch hose on a DC-powered reel with remote foot switch, 150 feet of garden hose feed and 2-inch hydrant fill. Other models producing 4,000 psi at 7 gpm and 3,700 psi at 8 gpm are available. **800/648-5011; www.camspray.com, Expo booth 3069.**



## Schier Offers Great Basin Grease Interceptor

The **Great Basin** grease interceptor from **Schier Products** features the **TeleGlide** fully adjustable riser system for field adjustments of up to 76 inches. **800/827-7119; www.schierproducts.com, Expo booth 9216.**



## Giant Introduces KamJet High-Pressure System

The trailer-mounted **KamJet** high-pressure water system from **Giant Industries Inc.** is designed to produce up to 7.1 gpm and 50,750 psi. The diesel-powered unit can be remotely operated and offers stepless pressure regulation. Features include a high-pressure plunger pump, stainless steel manifold, tungsten carbide plungers and synthetic seals. Fully self-contained, the unit has a 105-gallon water tank and 45-gallon fuel tank. **419/531-4600; www.giantpumps.com, Expo booth 1196. ■**



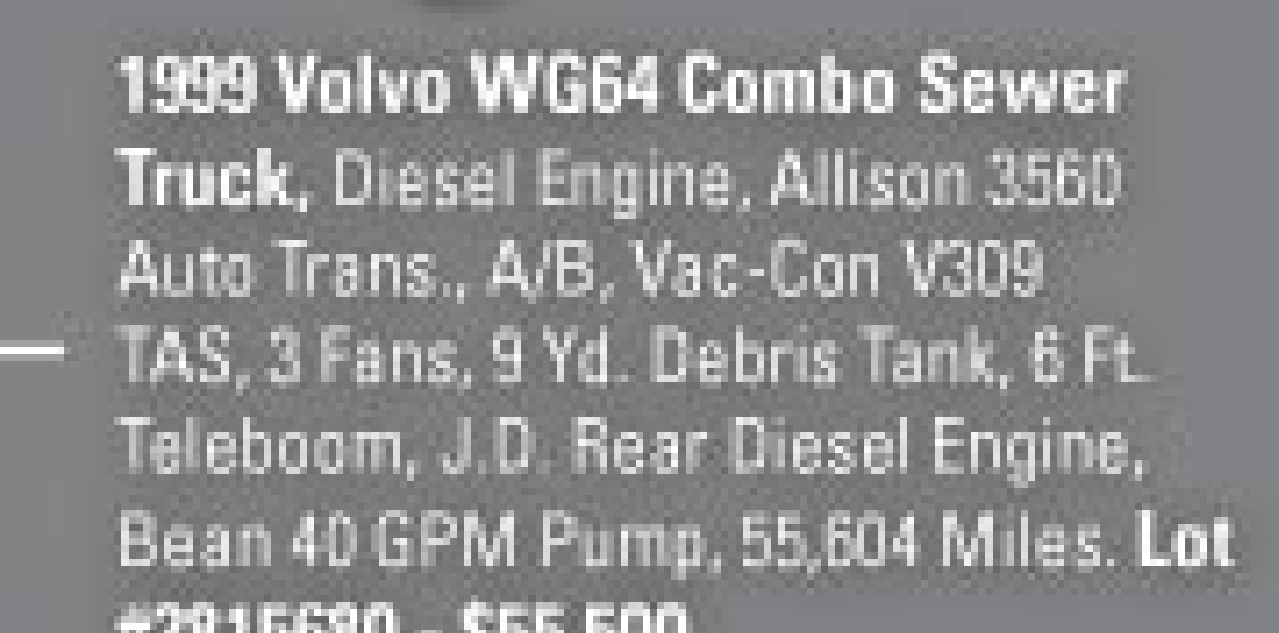
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**1991 Intl Combo Sewer Truck, Intl. DT466 Diesel, Allison 545 Auto Trans., A/B, Vac-Con V390T Combo Sewer Cleaner, 3 Fans, 9 Yd. Debris Tank, 5 Ft. Tele Boom, FMC 80 GPM Pump, John Deere Rear Diesel. Lot #3016487 - \$35,500**



**1999 Volvo WG64 Combo Sewer Truck, Diesel Engine, Allison 3560 Auto Trans., A/B, Vac-Con V309 TAS, 3 Fans, 9 Yd. Debris Tank, 6 Ft. Teleboom, J.D. Rear Diesel Engine, Bean 40 GPM Pump, 55,604 Miles. Lot #2815680 - \$55,500**



**2000 INTL 2554 Combo Sewer Unit, Int. Dt530e Diesel Engine, Automatic Trans., A/B, Vac-con V350sha, Hydrostatic Drive, 3 Vacuum Compressor Fans, Bean 50 Gpm Pump, 6 Ft. Tele Boom, 5 Yd. Debris Tank, Articulating Hose Reel, Rear Cummins Diesel, 97,137 Miles. Lot #3016450 - \$69,500**



**1994 Ford Combo Sewer Truck, Cummins 8.3L Diesel, Standard Trans., A/B, Vector 2103 Sewer Unit, 18,854 Miles, Ex-Municipal Truck, Lot #2915929 - \$45,500**



MARCH 2-5, 2011

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**SUSAN TAYLOR**

Taylor Services Restrooms 2 Go  
Macon, Ga.



## WHO SHOULD ATTEND? IF YOU ARE IN...

- SEPTIC PUMPING
- ONSITE INSTALLATION
- PORTABLE SANITATION
- DEWATERING
- GREASE HANDLING
- SEWER CLEANING
- LATERALS & MAINLINES
- TV INSPECTION
- PIPELINE REHAB/CIPP
- WATERBLASTING
- HIGH-PRESSURE CLEANING
- SAFETY EQUIPMENT
- CONFINED SPACE
- LIFT STATION MAINT.
- COMPUTER SOFTWARE
- INDUSTRIAL VACUUMING
- HYDROEXCAVATION
- UNDERGROUND TRENCHLESS PIPE REPAIR
- UTILITY LOCATION

**...YOU NEED TO BE HERE!**





# EDUCATION DAY

WEDNESDAY, MARCH 2ND

[WWW.PUMPERSHOW.COM](http://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:

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# 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*
- 11 a.m.** Evolving Your Business with Digital Solutions  
*RIDGID - Josh Sooy, Brad Yuronich*

## 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*
- 11 a.m.** Varilla Herramientas y Equipos Simples para Limpieza De Alcantarillas  
*Max-Life Manufacturing, David Pryor*

## 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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ADVANCED INSTALLER COURSE

ALL DAY THURSDAY, MARCH 3RD, 2011

8 a.m. - 5 p.m. • Jim Anderson and Dave Gustafson



# 2011 EXHIBITOR LIST



Current list of exhibiting companies as of January 18, 2011.  
List subject to change without notice.

1-800-Plumber  
A & L Systems, Inc.  
A Corp./Roater-Man  
A.R. North America  
Abbott Rubber Company  
Abernethy Welding & Repair Inc.  
ACE DuraFlo Systems  
Acra Trailer  
Advance Pump & Equipment  
Advanced Containment Solutions, Inc.  
Advanced Drainage Systems  
Advanced Infrastructure Technologies  
Advanced Pressure Systems  
Advanced Tank Systems  
Advanced Wastewater Systems  
Advantix International Corp.  
Aero-Tech  
AeroTech, LLC  
AK Industries  
All Star Equipment Sales, Inc.  
Allan J. Coleman  
Allied Forward Motion LLC  
Allied Graphics  
Allied Tank Co.  
AlumaMats  
Ameri-Con Engineering  
American Express OPEN  
American Highway Products  
Amerik Engineering  
Anther International  
Anchor Graphics, Inc.  
AP/W Permaform  
Aqua Ben Corporation  
Aqua Blast Corporation  
Aqua Male Technologies  
Aqua-Zyme Disposal Systems Inc.  
Aquesales  
Aran Enterprises Inc.  
Aries Industries Inc.  
Arrow Magnolia International, Inc.  
Art Co. LLC  
Arthur Products  
Atlanta Rubber & Hydraulics Inc.  
Avanti International  
B.A.G. Corp.  
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.  
Black Tie Manufacturing  
Blasters, Inc.  
Blood Hound Underground  
Blue Angel Pumps  
Boerger LLC  
Bord no Mono  
Bowman Tool Co.  
Brenlin Co., Inc.  
Bright Dyes, Division of Kingscote Chemicals  
Bright Technologies  
BW Technologies by Honeywell  
Cam Spray  
Canam Equipment Solutions Inc.  
Cangas Industries Ltd.  
Cape Cod Biochemical Co.  
Capital Partners  
Capital Rubber Corp.  
Cappelletto S.P.A.  
Carbo  
CAT PUMPS  
CEMTEC / A.W. Cook Cement Products, Inc.  
Century Chemical Corporation

Century Paper & Chemical  
Champion Pump Company, Inc.  
Chandler Equipment Inc.  
Chelsea Products/Div. of Parker  
Chemical Containers, Inc.  
Chempac Corporation  
Chempure Products Corp.  
Chemie Industries Inc.  
City Wide Development Group, Inc.  
Clarus Environmental/  
Zoeller Pump Company  
Clear Computing  
Clearstream Wastewater Systems Inc.  
Clewler  
Cloverleaf Tool Co.  
Cobra Technologies  
Comet USA, Inc.  
Comforts of Home  
Compa Industries  
Conaqtec  
Containment Solutions Inc.  
Control Chief  
Cortec Corporation  
Cosmic Tophat LLC  
Cougur Vibration  
a Division of Martin Engineering  
Coxreels  
Crane Pumps & Systems  
Crescent Tank Manufacturing  
Cretec Specialty Products  
Cross Bore Safety Association  
Crust Buster/Schmitz Bros.  
CSI Controls  
CUES Inc.  
Custom Biologicals Inc.  
Cyclops Electronics, Inc.  
D&W Diesel, Inc.  
De Neef Construction Chemicals  
Deal Associates  
Del Val Chemical Co.  
Delta Environmental  
Direct Purchase Quick Couplings  
Ditch Witch  
Downey Ridge Environmental Company  
Dr. Shrink, Inc.  
Dragon Products  
Drainables Direct  
Dresser Roots  
Dultmeier Sales  
Durable Manufacturing  
Durand-Wayland, Inc.  
Dyno Flex Inc.  
E.H. Woods Company  
Easy Liner  
ECA-SSI  
Ecological Laboratories Inc.  
Ecological Tanks, Inc.  
Electric Eel Mfg. Co. Inc.  
Eljen Corporation  
Engine & Accessory Inc.  
Environmental Products and Access.  
Envirosight LLC  
Envirotab  
Erz USA Inc.  
EPA-MDU Partners  
Explorer Trailers  
EZ Traker  
Federal Signal Environmental  
Solutions Group  
Fergus Power Pump Inc.  
FindaPlumber.com  
Fisher Research Laboratory  
Five Peaks Technology  
FRC Co. Ltd.  
Flitz International Limited  
Flo Trend Systems Inc.  
Flood Grouting Systems, LLC  
Flow-Liner  
Fluid Systems, Inc.

FM Manufacturing Inc.  
FMC Technologies  
Footage Tools, Inc.  
Force America Inc.  
Formadrain Inc.  
Fournier Industries Inc.  
Fresher Start  
Fruitland Tool & Manufacturing  
GamaJet Cleaning Systems  
GapMax Inc.  
Gardner Denver Inc.  
Gardner Denver Waterjet, Sys. Inc.  
GEA Haulo Inc.  
General Pipe Cleaners  
General Pump  
GeoFlow, Inc.  
Giant Industries Inc.  
Global Pipeline Systems  
Gloves4you.com  
Go Far Digger  
Godwin Pumps / ITT  
Goldak Inc.  
Gorlitz Sewer & Drain, Inc.  
Goulds/ITT  
Granite Leasing Company  
Great Lakes Equipment Sales, Inc.  
Green Leaf Inc.  
Greenovative Technologies  
Hackney - Division SVC  
Hammelmann Corp.  
Handago, LLC  
Hannay Reels  
Harben Inc.  
Hathorn Corporation  
Hedstrom Plastics  
Hoffman Insurance Brokers  
Holtzmann Corp.  
Hollo, Inc.  
Heritage Truck Equipment Inc.  
Hi-Vac Corporation  
Hibon, Inc./Div. of Ingersoll Rand  
High Pressure Equipment Company  
House of Imports  
Hurco Technologies Inc.  
Hydra-Tech Pumps  
I.E. Monitoring Instruments Inc.  
I.S.T. LLC  
IHI Compact Excavator Sales  
Imperial Industries Inc.  
Infiltrator Systems Inc.  
Infrastructure Repair Systems, Inc.  
InfraTech  
ITI Trailers & Truck Bodies Inc  
ITT  
IS Hydro Inc.  
J.B.J. Chemical Company  
Jack Doherty Supplies, Inc.  
Jag Mobile Solutions, Inc.  
Jameson LLC  
Jet Inc.  
JETS/COG  
Jetter Depot  
Johnny's Choice by Chemcorp Industries Inc.  
Juggler by Labrie  
Kar-Tech  
KeeVac Industries Inc.  
KEG Technologies, Inc.  
Keith Huber, Inc.  
Kentucky Onsite Wastewater Association  
Kentucky Tank, Inc.  
Kewanna Screen Printing  
Kroy Industries  
Kruz Inc.  
Kuriyama of America Inc.  
L.M.T.  
La Place Equipment Co Inc.  
Lansas Vanderlans & Sons Co.  
Ledwell & Son  
Lely Manufacturing

Lenzyme Incorporated  
Liberty Financial  
Liberty Pumps  
LightStream  
Liquid Environmental Solutions  
Liquid Waste Technology  
Little Giant DBA Franklin Electric  
LMK Technologies, Inc.  
Lock America, Inc.  
Lodar  
Logiball Inc.  
Longhorn Tank & Trailer  
M.A.R.S. Workwear/Communications  
Madewell Products Corp.  
Mainline Backflow Products, Inc.  
Manhole Guard  
Masport Incorporated  
Matrix Payment Systems  
Max-Life Mfg.  
MaxLiner  
Meese Orbitron Durne Company  
Marrell Bros., Inc.  
MicroSpring International, LLC  
Mid-State Tank Co., Inc.  
Milwaukee Electric Tool  
Milwaukee Rubber Products Inc.  
Mody Pumps, Inc.  
Mongoose Jetters  
Moro USA  
Mr. Roater Corp.  
MTC Enterprises, Inc.  
MTEch  
Mundie Power Products  
MWI Corporation  
Myers  
Myers-Seih Pump Inc.  
Mylane Mfg. Company Inc.  
NASSCO  
National Oilwell Varco  
National Precast Concrete Association  
National Pump and Compressor  
National Truck Center  
National Vacuum Equipment  
NAWT Inc.  
Netalim USA  
NewTech Inc.  
Nexstar  
Nilladar Inc.  
NILB Corp.  
Norweco Inc.  
Novaflex Hose  
NOWRA  
Nozzlecq™ Inc.  
NSF International  
Nu Flow Technologies, Inc.  
Nuhn Industries Ltd  
Oceanquip, LLC  
Ohio Electric Control, Inc.  
Oliner System  
OMI Industries  
OmniSite  
OWSI Transmissions Inc.  
One Biotechnology  
Onset Pipe Products, Inc.  
Operasoft  
Orenco Systems, Inc.  
Painters Union District 53  
Parson Environmental Products Inc.  
Pat's Pump & Blower  
Peerpoint, Inc.  
Painmann Equipment  
Pekasys  
Pelican Worldwide  
Penny Pockets  
Pentair Water  
People's United Equipment Finance Corp.  
Perma-Liner Industries, Inc.  
Petersen Products  
Piccadilly Concepts

Pik Rite Inc.  
Pipe Genie Mfg. Inc.  
Pipehunter  
Pipeline Analytics  
PipeLogix Inc.  
PipeTach Software  
Piranha Hose  
Plug-It Products  
Poly-Flow  
PolyJohn Enterprises Corp.  
Polylok/Zabel  
PolyPortables Inc.  
Porto Pro  
Portable Sanitation Assoc. Int'l.  
POSM Soft LLC  
Pow-R Mole  
Powertrak International Inc.  
Premier Tech Aqua  
Presby Environmental, Inc.  
Press-Seal Gasket Corp.  
Presvac Systems, Ltd.  
PRH LLC  
Prime Resins, Inc.  
Prime Solution, Inc.  
Protective Liner Systems  
PUMPTEC  
PURE Software Solutions, LLC  
Pure Technologies US, Inc.  
Rabco  
RAE Systems  
RapidView IBAK North America  
Rattech Electronics, Ltd.  
Rausch Electronics USA LLC  
RC Industries Inc.  
Reckitt Benckiser  
REED Manufacturing Company  
Reekcraft Industries Inc.  
Relina America Inc.  
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Rhino Linings Corporation  
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Roth Global Plastics  
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Roto-Rooter Corporation  
RotoSolutions  
RouteOptix Inc.  
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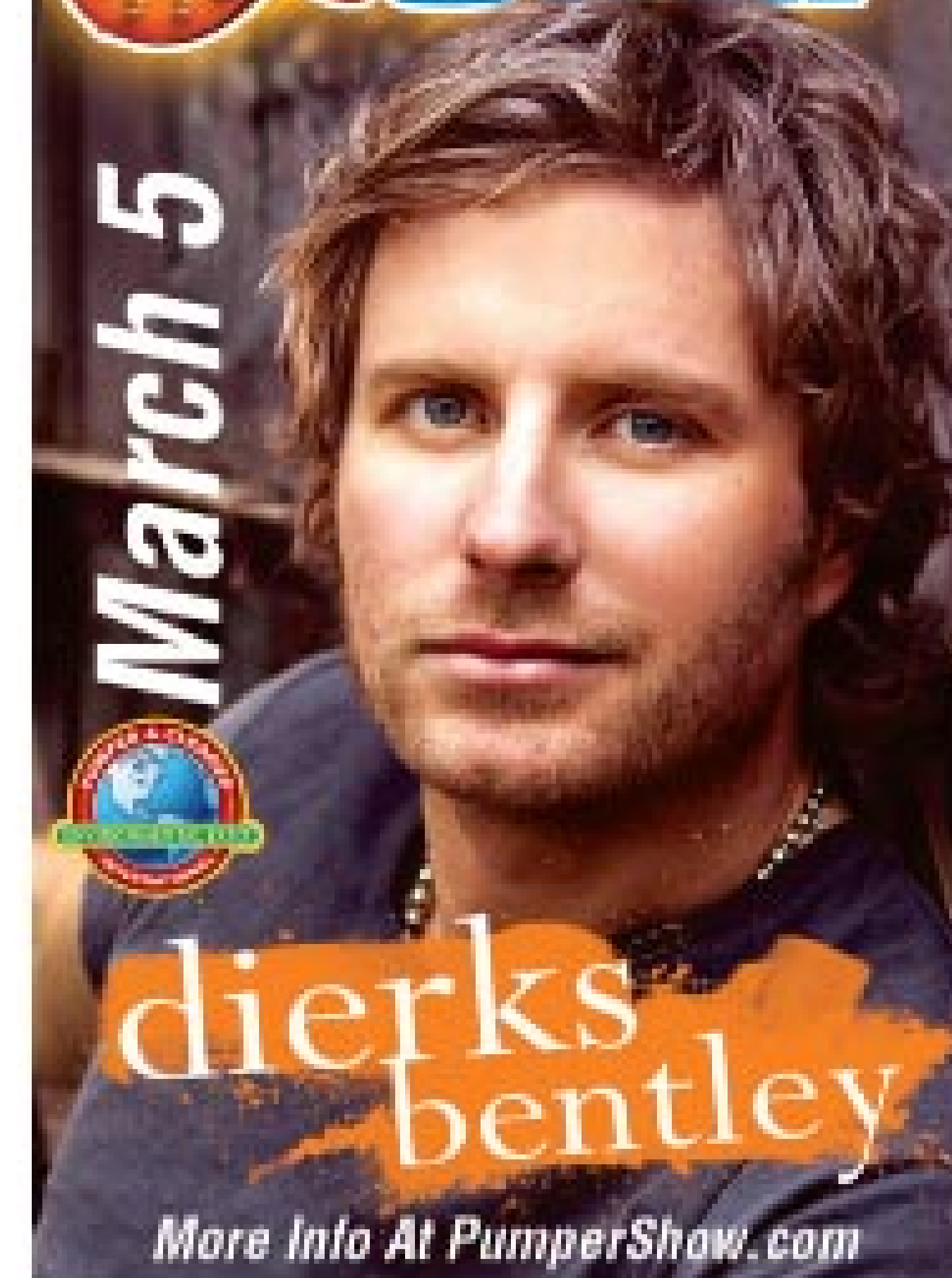
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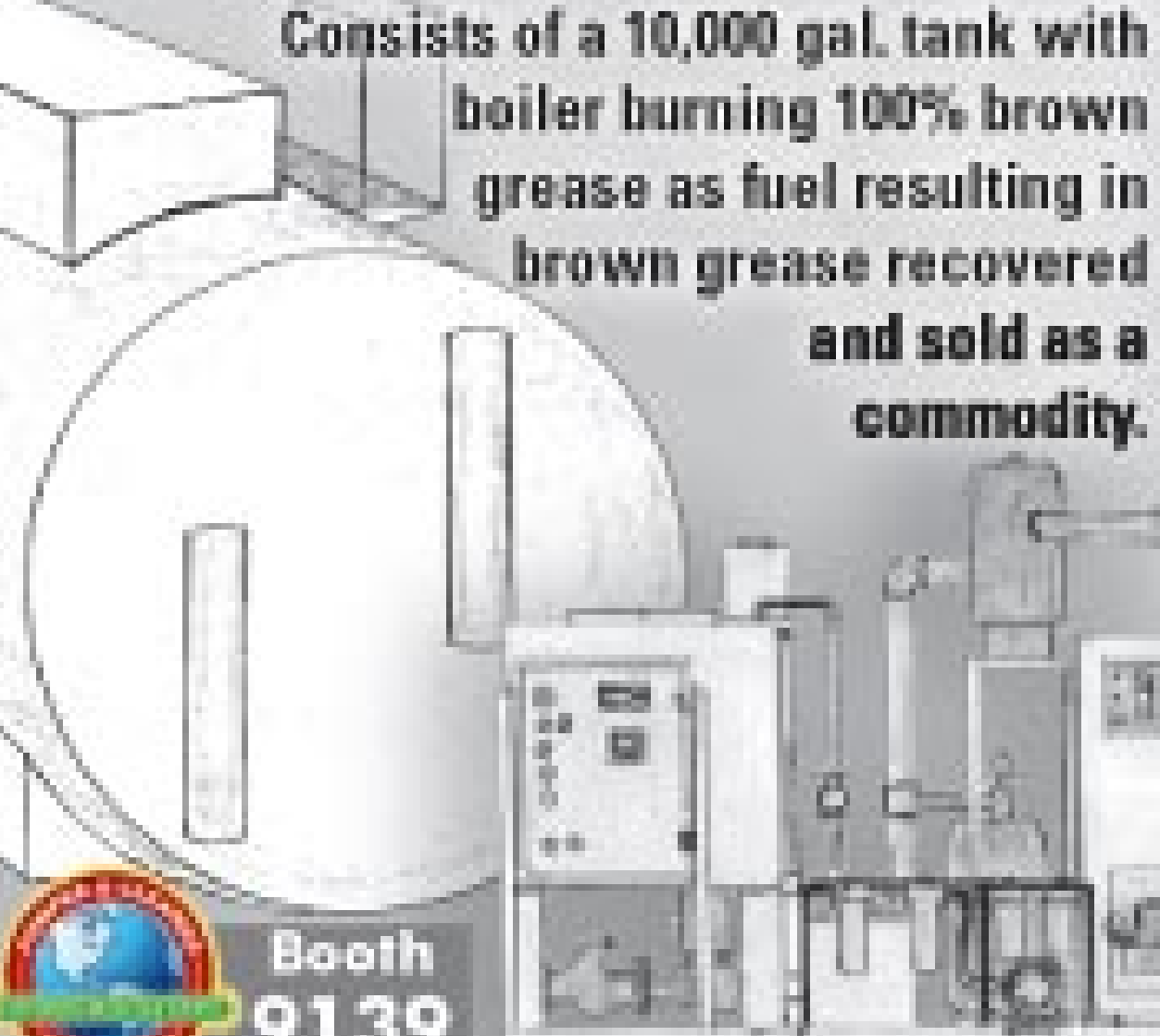
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# TRUCK STOP



February



**1995 International Boiler Truck:** 1999 Universal boiler Model #BF200W4, Serial #156002. Box contains generator and heavy duty air compressor. In great condition. Tires 80%, brakes 85%. Unit was a repo and it's ready to sell. ....\$24,500  
**Eric 305-907-4361 FL** PC2



**Brand New 2007 Sterling 360:** 3-yr. unlimited mile warranty, new Robinson alum. tank, 600 waste/300 water, liftgate, Conde pump, w/washdown unit. \$49,500  
**Mike @ 303-478-4796**  
**or JR @ 720-253-8014**  
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**1992 GMC ML11:** 3600 gal. tank, Cummins motor, Roadranger 9-spd. trans., hoist, 36 in. manway, heated valves, 530,000 miles, new brakes, 8-33 ft. hoses. Too much to list! Must sell-moving!.....\$32,000 OBO  
**630-231-0905 IL** PC2



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**800-520-4704** PBM



**DEMO UNIT - 2009 Progress Tank:** 2800 gallon aluminum vacuum tank with Masport water-cooled vacuum pump. Demonstrated a few times - never sold. Never used in septic. ....Price \$19,500  
**Kevin or Jerry @ 347-346-5644** PC2



**1992 Kenworth T450 Tractor:** With 2200 gallon Cusco vacuum tank. 19,000 miles.  
.....\$73,500  
**Mitch 219-306-2761 IN** PC2



**2004 International DT-466:** 136,000 miles, 33,000 GVW, new 2500 gallon tank. ....\$49,000  
**270-832-3793 KY** PC2



**2003 International Model 4300 Series:** 1500 gallon (1100 waste/400 water) Abernethy tank system, 171,000 miles, DT466 engine.  
**Tony 850-712-3830 AL** PC2



**2001 Ford F550 Portable Toilet Truck:** Looks and runs great, new tires, 7.3 engine, automatic trans., 700 waste/300 fresh water, 240,000 summer miles only.  
.....\$15,000 OBO  
**989-345-1763 MI** PC2



**2005 F350 XLT:** 6.0 diesel, auto, 500/225 tank, Masport M-2 pump, galvanized troughs, hauls two toilets, 172,000 miles.  
.....\$22,500  
**989-379-3054 MI** PC2



**1998 International 4700-T444E:** 80% rubber on tires, new paint, all maintenance records up to date. This truck is in A-1 condition. 2500 gal. ....\$36,000  
**704-474-7105**  
**or 704-985-4498 NC** PC2



**2000 FL-70 Freightliner:** 2500 gal. tank, 6-spd. trans., AC, 33,000 GVW, Powerflo pump, diamond plate tool box, hoses included, works daily, can deliver, excellent condition. ....\$34,000  
**269-362-2588 MI** PC2



**2005 Sterling:** 430 hp Detroit, 9-spd. trans., AC, cruise, air ride, new 4000 gal. tank and Jurop R260 vac pump, new paint and tires, beautiful truck. \$59,500  
**740-820-5520 OH** PC2



**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  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** PC2



**2005 Freightliner Business Class M2:** Cat C7 engine, new 2300 gal. vac tank, Masport W75 pump. ....\$39,500  
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**2007 Ring-O-Matic 750 High CFM Vac Trailer:** Cat 3024 @ 50 HP, 696 hours, liquid-cooled, 750 gallon cap., 850 CFM lobe style blower, 20,860# GVW.  
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**715-546-2680 WI** CPBM

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# TRUCK STOP



February



**2005 F450:** 500/200 Abernethy unit, 110,000 miles, very clean truck. Must see to appreciate. If truck hasn't sold, it can be seen at the Pumper & Cleaner show. ....\$27,500

**304-416-3238 WV** PC2



**1984 International:** No CDL required, L10 Cummins, 10-spd. Fuller trans., 600 fresh, 1000 gal. waste, toilet rack, 138K original miles, 2 owners, 2-unit toilet carrier. Runs excellent. .... \$12,995 OBO

**Call Pat 513-582-1322 KY** PC2



**2005 Peterbilt Model 335:** 1900 gallon (1400 waste/500 water) Tank Tech system, 186,000 miles, Caterpillar C-7 engine.

**Tony 850-712-3830 AL** PC2



**(2) 1999 Sterling LT9501:** Cat 3126 @ 230 HP, Allison A/T, spring susp., 86K miles and 82K miles, disc wheels

.....\$19,500 Choice CPBM



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

.....\$57,000

**517-719-2869 MI** PC2



**2007 Peterbilt 379:** Cat C-15 475 hp, 13-spd., Jake brake, 460K miles, double-framed, 20K# front axle, 20K# tag axle, new 5000 gal. US tank, new Jurop LC420 liquid-cooled pump, alum. wheels, all new tires. ....\$127,000

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**1995 Peterbilt 377:** 9-spd., Cat 3406 engine, 425 hp, 3-stage Jake, new 3500 gal. tank, new Battioni 394 CFM pump. Ready to go.....\$35,000

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**or call Jerry at 800-721-2774** PC2



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**(2) 2006 Mitsubishi Fuso FE180s:** (1) 101,850 miles, new auto trans. installed April 2010. (2) 131,100 miles, new auto trans. installed May 2009. Both have a/c, power steering, power windows & locks. 17,995 GVW. PTO unit w/no bed; perfect for adding pump unit...\$17,995 OBO Ea.

**Hays Rental 870-862-4935 AR** PC2



**2000 Freightliner FL70:** 33,000 GVW, 3126 Cat, 230 hp, 6-spd. Fuller trans., air, cruise, 140,023 miles, new 2300 gal. vacuum tank, new Jurop PN84 pump.

.....\$37,500

**Jason @ 877-355-2924 WI** PC3



**2006 Freightliner Model M2-106:** 1500 gallon (1100 waste/400 water) stainless steel Best Enterprises tank system, 183,000 miles, Mercedes-Benz engine.

**Tony 850-712-3830 AL** PC2



**2007 Peterbilt 379:** Cat C-15 475 hp, 10-spd., Jake brake, 469K miles, double framed, 20K# front axle, 20K# tag axle, new 4800 gal. US tank, new Jurop LC420 liquid-cooled pump, alum. wheels, all new tires. \$122,000

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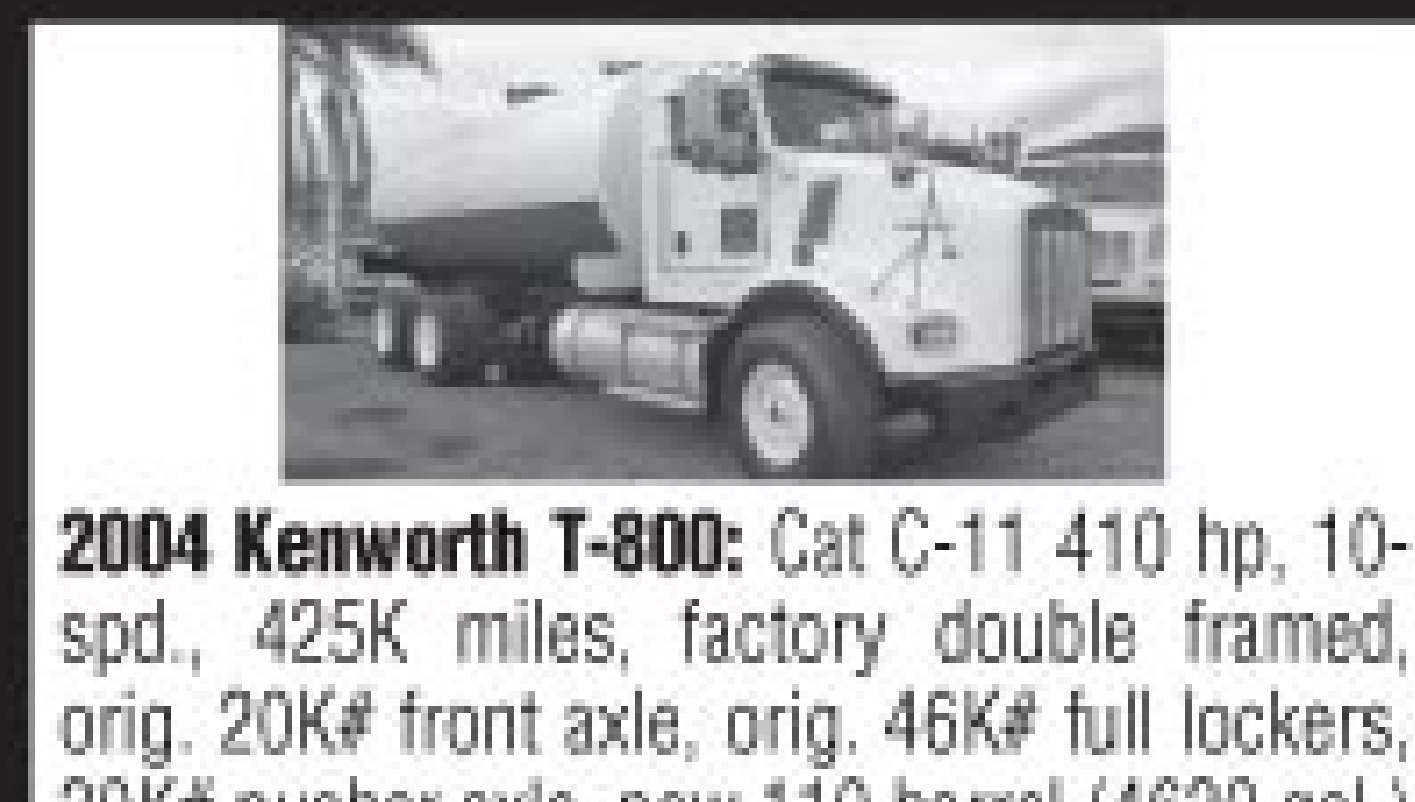
**2001 Peterbilt 357 Vac Truck:** C-10, 127K miles, 21/46 axles, Fuller 8LL, ATRO susp., PTO, front floats, cruise, NVE pump, Keith Huber tank, 3,200 gallon cap. ....\$69,500

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**2005 International Model 4300 Series:** 2000 gallon (1500 waste/500 water) Keith Huber tank system, 171,000 miles, DT466 engine.

**Tony 850-712-3830 AL** PC2



**2004 Kenworth T-800:** Cat C-11 410 hp, 10-spd., 425K miles, factory double framed, orig. 20K# front axle, orig. 46K# full lockers, 20K# pusher axle, new 110 barrel (4620 gal.) US tank, new Jurop LC420 pump (425 cfm), new paint (red & white).....\$88,000

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**George Gonzalez: 954-558-0816** PC2



**1999 Freightliner FL70:** 33,000 GVW, 7-spd., toilet carrier, Moro M10 pump, 1000 waste/450 fresh.....\$21,500

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# TRUCK STOP



February



**2001 Sterling LT9500:** Cat C-12 @ 395 HP, 97K miles, shows 7K hours, 20/46 axles, spring susp., 273" WB, 22.5 tires, disc wheels, VacCon end dump, Dresser rotating lobe blower .....\$79,500  
**715-546-2680 WI** CPBM



**2000 Sterling 9500:** 12,800 miles, C-12 Cat 8LL. Like new. New Imperial 4200 gal. tank, Masport liquid-cooled 400 cfm pump. Never had a drop in it!! New truck at used price! .....\$122,000  
**763-427-8333 MN** P02



**2001 Peterbilt:** 500 hp Detroit, 10-spd., Jake, AC, cruise, 20 front axle, 46 rears, Hendrickson susp., 20 lift axle, double frame, heavy rear bumper, new 4500 gal. tank and Jurop 429 liquid-cooled vac pump, new paint and tires. ....\$72,500  
**740-820-5520 OH** P02



**2007 Peterbilt 340:** Progress 4500 gal. alum. tank, Cummins 315, Eaton Fuller 10-spd., NVE Challenger 506 pump, 26,500 miles.....\$99,000  
**Mat 978-448-1187** P02



**1995 International DT-466:** 7-spd., 288,000 miles, 3600 gal. tank (3 years old), 400 water-cooled Masport pump. ....\$35,000  
**Rodney Lane**  
**270-832-3793 KY** P02



**2006 International GUZZLER CL & 2007 Sterling GUZZLER CL:** Both are extremely clean and in excellent condition. ....\$153,500 Each  
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**2005 International 4300:** 25,999 GVW, septic/toilet combo, auto trans., 1100 waste/400 fresh, Abernethy w/toilet carrier. New tires/brakes, 202K miles, 3" suction pass. rear, Masport pump HXL-75V. Very good condition well-maintained, ready to work. ....\$35,000  
**870-238-9481 AR** P02



**1995 Ford 9000 LTS:** 3176 385 hp, 579K, 8LL, 20 front, 40 rear, air ride, 425x22.5 floats, 1100Rx225 rear, 2000 Jay's ALUMINUM 4450 gal. tank, Battioni WPT 720. Nice!.....\$45,000  
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**Jerome 718-779-1000 NY** P02



**2003 Mack CX613:** 350 hp, 343,231 miles, air ride, NVE 367 Challenger, 3600 gal. 250 water in tank, perfect condition inside and out, dark green, yellow stripes, polished everything. ....\$80,000  
**336-777-8805 NC** P02



**1996 International 9200 Pump Truck:** 4000 gallon aluminum tank, total weight 52,000. In good condition, ready to work. ....\$39,000  
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**Amarillo, Texas sewer, drain & plumbing business established in 1976.** Owner wants to retire, so take the keys to a 2004 Sprinter outfitted with all of the equipment you'll need to run this business. Price includes real estate with 80x100 shop/office on two city lots. Good gross, good profit, financials available with signed non-disclosure. Offered at \$495,000. E-mail [jeffb@colepublishing.com](mailto:jeffb@colepublishing.com) or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing - [www.BTwo.biz](http://www.BTwo.biz).** (PBM)

## BUSINESSES

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)

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

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)

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

**PORTABLE TOILET BUSINESS FOR SALE.** Central Wisconsin. 377 portables, 6 trailers, 3 trucks, spare parts, complete turnkey operation. Motivated seller! \$249,000. 715-833-1510. (P03)

**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. (CPBM)

**ESTABLISHED BUSINESS FOR SALE IN WASHINGTON:** TP Re-Roller Co. Turns waste paper into profits! Patented. Serious inquiries only call Milton Foss at 360-385-1333. (PBM)

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

## BUSINESSES

**Incident Support Business** in Central Oregon, established 1998. Has Oregon State septic pumper license. Also an agreement with the USFS for two more years which can be renewed for local, regional and national emergency situations such as hurricanes, forest fires, or other disasters. Consisting of three potable water trucks, one septic pumper, mobile on-site laundry complete with support truck and 25KW generator, one 11-unit hand washing station, one 12-unit hand washing station, four 2-sink units with trailer, office/bunkhouse trailer, and two pickups. Owner is retiring. Serious inquiries only. Will train. \$250,000. 541-923-0411. (P03)

**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)

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

**Dallas/Fort Worth, Texas Area Sewer/Rehab Business For Sale.** Drain Cleaning, TV Inspection, Pipeline & Manhole Rehab/Relining, Municipal Cleaning and Maintenance business for sale. Excellent opportunity to expand or start your own business. Good revenue history and priced to sell. Includes all equipment to get started. **Offered at \$195,000.** E-mail [jeffb@colepublishing.com](mailto:jeffb@colepublishing.com), visit [www.Btwo.biz](http://www.Btwo.biz) or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing.** (PBM)

## BUSINESSES

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

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

## BUSINESS OPPORTUNITIES

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste fryer grease and oil (yellow grease) only. **No trap grease.** Big \$. Over 30 yrs. experience. Will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. Dewey Walker. 813-752-9535 or 813-758-2552. (PBM)

**Attention PolyJohn Owners:** Receive a **free CD-Rom** of our products to use in your company marketing efforts. Ask your PolyJohn business coach in your area to send you this material today. 1-800-292-1305 Kell. (PBM)

**WWW.ROOTERMAN.COM.** Franchises available with low flat fee. New concept. Visit web site or call **1-800-700-8062 x26.** (CPBM)

**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)

## BUSINESS WANTED

Serious buyer looking to purchase portable restroom and/or septic businesses in the North NJ or Hudson Valley, NY area. All inquiries are kept confidential. If you're thinking of selling, please call Jeff at 800-994-7990 or e-mail [jeffb@colepublishing.com](mailto:jeffb@colepublishing.com) for more information. (P06)

## COMPUTER SOFTWARE

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

## DEWATERING

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

4-year-old (2006) Lely Maximizer in great shape with 2 screens. \$24,000. Call 1-866-362-7687 for more info. GA. (P03)

## DRAINFIELD RESTORATION

**SEPTIC SEEP** - Over 90% of Septic Systems fail due to problems in the drainfield! Use this before it happens! MCSP 800-537-5800. (P02)

**DO YOU OWN A TERRALIFT MACHINE?** We have the beads in stock and we also have heavy duty 6' probes. Wanted: Used Terralift machines, working or not. Toll Free 1-888-252-1006. (P07)

**Soil Shaker 2000.** Universal skid steer attachment for drainfield restoration. Buy factory direct \$6,250. [www.soilshaker.com](http://www.soilshaker.com) or call 320-293-6644. (P1-12)

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

2000 Mack RD6885 cab & chassis with a 4,000 gallon, C/S, DOT certified vacuum tank unit with PV750 pump. (Stock #1460V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) **VAC-UNIT (822-8648).** (PBM)

1993 White GMC vacuum truck, triple axle, 2875 gal. tank, 176,585 miles. \$32,000 OBO. Lenny 818-612-5148 CA. (PBM)

## HAZARDOUS WASTE UNITS

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

## HYDROEXCAVATING EQUIPMENT

This is a 2000 Western Star 49645X (445,000 kilometers) which is about 250,000 miles. w/ CAT C12, 410 HP, engine brake, Fuller 18-spd., beam suspension, 20,000 fronts and 42,000 rears. 286 inch wb. Pro Vac tank (2,870 gal) w/Fraserwoods vac pump (S1AV 822). 8' section hose boom. Asking price \$120,000. For more information please contact me, Sergio, at 361-318-4459 TX. (P03)

## JETTERS-TRAILER

2003 O'Brien Custom Hydro, Model 10580-SC, Cummins 6BT 6 cylinder 5.9 turbo, Myers FE high pressure pump, 80 gpm, 2000 psi, 600' hose, tandem axle trailer, pintle hitch. \$25,000. Call JD 775-825-1595 or, [jd@watersvacuum.com](mailto:jd@watersvacuum.com). (P02)

SECA trailer jet model 747, diesel with 394 hours, 35 gpm, 2000 psi, 500 feet new hose. Was city owned. \$13,500. Pictures at [www.empireequip.com](http://www.empireequip.com). 714-639-8352. (CPBM)

**Xtreme Flow Hot/Cold Jetter!** Model# HJ2TA8536, tandem axle trailer, 35 HP Vanguard 8.5 gpm @ 3,600 psi, 325 gal. water tank, 300' hose, General pump. List \$27,995. **Sale only \$22,995. Fully loaded! 800-213-3272; www.hotjetusa.com.** (CPBM)

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

## JETTERS-TRUCK

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

For Sale: 2009 Sreco Flexible jet truck 3000 gal. tank. 125 gpm @ 2000 psi mounted on 2007 Sterling with 17,000 miles. We replaced hydraulic motors, larger hydraulic tank, installed a hydraulic cooler, rebuilt extendable hose reel, replumbed water lines, rewired most of unit and added rubber motor mounts to the John Deere auxiliary engine. \$250,000. 605-880-1358 SD. (P02)

## JETTERS-TRUCK

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

1984 Ford L8000, bright red Jet truck, 1500 gallon aluminum tank. Truck has Cat diesel; back unit has Perkins diesel. Truck has Allison automatic transmission recently rebuilt. Approximately 600 ft. of 1-inch hose w/nozzles. \$11,000. Call 1-800-536-9454 anytime. OH. (P02)

2001 Vac-Con water jet on an International model 4700, 50 gpm, 3000 psi, 1600 gallon plastic water tank. Was city owned. \$24,500. Pictures at [www.khtrucks.com](http://www.khtrucks.com). 972-938-1905. (CPBM)

## JET VACS

Mini Jet "N" Vac/Hydro Excavators. Perfect for: Vertical Hole Drilling/Pot Holing/Vacuuming. For details call **1-800-213-3272; www.hotjetusa.com.** (CPBM)

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

## LEASE/FINANCING

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

Excel Commercial Leasing - Pre-Qualify for the Pumper show. As the pumper show nears, it's time to dust off your business plan and review your equipment needs. Let Excel Commercial Leasings' professional staff, with over 65 years of industry experience, pre-qualify you for the show and the New Year. 1-855-54E-XCEL (3-9235). (P02)

## MISCELLANEOUS

**SEPTI-MARKERS** - Make your business grow! Plant a Septi-Marker and advertise your company. Contact MCSP @ 800-537-5800. (P02)

New custom built rotary screen for processing/screening septic or grease trap waste, also other liquid material. Originally constructed to screen waste prior to land application, 7'X16' containment box, 12'X3' rotary screen. Works extremely well based on 7 years operating experience. \$30,000. Call JD 775-825-1595 or email [jd@watersvacuum.com](mailto:jd@watersvacuum.com) for pictures. (P02)

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



## MISCELLANEOUS

Finally! One-man septic lid lifter. Lifts lids with incredible ease. Free shipping, lifetime warranty. Send check or money order for \$230.00 to Brindlee Mtn. Rooter, 130 Co. Rd. 1829, Arab, AL 35016. 256-586-5948. (P03)

## PARTS & COMPONENTS

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

## PORTABLE RESTROOMS

Up to 300 used Teal Satellite units in excellent condition located in Raleigh, NC. \$250 each minimum purchase of 26 units and shipping can be arranged. 1-919-954-8585. (P02)

50 used PolyJohn PJ3 portable toilets. Dark green in color. Good condition. Located in Knoxville, TN. \$150 each. Contact Denny at 865-740-1654 or pattbro@tds.net. (P02)

30 Aqua PolyPortable Integras, excellent condition, less than five years old, used mostly for special events and not construction. \$350 each. Western Montana. Call 406-728-3533 for more information. (P03)

Up to 400 used teal Satellite units in excellent condition in Central Florida. \$200 each. Minimum purchase 50 units. 352-860-0195. (PBM)

Up to 300 used yellow Satellite units in excellent condition. Located in North Carolina. \$200 each, minimum purchase of 50 units. 919-552-0200. (P02)

Used portable toilets for sale. \$250 and up. Brown/Green Satellite Tuftway units, Lime Green PolyPortables Integras, PolyJohn PJ3 Light Blue, Brown/Green Synergy units and more. Visit us at [www.donsjohns.com/used-unit-sales](http://www.donsjohns.com/used-unit-sales) for more info. 703-273-7100 or [sales@donsjohns.com](mailto:sales@donsjohns.com). (P03)

Polysans, excellent condition. \$90.00 each in lots of 20. Green & yellow. Wood skids. \$110.00 for each. Call Pete or Dave at 315-437-8423 NY. (PT02)

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

**FOR SALE:** Construction condition \$75-\$150 ea; special event units \$150-\$225 ea; half units \$175-\$250 ea; handicaps \$600 ea. All PolyPortables, PolyJohns, Five Peaks, Satellites MUST GO! Also handwash sinks, \$175 ea. Contact Manuel @ 305-970-9837 or email [greenpro10@yahoo.com](mailto:greenpro10@yahoo.com). (P02)

## PORTABLE RESTROOM TANKS

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

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

## PORTABLE RESTROOM TRAILERS

I have for sale a 2007 homemade 28 restroom trailer, 8x53. Many, many extras. LED lights, alum. rims, triple axle. Asking \$7,500. If interested please call 1-605-270-1749 SD. (P02)

2 and 4 unit NuConcept (VIP) trailers w/ portable. See link for video of trailer and VIP portables: <http://www.youtube.com/watch?v=0MLrImUp6J4>. Joe: 818-355-0253 CA. (P04)

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

For Sale: 2007 ACSI 24-ft restroom trailer, excellent shape, \$45,000. Check website for pictures [www.frankfortsanitation.com](http://www.frankfortsanitation.com), Frankfort, Kansas. 785-292-4933. (P02)

## PORTABLE RESTROOM TRAILERS

1995 20' Olympic Comfort station, 5 stalls womens side, 1 stall and 4 urinals mens. Sink vanities on both sides, AC and heat. \$11,000. [les@pottyqueen.com](mailto:les@pottyqueen.com) or John 610-587-8879. (PBM)

## PORTABLE RESTROOM TRUCKS

2005 Ford F-550 with 950/350 capacity. Built by Lane Co. Truck in good condition and used every day. Diesel/auto trans. with A/C. 155,000 miles. \$25,500. 859-255-6605 KY. (P04)

2006 CF600 International. 700 waste/300 fresh. Accessible from both sides. Good tires. \$29,500. 919-552-0200 NC. (P02)

2000 International 4700, Allison auto trans, 260,000 miles. 1100 waste, 400 fresh Presvac tank with hydraulic PTO, Jurop vacuum pump. \$15,400.00 Nice truck, very dependable & no CDL required. Call 800-273-5409 or email [bruce@aaasanitation.net](mailto:bruce@aaasanitation.net). WI. (P04)

2001 INTERNATIONAL 4700; DT 466 Diesel w/Allison 4-speed transmission. Air brakes, 174,050 miles, Keith Huber Princess 2 tank: holds 1100 gals. waste, 400 gals. fresh. Masport pump. 2 unit carrier. Good shape. Ready to work. Asking \$13,500. Call 937-585-9904 OH. (P02)

2005 Ford F550, 4 wheel drive, 600 gallon tank, 210 fresh water, Moro 210 pump with 18 hp pony motor. \$19,500. 970-725-0126 CO. (P03)

## PORTABLE RESTROOM TRUCKS

2000 Ford F350, Super Duty Diesel. 600 gallons waste, 300 fresh water. 98,000 miles. Has a Conde pump, new tires, new fuel tank, new batteries, new starter. \$8,700. 248-437-0841 MI. (P02)

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.aocinc.com/classified](http://www.aocinc.com/classified). Location Phoenix, AZ and Las Vegas, NV. \$30,000. 208-362-3193. (P02)

1990 International 4600, Allison automatic transmission, 261,000 miles. 900 gallon Best stainless tank, Masport pump. All in good working condition. \$6,500. 731-660-1781 TN, or; [mike@allbritesignsandrentals.com](mailto:mike@allbritesignsandrentals.com). (P04)

2000 International 4700, DT466 diesel, 205K, Allison auto. trans. 1500 gal. epoxy coated steel tank 1000/500. Masport vacuum pump, Burks wash-down pump. \$7,000. 209-667-2840 Gary, CA. (P03)

(2) 2004 F-550 Satellite toilet trucks. Auto, diesel, 135,000 miles, w/MD950 vac tanks. 2-unit toilet carriers. \$25,000 each. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

2002 F550, 650/300, \$20,000. 2004 F550, 650/300, \$25,000. 2005 F550, 710/280, \$27,500. 2004 F650, 1100/400, \$30,000. 2005 F750, 1500/500, \$35,000. Fleet maintained and on route daily. Pictures available at [www.advantagewaste.net](http://www.advantagewaste.net). Call 205-590-1237 for more info. (P02)

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## PORTABLE RESTROOM TRUCKS

2006 Ford F350 w/pumping unit, w/30 Poly-Portables portajohns ready to upstart you in business. Take anywhere and start! 85,000 mi. on chassis. All for \$32,500. 706-781-7356 or 706-400-2367 GA. (P02)

2009 Ford F750 1100-400 stainless tank. Less than 10,000 miles. Brand new truck used for 1 city project, no off road. \$78,500 new, now \$65,000. 251-490-5611 AL. (P03)

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)

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)

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)

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

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)

**GOING OUT OF BUSINESS:** Aluminum portable toilet tankers: '03 Inter., \$32K; '04 Inter., \$34K; '05 Inter., \$39K. Contact Manuel @ 305-970-9837, or email malonso@port-o-tech.com. (P02)

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)

1996 IHC 4700 LPX 7.3 motor. Auto transmission. Rebuilt motor and trans. 50,000 miles ago. 1991 600 waste, 300 fresh Coleman centerline. \$8,500. Call 620-662-0009 KS. (P02)

## POSITIONS AVAILABLE

GapVax has two SALES POSITIONS AVAILABLE. Check details on our website, www.gapvax.com, or send resume to betty@gapvax.com. (P2C3)

## POSITIONS AVAILABLE

ADVANCED WASTE SERVICES is seeking Journeyman-Level Mechanics to add to its New Castle, PA, Portage, IN, Milwaukee, WI, and Ohio locations. Primary duties will include all aspects of repair on Semis, Straight Trucks, Tankers, Vacuum Trucks, Heavy Equipment, Forklifts and Plant Equipment consistent with a Water Treatment Operation. Qualified candidates will be skilled at Cutting, Welding, Fabricating, Hydraulics, Electrical Diagnosis and Repair. Experience with Vacuum Equipment (Trucks, Tankers and Plant) is a must. 8+ years of experience required. Class A CDL mandatory within 90 days of hire. E-mail your resume and letter of introduction to: hr@advancedwasteservices.com. (P07)

## PUMPS-VACUUM

New water end barrel for Vector water pump, \$1,250.00. 714-381-4141. (CPBM)

New **Masport** and **Jurop** vacuum pumps. Serving the industry since 1980. Compare our price before you buy. W-K Machine & Supply Co. Call 1-800-633-8947. Distributor. (PBM)

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1995 International 4900, 2500 gal. vac tank, new R-260 pump, good condition, work ready. Asking \$20,000. Call 440-466-4406 (OH) or email neseptic@windstream.net. (P03)

RETIRING: 1984 Freightliner, Cummins, 4-axle, vacuum truck. Thompson pump, Thompson 3800 gal. tank. \$18,000 OBO. Jim 951-545-9604 CA. (P02)

2004 Intl. DT-466, 130,000 miles, new 2300 gal. tank, \$47,000; 2005 Intl. DT-466, 119,000 miles, 1500 waste, 300 fresh, set up to pump septic or toilets, \$47,000; 2001 Intl. DT-466, new 2300 gal. tank, \$37,500. Rodney Lane cell 270-832-3793. (PBM)

1985 Ford F800 septic truck, 2500 gal. tank, Masport pump, manways top and back, 5-speed, air brakes, good tires, new white paint. Truck is in good condition. Asking \$19,500 OBO. Call Barry 256-832-7867 AL. (P03)

2000 Peterbilt 378, Cummins engine, N14 435 hp, Super 10 trans., equipped w/2006 3365 gal. vac tank, Jurop pump. \$39,900. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

1992 International 4900. Low miles, runs great, maintained very well, brakes 80%, all tires about 90 %, no recaps. Only reason we are selling is because we needed bigger capacity truck. Tank's paint partially faded. This truck ready to work. \$21,500 OBO. Call 818-383-5474 CA. (P02)

1997 Mack CH613 with a pre-owned Quality 3500 US gallon vacuum tank, NVE 367 vacuum pressure pump package. (Stock #4289V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1980 Mack MR, 210 HP, 5-speed, 14K front, 23K rear. 2500 gallon C/S tank, Jurop water-cooled 325 CFM pump. Resting 5 years. \$7,500 OBO. 860-669-3048; bill@walterseptic.com; cell # 860-227-5624 CT. (P02)

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

2010 Peterbilt 348 with a new Presvac 3,600 US gallon carbon steel vacuum pressure tank with a Masport HXL400WV vacuum pressure pump. (Stock #8806) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

## SEPTIC TRUCKS

For Sale in Wyoming: 1980 3208 Cat diesel, Top Kick w/2,000 gallon tank. Please call Ryan 307-367-2767. (P03)

2004 International 466 DT, under CDL, new aluminum tank, 2000 gallon, new Masport 75 pump. \$49,500. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

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2001 International 4000 Series pump truck, 160,000 miles, 2500 gal. tank, jet with hose reel and water tank, well maintained. \$35,000. 770-222-3333 GA. (P04)

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## TRUCKS, MISC.

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14' High Cube TV Truck, RST Omni 3 camera, 2 tractors, many extras, excellent value, ready for work. \$38,500. Oregon. Call Joel @ 541-396-6414 or [jklein@munisupply.com](mailto:jklein@munisupply.com). (P04)

2002 Ford E-450 Cube Van, V-10, 57,500 miles, Onan generator, Omni III Camera pan/tilt with zoom, dual monitor, POSM software. \$60,000. Call JD at 775-825-1595 or [jd@watersvacuum.com](mailto:jd@watersvacuum.com) for photos. (P02)

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## WATERBLASTING

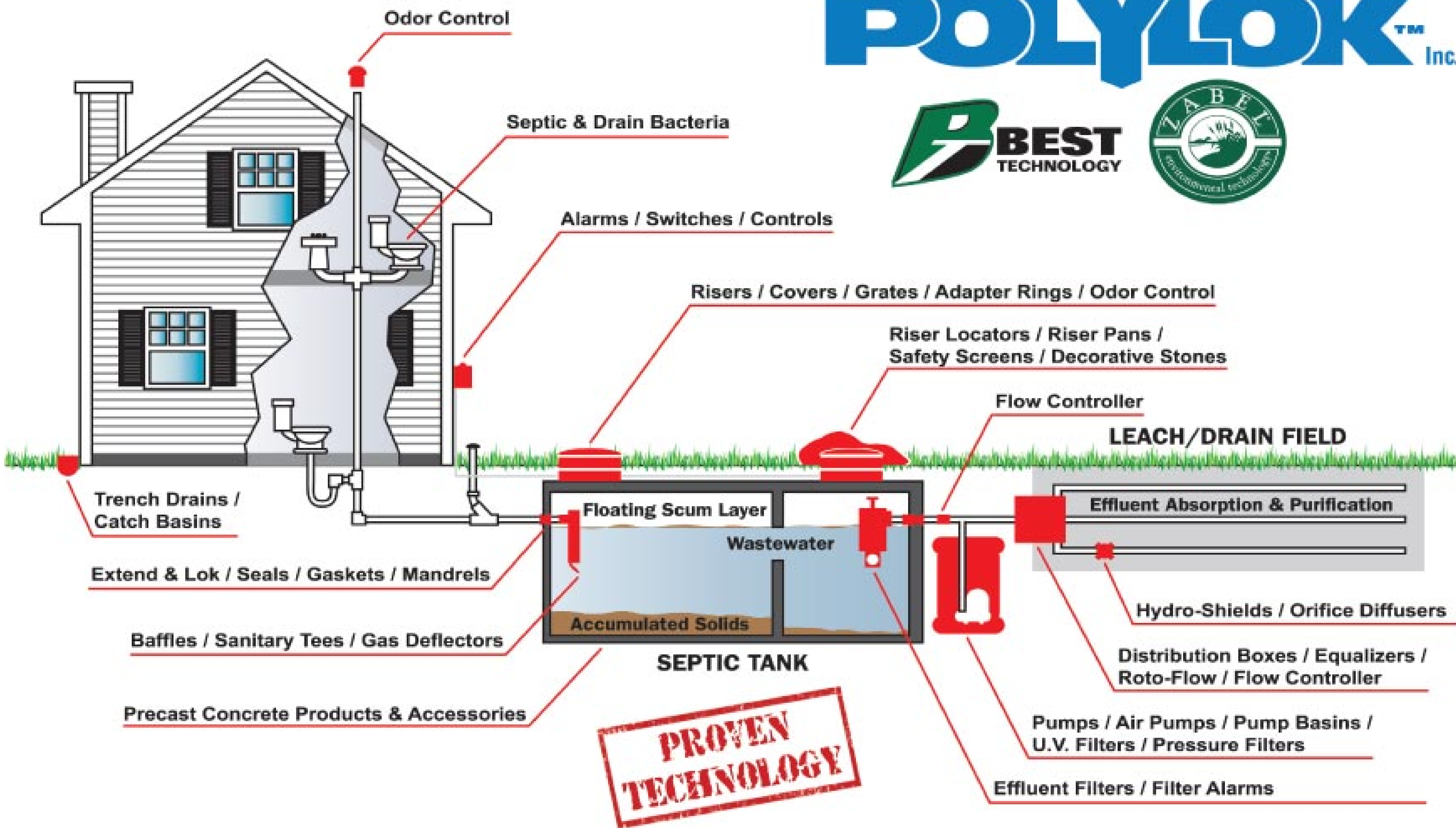
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