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At the Expo:

New and useful
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Veteran provider looks
toward the busy season

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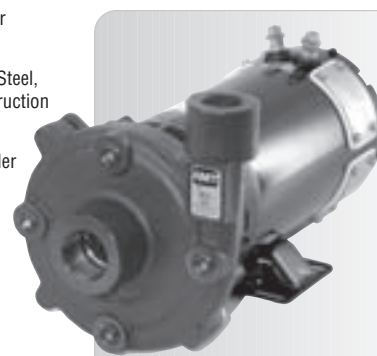
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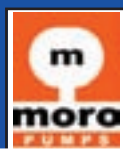
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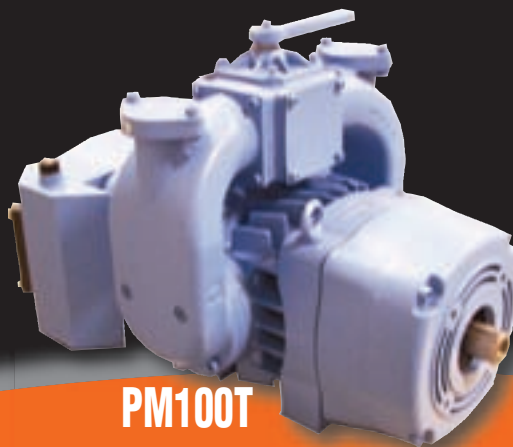
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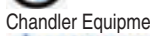
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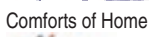
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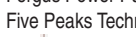
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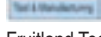
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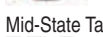
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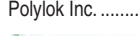
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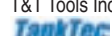
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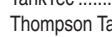
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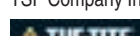
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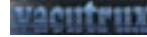


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Industry Veterans Given Their Due

By Jim Kneiszel, Editor



A pair of wastewater professionals who for many years have worked on behalf of industry causes and advancement were honored by COLE Publishing and the National Association of Wastewater Transporters at the Pumper & Cleaner Environmental Expo International last month in Louisville.

Recognized for a generation of good work were David Hapchuk, owner of Hapchuk Inc. and Liquid Assets Disposal, and Don Vermeulen, retired owner of the Meyers Company. Hapchuk received the NAWT Excellence in Service Award and Vermeulen was bestowed with the Ralph Macchio Lifetime Achievement Award, an honor presented by Bob Kendall of COLE Publishing and COLE Inc.

EXCELLENCE IN SERVICE

Among his many industry contributions, Hapchuk hosted NAWT's 2010 Waste Treatment Symposium at his company headquarters in Washington, Pa., and his treatment facility in Wheeling, W. Va.

Tom Ferrero, outgoing executive director of NAWT, said Hapchuk has been a consistent promoter of pumping professionalism over the years.

"Dave has spent a lifetime supporting this industry," Ferrero says. "From the early days of working with his father, through his help in the development and growth of the Pennsylvania Septage Management Association, and involvement with NAWT as a prime sponsor of the William Hapchuk Memorial Scholarship, Dave has supported this industry. His hosting of the NAWT Waste Treatment Symposium was the icing on the cake. The industry owes Dave a debt of gratitude."

In a story in *Pumper* leading up to the symposium, Hapchuk said he wanted to pro-



Ralph Macchio Lifetime Achievement Award winner Don Vermeulen (second from left) is flanked by (from left) Bob Kendall of COLE Publishing, Ralph Macchio and Rick Howe.



NAWT Excellence in Service Award winner David Hapchuk (left) is joined by Tom Ferrero (center) and NAWT President Roger Winter.

mote the idea of pumpers building their own processing plants to take control of their disposal destiny.

"It makes you more independent. Your ability to do business isn't depending on someone else's plant where they can shut you down at any point," Hapchuk said at the time. "Pumpers who want to do their own pretreatment need to realize that putting these processes in place is a team effort between all

the players. It's important to have good relationships with vendors and compliance staff."

MACCHIO AWARD

Vermeulen, with more than 50 years in the industry, recently sold his Macedon, N.Y., company specializing in onsite system installation. The Macchio Award was given by COLE Publishing and COLE Inc., sponsor of the Pumper & Cleaner Environmental Expo International.

"Don has shown a lifetime commitment to the things we all find important in this industry. That's professionalism and education," says Rick Howe of Cape Cod Biochemical Co., who nominated Vermeulen for the award. "Don is truly a gentleman and he really exhibits everything that we would like this industry to be."

Howe said Vermeulen has always been on the cutting edge of industry technology and has continued to be involved in education conferences, from the Pennsylvania Septage Management Association to the Pumper & Cleaner Expo Education Day.

Heading into retirement, Vermeulen reinforced his interest in building industry professionalism.

"The more knowledge we can share within the industry, the better we all will be, and all customer relationships will improve as a result," Vermeulen said in summing up his philosophy in the 2010 profile story about his company. "My career supports this."

GREAT EXPECTATIONS

Congratulations to Hapchuk and Vermeulen. Their dedication and commitment to the industry is admirable. We're better off, thanks to their example. ■

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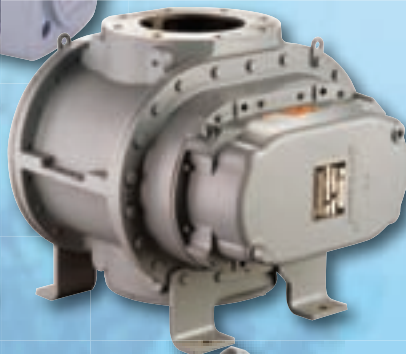
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NEW or PRE-OWNED

The owners of West Virginia's Potomac Portable Restrooms tried business building both ways — buying an existing company and starting from scratch. Now they can reflect on which method works best.

By Seiche Sanders

Anyone who's ever done it would surely agree: Buying an existing business is no walk in the park. The learning curve has very little ... well, curve, and the sometimes clumsy "trial by fire" experiences seem to go with the territory. There are countless processes, procedures, customers, routes and employees to learn about. And, the world doesn't come to a standstill while you figure it all out — there are still accounts to service, phones to answer and bills to pay.

And then there is starting a business from scratch, which, according to Jack and Kathy Meyer, owners of Potomac Portable Restrooms in Shepherdstown, W. Va., makes buying an existing company look easy. They should know — they've done it both ways.

BREAKING INTO THE BUSINESS

When the Meyers bought their first business, Fairfax Septic Tank Service, in 1988, they weren't necessarily looking to get into septic pumping — they were looking to get out of a daily 9-to-5 that had Jack commuting about three hours a day to Arlington, Va., from their home in Shepherdstown.

It was Kathy's late father, pumper Sam Koberlein of Koberlein's Septic Service in Beach Lake, Pa., who alerted the couple to a nearby septic pumping and inspection company that was for sale. The owner had died, and the company was being run — reluctantly — by accountants. The couple jumped at the chance to start a new career with their own business.

But, the decision to buy turned out to be the easy part. Neglected since the owner's death, the business was in rough shape, according to the couple.

What came with the purchase? "The company had one truck when we bought it and it was a sad truck — an old 1983 International with a 2,500-gallon tank," Jack says. The Meyers also walked away with a customer list, and the one employee, who, with 33 years of pumping experience, turned out to be a valuable asset. Besides having Kathy's

Technician James Creek cleans a portable restroom for Potomac Portable Restrooms. (Photos by Mike Murdock)



"WHEN YOU BUY A BUSINESS, ALL OF THE PIECES ARE IN PLACE — THE (CUSTOMERS) ARE COMING TO YOU. WHEN YOU START A BUSINESS, IT'S A LITTLE MORE FOOTWORK. YOU'RE WAITING FOR THE PHONE TO RING AND THE MONEY'S NOT COMING IN RIGHT AWAY."

Kathy Meyer

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The Potomac Portable Restrooms crew includes (from left) Molly Meyer, Michelle Fox, Scott Hill, James Creek, Bruce Orr and Kathy and Jack Meyer.

father to call on for help when needed, the couple's work history was in corporate America and finance, so it was almost all new to them.

"If it wasn't for (the driver, the late Buck Edwards), I would have been in big trouble. He taught me everything he knew. He was gracious and giving about it," Jack explains. Jack obtained a CDL and Edwards schooled him in driving the truck and pumping septic tanks. Kathy, meanwhile, put her previous experience in office administration to work, answering the phones and tending to customer needs. With a lot of ambition and some elbow grease, the business grew and the Meyers soon bought another truck.

STARTING OVER

Fourteen years after buying that struggling little business in Chantilly, Va., 70 miles away from their home, it was again time to make a change. This time, however, the Meyers had all the business knowledge they'd accumulated in running Fairfax to put to use toward a new endeavor: launching a business.

"We grew (Fairfax) to a point where we felt we could make a reasonable profit on the sale so we could start a company closer to where we lived. We got the price we wanted, and decided to start Potomac," Jack says.

The product/service mix this time was new and different — this time the couple focused more on portable sanitation. The

Meyers saw opportunity in capitalizing on a construction boom, which soon steered the majority of their accounts. From meager beginnings, the business grew quickly. A year and a half in, they hired their first employee. Today, there are six employees.

"You could see the shift," Kathy recalls. "It was a little scary fast. The economy was good and we were growing a little too quickly." Quickly, in that the demand was requiring quick and significant investment in their portable restroom inventory, she explains.

Today, Potomac is about three times bigger than the couple's first business at its peak, with an inventory of 450 restrooms, 10 handicap units; six restrooms with sinks

Profile

Potomac Portable Restrooms

Shepherdstown, W. Va.



Owners: Jack and Kathy Meyer

Founded: 2002

Employees: 6

Service area: 100-mile radius

Services: Portable sanitation and septic service

Associations: Portable Sanitation Association International; Association of Builders and Contractors; Cumberland Valley Chapter Chamber of Commerce in Jefferson County, W. Va., and Chamber of Commerce in Berkeley County, W. Va.

Website: www.potomacportablerestrooms.com



Creek (left) and Orr load two restrooms onto a carrier for a delivery. The company's inventory includes about 450 standard restrooms, some specialized units, freshwater systems and holding tanks.

continued

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Jack and Kathy Meyer go over accounts in the office. The couple utilizes the latest software technology to track service routes.

"IF THERE'S A QUESTION FROM A CUSTOMER, I CAN GO BACK AND LOOK AT THE HISTORY AND KNOW EXACTLY WHAT TIME (THE TECHNICIAN) WAS CLEANING A RESTROOM TO KNOW THAT IT WAS IN FACT DONE. IT ALSO KEEPS OUR GUYS FROM STRAYING TOO FAR OFF THE BEATEN PATH."

Jack Meyer

and 18 freshwater systems, all from PolyJohn Enterprises Corp. There are 18 300-gallon waste/200-gallon freshwater holding tanks, also from PolyJohn, to go with the freshwater systems. The restrooms are transported on the company's two Explorer restroom trailers: an 8-unit and a 12-unit, made by McKee Technologies Inc.

The company's fleet includes a 2001 International DT466 with 1,500-gallon waste/500-gallon freshwater steel tank, built by Lely Manufacturing Inc.; a 2000 GMC 3500 crew cab with 500-gallon waste/300-gallon freshwater steel tank and a 2000 UD Trucks cabover flatbed with a 400-gallon waste/200-gallon freshwater steel tank, both built by Dyna-Vac

Equipment; and two 2008 Dodge 5500s with 1,000-gallon waste/300-gallon freshwater steel tanks built by Lane's Vacuum Tank Inc.

NEW SET OF CHALLENGES

The Meyers benefitted from owning the previous business, but still met some unexpected challenges. First, Kathy explains, there were the startup costs associated with a new business.

"You all of a sudden discover, 'We need this, we need that, we need a truck and we need computers,' " she says. "There are a lot of pieces of the puzzle to put together; when you buy a business, all of the pieces are in place — the (customers) are coming to you. When you start a business, it's a little more footwork. You're waiting for the phone to ring and the money's not coming in right away. It takes awhile to build up that database and get your name out there."

It was a grass-roots effort that had Jack hitting the streets, talking to people and making inroads with customers. Initially, the company focused solely on portable restroom rentals. Today, about 25 percent of the business is septic tank pumping.

"For me, the surprise was the work involved in keeping track of all these restrooms and the billing and invoicing — I wasn't aware what a big thing that would be, and was completely different than the septic business," Jack says.

With the time-consuming nature of the business, simplification became essential. The Meyers made strategic software purchases to streamline invoicing, accounting and routing and delivery.

At the Pumper & Cleaner Environmental Expo, the Meyers have been introduced to a number of efficiency-enhancing tools, which have made their business run more smoothly. The company purchased Clear Computing TAC (Total Activity Control) software, which helps with customer records, billing and

Potomac Owner Reflects on 9/11 Experience

Most everyone has a vivid recollection of where they were and what they were doing on Sept. 11, 2001. For Jack Meyer, owner of Potomac Portable Restrooms, his experience was so traumatic that he couldn't bring himself to talk about it for two years.

Meyer had a contract with the U.S. Army Corps of Engineers to pump holding tanks on the grounds of The Pentagon. He was making one of his usual twice-a-week treks there, listening to the traffic news on the radio, when the program was interrupted to alert all emergency personnel to report to New York. Just then, he drove under an overpass, and when he came out, he heard a roar 50 or 60 feet above him — what he can only describe as a horrible noise.

"It went over my head and the truck and it flew into The Pentagon. I thought it was a missile." Traffic screeched to a halt, and Jack was stuck no more than 500 yards from what became a huge fireball. Pieces of the fuselage and the building and the airplane were scattered around his truck. The explosion had blown out the windows of other cars nearby. For an hour and a half, Jack stayed there, stuck and without cell coverage or a radio to help him find out what happened. He watched the building burn and emergency personnel trying to react to a situation.

When the gridlock finally broke, Jack, in a state of shock, continued on to his next customer's home. She told him to leave — to go home.

Jack was back at The Pentagon the next day, pumping greywater out of the temporary facilities and restaurants the government erected to accommodate emergency personnel on the scene. For three weeks, he worked at The Pentagon. Jack says he was constantly looking over his shoulder and felt uncomfortable and fearful just being there.

"You have to suck it up, and I guess that's what I did," he explains. "I felt like I was making a contribution, although it was one I'd rather not have had to make."

One of the company's drivers, too, had a close brush with the tragedy. Shortly after the attack, he arrived at a customer's home to complete a job that had been scheduled two or three weeks earlier. When the driver showed up, the driveway was full of cars. He asked the customer if they would rather hold off and reschedule, but they said to proceed, because they were expecting a lot of guests. Based on the name, the driver later realized the customer had been one of the pilots on the plane terrorists hijacked and flew into The Pentagon.

"Two months later, we sold that business," Jack recalls. "We had already decided to sell, but it just turns out that we were able to get a firm contract and we sold it. It was like I was able to put that chapter behind me."

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Jack Meyer pumps a residential septic tank (main photo and below) using a vacuum rig from Lely Manufacturing Inc. Septic service has grown to about 25 percent of revenues for Potomac.



Meyer (left) checks the water level in a PolyJohn Enterprises freshwater system installed at a construction site.

dispatching. Processes and documents have become more streamlined with time and the company has become more automated.

The company's InSight USA StreetEagle GPS, purchased about a year ago, also has proven to be a valuable tool. Meyer can view the precise location of the trucks on a street map and monitor the progress of technicians. Even the pumps on the trucks are wired to the system and Meyer knows if and when pumps are running.

"If there's a question from a customer, I can go back and look at the history and know exactly what time (the technician) was cleaning a restroom to know that it was in fact done," Jack says. "It also keeps our guys from straying too far off the beaten path."

EXPERIENCE COUNTS

The Meyers' earlier professional lives might not have prepared them for driving trucks and pondering disposal options, but it did provide them with the skills they have applied to each of their businesses.

Jack was an investment broker, and through that experience he developed a knack for communicating with people and feeling comfortable around them. "To get started in that business, you start with lots of cold calling and experience lots of rejection," he says. "I was no stranger to calling on people. I was knocking on doors and going to jobsites."

Kathy's administrative experience — working for lawyers and serving as the assistant to the president of the company Jack and Kathy worked at when they met — provided a wealth of transferable skills.

Now, with the Meyer's office located just four miles down the street, there are no long commutes to worry about and the couple is happy with the way things turned out. And, while there are challenges inherent in a husband-wife business partnership, they wouldn't have it any other way.

"Buying the septic tank service

company was much less complicated than starting a new portable restroom company," Jack says. "We had some lean years. Time wise, I believe it was when we finally owned about 400 restrooms that we were able to begin breathing a little easier.

Would they do things differently, knowing what they know now? They agree: "Probably not." ■

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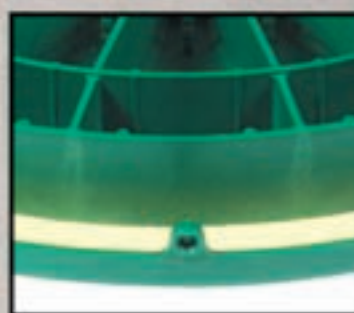
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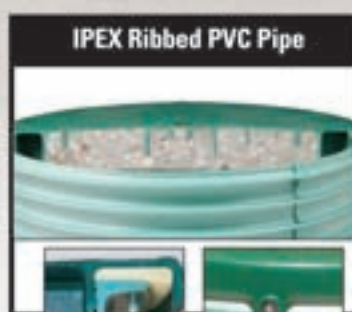
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Help With 'Help Wanted'

Evaluate your needs, take your time and use creative hiring practices to land great employees

By Marsha Lindquist

In times of higher unemployment, people are out there looking to enter the workforce. But you don't want to hire just any worker ... You want to find the right employee for your company. And chances are, in the past you've found the hiring process a frustrating exercise.

Consider the typical scenario: You place a classified ad in the newspaper for your open position and you receive a slew of applications. Out of those applicants, you only find a few you want to interview. After you conduct interviews, you're not impressed, but are forced to make a decision because you need to hire someone, or so you think.

Too often, employers hire the wrong people out of a sense of urgency. As a result, they fall into the same pattern they've always used to seek employees, and they're less than pleased with the results. Reliable workers are out there; you just have to know how to find them. The key is to try a new approach. The following tips will enable you to find quality workers you can count on.

SEEK SEASONED EMPLOYEES

Companies often employ young, inexperienced workers, who sometimes think and act like they know it all. Having young, dynamic, and energetic people in your workforce is great. But you also need to have seasoned individuals with the knowledge and skills gained from years of experience.

If you need to hire help, don't automatically go for a recent high school graduate for a driver or a college grad as a manager or sales representative. Instead, consider what you gain by hiring someone with years of experience. When you hire seasoned individuals, it's a win-win situation for everyone involved. The experienced people take great pride in being asked to help develop younger workers, and young workers gain a great depth of knowledge from the seasoned employee.

CONSIDER MORE THAN ONE JOB CATEGORY

If you can't seem to find the right person for the job, you may be looking for the wrong type of employees. Often employers automatically think they have to hire for full-time permanent positions. You need to get out of that mindset. Re-evaluate the position you're hiring for. Is it really a permanent position? Do you really have enough work to justify bringing someone on full time? Might you be better off hiring part-time people, consultants or a virtual assistant? This evaluation could save your company a lot of money.

When you consider job categories besides full-time permanent, you can alleviate a financial burden for your company, and you may be able to bring in more creative individuals. Thinking you can only hire full-time permanent people limits your possibilities.

DON'T RUSH

It's often a mistake to be in a hurry to fill an empty position. Slow down and analyze what needs to be done and what type of person you

Marsha Lindquist is a business consultant, author, speaker and CEO of The Management Link Inc. Contact her through the website, www.MarshaLindquist.com.



Too often, employers hire the wrong people out of a sense of urgency. As a result, they fall into the same pattern they've always used to seek employees, and they're less than pleased with the results.

are looking for to join your team. Think of all of the possibilities. Can you move people around within your organization? Do any employees have crossover duties you can combine into one position? Maybe you'll find that you can combine jobs previously done by two different people, thus freeing one of them for the position you are seeking to fill. Take the time to evaluate your needs and you might find the solution is not hiring anyone.

CONSIDER A DIFFERENT DEMOGRAPHIC

Don't forget about retirees and senior citizens. You can find a lot of talent in people who don't want to work a lot, but have incredible experience. This group is likely not seeking full-time employment, so you may be able to hire them as part-time employees and save the expense of providing health insurance or retirement benefits. Older workers understand your expectations and know how to work hard.

DON'T HIRE FROM A PIECE OF PAPER

You probably have a wish list in mind of exactly what skills and qualities you're looking for in an employee. But you should look for a great attitude first. Always base your hiring decision on the person, not what's on his or her job application. In the end, you will be better off hiring the person with the right attitude and only some of the skills you are looking for rather than someone with the right skills and the wrong attitude. You can always train for the job, but you can't train for a good attitude.

GET DEMONSTRATED RESULTS

Before you hire someone, be sure you ask for demonstrated results. You don't want to interview someone and have him talk about what he has done in the past and the type of results he attained. You want him to put the results in writing. You want to find out what he did to make a difference in his last job. For example, if you're hiring a salesperson, you want to know how he increased sales at his last job by a certain percentage in a short period of time. Find out if the candidate has done what he claims. This will give you a better indication of whether he will be able to perform what you will be expecting.

MAKE THE RIGHT DECISIONS

You believe hiring good workers is difficult. But it doesn't have to be. When you slow down, examine what you really need and approach the hiring process differently, you may be surprised how easy it can be to find the right talent. Qualified workers are out there; you just have to know how to find them. ■



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NAWT ANNUAL AWARDS BREAKFAST

NAWT Excellence in Service Award

You'll read about this elsewhere in this magazine, but we would be remiss if we didn't congratulate our good friend Dave Hapchuk of Hapchuk, Inc., in Washington PA, for being awarded the NAWT Excellence in Service (formerly NAWT Man of the Year) Award. Dave has been very active in the Pennsylvania Septage Management Association for many years; he is the main benefactor of the William Hapchuk Scholarship awarded annually; and he hosted the NAWT-sponsored Waste Symposium at his facilities in Washington PA and Wheeling WV in September, 2010. Nobody could be more deserving of this award than Dave, and we're proud to be his friend and colleague.

Ralph Macchio Lifetime Achievement Award

The Ralph Macchio Lifetime Achievement Award, the industry's highest honor, was awarded to Don Vermuellen of the Myers Company in Macedon NY. Don is "retiring" this year (do any of us really retire?), and the Macchio award is a fitting tribute. Don personifies everything good about the on-site industry. His business has always been education-based. He is a trainer of other contractors—including competitors—because he believes that raising the bar applies to everyone and will benefit everyone. He travels outside his region for conferences—like PSMA in PA—in order to increase his knowledge. And he generally conducts himself and his business at an extremely high level of

professionalism. We feel privileged to know Don since 1980.

Congratulations to Dave and Don on their awards. Both are humble men who are great ambassadors for the industry. A PSMA clean sweep!

Saturday Night Jam

Bob Kendall and COLE Publishing once again outdid themselves with the closing day concert. This year's jam featured country artist Dirks Bentley. The hour-and-a-half set had everybody in attendance on their feet most of the show, rocking and rolling. It was loud; it was blinding; and it was FUN! Even COLE's Tim Krueger was on his feet dancing! A great way to close the Expo.

Indianapolis

We've said this before, and we'll say it a lot more times before Feb. 27, 2012, but the choice of Indianapolis for the 2012 Expo couldn't be more bulls-eye as a venue. The exhibition hall is huge. It's right downtown, which means no more shuttles. It has 6 hotels, multiple restaurants, and a mall connected by skywalks. You won't even get that in Nashville! So come to Indy. It will make you forget about Opryland. Seriously!

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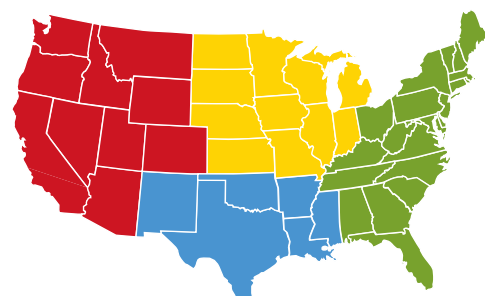







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Maryland Launches Grants for System Upgrades

The Maryland Board of Public Works announced a program to upgrade onsite sewage disposal systems. The \$4.17 million in grants will go to counties to upgrade septic systems to remove nitrogen and keep it from getting into the Chesapeake Bay.

The program is part of \$28 million in clean water grants in the continued multi-state program to clean up the bay. Nearly \$3 million in grants were announced by the board in November and another \$40 million in October, including more than \$94,000 to upgrade failing septic systems in Howard County.

The state's Chesapeake Bay plan, announced late last year, carries a total price tag of about \$10 billion through 2017. The bay's watershed includes six states and the District of Columbia.

MAINE

The Division of Environmental Health has issued guidelines for replacing existing, licensed overboard discharges from septic systems on offshore islands (discharge of treated wastewater to surface waters).

The guidance says the Subsurface Wastewater Unit recognizes such cases are unique due to "properties and conditions that make installation of a conventional subsurface wastewater disposal system problematic. Chief among them are shallow to non-existent soils, limited site access, limited potable water supplies, and inconsistent electric power."

There are about 1,300 such systems still licensed in Maine, about

half the number in existence in 1987. Many have been replaced as new technologies improve methods for treating domestic wastewater. The guidelines cover such issues as sizing, fill, composting of solids when tank pumping is not possible, and other unique aspects. It encourages the use of non-discharging toilets and professional judgment when recommending septic systems that do not meet minimum criteria.

FLORIDA

The state filed a lawsuit against the U.S. Environmental Protection Agency over what it claims is the agency's intrusion into Florida's previously approved clean water program. The lawsuit alleges that the EPA's action is inconsistent with the intent of Congress when it based the Clean Water Act on the idea of cooperative federalism — the states responsible for water quality and the EPA offering oversight.

Florida's action is a result of the EPA settling a lawsuit filed by the Florida Wildlife Federation in 2008. The settlement forced the federal agency to set pollution standards for inland surface waters and coastal waters. Onsite system owners would be affected by rules to achieve nitrogen reduction and compliance monitoring.

TEXAS

A Sunset Advisory Commission staff report recommended the state abolish the Onsite Wastewater Treatment Research Council and replace it with a stakeholder group. The commission reviews the policies and programs of more than 150 government agencies and makes recommendations that reduce inefficiencies and improve operations.

Most of the council's \$330,000 annual budget funds research grants. In its 20-year history, the council has returned \$1.5 million in new system registration fees to the state's general fund. Although the state benefited from the research, the commission criticized the council for having no formal process to evaluate its effectiveness. The report's authors acknowledged that the Texas Commission on Environmental Quality recently changed some rules as a result of council-funded research, but the application of other research remained unclear.

OHIO

The Trumbull County Health Department cited a court-ordered consent decree to criminally charge and imprison those who failed to upgrade their onsite systems. The decree requires the county to enforce state EPA compliance.

Spokesman Mike Settles for the Ohio EPA said that it is up to local health departments to determine how to enforce state regulations, and that the consent decree does not stipulate any penalties against the county if it fails to comply. The EPA prefers to resolve violations through negotiated orders or civil actions and to avoid the tactics employed in Trumbull County.

From 1992 to 2002, the county granted onsite permits, or signed off on systems installed without permits, even though they did not meet EPA standards. In many cases, raw sewage dumped into state waterways. In 2007, the local health board estimated that 90 percent of onsite systems (about 30,000) in the county failed to meet the regulations that went into effect that year. ■

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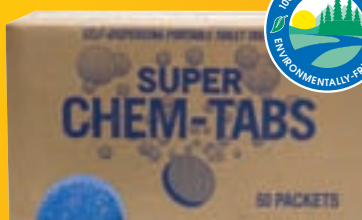
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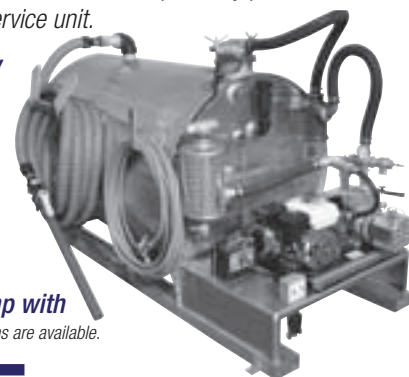
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CLEANING UP

Personal service and attention to details pay off for Hess Portable Toilets

Steve Hess of Hess Portable Toilet Rental prepares to service a restroom at a local special event. (Photos by Tom Kane)

By Ken Wysocky

When a freakish storm packing hurricane-force winds and heavy rain smacked southern Illinois in May 2009, toppling trees and creating massive power outages, Steve Hess did what he does best: swung into action and soldiered on to

serve customers — in this case, emergency work crews.

The owner of Hess Portable Toilet Rental in Cambria, Ill., delivered 70 portable restrooms and 35 hand-wash stations to a large retail-store parking lot in nearby Marion and serviced them twice a day. After one week, he moved 20 of those units and 10 hand-wash stations to a mall parking lot in nearby Carbondale. He kept up this schedule for about two weeks as crews dealt with the wreckage.

The only bright spot: Closed roads barred him from completing his normal routes, which left him enough time to

service the emergency restrooms set up for the hundreds of rescue workers that inundated the area.

"I put out just about everything I had with a good door on it," Hess says. "For the first few days it was horrible just getting to Marion and back because so many roads were closed because of fallen trees, overturned cars and downed electrical wires. It was a nightmare. Nobody could get around for about two days ... we had winds over 100 miles per hour and a lot of rain.

"One of the biggest challenges was keeping the hand sanitizers going," he recalls. "With so many workers coming in from out

Profile

Hess Portable Toilet Rental Cambria, Ill.

Owner: Steve Hess

Founded: 1999

Employees: 3

Service area: 60-mile radius of Cambria in southern Illinois

Specialties: Septic service and portable sanitation



"WHAT I PAY (IN DISPOSAL FEES) OVER THE COURSE OF A YEAR WOULD JUST ABOUT EQUAL THE PRICE OF A USED TRUCK WITH A 3,000-GALLON TANK."

Steve Hess



Hess (left) is on a pumping job near his home in southern Illinois. Below, Hess replaces a hose after servicing restrooms at a special event.



of town, everyone was so afraid of the swine flu (going around at the time), so I had to buy about 35 hand-wash stations.

"But I was glad we could help. It felt like we were part of the recovery. You had to be there to understand why I feel that way."

LOOKING FOR TURNED DIRT

Hess worked for a waste-hauling company for 26 years, since he was in high school. Then he landed contracts to clean campgrounds until 1999, when he bought out an existing small portable restroom business. The business grew slowly but steadily, thanks to a solid base of existing routes, word-of-mouth referrals and a close watch for new construction projects.

"We keep an eye out for dirt being turned over," Hess says. "We cover a lot of ground every day and see a lot of things going on ... I believe that's the best way of doing it."

One of Hess' most effective marketing

techniques is inexpensive and low-tech: decals on his restrooms. He's found many construction companies call because they see decals with phone numbers on restrooms at existing construction sites. He says he pays \$4 to \$5 each for an 8-by-10-inch decal sign, bought from a local sign maker, on which he includes both his local phone number and a toll-free number for out-of-town construction companies looking for local restroom service. "A lot of construction companies that work around here come from out of town," he notes.

Today, restroom rentals generate about 80 percent of the company's revenue, with septic service driving the balance. On the restroom end of the business, construction rentals provide about 80 percent of the volume, with special events contributing the balance, Hess says.

Hess started pumping septic tanks less than a year ago. He decided to branch out and

diversify his business after receiving repeated phone calls — including many from his restroom customers — asking for the service. He uses a 2009 International DT466 with a 1,000-gallon waste/350-gallon freshwater stainless-steel tank, built by Best Enterprises Inc., to pump both septic tanks and service restrooms.

Hess says he didn't need any special certification or licensing to start pumping septic tanks because in Illinois, the same license covers both portable sanitation and septic services.

IN THE YARD

To serve his customers, Hess owns 400 restrooms, about half of them made by T.S.F. Co. Inc. and the other half manufactured by PolyPortables Inc.; 35 double hand-wash stations from T.S.F.; and 35 plastic, 300-gallon holding tanks, also made by T.S.F. and used mostly in tandem with portable office trailers on construction sites. (The trailers are owned or rented by construction companies and include a restroom located in the middle, between two offices).

The company also runs a 1999 GMC with



Hess can carry a pair of restrooms or a restroom and hand-wash station on his portable sanitation service rig.

a 750-gallon waste/200-gallon freshwater steel tank made by Lane's Vacuum Tank Inc. and a 1994 International DT466 with a 1,000-gallon waste/300-gallon freshwater steel tank, made by T.S.F.

Hess prefers trucks on the larger side for portable sanitation routes because greater capacity means reduced transportation costs to the treatment plant and improved productivity. He also believes larger trucks are more durable, a huge factor as his service rigs can gobble up miles quickly; his International truck, for example, racked up 20,000 miles after just four months of work.

"I no sooner buy a truck and it seems like it has 50,000 miles on it," he says.

Hess is considering buying an even larger used truck, thanks to a recent 100 percent increase in disposal fees, from \$25 to \$50 per load, regardless of load size. With that increase,

he believes it will be more economical to buy a truck with a 3,000-gallon tank to consolidate several smaller loads for less-frequent trips to the dump.

"What I pay (in disposal fees) over the course of a year would just about equal the price of a used truck with a 3,000-gallon tank," he says.

SERVICE CAN STAND OUT

Hess says he has three major competitors, so providing top-notch customer service is critical to retaining existing accounts and obtaining referrals for new ones. He uses high-pressure power washers that are attached to his trucks, as well as a wash-down chemical and a spray deodorizer, both made by J & J Chemical Company Inc.

"I try to keep prices fair, as best I

Extra Amenities Produce Additional Revenues

Steve Hess has a word of advice for portable sanitation providers who want to create a new revenue stream: Think hand-wash stations, which generate a good return on investment.

The owner of Hess Portable Toilet Rental in Cambria, Ill., got into hand-wash stations in a roundabout way after a high-wind rainstorm clobbered southern Illinois in 2009. Fears about a swine flu epidemic ran high at the time, so when Hess received calls for restrooms to accommodate emergency crews, he also got plenty of requests for hand-wash stations.

Hess bought all the hand-wash stations he could from T.S.F. Co. Inc., and rented some more from another contractor to fulfill demand. After the emergency passed, he started marketing hand-wash stations to regular customers, emphasizing the good sanitation/hygiene angle. When customers use them, they don't want to go without, he notes.

"Once customers see how they work and how simple they are, they want them again and again – especially if food is being served (at a special event)," he says. "I get more and more calls for hand-wash units now, even if I'm renting just one or two restrooms. Everyone falls in love with them. They've been a very good investment for me."

Hess says he charges roughly the same rate for hand-wash stations that he charges for a restroom. For delivery, he can fit one restroom and one sink unit on a service truck. When he needs to carry more equipment to a site, he hooks up a trailer.

"I FIND IT VERY REWARDING TO DEAL WITH CUSTOMERS ONE-ON-ONE AND MAKE THEM HAPPY. IT'S AN HONEST WAY TO MAKE A LIVING. AND IF YOU CAN'T TAKE PRIDE IN WHAT YOU DO, THEN YOU DON'T BELONG OUT HERE. IT'S THAT SIMPLE."

Steve Hess



Providing clean service is important to Hess as he cares for longtime customers.

can, and provide really clean restrooms and really good weekly service,” he says. “That makes a big difference. I don’t know that I do anything different than any other guy, but I retain customers through quality of service.”

Hess says he puts in about 55 to 60 hours a week, and another driver puts in 40 to 45 hours a week. In summer, he hires another full-time driver, who helps handle regular service routes while Hess attends to special events.

“It’s just a matter of keeping them all going — that’s what it’s all about,” he says. “We’re a small operation, but we do a lot of work. I take a lot of pride in doing so much work with so few people.”

It appears that things will only get busier in the years ahead, as the company just won a five-year contract to rent 114 restrooms on a dam-construction site where crews will work around the clock, seven days a week. The restrooms will be located throughout a 20-acre site and will require cleaning three times a week.

When asked how he’ll handle that with his existing staff, Hess says it’ll work out fine. “I’m tough — I push myself,” he says. “We cover a lot of territory in a good amount of time with our two trucks (the third truck serves only as a backup). I’m really excited about this job.”

STAYING ON THE FRONT LINES

Hess says he’d rather work more and be sure a job is done right than hire more employees. Also, he’s found it difficult to find quality workers to help him out.

“You have to put your heart into it and enjoy this work, which I really do,” he says. “I find it very rewarding to deal with customers one-on-one and make them happy. It’s an honest way to make a living. And if you can’t take pride in what you do, then you don’t belong out here. It’s that simple.” ■

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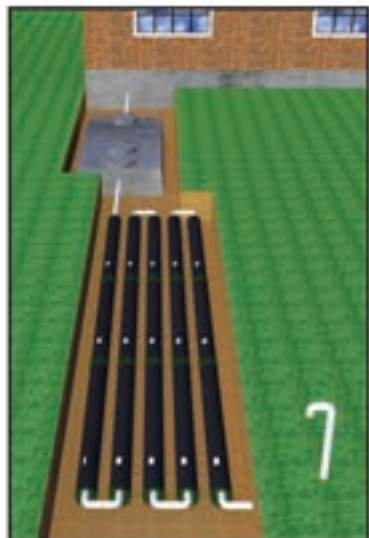
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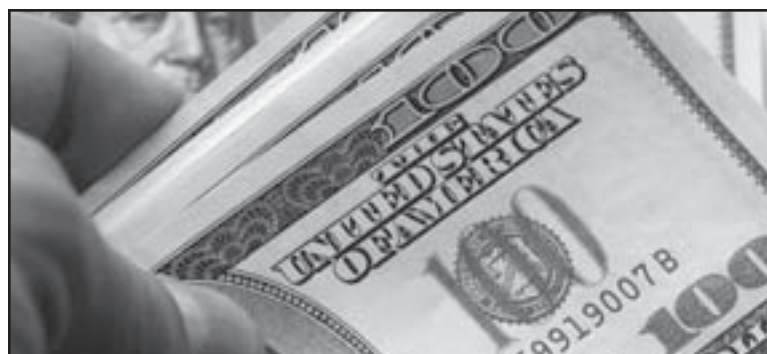


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Do I Need a More Powerful Pump?

A POSTER WONDERS ABOUT THE PERFECT PUMP SIZE FOR A 1,500-GALLON WASTE TANK

This feature in Pumper reports noteworthy conversations that take place in Pumper Discussion, an e-mail based forum for industry professionals sponsored by COLE Publishing. Pumper Discussion provides for the exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemical and additives, and much more. To find out more about Pumper Discussion, or to subscribe, visit www.pumper.com.

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

Overheard Online

Question:

I have a 1,500-gallon tank with a 230 cfm free air, and 200 cfm at 15 inches Hg pump; I want to upgrade to something faster. On hard pulls, the pump gets hot and slow. I understand that more cfm just gets you to maximum vacuum quicker. So would it be better to go to a 300 cfm at 15 inches Hg pump and give it more air to keep it cooler, or go to a water-cooled pump at 230 cfm at 24 inches Hg? My 15-inch

On long pulls or steep pulls, you have to make sure to get some air in with the septage or you will be there all day. If we did it again, we would go with a larger cfm pump and most likely water-cooled.

Hg pump does it now, but you have to fight it. I know that 300-350 cfm at 24-inches Hg would do it, but that would be like driving a nail with a 8-pound sledge hammer. I would like to hear from professional pumpers.

Answers:

We have a 2,500-gallon Progress tank with an air-cooled 350-cfm Masport pump. It works OK. On long pulls or steep pulls, you have to make sure to get some air in with the septage or you will be there all day. If we did it again, we would go with a larger cfm pump and most likely water-cooled.



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Answers:

I don't have much experience with those little tanks but the hissing, as you probably know, is caused by a leak somewhere. I would imagine seals are needed on the end plates. Metal to metal isn't the best seal for vacuum.



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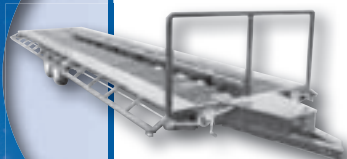
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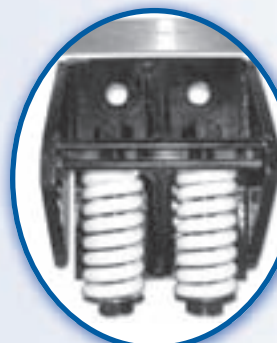
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The State of Portable Sanitation

As the 2011 busy season is about to dawn for restroom contractors, industry veteran Lee Sola shares his views on trends in service and regulation

After nearly 40 years in wastewater management, Lee Sola has a well-rounded view of the industry. The owner of S & B Porta-Bowl Restrooms Inc. in Aurora, Colo., also chairs the Industry Standards and Legislative Committee of the Portable Sanitation Association International. S & B operates three locations in Colorado, where Sola works with three of his children. With 45 employees and 4,700 restrooms, S & B's operation also offers industrial/residential pumping.

Sola wants to see the portable sanitation industry viewed more seriously as a profession. With that in mind, he shares the trends he sees for the 2011 busy season and beyond.

"WE MUST NOT ACCEPT A CUSTOMER WHO ORDERS THE ONE UNIT AND DOESN'T ALLOW US TO SERVICE IT PROPERLY. IF THEY WON'T WORK WITH US AS A SANITATION PARTNER, WE NEED TO HAVE THE FORTITUDE TO FIRE THE CUSTOMER."

Lee Sola



Pumper Interview

By Mary Shafer

Pumper: What positive trend do you see in portable sanitation?

Sola: We're becoming more adept and professional in the handling of waste. When I entered the industry, we had crude methods to create vacuum for the waste tanks. There was also little attention paid to leakage from the truck or, in some cases, to where the waste was disposed.

We're professionals in our industry and we need to be proactive in how we manage our responsibility. With the population of the vast majority of countries increasing rapidly, we will have to develop faster and better ways to deal with the huge influx of human waste.

Pumper: How about a negative trend?

Sola: Unfortunately, there are still a number of operators who don't take their work seriously; the folks wearing a baseball cap with a plastic pile of excrement on the bill. While they think they're being cute, I see them continuing to disrespect themselves, their businesses, their employees and our industry.

How can we expect the public, our customers and the government officials we deal with to take us seriously if we show such total disregard for ourselves? I'd like them to think of themselves as sanitation experts. Our industry is a vital aspect of daily life: As long as people eat and drink, something has to happen to that effluent. We need to be the experts in handling it safely, and to think of ourselves that way.

The SARS epidemic a few years ago was traced to farmers in China putting untreated human waste in their fields, then selling the produce without protecting it from that waste. I think we sometimes miss how important what we do is.

Pumper: What is a significant trend in portable sanitation regulation?

Sola: One of the most noticeable regulation trends concerns rules governing construction site stormwater contamination, especially for homebuilders. The (U.S. Environmental Protection Agency) is taking a very hard stand on where portable restrooms are placed, and making sure they're anchored. Contractor fines can be severe.

Unfortunately, after we deliver the restroom and secure it, we have no control. Site workers move units for a variety of reasons ... causing the

units to end up in the street or, worse, getting tipped over. The contractor believes it's our fault and our responsibility to move the unit back and re-stake at no cost to him. This could become a significant problem, one we have to be prepared to solve.

Pumper: How have recent economic challenges impacted restroom revenues?

Sola: I see significant belt-tightening from all levels of government: federal, state, county and municipal. One disturbing related trend over the last few years is the concept of reverse auction bids beginning to take hold with government agencies. Essentially, no regard is given to the quality of work performed, only to the lowest price. Bidders are able to see exactly what each competitor is bidding, and given an allotted time to lower each price.

In the parks and recreation market for portable restrooms, not only does this lowball price generate mostly substandard service, it also encourages the agency to put even more emphasis on cost savings. Adequate service scheduling and equipment take a back seat. As operators, we should demand to be treated as the expert when it comes to sanitary requirements, or refuse to have our company name sullied in the public's eyes.

Pumper: What regulatory trend has an impact on pumpers in general?

Sola: As financing continues to be a drag on government, there may not be many new wastewater treatment facilities built in the near term. While these facilities overwhelmingly handle domestic sewage, they're also an integral part of our whole waste management system. Hauled waste is and will continue to be a very small portion of the total gallonage treated, but as the volume of domestic sewage pushes existing plants near capacity, they will look to limit acceptance of hauled waste. We must be proactive and develop solid working relationships with wastewater plant managers and operators.

Pumper: How does portable sanitation waste enter into the dumping restriction argument?

Sola: Restroom providers must remind (treatment plant officials) that portable restrooms actually save hundreds of millions of gallons of treated water from re-entering the waste stream. The typical portable unit with a five-gallon charge of water and deodorizer can handle 125 to 150 uses between charges. If our end-users instead flushed that many times at a gallon of fresh, treated water per use, the waste created would overwhelm the treatment plants, based on the tens of thousands of portable units in use today.

Pumper: What looks important in new technology and equipment?

Sola: The public is becoming aware of advanced facilities, such as restroom trailers, heated sinks with clean water, flushing portables. We need to feed off this trend to take sanitation in a more positive, clean direction.

If you look at Europe, the majority of construction site units flush and the sites themselves are cleaner. I wonder why construction workers in our country shouldn't be given the same regard as those who work in an office building. As a matter of human dignity, why should this guy who brings a brown bag to work everyday not be allowed to wash his hands just like the office worker, before he reaches in that bag and takes out a sandwich to eat?

Pumper: How can restroom contractors start to change the attitude on minimum sanitation services?

Sola: We need to pressure construction site managers into doing the right thing. We should suggest sinks and hand sanitizers, and actively sell needed amenities. We must not accept a customer who orders the one unit and doesn't allow us to service it properly. If they won't work with us as a sanitation partner, we need to have the fortitude to fire the customer, because our job is to provide adequate sanitation on every customer's site.

My fervent desire would be to have a flushing stool, the ability to wash your hands, and daily service for every single one of our restrooms. Barring that, we need to demand ever-improving units, trucks and cleaning products from our suppliers so we collectively keep portable sanitation relevant in this fast-paced, changing environment.

Lee Sola may be contacted by phone at 303/341-6800 or e-mail at lsola@sbprestrooms.com. ■

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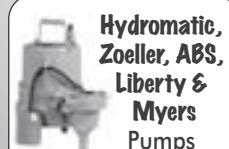
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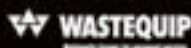


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Refuse Sales Team: Gregg Wilkinson | Jason Guzauskas | Jesse Fullilove | Ryan Johle | Art Lasanta
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NEW at the EXPO

The 2011 Pumper & Cleaner Environmental Expo showed a wide array of products designed to boost profits for pumping professionals

By Jim Kneiszel and Ed Wodalski

The 31st Annual Pumper & Cleaner Environmental Expo International closed a four-year run in Louisville with 3,644 companies, cities and utilities represented and 8,286 total attendees. The Expo moves to Indianapolis for 2012, running Feb. 27 to March 1 at the Indiana Convention Center.

The 2011 Expo offered a full slate of educational seminars spread over three days and included 477 exhibits of new and familiar products and technologies. Here is a sampling of the new offerings on display for septic pumping, onsite system repair and maintenance, and portable sanitation contractors:



Ameri-Can Engineering

MOBILE DECONTAMINATION TRAILER

Typically used in asbestos or lead paint mitigation operations or other hazardous situations, mobile decontamination trailers from **Ameri-Can Engineering** come in a standard range of sizes from 16 to 32 feet, but have been custom-built up to 48 feet for specific applications. Workers enter the dirty room at the back of the trailer and remove dust-covered clothing and gear in the closed area, which maintains negative air pressure, changes the air seven times per hour and uses HEPA filtration. Workers then move to the central shower area, where water is collected and filtered before discharge, and dress in the heated and air-conditioned clean room at the front of the trailer that includes lockers, clothes hooks and seating. Water in the 2.5-gpm (20 psi) shower is heated with LP gas or electricity and maintains a constant 107 degrees. **574/892-5151; www.ameri-can.com.**

Advanced Containment Systems



LUXURY TRAILER

Advanced Containment Systems Inc. displayed its latest restroom trailer designed for high-end service at weddings, corporate and other special events. The 34-foot trailer has two stalls and two urinals on the men's side, five stalls on the women's side and a matching hydraulic-lift ADA-accessible unit with landing and ramps. The interior features hand-cut Carerra marble countertops, full-sized custom-framed vanity and wardrobe mirrors, full-height private stalls, electronic-eye flushing urinals and sinks, along with pushbutton flushing toilets. The unit also features track lighting, hand-stained six-panel doors and hand-laid tile flooring. **800/927-2271; www.restroomtechnology.com.**

Aero-Tech



THREE-COMPARTMENT GREASE TRAP

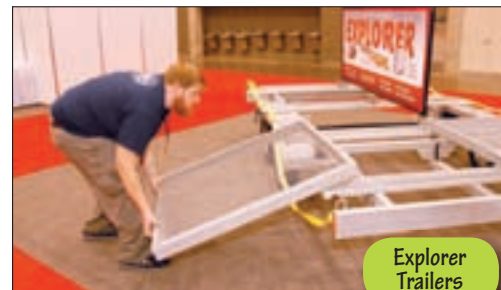
Aero-Tech displayed its three-compartment grease trap. Designed for car washes, the trap has a 48-inch footprint. It features a 180-degree outlet and can handle flows of 500 to 600 gpd. **574/935-0908; www.aerotech-atu.com.**



Century Chemical Corp.

TOSS-IN PACKET WITH GRAPEBURST SCENT

Century Chemical Corp. introduced a water-soluble toss-in restroom deodorant packet featuring GrapeBurst odor-control technology. The non-formaldehyde product is safe for users and the environment and improves portion control for technicians in the field, saving time and eliminating product waste. The film dissolves in one minute, dispersing fragrance, dye and chemical to fight odors for seven days. **800/348-3505; www.centurychemical.com.**



Explorer Trailers

SLIDE-IN SKID FOR RESTROOM HAULER

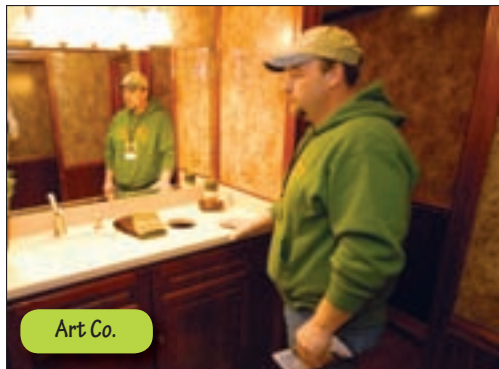
A new slide-in skid can turn the restroom unit carrier from **Explorer Trailers** into a flatbed hauler of ADA restrooms, hand-wash stations or other supplies. The galvanized metal skid slides into the channels used to contain standard restrooms and can be clamped down to carry a variety of equipment to the jobsite. The lightweight skid is easy for one person to handle; two units span the width of the trailer. Skids can be painted to match trailer color. **866/457-5425; www.mckee technologies.com.**



Guzzler Mfg.

ENHANCED VACUUM TRUCK

The Guzzler NX vacuum truck from **Guzzler Mfg.** has been redesigned to enhance productivity and achieve a more attractive price. The cyclone and baghouses are configured together to maximize efficiency and reduce overall weight. An increased filter area and offline cleaning extend bag life while forcing carryover back to the debris tank. Seventy-two 70-inch bags provide a low 4:1 air-to-cloth ratio, keeping the system clean and filtered for reliable performance and high productivity. The truck carries a Robuschi blower delivering 5,435 cfm with vacuum capability to 28 inches Hg. The blower, combined with simple air routing, makes more air available at the hose inlet to move more material. The large blower lets users load more material at a lower engine rpm, conserving fuel and reducing noise. The truck has a Tested Operating Sound Level of 88.9 dB per SAE J1372 test. **815/672-3171; www.guzzler.com.**



Art Co.

CUSTOM RESTROOM TRAILER

Art Co. showed a custom-built 20-foot restroom trailer with one stall and two urinals in the men's side and three stalls in the women's side. The trailer is built in 10-, 12-, 16-, 20- and 24-foot sizes, or custom lengths, and features unibody undercoated steel frame construction, aluminum sheet exterior, integral skirting, hydraulic levelers and DOT safety and LED exterior lights. The trailer has hands-free faucets, pushbutton-flush toilets, standard slide-out steps and maple cabinetry, pocket doors and crown molding, all stained in an oak color. For durability, the units feature laminate walls, solid-surface countertops with integrated sink, vinyl plank flooring with a hardwood look, trash can and integrated soap dispensers. The trailer includes heat, air conditioning and a 725-gallon waste tank with room for an optional 200-gallon freshwater tank in the utility room. **269/435-4278; www.arestroomtrailer.com.**



Boerger LLC

SKID-STEER PUMP ATTACHMENT

Boerger LLC introduced the Multi-Crusher skid-steer pump attachment. The portable hydraulic-powered unit, used in place of a centrifugal pump, is made to condition or grind material used for belt press dewatering or digester cleanouts. It also can pump thick and viscous material into tankers. **877/726-3743; www.boerger-pumps.com.**



Chempace Corp.

BACTERIA-BASED URINAL BLOCK

BioFORCE bacteria-based urinal blocks from **Chempace Corp.** are designed to replace chlorobenzene-based products. The blocks are sold in 50-unit pails and come in a variety of fragrances and sizes to work effectively between two and four weeks. Salt added to the blocks helps prevent freezing in restrooms in winter months. **800/423-5350; www.chempace.com.**



Comforts of Home Services

ALUMINUM RAMP FOR ADA TRAILER

The 26-foot, 9-station ADA restroom trailer from **Comforts of Home Services Inc.** showed a new aluminum ramp with hydraulic assist. The 26-foot diamond-plate ramp features removable handrails and folds up and connects to the trailer with pins front, center and back. Hydraulic assist makes installing the ramp a

one-person job. The trailer was shown with pewter metallic exterior, chocolate interior, four ladies' stalls, two men's stalls and two urinals, and an ADA family room with fold-down diaper station. **877/382-2935; www.cohsi.com.**



Heritage Truck Equipment

SEPTIC VACUUM TRUCK

Heritage Truck Equipment introduced its latest steel-tank vacuum truck. Also available in aluminum or stainless steel, tank sizes range from 2,000 to 5,000 gallons. Other features include steel, aluminum or stainless steel hose trays, interior full baffles (minimum two per tank), full-length double-leg sills with 2-inch grooved rubber cushion, custom rear bumpers, custom work and strobe light packages, custom tool boxes (steel, aluminum or stainless steel), interior and exterior tank coatings, electronic load level gauges with LED display (float or sonar), split tanks with freshwater wash-down pumps, custom paint, decals and lettering. **330/699-4491; www.heritagetruck.com.**



Five Peaks Technology

SMOOTH-SIDED RESTROOM

The Glacier portable restroom from **Five Peaks Technology** adds smooth single-wall construction to a standard Aspen model and a new hair-cell finish to the polyethylene formulation to promote easier cleaning and make the unit more graffiti-resistant. With heavier sheet stock, the unit gains 14 pounds to weigh 150 pounds. Like the Aspen, the unit has a coat hook, hover handle, corner shelf, gender signage, three-roll paper holder and 65-gallon tank. **866/293-1502; www.fivepeaks.net.**



Flo Trend Systems

DEWATERING SYSTEM

Flo Trend Systems Inc. displayed its Sludge Mate container filter, used with polymer to dewater grease trap waste, septic tank waste, digested sludge and alum sludge. Polymer is mixed with the waste before processing in the dewatering trailer. Filters retain the solids and allow water to pass through and out the drainage ports. Sludge is ready for disposal after 12 to 24 hours. The trailer-mounted unit can be equipped with a tarp, roof with hatchways or an open top. All units are offered with or without the Poly-Mate Polymer Mixing and Injection System. Dewatering units range from 5 to 40 cubic yards and can process from 5,000 to 40,000 gpd. A variety of trailer sizes, hydraulics, brakes and hitch configurations are available. **800/762-9893; www.flotrend.com.**



Greenovative Technologies

SEPTIC SYSTEM ENHANCER

Greenovative Technologies introduced its EcoHancer septic system additive and TSS total system solution FOG eliminator. EcoHancer, an organic liquid formula made from peat, accelerates both growth and microorganism activity within the septic system to reduce sludge buildup, improve settling and reduce suspended solids to maximize drainfield performance, enhance long-term efficiency and promote environmental stability. Packaged in a 16-ounce bottle, the additive is sold in a case of 12 for monthly application. Neither an enzyme nor bacteria additive, TSS eliminates the fats, oils and grease that build up in grease traps by strengthening the existing microbes within the lines leading to the grease trap and farther down stream. **856/234-4540; www.greenovativetechnologies.com.**



Imperial Industries

DOT VACUUM TRUCK

Imperial Industries Inc. introduced its Department of Transportation, ASME-certified vacuum tank truck. Mounted on a 2011 Freightliner M2 106 chassis, the 3,200-gallon 407/412 DOT steel tank with 21-inch manway has a three-stage hoist with full opening rear door and heavy-duty rear bumper. Other features include rollover protection, aluminum hose trays, arrow level indicator, four-step ladder on tank and two-step slide-out ladder on the frame. The tank has a catwalk with rail, 4-inch intake and 6-inch discharge, right-angle-driven vacuum pump (Masport liquid-cooled HXL400WV) and LED light package. The chassis has an 18,000-pound front axle and 40,000-pound rear axle. The truck is powered by a Cummins ISC 8.3-liter engine mounted to a Fuller 10-speed transmission. The air-ride cab has high-back driver and passenger seats, air conditioning, cruise control, power windows and locks, tilt steering and sound system. **800/558-2945; www.imperialind.com.**



JAG Mobile Solutions

LOWERING ADA TRAILER

The 2011 lowering ADA trailer from **JAG Mobile Solutions Inc.** features the popular Cottage interior and was presented with an 18-foot-long cabin and 22-foot total length. The entire unit lowers hydraulically and uses a drop-tank design with a 425-gallon waste tank serving the ADA unit at the rear of the trailer. The unit has a fiberglass laminated exterior, stainless steel piano door hinges and continuous axle for durability. Another innovation is gender placards allowing restrooms to be earmarked for men or women to suit the demands of specific special events. The trailer is equipped for winter

use. A central storage room houses a spare tire, 200-gallon freshwater tank and has room to stow the ADA ramp. **800/815-2557; www.jagmobilesolutions.com.**



J & J Chemical Co.

LIQUID DISSOLVING DEODORANT PACKET

Water-soluble Liquid Pack non-formaldehyde packets from **J & J Chemical Co.** dissolve immediately and provide seven days of protection from odors in portable restroom holding tanks. The packets currently come in a mulberry fragrance, but other scents will be added. The product is sold 75 packets per bag, 300 packets per case, and is designed to improve portion control and cost effectiveness. **800/345-3303; www.jjchem.com.**

Piccadilly Concepts



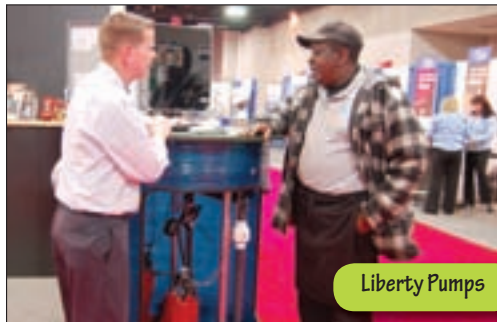
STANDARD RESTROOM

The Piccadilly Poly from **Piccadilly Concepts** is designed to resemble an English phone booth, with windowpane graphics on the front panel and 2- by 4-foot flat areas on all sides for additional graphics or advertising, and 6- by 24-inch logo panels on each side. The restroom comes in a red exterior or custom colors on orders of 100 units. The majority of the unit is blow-molded, with a thermoformed roof and rotomolded skid. The unit has an oversized mirror, hover handle, door latch, four hinges embedded in the door jamb, corner shelf, 65-gallon holding tank and extruded corner pieces that give the interior a finished appearance. The restroom is 44 by 48 inches and weighs 195 pounds. A channel was molded into the upper panel to allow contractors to run standard rope lighting around the inside of the roof. **888/255-8883; www.piccadillyconcepts.com.**



CENTRIFUGE DEWATERING SYSTEM

Fergus Power Pump Inc. showed a new centrifuge dewatering system package designed to efficiently separate solids from wastewater. Utilizing polymers, the biosolids are fed through a Peralisi Giant 2 centrifuge with an outside bolt turning at 2,200 rpm, with the water spinning to the outside of the unit and solids conveyed through the auger at the center. The company rebuilds both centrifuge and belt press dewatering systems that process 50 to 400 gpm of sludge. The unit on display was mounted on a 53-foot semi trailer. **800/243-7584; www.ferguspump.com.**



PUMP PACKAGE

Duplex grinder pump packages from **Liberty Pumps** are available in sizes to fit applications from residential to small municipal. The factory-assembled systems are controlled by the IP-Series intelligent panel with floatless technology. The D3648-Series (shown) includes a 36- by 48-inch (depth) fiberglass basin with two 2-hp grinder pumps. **800/543-2550; www.libertypumps.com.**



VERSATILE VACUUM TRUCK

The Baron industrial vacuum truck from **Keith Huber** combines the safety and deep vacuum power of a liquid ring pump with high airflow and quiet operation. It fills a need for highway transportation of larger payloads. The truck offers high power with innovative

vacuum and filtration technology in an operator-friendly package that is conservatively priced. The liquid ring pump makes it safe to use in pumping hydrocarbons. The unit's light weight allows for larger payloads. A standard remote control allows operation away from the control cabinet. **800/334-8237; www.keithhuber.com.**



HAND-WIPE STATION

The Hand Wet-Wipe Station from **PolyPortables Inc.** provides dual wet-wipe rolls that are anti-bacterial and non-alcoholic for washing as well as hand sanitizing. The base of the unit houses a waste container and storage compartment for up to six rolls of hand wipes. The unit is designed for school gymnasiums, special events and emergency relief. The side panels allow for slide-in advertising cards. The unit weighs 42 pounds when filled with wipe rolls. **800/241-7951; www.polyportables.com.**



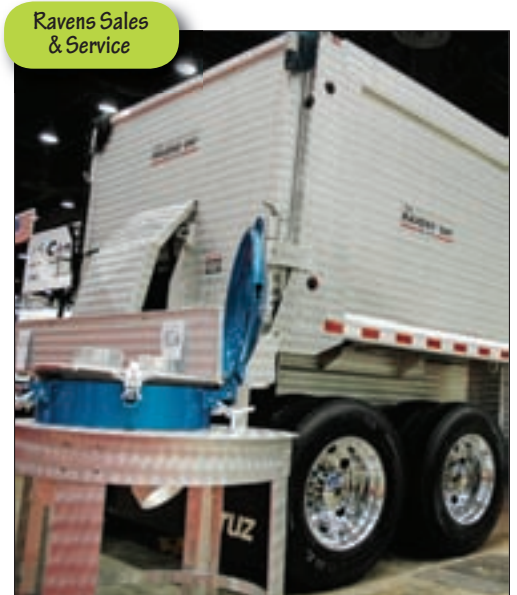
MACERATING PUMP

The Vacuumator macerating pump from Norwegian manufacturer **Jets Standard AS** will liquefy and convey toilet waste 10 feet up and long horizontal distances to make it suitable for use in restroom trailer construction. One pump can move waste from five toilets, using a quarter-gallon of water and 30 gallons of fresh air to move waste through the macerating knife and into a holding tank. The unit is used in many mobile bathroom applications, including ships and trailers and in other military settings in Europe and the U.S. The pump is distributed in the U.S. by Contractors Outlet Group. **800/789-1212; www.contractorsoutletgroup.com.**



HYDROSTATIC DRIVE

The PFT-PCH/3000 transmission from **OMSI Transmissions Inc.** is designed for trucks weighing 26 to 42 tons and offers torque-mechanical drive of 30,000 Nm, torque-hydrostatic drive of 9,200 Nm, and power-pump output of 380 kW. The transmission has multiple outputs available, including a creep drive for high-rail vehicle applications. The reduction box has a mounting flange for a hydraulic motor that connects to a pump operated by the diesel engine or from the transmission permitting the conversion, in a working load at low speed, of the vehicle's traction from mechanical to hydrostatic. A wide range of ratios up to 14.6 allows very low speed and the opportunity to use a small-displacement hydro motor or electric motor, keeping a high-output torque during hydrostatic drive. **330/405-7530; www.omsitransmissions.com.**



DEWATERING TROUGH AND DOOR

Ravens Sales & Service, a division of Kruz Inc., displayed its dewatering trough and door for on-site dewatering. Adaptable to existing equipment, a kit or custom installation is available. The system features three 4-inch discharge fittings, replaceable filter media in stainless steel assembly and sliding stainless metering door. **574/772-6673; www.kruzinc.com.**



Topscape

WELL AND SEPTIC COVERINGS

Topscape introduced its raised flower garden well and septic landscape covering. Made of weather-resistant natural cedar, the basket-shaped cover, supported by a metal ring on the inside, holds four drop-in plastic pots, providing a decorative way to camouflage septic tank risers up to 32 inches in diameter. The planter also can serve as a stand-alone raised garden. **608/333-3610; www.discovertopscape.com.**



T.S.F. Company

CONTAINMENT TRAY

To adapt to new laws controlling wastewater runoff from portable restrooms, **T.S.F. Company Inc.** introduces a restroom containment tray. The tray is constructed of 3/16-inch thick rotomolded polyethylene for durability and is designed for a universal fit with all standard restrooms. The tray comes in black or safety orange colors. **800/843-9286; www.tuff-jon.com.**



Nuhn Industries

OIL-INJECTION PUMPS

Nuhn Industries Ltd. introduced its Magnum 400 and Magnum 600 oil-injection, rotary vane vacuum pumps. The 400-cfm pump has a maximum vacuum of 28 inches Hg, 3-inch outlet, automatic oil injection pump and operating speed of 750 to 1,150 rpm. The pump has five carbon fiber vanes, measures 23 inches tall, 29.5

inches long and 17 inches wide. The 600-cfm pump has a 4-inch outlet and an operating speed of 850 to 1,150 rpm. The pump measures 27.5 inches tall, 34.375 inches long and 29.75 inches wide. **877/837-7323; www.nuhn.ca.**



PolyJohn Enterprises

LARGER SINK BASIN

The HandStand hand-wash station from **PolyJohn Enterprises Corp.** comes with a larger sink basin and a higher sink tap for specific special event applications such as near food-vending operations where utensils are washed. The HandStand model retains its 17-gallon freshwater, 20-gallon greywater capacities, foot pump, soap and towel dispensers, and integrated wheels and handle for easier transport. It also features an integrated drain hose to release greywater into floor drains. **800/292-1305; www.polyjohn.com.**



Septic Drainer

DRAINFIELD RESTORATIVE

Septic Drainer displayed its drainfield soil restorative, designed to improve the perkability of soil for better drainage and prevent drainfield replacement. It is formulated to work on all types of septic systems including conventional systems consisting of a septic tank, distribution box and leach field, dry well systems and cesspool systems. **518/812-0000; www.septicdrainer.com.**



Rich Restrooms

RUGGED DUTY RESTROOM TRAILER

The 512 model restroom trailer from **Rich Restrooms** is designed for heavy-duty use at

construction and industrial sites. The 12-foot trailer has a rugged fiberglass exterior and full winter package. The interior of the men's and women's rooms — each with one stool (and a waterless urinal on the men's side) — features diamond-plate wainscoting, stainless steel sinks, wall heaters, insulated waste tank, full thermal wrap around the exterior and roof, interior access to the mechanical room and onboard freshwater tank. The trailer features a new hitch that swings up and secures to the front of the trailer to lower freight costs, provides easier access to the 3-inch dump valve and eliminates a tripping hazard. **260/593-2279; www.richrestrooms.com.**



Service Sales Co.

RESTROOM DEODORANT

Service Sales Co. introduced its Fireball line of restroom deodorants and Spray Nitro cleaners. The Fireball deodorant syrup is available in several fragrances of formaldehyde and non-formaldehyde concentrate. A 7-gallon drum of concentrate makes 55 gallons of standard deodorizer. Super Fireball concentrate, available in formaldehyde and non-formaldehyde, is packaged in a 55-gallon drum for 4,500 services. Also displayed was Spray Nitro fragrance solvent base spray, Spray Nitro with graffiti repellent, Sweet Oil pump exhaust deodorizer and Bathroom Buddy acid urine and stain remover. **800/940-1046.**



Walex Products

PUMP EXHAUST DEODORIZING SYSTEM

To freshen the environment around waste vacuum trucks, **Walex Products Co.** introduces the Vacu-Fresh pump exhaust deodorizer system. An aluminum box is threaded onto the vacuum tank pump system and charged with a gallon of Vacu-Fresh deodorizer through the top-side fill port. The chamber contains bioballs that aid in the exhaust filtration before the exhaust is emitted. A charge fights malodor for up to a month, at which point the deodorizer is drained and replaced. **800/338-3155; www.walex.com.**



Sludge-Net
Dewatering Systems

DEWATERING TRAILER

Sludge-Net Dewatering Systems Inc. displayed its 40-foot, aluminum tandem dewatering trailer, capable of processing up to 60,000 gallons of sludge, depending on percentage of solids. One trailer typically can process between 35,000 and 40,000 gallons of sludge, or the equivalent of five to six liquid tankers. The unit features a flow meter and custom-designed sludge pump and polymer system that can fill a trailer at the rate of 100 to 400 gpm. Hoses hook directly to the digester and pump sludge through the meter into the top of the trailer. Water drains out the trailer through hoses and into the lift station. Sludge can be hauled directly to the landfill. Multiple trailers can be connected to dewater larger plants. **281/426-5494; www.sludgenet.com.**



Masport

FAN-COOLED VACUUM PUMP

Masport unveiled the VK650 fan-cooled vacuum pressure pump. The unit features automatic oiling at all working levels and end-thrust protection to prevent rotor-to-endcover contact. The integrated oil tank holds up to one gallon of oil. Other features include an integral valve that allows the pump to operate in vacuum and pressure mode, posi-lock handle for secure positioning, integrated inlet filter and steel filter for longer life. The pump delivers up to 23 inches continuous vacuum or 27 inches of intermittent vacuum. It has heavy-duty bearings, flushing port and a vane inspection port. **800/228-4510; www.masportpump.com.**



Elmira Machine
Industries

VERSATILE VACUUM PUMP

The model 1604LNI high airflow rotary vane Wallenstein pump from **Elmira Machine Industries Inc.** provides heavy-duty capability in a septic service truck application. The pump runs at 1,000 rpm and pulls 28 inches, 800 cfm at 15 inches Hg. The pump runs quietly and stays cool with a dual cooling feature incorporating a coolant-circulating system that draws heat away from the pump and an air injection feature that sends a blast of cold air inside the pump housing. In winter, the chiller can be routed to the heater core in the cab to prevent cold starting. The pump was displayed on a Vacutrix Envirotrux with a 4,300-gallon tank, full-open rear door and boom system. **800/801-6663; www.wallensteinpumps.com.**



Satellite Industries

NEW DEODORANT FORMULATION

Satellite Industries Inc. has rebranded its Safe T Fresh line of odor control products and introduced three formulations of Quick Tabs restroom tank deodorizers. The new product uses triple molecular technology, including a perfume technology, a multi-biocides system and an odor-neutralizing complex for optimal control. The tabs come in three formulas — regular, event and extreme — so customers can choose the strength they need. The tabs are designed to provide good effervescence, dissolve rapidly in water or brine, give an instant blast of fresh floral fragrance, and last for a typical seven-day service cycle. The product comes in 48 tabs per bag, 240 tabs per case. **877/764-7297; www.satelliteindustries.com.**



Vacall

THREE-STAGE FAN SYSTEM

The AllJetVac combination sewer cleaner from **Vacall** uses a three-stage fan system for high vacuum performance and reliability at reduced cost. The vacuum and jetting system lets users cost-effectively open clogged sewer lines and remove debris. The AllSmartFlow CAN bus control system lets operators make precise adjustments in boom movement. Units are available with 6- to 12-cubic-yard debris tanks and 1,000- to 1,500-gallon water tanks. The 8-foot, 6-inch extending boom has 320-degree rotation. Blower and water pump choices include an 85-gpm/2,000-psi water pump with 30-minute run-dry guarantee. **800/382-8302; www.vacallindustries.com.**



Westmoor Ltd.

SLIDE-IN SAFETY LOCK

Westmoor Ltd. introduced the Conde Pro-Chock locking system. Made to transport the Conde Pro-Vac pump-out unit from job to job, the system safely secures the vacuum unit on a trailer or pickup bed in about 10 seconds. Featuring a tubular steel frame mounted on a galvanized steel plate, the transport system securely locks the tank into place by engaging four spring pins and tightening two hold-down knobs, eliminating the need for tie-downs. **800/367-0972; www.westmoorltd.com. ■**

Indianapolis 2012

February 27 -
March 1, 2012
Indiana Convention Center



February 27 - March 1, 2012

Indiana Convention Center • Indianapolis, Indiana

Monday - Education Day • Tuesday - Thursday - Exhibits

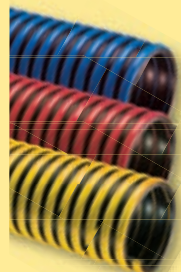
Indianapolis 2012

NEWLY EXPANDED INDIANA
CONVENTION CENTER

TOP TEN REASONS INDIANAPOLIS IS THE BEST PLACE FOR THE 2012 PUMPER & CLEANER EXPO

10. David Letterman is from Indianapolis, so Top Ten lists are everywhere.
9. If they can handle 80,000 Super Bowl fans, 15,000 Pumper & Cleaners should be doable.
8. 4,700 hotel rooms connected to the convention center - that's nearly 2,000 more than Opryland.
7. Over 200 restaurants, bars, and entertainment options all within walking distance - close walking distance.
6. Climate controlled skywalks mean never having to wear a coat - or scarf, or mittens, or stocking cap.
5. Send your significant other shopping - the Convention Center is attached to a mall!
4. No matter what state you are from, there's only one way to pronounce "Indianapolis".
3. The last major crime spree in the city was by Indianapolis native John Dillinger in 1931.
2. 35 cities fly non-stop to Indy's brand-new airport - opened in November 2008.
1. Horses don't race there, cars do!

Look in this Pumper Magazine on page 34 for our FREE Catalog!



HOSE HEADQUARTERS

HOSE COLORS TO MATCH YOUR TRUCK- THE ONLY ONES THAT HAVE COLORS IN SIZES 2"-4"

BLUE & BLACK RED & BLACK YELLOW & BLACK

WE CAN CRIMP ANY HOSE UP TO 10" DIA.



OVERSTOCK SALE!

BUY IN BULK AND SAVE MONEY!

WE DON'T CHARGE EXTRA FOR COLORS LIKE SOME DO!

OVERSTOCK SALE!

INCLUDES FITTINGS!

EPDM SUCTION BULK 100 FT ROLLS

2"	3"	4"	6"
\$2.19	\$3.69	\$6.59	\$11.35
\$1.59 ft	\$2.85 ft	\$4.95 ft	\$10.25 ft

EPDM SUCTION COUPLED MXF QUICK CONNECT

3" X 20'	3" X 25'	3" X 30'	3" X 33'
\$84.00	\$99.00	\$114.00	\$123.00
\$83.28	\$92.95	\$109.95	\$117.75

PORTABLE TOILET HOSE

OVERSTOCK SALE!

INCLUDES FITTINGS!

TIGER TAIL COUPLED MXF QUICK CONNECT

2" X 25'	2" X 30'	2" X 35'	2" X 40'
\$99.75	\$113.00	\$129.75	\$145.50
\$84.95	\$99.95	\$117.95	\$131.95

OVERSTOCK SALE!

A VARCO EXCLUSIVE!

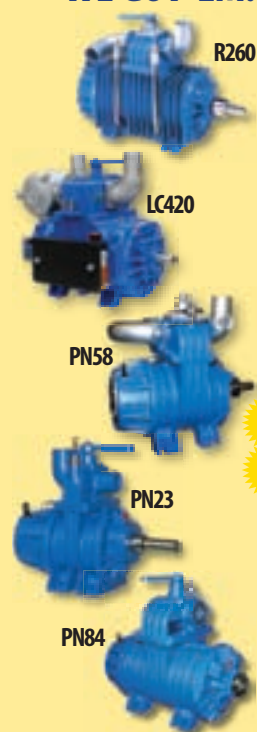
NO CUFFS!
LIGHTWEIGHT!
OUR MOST FLEXIBLE HOSE!

PORTA-TUFF HOSE COUPLED MXF QUICK CONNECT

2" X 25'	2" X 30'	2" X 35'	2" X 40'
\$91.70	\$108.70	\$125.45	\$142.40
\$84.95	\$99.95	\$117.95	\$131.95

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Price So Low We Can't Print It!
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BATTIONI VACUUM PUMPS WE GOT 'EM!



BATTIONI PUMPS STARTING AT

\$1,224⁰⁰
\$1,400⁵⁵

FOR 2,500-6,000+ GAL. TANK
320 CFM



\$2,395⁰⁰

FOR 2,500-6,000+ GAL. TANK
394 CFM



\$2,675⁰⁰

A COMPLETE BOLT & GO SYSTEM FOR ONE LOWPRICE!



MEC 11000 MAX PACK

394 cfm pump, oil catch muffler, secondary, final filter, gauge, vacuum relief and pressure relief valves- right angle gearbox and auto align bracket all mounted in a powder coated pump stand- bolt it on your truck & go!

ONLY \$4,895⁰⁰
INCLUDES FREE SHIPPING

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OVERSTOCK SALE!



BRASS LEVER VALVES

3" 4" 6"
\$9500 \$13200 \$24500

BRASS LEVER VALVE COMBOS

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Jay Arthur is a consultant who helps companies plug leaks in their cash flow. He is author of *Lean Six Sigma Demystified*. He can be reached through his website at www.plugtheleaks.com.



Smooth Out the Speed Bumps

Look for all of the hidden, unnecessary steps you take every day to streamline your workday for optimal profits

By Jay Arthur

To be competitive in today's marketplace, you have to do one thing: Serve customers ten times faster than you do now. "What?" you may be thinking. "How is that possible? I'm already too busy and overworked."

Realize that everyone thinks they're already too busy. Unfortunately, a large part of people's *busy-ness* is the fact that they're repeatedly picking things up (products, parts, paperwork, etc.) and putting them down.

In the process of picking the thing up, you have to remember what you were originally doing with it and what you need to do next. In the process of putting it back down, you have to bookmark it somehow so you can continue working on it later. On top of that you have delays and redundant or unnecessary processes that slow you down. So while you are indeed very busy, you're often not productive.

The fact is the slower you are to meet customer demands, the more money your company is losing. Things like long lead times, slow turnaround times, unnecessary steps, and sheer carelessness cost you in terms of repeat business and referrals. So what exactly is causing all the redundancy and slowness? The *speed bumps of business*. Beware of these things in your own company so you can reclaim your lost profits.

Stocking large amounts of inventory

How big of a parts or consumable product inventory do you have sitting on the shelves in your warehouse every month? Many people think that large warehouses and fully stocked shelves are a good thing. In reality, it's a huge money-waster because the carrying costs on inventory are expensive. Not only are you paying people to make the unused product, but you're also paying for warehouse space, people to manage the inventory, utilities at the warehouse, etc. The costs quickly add up. Let your inventory get down to a manageable level that requires less storage space and therefore less money.

Unnecessary movement of products

When you have too much inventory, you often have to move it around. Product movement increases your chances of having damaged goods or workers could get injured in the process. Workplace accidents increase worker's compensation costs. The less inventory you have, the less movement (and less damage) your products will face. If you don't store it, you don't have to move it.

Unnecessary movement of people

Many people complain about their commute time to work. But how much commute time are you or your staff doing while at work? For example, do people have to walk across the office or even to a different area of the building just to pick up their printouts from a central printer? Are they walking from workstation to workstation to complete a simple task?

The good news is that you'll likely find only 4 percent of your processes are causing 50 percent of your troubles. In other words, you won't have to fix a lot to see a marked improvement.

In many companies, commute time while at work can be immense. In fact, it's not uncommon for people to walk the equivalent of over five miles a day in a relatively small workspace just to do their job. Anytime people are moving too much, you need to redesign the space. This may mean using a number of smaller printers rather than one big central printer. Or it may mean bringing workstations closer together so there's less movement.

Think of your work area like a kitchen, where you have your stove, sink, and refrigerator forming a triangle. The closer that triangle is together, the less distance the chef has to travel to prepare a meal. When you can cut down on people's at-work commute time, you'll see a marked increase in productivity.

Unnecessary processing

In many processes, workers are doing unnecessary steps. For example, one company had an inspection process for incoming goods. However, in the many years they've done the inspections, they've never found a single bad product. So the question is, if their suppliers have proven to be good and reliable, why is the company still doing the inspections?

Any step that proves to be unnecessary wastes both time and money. Think about how many reports you receive that you never read. Why is someone still creating that report for you? Consider how much customer information you gather that you never use. Why are you still gathering the data?

Just because your company has always done something a certain way doesn't mean you're doing it the right way. Examine your processes to discover what's really necessary and what's simply waste. Then get rid of the wasteful steps so you can speed up your process.

REACH YOUR GOALS FASTER

While many people believe they can't work faster because they're already too busy, the truth is that you can be a lot faster without being busier. The key is to examine every aspect of your company to see where you have waste, redundancy, or just downright slowness. The good news is that you'll likely find only 4 percent of your processes are causing 50 percent of your troubles. In other words, you won't have to fix a lot to see a marked improvement. In the end, the more productive you can make your people, products and processes, the greater profits your company will realize. ■



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A Job With Percs

There is no shortcut for a proper septic system. You need a complete site evaluation for optimal performance.

By Roger E. Machmeier

Q What do you think about perc tests? The county is now requiring a perc test before we put in a septic system. I have a lot of experience and I just dig around in the ground and find some good dirt and put in a system. We generally have good dirt around here, but there are some places with problems. I think messing around with a perc test would generally be a waste of time.

A You didn't mention what kind of systems you are installing and how you determine system sizing. You also didn't say how long the systems you have installed are lasting.

In my opinion, the soils on a site must be carefully tested before any soil absorption system is put into the ground. Soil borings or excavations should be made to at least five feet to see if a trench system can be installed. Just digging a little way into the soil will not give enough information for sizing and designing a soil absorption system.

In an area where the soil treatment system is to be installed, the texture of the soil has to be evaluated. Is it a sandy loam or a clay loam? How much septic tank effluent will it handle?

If you are a soil scientist with training in soil structure and soil texture, you would be able to predict the percolation rate of a soil. If not, you will need to run percolation tests. Those tests will reveal the percolation rate and the likely soil texture. This information is used to figure out the size of the trench system.

SIMPLE TEST

The percolation test has been used for many years to determine if water would flow into a soil and to measure how fast the water would flow. It's relatively easy to perform and provides information for sizing the drainfield.

I recommend a hand-augured hole six inches in diameter with the sidewalls scraped to remove compacted soil to a diameter of seven inches. The test hole should be drilled to the depth of the bottom of the proposed trench. Two inches of drainfield trench rock should be placed in the bottom of the percolation test hole to prevent soil disturbance when water is added to the hole.

In soils containing clay, the test hole should be pre-soaked for 24 hours unless the test is performed in the spring when the soil is wet. Some soil particles get larger when wet, and if the test is run when the soil is dry, the rate will be faster than when the drainfield trench is filled with effluent.

Water in the percolation test hole should not be deeper than six inches over the top of the rock at the bottom. Water should be added to bring the depth to six inches after each test reading. The percolation test should continue until two rates do not vary by more than 10 percent.

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



The test hole should be drilled to the depth of the bottom of the proposed trench. Two inches of drainfield trench rock should be placed in the bottom of the percolation test hole to prevent soil disturbance when water is added to the hole.

FOR MORE DETAILS

More details about the percolation test are explained in the bulletin *How to Run a Percolation Test*, from the Minnesota Extension Service at the University of Minnesota. The bulletin can be viewed online at www.extension.umn.edu.

Following is a table showing how soil texture relates to percolation rate:

Soil Texture	Percolation Rate, Minutes Per Inch	Soil Sizing Factor in Sq. Ft. Per Gallon Per Day
Sand & Gravel	Faster than 0.1	Soil too coarse for treatment
Sand	0.1 to 5	0.83
Fine Sand	0.1 to 5 ^a	1.67
Sandy Loam	6 to 15	1.27
Loam	16 to 30	1.67
Silt Loam	31 to 45	2.00
Clay Loam	46 to 60	2.20
Clay	Slower than 60	Use mound or alternative systems

^a For soils having more than 50 percent of very fine sand by weight, plus fine sand having a particle size range of 0.05 millimeters (sieve size 270) to 0.25 millimeters (sieve size 60) the soil sizing factor is 167 sq. ft./gpd. The reason is the fine sand acts like a loam soil to treat sewage effluent.

After the soil absorption system is designed, its location on the property should be staked to prevent other construction activity nearby. The location of the water well should also be specified to separate it from the sewage system according to the local codes.

In some situations, the soil absorption system is designed for an area, and then the well is drilled too close. So a new spot for the drainfield has to be found. If only one area is suitable for the drainfield, the lot could not be developed unless extra land is available.

A FINAL THOUGHT

I respect your skills in being able to dig and analyze soils, but the onsite industry needs to design and install properly located systems. A complete site evaluation with soil borings and percolation tests is needed to get those results. ■



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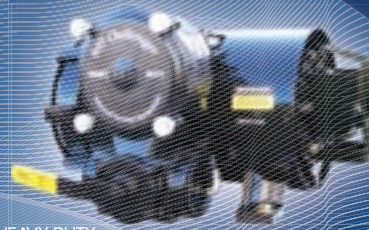
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Future Land Application Efforts Hinge on Effective Education of Government Officials

By Tom Ferrero

Let me tell you a story. In the early 1980s, I was on a steering committee that was trying to decide what to do with the septage produced by escalating rural development. The conclusion was more land application. Then, as now, when people heard that term, they envisioned the contents of their toilet dumped on agricultural fields. The Pennsylvania legislature responded by passing stringent land application regulations.

To prove the laws were excessive, the Delaware Valley College of Science and Agriculture did a study eventually confirming that Class B biosolids could be land-applied on poorer soils with higher groundwater levels without the material ever reaching the water table. NAWT provided the septage and did the application. At one demonstration for officials and the public, I saw the Delaware Valley dean arrive late and begin to walk toward us. I met him halfway in a field to explain that the program had started.

"Where are you going to apply the septage?" he asked.

"You're standing in the middle of it," I said. "Minutes before you arrived, this field was spread with lime-stabilized septage." It made a dramatic point, because the liquid wasn't even dry yet and he didn't have a clue it was there. Clearly not what one would expect.

To counteract federal and state legislation allowing land application of Class B biosolids, Pennsylvania townships began trying to outlaw the practice. Although

After morning classroom sessions, we'll bus attendees to a live demonstration of land-applied sewage sludge from an anaerobic digester and lime-stabilized septage.

The demonstration site is next to 300 houses. The only time owner Bill Neidigh receives a few complaints is when the farmer next door spreads manure and homeowners assume that the septic guy is responsible. Neidigh screens the septage, then adds lime before the mixture goes to a 300,000-gallon storage tank. He retains a contractor to apply the material before the crops are planted or after they're harvested. Using 6,300-gallon land-application vehicles, the contractor empties the storage tank in five hours.

The second day is for those who want to learn more about the U.S. Environmental Protection Agency Part 503 requirements and actual operations, including calculating loading rates and recordkeeping.

TRAVELING WASTE TREATMENT WORKSHOP

The second point of my story is the new NAWT traveling waste treatment workshop. It's a classroom environment with a trainer, a tour of a working septage treatment facility, and possibly some vendors. Our goal is to present it several times a year in different parts of the country for an economical cost.

The first workshop is Oct. 6-7 at the Sierra Septic Treatment Facility in Sutter Creek, Calif. Dean Trevaskis is the owner. Because we'll invite local officials to witness that the concept works, the program will start late Thursday morning and finish at noon on Friday. That way people can travel from work, stay overnight, and return home the second day to

minimize expenses.

Unfortunately, many haulers are still uncertain as to how the concept works. When I opened my first facility, a few of them went to the municipal treatment plant and said, "We'd like to set up so we can dump here like Tom Ferrero." They had no idea that I was discharging treated septage. I think they believed that they would open a shop, discharge down a drain, and let it go straight to the sewer.

That story is probably why haulers tell me, "I talked to my town officials and they won't let me build a facility." If pumpers don't know what they are going to do or understand the process, they can't present it accurately

and officials will shoot them down. I ask callers if there is a moratorium preventing them from building the facility or if the municipal plant is at capacity and can't accept additional flow. Or, is it because officials don't understand what they're talking about? If it's the latter explanation, it's time to attend a traveling workshop and the Waste Treatment Symposium.

The education gap also exists at the municipal level. The U.S. EPA pretreatment coordinator's list server had a discussion regarding someone who wanted to develop a septage treatment facility to pretreat and discharge. The municipal operator was afraid of receiving grease and metals in his plant. Other operators replied that they had no trouble with the private facilities using them, and posted the analytical breakdown of the discharges. I believe the respondents helped one hauler get his foot in the door.

LEARNING CURVE

One thing we learned at the 2010 Waste Treatment Symposium is that the field trip needs better organization. Attendees complained that if they were in a discussion group around one piece of equipment, they missed some or all of the information on other equipment. At the workshop and future symposia, we'll break attendees into groups and walk them from one piece of equipment to another while tying it to the classroom sessions.

REVAMPING AND RESTRUCTURING

During this year, the Bylaws Committee will revamp our bylaws. One consideration will be restructuring the Board of Directors. NAWT was formed as a national organization comprised of state associations, but some states don't have associations. Instead, we have independent members from all states. Many would make good board members, only we have no way of making that happen until we change the bylaws. The committee is looking at models that would fit our organization, then it will present them to the board.

MOVING ON

After seven consecutive years as NAWT's executive director, I'm stepping down in May to work more in my son's business. Serving the association has been a wonderful experience and I thank the board for allowing me to have it. I'll remain NAWT's secretary, a position I've held for almost 20 years, and work on committees. For example, I'm on the Executive Director Search Committee. It will recommend to the board the dedicated individual who will take NAWT to the next level. ■

THEY HAD NO IDEA THAT I WAS DISCHARGING TREATED SEPTAGE. I THINK THEY BELIEVED THAT THEY WOULD OPEN A SHOP SOMEWHERE, DISCHARGE DOWN A DRAIN, AND LET IT GO STRAIGHT TO THE SEWER.

they lost the ensuing court case, municipalities nationwide can still make land application unappealing through stifling regulations, paperwork, weight limitations on roads, and taxation.

The point of this story is twofold. On June 22-23, the National Association of Wastewater Transporters will partner with the Pennsylvania Septage Management Association, the Mid-Atlantic Biosolids Association, and the Pennsylvania Water Environment Association to sponsor a two-day land application workshop in Shippensburg, Pa. While anyone may attend, our intent is to invite officials to see that land application is a safe, neat, and clean operation.

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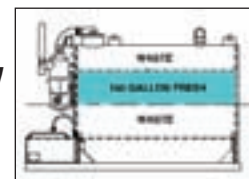
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Thank You, Tom and Eileen!

The Pennsylvania Septage Management Association Board thanks you for your years of dedication and service to NAWT and the industry.

Best wishes!



Tom & Eileen,

Your commitment to professionalism in our industry has set a positive course for generations to come!



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Tom,
We appreciate your years of service.

Good luck in the future.



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Farewell Tom and Eileen



For the past 7 years if you called the NAWT 800 number, no matter the time of day, you always found a helpful voice on the phone. If you sent a request by e-mail through the NAWT website, you always got a quick response.

The persons responsible for this service were Tom and Eileen Ferrero. Tom has served the past 7 years as Executive Director of NAWT and Eileen, his wife, has been the behind the scenes person that made sure the phone was always answered.

Tom has decided to step away from the position of Executive Director and pursue a new business opportunity with his son. This is a loss to NAWT but a huge gain for his son and the industry.

Here are just a few of the items that were accomplished while Tom was Executive Director:

- > Through a grant from the USEPA, the nationally recognized Individual Sewage Treatment System Inspection training and certification program was completed. Approximately 1,000 individuals go through this course every year.

- > With another EPA education grant and by partnering with the Pennsylvania Septage Management Association and the National Environmental Health Association completed the Vacuum Truck Driver Training which is available online through NEHA.



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Eileen & Tom ~

On behalf of Allstate Septic Systems LLP, we would like to extend a thank you for your hard work and commitment over the years!

Tom & Eileen,

Thank you for your sincerely generous support to NAWT!

—Dave Kline

Tom & Eileen,

Thank you for the years of selfless dedication to our industry.

You will be missed!



David C. Flagg, President
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Thank you Tom and Eileen for all
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TOM & EILEEN

The Frank Family would like to Thank
You for your commitment to our
industry. Your hard work as NAWT
executive director is priceless!

Tom, Carol, Todd & Carlie

Tom & Eileen

Thanks to you both for all the hard work and time
you have put in to NAWT the last seven years
and improving our industry long before that.
We wish you God's speed and blessings on your
continued journey.
Hank & Cheri Vanderveen
Amhor International

To Tom & Eileen

JOB WELL DONE!

From Hapchuk, Inc.
Washington, PA

Eileen and Tom -

We want to take this opportunity to thank
you for your dedication and leadership
skills over the years. We certainly
appreciate all of your hard work!

- Bruce and Sharon Fox

TOM & EILEEN

Thanks for all your help and advice
the last 7 years!
Good luck with your new endeavors.

Jim and Dave

TOM & EILEEN

Thanks for all the years of
great service and all you have
done for NAWT!

Tim & Janice



Tom and Eileen

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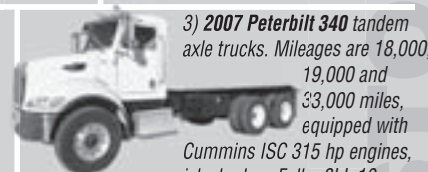
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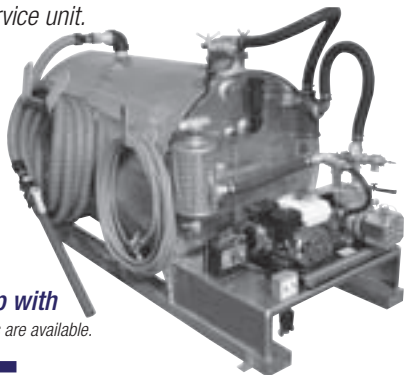
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Industry NEWS

Vac-Con Celebrates 25th Anniversary

Vac-Con, manufacturer of combination sewer cleaning vacuum trucks, celebrates its 25th anniversary in 2011. Beginning with five employees in 1986, the Green Cove Springs, Fla., company today employs hundreds of workers and has a worldwide network of dealers.

Gustafson Wins Hapchuk Scholarship

Megan Gustafson, daughter of Dave and Nancy Gustafson, Maplewood, Minn., won the 2011 William Hapchuk Memorial Scholarship from the National Association of Wastewater Transporters. Gustafson, 21, is a junior at the University of Minnesota majoring in environmental studies. She won the \$1,000 scholarship for her essay on the topic, "How can pumpers encourage and help promote water reuse as part of their business?"



Megan Gustafson

Woodbine Expands Tommy Gate Plant

Woodbine Manufacturing Co., manufacturer of the Tommy Gate hydraulic lift, has completed the first phase of a three-phase expansion of its Woodbine, Iowa, manufacturing facility. The 74,250-square-foot addition nearly doubled the size of the plant. The next phase will add 20,000 square feet of floor space. Plans also include the remodeling of 3,000 square feet of manufacturing space.

PressurePro, ITC Partner on Tire Warning System

Advantage Pressure Pro and International Telematics Corp. have partnered to provide tire pressure monitoring system users with tire pressure alerts both in-cab through ITC's ibright interface and remote to an office or smart phone.

SSPMA Reports Increase in 2010 Pump Sales

The Sump and Sewage Pump Manufacturers Association reported sales increases for pumps in 2010. Pedestal and submersible sump, sewage and effluent pumps gained 10.5 percent; utility pumps increased 42 percent; battery-operated backup sump pumps gained 19 percent; multi-stage centrifugal effluent pumps increased 24.5 percent and submersible grinder pumps were up 32 percent.

Heil Trailer Celebrates 110th Anniversary

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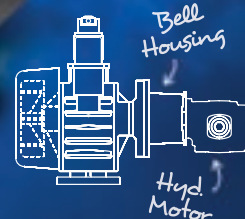


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By **Scottie Dayton**

CANADA: New Programs Initiated

Saskatchewan Health asked the Western Canada Onsite Wastewater Management Association to edit the Onsite Wastewater Practitioner training program for onsite installers and designers to ensure that the material addressed differences between Saskatchewan regulatory framework and other provinces.

The program was developed by the onsite association and Manitoba Alberta Municipal Affairs and Housing. Manitoba Conservation has not reviewed the program, but recognizes it on a federal agreement that allows for cross-border transfer of certain certified professionals.

In 2010, the association held several training sessions in British Columbia and formed relationships with provincial and regional regulatory bodies, highlighted by significant input on a provincial training review study.

Last year, installers reported to the Alberta Onsite Wastewater Management Association that the updated provincial Standard of Practice magnified some long-standing permitting, inspections and enforcement issues.

The Western Canada association developed an ad-hoc task force with key officials in Alberta Municipal Affairs and the Safety Codes Council to address them. Task force members called for changes, especially development of a standardized permitting process and a more efficient and accountable enforcement structure. Dale McLure, president of Alberta onsite association, represents the association on the Alberta Septage Advisory Committee.

The Ontario Onsite Wastewater Association began a Registered Professional Program as part of an ongoing education initiative and became a Certified Delivery Agent for the Ministry of Municipal Affairs and Housing to deliver onsite installer courses through various partners.

The Ontario association is working with regulators to update the provincial building code. One revision includes mandatory inspections of onsite systems in areas where source water protection is required. The Ontario association is developing the inspection procedures and protocols, stressing that inspectors have proper liability insurance coverage.

The Onsite Wastewater Systems Installers of Manitoba hired Trisha Baldwin as a part-time training facilitator. Baldwin will plan training sessions and coordinate efforts with the Continuing Education Committee.

FLORIDA: Battling Land Application Ban

The Florida Onsite Wastewater Association created a Septage Land Application Committee chaired by Ellen Vause of Florida Septic Inc. in Hawthorne, Fla., in response to state legislation that bans land-applied biosolids in 2016.

Besides providing the state Department of Health with comments on the ban, the committee provided industry expertise and support for

a report on methods and alternatives for improving land application requirements. The committee contends that a few rule upgrades would ensure that the practice of land application meet the requirements to protect the public and the environment.

IOWA: Installers Help With Credentials

The Iowa Onsite Wastewater Association will take over the state's credentialing process for the Certified Installer of Onsite Wastewater Treatment Systems. Iowa has 207 certified professionals. The association received a \$100,000 U.S. Department of Agriculture Technical Assistance and Training grant to develop training materials on installing, maintaining, and sampling advanced treatment systems. Members will work with various manufacturers to develop the program. Darwin Bengford of Municipal Supply in Des Moines was elected to a three-year term as president.

NEBRASKA: Monitoring Wastewater Standards

The Nebraska On-site Waste Water Association is monitoring how the state Department of Environmental Quality applies Title 124 onsite wastewater standards, as violations continue to threaten ground and surface waters.

Members working with the Onsite Wastewater Advisory Committee are waiting for the department's preliminary plans for a mound endorsement program. If accepted, it would allow common mound systems for 3- to 5-bedroom homes in locations with high groundwater. The systems, following a basic design, would not require an engineer of record.

The association also is working through the committee to keep the code current, to clarify gray areas, and to develop more challenging tests for certification based on new products, methods and code changes.

TEXAS: New Local TOWA Chapter

Hill Country is a new chapter of the Texas Onsite Wastewater Association. Officers are Greg Johnson, president; Miguel Arreola, vice president; and Wiley Cloud, secretary.

WISCONSIN: New Certifications Required

The Wisconsin Onsite Wastewater Recycling Association newsletter argues the U.S. Occupational Safety and Health Administration requirement for crane operator licensing on construction sites will create liability for installers. OSHA rules call for a certified signal person on site when contractors deliver and set septic tanks. The regulations do not say who provides the signal person, so installers must clarify that detail with crane owners or operators before delivery.

Installers who modify their excavators to lift items and set their own tanks also fall under the licensing rules and must be certified operation, rigging, and signalmen. Crane operators have until 2013 to certify; the signal person requirements are in effect.

Training & Education

SmallFlows Online

The cover story of a recent *SmallFlows* from the National Environmental Services Center examines wastewater reuse. Other articles include the continued use of honey buckets in Alaska, an overview of services provided by university-based extension services, a report about meth labs and their impact on environmental health, information about water-efficient plumbing and how these fixtures can prolong the life of onsite septic systems, and a humorous look at luxury toilets. The issue is available only in PDF format at www.nesc.wvu.edu/smallflows.cfm.

NAWT

The National Association of Wastewater Transporters has these training sessions:

- June 8 – Inspector Training and Recertification, Tucson, Ariz.
- July 21-22 – Inspector Training and Certification, Sonora, Calif.

For Arizona classes, call Kitt Farrell-Poe at 520/621-7221. For California classes, call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

Wastewater Summit

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

Alabama

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

- May 4-6 – Advanced Installer II
- June 1-3 – Basic Installer
- June 23-24 – Continuing Education, Dothan

The first day of Continuing Education classes is for installers and the second day for pumpers and portable restroom operators. Call the training center at 205/652-3803 or visit <http://aowatc.uwa.edu>.

Arizona

The Arizona Onsite Wastewater Recycling Association is sponsoring the NAWT Inspection Training and Recertification course on June 8 at the Radisson Suites Hotel in Tucson. Call Kitt Farrell-Poe at 520/621-7221 or e-mail kittfp@ag.arizona.edu or visit <http://ag.arizona.edu/waterquality/onsite>.

California

The California Onsite Wastewater Association is offering these NAWT classes:

- May 13 – Science of Soils, San Luis Obispo
- July 21-22 – NAWT Onsite Inspector Training and Certification, Sonora

Call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

Calendar

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 or visit www.georgiafog.com.

June 9-10

Arizona Onsite Wastewater Recycling Association Onsite Wastewater Educational Conference, Radisson Suites, Tucson. E-mail Suzanne Ehrlich at suzanne.ehrlich@co.yavapai.az.us.

June 18-20

National Environmental Health Association, National Onsite Wastewater Recycling Association, and State Onsite Regulators Alliance joint Onsite Wastewater Summit and NEHA 75th Annual Educational Conference and Exhibition, Columbus, Ohio. Visit www.neha2011aec.org/wastewater.html.

Florida

Courses are at the Florida Onsite Wastewater Association Training Center in Polk City unless stated otherwise.

- May 4 – High-Strength Wastewater Treatment Systems, Daytona Beach
- May 10 – Installer Program III – Jacksonville
- May 11 – Installer Program III – Tallahassee
- May 16 – Master I: Onsite Wastewater Concepts, Mats, Regs and App Process
- May 17-18 – Master II: Intro to Soils and the Evaluation Process
- May 19-20 – Master III: Onsite System Construction Permits and Inspections

Contact FOWA at 321/363-1590 or www.fowaonsite.com.

Iowa

The Iowa Onsite Wastewater Association has these courses:

- May 16 – Sand Filters At-Grades and Mounds, Mason City
- June 17 – Site Evaluations and Soils, Emmetsburg

Call Alice Vinsand at 515/225-1051, e-mail execdir@iowwa.com, or visit www.iowwa.com.

Minnesota

The University of Minnesota Extension has these classes:

- May 2-4 – Pumping and Maintaining Onsite Systems, Mankato
 - May 2-6 – Pumper/Maintenance and 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 on Onsite Systems, Mankato
 - June 1-3 – Soils, Alexandria
 - June 7-8 – Inspecting Onsite Systems, Waseca
 - June 15 – Soils Continuing Education, Forest Lake
 - June 21 – Soils Continuing Education, Worthington
 - June 22-24 – Soils, Mankato
 - June 29 – Soils Continuing Education, St. Cloud
- Call Nick Haig at 800/322-8642 or visit <http://septic.umn.edu>.

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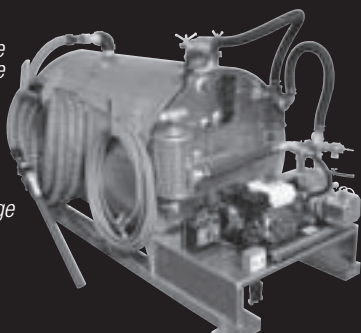
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Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- May 10-11 – Operations and Maintenance, Springfield
- June 28 – Selling the System to the Site Conditions, Sedalia
- June 29 – Media Filters, Sedalia

Call Tammy Yelden at 417/739-4100 or visit www.mosmallflows.org.

New England

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

- May 5 – Functional Inspections
- May 12 – Innovative & Alternative Technologies
- May 19 – All About Series: Sand Media
- May 26 – Installing Conventional Onsite Systems
- June 2 – Installing Advanced Onsite Systems
- June 2 – Innovative and Alternative Technology Field Training, Peckham Farm
- June 8 – Soil Basics for the Onsite Wastewater Contractor
- June 16 – Hands-On Component Installation
- June 23 – Bottomless Sand Filter Design and Installation

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

New Hampshire

The Granite State Designers and Installers Association is offering Certified Septic Evaluator training on May 3-7 in Bow. Call 603/228-1231 or visit www.gsdi.org.

Virginia

The Virginia Center for Onsite Wastewater Training has these classes:

- 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 southside.edu, or visit 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:

- 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.

Wisconsin

The Wisconsin Onsite Wastewater Recycling Association is holding a Private Onsite Wastewater Treatment System Evaluator Course on May 16-17 in Manitowoc. Call 608/256-7757 or visit www.wowra.com.

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

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Successful business with a large amount of equipment and inventory. Profitable sewer and septic business in central Pennsylvania. Increasing revenue over the past 3 years and a large amount of equipment and inventory. Equipment is a mix of old and new, but all is working and making money. **Selling price \$250,000.**

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Amarillo, Texas sewer, drain & plumbing business established in 1976. Owner wants to retire, so take the keys to a 2004 Sprinter outfitted with all of the equipment you'll need to run this business. Price includes real estate with 80x100 shop/office on two city lots. Good gross, good profit, financials available with signed non-disclosure. **Offered at \$495,000.**



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

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

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

If you need a Registered Septic Tank Contractors license, for your Florida based company, call Lee @ 561-723-5001, or BLRServices@aol.com. (CP05)

BUSINESSES

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

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

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

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 \$250,000. E-mail jeffb@colepublishing.com or call 800-257-7222 and ask for Jeff Bruss for more details. **A B2 Business Brokerage Listing - www.BTwo.biz.** (PBM)

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

BUSINESSES

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)

SOUTH FLORIDA PORTOLET BUSINESS FOR SALE: Approximately 75 units. Approximate gross sales \$40,000 for 2010. Price: \$30,000 firm. Non-negotiable. Cash buyers only. 561-248-3210. (P04)

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

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)

BUSINESS OPPORTUNITIES

NEW OR OLD BUSINESSES. Would you like to share our name? Rid-All+™, LLC. **1-888-743-2550.** (P5C6)

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

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

BUSINESSES 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 for more information. (P06)

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

COMPUTER SOFTWARE

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

DEWATERING

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

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.** (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)

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)

DEWATERING

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



Dewatering Equipment: Fergus Power Products, Inc. Thank you for visiting our booth #7069. SALE SPECIAL ON USED CENTRIFUGES!
1-800-243-7584
www.ferguspowerproducts.com P04

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)

Soil Shaker 2000. Universal skid steer attachment for drainfield restoration. Buy factory direct \$6,250. 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)

2006 Terralift 2000 like brand new. 9 actual hours on entire machine. Priced to sell. \$26,000. 580-761-6648 OK. (P05)

DRAIN/SEWER CLEANING EQUIPMENT

COMPLETE DRAIN EQUIPMENT PACKAGE FOR SALE: Used, in good condition. Arctic steam machine, RIDGID KG1750 water jetter, RIDGID KD4550 locator, RIDGID Seasnake camera with recorder B/W, RIDGID K40 sink machine, RIDGID K150B drain machine, 200 foot cable and attachments. Mytana M755 drain machine, Mytana M661, and Mytana M81 drain machine. New equipment would cost around \$25,000. Asking \$13,000. Call Winter Septic Service 906-492-3947 MI. (P05)

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, (888) VAC-UNIT (822-8648). (PBM)

HAZARDOUS WASTE UNITS

1993 White GMC vacuum truck, triple axle, 2875 gal. tank, 176,585 miles. \$32,000 OBO. Lenny 818-612-5148 CA. (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. (P04)

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

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. (P04)

2011 Peterbilt 348 cab and chassis with new 3200 US gallon carbon steel DOT certified 407/412 vacuum tank; dump-type with full open rear door and Presvac PVB 750 vacuum pressure pump. (Stock #13468 A-D) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

JETTERS-TRAILER



2004 US Jetter Model 4018-300: 92 hrs., remote control, new hose (500 ft. 1/2"), pulsation, beacon light, 2 large capacity tool boxes, pivot hose reel, anti-freeze system, silent engine pack, Rhino lined body. Runs great, BARELY USED. One owner.\$20,995 OBO
206-941-9311 WA P04



US Jetting 4018-300: Trailer mounted jetter manufactured 05/2010. Less than 15 hours! 4,000 psi, 18 gpm, run dry pump, antifreeze system, 50 hp Hatz Silent-Pak diesel, 600' 1/2" hose, jump jet option. Includes these accessories: superspin nozzle, micro jet, safety dump gun, 2" vacuum pump..... Only \$37,950
800-942-5465 IN
www.linkeq.com P04

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. 714-639-8352. (CPBM)

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

JETTERS-TRUCK

2010 Peterbilt 335 jetter, 9,545 miles! Eaton 10-speed, 33,000 GVWR, Sewer Co. of America 65 gal. per min., 2000 psi. \$104,900. 616-392-8377 MI. (P04)

1990 Ford L8000 Camel with only 54,000 miles. Chassis is in great condition. Camel jet vac is only good for parts. Only \$7,000. Call 601-373-3736 MS. (CP06)

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. **\$129,000 purchase price!** (Stock #13234) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)



1995 Ford F800 w/Myers 60 GPM Jetter: Ideal starter jet truck to get into the business.Priced to sell \$7,000
Frank King
978-452-7750 MA P06

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

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. 972-938-1905. (CPBM)

JET VACS

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

JET VACS

1994 Vac-Con, 16-yard debris tank, 1250 gal. water tanks. Telescoping boom with articulating hose reel, 3-stage vacuum. L8000 Ford chassis, 127,545 miles. \$45,000. Call 601-373-3736 MS. (CP06)



1990 Ford L8000 S/A Vac: 7.4L diesel, jetter, 1,021 hours on unit, 59K miles, A/T, Vactor 2110 body, Model 4-764-180, s/n: 90-9-4016, 4000 cfm, 60 gallons gtm @ 2000 psi.\$39,500
715-546-2680 WI PBM

2008 Sterling LT7501 with a VacAll AJV1015, 10-yd. debris body, 1500 gallon water, combination vacuum/jetting unit. (Stock #13366) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)



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



1996 Ford F800 w/Vactor 2103: Cummins @ 175 hp, Fuller FS5306A, 177" WB, 9,000/17,500 axles, Vactor 2103-16 mini-vac 1600 cfm, s/n: 96-01V-5720.\$29,500
715-546-2680 WI PBM

1985 Ford 7000 Cabover, 5-speed standard transmission, 55,420 miles. Single engine PTO, 1500 gallon tank. Myers D65-20 water pump, Caterpillar engine 3208. \$8,000. Call 601-373-3736 MS. (P06)

JET VACS



1995 Vac-Con V390THA Combination Truck: Ford L8000, 3-stage vacuum, automatic transmission, rebuilt FMC 80 gpm/2000 psi pump, extendible boom, articulating reel, fresh paint, 9-yard tank, freshly painted white, ready to work!

.....\$43,500
Ask for Craig 714-639-8352 CA P05

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

1999 Sterling cab and chassis with Vector 2100 combination vacuum loader and high pressure sewer cleaning system. (Stock #2129V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



1988 Ford L8000 Vac: Ford @ 210 hp, A/T, 81K miles, 6K hours, spring susp., spoke wheels, Vac-Con body, Cummins showing 1,292 hrs., s/n: V290T-0488186.

.....\$22,500
715-546-2680 WI PBM

LEASE/FINANCING

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

MISCELLANEOUS

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 for pictures. (P04)

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

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)

PolyPortable toilets for sale. Job ready. \$350 each in groups of 50, or \$300 each in groups of 100. Call Barry 256-832-7867 AL. (P05)

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)

CLOSING BUSINESS. Event quality 60 Poly-John PJ3s @ \$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)

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

2005 Olympian 20' Executive, (2) womens stalls, (1) sink, (1) mens stall, (1) urinal, (1) sink. Heat, A/C, and hot water. Stereo, interior and exterior lighting. \$14,000. Located in NY. Call 845-883-7880. (P05)

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

PORTABLE RESTROOM TRAILERS

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

1989 48 foot Alloy restroom trailer, 9 women's stalls, 5 sinks, 5 men's, and 7 urinals, 4 sinks. Full flush toilets, hot and cold water. Large waste storage. Will accommodate very large crowd. Asking \$30,000. 403-680-0752. Can. (P04)

2001 Oasis Lost Cutter. Well maintained, garage kept most months, new roof in 2009, 800 gallon holding tank. \$18,000. 863-655-2940 or 863-381-9371 FL. (P04)

(11) Olympic Fiberglass Restroom Trailers: Various Sizes: 8', 10.5', 15.5', 21'. Model Years: 1990-2001. Prices: \$5,000-\$8,500. Call Melanie @ 732-721-3443 NJ. (P04)

PORTABLE RESTROOM TRUCKS

2007 F650 with Satellite MD1250 tank, Cummins, automatic, 2-unit toilet carrier, 106,000 miles. Excellent condition. Call 585-657-4104 NY. www.crescent-tank.com. (P04)

2008 International 4300 for sale. 75-80,000 miles, auto trans., 33K, 6VW, 1600/400 Progress tank, 2 unit carrier, tires 90%. \$57,000. 863-655-2940 or 863-381-9371 FL. (P04)

2000 F650, CAT 3126, Allison, air brakes, 20' flatbed, liftgate, 300/100 Lely slide-in tank, PTO driven vac pump. 155,000 miles. Asking \$15,900 OBO. 254-534-5007 TX. (P04)



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

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)

PORTABLE RESTROOM TRUCKS

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)



1997 International 4700/DT466: 5-speed, 700 waste/300 fresh, hauls 6 toilets, 272,000 miles, newer motor, excellent shape, lift gate, under CDL.\$16,000
517-546-2268 MI P04

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.aconinc.com/classified. Location Phoenix, AZ and Las Vegas, NV. \$30,000. 208-362-3193. (P04)

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. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)



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

Tony 850-712-3830 AL P04

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)

(2) 2001 International 4700: 233,000 mi, DT466, automatic, air brakes, GVW 25,000, NON-CDL, SS Prime tank 200/900/200, 2-unit carrier, Masport pump, DC10 water pump w/50' hose reel, heated dump & F/water coolers - \$25,000. Call Pete @ 732-721-3443 NJ. (P04)

PLACE YOUR AD ONLINE AT www.pumper.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

PORTABLE RESTROOM TRUCKS

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

2003 Ford F550 2WD, auto, 700 waste/200 fresh, 6L Diesel, fresh water pump, portable toilet carrier. Used in daily operation, 216K miles. \$13,000. 317-440-1206 IN. (P06)

2004 Vacutrx on Ford diesel F350, 300 gal. waste/180 gal. water, 6-unit carrier. Asking \$16,000. Call 519-944-6422 ext. 4040 or email louis@cerentals.ca. (P04)

2005 Ford F-350 XLT, diesel, auto., aluminum tool boxes, Masport pump, visor, ss wheel covers, 172,000 miles. Excellent condition. \$21,000. 989-379-3054 MI. (P04)

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)

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



2005 F350 XLT: 6.0 diesel, auto, 500/225 tank, Masport M-2 pump, galvanized troughs, hauls two toilets, 172,000 miles. \$22,500. **989-379-3054 MI** (P04)

POSITIONS AVAILABLE

Medium size portable restroom company based in South, is searching for Operations Manager, with excellent routing, management, and driver relations experience. Candidate will be required to route trucks, distribute routes, work closely with drivers, hold weekly meetings, safety meetings, and work closely with all divisions moving the company forward. It is a full time job, Monday thru Saturday, \$50K - \$65K, benefits, and production bonuses. Please email all resumes portable-operations@yahoo.com, understanding of Summit Software is a plus. (P05)

POSITIONS AVAILABLE

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

PUMPS-VACUUM

1996 International Chemical Recirculator. Has (2)-1000 US gallon steel tanks, 3 axle unit. Mission Magnum Sand Master pump. \$38,000 IBI. Call 609-859-3100 or bedelin@haasenv.com. (P04)

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

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. (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)

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. (PBM)

RENTAL EQUIPMENT

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.vsiRentalsllc.com.** (PBM)

SEPTIC TRUCKS

1999 Chevrolet C6500 pump truck for sale. Two door. Caterpillar engine and Masport pump. 72,000 miles. Good condition. 912-587-7517 GA. (P04)

SEPTIC TRUCKS



2007 Peterbilt 379: Cat C-15, 475 hp, 269,000 miles, 18-spd., new pump 420 cfm, 5,000 gal. tank, 20K front axle, 20 lift axle, 44 rear, double frame, new 3rd axle. In production.

**Call Angel Dominguez
786-258-3384 FL** (P04)

1998 Ford Pump Truck: Cummins motor, 397,000 miles, 1500 gal. tank. Still in use. \$6,000 firm. Tarboro, NC. 252-823-3600. (P04)



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 Jurop LC420 pump. \$129,000

**www.nationaltruckcenter.com
Office: 305-691-8407
Michael Vera: 786-554-0892
George Gonzalez: 954-558-0816** (P04)

2000 Sterling 3126 Cat, 2100 gal. tank, Jurop pump, A/C, air brakes, 130,000 miles. Truck and pump run good. \$24,000. 904-276-0332 FL. (P04)



2001 Freightliner Vac Truck: Century Class S/T cab Detroit 60. 460,032 miles. 2006 aluminum tank 3,000 gallons. Full rear open door, heated air rear valves, Wittig pump. \$82,095 OBO **913-342-3372 or jcrabtree@ccenviroklean.com** (P04)

2003 Freightliner FL70: Fabulous truck. 3126 Cat motor, 210 hp, new 2,500 gal. tank, new Jurop R260 pump & new tires. Runs & drives great. 201,898 miles. Only \$39,900. Delivery available in the USA. For more info www.JEagleTanks.com or call Jerry at 800-721-2774. (P04)

SEPTIC TRUCKS

1998 Volvo WG64 quad axle roll-off truck with new 4500 gal. vacuum tank, new Fruitland 500 vac. pump with hyd. drive, full auto. tarp and 75K hoist. Cummins 400 HP. All new tires, brakes. In excellent condition. 80,000 GVW. Work roll-offs and vacuum tank with the same truck. Must see. 617-909-9044. KLM Companies. (P04)



1978 Mack Vac Truck: Mack diesel, M/T, 10,500/19,040 axles, camelback susp., spoke wheels, 22.5 tires. \$24,500 **715-546-2680 WI** (PBM)



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**

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George Gonzalez: 954-558-0816** (P04)

2011 Freightliner M2 112 cab and chassis with new 4600 US gallon carbon steel vacuum tank and Masport HXL400WV vacuum pressure pump. (Stock #13464) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



2001 Peterbilt 380 C-12: 3800 gal. tank w/heated valves. Jurop 420 cfm w/ less than 100 hrs. usage. Eaton Fuller 16 speed w/jake & new clutch. 584,000 miles. Sharp truck. \$56,000 OBO **715-943-2650 WI** (P04)

SEPTIC TRUCKS

1999 Freightliner, 4000 gal. septic truck for sale. Good truck. Job ready. 9-speed trans. \$40,000. Call Barry 256-832-7867 AL. (P05)



2002 International Navistar 4300: 2500 USG, TSI 500 pump, hoist & vibrator, 9 GPM, 3000 PSI jetter, 120 gal. water tank, BC MVI.\$45,000 Business grossing \$7-\$10,000/mo. also available.

604-549-2307 Can. P04

RETIRING: 1984 Freightliner, Cummins, 4-axle, vacuum truck. Thompson pump, Thompson 3800 gal. tank. \$18,000 OBO. Jim 951-545-9604 CA. (P05)



2005 Mack CX-Vision: E-7, 380 hp, 10-spd., Jake brake, new 4000 gal. US tank, new Jurop LC420 pump. All accessories new, new paint, aluminum wheels.\$84,000

www.nationaltruckcenter.com

Office: 305-691-8407

Michael Vera: 786-554-0892

George Gonzalez: 954-558-0816 P04

1990 Ford diesel F800 pumper truck, 2500 gal., large pump. Retired, no longer needed. Phone 502-352-9613; Cell 502-803-0486. KY. (PT04)



2006 Kenworth T-600: Cat, 430 hp, 10-spd., new pump 367 cfm, double frame, 4,000 to 5,000 gal. tank. We build it your way.\$90,000

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1991 Chevy Kodiak 6500: Day cab, 182,415 miles, 6-spd. trans., 1500 gallon tank.\$28,000

828-441-1009 NC P04

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)



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

1999 Peterbilt 379, Cummins N14, 435 hp, 15-spd., 3365 gallon LMT vac tank, tank approx. 4 years old, Masport H15W pump. \$46,000. **www.pumpertrucksales.com.** Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)



2005 International 4200 Turbo Diesel: 220 hp, Allison auto., A/C, 104,000 miles, 2,000 gal. tank, new pump 367 cfm.\$45,000

**Call Angel Dominguez
786-258-3384 FL** P04

SEPTIC TRUCKS

1998 Freightliner 3500 gal. septic truck. 9-speed trans. Job ready. Good truck. Asking \$38,000. Call Barry 256-832-7867 AL. (P05)



1993 Volvo Septic Truck: Detroit series 60 @ 350 hp, Fuller 13-spd., engine brake, 273K miles, walking beam susp., air up/down pusher axle, spoke wheels, 22.5 tires, PTO, Masport pump.\$24,500

715-546-2680 WI PBM

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1999 International 8100: Day cab, 387,191 miles, 10-spd. trans., 3000 gallon tank.\$48,000

828-441-1009 NC P04

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



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

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SEPTIC TRUCKS

1999 Freightliner FL80, 295,000 miles, 2500 gallon with hoist and full rear opening. Work ready. \$28,000. 810-650-1029 MI. (P05)



2007 International 8600: Cummins, 400 hp, new pump 367 cfm, 4,000 to 5,000 gal. tank, double frame, tag axle. In production.\$90,000

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786-258-3384 FL** 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)



1998 Mack 613: 3360 gal. vacuum tank, Masport W15 pump, Mack engine, 8-spd. trans. w/camelback susp.\$32,500

**Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com** PBM

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



2003 Freightliner FL70: Fabulous truck. 3126 Cat motor, 210 hp, new 2,500 gal. tank, new Jurop R260 pump & new tires. Runs & drives great. 201,898 miles. Delivery available in the USA. For more info see website or call. Only \$34,900
www.JEagleTanks.com
or Jerry at 800-721-2774 P04



1996 Peterbilt 385: 3200 gal. tank, hoisted, heated valves, Fruitland 800 pump, M11 Cummins, Eaton 10-speed, Jake brake. Excellent condition. \$49,000
435-472-2580 UT P04

SEPTIC TRUCKS

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)



2001 Kenworth T300 Cat: 8-spd., heated valves, Masport pump, new Pik Rite tank, 2300 gal. Durabrite rims, 145,000 miles. \$49,500
518-774-4960 NY P05

1998 9100 International, Eaton Fuller 10-speed, 3500 gal. tank, Masport pump, truck with a M-11 Cummins diesel engine. Runs great, used daily. \$32,000. 2003 International Model 2674, 4000 gal. pump truck with Harben jetter. \$59,000. Call 434-979-5414 VA. (P05)



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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. (P04)

1981 IH 1554 Agri-Truck. Large floater tires, Cat 3208, auto trans, low range gearbox, air brakes, tires good, 1500 gal. stainless tank, hyd. driven vacuum/pressure pump. Four shank on back. 12K miles, starts, runs real good. \$8,500 OBO. 410-459-0045 MD.(P04)

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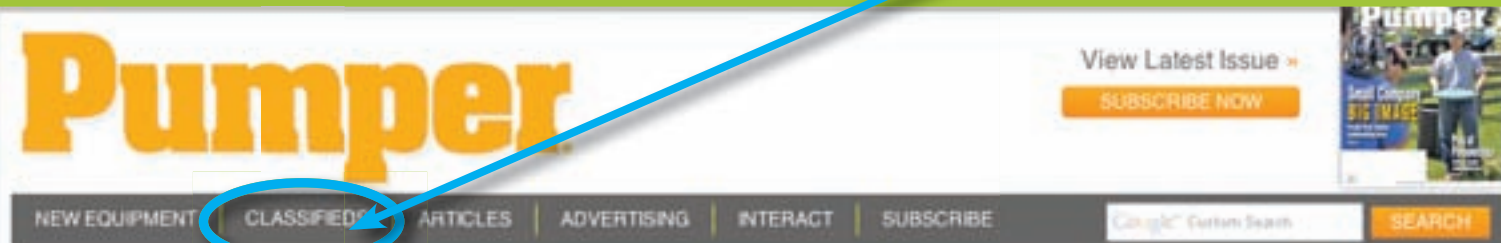
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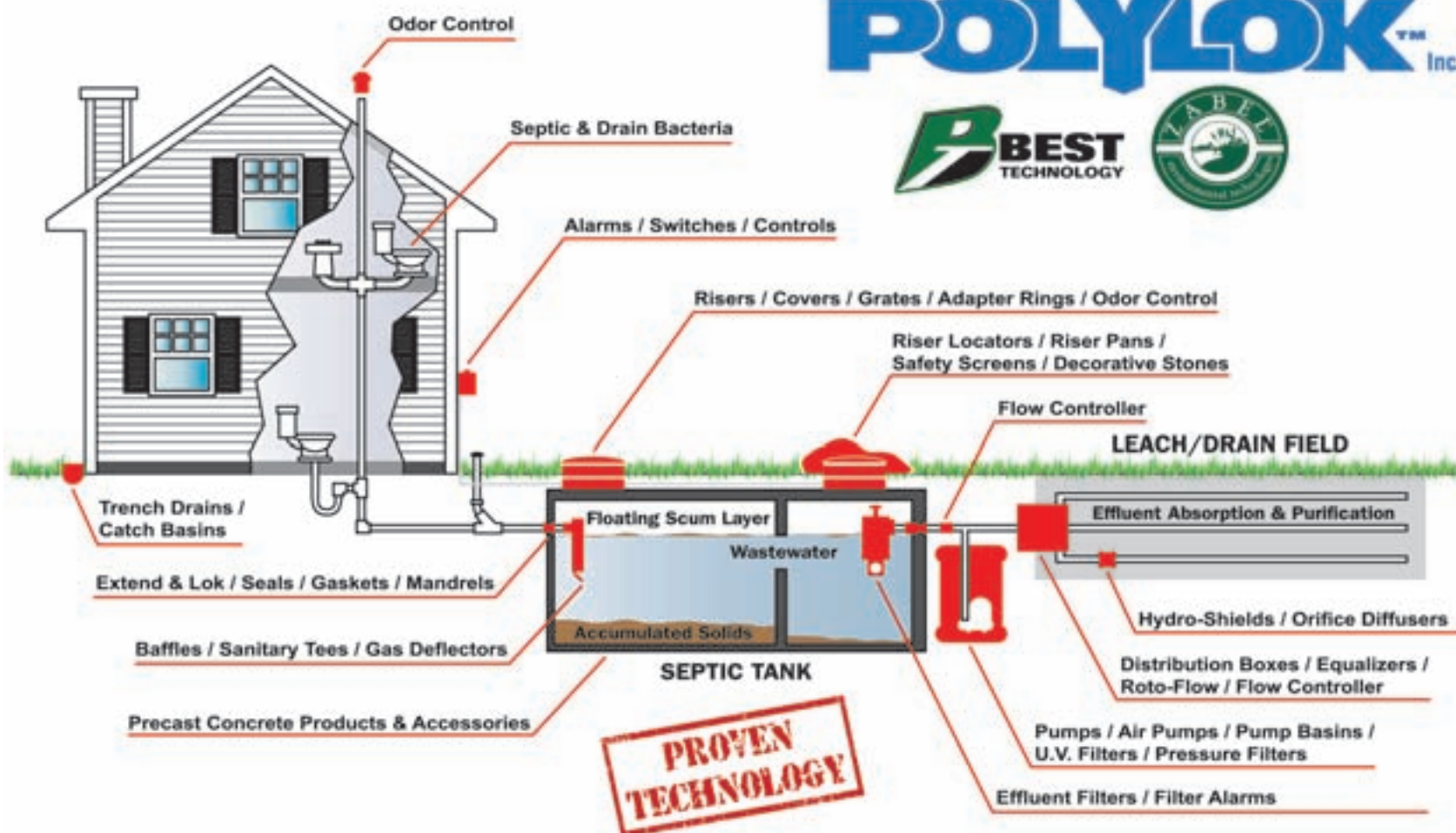
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