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## Reading Between the Lines



# Have You Checked Your Website Lately?

By Jim Kneiszel, Editor

Almost every day I have an occasion to look at the website of a septic service or portable sanitation company. And as I review the text, photos or other content at these companies' online homes, one message is clear to me: Not all websites are created equal.

On one end of the spectrum you have the website of **Pump That Septic** of Cassopolis, Mich., a company featured in a contractor profile in this issue of *Pumper*. Owner **Dervin Witmer** would be considered Web savvy, and his site, [www.pumpthatseptic.com](http://www.pumpthatseptic.com), employs many of the latest techniques aimed at identifying and landing customers.

Witmer uses educational videos, compelling graphics, social media sites, online coupons and other tricks of the digital trade to lure new business. To learn a little more about Witmer and equipment, check out our new video profile feature on his company at [www.pumper.com](http://www.pumper.com).

For every updated, professional-looking website like Witmer's, many septic service company sites fall short of their marketing potential. Frequently I see pumping company websites that were obviously produced several years ago and have remained an afterthought by the business owners. Or they are sites with just a few pages of content slapped together using a quick-and-easy Web template and serve little purpose beyond being an online business card.

If your company has an outdated or unsophisticated website, it's understandable and you're clearly not alone. Many service providers in any industry are lagging behind the times with their Web presence, either due to financial constraints or a lack of time. It's easy to justify putting off improving your website if you're busy making money pumping tanks or servicing portable restrooms.

But at the same time, I hear more and more pumpers say they get the lion's share of their new business from customers who find them on the Web. They are often surprised by this development. But they learn from it as well, and savvy ones like Witmer at Pump That Septic start concentrating their marketing budgets on a stronger Web presence.

A website is a relatively inexpensive marketing tool when you compare it to placing ads in several telephone directories each year. But while there is little cost in launching a simple website and keeping its domain name alive, time and money are required for optimizing the site with valuable content and making sure prospective customers find it when they perform an Internet search.

That's where this month's *Pumper Interview* story comes in. In this issue dedicated to office technology and software, writer **Paul Holley** talked to digital strategy consultant **James Davidson** about ways pumping companies can get their tired old websites firing on all cylinders and generating lots of new customers.

Davidson shares a host of valuable techniques, from using social media sites like Facebook and Twitter to tapping into the latest trend of online couponing via "deal of the day" websites like Groupon and Living-social. He explains how pumpers can begin to tackle the important task of search engine optimization, or SEO, which is the art of landing your website at the top of search lists.

While the prospect of retooling your website might be daunting, it's probably necessary — and may be long overdue — if you want to compete as more and more consumers search for services via the Internet. ■

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Michigan's Pump That Septic aggressively markets to spur growth and educate consumers. **On the cover,** owner Dervin Witmer is shown filming a video for his website on the benefits of adding septic tank risers and lids. (Photo by Ben Bredeweg)



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## Coming in APRIL

### SPECIAL ISSUE:

#### Expo Recap & Portable Sanitation

■ **Contractor Profile:** West Virginia pumpers buy existing business, also start one from scratch

■ **Pumper Interview:** Veteran restroom contractor looks to the busy season

# Pumper®

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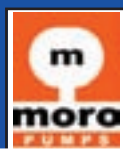
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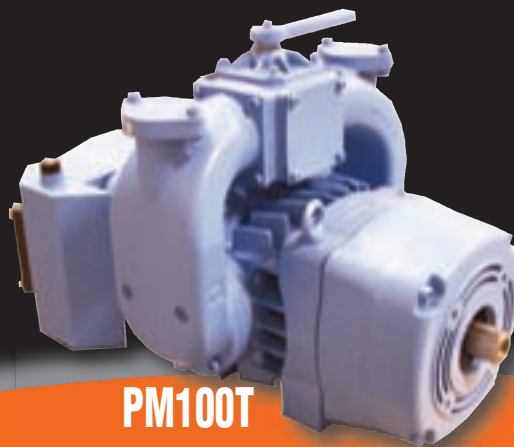


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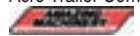
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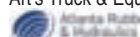
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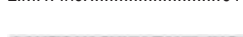
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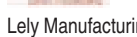
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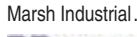
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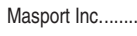
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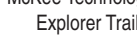
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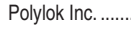


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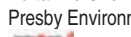
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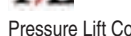
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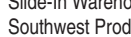


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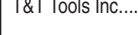


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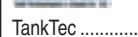
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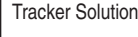
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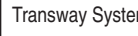
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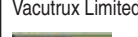
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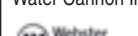


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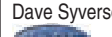
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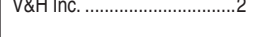
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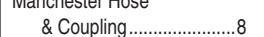
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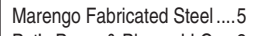
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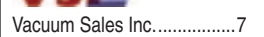
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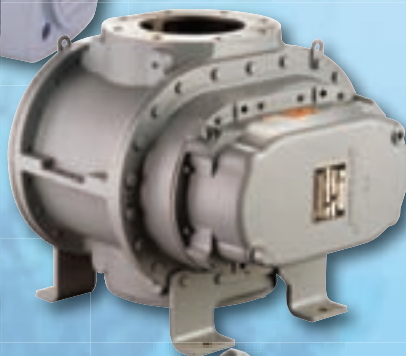
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# Illinois Drafts Standards For Direct Discharge

The Illinois Environmental Protection Agency drafted a general NPDES permit to set water quality and management standards for direct discharge from 1,500-gpd buried or recirculating sand filters, waste stabilization ponds, and aerobic treatment plants listed by NSF for Class I effluent. If the state does not adopt the standards, the legislation will prohibit direct discharge from these systems on Jan. 1, 2013.

Direct discharging represents more than 40 percent of annual state onsite permits, and estimates place the number of existing systems at more than 150,000.

## COLORADO

The Gilpin County Board of Health adopted new onsite regulations requiring more thorough site characterizations for system designs and time-of-sale pumping and inspection of systems more than five years old. Inspectors must be National Association of Wastewater Transporters-certified or equivalent, and violations must be corrected before closing. That includes abandonment of cesspools and straight pipes when found. Extensive outreach is under way to inform local engineers and real estate associations of the new requirements.

## FLORIDA

The state legislature passed a bill delaying implementation of Senate Bill 550 from Jan. 1 to July 1. The bill would require all of the state's estimated 2.6 million septic tanks to be inspected every five years and brought into compliance with health department regulations by 2016. The decision also delays the Department of Health mandate to test water tables as part of the inspections. Some lawmakers are fighting to repeal the measure, saying it's extreme and costly to homeowners.

## SOUTH DAKOTA

The Rapid City council proposed changing the city's onsite system inspection program to mirror the one in Pennington County, eliminating the overlap in city and county jurisdiction. If approved, the frequency of inspections and permit costs for onsite systems would be lowered to match those in the county.

The city operating permit fee is \$125 with inspections every three years. Outside city limits, the fee is \$20 with inspections every six years. The city also charges \$150 to permit new systems and \$125 to repair systems, compared with the county's \$300 per system. The city oversees 3,150 onsite systems. If approved, the changes would go into effect 20 days after publication.

## NORTH CAROLINA

The state Environmental Management Commission approved regulations to reduce nitrogen and phosphorus pollution in Falls Lake, Wake County's largest source of drinking water. The law, which took effect Jan. 15, covers new and existing development with sewer and onsite systems discharging to the watershed. The two-stage program will put the lake in compliance within 30 years, time enough for local governments to determine whether the rules work as designed.

## MICHIGAN

City of Grand Rapids commissioners compromised with eight suburbs after consulting with onsite installers and well drillers. Instead of requiring residents within 200 feet of a municipal water and sewer line to hook to it if their well or onsite system failed, they now have the option to replace systems if they fit on the property. The Utility Advisory Board also approved the rules. Installers and drillers objected to the original version, saying it would cost homeowners up to \$30,000 to tie into the city system.

## MARYLAND

In response to a Rules and Regulations item in the January issue, the Maryland Department of the Environment has clarified that a one year ban on drip irrigation systems applies to large, land applications systems and not residential systems. The clarification comes from Steven Krieg, a sanitarian in the MDE On-Site Systems Division in an e-mail to several installers in the state. ■

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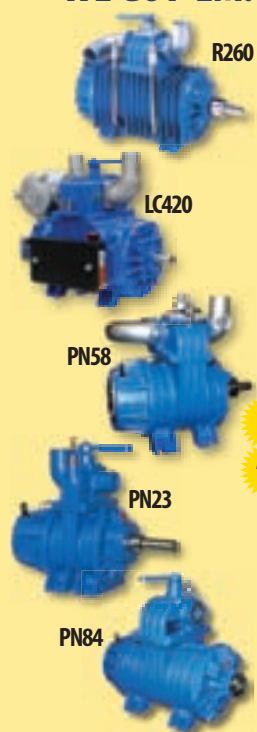
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Dervin Witmer, owner of Pump That Septic, is ready to empty a customer's tank. (Photos by Ben Bredeweg)

# Small Company BIG IMAGE

## Profile

**Pump That Septic,**  
a subsidiary of Dig-It Excavating Inc.  
Cassopolis, Mich.

**Owner:** Dervin Witmer

**Founded:** 2005

**Employees:** 3

**Service area:** 30-mile radius of  
Cassopolis

**Services:** Septic service, lift station  
maintenance, septic system design and  
installation, excavation

**Associations:** Michigan Septic Tank  
Association

**Websites:** [www.pumpthatseptic.com](http://www.pumpthatseptic.com),  
[www.digrdone.com](http://www.digrdone.com)



## Michigan's Pump That Septic aggressively markets to spur growth and educate consumers

By Paul Holley

With a colorful, informative website and professionally produced marketing materials, you wouldn't know that Pump That Septic consists of owner Dervin Witmer and a couple of part-time employees. That's exactly what Witmer, 33, strives to accomplish.

"I want our image to be of a clean service company," he says.

The positioning — and name — for Pump That Septic came from a brainstorming session between Witmer and his brother-in-law, Ben Bredeweg, a graphic designer and marketing consultant.

"I kept running into homeowners

who didn't have a clue about how their septic system worked or what to do with it," Witmer says. "I felt like a focus on education was really needed. Ben and I kicked that around and came up with 'Pump That Septic.' In marketing, you've got three seconds to identify a problem and create a solution."

The brainstorming didn't stop with the name. Witmer and Bredeweg selected blue as a background color because they felt it conveys a clean, environmental feel. Bredeweg created the Pump That Septic logo, a smiling, hose-carrying service technician that appears on the service truck,

*continued*



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Dervin Witmer

website, brochures, promotional fliers and refrigerator magnets.

### ROOTS IN EXCAVATION

Witmer is a Pennsylvania native who relocated to southern Michigan after marrying his wife, Kari. While doing general excavation work in 2005, he got the opportunity to market his services to owners of recreational properties in Porter Township, Mich., where the local municipality had constructed a new treatment plant. The new system, which serves about 1,500 customers, was created to improve the overall water quality of five area lakes by replacing septic systems.

For the better part of a year, Witmer went door-to-door to about 200 individual property owners who hired him to pump out the existing tanks, crush the lids, fill the tanks with sand and reroute service lines to the new system.

Initially, he paid a third party to do the



Dervin Witmer (left) makes sure he explains the advantages of using effluent filters. At right, Witmer demonstrates Prototek underground location equipment.



pumping. Then, another opportunity came knocking.

“One day, I dropped by a well-digger friend who told me about a used (vacuum) truck for sale. I thought about it for a minute and bought it,” Witmer says. “I thought the businesses would complement each other.”

Witmer obtained the necessary state li-

cense and was soon pumping septic tanks with a 1986 Chevy carrying a 2,000-gallon tank. As the conversion project work wound down in late 2006, Witmer marketed septic tank pumping along with his excavation business.

Pump That Septic is set up as a subsidiary of his Dig-It Excavating Inc., which offers water and sewer line installation, septic system installation and general excavation.

### VARIETY OF EQUIPMENT

The 50-50 split between septic system maintenance and excavation work, means that Witmer runs a variety of equipment.

The septic service work is handled by a 2002 International 7400 built out by Imperial Industries Inc. with a 3,200-gallon steel tank and a NVE (National Vacuum Equipment) Challenger pump, heated collars and aluminum hose trays. The rig was acquired in March 2010 to replace Pump That Septic’s original truck.

Imperial produced the new rig’s distinctive two-tone design on the tank, and a local body shop matched the look on the truck cab. The large logo on the tank was produced on four-color vinyl by a local sign shop.

The excavation side of the business is handled with a 2008 Kobelco 80 CS excavator, a 2007 Takeuchi TL 140 skid-steer and a 1990 Peterbilt 378 tandem dump truck. The excavator and the skid-steer are transported on a 1994 20 DT tag-along low boy from Interstate

*continued*



Witmer pumps a tank at an apartment complex. About half of his workload is in septic system pumping and maintenance.





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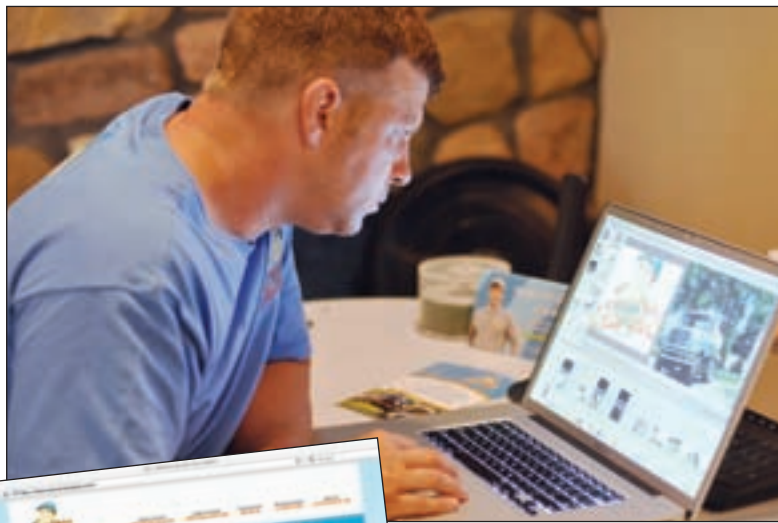
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Witmer (above) reviews a video about his company before it's posted to his website. Above (left) is a screenshot from the Pump That Septic website. At right, Witmer consults with a customer.

## Being the nice guy has benefits

"Excavators can be a tough bunch," says Dervin Witmer, owner of Dig-It Excavating. "There's an underlying animosity between contractors and health departments because they're the authority."

But, Witmer has resolved to break that stereotype. By doing so, he's able to use a more efficient material in septic system installation.

"My approach is to get the inspector's cell phone number and then stay in touch," he says. "My message is, 'I respect your authority and I want to work with you.'"

Witmer's service territory is concentrated within three counties in southern Michigan and one northern Indiana county. Most of his excavation work involves installing water lines, sewer lines and septic systems.

Witmer doesn't hesitate to call an inspector with a question or to ask permission. He'll also call to keep inspectors posted on a project's status.

"We have a good reputation with the health departments," he says. "I'm at a point where they like the work we do."

Developing good working relationships with county health department personnel has helped Witmer earn inspector approval to use shredded tire material instead of stone aggregate in many septic system installations during the past two years. The recycled tire material is used as fill around drywell systems, in the beds of mound systems and to line trenches for pipes. Witmer has two suppliers within about 15 miles of his Cassopolis, Mich., base.

Witmer points out that the rubber is an environmentally sound re-use for old tires and is slightly cheaper than aggregate. But the real benefit is at the jobsite.

"We like to use rubber. It's lightweight, we can carry more of it in the dump truck and it's easier to handle," he says.

Trailers Inc. A 2003 Dodge Ram pickup, equipped with a snowplow and fuel tanks, rounds out the equipment roster.

Witmer says the rubber-tracked excavator and skid-steer minimize landscaping disturbance — a selling point he mentions to property owners.

### MAKING THE MOST OF THE WEB

While the creation of the Pump That Septic name may have been a quick hit of inspiration, Witmer makes the most of it as an online marketing device. A big plus, he says, is that "pump" and "septic" are among the words people type in when using a search engine, like Google, to find information about septic service.

"When Ben (Bredeweg) and I came up with the name, we checked right away to see if the (website) domain name was available. We bought it right on the spot," he recalls.

Bredeweg, who also created the Dig-It Excavating site, started with a simple website and gradually made improvements to produce something that both educates and sells. Witmer says the latest version of the site was completed in the spring of 2010.

The Pump That Septic website ([www.pumpthatseptic.com](http://www.pumpthatseptic.com)) contains detailed explanations of septic system maintenance and installation and offers discount coupons for inspections, new systems or risers. The site also includes short videos that illustrate how a septic system works, demonstrate system maintenance and explain system replacement.

Witmer hired a production company to create two of the videos. The videos feature Witmer in the field talking about septic system maintenance and installation. Witmer acquired the rights to a third video that was produced by a Michigan county health department.

"The videos were a lot of fun to produce and a lot of work, too," he says. "Explaining what you do to an audience really helped me to think hard about how to explain it in a simple way."

Witmer says the \$4,000 in production and licensing costs for the videos helped meet his goal of having a user-friendly, educational website. In addition, the presence of video boosts the site's visibility on search engines like Google.

Witmer cross-promotes Dig-It Excavating

and Pump That Septic on respective websites. For example, visitors to the Dig-It site ([www.digrdone.com](http://www.digrdone.com)) can view the same informational videos that are on the Pump That Septic site.

"It gives us double the exposure," he says of the interconnected websites. "We want to be an in-house solution to whatever needs people may have."

Witmer has doubled what he spends on marketing during the past couple of years to develop a solid Web presence. The company's overall marketing budget, including the websites, Internet search engine products, Yellow Pages ads and other promotional materials, is 8 to 10 percent of annual gross income, compared with previous spending of 4 to 6 percent.

The online push has been effective, Witmer says. Website traffic has averaged 120 visits per month in 2010. In July, nearly 45 percent were first-time visitors. It costs about \$2,000 annually to maintain and update the site.

At Bredeweg's suggestion, Witmer reduced the size of Yellow Pages ads in his service territory and applied the money toward Web-based marketing. Bredeweg also recommended that a photo of Witmer appear in the Pump That Septic phone book ads. The think-

*continued*

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Dervin Witmer



Witmer uses an Apple iPhone to stay in touch with his business while on the road. Here he calls a customer to give an arrival time.

and their five children toss candy to spectators.

- Sponsorship of a youth soccer team that included giving a drawstring backpack with the company logo to all players.

- Blanketing neighborhoods with fliers reminding homeowners of the need to have their septic tanks pumped and serviced on a routine basis.

A promotional idea in the works involves handing out numbered lottery-style tickets. Participants will be required to visit the company website and register their ticket number and e-mail address. The winner gets a free pump-out while Pump That Septic builds an e-mail list of prospective customers.

“It’s important to reach people and you have to do it a lot of different ways,” he says.

Regardless of what’s in the marketing mix, Witmer is dead serious about professionalism and avoids funny slogans on his equipment and materials.

“We’re trying to do everything in a clean, environmental way,” he says. “Proper septic maintenance is a public health issue, not a joke. I feel good about that.”

Witmer also credits a solid, three-year relationship with Bredeweg’s marketing consultancy for producing a consistent brand image.

#### WHAT’S AHEAD?

“I call myself the reluctant successful businessman,” Witmer says with a chuckle. That’s because he wants to keep growing without losing the personal touch he can give his customers.

However, within a year, Witmer plans to add a full-time technician to the service truck. At present, a part-time laborer helps with excavation projects and occasionally distributes advertising fliers. A retiree is available to drive the service truck or the dump truck.

“My long-term goal is for the company to not have to completely rely on me,” he says.

Witmer also expects the septic service will likely grow from the present 50 percent to as



Witmer is in front of the camera, explaining when septic system additives from Cape Cod Biochemical Co. are beneficial for customers.

much as 70 percent of his business volume within the next couple of years. He believes Pump That Septic’s continued Web presence will produce more opportunities for residential septic system maintenance.

There is an economic factor as well.

“The economy has people wanting to preserve and protect what they have,” Witmer says. “A \$200 pump-out looks a whole lot better than a \$10,000 replacement.” To help grow that part of the business, he’s considering the purchase of a jetter and septic field restoration equipment.

“We’re going to continue to market ourselves as a clean solution,” he says. ■

#### More Info

**Cape Cod Biochemical Co.**  
800/759-2257  
www.SepticOnline.com  
(See ad page 69)

**Imperial Industries Inc.**  
800/558-2945  
www.imperialind.com  
(See ad page 35, 81)

**National Vacuum Equipment Inc. (NVE)**  
800/253-5500  
www.natvac.com  
(See ad page 67)

**Prototek Corp.**  
800/541-9123  
www.prototek.net

**RomoTech (Rotational Molding Technologies Inc.)**  
574/831-6450  
www.romotech.com

ing was that the owner’s photo delivers credibility and personalizes the business.

“Ben noticed that pictures of (service) trucks are what usually appear in the ads, so we used my picture to set us apart. I wasn’t looking for attention, but I have to say that people notice my picture,” Witmer says.

Witmer also believes that the Pump That Septic website will someday be a stronger marketing tool than increasingly costly phone book ads. He gauges the site’s effectiveness by e-mails received and coupon usage.

“We find the Yellow Pages still brings us a fair amount of work, but the website is getting more and more attention,” he says. “We wanted to be ahead of the curve with it.”

#### VARIED MARKETING TOOLS

Witmer likes to use a variety of marketing tools for his business. Examples include:

- Riser lids sold to homeowners embossed with the Pump That Septic logo and phone number help ensure Witmer gets future service calls. He bought a supply of lids from Rotational Molding Technologies Inc. (RomoTech)
- The Pump That Septic service truck appears in area parades where Witmer, his wife,





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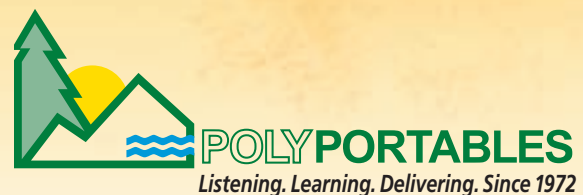
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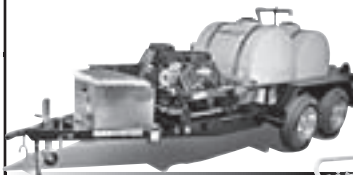
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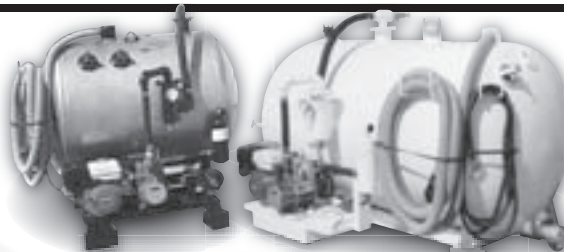


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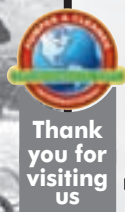


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## SEVEN WAYS TO FAIL

**When there are too many competitors and not enough work orders to go around, company owners can lose their focus and make business-busting decisions**

By George Hedley

Everything is changing in the business world today. The new reality of too much competition and too little profit has become an ongoing challenge. As you get tossed around on this sea of constant change, basic business fundamentals never change. Here are seven sure-fire ways to fail in business if you don't make the right moves fast.

### 1 Stay busy. (No written plan!)

Trying to stay busy or keep your crews working is not a plan for success. Neither is jumping from one strategy to another. During roller-coaster times, moving forward without a written plan is like building a house without blueprints. What's your plan to stay in business and make a profit over the next three years if your workload shrinks by 25 or 50 percent or more? No plans? You might as well burn your cash to keep warm.

### 2 Compete on price. (Nothing differentiates us!)

Companies that try to do anything and everything for every available customer spread themselves too thin and can't make any money. They are in the "yes" business, as in: "Yes, we can do that!" Would you go to any doctor for heart surgery? When you claim to be good at anything, you'll only win jobs by being the lowest bidder by a large margin. Customers pay more for expertise or specialists. What is your company known for? Why should customers pay more for your product or service?

### 3 Hire cheap. (We can't find any good people!)

It is tempting to hire cheap labor. But when you hire less-experienced, less-qualified, and low-paid employees, you're kidding yourself. Cheap people make more mistakes and require more

supervision. This takes you away from making your business profitable. When you spend all your time checking and helping junior people learn, you're not spending your time where the money is made: with customers, looking for opportunities, inspiring and motivating your crews, and on the bottom line. Better people require little or no supervision and will allow you to do more business and make more money.

### 4 Do it yourself. (No written systems – It's all in my head!)

It's easier to do everything yourself than to teach employees how to do it for you. This management style requires you to be everywhere to make sure everything gets done perfectly. This also holds your company and people back from reaching their maximum potential. Replace yourself with checklists and systems to improve productivity so you can focus on your top business priorities.

### 5 Let someone else manage your money. (Too busy to mind the store!)

Most small business owners don't know their numbers or have financial targets. They work real hard and hope their numbers work out. Or they let someone else worry about the finances. The purpose of your business is to make a profit. But with your head focused 100 percent on getting work done, you'll never make any money. Get focused on your sales revenue, overhead, job costs, job profits and company profits.

### 6 Too big, too fast, with no cash. (Not enough working capital!)

The No. 1 reason small companies go broke is they outgrow their cash reserves. Before you take on more work than you can handle, make sure you've got the capital resources to do the work. You would never start a donut store without at least \$250,000 in the bank. Plan to have plenty of cash on hand for three to six months of overhead, personnel, and equipment required to get paid in a normal timeframe. Keep adequate reserves on hand in case payments get delayed.

### 7 Go with the flow. (No marketing or sales plans!)

Companies without a specific written marketing and sales plan tend to bid on jobs or do whatever work comes in the door. This is a reactive approach and will not take your company where you want it to go. Successful companies have an ongoing approach to sales and methodically approach the markets and customers they want. Identify your top customer targets and make them a priority.

### A FINAL THOUGHT

The choice is yours. Strive to thrive or fail and bail! Consider these seven factors to chart your future in any business climate. ■

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



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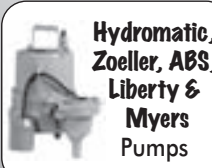
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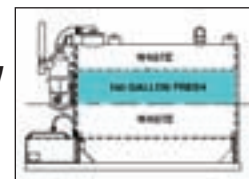
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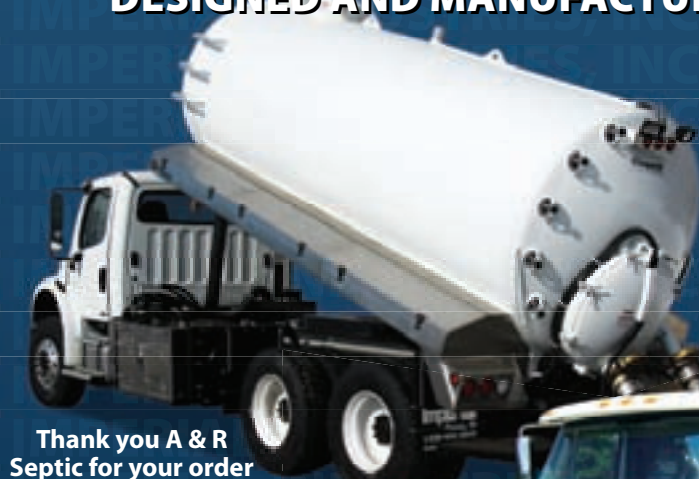


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Cindy Sullivan (left) talks about the placement of a lift station at a construction site with Sullivan Septic workers (from left) Jeremiah Reh, Pablo Mendez, Chris Longly and project engineer Jake Wichmann. Below, Kevin and Cindy Sullivan. (Photos by Jenn LeBlanc)

# PROS AT *Perseverance*

**Multiple bouts with cancer and a wild economic ride can't keep hardworking Colorado pumpers Kevin and Cindy Sullivan down**

By Paul Holley

**I**n January 2010, Cindy Sullivan was diagnosed with cancer — for the third time in her life. By June, she was back in the office full time handling permits, bidding, ordering materials and

coordinating with customers and inspectors for Sullivan Septic & Excavation of Longmont, Colo., the 16-year-old business she co-owns with husband, Kevin.

Quitting was never an op-

tion. “Kevin and I have worked too hard to get where we are to stop now,” she says. “You just go. You stumble through it.”

Cindy, 54, learned she had thyroid cancer after noticing a persistent lump in her throat. Surgical removal of her thyroid in March was followed by radiation treatments. Cindy had a brief scare when doctors initially thought the cancer had migrated to her liver. Fortunately, the can-

cer hadn't spread and doctors regulated her thyroid functions with medications. She was able to return to work part time by May.

“It was a rough six months,” Cindy says. “It's very hard when you're a husband-and-wife team and one of you gets sick.”

Adds Kevin: “Mom-and-pop operations have it tough. Customers aren't going to wait around.”



**“IT WAS A ROUGH SIX MONTHS. IT'S VERY HARD WHEN YOU'RE A HUSBAND-AND-WIFE TEAM AND ONE OF YOU GETS SICK.”**

Cindy Sullivan

*continued*



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Technician Jeremiah Reh uses a Bobcat excavator to work up an area to be used for a replacement drainfield in a restricted space in Colorado.

## KEEPING THE BUSINESS GOING

For the Sullivans, keeping the business going meant putting in longer hours and working around doctor appointments and recuperation time. Soon after they learned of Cindy's latest illness, the couple discussed how they would operate the business in her absence.

"The best thing for a husband and wife to do is to talk it through — about how you'll keep it going," Kevin says. "You both have to be on board."

Because Kevin handles septic

service work himself (pumping seven to 10 tanks a day), as well as overseeing septic system installation projects, Cindy would be home by herself during much of her recovery.

"She was well aware that she'd be alone. And, there would be some times when I couldn't work because I needed to be with her," Kevin says.

During the time Cindy was sidelined, her daughter, Kelly Harris, picked up much of the paperwork duties. Kelly has managed scheduling and billing for the business for seven years.

Another daughter, Krystal, started working part time in the office since graduating from Colorado State University.

While having family members available to pick up the workload is important, Cindy says that maintaining a positive attitude is a key in overcoming cancer. She's had plenty of experience. She survived cervical cancer 10

## Growth Plan: Meet Bigger Challenges

When a collapsing residential construction market sapped the demand for new septic systems, Kevin and Cindy Sullivan, co-owners of Sullivan Septic & Excavation, just worked that much harder.

"Things were just roaring here. We topped out at 154 installs in 2005," Kevin says of his suburban Denver territory.

New system installations have leveled off at 80 to 90 in each of the past two years. "I'd say we're holding our own," he says.

To keep their excavation crew working, the Sullivans have promoted their company's technology and haven't shied away from challenging jobs. The company's website ([www.sullivanseptic.net](http://www.sullivanseptic.net)) lists its camera inspection, pipe bursting and inspection services. Kevin says word has gotten out that he and his crew like challenges.

"Municipalities and businesses come to us with difficult situations because they know we'll take them on," he says.

One particularly challenging job involved using his pipe-bursting machine to update a 203-foot-long, 4-inch-diameter clay pipe sewer line beneath a major thoroughfare, where a mistake would have meant a disruptive excavation.

Kevin also is proud of a 160-foot-long sewer line replacement that resembled "threading a needle" around a pair of 24-inch water mains, a high-pressure gas main and a communications cable. He says two other underground contractors declined the project. Sullivan used his sewer inspection camera to follow the line through the maze to eventual success.

"You've got to think these things through from an engineering standpoint. You definitely want to keep track of all the details," he says. Kevin adds that system upgrades and remodeling are on the upswing as new system installations have remained flat.

"People recognize that it's important to upgrade or maintain their systems because they want to be in good shape when real estate rebounds here," he says.

years ago and successfully went through breast cancer surgery eight years ago.

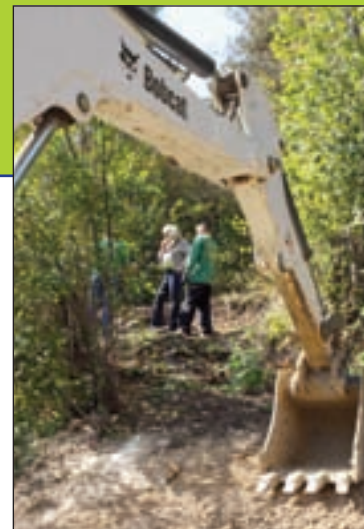
"I still remember coming back after the breast surgery, sitting on the couch and going through the bills," Cindy says. "You have to have that drive to keep going."

## A SCRAPPY UPSTART

A drive to succeed was behind the start of Sullivan Septic & Excavation, located about 30 miles north of Denver.

Kevin Sullivan, now 47, moved to Colorado from his native New Jersey in the 1980s after dropping out of college where he studied forestry.

In Colorado, Kevin worked in construction and drove semi trucks. He eventually became an owner-operator and met Cindy,



Cindy and Kevin Sullivan consult with employee Jeremiah Reh on how to best place a drainfield on a mountainside slope.

who had run several businesses including a janitorial service and a donut shop.

The couple was familiar with septic service through the experience of Cindy's farm family, who lived in the area. "We believed the area needed good service and we could provide it," Kevin says.

*continued*

## Profile

### Sullivan Septic & Excavating LLC Longmont, Colo.

**Owners:** Kevin and Cindy Sullivan

**Founded:** 1994

**Employees:** 6

**Service area:** 50-mile radius of Longmont

**Services:** Septic pumping and maintenance, sewer lining, onsite system repair, septic system design and installation, excavation

**Associations:** National Association of Wastewater Transporters Inc.

**Website:** [www.sullivanseptic.net](http://www.sullivanseptic.net)

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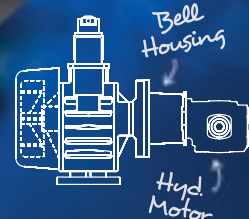


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WHEN REAL ESTATE  
REBOUNDS HERE.”**

**Kevin Sullivan**



Kevin Sullivan pumps a tank at a home in Mead, Colo. Sullivan built out his own vacuum rig, a 2006 Kenworth with a tank from LMT Inc.

In 1994, the Sullivans took out a second mortgage on their home to buy a used vacuum truck. Kevin continued to moonlight as a truck driver the first two years. The couple worked side-by-side to get the business started. “She was right there shoveling rock with me,” he says.

“Pumping was good but it wasn’t full time,” Kevin says. “We found out early on that we had to offer installation and other services.” That included adding inspection cameras, a backhoe and other equipment.

Within two years, the Sullivans hired an employee and Kevin went full time with the business.

Today, Sullivan Septic & Excavation is a full-service contractor with a 50/50 mix of service and installation work within a 50-mile radius of Longmont. Kevin drives the service truck while three other employees handle installations. In addition to handing bids and permits from the office, Cindy is in the field overseeing installation projects with Kevin.

“For the first seven years, we were working seven days a week. Now, we’ve structured things so we take Sundays off,” Kevin says. “Cindy and I do like to work – 12- to 14-hour days are the norm for us.”

The Sullivan installation

crew works Monday through Friday. That leaves Saturdays for Kevin to wrap up septic service calls and then sit down with Cindy to plan ahead for the coming week.

For a time, Kevin had a sideline of building service trucks in his own shop using components purchased from various manufacturers. “Interestingly enough, we didn’t sell any for septic use. It was all for the (natural) gas fields,” he says, adding that a regional drilling boom spurred a demand for vacuum trucks to remove water and drilling mud that lubricates the drill bits. Kevin dropped the truck fabrication work as he got busier keeping up with demand for new septic system installations.

#### **BUILT IT HIMSELF**

Kevin’s pride and joy is a 2006 Kenworth T-800 service truck that he built out in his shop. The vehicle, which was a *Pumper Classy Truck of the Month* in 2007, was custom-ordered with a 400-hp Cummins power plant, a 10-speed Eaton Fuller transmission, double frame and drive-axle lockers that keep the truck moving as long as a wheel is on solid ground.

Kevin added a 4,200-gallon steel tank purchased from LMT Inc., a 500-cfm liquid-cooled Wallenstein pump and custom

tool boxes on both sides of the truck.

Sullivan’s excavation equipment includes a 2005 Ford 675d loader/backhoe, a 2003 John Deere 410G loader/backhoe, a 2006 Bobcat 430 mini-excavator, a 2008 Yanmar SV100 excavator and a 2001 Vermeer RT70 trencher. The company also uses an M20 jetter from MyTana Mfg. and a J-2512 Typhoon trailer jetter from General Pipe Cleaners.

A Vermeer PB30 pipe-bursting machine is available for sewer system retrofitting projects. The company uses lining systems from PrimeLine Products Inc. The gear is hauled on a 2007 Pace American cargo trailer, a 2010 PJ Trailers tilt trailer and a 2003 Eager Beaver UT2 construction trailer.

Also in the fleet are a 2009 Dodge Ram four-wheel-drive pickup, a 2009 Dodge Ram quad cab four-wheel-drive pickup, a 2004 Ford E350 service van and a 2000 Ford F-150 pickup.

Sullivan Septic has been a



long-time user of sewer inspection cameras. Presently, the company has two RIDGID SeeSnake models. Kevin says the cameras are good to have for warranty work. In addition, municipal customers prefer DVD records of sewer lining work.

#### **EXPANDED OPPORTUNITY**

Although Sullivan Septic started as a septic service and installation business, Colorado’s strict wastewater discharge guidelines have created a demand for flow meters at commercial customers.

Kevin Sullivan says these installations include resorts and lodges with private septic or lagoon treatment systems as well as industrial customers served by municipal treatment plants.

*continued*



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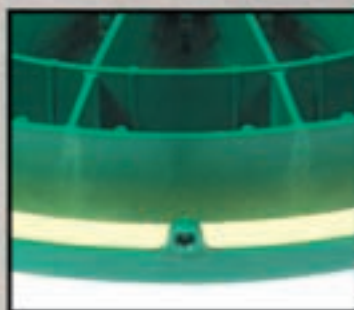
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The Sullivan Septic office (above). At right, Cindy Sullivan with daughters Kathy Harris (holding her daughter Madison) and Krystal Sullivan. Both daughters work for the business.

He generally installs flow meters from Elster Metering.

"If we can help them (customers) prove that their flows are lower than the municipality believes, they'll save money. Or, we'll work with them to reduce their flows," he says.

Local regulations within their service territory also have helped the Sullivans capitalize on their expertise. For example, Boulder County (one of the

state's most-populated counties) requires septic system inspections prior to property transfers. Both Kevin and Cindy are NAWT-certified inspectors.

"We live in a unique area where the environment is taken very seriously," Kevin says.

#### SETTING PRIORITIES

Reflecting on the past year, Cindy says she's learned more about herself. In the midst of



her recovery, she saw a daughter graduate from college and welcomed the arrival of her second grandchild, Madison Harris.

"Each time you get sick, you try to learn something," she says. "This time, I really looked hard at striking a balance. I've always known that family is super important and that time away from

the business is valuable. There is life outside as well.

"And, I recognize how lucky I've been." ■

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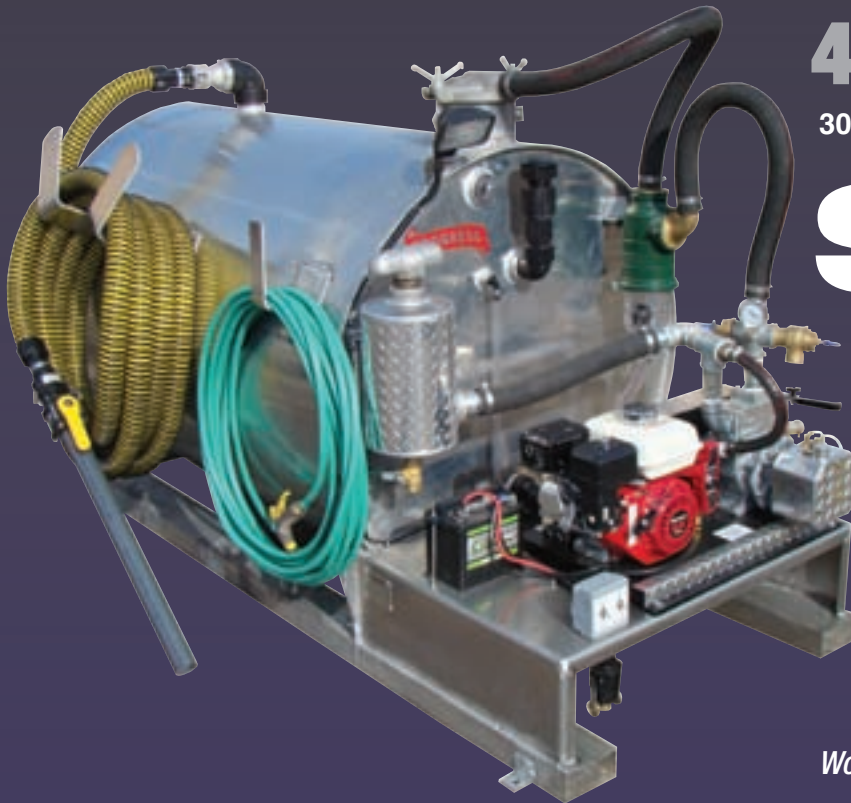
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*By Ed Wodalski*

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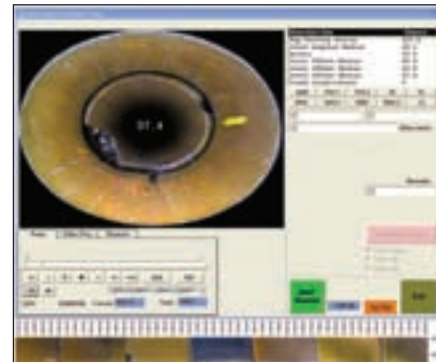
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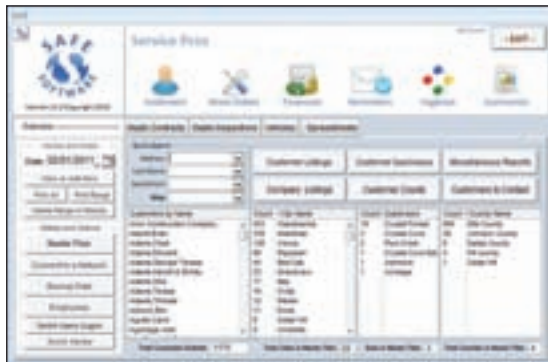
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## Septic Tracker

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# Let's Be Careful Out There

## NEW VIDEO AIMED AT CARGO TANKER DRIVERS OFFERS HELPFUL SAFETY REMINDERS FOR LIQUID WASTE CARRIERS AS WELL

**T**hink about when you were a kid competing in an egg relay race at summer camp. You were never so careful about carrying anything as you were holding that raw egg gingerly on a spoon as you lurched toward the finish line.

Now that you're grown up and making a living operating a vacuum truck or supervising an entire fleet of pumpers, you probably don't compete in many egg relay races. But doesn't it stand to reason that you're probably a safer driver day-to-day if you imagine you're always carrying a precarious load down the road?

That's what the producers of a new safety video aimed primarily at drivers hauling big liquid loads believe. They say you'll gain potentially life- and load-saving advice by viewing the video, "Cargo Tank Driver Rollover Prevention," produced jointly by the National Tank Truck Carriers and the American Trucking Association in cooperation with the Federal Motor Carrier Safety Administration.

You can see the video at [www.fmcsa.dot.gov/about/outreach/cargo-tank-video.aspx](http://www.fmcsa.dot.gov/about/outreach/cargo-tank-video.aspx). It's also free to download and show to drivers as part of a safety-training program.

### Safety First

By Jim Kneiszel

#### MUST-SEE VIDEO

As part of his work with the NTTC, Steve Niswander, vice president of safety policy and regulatory regulations for Groendyke Transport Inc., Enid, Okla., envisioned this video for tanker drivers to help reduce dangerous rollovers. Groendyke runs about 1,000 semi tractors 70 million miles annually hauling mostly liquid hazardous materials.

Niswander argues the new video — the latest component of a national anti-rollover campaign — is a must-see safety tool for drivers who pull trucks with fixed tanks or semi rigs with tank trailers. Any pumper who hauls an unstable load or a load with a high center of gravity will benefit from the tips shared in the video.

#### WHEN YOU GET SO COMFORTABLE AND THINK THAT YOU'VE BEEN DRIVING SO LONG AND YOU HAVE SO MUCH EXPERIENCE ... THAT IT ALL COMES NATURAL TO YOU, YOU'RE GONNA MESS UP. BECAUSE SOMETHING'S GOING TO GET YOU WHEN YOU'RE NOT EXPECTING IT.

In 2005, a committee including Niswander was formed to build a safety-training program for liquid load haulers. Including safety specialists from several trucking companies, the group began by producing monthly workplace posters sharing safety tips. Then they designed skill cards covering a variety of safety topics that go out with many over-the-road drivers' paychecks. To date, 180 companies, representing 10,000 drivers, have signed on to the program.

Though it was initially designed for over-the-road semi drivers, companies transporting septage or running portable sanitation routes can participate in the safety program, which costs an average of \$11 per driver per year. To learn more, go to the NTTC website, [www.tanktruck.org](http://www.tanktruck.org).

#### TIPS & TECHNIQUES

The video features several truck drivers who have been involved in rollover crashes, and their stories carry a lot of weight with professional haulers, says John Conley of NTTC. Interspersed with the compelling driver stories, the video covers four major areas of risk for dangerous rollover accidents: vehicle design and performance, load effects, highway factors and driver factors.

Using video graphics, the video shows the impact of sudden movements and tripping the wheels over the shoulder when carrying an unstable load. It explains how dangerous liquid slosh and surge can result from driving too fast for conditions, by squaring off the turning radius and by sudden braking or other maneuvers.

It goes on to explain that drivers are ultimately responsible for many of these factors. It stresses that drivers need to do extensive route planning if they're carrying a load more prone to rollover risk. And the video shares a variety of tips that would be helpful to any hauler:

#### Know your limitations.

Be aware of how loads with a high center of gravity will react when you turn, hit a ramp or execute a braking maneuver. And understand that a full load is actually safer to transport than a partial load. The vast majority of rollover crashes (94 percent) occur in rigs carrying partial liquid loads — as they are more susceptible to extreme sloshing and surging.

#### Manage your speed.

Remember that speed limits and guidelines at curves are meant for general motorists in good weather conditions, not for drivers pulling unstable loads. Fleet experts say truck drivers should maintain a speed at least 10 mph below the posted limit on curves. The faster you go, the more risk you have that a sudden adjustment will cause a rollover.

#### Maintain your rig, route.

Always perform thorough vac truck pre-trip inspections to make sure brakes, tires and suspension will operate safely. And before you take the wheel, identify the higher risk sections of your route. As you are able, pinpoint stretches with soft shoulders, downhill grades, limited visibility and twisting turns. Know these risks well ahead of time so you can slow your reactions and maintain control.

#### Watch for driver fatigue.

It's always a bad idea to drive when you're tired, but it's doubly dangerous when pulling a top-heavy or liquid load. Stay sharp by eating right, stopping frequently to stretch, getting plenty of sleep. Be mindful of clues that you need to take a break, including daydreaming, frequent yawning, heavy eyelids and head bobbing or drifting from your lane.

#### LISTEN TO THE PRO

In the video, 33-year veteran driver G. Wayne Matheson sounds the safety watchword for fellow liquid load haulers:

"Anytime you speed up, you're subject to mess up," Matheson warns. "When you get so comfortable and think that you've been driving so long and you have so much experience ... that it all comes natural to you, you're gonna mess up. Because something's going to get you when you're not expecting it." ■

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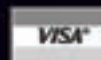


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# Time For a Website Makeover?

## DIGITAL STRATEGY CONSULTANT JAMES DAVIDSON SHARES TIPS TO REV UP YOUR SMALL BUSINESS INTERNET PRESENCE AND ATTRACT MORE CUSTOMERS

Websites seem to be like noses and opinions — everybody has one!

According to Netcraft, an Internet services company that has tracked website activity for nearly 15 years, there were approximately 255.3 million websites in December 2010. That's a far cry from the 18,957 websites reported by Netcraft back in August 1995.

It's a safe assumption that pumpers — like most small business operators throughout the world — use websites to help market their services. But, quite frankly, the huge number of websites clamoring for attention makes it a challenge to get noticed.

For advice on cutting through the cyberspace clutter, *Pumper* turned to James Davidson, vice president of digital strategy and a partner at 7Summits ([www.7summitsagency.com](http://www.7summitsagency.com)), a social business agency in Milwaukee. In his career, Davidson has applied expertise in marketing via interactive technology for organizations ranging from small to mid-sized businesses to Fortune 500 companies.

### *Pumper* Interview

By Paul Holley

**Pumper:** What can a small business do to optimize its established website?

**Davidson:** Start by making sure your website has visibility for search engines like Google, Bing and Yahoo so people can find you. The first thing someone from my generation (Gen X) and the next generation (Gen Y) will do when they are looking for a service is to go to a search engine. We're also seeing the previous generation — the baby boomers — becoming more dependent on the Internet as a primary source of information.

**Pumper:** With the Internet rapidly overtaking telephone directories as an advertising information source, how can a small business keep from getting overlooked?

**Davidson:** You really need to own your business listing online. Google, Yahoo and Bing all offer local search capability with business listings. Any of these search providers offer local businesses the ability to claim their listing and update information like telephone numbers, e-mail address, website and hours of operation. If you've been in the Yellow Pages, there is a good chance that your business is already listed on one or more of these search engines. That's because they leverage existing business directory databases to populate their local search.

You can start the process of claiming or adding your business to these online directories by going to the following links of three major search engines and searching for your business name. From there, you'll be directed as to how you can add your business name if it isn't already present.

**"THE PROCESS OF GETTING A WEBSITE ONLINE QUICKLY IS SIMPLE. THE CHALLENGE IS MAKING A SITE LOOK GOOD AND PRODUCING CONTENT THAT WILL ENGAGE USERS AND BE OPTIMIZED FOR SEARCH ENGINES AND SOCIAL MEDIA."**

**James Davidson**



Local business directories for three major search engines are:

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Bing: [www.bing.com/local](http://www.bing.com/local)

Yahoo: <http://local.yahoo.com>

**Pumper:** Please briefly explain search engine optimization (SEO) and why it's important.

**Davidson:** SEO is the process of improving the visibility of your website and its content on search engines like Google, Yahoo or Bing. SEO is extremely important for small businesses because, when done right, it essentially provides free and very targeted advertising of your business. Basically, search engines look for relevant keywords that are on your website. For example, if a potential customer types the words "septic pumping" into a search engine, a business with those keywords on its website will show up in the search results.

**Pumper:** How can or should social media (like Twitter, Facebook, etc.) fit in to marketing a business through a website?

**Davidson:** From a marketing perspective, social media is the perfect complement to having a website to promote your business. Getting involved with social media is a wise move as consumers shift their time and focus to sites like Twitter and Facebook. Additionally, search engines are integrating heavily with social media sites as they look to make their offerings more relevant to online users.

An interesting — and relevant trend — is that word-of-mouth is migrating to the Internet. Consumers trust recommendations and opinions from other consumers. Today, they are using social media review sites like Yelp, Angie's List, Service Magic, as well as major social media sites, like Facebook and Twitter, to locate and research products and services.

You should recognize that some of your customers will share their experiences with your business whether good or bad. As a business owner, social media is an important source of feedback. You can embrace this feedback by having a dialog with your customers or prospects. The very real upside to investing the time and effort in social media is having contact with very qualified prospects and customer referrals.

**Pumper:** What sorts of things might be attractive to consumers who look to the Internet for a service provider? What about coupons, video?



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**Davidson:** Online coupons are exploding right now given the recent success of "deal of the day" sites like Groupon and LivingSocial. Sites like these are a great way to expose your business to a large network of savvy consumers looking for special offers and can generate an immediate return on your investment.

Adding pictures and video can definitely make for a richer, more engaging website experience where appropriate. A visual portfolio that highlights recent work is always a good idea.

**Pumper:** Can you share some ideas that would prompt a customer to refer your site to others?

**Davidson:** Ultimately I think referrals are based on great customer service. That being said, there are free online services, like [www.addthis.com](http://www.addthis.com), that can be included on your website to make it easy for people to share your site with others via social networking sites, like Twitter and Facebook, or via e-mail. Including customer testimonials on your website is always a good idea.

As I mentioned earlier, having good visibility on search engines like Google is key. Consumer review sites, such as Yelp, and business listing sites, like ServiceMagic, can also generate referrals.

**Pumper:** What kinds of website strategies can small business operators do on their own and which strategies are best left to experts?

**Davidson:** It all depends on your budget. Thanks to do-it-yourself website templates from providers like Google Sites and GoDaddy, the process of getting a website online quickly is simple. The challenge is making a site look good and producing content that will engage users and be optimized for search engines and social media. You should consider hiring professionals to assist with the development of your website from both the design and content perspective. ■

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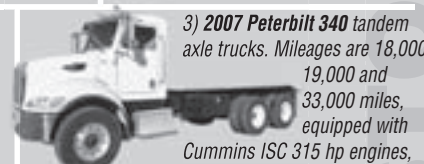
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3) 2007 Peterbilt 340 tandem axle trucks. Mileages are 18,000, 19,000 and 33,000 miles, equipped with Cummins ISC 315 hp engines, Jake brakes, Fuller 8LL 10 spd manual transmissions, power steering, AC, Hendricson pad suspension and air brakes. Wheel base is 205". Rear axle ratio is 5.29. GVW is 58,000# (18,000# FA and 40,000# RA ). Body: **New CUSCO** 3150 gallon DOT code 407/412 vacuum system full open rear. Dump tank with MORO PM100 460 CFM vacuum system. Price with FET **\$155,000**



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**2000 VAC-CON VPD3609SHA**

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*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.*



# Clamp Down on Cell Phones

**Now that every worker has a phone glued to his or her hip, consider practical constraints your company should put on rampant usage**

By Fred S. Steingold

**Y**ak, yak, yak. These days, people are talking on cell phones 24/7 — or so it seems. And if they're not on the phone, they might be texting or sending e-mails. This can be a problem if your employees are overdoing their personal communications while they're at work. So what's an employer to do? Actually, you have a lot of options.

Here are some things to consider if your employees are using cell phones and other communication devices excessively for non-business matters.

## IMPOSING LIMITS

Your business could completely ban the use of cell phones and other devices in the workplace, but that might put a damper on employee morale. On balance, however, it's probably better to impose some reasonable limits rather than ban cell phones completely.

You might, for example, tell employees that they're expected to use common sense and discretion in using cell phones. You can ask them to leave their personal phones in their purse or a desk drawer. Advise them to let personal calls go to voice mail, and to return those calls only during breaks.

Take extra precautions when employee cell phones contain cameras — as many of them do. Tell workers that they can take pictures on the job only if they get prior permission from a supervisor. And let them know that cameras are never allowed in private areas. You certainly want to avoid being sued for allowing an invasion of privacy. But you also may be concerned that photos could compromise your trade secrets or other sensitive information.

Workers have been known to claim sexual harassment when they've been photographed at work without their consent.

Safety is another major concern. Instruct employees that they are not to use cell phones while driving on company business. Tell them that they are required to pull off the road if they need to use a cell phone.

**You might tell employees they're expected to use common sense and discretion in using cell phones. You can ask them to leave their personal phones in their purse or a desk drawer. Advise them to let personal calls go to voice mail, and to return those calls only during breaks.**

Obviously, if your employee's use of a cell phone is implicated in a serious accident, your company may have to pay for injuries to others and damage to their property.

## OTHER DIGITAL DEVICES

Employees can misuse cell phone cameras, as noted earlier. But other digital gadgets can also cause problems for your company. You should inform workers that they are not to save company information on their iPods, iPads, flash drives or other digital devices. In fact, you may want to completely ban the use of any devices that could be used for industrial espionage or to copy company files.

## ADOPT WRITTEN POLICIES

If your business has an employee handbook, use it to post your policies regarding cell phone and other electronic devices. If you haven't developed an employee handbook yet, now may be a good time to do it. Typically, you'll use the handbook to inform workers about a wide range of matters, such as holidays, sick leave, vacation pay, sexual harassment prohibitions.

You can also use the handbook to remind employees that they're employed at will — that you reserve the right to terminate the employment at any time with or without a good reason. (That said, except in extreme cases, firing an employee shouldn't come as a surprise. If an employee isn't performing to your expectations, it's almost always best to let the employee know that his or her job is on the line if there's no improvement.)

A key point in using an employee handbook is to have each employee acknowledge in writing that he or she has received a copy of it. If you're adding a cell phone policy to an existing handbook, have employees acknowledge receipt of that policy.

Putting together an employee handbook — to cover cell phone usage and other workplace issues — may seem like a daunting task. It really isn't. You can, of course, hire a consultant to help you but, these days, that's unnecessary. There's excellent software available to help you prepare a professional quality handbook on your own. ■

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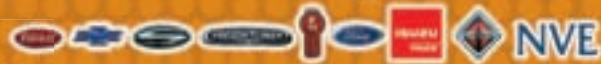


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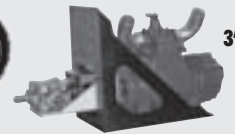


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# Armor Yourself

**To protect against calamities that could cripple or ruin your business, consider insurance that goes beyond the obvious coverage**

By Kenneth Stubbe

All business people know they need insurance. But once you have the usual bases covered — property, vehicles, life, health — are you “bulletproof” against calamities?

Not likely. All manner of misfortunes can strike without warning at your business and your livelihood. The good news is that you can protect your business and those who rely on it with a comprehensive suite of insurance coverage that provides the financial means to survive almost any form of bad luck.

While the types of important coverage are easy to list, the detail of insurance plans can be daunting, especially in the insurance-speak of many advisors. Business policies contain many complicated variations and levels of coverage. They may also lack important areas of coverage you need for your business to survive a catastrophic loss or claim of liability.

## PREVENTION PLANNING

The prudent business owner develops a well-thought-out loss prevention plan and works with a trusted and knowledgeable insurance professional. The best insurance people are knowledgeable in many areas of business. Particularly important is knowledge about business operations and finance — not just insurance.

“Small business owners are busy running their businesses, trying to earn a profit, and grow,” says Steve Ford, a State Farm agent in Manitowoc, Wis., and a consultant for many small-business owners.

“They need to form a partnership with a knowledgeable insurance professional who can educate them on the risks they face and the options they have to address them. The owners also need to perform due diligence in checking out the company that is making them promises in the form of an insurance policy. Know the company you are doing business with, not just the agent.”

Don't buy on price alone. Check [www.ambest.com](http://www.ambest.com) or your library for the insurance provider's standing with A.M. Best, a company that rates insurers. Search the Internet for more small-business insurance information. A good place to start is [www.iaaa.org](http://www.iaaa.org), site of the Independent Insurance Agents & Brokers of America.

Shop around. Ask several agents to evaluate your insurable risks, and listen to their ideas. It helps to arm yourself with an insurance checklist as you do this. Listed below are a series of insurance needs you may have, as compiled by the U.S. Small Business Administration and professional advisors. You can use it as a start to assessing your company's insurance needs.

### General liability

Many business owners buy general liability (umbrella liability) insurance to cover legal hassles from claims of negligence. These help protect against payments that may result from claims of bodily injury,

**Shop around. Ask several agents to evaluate your insurable risks, and listen to their ideas. It helps to arm yourself with an insurance checklist as you do this.**

property damage, medical expenses or other losses connected in some way to your business.

The insurance can also cover the cost of defending you in lawsuits, and the costs of settlement bonds or judgments required during an appeal procedure. Make sure your protection includes coverage for claims of wrongful employee termination.

### Home-based business insurance

Homeowners' insurance policies do not generally cover home-based business losses. If you operate from your home during your start-up phase or for the long term, you probably need additional insurance for business property, professional liability, personal injury, advertising injury, loss of business data, crime, theft, and disability.

### Product or services liability

Virtually every product is capable of inflicting some type of personal injury or property damage. Companies that manufacture, wholesale, distribute, or retail a product may be liable for its safety. Additionally, every service rendered, including advice given, may be capable of doing injury in some form.

Businesses are considered liable for negligence, breach of an express or implied warranty, defective products, and defective warnings or instructions. You may not need anything like the malpractice insurance your doctors carry, or errors and omissions insurance an engineer should have.

But that doesn't mean you're immune to liability related to your professional conduct. Suppose a long-time customer wants to cut the cost of a project by doing some of the work himself. Wanting to help him out, you ask an employee to show how to use one of your waterjetters. Then the worst happens: The customer hurts himself and an employee bystander. Your business could be held liable.

This may be an extreme example (you may not be foolish enough to let an untrained customer use one of your machines) — but the risk of liability remains real.

### Worker's compensation

Required in every state except Texas, worker's compensation insurance pays for employees' medical expenses and missed wages if they are injured while working. The amount of insurance you must carry, the rate of payment, and the types of employees you must cover vary depending on the state.

While you as the business owner may be exempt from such coverage, your employees must be covered. Likewise, people you hire as independent contractors could be treated like employees and therefore might need the insurance. Salaried professionals like a bookkeeper may not need to be covered. Here's a case where advice from a professional is helpful.

#### Business interruption insurance

You may wish to carry insurance covering losses during natural disasters — fires, floods, tornadoes, hurricanes or other catastrophes that may force you to shut down for a significant amount of time. Consider protection against Internet vandalism from viruses and direct attack that could damage your website and databases.

#### Criminal insurance

No matter how tight security is in your company, theft and malicious damage are always possible. While the dangers that go with hacking, vandalism and general theft are obvious, embezzlement is more common than most business owners think. Criminal insurance and employee bonds can protect against losses from most criminal activities.

#### Key person insurance

Sometimes overlooked is protection of your business from loss or long-term illness of a partner or a key employee — someone who has special expertise that you or your customers depend on, and whom you cannot replace without great difficulty.

Be sure to also insure yourself as a key person for both the business and your family income to safeguard your spouse and family. Develop a business continuation plan that outlines how your company will maintain operations in the case of the loss of a key person. Typically, this coverage consists of life insurance that names the company as a beneficiary if an essential person dies.

A key person can also be disabled and therefore unavailable, and you should plan for that possibility, too. Disability is not covered by a life insurance plan. Ask your insurance advisor about options.

#### Health and life insurance

You need to carry health insurance and adequate life insurance to protect your family. How much life insurance is a tricky question, and that's an area where an unbiased professional can help.

Your personal needs aside, there are sound reasons for small businesses to provide health and life insurance for employees. Offering a good term life insurance policy and comprehensive health insurance policy will help you recruit and retain good employees. It will also help employees stay healthy and productive. Healthy, worry-free and productive employees are vital to long-term profitability.

#### FINAL THOUGHT

It is important to plan for a broad range of insurance coverage, beyond the obvious items of vehicle and property insurance. Otherwise, a calamity can kill your business and the livelihood on which you, your employees and their families depend.

Especially when you are expanding, you need to make sure to ask your agent if your policies need enhancing.

Murphy said it best: "Whatever can go wrong will." And, most often, at the worst possible time. With a good insurance plan in place, you can be ready for it. ■

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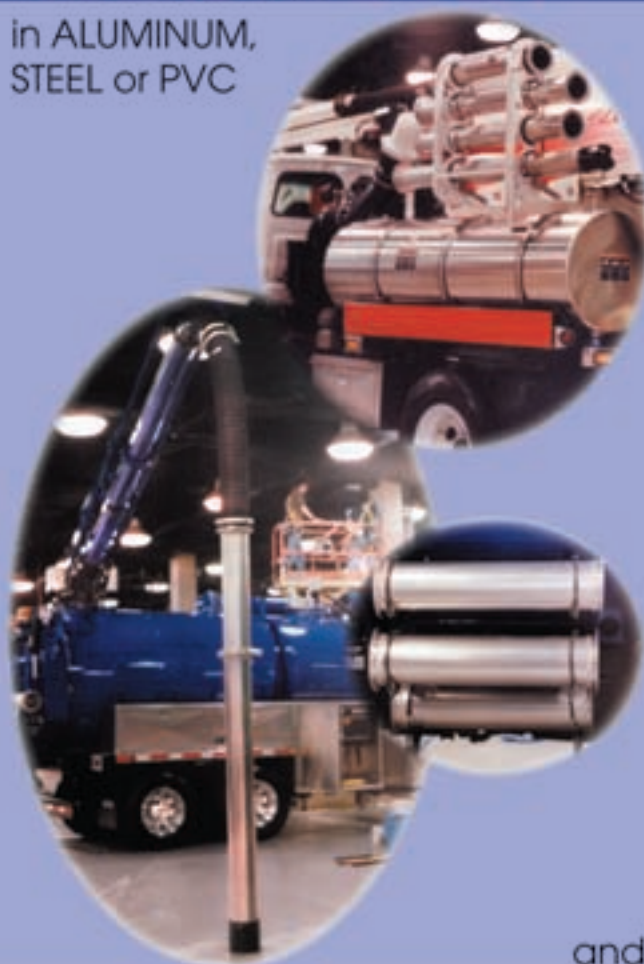
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# Showing Them the Money

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

By Mary Shafer

Anyone who depends on a vehicle for their livelihood knows it's all about taking the time for a thorough check of the vehicle and all its systems, prioritizing needs and scheduling the work, then making sure it all gets done.

But the maintenance routine — springtime or any time — varies from one pumping business to another. Some contractors prefer to have a mechanic on staff and do as many repairs as possible close to home. Others believe the best route is to hire a highly skilled outside mechanic to keep a constant watch on the service vehicles.

A few seasoned pumping contractors reflected on their preferences for keeping trucks maintained properly and ready for a full workload.



Name:  
**Bill Truninger**  
Company:  
**Truninger Brothers**  
Location:  
**Pleasant Hill, Mo.**  
Employees: 2  
Years in  
Business: 44

Truninger Brothers owner Bill Truninger doesn't think the secret to happy trucks is a seasonal springtime maintenance routine, but rather a year-round dedication to the basics. He advocates a regular schedule of oil and filter changes, and checking fluids daily.

"For instance, with brakes," he begins. "You check your brakes every day before you go out. Chances are the brakes aren't going to wear out, but you want to check those fluids every morning because you don't want to be going down the road and have the brakes go out because your fluid got low. We check the fluids, tires, everything before we leave."

Truninger says having an in-house mechanic makes it easy to ensure this close, regular care. "Whether it's spring, summer or whenever, our guy takes care of all our main service work," he explains. "We have to have DOT inspections once a year, and you need to keep everything in good shape or you're not going to pass those inspections."

Truninger says heavy engine, brake and compressor work goes

**"You check your brakes every day before you go out ... You don't want to be going down the road and have the brakes go out because your fluid got low. We check the fluids, tires, everything before we leave."**

Bill Truninger

to a regular shop that's got the space and is well equipped to handle major overhauls.



Name:  
**Danny Tenney**  
Company:  
**Tenney & Sons Inc.**  
Location:  
**Warsaw, Ind.**  
Employees: 4  
Years in  
Business: 53

Tenney & Sons has several divisions, and Danny Tenney heads up the septic pumping part of the business. He says his company contracts out all vehicle maintenance to a local shop. "Generally, when they do a service, they go over the whole truck. The little things they find, they'll let go. But the big things get fixed."

He likes to feel confident about the stopping system on his heavy rigs. But the one thing he's most concerned with, like Truninger, is fluids.

"The other day, I checked the oil in my front wheel bearings, and they were a little bit low. I'd been told (by the mechanic) I was supposed to watch them and ... I didn't do that." He knows the wheels could have seized because of a small oversight. "But I did manage to get some oil in them so they'd be all right."

It's this kind of attention to detail and clear communication that keep him going back to his outside

mechanic. He says that over 30 years, they've built a rapport that gives him confidence that he's rolling safe and can concentrate on the pumping business.



Name:  
**Scott Colville**  
Company:  
**Wilton Sanitation**  
Location:  
**Flesherton, Ontario, Canada**  
Employees: 5  
Years in  
Business: 40

"Our trucks get done, bumper-to-bumper, so nothing's missed," says driver Scott Colville. And it's no wonder. With a mainly rural territory, Wilton Sanitation depends on its trucks not just for duty, but for safety. Being stranded on the road far from town is something no one wants to endure, and having it happen during a Canadian winter can be deadly.

Colville says the company does very little in-house maintenance, due to limits on available staff time, resources and ability to handle the work. With a full schedule of septic pumping, portable rentals, roll-off and municipal trash service, it's understandable that vehicle maintenance would be just too much to handle in this busy shop. Wilton instead jobs out all but the smallest repairs to a local garage that keeps the service trucks on the road and doing what they do best. ■

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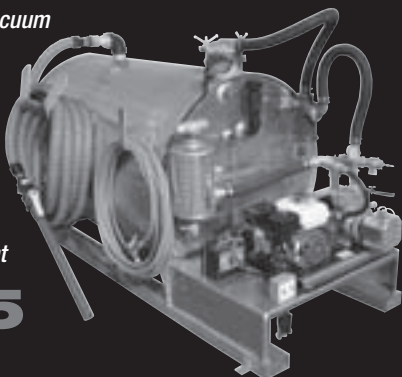
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# Venting About a Vent Problem

An unpleasant buildup of sewer gases surprise winter visitor to northern lake cottage

By Roger E. Machmeier

**Q** At a northern lakeshore home used intermittently during the winter months, some of the plumbing vents were reported to be dry. This allowed septic tank gases to seep back into the house. This condition was detected when the house was opened for a chilly weekend visit. Why did it happen?

**A** My friend and colleague, Jim Anderson, who recently retired from the University of Minnesota, reported this problem to me. After retiring, Jim and his wife, Chris, spent much of their summer building a new year-round home by a lake in northern Wisconsin. The home required a septic system, so Jim designed a series of drainfield trenches using drop box or sequential distribution for the gravity flow of effluent from the septic tank. (Obviously the result of good training!)

To have gravity flow to the drainfield, the septic tank had to be higher than the drainfield. The basement sewage wastes flow into a sump, which contains a sewage ejector pump. This pump delivers the basement wastes into the outlet sewer flowing into the septic tank.

The new furnace uses LP gas as the energy source. It is a condensing furnace and does not need an exhaust pipe. The condensed liquid wastes from the furnace in the basement flow into the sump whenever the furnace runs to keep the house warm. When enough liquid wastes discharge to the sump, the float mechanism triggers the pump into action and the wastes are discharged to the septic tank.

## VACUUM THE CULPRIT

Why was there a problem with this? The weather had been cold and moisture vapor escaping from the house system up the plumbing vent began to freeze when it came into contact with the cold metal of the plumbing vent on the roof.

As you know, the plumbing vent on the roof is needed to supply air to the plumbing system so the use of one plumbing fixture does not pull air from other plumbing traps inside the house, and possibly suck them dry.

The cold winter temperatures of northern Wisconsin caused more

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 cold winter temperatures of northern Wisconsin caused more and more water vapor to be frozen on the inside and near the top of the rooftop vent. The vent finally was frozen shut.

and more water vapor to be frozen on the inside and near the top of the rooftop vent. The vent finally was frozen shut. But why should this be a problem if the system isn't being used?

The sewage system was being used even when the Andersons were not there. When the sump pump kicked in and removed the liquid wastes from the sump, this created a vacuum condition in the sump. Under normal operation, the air to relieve that vacuum would come from air flowing down through the roof vent.

But now the roof vent was frozen and could not supply the air needed to eliminate the vacuum in the sump. As we know from basic physics, nature abhors a vacuum, so the air supply for the vacuum in the sump had to come from somewhere else.

Where, but through the other plumbing traps located in the house. And as air was sucked through those plumbing traps, they were left open and without a liquid seal.

Gases generated in the septic tank would normally exit through the plumbing vent on the roof. But now that vent was frozen shut.

As the septic tank gases built a slight pressure in the plumbing system, they could escape into the house through the plumbing traps, which were now open. This was not a good situation to be greeted with when opening the home for a winter vacation.

## What's your solution?

Northern Wisconsin homeowner Jim Anderson is planning to address his problem with a frozen roof vent as he spends the coming summer at the lake home. If you live in a cold climate and have seen this issue before, how would you suggest he prevent a frozen pipe in the future? We'll share your suggestions in an upcoming issue of *Pumper*. Send your ideas to [editor@pumper.com](mailto:editor@pumper.com).

## SOLVING THE PROBLEM

The solution to the problem is obvious. The roof vent must remain open under all conditions. Perhaps an insulated or double-insulated roof vent is the answer. Perhaps the use of thermostatically controlled heating tape is the answer. In any event, the roof vent must remain open under all weather and use conditions.

After Jim brought this problem to my attention, I recalled earlier reports of non-insulated roof vents causing similar problems on homes that were occupied full time. Apparently severely cold weather can cause this issue on a non-insulated roof vent even when the house is being used.

It is always better to prevent a problem than to take steps to solve it. Particularly if the outside temperature is below zero! ■

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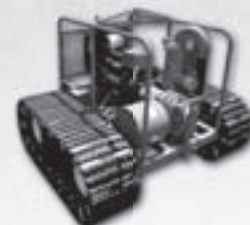
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## Classy Truck of the Month

### Tillman Septic Pumping Services Jacksonville, Fla.

Owner Kathi Tillman uses this striking all-black 2005 Mack Vision from 27th Trucks Inc. to service residential and commercial pumping customers. Powered by a 380-hp engine and a 10-speed transmission, the truck carries a 4,000-gallon steel tank and Jupop LC420 425-cfm pump. The truck features a double frame, an automatic PTO, a 48-inch aluminum tool box, aluminum rims and a rear hose hanger. Inside, the truck has air conditioning, stereo and cruise control. The black paint job matches the trucks Tillman owns for a construction company. White and red graphics were added by Extreme Graphics in Jacksonville. ■

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Send photos of your truck after it has been lettered with your company name. Any industry-related truck is acceptable. Please limit your submission to one truck only.

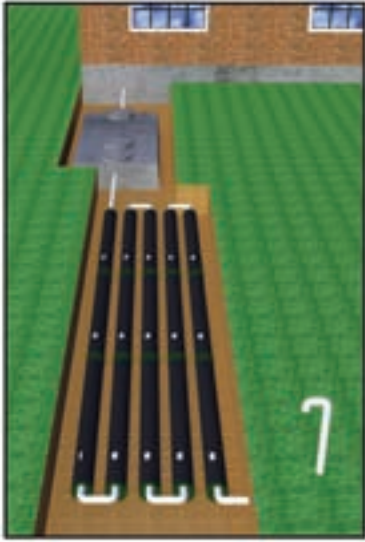
Your Classy Truck submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable. E-mail your materials to [editor@pumper.com](mailto:editor@pumper.com) or mail to Editor, Pumper, P.O. Box 220, Three Lakes, WI 54562. We look forward to hearing from you!





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## Federal Signal Names Dickens Midwest Sales Manager

Federal Signal's Environmental Solutions Group appointed Randy Dickens sales manager for the Midwest Region of the United States for the group's direct sales channel, operating out of Seneca, Ill. He will be responsible for managing and overseeing growth of new unit sales for the Guzzler, Vactor HXX and Jetstream brands in the industrial, utility and construction markets in Illinois, Indiana, Iowa, Minnesota, Missouri and Wisconsin.



Randy Dickens

## Waterless Celebrates 20th Anniversary

Waterless Co. Inc., maker of no-water urinal systems and other restroom products, including the soy-resin urinal, celebrates its 20th anniversary this year. The Vista, Calif., company was founded by Klaus Reichardt in 1991.

## Bear Onsite, Jackel Form BEAR-JACK Alliance

Bear Onsite LLC and Jackel Inc. have formed a strategic alliance to offer high-performance filtered basin assemblies for the onsite market under the BEAR-JACK brand. The six assemblies are designed for rain-water harvesting, sanitary wastewater filtration and tertiary filtration following secondary treatment units.

## Consortium Seeks U.S. Businesses for Global Projects Database

The Consortium for Global Development, through its Global Contractors Library database, seeks to match U.S. companies with projects in the \$130 billion global development market. The consortium is especially seeking small, medium and SBA 8(a) businesses. For more information on available projects and the free database listing, go to [www.cfglobaldevelopment.com](http://www.cfglobaldevelopment.com) or [www.global-contractors.com](http://www.global-contractors.com).

## Vacuum Truck Rentals Names Gaff VP Sales and Marketing

Vacuum Truck Rentals and Vacuum Truck Sales and Service named Bill Gaff vice president of sales and marketing. Gaff brings 30 years experience in the industrial and municipal markets to his position. He also serves as chairman of the board for WJTA/IMCA.



Bill Gaff

## Ormson's Fast-Vac, Multi-Vac Form Alliance

Ormson Corp., manufacturer of the Fast-Vac truck mounted industrial loader, has formed an alliance with Multi-Vac, manufacturer of in-plant, portable and stationary industrial vacuum loaders. The alliance enables Ormson's sales division in Hartland, Wis., to concentrate on the truck-mounted loader and accessories and offer products from the Multi-Vac line. Ormson also moved its manufacturing division to Multi-Vac's facility in Union Grove, Wis.

## SJE-Rhombus Hosts U.S. Senator

Sen. Amy Klobuchar (D-Minn.) visited the SJE-Rhombus headquarters in Detroit Lakes, Minn., in January to learn about the company's employee ownership program. Klobuchar's visit was part of a tour across northern Minnesota.



Sen. Amy Klobuchar of Minnesota visits with SJE-Rhombus employees.

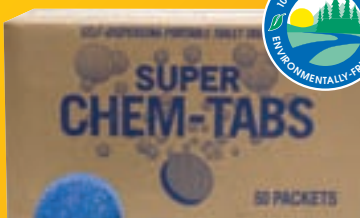
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## KeeVac, ORI Featured on *Modern Marvels*

Portable restroom trucks from KeeVac Industries and the service operation of ORI Portable Restroom of Blue Springs, Mo., were featured on the History Channel's *Modern Marvels* American trucking episode Feb. 4. The program can be viewed on the program's website: [www.history.com/shows/modern-marvels/videos/playlists/full-episodes#modern-marvels-american-trucking](http://www.history.com/shows/modern-marvels/videos/playlists/full-episodes#modern-marvels-american-trucking). ■

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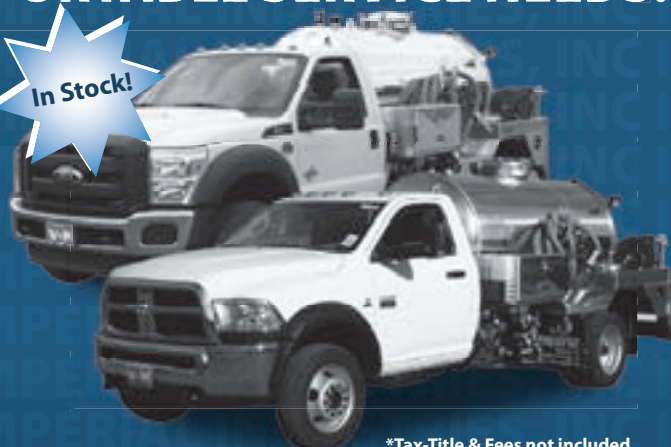
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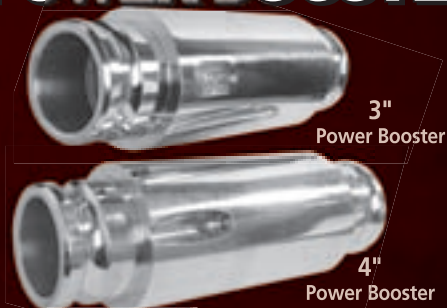


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## Dewatering System Tackles Grease-Trap, Septic Waste

A dewatering system manufactured by **Aqua-Zyme Disposal Systems Inc.** removes about 80 percent of liquids from septic-tank and grease-trap waste, which potentially offers pumpers more disposal alternatives, reduced transportation fees and increased productivity, as well as the potential for a new revenue stream generated by processing other pumpers' waste.

"Our standard filtration material is 330 microns, which is a very tight weave," says Suzetta Bonifay, sales manager for Aqua-

allows a pumper to consolidate waste from more service calls before making a trip to disposal or composting facilities to dump the solids or to land-apply solids. This means fewer disposal runs, boosting productivity and profitability.

"You're also in control of your own disposal costs and not under the thumb of wastewater treatment plants," Bonifay says. "Sometimes their operating hours don't match your hours, the disposal rates are expensive or the treatment plant is far away.

"You can't use your trucks to generate more business if you have to drive two hours one way for disposal," she adds. "To make money in this business, you have to keep your trucks rolling, not standing in line at a treatment facility."

The system primarily consists of a dosing unit and 15- or 30-cubic-yard dewatering roll-off boxes. They're designed to process grease-trap

waste, but can also handle waste from septic tanks and municipal treatment facilities. The system can be installed at a pumper's facility, or utilized as a mobile unit, using a 16-foot utility trailer.

On average, the 15-cubic-yard unit can process 10,000 to 12,000 gallons of waste a day, and the larger unit can handle 22,000 to



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

25,000 gallons per day.

The 30-yard box can be filled in two hours. Then it takes about 24 hours for the effluent to drain. "It has to do with the design of the filtration system," Bonifay says.

The system benefits pumpers in areas where grease-trap waste disposal is an issue because some facilities find dewatered grease-trap waste more acceptable, Bonifay adds.

The dosing unit, two 30-yard dewatering boxes and ancillary equipment will fit on a 40-foot by 40-foot pad. If an operator also needs holding tanks to store liquid and solid waste until it can be hauled away, a half acre of land provides an adequate plant footprint, she says.

The system is maintenance free, with filtration screens warranted for five years. **979/245-5656; [www.aqua-zyme.com](http://www.aqua-zyme.com).**



Zyme, based in Van Vleck, Texas. "This results in clearer effluent because the filter traps more solids. This is important because some treatment plants stipulate how clear the effluent must be in order to accept it for disposal."

The system especially benefits pumpers who can dump filtered effluent directly into a sewer system. And using a dewatering system

### Ritam Releases Website Listing Service

Basic Boost top website listing, part of the Summit Array of software products from Ritam Technologies LP, uses search engine optimization (SEO) to provide a thorough analysis of an existing website, its internal structure, meta-tags, site competition and current popular searches according to Google for enhanced search engine results. The software's Dominator service also provides a monthly boost to ensure client information dominates search results. **800/662-8471; [www.ritam.com](http://www.ritam.com).**



### Lowell Scott Introduces PTO-Powered TrunkPump

The 3-inch, high-volume, PTO-powered model TP-3PTV TrunkPump from Lowell Scott Enterprises Inc. is designed for one-person operation. The hydraulically powered dewatering pump is rated at 440 gpm and 26,400 gph at 40 psi and 90-foot head. **910/463-1282; [www.trunkpump.com](http://www.trunkpump.com).**

### RIV Offers GLADIO Knife Gate Valve

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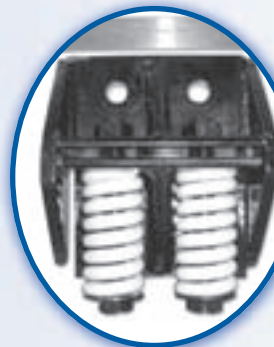


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By Scottie Dayton

## WISCONSIN: Guiding Code

Wisconsin Onsite Wastewater Recycling Association board members Todd Stair and Sue Schambureck represent the organization on the Private Onsite Wastewater Treatment System Code Advisory Council. The state Department of Commerce convened the council because 2010 legislation allows counties a two-year delay in implementing a POWTS inventory and maintenance-tracking program, thus requiring a code change to reflect the new law.

Other items the council will consider for the code rewrite procedure include the concrete tank corrosion issue, requiring time-of-sale evaluations, establishing a minimum size for septic tanks, determining education requirements for maintenance providers, and requiring deeds to indicate the system's treatment capacity.

WOWRA member Richard Otis of Madison was named president of NOWRA's board of directors. WOWRA board member Tony Birrittieri of Petersen Supply in Fredonia also joined the national board.

## MICHIGAN: New Board Members

The Michigan Septic Tank Association elected Joe Hall of Hall's Serv-All in Posen as president. Elected to the board of directors were Ken Goike, Rick Throop, Keith Chamberlain and Walt Steuer.

Hall's Serv-All helped police investigate the death of a boy who drowned after falling into an open septic tank on property owned by the boy's grandfather. The tank had a screwed-on plastic cover that the owner removed when he experienced toilet problems.

"The screws were not attached, and we assume the boy stepped on the lid, which flipped, allowing the child to fall in and drown," Hall says. He recommends that pumpers constantly enlighten customers about the safety deficiencies in their systems, and to make sure all covers are adequately fastened.

## CALIFORNIA: Freak Accident

Four workers suffered first-, second- or third-degree burns while decommissioning a septic tank in Camp Meeker. Two employees of Dale Homes Inc., a Redding general construction and demolition company, were trying to break the tank's concrete floor from outside using a sledgehammer and steel pipe. One employee then entered the tank with a jackhammer, while the other stood outside and watched. Two employees from another firm also observed the workers' progress. According to the California Department of Occupational Safety and Health, a jackhammer triggered an explosion caused by leaking propane pipes. The men were hospitalized, and one was transferred to a burn center.

## TEXAS: Conference at Risk

The Texas Onsite Wastewater Association reports that it will lose its annual conference if the Sunset Advisory Commission disbands the 11-member OnSite Wastewater Treatment Research Council.

The commission identifies and eliminates waste, duplication,

and inefficiency in government. Its staff recommended that the Texas Commission on Environmental Quality incorporate the council's duties, which include improving the state's onsite industry, organizing the association's annual conference, and providing low-cost continuing education credits.

The TCEQ has a staff of three full-time and one part-time employees working in the onsite department. The advisory commission recommended that TCEQ sponsor the TOWA conference and consider combining it with TCEQ conferences. TOWA members began a letter-writing campaign to oppose the action.

## CONNECTICUT: Multiple Roles

The Connecticut Onsite Wastewater Recycling Association elected Douglas DiVesta, P.E., of DiVesta Civil Engineering Associates Inc. in Roxbury to its board of directors. DiVesta also is on the state's Code Advisory Committee and is a COWRA onsite installer instructor.

## WASHINGTON STATE: Scholarship Winners

The Washington On-Site Sewage Association awarded a \$3,000 scholarship to Kendra Phillips, daughter of Leonard Phillips of Spanaway. She attends George Fox University in Newberg, Ore., and will graduate this year with a degree in elementary education.

Paige Bronson, daughter of Greg Bronson of Graham, received a \$2,000 scholarship. She attends the University of New Mexico in Albuquerque, is majoring in psychology and anthropology, and will graduate in 2013. Yuxuan Wang, the daughter of Menglou Wang of Seattle, received \$1,100. She attends the University of Washington and will graduate in 2012 with a degree in civil engineering.

## NATION: Updated Homeowner's Guide

NOWRA updated its *Homeowner's Onsite System Guide and Record Keeping Folder*. The publication explains what an onsite system is and how it works, provides a list of dos and don'ts, and includes a place to keep all critical information on the system. A free download in PDF format is at [www.nowra.org](http://www.nowra.org). Print copies are available.

# Training & Education

## Arizona

The Arizona Onsite Wastewater Recycling Association and the University of Arizona Onsite Wastewater Education Program have these classes:

- April 14-15 – Introduction to Designing Onsite Systems, Pinal County
- June 8 – NAWT Inspection Training and Recertification, Radisson Suites Hotel, Tucson.

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

## California

The California Onsite Wastewater Association is offering these classes:

- April 8 – Onsite Controls, Citrus Heights
- April 18 – Principles of Plan Checking, Ventura
- April 18 – California Environmental Health Association Confer-

ence Onsite Training Track: Biology of Wastewater Treatment, Ventura

- April 19-21 – Science of Soils, Operations and Maintenance, and Regulatory Update, Ventura
- April 21 – Science of Soils, Operations and Maintenance, and Regulatory Update, Ventura
- May 13 – Science of Soils, San Luis Obispo

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

## Georgia

The Georgia F.O.G. Alliance has a training course for FOG inspectors April 27-29 at the Merle Manders Conference Center in Stockbridge. Visit [www.georgiafog.com](http://www.georgiafog.com).

## Minnesota

The University of Minnesota Extension has these classes:

- 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
- May 2-4 – Pumping and Maintaining Onsite Systems, Mankato
- May 2-6 – Pumper/Maintainer/Service Provider, Mankato
- May 3-6 – Service Provider, Mankato
- May 10-12 – Basic Design of Onsite Systems, Mankato
- May 18 – Soils Continuing Education, Farmington
- May 24-27 – Advanced Design of Onsite Systems, Mankato

Call Nick Haig at 800/322-8642 (612/625-9797) or visit

<http://septic.umn.edu>

## Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- April 5-6 – Operations and Maintenance, St. Clair
  - April 12 – Media Filters, Camdenton
  - April 13 – Aerated Treatment Units, Camdenton
  - April 26 – Selling Systems, Hannibal
  - April 27 – Drainfields and Water Management, Hannibal
  - May 10-11 – Operations and Maintenance, Springfield
- Call Tammy Yelden at 417/739-4100 or visit [www.mosmallflows.org](http://www.mosmallflows.org).

## New England

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

- April 14 – Designing Conventional Onsite Systems
  - April 19 – All About Series: Septic Tanks
  - April 21 – Bottomless Sand Filter Design and Installation
  - April 27 – Conventional Onsite System Inspection
  - April 27-28 – Conventional Onsite System Inspection and Field Training
  - May 5 – Functional Inspections
  - May 12 – Innovative and Alternative Technologies
  - May 19 – All About Series: Sand Media
  - May 26 – Installing Conventional Onsite Systems
- Call 401/874-5950 or visit [www.uri.edu/ce/wq](http://www.uri.edu/ce/wq).

# Calendar

## 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).

## April 3-5

Ontario Onsite Wastewater Association Conference and Exhibition, Deerhurst Resort, Huntsville. Call Denis Orendt at 905/372-2722 or visit [www.oowa.org](http://www.oowa.org).

## April 27-29

Georgia F.O.G. Alliance Conference and inspector training course, Merle Manders Conference Center, Stockbridge. E-mail Kemnetta Pillette at [kpillette@atlantaga.gov](mailto:kpillette@atlantaga.gov) or visit [www.georgiafog.com](http://www.georgiafog.com).

## New Hampshire

The Granite State Designers and Installers Association is offering its Certified Septic Evaluator Training Program May 3 in Bow and May 7 in Rochester. Call 603/228-1231 or visit [www.gsdia.org](http://www.gsdia.org).

## Virginia

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

- April 25-29 – Onsite Design Camp I
- May 9-13 – Soils (Site Evaluation), Ashland
- May 23-27 – Onsite Design Camp II, Farmville

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 State

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

- April 6 – Maintenance Basics
- April 13 – Pumper Basics
- April 20 – Design of Subsurface Drip Systems
- May 3-4 – Basics of Electrical Applications in Onsite Systems
- May 11 – Basics of Installing, Part 3
- May 25 – Electrical Control Panels

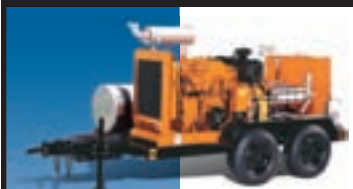
Call WOSSA at 253/770-6594 or visit [www.wossa.org](http://www.wossa.org).

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



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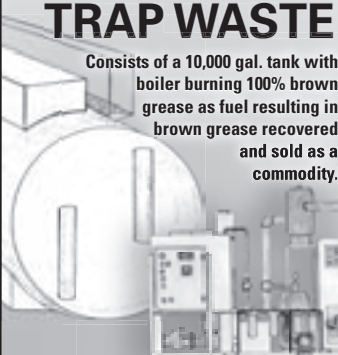
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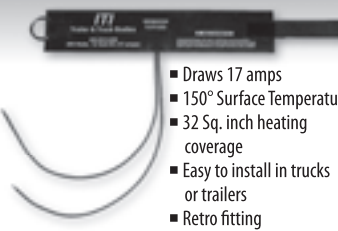
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## *Complaints Offer an Important Reminder; Required Septic Inspections Are a Good Thing*

By Tom Ferrero

Last fall, the National Association of Wastewater Transporters Ethics Committee received two separate, unrelated complaints against an onsite inspector. The NAWT Board of Directors approved the Ethics Committee's recommendation to give the individual six months to retake and pass our inspector training course. If he doesn't comply, the board will consider pulling his NAWT inspector credential.

When the committee studied inspection reports submitted to the state's department of environmental quality, they showed that the inspector didn't look closely enough at the systems. Although he raised issues with certain components, he checked the "functional" box in the system summary instead of the box for "functional with concerns." The summary rates systems as *functional*, *functional with concerns* or *not functional*.

The inspector had scored in the high 90s on his inspection exam, so it didn't appear knowledge was the problem. What was it then? The first possibility is under our noses every day. We're always busy and pressed for time. If we can do a \$100 job in five minutes, that's good. If it takes 90 minutes, that's not so good. It's human nature to rush through a task and justify the effort as good enough, but that's not fair to the customer.

**While waving these red flags in front of homeowners, we warn them that if they were to sell their home, the system wouldn't pass inspection. This presents the opportunity to discuss solutions with them.**

Another possibility is that the inspector may also have been the homeowners' service provider. Many of us are in that situation and we don't like being bearers of bad news. The majority of inspections are done by companies for their customers, and inspectors cross their fingers and pray that everything is working properly. Finding nonfunctional components or those with concerns reflect badly on the service provider.

Long ago, I had customers say, "You've serviced my system for 10 years, and now you're telling me it's no good?" Hearing that often enough taught me the

importance of telling them about impending problems sooner. Today, we use a checklist on regular service calls to determine if systems are functioning correctly, and tick off issues of concern, such as a high level in the septic tank or drainfield.

While waving these red flags in front of homeowners, we warn them that if they were to sell their home, the system wouldn't pass inspection. This presents the opportunity to discuss solutions with them. Whether they take action is their decision, but we have met our professional responsibilities. That being said, I'll be the first to admit that labeling systems as noncompliant puts pressure on inspectors, and some can be coerced by customers who have also become their friends.

### **MANDATES AND FUNDING**

Each year, more municipalities across the country require periodic septic tank inspections. It hasn't reached tidal wave proportions yet, but the trend is growing.

Not enough pumpers see this as a work opportunity. Instead, I hear them grumbling that no one is paying them to fill out the paperwork. Businessmen realize that since the reports must be done, they must pass on the expense to their customers. Some companies break out the cost as a separate item on invoices and reference the mandate, or include a copy of the report with the regulating body's contact information. Many times homeowners are already aware of the mandate and are calling to have the report completed.

If legislators are going to require us to do reports and require people to upgrade failing systems, then they have an obligation to help pay for or finance those repairs. The U.S. Environmental Protection Agency has said repeatedly that there are no restrictions on the use of state revolving funds when it comes to wastewater. Historically, states have spent it on sewers and treatment plants, but the federal agency says that the money is also for private onsite systems. Many service providers and regulators throughout the country are

unaware of this.

For example, Pennvest, a successful program managed by the Pennsylvania Infrastructure Investment Authority, selects state financial institutions to manage the loans and deal with homeowners. Applicants must submit three repair bids and prove their financial status to qualify. Interest rates are 1.75 percent for amounts up to \$25,000 for a term of 20 years. Unfortunately, many service providers don't know of the program's existence.

Remediating systems is expensive, but we're blessed with all sorts of technological improvements we didn't have 20 years ago. I've been hands-on in the industry for 40 years now and I look back and wonder how I could have done some of the things I did. Didn't I know better? No, none of us did. We lacked the information or technology. We did what we thought would work from experience.

Not only do we have more options, but they have become more affordable. Does anyone remember the no-discharge greenhouse system for a family of four that appeared in the late 1970s or early 1980s? It sold for \$85,000. That's a far cry from the drip irrigation or mound system selling for \$20,000 to \$30,000 in Pennsylvania, or other less expensive options. People who develop onsite technologies realize they have to be affordable.

The major problem — and the EPA said this in its 1997 response to Congress — is state and county regulators and their regulations. Unless they have a pilot program for experimental systems or accept NSF certification, they can be less than willing to approve new technology that enables us to install onsite systems almost anywhere, and do it economically.

The only recourse to regulators tying our hands is to support your state onsite association and be involved in the legislative process. The EPA doesn't have regulatory authority on septic systems. The states do. State associations must be involved to the point that when the Department of Environmental Protection or Department of Health wants to change the language, the first call officials make is to that state onsite association for guidance. If your state doesn't have an association, call NAWT at 800/236-6298 and we'll help you establish one. ■

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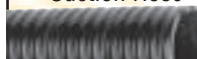
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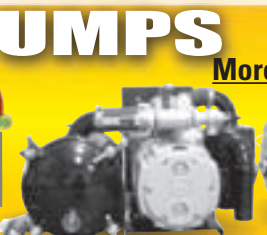


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# TRUCK STOP



*March*



**2000 GMC:** 750 gallon vacuum tank, 3,500# corner crane, 200 gallon water tank, generator and welder. Electric co. truck. Only 7,842 miles. ....\$29,900  
**814-696-1000 PA** CP03



**2004 Ford F550:** 2004 Satellite tank, auto, 650W, 300F, 2-unit carrier, 78,000 miles, complete drop in motor was installed by 20,000 miles. ....\$19,500  
**646-645-6794 NY** P03



**2005 International DT466:** 10-spd., 134,000 miles, new 3600 gal. tank, 400 water-cooled Masport. ....\$67,500  
**Rodney Lane 270-832-3793 KY** P03



**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  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P03



**1998 International MOD 2554 6x4 Camel 200:** Allison trans., engine 530, 275 hp, 74,243 miles, Roots 824 blower, Myers 80 gpm @ 2000 psi, extendable boom, front rotating reel. ....\$58,000  
**559-276-0186 CA** CP04



**1995 International DT466:** 1200 gallon capacity, automatic trans., 100 gallon fresh water compartment, PB10 pump rebuilt in 2009, tires in excellent shape, 260,000 miles. ....Asking \$14,900  
**270-860-2106 KY** P03



**1997 International 4700:** DT466 engine, 2500 gal. tank. ....\$18,500  
1996 Topkick, 1500 gal. tank, R260 pump, 85 gal. fresh water tank. \$21,000  
**Call for more photos**  
**314-614-7897 MO** P03



**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** P03



**2005 Peterbilt 379:** Cat C-15 475 hp, 10-spd., 300K miles, 20K front, 20K tag, new 4800 gal. US tank. In production. ....\$124,000  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
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**George Gonzalez: 954-558-0816** P03



**DEMO 35-Yd. Dewatering Filter Box:** Complete rollover tarp system, filter media, 1 loading manifold, 5 drain ports, 2 washout ports, interior epoxy coated, exterior polyurethane top coat. Call for more info.  
**863-984-8994 FL** CMP03



**2006 International:** Abernethy truck, 2500 gal. sewage, 100 gal. fresh water, Masport water-cooled pump, Cat jetting system, auto trans., 245 hp turbo diesel, 165K miles, 200' hose, chrome tool boxes both sides. Just serviced, ready to work. ....\$60,000  
**850-305-6022 FL** P3



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



**1996 Peterbilt 385:** 3200 gal. tank, hoisted, heated valves, Fruitland 800 pump, M11 Cummins, Eaton 10-speed, Jake brake. Excellent condition. \$55,000  
**435-472-2580 UT** P03



**1998 Isuzu NPR:** 115,000 miles, 2008 slide-in tank unit 300 waste/100 water, liftgate, carries six portable toilets, used daily. Will separate tank and truck. ....\$14,500 OBO  
**270-828-3496**  
**or 270-998-0012 KY** P03



**2007 Volvo GapVax Sewer Flusher & Hydro Excavation Unit:** 3750 cfm 27" Hibon blower; 800,000 BTU burner; Uraca pump and Giant pump; stainless water and debris tanks; 26' boom; 500' of flushing hose. Only 27,300 miles and 703 hours use. Many features. \$295,000  
**905-680-6555 Can.** P3



**2007 Freightliner M2:** Cat 3126, 6-spd., new 2200 gal. US tank, new Jurop R260 pump, all new accessories, new paint. ....\$49,800  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P03

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

# TRUCK STOP



*March*



**1992 GMC Topkick:** 3116 Cat Diesel, 2100 gal. tank, 6-spd transmission, 250 cfm vac pump, Hydreco vac pump hydraulic drive, Garnet See Level digital gauge, 269,084 miles, runs great, selling for bigger truck, well maintained, ready to work .....\$15,000  
**517-936-3000 MI** P03



**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 Juprop LC420 liquid-cooled pump, alum. wheels, all new tires. \$122,000  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P03



**2006 Hino 185 Pump Truck:** White/grey, auto, diesel, AC. Tank 1050 gallons built in all stainless steel. 750 waste/300 water, Conde PTO driven pump. Brand new condition w/150K miles. ...\$35,000  
**Call 1-800-634-2085 NY** P03



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



**2006 Kenworth T-800:** Cat C-13 475 hp, 300K miles, 8 LOLO, 20K front, 20K tag, 46K rears, new 5000 gal. US tank, new Juprop LC420 pump. ....\$128,000  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P03



**1998 Western Star w/8400 Gal. Tanker:** 22.5 tires, 13-spd., 60 series Detroit 500 hp, 62,335 miles on new engine, Gardner Denver Wittig 450 cfm pump, 1995 aluminum double conical trail master vacuum pressure tanker. ....\$54,500  
Also 2001 Western Star day cab. Call for more details .....\$32,500 OBO  
**Rich at 715-556-1106** P03  
**porcupineenterprizelc@hotmail.com**



**2008 GMC C-5500:** 47,000 miles, 1000 waste/350 fresh tank, still has warranty. ....\$52,000  
**Rodney Lane**  
**270-832-3793 KY** P03



**STETCO BASIN CLEANERS:** 4 in stock, from city. They run and operate. ....\$8,900 to \$13,900  
(\$8,900 has no clam shell)  
**Opdyke Truck Sales**  
**800-520-4704** PBM



**(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. ...\$16,995 OBO Ea.  
**Hays Rental 870-862-4935 AR** P03



**1996 International 9200 Pump Truck:** 4000 gallon aluminum tank, total weight 52,000. In good condition, ready to work. ....\$39,000  
**Contact:**  
**liana@chavarriasplumbing.com**  
**or 956-726-9999 TX** P03



**2001 Peterbilt 379 Tri-Axle:** 5000 gallon steel tank, Demag RFL 100 vacuum pump, heated valves (electric), Cat C15 475 hp, Fuller 8LL, double frame, 565,000 miles.....\$30,000  
**800-858-3111**  
**C: 610-509-5070 PA** P04



**2007 Camel 200 Ejector Sewer/CB Vac Unit on 2007 Sterling:** Automatic trans., factory installed Hi-Rail and Creeper mode, 1500 gal. water, 80 gpm/2000 psi, 25,000 miles.....\$174,999  
**chuckmott@earthlink.net**  
**1-800-945-4081** P03



**DEMO 20-Yd. Dewatering Filter Box:** Designed for hi-dump vacuum trucks, complete fold-away tarp bow system, filter media, fill, drain and clean out ports, rear door with quick release handle, safety and quick close latch. Call for more info.  
**863-984-8994 FL** CMP03



**2005 Freightliner Business Class M2:** Cat C7 engine, new 2300 gal. vac tank, Masport W75 pump. ....\$39,500  
**Mike @ 303-478-4796**  
**or JR @ 720-253-8014**  
**www.pumpertrucksales.com** PBM



**(4) 2005 International 8600:** Cat C-13 475 hp, 10-spd., 200-400K miles, 20K front, 20K tag, new 4600-5000 gal. US tanks.....Starting at \$98,000  
**www.nationaltruckcenter.com**  
**Office: 305-691-8407**  
**Michael Vera: 786-554-0892**  
**George Gonzalez: 954-558-0816** P03



**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. ....\$29,500  
**715-546-2680 WI** CPBM



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## BUSINESSES

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)

**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)

Porta Potty Business for sale near Austin Texas. Live and work in the Live Music Capital of the World. 250+ toilets, 3 trucks & holding tanks. We have great accounts!!! 512-788-1500. (P03)

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

## BUSINESSES

**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)

**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)

**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)

**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)

## BUSINESSES

**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)

**SEPTIC PUMPING BUSINESS FOR SALE IN COLORADO:** Steady, recession-proof 35 year-old company in Denver/Colorado Springs with current owners retiring. Strong brand recognition with over 3,000 residential and commercial customers and 75% recurring sales. Meticulously maintained equipment including 3500 and 2500 gallon late model septic trucks. Asking \$350,000. Call Matt at 888-891-0097 or email [info@independencegroup.com](mailto:info@independencegroup.com). (P03)

**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 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)

**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)

**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](http://www.BTwo.biz)**. (PBM)

## BUSINESSES

Established restroom business for sale, Central Massachusetts. All equipment, customer list. Will help with transition period. Serious inquiries call 508-341-3559. (P05)

**ARE YOU 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)

**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)

## 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)

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## 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)

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## BUSINESS WANTED

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Pumper Plus Billing Software: Regularly \$795. Mention this ad in Pumper.com and purchase for only \$595. Pumper Plus is a billing software package from Galaxy Systems, [www.galsys.com/pumperdemo.asp](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

BUY - SELL - LEASE - TRADE: Clarifiers, Filter Presses, Belt Presses, Vacuum Filters, Filter Cloth, Dewatering Bags, Tanks, Mixers and more! Call Waste Treatment Equipment Specialties at 440-808-8844. [www.wescoequip.com](http://www.wescoequip.com). (P12)

2007 New Tech NT-4000E dewatering unit mounted on a 10-ton capacity trailer for septic and grease traps. It is equipped with 750 micron filter screens and is a diesel/hydraulic powered system with 3" pump, 132 gpm polymer mixing device. \$45,000. 928-300-0583 AZ. (P04)

Belt Press 2000 Stainless 1.5 meter. Mix tank variable speed drive motor, polymer unit, 5 hp electric motor for spray bar. 3000 gal. per hr. EXCELLENT CONDITION. 20 yrs. experience, will help set up. Part trade. Steve 503-577-7223 OR. (P05)

2000 1.5 Meter Belt Press, variable speed, complete, excellent condition, 20 yrs. in pumping business. \$27,500. Call Steve @ 503-577-7223. Portland, Or. (P05)

2006 Ashbrook 2.0 Meter Dewatering Klampress Machine with 1,100 hours and Polymer mixing pump on portable trailer with conveyor. \$185,000. 901-493-6968 TN. (P05)

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

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)

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**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)

## DRAIN/SEWER CLEANING EQUIPMENT

2002 MyTana portable jetter. 3000 lb. @ 4 gpm. 13 hp Honda. In great shape, used very little. 9 years old. Asking \$3,200. Call Chuck 515-321-2366 IA. (P03)

## 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)

1997 Freightliner with Presvac 2300 gallon DOT certified vacuum tank, Presvac PV750 vacuum pump with new paint and tank inspections. KLM Companies, 617-909-9044. (P03)

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

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)

2011 Freightliner M2 with new Presvac 3,200 gallon stainless steel DOT certified dump and door vacuum tank. 900 CFM blower, 330 HP. KLM Companies, 617-909-9044. (P03)

## 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

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)

## JETTERS-TRAILER

**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](http://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

2008 Peterbilt 367 Jetter. Front axle: 20,000 lbs. Rear axle: 46,000 lbs. Cummins ISX 475 HP motor. 10-speed Eaton Fuller transmission. \$297,900. 310-354-9999 CA. (P03)

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)

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)

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](http://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: Did you find something you liked at the Pumper show? And, not sure of the best way to put that equipment to work for you or your company! Let Excel Commercial Leasing's professional staff, with over 65 years of industry experience, find you a leasing solution today. 1-855-54E-XCEL (3-9235). (P03)

## MISCELLANEOUS

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. (P04)

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

40 Five Peaks, about 2 years old, lightly used, still new condition. \$350 each. 402-217-1118 NE. (P03)

Brand new Imperial portable toilets for sale. Units include hand sanitizers installed. Many still in shrink wrap. Delivery possible. \$450 each. Discounts for larger orders. 715-685-2222 WI. (P04)

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. (P03)

20 unused toilet lift racks. \$75.00 each. 816-238-3000 MO. (PT03)

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)

LIQUIDATING BUSINESS - TOILETS: 9 special event, 130 construction, 5 executive. HOLDING TANKS: 4. 1999 International pump truck. \$22,000 for package. Call for details and pics. 704-867-7245. Mooresville, NC. (PT05)

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

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)



## PORTABLE RESTROOMS

CLOSING BUSINESS. Event quality 60 Poly-John PJs @ \$300 and 10 Comfort Inns @ \$900. Blue. Most used one season. 360-357-4338 WA. (P04)

Over 600 PolyJohn units 1-2 years old. Starting at \$300 each. Minimum purchase of 26 units. 772-562-4604. 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. (P03)

## 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. (PBM)

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

## PORTABLE RESTROOM TRAILERS

10x32 or 10x42 special event trailers, like new. AC, heat, etc. \$19,500 each. 816-238-3000 MO. (PT03)

2 and 4 unit NuConcept (VIP) trailers w/ portable. See link for video of trailer and VIP portables: <http://www.youtube.com/watch?v=0MLrmUp6J4>. 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)

## PORTABLE RESTROOM TRUCKS

2006 Ford F450 4X4, 600 waste/275 water, Imperial aluminum tank. Excellent shape. 563-924-2225 IA. (P03)

2001 Dodge 3500, Satellite 550-300 tank, 156,00 miles, Cummins diesel, new trans, brakes. \$13,000. 806-7621066. (P03)

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)

## PORTABLE RESTROOM TRUCKS

2002 Chevy HD 4x4, 300/100, wash down pump, Conde pump, lift gate, hauls 6 units. Truck is in great working condition. \$16,500. 989-845-6280 MI. (PT04)

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)

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. WI. (P04)

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)

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.aacoinc.com/classified](http://www.aacoinc.com/classified). Location Phoenix, AZ and Las Vegas, NV. \$30,000. 208-362-3193. (P03)

2007 International 4100, 109k miles, 350 fresh/750 waste Crescent tank, dual side service, carries 8 toilets, pressure washer, lift gate, new Masport pump, excellent condition. \$46,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

2004 F-550 Satellite toilet truck. Auto, diesel, w/MD950 vac tank. 2-unit toilet carrier. \$25,000. Excellent shape. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

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)

For Sale: 1989 Chevrolet, one-ton, automatic, 454 gas, 4wd, Satellite slide-in unit, tank is 275/125. \$3,500. 715-853-5447 WI. (P03)

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)

## 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)

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)

**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@portotech.com. (P03)

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](http://www.pbsos.com) for more info and pictures. (PBM)

## 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](mailto:hr@advancedwasteservices.com). (P07)

## PUMPS-VACUUM

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

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

## PUMPS-VACUUM

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

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

Masport rotary vane vacuum pump HXL400W + all the hardware to hook it up to a truck. \$3,500. 503-680-9388 Joe, Oregon. (P03)

## RENTAL EQUIPMENT

Steel storage containers for sale: 8' x 20' and 8' x 40' lengths. We can fill these containers with used portable toilets @ special prices. Why ship an empty box. Container prices starting @ \$1,850. Also used mobile offices for sale. Lexington, Ky. 866-488-2699. [www.a1portables.com](http://www.a1portables.com). (P03)

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

## ROLL-OFF TRUCKS

1998 Volvo WG64 quad axle roll-off truck with auto tarp and 75k hoist. Cummins 400 HP. All new tires, brakes. In excellent condition. 80,000 GVW. Must see. 617-909-9044. KLM Companies. (P03)

## SEPTIC TRUCKS

1997 Freightliner FL70, new 2300 gal. vacuum pressure tank, Cummins diesel, 6-spd., AC. Great condition, clean, dependable, ready to work. \$35,000 OBO. 845-863-6080 NY. (P03)

2005 International DT-466, 90,000 miles, 2500 gallon tank, 395 cfm pump, auto trans., Transway built system. \$35,000. Call 860-628-7355 CT. (P03)

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

2004 Mack, 4200 gallon tank, Demag-Wittig pump, 18-speed transmission, custom cab, air conditioned, good condition, 162,000 miles. \$75,000. Call 717-637-5630 PA. (P03)

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)

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## SEPTIC TRUCKS

RETIRING: 1984 Freightliner, Cummins, 4-axle, vacuum truck. Thompson pump, Thompson 3800 gal. tank. \$18,000 OBO. Jim 951-545-9604 CA. (P03)

1996 International: 3200 gal. tank w/Masport pump. Very low miles and extremely clean. GREAT FOR HOUSE WORK! Wrap around hose tray and heated valves. Pics and more info. upon request \$25,000 OBO. Contact: 973-252-8400; aws8247@aol.com. Ask for Steve. (P03)

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)

1999 Peterbilt 379, Cummins N14, 435 hp, 15-spd., 3365 gallon LMT vac tank, tank approx. 4 years old, Masport H15W pump. \$45,000. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)

2006 Chev C7 2500 gal. septic truck, 6-speed, AC, air brakes, air ride seat, 83,523 miles new paint, very nice truck, manway top and back, Masport pump, ready to go. Asking \$45,000 OBO. Call Barry 256-832-7867 AL. (P03)

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)

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)

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)

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

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## SEPTIC TRUCKS

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)

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

## SERVICE/REPAIR

**Dynamic Repairs - Inspection Camera Repairs:** 48-hr. turn-around time. General Wire, Ratch, Ridgid, Pearpoint, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. **Rental equipment available.** For more info. call Jack at 973-478-0893. Lodi, New Jersey. (PBM)

## SLIDE-IN UNITS

Imperial Industries 2-year-old, lightly used. Asking \$6,500 OBO. 402-217-1118 NE. (P03)

## TANKS

1100 gallon vacuum pressure tank, bare, 1/4" steel. \$1,000. 845-863-6080 NY. (P03)

Balzer 800 gallon vac tank and Battioni Mec 5000 pump, used very little, good shape. \$2,500. Contact Mark 765-396-9080 IN. (P03)

Vacuum tanks, 100 to 6000 gallons. All options available; hatches, primary, secondary, valves, catwalks, ladders, etc. Everything needed to build your own septic truck. Choose mild, stainless, or galvanized steel. Ask about full open doors. 800-545-0174. **www.tanksandpumps.com.** (PBM)

4000 gallon vacuum pressure tank w/3" pump. 5 heated valves, 6" dump valve, hose trays, 5" site glasses. Complete w/bumper. Looks great; excellent condition. Ready to mount. \$7,500. 845-863-6080 NY. (P03)

**New 4000 gallon tank, 20" manway top, 25" manway bottom, 3" intake, 6" dump, hose trays, valves, painted. \$14,000. Many sizes in stock. Delivery available. www.JEagleTanks.com or 800-721-2774.** (PBM)

3500 gallon tank with hydraulic pump. Tank made to fit on roll-off truck and connect to its hydraulics. Double your business. \$9,000. Call for details 251-490-5611 AL. (P03)

Pre-owned Presvac 5,000 US gallon, carbon steel, vacuum pressure tank. (Stock #5673V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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

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## TOYS

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

## TRAILERS: VACUUM/TANKER

2007 Dragon - 6300 gal. aluminum vacuum trailer. Air ride, rear sight glasses, 2 - 20' hose trays, 2 - 4" load/dump valves, straight barrel, air bag dump valve, work lights, baffles and alum. toolbox. LIKE NEW! \$34,000 OBO. For more info and pics contact 973-252-8400; aws8247@aol.com. Ask for Steve. (P03)

RETIRING: 1984 Peterbilt w/7500 gallon aluminum semi trailer. Transport or store grease or septic. \$25,000. Jim 951-545-9604 CA. (P03)

## TRUCKS, MISC.

1998 Chevrolet C7500. Caterpillar 3116, 2500 gallon with a Masport H400W. Onboard jetter, hoses. Strong truck! 191k miles. \$35,000. 678-520-6161 GA. (P04)

1984 Autocar Conventional tractor, 511,000 miles, 3406 DI 400 Cat, 13 speed transmission, tag axle. \$30,000. Call JD at 775-825-1595, email [jd@watersvacuum.com](mailto:jd@watersvacuum.com). (P04)

## TV INSPECTION

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. \$50,000. Call JD at 775-825-1595 or [jd@watersvacuum.com](mailto:jd@watersvacuum.com) for photos. (P04)

## VACUUM EQUIPMENT

3-1994 Freightliner 70 BBL vac trucks, Proco tanks, 500 Fruitland pumps, 350 Cat engines, 9-spd. transmissions, air ride suspensions. \$39,950 each. **www.infinityequipment.com.** Blake 713-206-2540 or Raul 713-675-6969 TX. (P03)

## VACUUM LOADERS

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

## VANES

We are looking for a reasonably price, used Wells Cargo Comfort Elite II in good working condition. Please email details, location, and asking price. [david@exorents.com](mailto:david@exorents.com). (P03)

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

## WANTED

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)

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

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

## WATERBLASTING

**Gardner Denver** T-450 VSDT 60.6GPM max 10K max. **Gardner Denver** T-450 w/ Jetstream fluid end transmission 10K @ 40GPM. **THE-500UH** 50K bareshaft pump. Boatman Ind. 713-641-6006. View @ [www.boatmanind.com](http://www.boatmanind.com). (CPBM)

2005 NLB 10-150 fluid end. (0) hours on fluid end. With bypass and water tank. \$17,500. KLM Companies, 617-909-9044. (P03)

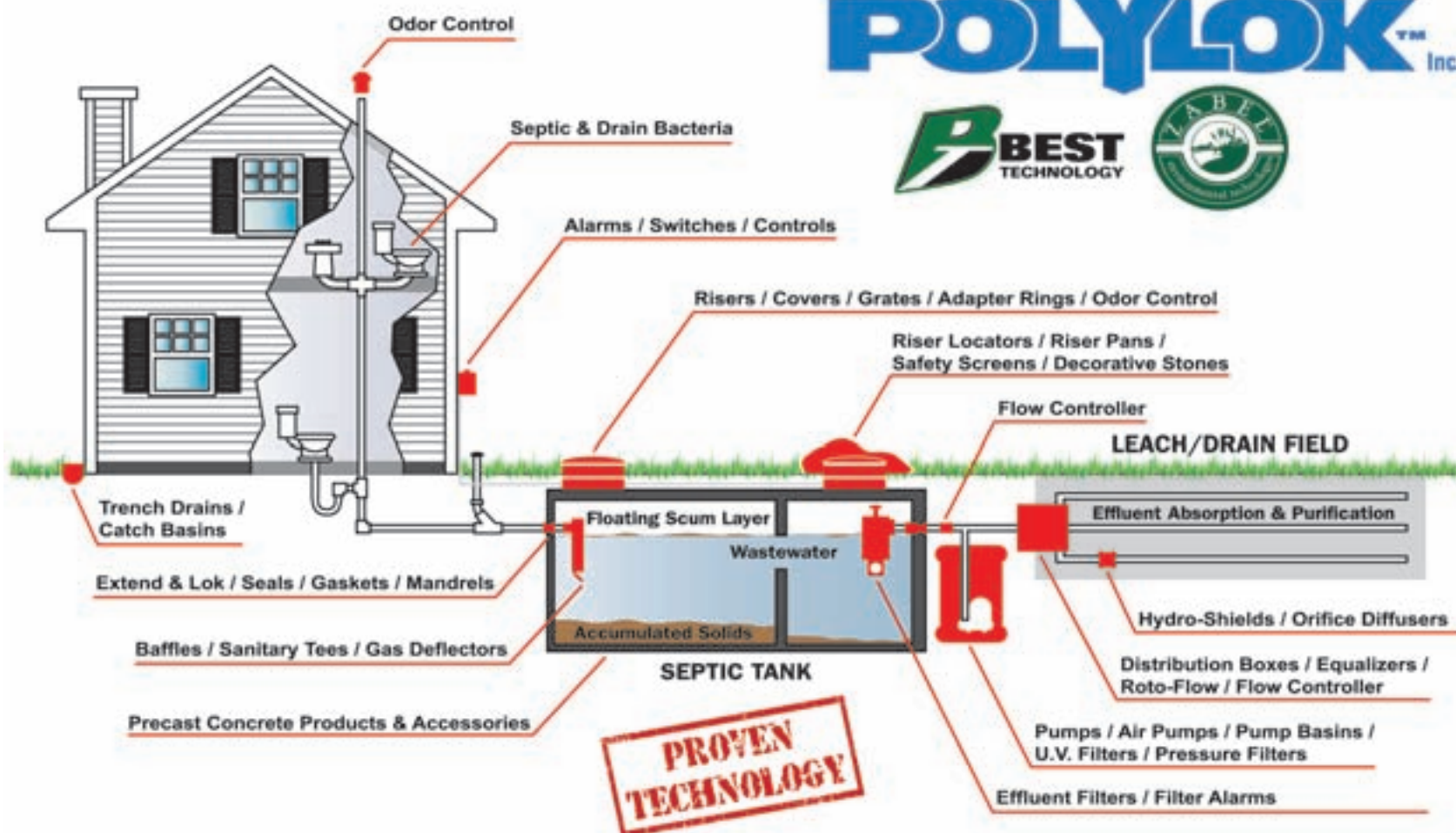
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