

DEDICATED TO THE LIQUID WASTE INDUSTRY

Pumper®

May 2011 www.pumper.com \$5.00

Road to Prosperity

Jason's Septic sees hints of recovery PAGE 34

URKE
Septic Services
Grass Valley, CA

3500
Gallons

Time of Sale
SPECIALIST

Doug Urke is the go-to inspector for Realtors

PAGE 12



**YOUR SOURCE
FOR USED AND
REFURBISHED
TRUCKS**



- Used & Refurbished Trucks
 - Blower Repair
 - Waterblast Rentals
 - Parts
 - Accessories
 - Hands On Training
 - On-Line Training
- Service and Repair: Waterblasters, Vac Trucks, & Hydro Ex Trucks

Click here to see our used trucks! - www.fssolutionsgroup.com

DEDICATED TO THE LIQUID WASTE INDUSTRY

Pumper®

May 2011 www.pumper.com \$5.00

Road to Prosperity

Jason's Septic sees hints of recovery PAGE 34

URKE
Septic Services
Grass Valley, CA

3500
Gallons

Time of Sale
SPECIALIST

Doug Urke is the go-to inspector for Realtors

PAGE 12

free GRAPHICS

[package]

\$1500 Value!



TURN HEADS at the next job site with your new truck with full color graphics. Select from a wide range of designs that match your company colors or let this be the start of building a strong company identity in your market!

Free Graphics:

MD950

MD1250

MD1600

models



800-328-3332

www.satelliteindustries.com



Quality & Performance from a Name You Trust.



**HXL400WV Plug & Play
Liquid Cooled Rotary Vane Pump**

400 CFM



**RB-DV65 Plug & Play
Robuschi High Vacuum Blower**

500 - 900 CFM

Go With the Best, Go With Masport!

We have distributors located nationwide.

To locate an authorized Masport dealer in your area call: 1-800-228-4510.

Visit Us Online at
www.masportpump.com

Masport®

Lenzyme

Solutions for All Waste & Grease Problems



Are You Oxidizing Drainfields?

YOUR MARKETING PARTNER



BEST PACKAGING - BEST PRODUCTS - BEST PRICE

Discover Marketing Secrets to More Pump-Outs

1-800-223-3083

Call Today for Your **FREE** Sample

WWW.LENZYME.COM



Reading Between the Lines



What's Wrong With This Marketing Picture?

By Jim Kneiszel, Editor

As consumers are bombarded with so many messages from companies offering products and services, effective marketing might be as critical to your company's success as expertise in septic service. You want to get noticed above the din created by a growing number of competitors offering similar pumping services. So a strong message about your professionalism is important.

But one pumping company's marketing efforts I noticed recently raised a red flag. Let's see if you have the same reaction I did.

PROMISES, PROMISES

On the front page of its website, Unnamed Pumping Co. notes it has 20 years of experience providing quality septic services. The company boasts that its courteous, friendly, skilled technicians use "the finest tools and materials" available. It lists an impressive array of services and added, "We work harder and smarter than our competition. We are at the forefront of the industry and offer our customers the latest services, technology and information available." The company promises personalized, same-day service to every customer and reasonable, affordable rates. "We meet or beat any written estimates!" the company proclaims.

Man, if I need my tank pumped in this company's service territory, I'm on the phone faster than you can say *scheduled maintenance saves septic systems*.

So what's wrong with this picture? I'll tell you what's wrong: Providing the best service with the best technicians using the best tools doesn't jive with guaranteeing the lowest price for service. The question I'd ask this contractor is: *If you've worked so hard to be the best, why are you charging like a mediocre service provider?*

First of all, the best tools come at a price. Keeping your truck fleet up to date and well maintained isn't cheap. I know many pumpers who are religious about planned replacement of vehicles, washing rigs at the end of every day and keeping careful track of engine maintenance. Many keep their trucks indoors at night and have a mechanic on staff to ensure efficient operation.

And let's address hiring and retaining quality technicians. That takes regular wage hikes, ongoing training and certification, vacation and sometimes health insurance benefits. Maintaining a dedicated, trustworthy workforce is expensive and requires a lot of time on the part of company owners and managers.

Cutting-edge technology and being able to offer diversified services also raises the cost of doing business for pumping contractors. If you want to inspect sewer lines, handle grease trap waste, jet out lines and make septic system repairs, you'll be loading up on accessories to do the job right.

IT DOESN'T ADD UP

So as a consumer, am I to believe a company that makes all those promises about quality service is also going to give me the rock-bottom price? I — and most of this company's potential customers — didn't just fall off the turnip truck. We know that you can't be the best and the cheapest and stay in business for 20 years. So either this company can't live up to its service promises or the bill is going to come in higher than I expect. And neither answer will make customers happy.

My advice to pumpers everywhere: If you're a top-notch service provider, don't act like a cut-rate contractor. Seldom is the cheapest also the best. The economics of that equation just don't add up. ■

ERICKSON

TANK & PUMP

TANKS AND TRUCKS TO FIT YOUR NEEDS!



TANDEM PUMPER
WITH DROP AXLE

TRAILER MOUNTED VAC/PRESSURE TANKS

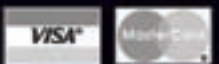


PUMPER UNDER 26,000#



Check Our Web Site
for Current Inventory!

"Tanks" for your business!



509.785.2955

WWW.ERICKSONTANK.COM

GET THE LAST OF THE PRE-EMISSION PETES AND INTERNATIONALS WHILE YOU CAN!



2011 PETERBILT 367

\$139,900.00

US Funds – FOB Buffalo, NY
Many options available. Detailed specifications on request.

- Caterpillar C13 (430 Hp) Pre-emission
- Fuller 8LL 10-speed
- 20,000 fronts 46,000 rears on air-ride
- Jake Brake - AM/FM/CD stereo
- Polished Everything! Power windows, locks & mirrors
- 4200 US gallon capacity
- TSI 500 pump (396 cfm) gearbox drive
- Two (2) 3/8" thick anti-surge baffles
- 20" top & rear man-way
- Heavy-duty stainless steel primary
- Polished aluminum toolbox
- 6" Discharge & 4" intake
- Five (5) 5" sight glasses
- Full-length hose trays.
- * Lift axle Extra



AUTOMATIC

2011 INTERNATIONAL 7500

\$119,900.00

US Funds – FOB Buffalo, NY
Many options available. Detailed specifications on request.

- Automatic
- Maxxforce 10 (350 Hp & 1150 lb-ft)
- Allison 3000 RDS 6-speed automatic
- 18,000 lb front & 40,000 lb rears
- Air ride susp., factory air conditioning
- VGT engine brake
- Full-locking differential
- 3600 US Gallon capacity
- TSI 500 pump (396 cfm)
- Two (2) 3/8" thick anti-surge baffles
- 20" top & rear man-way
- Heavy-duty stainless steel primary shut-off
- Polished aluminum toolbox
- 6" discharge & 4" intake
- Three (3) sight glasses or Sight tube
- Full-length hose trays



2011 INTERNATIONAL NAVISTAR 7500 AUTOMATIC

- Maxxforce 10 engine (350 Hp & 1150 lb-ft)
- 2010 Pre-emission engine
- Allison 3000 RDS 6-speed automatic
- 18,000 lb front 40,000 lb rears
- Air-ride suspension, factory air-conditioning
- Polished rims all around
- Full-locking differential
- 3300 US gallon capacity
- TSI 500 pump (396 cfm)
- 36" rear sideswing man-way
- 25 ton telescopic hydraulic hoist
- Garnett digital indicator
- 7" color LCD back up camera
- 20" top man-way
- Full diamond plate treatment all around
- Four sight glasses
- Polished aluminum toolbox- full length hose trays

\$129,900 US FUNDS

AVAILABLE IMMEDIATELY

CUT OUT THE MIDDLE MAN – BUY DIRECT FROM THE MANUFACTURER

TRANSWAY
SYSTEMS INC.
PROFESSIONAL VACUUM EQUIPMENT

progress tank
DISTRIBUTOR

www.transwaysystems.com

Toll-Free 800-263-4508

Tel. (905) 578-1000

Fax (905) 561-9176

DELIVERY SERVICE
AVAILABLE

314 Lake Ave. North
Hamilton, Ontario L8E 3A2



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

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Nicole at nicolel@colepublishing.com.

CLASSIFIED ADVERTISING: Submit ads online at www.pumper.com/order/classifieds. Minimum rate of \$25 for 20 words; \$1 per each additional word. Include a photo for an additional \$125. All classified advertising must be paid in advance. DEADLINE: Classified ads must be received by the tenth of the month for insertion in the next month's edition. PHONE-IN ADS ARE NOT ACCEPTED. Fax to 715-546-3786 only if charging to MasterCard, VISA, Discover or Amex. Include all credit card information and your phone number (with area code). Mail with check payable to COLE Publishing Inc. to the address above. CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTERNET. Not responsible for errors beyond first insertion.



Jim Flory



Winnie May

DISPLAY ADVERTISING: Call Jim Flory or Winnie May at 800-994-7990. Publisher reserves the right to reject advertising, which in its opinion is misleading, unfair or incompatible with the character of the publication.

CIRCULATION: 2010 circulation averaged 25,496 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

REPRINTS AND BACK ISSUES: Visit www.pumper.com/order/reprints for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 (715-546-3346) or email jeffl@colepublishing.com. To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email nicolel@colepublishing.com.

2012 PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL

Education Day: February 27, 2012

Exhibits Open:
February 28 - March 1, 2012

Indiana Convention Center,
Indianapolis
www.pumpershow.com



ARTICLES

12
**Profile:
Time of Sale
Specialist**
- Marian Bond

Doug Urke built a thriving California business on working with real estate agents moving new residents to a beautiful area of California. **On the cover,** Urke Septic technician Bob Zoellin carries a Crust Buster tank agitator to a pumping job. (Photo by Josh Miller)

4
**Reading Between the Lines:
What's Wrong With This Marketing
Picture?**
- Jim Kneiszel

34
Profile: The Road to Prosperity
An uptick in onsite system installations and repairs signal an economic recovery brewing for hard-hit South Florida and Jason's Septic Inc.
- Gil Longwell

22
**Building the Business:
Spread the Word**
Search every media nook and cranny to generate the kind of free publicity that will bring more customers to your front door.
- Pam Lontos

42
**Overheard Online:
What's Your Real Tank Capacity?**
Try as he might, this pumper can't seem to fit anywhere near the 1,000-gallon limit in his vacuum tank.

28
**Rules & Regs:
Virginia Acts on Nitrogen Reduction**
- Doug Day and Scottie Dayton

46
**Pumper Interview:
Upon Further Review**
Septic sleuth Dawn Long's documentation of tank conditions is helping the industry better understand system failures.
- Scottie Dayton

REGULAR FEATURES

52
**Money Manager:
The Art of Debt Collection**
When customers fail to pay their bills, you have a variety of remedies. Being persistent without resorting to harassment will bring results.
- Fred S. Steingold

64
Classy Truck of the Month
We feature Yooper Septic & Waste, Rapid River, Mich.

58
**Septic System Answer Man:
A Matter of Inches**
Inlet and outlet baffles must be carefully placed to ensure the cleanest effluent and the fewest issues over the life of the septic tank.
- Roger E. Machmeier

70
**NAWT News: Raise Awareness and
Funds to Promote the Use of Onsite
Systems**
- Eric Casey

76
**Product News:
In the Spotlight, Summit Reminders
Plus from Ritam Technologies LP**

Coming in JUNE

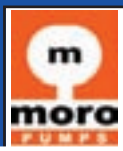
SPECIAL ISSUE:

Septage Disposal Management

- **Contractor Profile:** Texas pumper meets disposal challenges head-on
- **Money Manager:** Keep a lid on your legal costs

82
Industry News

86
**Association News, Calendar, Training
and Education**



moro

VACUUM PUMPS

"Over 50 years of service and here to stay!"

800-383-6304 • fax 412-269-4172 • www.morousa.com • sales@morousa.com

MORO • New Product Design • Competitive Pricing • Exceptional Service

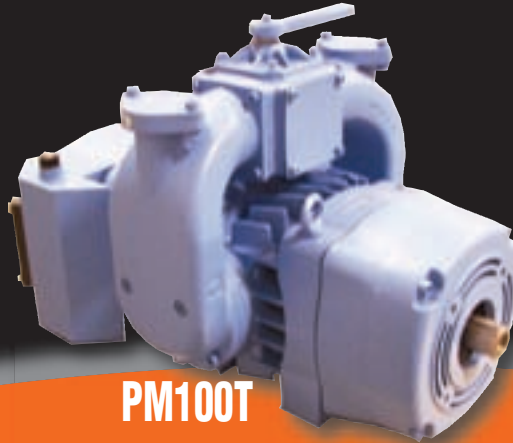
+ YOU • Require Quality • Require Service • Can't Afford Down Time

= YOUR BOTTOM LINE! • More Stops In A Year • More Customers Served

AIR, FAN OR WATER-COOLED PUMPS



PM80A



PM100T



PM100W

COMPLETE HYDRAULIC and GEAR BOX DRIVE KITS

BOUNTY PROGRAM:

PUMP REBATES UP TO \$500

*Trade in your old pump
and receive a trade-in
allowance towards your
pump purchase!*

* Limited time program.
Offer good on PM-A and PM-W series only.

C-faced Adapter

Allows user to convert to
a Moro pump and use
existing stand.



VALVES



27th Trucks Inc.83

A

ABBOTT RUBBER
Abbott Rubber Co. Inc.24

ABERNETHY
Abernethy Welding & Repair 81

ACRO
Acro Trailer Company.....85

AMAZING MACHINERY
Amazing Machinery Inc.40

AMT
American Machine & Tool Co.71

AMTHOR
Amthor International51

Aqua Ben Corporation.....33

Aqua-Zyme Disposal Sys....30

ARCAN
Arcan Enterprises Inc.85

ARMAL
ARMAL Inc.49

ARMSTRONG EQUIPMENT INC.
Armstrong Equipment.....9

ART'S
Art's Truck & Equipment.....10

Atlanta Rubber & Hydraulics Inc......69

B

B2 Business Brokers84

Badger Vacuum Trucks62

BANDLOCK
Bandlock Corp.....10

BDP INDUSTRIES Inc.65

BEST ENTERPRISES
Best Enterprises Inc.61

Blowertech LTD40

Brenlin Company Inc......60

C

Cam Spray.....79

Cape Cod Biochemical Co. 71

Chandler Equipment Inc.....47

Chempace
Chempace Corporation 29, 64

Clarus Environmental17

Clear Computing Inc......78

Comforts of Home Services50

**Crust Busters/
Schmitz Bros. LLC**.....68

D

Dultmeier Sales40

E

Ecological Laboratories Inc.60

Elastec/American Marine....32

vallenstein vacuum pumps
Elmira Machine Industries ..25

EMI
EMI Sales LLC.....44

ENVIROTUB
Envirotube59

Erickson Tank & Pump4

F

F. S. Solutions.....56

Fergus Power Pump Inc.....48

Flo Trend Systems Inc......50

**FMI Truck Sales & Svc./
Workmate Trucks**.....69

Fruitland Tool & Mfg.....44

G

GapVax Inc......43

Granite Leasing Co......73

**Green Way Products
by PolyPortables Inc.**...45

H

Hannay Reels.....73

Hedstrom Plastics.....69

I

Imperial Industries Inc. .33, 68

K

KeeVac
KeeVac Industries Inc.....13

Kentucky Tank Inc.20

L

L.C. TANKS
L.C. Tanks.....59

L.M.T. Inc......60

LANE'S VACUUM TANK, INC.
Lane's Vacuum Tank Inc....48

Lely Manufacturing Inc......29

Lenzyme
Lenzyme Inc.4

Liberty Pumps.....39

Longhorn Tank & Trailer.....20

M

Magnets by Stamp Works..42

Marsh Industrial.....54

Masport
Masport Inc.....3

**McKee Technologies Inc./
Explorer Trailers**25

Mid-State Tank Co. Inc......73

MRP
Milwaukee Rubber Prod....62

Moro USA Inc......7

N

NVE
National Vacuum Equipment 26
NAWT Inc.70

NuConcepts.....74

Nuhn Industries LTD.....75

P

Pik Rite Inc.87

PolyJohn Enterprises.....99

Polylok
Polylok Inc.98

PolyPortables Inc......11

Pressure Lift Corporation....48

Presvac Systems Ltd......100

Progress Tank.....30

R

Ritam Technologies LP.....33

Robinson Septic Service....74

RotoSolutions Inc......24

Rush Refuse Systems.....27

S

Safe-T-Fresh.....37

Sanitation Insurance Svcs..72

Satellite
Satellite Industries Inc.2, 57

Septic Services Inc......75

SIM/TECH FILTER Inc......66

Slide-In Warehouse.....13

Southwest Products.....23

Stahly
Stahly Applicators.....79

S

SURCO
Surco Products.....21

Sweet Septic Systems.....50

T

T&T Tools Inc......81

TankTec
TankTec41

Toico Industries Inc......32

Transport Truck Sales.....19

Transway Systems Inc......5

Tri-State Tank74

TSF Company Inc......31

Tuf-Tite Inc......55

V

VAC-CON
Vac-Con Inc.53

VacutruX
VacutruX Limited25

VAR Co......15

W

Wastequip.....79

Water Cannon Inc......63

Webster Capital Finance....54

Wee Engineer Inc......56

West-Mark Inc......10

Westmoo Ltd./Conde.....67

Classifieds.....91

Marketplace.....88

Midwest Supplement

(after page 66)

D&W Diesel Inc......6

Dave Syverson Truck Cntr...2

Heritage Truck Equipment...7

Marengo Fabricated Steel...3

PAT'S PUMP + BLOWER
Pat's Pump & Blower LLC7

R.A. Ross & Associates NE..2

RIDER Agri Sales & Svcs.....5

T-Line Equipment Inc......5

V&H Inc......7

Eastern Supplement

(after page 66)

Advance Pump & Equip.....1

Andert Inc......4

Crescent Tank Mfg.....2

D & W Diesel Inc......6

Heritage Truck Equipment...7

Manchester Hose & Coupling.2

Marengo Fabricated Steel...3

Pat's Pump & Blower LLC....7

R.A. Ross & Associates NE..2

TSI Tank Services Inc......6

V&H Inc......7

Vacuum Sales Inc......5

NO COMPROMISE



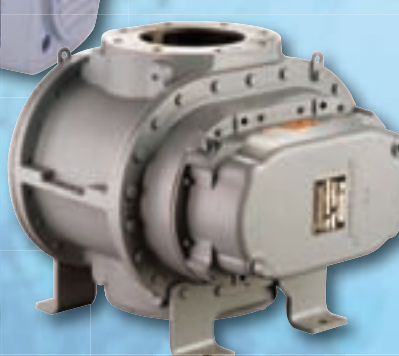
Masport®
HXL400WV



FRUITLAND
RCF500F



GD Wittig
RFL100



GD Sutorbilt
4M



NVE
506



Jurop
R260



At Armstrong Equipment, we believe life and business require certain compromises, but not on those things on which your business and family depend. A beautiful, new and shiny vacuum truck with a burned out pump is nothing more than uncomfortable transportation at four miles per gallon.

Your customers depend on you! Your employees depend on you! Your family depends on you!

We think you should be able to depend on **us!** That is why we sell the most dependable vacuum pumps, parts, valves and tank components available. When it comes to quality and reliability in the tools that make your business successful, there should be:

“NoCompromise.”

We proudly stock Masport, Jurop, NVE, Condé, Fruitland and G-D Wittig vacuum pumps, Sutorbilt blowers, Garnet Instruments SeeLevel gauges, Clearflow Heavy Duty valves and most other vacuum truck components and accessories. We can also provide replacement pumps and repair kits for most major brands. For more information call us toll free at **800-699-7557**.

**ARMSTRONG
EQUIPMENT
INC.**

800-699-7557

11200 Greenstone Ave. • Santa Fe Springs, CA 90670

562-944-0404 • Fax: 562-944-3636

www.vacpump.com

Hablamos Español



WEST-MARK
800-692-5844
www.west-mark.com
jhurst@west-mark.com

TANK MANUFACTURING AND DISTRIBUTING

WEST-MARK

**Featuring A&G Pumping's
2000 gallon Portable Restroom Truck
Custom built for Angie and George Young**

Irrigation fittings are for irrigating – NOT vacuum.
How many dollars are you spending **SUCKING AIR?**
Industry-proven, quality vacuum couplings from Bandlock will put money into your pockets.

4" to 12" Male Coupler 4" to 12" Female Coupler Steel Crown 4", 6" and 8" Press End Hazardous Material Profile Gaskets (Safety) Rubber Gaskets

6" and 8" Aluminum Weldon Aluminum & Steel Pipe

4" and 6" High Abrasive Bulk Nozzles Special "Y" Reducers BANDLOCK "Y" FITTINGS Close Tolerance Couplers And Fittings Bring "Safety" To Your Work Place.

EZ Lift Clamps Standard & International 4" to 12" Wet Valve, 6", 360° Injected Male and Female 4" to 12" End Plugs

BANDLOCK Corp.
MADE IN THE U.S.A.

Download Catalog From Our Web Site!
www.bandlockcouplers.com
1-800-659-2978
Superior "Quick" Connect Vacuum And Pressure Couplings And Accessories

View Our Entire Inventory Online: www.artstrucks.com
3001 West Expressway 83
McAllen, Texas 78503
956.686.2326 Fax 956.686.5179
1.800.292.7007
www.artstrucks.com

ART'S TRUCKS & EQUIPMENT

1994 Ford F700 Combo Sewer Truck, Cummins Diesel, Allison 545 Auto Trans., A/B, Vac-Con V250 Combo Sewer Cleaner, 5 Yd. Debris Tank, 2 Fans, 26,796 Miles. **Lot #2815714 - \$39,500**



1993 FORD LN 8000 Sewer Truck, Cummins Diesel Engine, Automatic, A/B, Camel, 10 Yd. Debris Tank, 1,000 Gallon Water Tank. **Lot #3116673 - \$45,500**



2000 INTL 2554 Combo Sewer Truck, Intl Dt530E Diesel, Allison 3060 Auto Trans., A/B, Vac-Con V350 OSHA Combo Sewer Cleaner, 3 Fans, 5 Yd. Debris Tank, 6 Ft. Tele Boom, Cummins Rear Diesel, 69,331 Miles, **Lot #3016447 - \$69,500**



Vermeer V-7550 Trencher, John Deere Diesel, Hydrostatic Trans., 4x4, 5 Ft. Digging Depth, Backhoe, Push Blade, 2 Outriggers, 1,904 Hrs. **Lot #2815653 - \$12,500**



Jon's
Johns
1-800-734-4891

18 YEARS AND STILL GOING STRONG



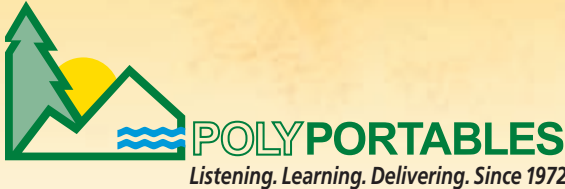
POLYPORTABLES' TOILETS ARE BUILT FOR THE LONG HAUL

That's why we have a love-hate relationship with them. We love them because they last so long. We hate them for the same reason. All PolyPortables' toilets are built for the long haul. (Always will be.) You can only imagine how many weddings, music festivals, park & rec seasons, backyard parties and boiling summer days on construction sites this

Jon's Johns unit has seen. And marvel at how many more it can handle.

You can build a business with us.

* We often see older units in action. However, this was one unit that could be given the day off for a photo shoot.



PORTABLE TOILETS • HANDWASH STATIONS • DEODORIZERS • CLEANERS • TRUCKS
 99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800) 241-7951 or (706) 864-3776 • Fax (706) 864-8111 • www.polyportables.com

All Green Way Products' deodorizers, cleaners and air fresheners are high-performance products developed and manufactured in our facilities in Dahlonega, Georgia specifically for portable restroom operators. They are all environmentally safe.



Time of Sale SPECIALIST

By Marian Bond

Bob Zoellin, left, and Doug Urke thoroughly inspect an onsite system, a major service provided by Urke Septic. (Photos by Josh Miller)

Doug Urke built a thriving California business on working with real estate agents moving new residents to a beautiful area of California

Profile

Urke Septic Services Grass Valley, Calif.

Owner: Doug Urke

Founded: 2003

Employees: 6

Service area: Nevada, Yuba, and Placer counties, Grass Valley and Nevada City

Services: Commercial and residential septic service and system repair

Affiliations: National Association of Wastewater Transporters Inc., California Onsite Wastewater Association



From the start of his new septic service company in the foothills of California's High Sierras in 2003, Doug Urke saw a business niche in serving real estate agents looking to close home sales for people moving into this popular area within commuting distance of Sacramento.

Initially Urke Septic Services offered more general pumping and system inspections; however, over time his growing Realtor client list was asking specifically for repair and diagnostic services. He responded to demand, and today 50 percent of Urke's business is in inspection and repair, and about 90 percent of the work is in support of real estate activity.

"Realtors are our No. 1 priority," Urke says. "They can get a hold of us 24 hours every day. Even on Sunday. We will always talk. They are helping their clients make buying decisions."

Urke says that when a real estate agent calls for an inspection, the first task is to pump out the septic tank, then check for defects and load-test the leach field to be sure it is accepting water at the adequate rate. "We walk the leach field to be sure it and the septic tank are at the proper setback from the house, wells and creeks. A report is then sent to the agent."

A significant portion of the work associated with real estate transactions results

continued

3600 Gallon Aluminum Septic Tank
 Masport 400CFM HXL liquid cooled pump
2011 7500 Series International
Pre-emission 350 HP, manual transmission,
 chrome package, differential locks.

\$124,225

Plus FET



4200 Gallon Aluminum Oil Field BUMPER
 NVE 866 MAX PAX vacuum, heated valves.
2011 Freightliner M2-112
 Tri Axle 450 H.P. Detroit manual transmission

\$146,237 Plus FET

2000 Gallon Aluminum Restroom Tank
 Masport HXL4, dual service, toilet carrier.
2011 International M7
 Auto transmission, air brakes.

\$89,470



KeeVac Industries
 As Featured On...



FINANCING DELIVERY CUSTOM BUILDS

www.keevac.com

866-789-9440

Denver, CO • Bellefonte, PA • Kansas City, MO

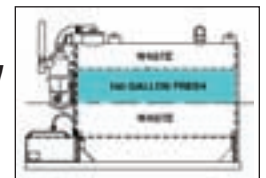
3100 Cherry Creek S. Dr., Unit 704 Denver, CO 80209 • 125 Rockrimmon Dr., Bellefonte, PA 16823
 1201 W. 31st St. Kansas City, MO 64108

3 STYLES
8 Capacities

IMMEDIATE 'Coast-To-Coast' DELIVERY

New Design! 'TANK IN A TANK'
 Offers improved weight distribution!

Available in...
300, 450 & 600 Gallon Capacities
 Call For Our Prices!



435 Gallon "SpaceSaver"



435 Gallon Rear Engine



450 Gallon 'Tank In A Tank'

Your Single 'Coast to Coast' Supplier for Vacuum Slide In Units

THE SLIDE IN WAREHOUSE



www.slideinwarehouse.com

Toll-Free : **888-445-4892**



The Urke Septic Service crew includes (front row, from left) Suzette Urke, Chris Wheatley, Margaret, Al and Doug Urke; (back row) Justin and Jared Urke and Bob Zoellin.

in minor repair work due to the age of many systems. There is demand for Urke's services, even in what has been a tough economy nationwide. "The economy has not hurt us at all at this point. In 2010 we saw an 18 percent increase in revenue over 2009," Urke reports.

Urke has solidified his real estate business by developing a PowerPoint presentation, which he gives at meetings of local home sellers, with a mission of educating agents about how they can avoid litigation through proper handling of septic systems.

"We show them how (each system) works, and the importance of a proper inspection and repairs; what to look for when writing a contract," Urke says. While he continues to exploit the market created by brisk home sales, Urke continues to look for ways to build

a more varied customer base and expand services.

FINDING SUCCESS AT HOME

Urke, 45, had worked as a commercial electrician in the Sacramento area and tired of commuting to work. His father, Al Urke, 67, of Urke Construction has been installing septic tanks since 1976, and he suggested his son start a complementary pumping business to serve the towns of Grass Valley, Nevada City and surrounding counties.

Septic systems are prevalent not only in the rural areas, but also in small towns in the area, and run from newer installations to those 30 and 40 years old. They are typically designed using 1,000- to 1,500-gallon concrete septic tanks. Common system problems Urke encounters include leach fields not accepting

water, and the effluent coming to the surface or backing up into the tank. In these situations, Urke will look for root impaction or excessive biomat growth due to organic overloading.

Whether the problems are due to lack of regular maintenance or outside water sources getting into the leach field, Urke determines the best method to correct the problem. Root impaction may require a new leach field. This would be costly for the homeowner, at \$10,000 to \$30,000, requiring a licensed engineer for design. Rain also can wreak havoc on a system nearing the end of its useful life. They



At left, Doug Urke unloads his Bobcat mini-excavator to excavate a septic tank lid for a service call. Above, Bob Zoellin cleans a septic filter.

continued

LOW LOW PRICES

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"

GREEN & BLACK BLUE & BLACK RED & BLACK YELLOW & BLACK

ADD 5% FOR RED AND BLUE COLORS

WE CAN CRIMP ANY HOSE UP TO 10" DIA.



EPDM SUCTION BULK 100 FT ROLLS

| 2" | 3" | 4" | 6" |
|-------------------|-------------------|-------------------|--------------------|
| \$2.19 | \$3.69 | \$6.59 | \$11.35 |
| \$1.74ft | \$2.99ft | \$5.25ft | \$10.99ft |

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 |
| \$85.99 | \$96.95 | \$113.05 | \$122.89 |

PORTABLE TOILET HOSE



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 |
| \$91.48 | \$107.71 | \$123.99 | \$140.32 |

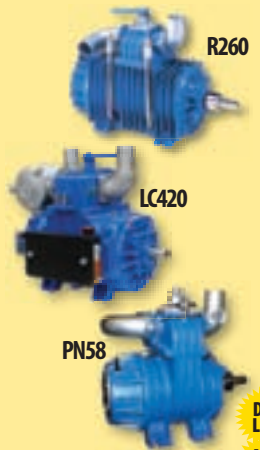


PORTA-TUFF HOSE COUPLED MXF QUICK CONNECT

| 2" X 25' | 2" X 30' | 2" X 35' | 2" X 40' |
|--------------------|---------------------|---------------------|---------------------|
| \$99.81 | \$118.03 | \$128.96 | \$136.24 |
| \$99.81 | \$118.03 | \$128.96 | \$136.24 |

PUMP PRICES SO LOW... WE'VE RAISED EYEBROWS!

Jurop VACUUM PUMPS- WE GOT 'EM!



Price So Low We Can't Print It! CALL FOR PRICE

BATTIONI VACUUM PUMPS WE GOT 'EM!



BATTIONI PUMPS STARTING AT

DRIP LUBE \$1381.94
AUTO LUBE \$1581.69

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



AUTO LUBE
MEC9000
Continuous Duty • Ballast Port Cooled
~~\$2590.00~~ **\$2,395.00**

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



AUTO LUBE
MEC11000
Continuous Duty • Ballast Port Cooled
~~\$2910.00~~ **\$2,675.00**

LOW LOW PRICE!



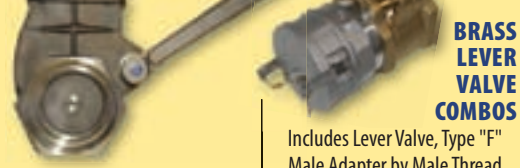
VACUUM PUMPS
WE GOT 'EM!
Price So Low We Can't Print It!
CALL FOR PRICE

WE HAVE REBUILD KITS & PARTS FOR CHALLENGER, MORO, JUROP & BATTIONI PUMPS



NEW!
SPRING MOUNTS
• Mounts to most tanks.
• Easy bolt or weld on style.
• Heavy-duty springs.
Complete Kit \$101.95 kit
Springs Only \$11.95 each

LOW LOW PRICE!



BRASS LEVER VALVE COMBOS
Includes Lever Valve, Type "F" Male Adapter by Male Thread and Dust Cap.
3" 4" 6" \$9900 \$13900 \$27900
3" 4" 6" \$11000 \$15500 \$31500

NEW! PORTABLE TOILET CLEANING SUPPLIES & SCENTS



NEW!
VARCO PTA CONCENTRATE TOILET DEODORIZER
Fight strong odors economically and efficiently.
\$1595 gal.
\$7995 5 gal.



NEW!
VARCO GREASE TRAP & SEPTIC TREATMENT
Liquefies & digests complex proteins, cellulose & starch.
\$1195 qt. sprayer
\$1595 gal. refill
\$395 qt.
\$1095 gal.

A COMPLETE BOLT & GO SYSTEM FOR ONE LOWPRICE!



FREE SHIPPING!
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 \$4,895.00
INCLUDES FREE SHIPPING



“IT’S NOT ‘OUT OF SIGHT OUT OF MIND.’ THEY NEED TO HAVE THE FILTER CLEANED ONCE A YEAR. THEY ARE VISIBLE AND ACCESS IS IMPORTANT. UNFORTUNATELY MOST TANKS ARE BURIED IN THE BACK YARD AND PEOPLE (REALTORS INCLUDED) DON’T HAVE A CLUE WHERE THE TANK IS.”

Doug Urke



At left, Jared Urke uses a Crust Buster tank agitator while Justin Urke works in the background. Right, the crew is busy handling maintenance chores on a service call.



outlet tee and access risers on both chambers. Older systems are not required to be updated.

In Grass Valley (11,000 population) and Nevada City (3,000 population), backflow and overflow devices are required on all city sewer lines at the time a house is sold.

“On my service truck I carry a complete inventory,” Urke says. “People make fun of me for carrying such an abundance of material. But it’s my rolling warehouse.”

EQUIPMENT TO RELY ON

Urke’s vacuum truck is a 1996 Kenworth T800 with a 3,500-gallon steel tank, hoist and a Masport pump from LMT Inc. The hoist is handy to level the tank while pumping on hillsides that dominate the landscape. The service truck also carries a Crust Buster tank agitator from Schmitz Brothers LLC. Urke also runs a 1997 Ford Super Duty flatbed that carries an extensive inventory of parts and fittings. This has a beaver tail so Urke can haul his Bobcat 323 mini-excavator. A 2,500-gallon aluminum tanker trailer is used along with the pump truck when they have large loads and long distances to cover.

At the yard in an industrial park Urke has three 5,000-gallon tanker trailers used to store septage, and two 20-foot storage containers to stock parts and equipment. Because all tanks are mobile, Urke is not required to have a permitted facility. The office is located in the Urke home.

see effluent begin to surface and do what they can to make repairs to extend the life of the system.

DEALING WITH BIOMAT

When biomat is the issue, Urke can use bacterial products to help clean out a leach field; he chooses CCLS and AfterShock from Cape Cod Biochemical Co. Urke learned about bioremediation attending seminars through the National Association of Wastewater Transporters Inc., and at Pumper & Cleaner Environmental Expo International Education Day training. The remediation work is a small percentage of the company’s business, but Urke says it can be a beneficial service.

Other recurring issues are broken inlet and outlet pipes at the tank, and he sees concrete degradation in the outlet chamber. Replacement components may be required, and Urke is always prepared with necessary parts.

In the counties he serves, new systems must be equipped with an effluent filter in the

Waste is hauled to Inviro-Tec, a treatment plant in Lincoln, Calif., a 46-mile drive. Tallying travel time and waiting in line to dump can mean three-hour roundtrips. Urke says the disposal procedure is very costly, running 23 cents per gallon including all hauling and dumping expenses. In 2010, he hauled over a million gallons to the plant.

Unfortunately for Urke and the other pumping companies, a better disposal solution doesn’t appear likely. There has been discussion among pumpers about setting up a treatment process, but with regulations, cost and the time involved — about two years — nothing has come to fruition.

In recent years, when Urke’s clients requested sewer system inspections and repair, he added a MyTana Mfg. Company Inc. mini-cam system, and an InsightVision Digital Xpress camera system. He uses a Rycom Instruments Inc. 8872 locator.

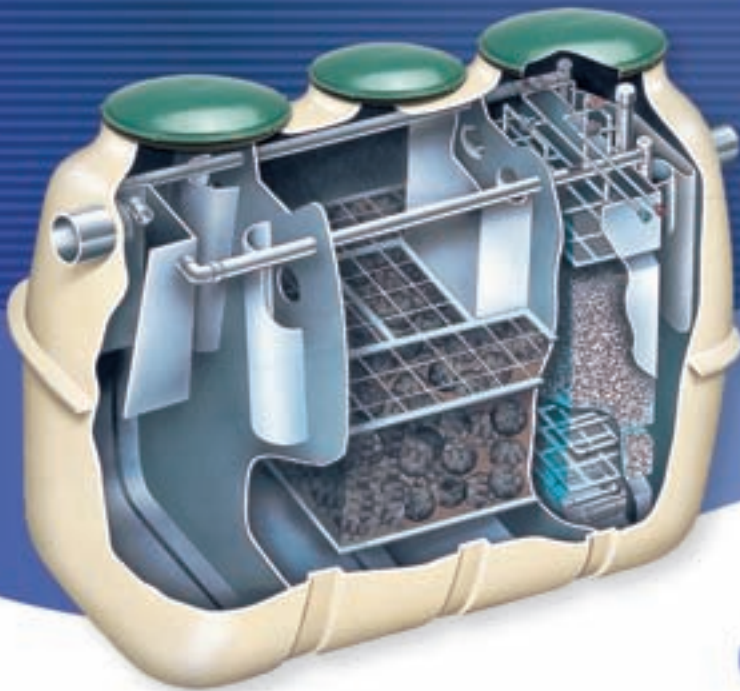
continued

quality
service
innovation
integrity

BRINGING IT **ALL** TOGETHER

**Eco friendly
wastewater
treatment**

Clarus Environmental's **Fusion Series** combines anaerobic, aerobic, recirculation, fixed film and backwash processes to provide a superior wastewater treatment system. Pre-assembled, drop-in systems with only four piping connections make residential and commercial installations simple. Fusion Series units are **easily adapted to work with existing systems** and do not require septic tanks unless mandated by local regulations. Fusion is a collaboration with Fuji Clean.



**Your Peace of Mind
is Our Top Priority**

 **CLARUS**[™]

ENVIRONMENTAL

Zoeller Family of Water Solutions[™]

1-877-244-9340

www.clarusenvironmental.com

“WE WANT PEOPLE TO UNDERSTAND THE SYSTEM. WE WANT THE HOMEOWNER TO TREAT IT AS THEY WOULD A CAR, WHERE THEY CHANGE THE OIL. WE SAY, “OPEN THE HOOD NOW AND THEN. PUMP IT OUT. SERVICE IT.”

Doug Urke

with the county and service provider. Urke Septic Services is responsible for more than 200 systems under this provision.

Components for these systems typically come from Orenco Systems Inc. The technologies used include pressure dose, sand filters and mound systems. Urke says his electrical background has been helpful in repairing and maintaining these systems, which are suitable for properties where soil conditions or higher water tables prohibit using more conventional septic systems.

Since adding sewer inspection, Urke has been impressed with the advances in camera systems and locating.

“I can’t imagine doing some of this work without locators,” he says, “and cameras give a visual aid. You can show the customer right where the problem is.”

For maintenance promotion, Urke finds it beneficial to have effluent filters and access risers so the homeowner sees the lid in the yard as a reminder. “It’s not ‘out of sight out of mind.’ They need to have the filter cleaned once a year. They are visible, and access is important. Unfortunately most tanks are buried in the back yard and people (Realtors included) don’t have a clue where the tank is.”

BUILDING RELATIONSHIPS

The current real estate climate has brought a significant change in the way inspections are handled. In the past, the seller paid. But with bank-owned properties, the buyer foots the bill, and in most transactions the buyer is at the inspection and wants to learn about the process. This provides Urke the opportunity to build on a residential customer relationship. Urke likes solving problems, and he always welcomes a homebuyer at inspection time.

“A lot of our new buyers are people who are retiring and moving from the cities, and their number one question is about adding bacteria to the tank,” Urke says. “We don’t recommend this unless there is a potential problem because of medications they are taking, which might cause the bacteria to struggle. In some situations we will put in an automatic bacteria dispenser so the bacteria can compensate. The dispenser will add CCLS back into the system on a weekly basis. We check periodically to see how the sludge and scum layers are doing.”

In this process, on occasion a real estate agent will be concerned about the cost of recommended repairs, and want to know if there are ways to cut corners.

“We have heard the sob stories,” Urke says. “Worries that they might lose the sale. But this has to be done properly.” He adds that some agents will not use his services because they think he’s too thorough. Urke’s response: “I take that as a compliment.” ■



Margaret Urke (left) and Chris Wheatley help run the office for Urke Septic Services.

MORE COMPLEX SYSTEMS

An opportunity for growth comes in maintaining more complex systems, both new and those built within the last 10 years. The counties require they be monitored and maintained annually by a certified provider. The homeowner must sign an annual contract

Look sharp and educate customers

Doug Urke, who has his general engineering contractor license, opened Urke Septic Services, Grass Valley, Calif., knowing his would be a familiar family name in the region where his father had been installing septic systems for many years.

Starting out in 2003, Urke handled all of the pumping work, but the company has grown to include six employees. Urke’s wife, Suzette, and mother, Margaret Urke, handle office duties along with employee Chris Wheatley. Urke’s older son, Jared, 23, is a service technician, and son Justin, 18, is on the service truck used for inspections and repairs. Employee Bob Zoelin is also a service technician.

Urke Septic Services takes a lot of pride in the uniform appearance of the fleet, using white with bold red and blue lettering on the trucks and a Bobcat. He calls the trucks his “shameless self-promotion,” insisting the rolling billboards are his best advertising. He uses limited telephone directory advertising and says nearly all business comes from referrals and repeat customers. Technicians in the field wear shirts and baseball caps with the company name.

For Urke and his crew, success is all about educating both his real estate clients and area homeowners.

“We want people to understand the system. We want the homeowner to treat it as they would a car, where they change the oil. We say, “Open the hood now and then. Pump it out. Service it.”

More Info

Cape Cod Biochemical Co.
800/343-8007
www.septiconline.com
(See ad page 71)

Crust Busters/Schmitz Brothers
763/878-2296
www.crustbusters.com
(See ad page 68)

InsightVision
800/488-8177
www.insightvisioncameras.com

L.M.T. Inc.
800/545-0174
www.tanksandpumps.com
(See ad page 60)

Masport Inc.
800/228-4510
www.masportpump.com
(See ad page 3)

MyTana Manufacturing Co. Inc.
800/328-8170
www.mytana.com

Orenco Systems Inc.
800/348-9843
www.orenco.com

Rycom Instruments Inc.
800/851-7347
www.rycominstruments.com

TRANSPORT TRUCK SALES, INC.

Ask for Scott or Frank – 888-395-7551
After hours call Scott at 816-590-4076



What Does It Take To Be A "Qualified Chassis"?

- ✓ Pass our **12 point** checklist. (We send this out with every quote!)
- ✓ Pass a **D.O.T.** certified inspection!
- ✓ Pass the **warranty** inspection!

What Does All This Do For You?

- ✓ Nationwide drive train warranty for **2 years/ 200K miles!** (restrictions apply)
- ✓ A **tough** truck that is ready to work as hard as you do!

YOUR TRADES ARE WELCOME!

Searching For A Brand New Chassis?
We Have Them In Stock!



1998 Kenworth T-300, Cummins 250 HP, 6 spd, AC, 2000 gallon hoist vac tank, NVE 367 Challenger vac pump 36" rear door, jetter pump and reel.

Call For Pricing!



2004 Freightliner Columbia, Detroit 430 HP, 10 spd, jakes, AC, low miles, double framed, **new** 3360 gallon steel vac tank, **new** liquid cooled HXL-400 Masport vac pump.

Call For Pricing!

2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY



2005 Freightliner M2, C-7 Cat 210 HP, Auto, AC, NON CDL, **new** 1850 gallon steel vac tank, **new** Jurop PN-84 vac pump.

Call For Pricing!

2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY



2007 Freightliner M-2, Cat 300 HP, 9 spd, AC, 33# GVW, **new** 2300 gallon steel vac tank, **new** Jurop PN-84 vac pump.

Call For Pricing!

2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY



IN PROGRESS

2003 Kenworth T-800, C-12 Cat 410HP, 8LL, jakes, full lockers, 18# fronts, 46# rears, pusher axle, double frame, **new** 4200 gallon steel vac tank, **new** liquid cooled HXL-400 Masport vac pump.

Call For Pricing!

2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY



IN PROGRESS

2005 Sterling LT9522, Cat 350HP, 10spd, 20# fronts, 40# rears on Hendrickson, AC, double framed, **new** 4000 gallon steel vac tank, **new** liquid cooled HXL-400 Masport vac pump.

Call For Pricing!

2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY

Delivery Available Anywhere in the Lower 48!!

Longhorn Tank Company

Truck
Mounted
Tanks
for Septic,
Portable Toilets,
Grease Traps, Etc.



Aluminum,
Stainless,
and
Steel
Vacuum Trailers
in any Size

Call or Email Us For a Quote Today

800-422-9840

sales@longhorntank.com

PO Box 1147 Gravette, AR 72736

Fax 479-787-6935

All Banjo Parts

50%
OFF
List

Call Today!



The All New PRO-PUMPER LOW PROFILE PORTABLE HOLDING TANK

16in X 46in X 93.5in
Tough 250 gal. Tank

- Many color options - customize your tank with company or favorite color!
- 8 recessed threaded inlets
- Inter-lockable/Stackable for easy shipping and in-lot handling.
- In-Mold Handle makes positioning and pumping easy.
- In-Mold Forklift Skids - No Pallet required!
- One 10in pump-out lid with steal tether included.
- Can be heated - we carry approved heaters.



Bulk Storage and Transport Tanks



ShurFlo Pumps and Accessories



MEGA Holding Tank

NORWESCO

Distributor Since 1987

Nationwide Shipping Points



Kentucky Tank
888.4KY.TANK

www.kentuckytank.com

Paying Too Much

For Your PT Deodorant?

Only
27¢
per week
(Use cost per toilet)



SURCO
PORTABLE TOILET DEODORANTS
POTTY FRESH PLUS XL
PORTABLE TOILET DEODORANT

Switch NOW to

Potty Fresh Plus XL®

PORTABLE TOILET DEODORANT

The One That Works!™



\$175⁰⁰
per 5 gallon pail

- Deep Blue Non-Staining Dye
- Non-Formaldehyde
- Syrup Concentrate
- **LOWEST COST TO USE!**

FREE FREIGHT WITH 5 PAILS

**INVENTORS OF THE SYRUP-STYLE CONCENTRATE • OVER 60 YEARS
- SINCE 1946 -**



SURCO
PORTABLE TOILET DEODORANTS

1-800-556-0111

292 Alpha Drive, Pittsburgh PA 15238 • 412-252-7000 • www.surcopt.com

Spread the Word

Search every media nook and cranny to generate the kind of free publicity that will bring more customers to your front door

By Pam Lontos

Every business needs a cost-effective way to keep their name and services in front of prospects and existing customers. For many business owners, publicity is the key to recognition and awareness. When done correctly, publicity develops your name recognition, gives your business instant credibility, and ultimately leads to increased sales. And best of all, publicity is absolutely free.

Publicity can come in many different forms. It can be as simple as having your service reviewed by a blogger or as dynamic as having your company's name splashed across the headlines of a magazine or newspaper. Unfortunately, because of myths that shroud the concept of publicity, many business owners fail to seek it out.

Before you can get your business the publicity it deserves, you need to separate public relations facts from fiction. Below are the most common publicity myths and the truths behind them.

I need to own a 'big' business to get the media's attention.

While it's true that big business names are common in magazine and trade journal articles, the fact is big business makes up a small percentage of the American economy. Most readers know the big business names, but they often can't identify with them or their challenges. That's why many magazines and trade journals are eager to hear the opinions and perspectives from owners of small and medium-sized companies. So whether you're a solo entrepreneur, a franchise operator or a family business owner, find out what the reporters want and then enthusiastically give your slant on the topic.

My business will be a household name from one big hit.

Getting mentioned in or interviewed by a major national publication with a million readers is certainly impressive. But will such a stroke of luck make your business a household name? Not likely. To become a household name, you need to develop "top of mind awareness." That's when people in your market think of you first to fulfill their product or service needs. It's when customers and prospects say, "I've seen your company everywhere." The only way to become a household name is through constant exposure, not just one big media placement.

I need to use big words to impress the interviewer.

In most cases, the person interviewing you and the publication's readers are not well-educated about your industry. Therefore, they need the information you give them to be understandable to a layperson. It's best to avoid speaking with industry jargon or using technological terms. Instead, speak as if you were explaining something for the first time. The simpler you can make your information, the better your chances of being quoted as the expert source.

I need a unique theory or insight.

While you don't want to rehash old news, there's no need to rack

Pam Lontos is president of the agency PR/PR in Orlando, Fla., and the author of I See Your Name Everywhere: Leverage the Power of the Media to Grow Your Fame, Wealth and Success. Call her at 407/299-6128 or e-mail her at pam@prpr.net.



It's best to avoid speaking with industry jargon or using technological terms. Instead, speak as if you were explaining something for the first time. The simpler you can make your information, the better your chances of being quoted as the expert source.

your brain for a totally new theory or perspective. The best approach is to present your opinions or topic of expertise in a new light — one that may be close to someone else's, but that catches the reporter or editor's interest. Perhaps you can show how a current business challenge is affecting the publication's target readership. When you simply put a new spin on a current theory or insight that interests the publication's readers, reporters will want to present your findings.

I can't get my business into that publication.

It's common for small- and medium-sized business owners to feel intimidated by the big name publications. They envision high-powered magazine editors schmoozing with big company CEOs and lining up interviews with well-known figureheads for the next six months. In reality, editors scramble daily to find people to interview who have knowledge on the latest trends and topics.

Realize too that editors must find new and exciting people to interview either weekly or monthly, so the more knowledgeable people they can add to their database, the better. Make yourself stand out as a reliable information source and you will get the media's attention.

Small publications don't matter.

Small publications are just as important as the big ones. Why? Because you never know who reads them. You may think a magazine with a small circulation couldn't generate the kind of publicity you want, but what if half of those readers were your target customers? Even better, what if your interview or article in a small publication prompted an editor from a large publication to call you? So target small publications as well as the large ones. As long as your information is interesting and accurate, you will gain more attention and get the publicity you need.

I don't need print publicity now that I have profiles on social media sites.

Don't assume you can abandon traditional public relations tools just because you start having some success with social media marketing. The social media sites are a useful and inexpensive element of publicity, but you also need the credibility and marketing from other traditional sources, such as print publicity in newspapers and magazines. Just remember, you still need media exposure and a physical presence, in addition to your online presence. ■



The Right Tool for the Trade

Introducing the new HANCO Sewer-Vac Specialty Service Truck

The all-new HANCO Sewer Vac series of service trucks deliver industry-leading performance, lower total cost of ownership and a long list of purpose-built features industry pros demand.

- 1,000 gallon waste tank
- Dual side service
- HID light package
- John carriers
- 2-inch bucket fill
- Allison automatic
- 500 gallon fresh water
- Burks DC 10 water pump
- Retractable 50' hose reels
- Masport water-cooled pump
- Bucket holders
- Air ride driver's seat

Call Jerry Kirkpatrick
(602) 269-3581

www.southwestproducts.com
5143 W. Roosevelt St. Phoenix, AZ 85043



Hotdog style carbon steel waste tank with stainless steel internal tank and convenient dual side service.

*AMSE Accredited Tank Builder
Complete Custom Tank Manufacturing
Tank and Pump Service and Repair*

HOSE ASSEMBLIES



Kanaflex

**'We Sell
The Good Stuff'**

Why buy anything else?

300EPDM HOSE & ASSEMBLIES

available in

GREEN/BLACK
BLUE/BLACK
RED/BLACK

Best Prices Always

300EPDM • 180AR • 180HR • 180BL • 390SD • 220RS • KANALINE-SR • KANAPOWER-AT • GREEN PVC

Genuine Hose Assemblies by:

ABBOTT RUBBER
COMPANY, INC.



1700 NICHOLAS BLVD. • ELK GROVE VILLAGE, IL 60007 • 800.852.1855

E-MAIL sales@abbottrubber.com • WEBSITE www.pumperhose.com

Introducing The Most Durable & Economical Septic Lid On The Market Buy Direct from the Source – No Middleman!

- Durable & Lightweight Polymer
- WILL NOT Crack Like Concrete!
- Easier to Handle & Transport
- 12", 18" & 24" Available
- Easy Installation
- Optional Sand Fill
- Have It Customized
(Name, Number or Logo)
- Green or Black
- Foam Filled (Optional)
- Hardware Included
- 18" or 24"
Adapters Available



800.868.0973

www.RotoSolutions.com

septictrux

CUSTOM • PAYLOAD

CUSTOM BUILT WITHOUT
THE CUSTOM PRICE

SIZED FOR YOUR
REQUIREMENTS



BUY WITH CONFIDENCE
FROM THE LEADERS IN VACUUM

SUPERIOR
DESIGN &
TECHNOLOGY

For All Your Vacuum
Equipment & Parts Needs
Call Vacutrux Today

only from
vacutrux
1-800-305-4305
www.vacutrux.com



Toilet
Transporters



Comfort
Stations



Handwash
Trailers

EXPLORER

We Have Your Size...
1 to 24

Explorer improves transport safety by directly clamping each toilet skid to the specially designed carrier slats on the trailer bed. Flexibility for the many styles of portable toilet skids available today.



Now Available!

Hot Dip Galvanized Frame and Wheels

Ontario
McKee Technologies
Manufacturer
(519) 669-5720

Florida
Steve Baie Ent.
(407) 790-4358

Texas
Tom Woyt
(903) 586-6493

Minnesota
Satellite Industries
(800) 328-3332

Colorado
Columbia Sanitary
(303) 526-5370

Manitoba
King's Site Service
(204) 467-9010

Alberta
Ted Hoover
(866) 587-7262

California
Plumas Sanition
(530) 832-0370



Contact an Associate
In Your Region ...

explorertrailers.com

Explore the Finest in Sanitation!

Let's Talk Truck Mount



753

Air
Cooled

Liquid
Cooled

753LN

Let's Talk Performance

Wallenstein 753A, 753LN, 753LNi

The Wally 753 is one cool vacuum pump. Air cooled, liquid cooled, or liquid cooling with internal air injection. We're talking real performance—350 CFM @ 15 "Hg vacuum, and 28 "Hg vacuum capability (Rated at 1150 RPM). Widest vanes in the industry for long service life. And like all Wallenstein Pumps, the 753 is easy to open and inspect. Made in North America, sold worldwide. Why not have your tank builder quote a **Wally**?

The
Toughest 
out there... Let's Talk!

1-800-801-6663

www.wallensteinpumps.com



wallenstein

vacuum . pumps

DESIGN

ENGINEERING

FABRICATION

MACHINING

PACKAGING

NVE

National Vacuum Equipment

800.253.5500

natvac.com

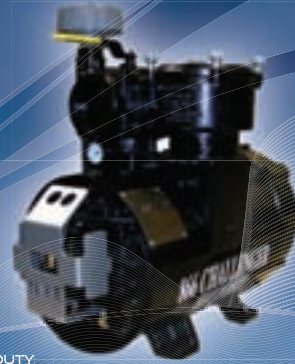
THE ONLY VACUUM PUMPS DESIGNED & BUILT IN THE USA

Our Challenger line of pumps and blowers are designed, built and supported in our state-of-the-art Michigan manufacturing plant. The only vacuum pump manufacturing facility in the United States. Our pumps and blowers will out perform any other pump on the market today featuring:

- Packaging Made Perfect
- Reduce Load Time
- Continuous Duty Pumping
- Dependability You Can Count On



HEAVY DUTY
607 Challenger
VACUUM PUMP



HEAVY DUTY
866 Challenger
VACUUM PUMP



HEAVY DUTY
607 SV Challenger
VACUUM PUMP



TANKS BUILT TO YOUR DESIGN



STAINLESS STEEL & STEEL UNITS -
CALL FOR INFORMATION



TANKS SHIPPED TO YOUR LOCATION

PUMP DISTRIBUTOR

- * BATTIONI
- * JUROP
- * BOWIE
- * MASPORT
- * FRUITLAND
- * MORO

Pump Rebuild Kits In Stock

**Call Today For
Information
Or Prices On
Tanks, Pumps
And All Parts**

BASE TANKS INCLUDE:

1/4" Thick Steel • Pipe Reinforced Baffles • Primary Shutoff Flanged and Dished Heads • 21" Top and Rear Hatches Full Length Under Carriage on Bottom of Tank

BASE TANK PRICING

| | | | |
|-------------------|--------|-------------------|--------|
| 2100 GALLON | \$5800 | 3360 GALLON | \$8140 |
| 2500 GALLON | \$6740 | 3570 GALLON | \$9000 |
| 3000 GALLON | \$7575 | 4000 GALLON | \$9920 |

Secondary Shutoffs

Sight Glasses, Valves & Couplings

12" Primary Shutoffs

21" & 36" Manways



800.364.7307

2100 EAST BOOTH ST. • SEARCY, AR 72143
Fax: 501.279.0003 • E-mail: sbs@cdlworld.net

Refuse Systems



When it comes to pumper trucks, no one offers you more.

NEW AND PRE-OWNED SALES | RENTAL | LEASING | PARTS | SERVICE | BODY SHOP | FINANCING



Peterbilt 340 Standard with 3600 Gallon Vacuum Trucks

Automatics and standards in stock. Non-code 3600 gallon, Pik-Rite tank. Masport HXL400WV liquid cooled pump, aluminum hose trays, internal primary to secondary piping for clean mount. 10 yr tank warranty standard. Options can be added before delivery. **Call for pricing.**



2011 Peterbilt 348 with 4000 Gallon Aluminum Vacuum Tank

Automatic or standard transmission. 4000 gallon aluminum tank. Liquid cooled pump. Aluminum hose trays. Options can be added before delivery. Two stage engine brake included. **Call for pricing.**

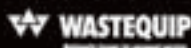


2011 Peterbilt Models 365 and 388 with 110 - 120 BBL 4700-5000 Gallon Water Trucks

New triaxle, CAT C13 470HP, Fuller RTO16908LL, Peterbilt Air Trac suspension, Pik Rite 110BBL 4700 gal steel vacuum tank, Jurop LC420 liquid cooled pump. Aluminum hose trays. Options can be added before delivery. **Call for pricing.**



www.rushrefusesystems.com



877-661-4511

Refuse Sales Team: Gregg Wilkinson | Jason Guzauskas | Jesse Fullilove | Ryan Johle | Art Lasanta
refusesales@rush-enterprises.com | 8810 IH-10 East | San Antonio, TX 78219

Virginia Acts on Nitrogen Reduction

The Virginia Environmental Protection Agency-approved Watershed Implementation Plan includes nitrogen-reducing onsite systems and pumping of septic tanks every five years. Implementation would require legislation approved by the General Assembly.

Secretary of Natural Resources Doug Domenech called the plan the most far-reaching and ambitious ever devised to clean up state rivers and the Chesapeake Bay. Clarke County supervisors said such legislation would open the floodgates for alternative onsite systems without regard to local hydrology and other concerns. They hope to gain oversight and control of systems where local environmental conditions are not favorable.

MICHIGAN

Grand Traverse County has accepted a \$725,000 settlement over the troubled \$7.8 million septage treatment plant that suffered a partial collapse of a holding tank less than a month after opening in May 2005. The engineering firm that designed the plant will pay \$400,000, the construction company will pay \$225,000 and the former attorney for the Board of Public Works will pay \$100,000. Since repairs were completed, the operating costs were more than projected and it is taking in half as much septage as expected. The settlement ends a planned lawsuit.

In statewide news, after a year together as the Department of Natural Resources and Environment, the state DNR and Department of Environmental Quality are again separate agencies. Newly elected Gov. Rick Snyder split the two in January. Former Gov. Jennifer Granholm had combined the agencies as a cost-cutting move in January 2010.

MINNESOTA

The Mille Lacs County Board adopted an onsite ordinance that requires a point-of-sale compliance inspection before selling properties with septic systems. Previously, only those installed along lakes or rivers required an inspection. The county has about 600 onsite systems.

MONTANA

The Lewis and Clark City-County Health Department proposed two options on how homeowners with onsite systems could meet county maintenance standards. They could file paperwork detailing household water use and septic system pumping history to help determine how often the system should be pumped.

Or, they could hire county-certified inspectors to check their systems every four years and base a pumping schedule on the results. The guidelines would take effect over the next three to five years, targeting more vulnerable groundwater areas first. The guidelines would be the first of the kind in the state. Visit www.co.lewis-clark.mt.us.

ONTARIO

As of January, non-agricultural source material to be land-applied must be evaluated for pathogen content, odor potential, nutrient value and metals content. Applying treated septage based on nutrient

requirements for crop growth instead of hydraulic loading rates will require significantly more land, according to the Ontario Ministry of Agriculture, Food, and Rural Affairs.

ALABAMA

John S. Young, the court-appointed receiver operating Jefferson County's sewer department, proposed a monthly clean-water tax on residences and businesses with onsite systems to help reduce the county's \$3.2 billion sewer debt. About 142,000 households are sewered and 105,000 have septic tanks, the environmental services department says.

MARYLAND

The Bay Restoration Fund Advisory Committee proposed doubling the annual flush tax from \$30 to \$60 per household. House Environmental Matters Committee chair Maggie McIntosh said she would introduce the legislation. The revenue is needed because the estimated cost to upgrade the state's 67 wastewater treatment plants doubled from \$750 million in 2004 to almost \$1.5 billion in 2010, and to meet stricter U.S. EPA guidelines. The increase would apply to households with sewers or onsite systems.

FLORIDA

While the Office of Fiscal Accountability and Regulatory Reform allowed new standards for septic tanks in the Florida Keys to advance, the governor signed legislation delaying implementation of a law requiring septic tanks be inspected every five years.

The law, which went into effect on Jan. 1, is delayed until July 1. Two legislators filed a bill to repeal it.

GEORGIA

Athens-Clarke commissioners will not start a utility to regulate septic tanks but instead launch an education program urging homeowners to have their systems pumped more often. The program, recommended by the Legislative Review Committee, will notify property owners and real estate agents that tanks should be pumped every three to five years. It will record where the tanks are, who owns them, and how old they are.

OHIO

The Geauga County Residential Infrastructure Revolving Loan Fund Program will help residents with low or moderate incomes pay for onsite system repairs. The loan requires consumers to pay 25 percent of the cost, then make monthly payments for the balance — about \$50 a month.

RHODE ISLAND

Portsmouth answered the state Department of Environmental Management insistence upon a \$40 million sewer system by creating a Wastewater Management Ordinance requiring inspection of onsite systems. The inspections, begun in March, will help the Wastewater Management Commission plan the replacement of failed systems with technologies tailored to properties or suitable for cluster systems.

The ordinance requires cesspools to be replaced within five years or within six months of sale.

ILLINOIS

An ordinance passed by the Lake of Egypt Water District gave residents 60 days to pay their sewer bills or the district would remove their leased septic tanks and place a lien on the property. Customers pay a monthly \$25 sewer fee. Once tanks are removed, customers will have to pay up to \$5,700 to have them reinstalled.

MASSACHUSETTS

A lottery in Carver decided who had the first shot at \$400,000 in Community Development Block Grant money for homes with structural or septic system deficiencies. Numbers were assigned to homes, then selected in a random drawing to determine the order of review. Projects and applicants must meet certain criteria.

TEXAS

During the latest legislation session, the Texas Onsite Wastewater Association helped defeat a bill requiring onsite sewage facility authorized agents to purchase a \$2 million liability insurance policy before renewing their licenses. The association has received word that the legislature will reintroduce the bill or one like it.

SOUTH DAKOTA

The state budget would eliminate programs in the Department of Environment and Natural Resources that oversee septic tank regulations and other water issues if legislators cannot find federal money to offset the loss of state money. ■

LELY

Commercial Wastehandling Equipment

Put Our Experience to Work for You

Aluminum Tanks • Full Open Door Hoist Tanks

ASME DOT 407/412 Code Tanks

- Standard and custom tanks
- Carbon steel and aluminum available
- A tradition of reliable service
- Large range of sizes (400 - 6000 Gal.)
- Complete line of parts

2010 International



- ❖ Maxforce engine 330 HP
- ❖ 10-speed transmission
- ❖ Aluminum fuel tank
- ❖ Aluminum wheels
- ❖ Chrome sun visor
- ❖ Chrome bumper
- ❖ 3560 gallon steel tank
- ❖ White tank - red hose trays
- ❖ 4" front pumping
- ❖ 4" inlet
- ❖ 6" discharge
- ❖ Jurop vacuum pump 500 plus CFM
- ❖ Air shift PTO
- ❖ 2-Aluminum toolboxes

Call for Special Pricing!

Portable Toilet Trucks



Available On All Models

- Hot Shift PTO with Automatic Transmission
- Balanced PTO Axle
- Heavy Duty Toilet Carrier
- Trailer Hitch
- Spring Rewind Reel (Optional Dual Service)
- 2" Bucket Quick Fill
- Driver Side Work Station
- Dual Side Tool Box
- Electric Water Pump 40 PSI 6 GPM (Air Pressurized Optional)
- Coated Water Compartment
- Full Set of Working Lights
- Truck-Lite Lights
- 50 ft. Water Hose with Nozzle
- Vacuum and Pressure Relief Valve

Stock Tanks Available

Financing Available

Lely Manufacturing, Inc.

P.O. Box 759 Wilson, NC 27739

800.334.2763

sales@lelyus.com



—partners in wastehandling—

www.lelyus.com

DEODORIZING • ODOR CONTROL • CLEANING SOLUTIONS

chempace

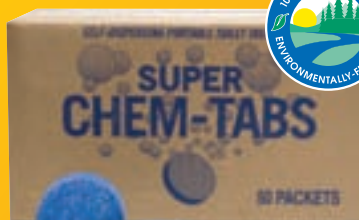
corporation

www.Chempace.com

800.423.5350



Find us on Facebook



PORTION CONTROL
HOLDING TANK TREATMENT

NON-STAINING
BLUE DYE

FORMALDEHYDE
FREE

DISSOLVES QUICKLY

BIODEGRADABLE

EFFECTIVE
ODOR CONTROL IN
EXTREME CONDITIONS



CALL TODAY
FOR YOUR FREE
SAMPLES!

The **PERFORMER**

2011 Ford 550XL 18,000 lb. G.V.W.R.
300 H.P., auto transmission, gasoline or diesel, AM/FM/CD, A/C...more!



1200 Gallon Aluminum 'Bright Finish'
300 Fresh / 900 Waste
Masport HXL4 Pump – 160 C.F.M. Direct drive,
P.T.O. w/control in cab, 12-Volt water pump
w/ 50' garden hose, 30' x 2" Tiger tail hose,
Unit hauler & hitch.

Backed by the **Progress Tank**
Five Year 'No Leak Tank' Warranty!

KeeVac
866-789-9440
Kevin Keegan
Denver, CO
www.keevac.com

TankTec
888-428-6422
Steve or Andy Nelson
Minneapolis, MN
www.tanktec.biz



888-281-9965
Phil Hodes
Kansas City, KS
www.tristatetank.com

WEST-MARK
800-692-5844
Jeff Hurst
Ceres, CA
www.west-mark.com

BEST VALUE. BEST PRICE. BELIEVE IT!

Complete Units... from STOCK!
Prices start as low as...

\$59,900



Filter Box Interior

Draining Down



Aqua-Zyme Disposal Systems

"From the Grease Trap to the Garden"
– Dewatering & Composting –

The ADS Dewatering System

is built by a pumping company for pumpers. You are welcome to come and watch the 30 yard box dewater 20,000 gallons of grease trap waste and/or septic tank waste in only 2 hours!

By using the ADS dewatering system along with our Compost Facility, we have turned our disposal costs into a profitable venture!

#1 Box on the market!

Call **979-245-5656** for Info!
\$ Financing Available \$

P.O. Box 489, Van Vleck, TX 77482 • www.aqua-zyme.com
1-979-245-5656 • zymme@aqua-zyme.com • U.S. Patent # 6,364,122



In Business Since 1959

TUFF-JON

NEW

CONTAINMENT TRAY

- Used to protect groundwater and prevent run off
- Fits under standard units
- Drains to outer edge for easy pump out
- Black or safety orange colors
- California run-off prevention regulations compliant



Tanks in 60, 105, 225, 300 and 440 Gallon Sizes



Tuff-Jon III



Tuff-Jon



TJ Handy Stand Waterless Gel Touch Dispensers

— OPTIONAL ACCESSORIES —

- Lifting Bracket Assembly
- Sky Heater
- Sinks Available For Both Styles of Tuff-Jon



60 Gallon Rinse Tank



Interior View of TJ-III with sink

The TSF Company Inc. | 2930 S St. Phillips Rd. | Evansville, IN 47712

Toll Free: **1-800-843-9286** | **812-985-2630** | Fax: **812-985-3671**

E-mail: **tsftuffjon@sbcglobal.net** | Web Site: **www.tuff-jon.com**



PORTABLE TOILETS | HOLDING TANKS | HAND WASH UNITS | ACCESSORIES

TOICO
INDUSTRIES
"YOUR ONE STOP SOURCE"

1-888-935-1133
www.toico.com

YOUR ONE STOP SOURCE FOR PORTABLE RESTROOM PARTS AND SUPPLIES

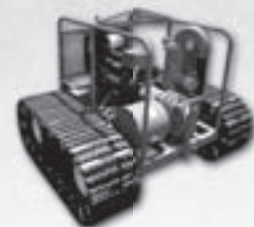
1000 Gallon Trailer Mounted Vacuum System

EXPERTS IN PORTABLE VACUUM SYSTEMS!



PACS 1000

PACS trailer mounted vacuum systems are available in a variety of configurations. PACS 1000 is designed for removing liquids, solids, and sludge from land or water. Costing less than vacuum trucks, the PACS is approved for highway towing. Integral hydraulics allow the PACS to run oil skimmers and pumps, as well as lift the tank to dump contents.



ELASTEC
All Terrain Vac

Oil Skimmer

Sucking up money for vacuum trucks

Our Drum Skimmers are optimal for rapid response oil cleanup. Extremely efficient and cost effective, they will give you an edge over competitors.



DrumIt

The drum filling vacuum head with auto shut off. DrumIt quickly connects to vacuum trucks for a clean interception of debris and liquids.



ELASTEC
AmericanMarine
Innovative Environmental Products

926 County Road 1350 N, Carmi IL 62821 USA
Tel: (618) 382-2525
Fax: (618) 382-3610
E-mail: elastec@elastec.com



www.elastec.com

PU10/08



IMPERIAL INDUSTRIES INCORPORATED

SELF CONTAINED UNITS



SUPERIOR DESIGN UNBEATABLE QUALITY

TANKS OF DISTINCTION

DESIGNED AND MANUFACTURED IN STEEL - ALUMINUM - STAINLESS

4000 Gallon Aluminum tank 2011 IH

2500 Gallon Steel tank w/ aluminum Trays



A FULL LINE OF VACUUM PUMPS & PARTS AVAILABLE

THANK YOU TALLOMASTERS

5000 GALLON ALUMINUM TANK WITH A NVE 607 VACUUM PUMP

READY FOR DELIVERY

- 2011 IH 2500 GAL STEEL
- (2) 2011 IH 4000 GALLON ALUMINUM
- 2011 FORD F450 875 STEEL PSU
- 2011 FORD F550 1175 GAL ALUM
- 2011 TERRASTAR 1300 GAL ALUM
- 2011 DODGE 5500 1175 GAL ALUM



Allen Luebbe
800-236-2044 ext. 4104
allenl@midstatetruck.com

ALSO AVAILABLE
PORTABLE SERVICE UNITS - TOILETS - SINKS - SANITATION STANDS

800-558-2945

www.imperialind.com

THE PROUD TRADITION CONTINUES...



Jim Stieber
jim@imperialind.com
Randy Tischendorf
randy@imperialind.com

SOFTWARE FOR YOUR INDUSTRY



- ...Increase profits!
- ...Improve your operation!
- ...Become more efficient!

- Summit Service Profit Builder™
- Summit Rendering Profit Builder™
- Summit Rental Profit Builder™
- Summit Reminders Plus™

Customer records, billing, inventory control, operations management, dispatching, mapping, route optimization, and more.

Over 29 years experience • Easy to use • Affordable • Powerful



Ritam Technologies, LP

Sales: USA 800-662-8471 • Int'l: 208-629-4462
Email: info@ritam.com • Web: www.ritam.com



WATCH DEMOS ON LINE!...or call for a personal guided tour

AND NOW BUSINESS & WEB SERVICES

SPECIAL! 30% OFF
Search Engine Optimization (SEO) of Your Website
NOW \$420 (Reg. \$600)
Expires 5/31/2011

Coagulants and Flocculants

for Septic, Grease, Municipalities and Industry



Save Money • Save Time • Save Polymer

- Dewatering polymers for all dewatering equipment
- All forms: Dry and Emulsion
- Variety of packaging sizes to meet customer needs
- Both East & West coast shipping points
- Expert technical staff
- Specific solutions for our customers

Call Toll-free:
877.771.6041



Aqua Ben Corporation

1390 N. Manzanita St. • Orange, CA 92867

www.aquaben.com • sales@aquaben.com

Jason Nesenman, Josh Spano and Andrew Sweat position an Infiltrator Systems Inc. septic tank for a new system installation. (Photos by Alain Alminana and Javier Prado)

The Road to PROSPERITY

By Gil Longwell

An uptick in onsite system installations and repairs signal an economic recovery brewing for hard-hit South Florida and Jason's Septic Inc.

Profile

Jason's Septic Inc.

Miami, Fla.



Owners: Jason and Brittne Nesenman

Founded: 2003

Employees: 3

Market area: 210 miles north to south (Boca Raton to Key West on Florida's East Coast)

Services: Septic and grease trap service, drain cleaning, jetting, onsite system installations, repairs, maintenance and management contracts

Affiliations: Florida Onsite Wastewater Association

Surviving the wild economic ride and choppy real estate market of the past few years would be a huge challenge for any company. But for a family run septic service and onsite system installation provider, such economic chaos leaves even smaller room for error.

With a small staff and operating in southern Florida — particularly walloped by real estate woes — Jason's Septic Inc. has deepened its customer service efforts and allocated its manpower carefully to sustain through tough times. And now that owners Jason and Brittne Nesenman are seeing glimpses of a recovery, they're slowly building the business.

Started in 2003, the company's bread and butter business has been pumping septic tanks and installing onsite systems over a large territory from Boca Raton to Key West,

Fla. But the Nesenmans also have grown the customer base by providing small system repairs, grease-trap service, real estate inspections and ongoing system maintenance.

"Pumping has brought us so much installation work that we would be foolish to abandon that service," Jason says. Inspecting existing systems brings repair opportunities as well, but demand for inspections has seen big swings in recent years. In 2007, Jason was performing five inspections a week, but by 2009, the number dwindled to one per week. In 2011, demand is continuing to build toward a slow recovery. "For about three years, Jason subbed out all of the new installation jobs, but when we realized how much business we were giving away, that changed," Brittne says.

The pumper or system inspector is often the first to identify a problem with an existing



Anthony Sweat (above) uses a Caterpillar 430EW backhoe to place a new septic tank. At right, Nesenman checks the depth for proper septic tank placement.

system and report it to the owner. Trust built between the pumping contractor and the customer puts the pumper in a good position to land the contract for needed work. In the case of Jason's Septic, they offer both services.

GETTING STARTED

In Florida, starting a pumping business requires more than simply buying a vacuum truck and hitting the road. Business owners must complete a two-year apprenticeship

before applying for the necessary operator licenses. Jason, like other business owners, began by working for someone else.

Over the years, Jason's Septic has matched its equipment and personnel resources to market demand. Tommy Edwards operates the vacuum truck with Josh Spano onboard as a helper. They operate a 1995 White Volvo GMC with a 2,750-gallon steel tank and a Battioni pump. A PTO-driven CAT pump delivers 6 gpm at 4,000 psi to the onboard jetter.

Working with Jason on installation jobs is Richard Aoci. The company has two backhoes outfitted for specialized use. A 2008 Cat 430 E is used for digging and a 1990 John Deere backhoe is used for backfilling, final grading and transferring aggregate. A 1995 Ford F-350 pulls a goose-neck equipment trailer.

Installation work some-

times requires subcontractors. Usually it is a trade-related license requirement that forces subcontracting.

FLORIDA'S MANDATORY PUMPING

The Nesenmans are watching a pointed political debate play out in their state, one they say could have impacts, both positive and negative, on the future of their business.

"In July, a new mandatory pump-out law will kick-in across Florida. Every treatment tank will be on a five-year pump-out schedule. The purpose of this law is to protect Florida's groundwater," Jason says. It will have the secondary effect of forcing people to do the right thing regarding proper maintenance. "This will make our business grow," Brittne says, "but there are downsides.

Would-be septic contractors "will see this as an opportunity to make a 'fast buck' and get into the business," Jason says. The Nesenmans believe they could see the number of pumper businesses double in the next few years. This is not the type of competition they look forward to. Competing with other professionals is one thing; competing with fly-by-night contractors is another, they say.

There has been a lot of discussion in the state regarding the wisdom of this mandate, and in light of grassroots efforts to have the law repealed.

Proponents point to the benefits resulting from proper septage management, identification of noncompliant systems or components and their repair, and the general protection of the freshwater aquifers that underlay highly porous limestone geology. Opponents argue the timing of septic system maintenance should be up to the homeowner and that required service would be expensive in tough economic times.

Small companies like Jason's Septic are waiting and watching the debate.

LOCAL DISPOSAL

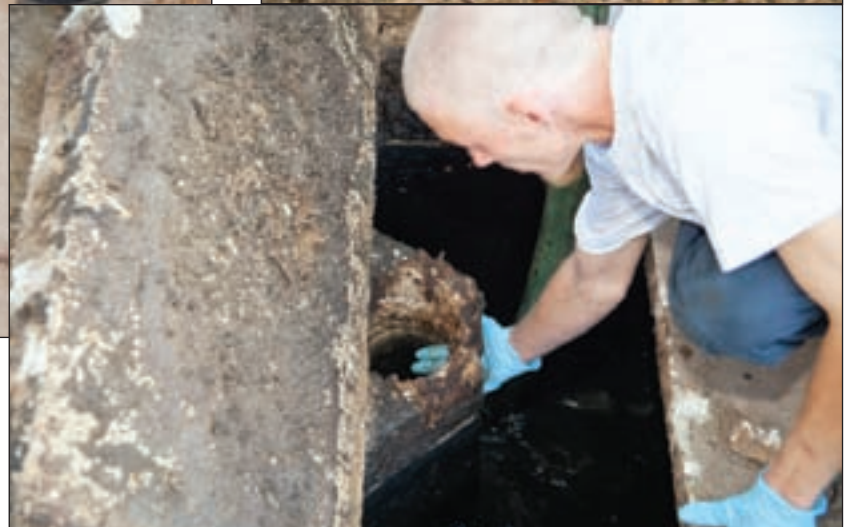
In Florida, septage disposal is usually handled at municipal treatment facilities. In some cases the treated material is pumped into deep injection wells. Regardless of the technology, the tipping fee is uniform for all facilities in a particular county.



Brittne and Jason Nesenman

"FOR ABOUT THREE YEARS, JASON SUBBED OUT ALL OF THE NEW INSTALLATION JOBS, BUT WHEN WE REALIZED HOW MUCH BUSINESS WE WERE GIVING AWAY, THAT CHANGED."

Brittne Nesenman



Tommy Edwards (above) pumps an aging septic tank before the crew can inspect the tank and make necessary repairs. At top right, Richard Aoci assembles a new outlet tee for the tank. Below right, the crew found that the original outlet had rotted away.

“Lake Okeechobee sits on a rough dividing line that marks the transition between geological conditions that are suitable or unsuitable for land application,” Jason says. To the north, land application is permitted. This area is more sparsely populated and has fewer and smaller municipal treatment facilities.

To the south in Monroe County, pumping brings other considerations. “Monroe County has no treatment facilities because of the underlying geology and the Florida Keys’ higher water quality standards. Every gallon of septage removed from a tank in the Keys

must go north for treatment and disposal,” Jason explains. To minimize truck traffic on the mostly two-lane U.S. 1 causeway, loads are consolidated into semi-tankers.

To judge the cost of disposal Jason must factor in distance to the facility, distance to the service stop after disposal and related travel time in addition to the facility’s treatment charges.

Most of the disposal sites Jason’s Septic uses are charging \$81 for 2,500 gallons. There is no surcharge for “stronger” loads or grease-trap waste. This is not the case for his

customers, however. Jason’s Septic has over 100 grease traps under contract. “Because grease trap customers place special demands upon us that affect other aspects of our business, we add an inconvenience fee to their cost of service,” Jason says. The additional fee is incorporated into the service charge.

Typically, Jason’s Septic charges \$50 to \$75 more for grease-trap service compared to a septic tank of the same size. This offsets the off-hour pump-out times (often 2 or 3 a.m.) some businesses require. “We service one 24-hour restaurant after the overnight crowd

continued



FACTORY PRICING!

- Deodorizers
- Cleaning Products
- Accessories



We've expanded and improved Safe-T-Fresh products to better meet your needs for product selection and pricing in 2011.

Our new manufacturing plant, with complete researching and testing capabilities, has developed an effervescent tablet, expanded our liquid line and improved odor control in all our deodorizers using a new formula called Triple Molecular Technology.

Now is a great time to talk to a Deodorizer Team Member about what's new in 2011. Save money and get better performance from your deodorizers. Call today, 800-328-3332.



www.safetfresh.com

CALL TODAY! 800-328-3332

“IN JULY, A NEW MANDATORY PUMP-OUT LAW WILL KICK-IN ACROSS FLORIDA. EVERY TREATMENT TANK WILL BE ON A FIVE-YEAR PUMP-OUT SCHEDULE. THE PURPOSE OF THIS LAW IS TO PROTECT FLORIDA’S GROUNDWATER.”

Jason Nesenman

leaves and before the early breakfast crowd arrives. This gives our guys about a 30-minute window to get there, set up, clean up and go,” Brittanie explains.

DESIGNING SUPER SYSTEMS

In Florida, onsite systems for new construction must be designed using two sizing parameters. First, the number of bedrooms is determined and a flow value is assigned. Next, the air-conditioned square footage is considered. The calculation that yields the larger absorption area dictates the minimum size. When a structure has more than 10 bedrooms or 7,800 square feet of air-conditioned space, state regulations require two separate and isolated systems. Additional reserve absorption areas must also be protected for future use.

Unique lifestyles are prevalent in south Florida. Jason recently repaired a system serving a single-family home with seven

bedrooms, 13 bathrooms, 17,000 square feet of air-conditioned living space, and an institutional-style kitchen. The owner of the house often entertains groups of 100 or more.

As the economy shrank a few years ago, some people moved business activities from storefront settings on municipal sewer to homes served by onsite systems. Brittanie took one call from a distraught woman who had moved her commercial bakery to her house.

Inspection revealed that flour, oil and other materials had escaped to the absorption area and destroyed the infiltrative soil surface. The repair required two septic tanks—installed in series — and a new, oversized drainfield. “Brittanie’s customer interaction skills made all the difference with this customer, and now we have another friend of the family,” Jason says.

SATISFYING CUSTOMERS

The Nesenmans agree that when a woman calls, upset by an onsite system problem, Brittanie’s response has an immediate calming effect. “I understand what they are feeling,” she says. “I reassure them by saying that we can solve their problem and that it is not the life-changing disaster they think it is. Yes, sewage on your floor is bad, but we can fix it.”

During a customer’s initial call, Brittanie works to build trust. This attention to customers continues long beyond the first contact. For pump-out jobs, Brittanie calls about 30 minutes before the truck arrives. “I call to remind them that we’re on our way, make sure they are ready for us, and answer any questions.”

About 30 minutes after the job is completed, Brittanie calls to make sure the site has been restored properly and to answer any lingering questions. “Every call ends with ‘Thank you,’ ” Brittanie says.

Appreciating customers is part of the business plan.

“Our marketing relies exclusively on our customers telling their friends and business associates about us. We want them to only have good things to say about us,” she says. “We show up when



The Nesenmans review plans for a septic system installation project.

Adapting to Change

Jason and Brittanie Nesenman of Jason’s Septic Inc. have found success by adapting to change. “No matter how necessary, change is not always easy,” Jason says.

Throughout the recession, business rose and fell, and is rising again. At the same time, the demand for employees has changed along the way. After downsizing from seven employees to three, Jason took on the vacuum truck operator role himself.

Mornings were devoted to servicing the more-than-80 grease traps they had under contract at the time. Three months is the typical pump-out interval, and this contract work allowed time for pumping residential septic tanks as well. The vacuum truck is also an important tool when resolving malfunctions.

“When responding to a ‘sewage in the house’ call, we arrive with the vac truck,” Jason explains. After diagnosing the problem — which is always done while the septic tank is full and the vac tank is empty — Jason empties the tank, bringing nearly instant relief and homeowner appreciation.

Afternoons were spent doing installation and repair work. As new-construction installations declined, the Nesenmans saw a corresponding increase in repairs. “People were not moving and they are more willing to repair a system to keep it functioning,” Brittanie says. Using Infiltrator Systems Inc. chambers, Jason installs a complete absorption area in about two afternoons. The chambers themselves can be installed in about two hours.

we say we will; we make sure the customer knows what we will be doing and how much it will cost.” ■

More Info

CAT Pumps
763/780-5440
www.catpumps.com

Infiltrator Systems Inc.
800/221-4436
www.infiltratorsystems.com



Omnivore™ X2

2-Stage Grinder

Unleash the power and reliability of the OmnivoreX2 with patented V-Slice® cutter technology.

Now in a high-head, 2-stage design.

- High-head performance to 185' max. TDH.
- Robust curve and head pressure allow for installation where progressive cavity style pumps have traditionally been installed.
- Better cutting and macerating.
- Improved reliability.
- Improved flow.
- Complete interchangeability with single stage Omnivore® units.

Liberty Pumps®

800-543-2550

www.libertypumps.com

PARTS • SUPPLIES • EQUIPMENT

- Vacuum Trucks
- Sewer / Jetter
- High Pressure
- De-Watering



Vacuum Pumps



- HOSE
- Suction
 - Transfer
 - High Pressure

Transfer Pumps



- VALVES
- Lever • Ball
 - Solenoid
 - Piston



FREE
478 PAGE
CATALOG!

1-800-228-9666

Omaha, NE

1-800-553-6975

Davenport, IA

dultmeier.com



Western Canada's Leading
**Blower & Pump
Repair Centre**
Full Service Machine Shop

Authorized Hibon & BORA Warranty Depot

SERVICING

Hibon

Bora

Fruitland

Ingersoll Rand

Robuschi

Roots

Tuthill

Wittig

- > Certified factory-trained technicians bring over 45 years of total experience servicing blowers and pumps
- > Provide fast, quality service at competitive prices
- > Offer six-month warranty on remanufactured units built to factory specifications
- > Machining and Millwright work for such industries as vacuum trucks, service rigs, fabrication, manufacturing, agriculture and municipalities
- > Manufacture and repair industrial gearboxes

Blowertech Ltd.

2010 - 80 Avenue NW, Edmonton, Alberta, Canada T6P 1N2
Phone: **780-466-4716** Toll Free: **1-866-466-4716**

www.blowertech.ca

AMAZING MACHINERY

Your Equipment SUPERSTORE Since 1995

Celebrating
15 years

1-800-504-7435

Complete } www.AmazingMachinery.com
Details At } 2288 Gunbarrel Rd, Ste. 111-151 • Chattanooga, TN 37421

Jetter Hose Sale

- 1/8" Hose: 50' \$39.95 / 100' \$64.95
- 1/4" Hose: 100' \$89.95 / 200' \$169.95
- 3/8" Hose: 150' \$199.95 / 250' \$329.95
- 1/2" Hose: 200' \$409.95 / 400' \$689.95

Cameras

As Low As
\$399
36 Models To Choose From

Video Online



Conversion Kits

\$279

Convert A
Pressure
Washer
To A Jetter

Jetters



Starting
At **\$8695**
Up To 4000 psi & 22 gpm

Starting At

\$1499

Up to 4000 psi & 12 gpm

Jetter Nozzles

From **\$16.95**

Custom Drilled 2-25 Orifices



TankTec

Tank Technologies & Supply Co. LLC

In Stock or Custom Built
 Financing and
 Lease Options
 Aluminum or
 Stainless Steel
 300-6000 Gallon
 Trailers
 Many Trucks In Stock

www.tanktec.biz
1.888.428.6422

Portable Restroom Service Trucks From **\$59,900**

(F550 GAS Engine, 1200 gallon, tanktec.biz/SK1200 for more info)



International 4300M7 2000 Gallon (1500/500) **\$89,000**

(Masport HXL4 156 cfm, Stainless DC-10 Water Pump, Toilet Hauler, Dual Cabinets, More! tanktec.biz/M7 for more info)

Slide In Tanks



Completely Self-Contained
 and Ready to Work!
 Larger or Smaller Sizes, Trailer Mount,
 Custom Configurations and Options Available
 visit tanktec.biz/SI for more info

- 300 Gallon (200/100 split) \$7500
- 450 Gallon (300/150 split) \$7900
- 550 Gallon (370/180 split) \$9600
- 300 Gallon (single section) \$6800
- 450 Gallon (single section) \$7500
- 550 Gallon (single section) \$9500

Honda 5.5hp and Conde 70 cfm vacuum/pressure pump
 Add \$700 for Honda 9hp and Conde SDS6 116 cfm pump

Standard Features:

- Aluminum Construction
 (also available in Steel and Stainless Steel)
- Honda 5.5 hp Electric Start Gas Motor with
 Conde 70 cfm Vacuum/Pressure Pump
 (9 hp with Masport 106 cfm Pump or Conde
 115 cfm Pump Available)
- 30' Vacuum Hose with Wand and Valve
 Whale Water Pump

Single Axle Vacuum Trucks From

(2011 International 4400, 6-speed,
 2200 gallon, HXL75V 230 cfm pump)

\$90,500



2012 Peterbilt 348 Vacuum Truck

(330 hp PX8, Fuller 10-speed,
 14.6+40, locking rears, 3600 gallon
 aluminum tank, toolbox, Masport HXL400WV pump)

\$125,900

plus FET

What's Your Real Tank Capacity?

TRY AS HE MIGHT, THIS PUMPER CAN'T SEEM TO FIT ANYWHERE NEAR THE 1,000-GALLON LIMIT IN HIS VACUUM TANK

This feature in Pumper reports noteworthy conversations that take place in Pumper Discussion, an email 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 1,000-gallon tank on my truck, but with the front primary inlet (with stainless steel ball) it doesn't hold any more than roughly 840 gallons. Another local pumper told me that if I raise the ball a little more, I will be able to handle closer to 900 gallons and get the most space possible. The primary (Chandler Equipment) has a long metal tail (about 18 inches long) that the ball travels in. A 4-inch stainless bolt holds the ball in the bottom part of this tail. If I raise the bolt up about 3 inches, will I be able to pump a little more into the tank?

Answers:

We took the ball out. You just have to be careful not to run waste through the pump, but that's just one way to do it.



You have to make sure you trust your guys and that they are experienced enough to know when to stop. We used to run without balls, but after a couple of rebuilt pumps in a span of 2-3 years, we decided it wasn't worth it.



Thanks for the replies. I moved the ball up about 4 inches, but it

Our trucks have a big manway in the back of the tank that we open up and scrape debris out. It's amazing how many rocks, sticks and other things will hang up in the tank.

didn't really make a difference in my overall capacity. One of the biggest problems I have at the moment is about 3 inches of sand/silt in the bottom of my tank and I'm having a tough time trying to get it out. I have a 12-inch manway roughly in the center of the tank, and have tried pushing it with a shovel out the back valve. With this setup, it will take me days to get it out.

I've tried sloshing around a half-load of water to loosen things up and flush the tank, but that stuff is almost like cement and just stays in the bottom.



Weld a bigger manway on the back to get in and out easier whenever you have to clean the tank. They are not too expensive. You can get more gallons in the tank when it's clean.



Our trucks have a big manway in the back of the tank that we open up and scrape debris out. It's amazing how many rocks, sticks and other things will hang up in the tank. Or the hair that wraps around the baffles. The other thing you can do to increase volume is add a riser to the top of your tank and move up the whole primary shutoff. It looks goofy but it would work.

Should I Go Into Business?

Question:

A friend of mine approached me about going into the septic system pumping business. I've done some research and talked to a few local guys in Oklahoma. Aside from having absolutely no experience in this field, it seems like a good idea on the surface. Can you share some of the less obvious downsides to the business? Are there costs that are not obvious such as insurance, fuel, truck maintenance, dumping fees? Are there other downsides to the business, such as sporadic business or long waits at the dumping sites?

Answer:

If there's a business with less overhead and a greater return I would like to know about it! Just like any other business, there are times of the year that are slower. But most any business will have slower times during the year. This is a business that one self-motivated person with one truck can produce a six-figure income. A highly motivated person will fit into this industry like a duck in water! ■

Refrigerator Magnets Work!!

As Low As 35¢

Quantity Discounts
2-color Imprint

1-800-758-2743

Call For Details

Straight Line Setup FREE!

Pumper Truck Shape
Actual Size 4 1/2" x 2"

Call: **STAMP WORKS**
Next Pump Date: _____
800-758-2743

LOOKIN' FOR THE

BEST

EQUIPMENT FOR YOUR BUSINESS?



GapVax®

WWW.GAPVAX.COM



888-442-7829

Manufacturing Top Quality, Custom-built Industrial Vacuum Equipment, HydroVac Excavators, Combination JetVacs, Specialty Skid-mounted Units, and more. GapVax also a complete parts and accessory division to meet all of your vacuum needs for any brand

PARTSEXPRESS

WE'RE HIRING! SALES REPS WANTED!! DETAILS ON OUR WEBSITE

FRUITLAND VACUUM PUMPS

Fruitland Eliminator Packages



Used and Proven by World's Top Liquid Vacuum Service Companies.



Eliminate your problems and your competition with one easy package.

All you do is bolt it on, hook it up and go to work. It's that easy!

Available for RCF 500 or RCF 370 packages in diesel, angle gear box or hydraulic drive.

Fruitland Tool & Manufacturing

"Committed to Quality, Reliability and Guaranteed Performance"

Contact us today:

1.800.663.9003

Visit us at

www.fruitland-mfg.com

for more info.

EMI

877.500.3993 • 785.325.2000

www.emisales.net



» DOT 407/
412

**Vacuum Tank
Systems**

» Dump Tank
Systems

» Non DOT
Steel
Vacuum
Systems

» Full Open
Rear Systems

Our company is customer driven; we offer consulting with orders to assist in the right truck and system for the right job. All our systems can be ordered in kits if the customer chooses to install, and we also locate new and used trucks for our customers.

All our systems are blueprinted for duplication ability and we offer rendered drawings before we build to assure exactly what our customers want.

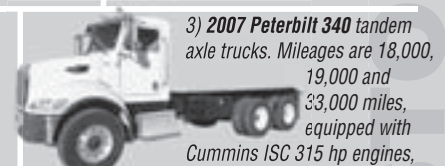
In Stock

*110 bbl vacuum tank, 2 top 20" manways, 1 rear 25" manway, Work light on each corner, rear sight eyes, 84" diameter tank, 1/4" wall and head thickness, mounting hardware included, and LED lighting DOT. Powder painted black. Price **\$30,450***

Triple axle 150 bbl aluminum vacuum trailer, In production, call for pricing



*2011 Peterbilt 348, PX-8 350 hp engine, manual 10 spd 8 LL, #20,000 steer axle, #40,000 rears on air ride, factory double frame. Body: **New CUSCO** 3150 gallon DOT code 407/412 vacuum system full open rear. Dump tank with MORO PM100 460 CFM vacuum system. Price with FET **\$186,750***



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



Cusco 3150 gallon industrial code vacuum system. We offer these on new or used chassis.

We service Sewer, Septic, Environmental, All Vacuum Needs, Oil/Natural Gas Customers.



ARE BIG BUCKS!

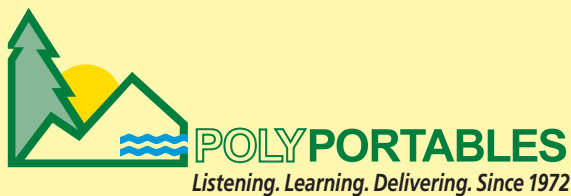
You'll earn 5 Blue Bucks for every \$100 you spend on Green Way Products' deodorizers and cleaners – even on special offers. That's five times more than you'll get from our competitors. (If you get anything at all.) That's why, "Blue Bucks are Big Bucks". They mount up fast.

- You can use them towards the purchase of ANY PolyPortables product – not just a few. All toilets, hand wash stations, even accessories and parts like mirrors and dispensers.
- You can use them toward the purchase of ANY Green Way products deodorizers and cleaners.
- You can even apply them to your existing account.

The choices are yours.

Blue Bucks. Bigger bucks, more options, less restrictions.

**EARN \$5
in Blue Bucks
with every purchase
of \$100 in
Green Way Products
SPEND like
CASH**



PORTABLE TOILETS • HANDWASH STATIONS • DEODORIZERS • CLEANERS • TRUCKS

99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800) 241-7951 or (706) 864-3776 • Fax (706) 864-8111 • www.polyportables.com

All Green Way Products' deodorizers, cleaners and air fresheners are high-performance products developed and manufactured in our facilities in Dahlonega, Georgia specifically for portable restroom operators. They are all environmentally safe.



Upon Further Review

Septic sleuth Dawn Long's documentation of tank conditions is helping the industry better understand system failures

Helping her then-husband study for his medical exams sparked Dawn Long's interest in things scientific and channeled her natural curiosity into the field of research. Today, as co-owner of American Septic Service in Sierra Vista, Ariz., Long is recognized as a pumper who studies septic tanks, concrete corrosion and drain flies.

She has presented papers at the Southwest Onsite Wastewater Conference, the National Onsite Wastewater Recycling Association Conference, and at the National Association of Wastewater Transporters pumper and inspector training sessions. Her seminars have educated Realtors and homeowner associations and were part of the Water Wise program for the University of Arizona.

Long's studies attracted the interest of other researchers, but their greatest value enabled her to evolve into a troubleshooter for onsite system issues. Long's photographic record of pumped tanks is a powerful marketing and educational tool. These images better inform homeowners about what is in the ground and provide logical explanations to their problems.

"HOMEOWNERS CAN'T ARGUE WITH THAT AMOUNT OF PHYSICAL EVIDENCE, AND IT CONVINCES THEM THAT I AM TRUSTWORTHY. I MAKE RECOMMENDATIONS, GIVE THEM PRICES, DIRECT THEM TO MY WEBSITE, AND LEAVE. MOST BECOME CUSTOMERS."

Dawn Long



Pumper: How did this discovery help you become a better pumper?

Long: By determining the date of the tank, we knew where to dig for the manholes or inspection ports, what to expect for baffles, and what problems were peculiar to that design. We began troubleshooting systems rather than just pumping them. For example, backups plagued homeowners with 1980s systems. If no effluent drained back from the leach field as we pumped the tank, it was a clue that 24 inches of sludge was blocking the outlet. They were cast with a longer-than-normal extension, but because pumpers didn't open tanks until the code changed in 2006, drainfields were blamed and homeowners paid for unnecessary replacements.

When customers call with a backed-up system installed from 2000 onward, I know the reasons were clogged effluent filters and dipped, crimped, or severed inlets and outlets. The damage occurred during backfilling by careless installers. If we're summoned by new customers who know nothing about their systems, I call the assessor to learn the installation date. If he has no record, I run my RIDGID SeeSnake camera into the tank to look at the baffles. Their design will date the tank.

Pumper: Besides NAWT and NOWRA, what other associations have been interested in your research?

Long: The AZ Water Association invited me to present my NOWRA paper at its annual conference this May. Jack Bale, a founding member of the Arizona Onsite Wastewater Recycling Association, used my statistics in his presentation to the Arizona County Directors of Environmental Health Services Association and the AZ Water Association.

Pumper: What caught your attention after completing the septic tank study?

Long: I began seeing deteriorated baffles in the 1970s tanks. The outlet baffle was completely eaten away in the dirtiest ones with the most scum. After many observations and documentation, I concluded there is a direct correlation between poor maintenance and accelerated deterioration. Although the systems are 30 years old, many would have continued to function had the baffles been in place and the solids not reached the drainfield.

Because of my interest, Aaron Ausen, concrete engineer for Dalmaray Precast Concrete Products in Janesville, Wis., recommended me to Roland Bydlon, senior strategist and founder of EYP Advisors. The National Precast Concrete Association hired him to investigate microbial-induced corrosion. Roland used my photos in his presentation to the board of directors. According to Aaron, NPCA will spend about \$250,000 in the next few years to research the problem.

Pumper Interview

By **Scottie Dayton**

Pumper: What drives your curiosity to the investigative level?

Long: When my husband, Don, and I opened American Septic Service in 2001, we didn't know anything about the business. After pumping a few tanks, I realized that we should vacuum so much liquid and became curious when not much came out. At that time, pumpers in Cochise County cleaned tanks through 4-inch plastic observation ports. I wanted to know what was going on inside, so we opened every tank we serviced.

The following Christmas, Don bought me a camera and that really sparked my interest. I began photographing all the jobs, first to provide legal evidence should the need arise, then to document the tank interior, the baffles, the scum, the sludge, everything. Whenever I sensed that something was wrong in a tank, I searched further. If I couldn't find an answer, I'd ask people in the industry. Our workload increased because the word was out that I wasn't afraid to ask questions.

Pumper: As you documented pump-outs, what patterns did you see emerging?

Long: Something very unusual and unique to Cochise County. Each decade from the 1950s forward had a distinct septic tank design because of different precasters. In the '60s, tanks had concrete baffles and quartered lids. The '70s brought concrete baffles, two half-ton lids, and no entrance — only tiny peepholes. In the '80s, ADEQ mandated a one-compartment tank with poured-in-place 24-inch manholes. In the '90s, the agency mandated two-chamber tanks with the second compartment one-third the overall capacity.

Pumper: How does your research help convince homeowners to maintain their tanks?

Long: My goal is to make them better informed and to tell them the truth. I visit their property, tell them the age of their tank, show them photos of tank interiors with their design, explain the design's pros and cons, and why keeping the tank clean will keep their leach field viable for the life of the home. I do believe that properly maintained systems will last a lot longer than their supposed design life.

Homeowners can't argue with that amount of physical evidence, and it convinces them that I'm trustworthy. I make recommendations, give them prices, direct them to my website, and leave. Most become customers. After servicing their tanks, I make prints of the photos and enclose them in a thank-you letter with some business cards. I ask them to call with questions and offer to come again gratis to troubleshoot. If this was a point-of-sale inspection and the property doesn't sell within the six-month limit, I say that we'll inspect the system again for free in appreciation of their business.

Pumper: How did you become interested in studying drain flies?

Long: We were accustomed to finding drain flies in newer, shallower systems, and I wondered if that was because they were closer to oxygen. We never found drain flies in previously unopened tanks, but they appeared after we installed risers on them. It seems to be an oxygen issue.

Then customers began calling with backed-up systems that were three months old. None of them knew that they had an effluent filter. When I cleaned the screens, I noticed black particles on them, but didn't pay much attention. One customer called back two months later with the same complaint. Then he called again. This time I disassembled the filter, examined it with a magnifying glass, and saw thousands of dead and dying flies plugging the filter. As I continued my investigation, I saw the same scenario and also noticed that if the filter was totally plugged, drain fly larvae lived at the top where there was no effluent.

The problem appears to be the filter's design, and Cochise County has mostly one brand. I'm testing filters from different manufacturers in the worst problem tanks and installing more gratis in other tanks to see what happens.

Pumper: What motivated you to publish a quarterly e-newsletter?

Long: I wanted customers to become more aware of maintenance issues and to provide facts that would help pumpers become better service providers. Anyone can subscribe for free at www.americansepticsservice.com. The information is general enough to apply to most septic systems. My inspiration began at conferences where I'd hear pumpers say, "We opened the tank and there was nothing in it, not even water, so we didn't need to pump it." Well, tanks must have water or there's a problem. My next newsletter is titled "Let's Talk Levels," because that is one of the

most misunderstood topics. If it is too high or too low, service providers must find the reason for it. Each tank has an exact static level and won't operate properly without it.

Pumper: What else is on your educational horizon?

Long: Next year, I want to begin writing a book on septic inspecting and troubleshooting. Pumpers have many questions about those subjects, and while the information may be out there, it isn't consolidated. When we first went into business, nobody would answer my questions. That inspired me to learn and I want to pass that knowledge to others. I am not a scientist. I'm an observer with my boots on the ground and my head in the tank.

Dawn Long may be reached at 520/378-9569 or septic sleuths@qwestoffice.net. ■



CHANDLER EQUIPMENT



Achieve **profitability** and **productivity** goals without sacrificing industry leading quality or customer service.



Tank Components • Valves • Vacuum Pumps

Chandler Equipment exclusively represents **Juorp**, making us the industry leading provider of vacuum tank components and pump product lines in North America, with our products being represented around the world.

We supply industry leaders with the difference that matters, and the expectation of doing **more!** Call or visit us today:

toll free **1.800.342.0887**
www.chandlerequipment.com

POWER BOOSTER



POWER BOOSTER™

Designed to increase the VERTICAL LIFT of liquid waste and sludge and eliminates the problems incurred with long hose runs.

PRODUCT USES:

- | | |
|---------------|-------------------|
| Agriculture | Municipal Waste |
| Construction | Marine |
| Environmental | Onshore Drilling |
| Mining | Offshore Drilling |

PL 972.355.0550 • pressurelift.com
See our video at www.PressureLift.com



Sore Back?

A durable plastic septic lid that fits plastic and concrete risers

THE DUEL POWER LID

Sizes:
18" • 24" • 30" • 36"

Insulated Lids & Adaptor Rings Available



Fergus Power Products

1-800-243-7584 Email fpproducts@prtcl.com www.ferguspowerproducts.com

Portable Restroom Trailers



13" Tires
23" High

| | |
|-------------------|--------|
| 8 Restroom . . . | \$4500 |
| 10 Restroom . . . | \$5000 |
| 14 Restroom . . . | \$5600 |
| 16 Restroom . . . | \$5900 |
| 20 Restroom . . . | \$7000 |

Call about our new design to haul handicaps

Used trailers also for sale

Steel Tanks



Polished Aluminum Skirting and Tool Boxes

- NEW • 2011 Dodge, 4x4, 1,000 Waste, 300 Fresh\$67,500
- NEW • 2011 Ford 550, 950 Waste, 330 Fresh.....\$63,000
- NEW • 2011 Dodge 5500, 1000 Waste, 300 Fresh ..New 4x2 \$64,000
- 2004 International, 135,000 Miles, 2500 Gallon Tank\$49,000
- 2001 International, New 2300 Gallon Tank.....\$37,500

Trailer Mount Slide-in Tank

600 gallons waste/200 gallons fresh water.

\$14,000



SLIDE-IN UNITS & USED TRUCKS AVAILABLE / MASPORT, JUROP & CONDE VACUUM PUMPS

CHECK OUR PRICES

LANE'S VACUUM TANK, INC.

3133 VANZORA RD. • BENTON, KY 42025

800.592.3308 • 270.527.9945

RODNEY LANE'S CELL 270.832.3793

We stand behind our trucks and trailers!



Indy 2012

Education Day: MONDAY, FEBRUARY 27, 2012

Exhibits Open: TUESDAY, FEBRUARY 28-THURSDAY, MARCH 1, 2012

INDIANA CONVENTION CENTER
INDIANAPOLIS, INDIANA

Scan this tag for more information



Get the free mobile app at
<http://gettag.mobi>

visitindy.com/pumpershow

TOP LINE



**RECIRCULATING
KIT**

**FRESH
WATER
FLUSH**



HAND WASH



AQUASTAND



**CALL US NOW
TO RECEIVE
THE NEW ARMAL
PARTS CATALOGUE**
770 491 6410

Armal Parts

Armal

Armal Inc. 122 Hudson Industrial Drive, Griffin, GA 30224 - USA
Phone 770 491 6410 - Fax 770 491 9458 - Toll Free 866 873 7796
armal-inc@armal.biz

Armal
www.armal.biz

Dewatering Made Simple



Roll-Off Sludge Mate®



Fifth Wheel Sludge Mate®



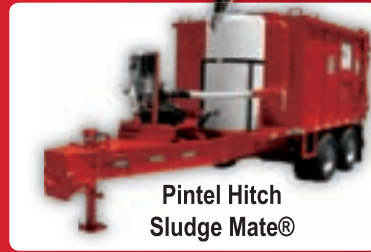
Goose Neck Sludge Mate®



Tipping Stand Sludge Mate®



Large Debris Strainer



Pintel Hitch Sludge Mate®



Poly-Mate® Polymer Injection System

From coast to coast the most economical and simple way to dewater municipal sludge. Do away with aging drying beds. Quit hauling water for disposal just because 1-2% are solids. Don't even consider complicated expensive and hard to maintain mechanical dewatering devices. The Sludge Mate® together with the Poly-Mate® form a dynamic duo of dewatering.



Flo Trend® Systems
713-699-0152
800-762-9893
www.flotrend.com
sales@flotrend.com

SHOWER TRAILERS

DISASTER RELIEF - ARE YOU PREPARED?

Call Now



Standard Options

- Includes LPG Heat On Demand Water Heaters
- Private Showers
- Changing Area with Optional Bench
- Water Resistant Interior
- Steel Studs & Roof rafters
- Exhaust fans



info@cohsi.com ■ 877.382.2935 ■ www.cohsi.com



Odor Problems?

Septic odor stops with
SWEET AIR™
FILTERING DEVICE

— THE ORIGINAL —



SWEET SEPTIC SYSTEMS, INC.
5701 Mother Lode Drive • Placerville, CA 95667

800-622-8768

sweetair.com Fax: 530-622-1087

You're looking at the

BEST vacuum tank in the industry, ... and the **guys who guarantee it!**



AMTHOR MATADOR RUNABOUT ON AN INTERNATIONAL TERRASTAR

Hank Vanderveen, Butch Amthor and Brian Amthor

- Full line of septic and round and flat portable restroom vacuum tanks.
- Available in aluminum, steel or stainless steel. Dumping and ASME options.
- Thickest vacuum tanks in the industry.
- No external rings and full head baffles.
- Units in stock and ready for immediate delivery.
- In house financing - numerous options, competitive rates.
- 10 year leak free warranty on all of our aluminum vacuum tanks.
- Work directly with the factory that manufactures and assembles each unit.
- Worldwide distribution, American made, family owned.



Fred S. Steingold practices law in Ann Arbor, Mich. He is the author of Legal Guide for Starting and Running a Small Business and The Employer's Legal Handbook, published by Nolo. Legal strategies may vary depending on the state in which you live and the specifics of your situation. See your lawyer for legal advice.



The Art of Debt Collection

When customers fail to pay their bills, you have a variety of remedies. Being persistent without resorting to harassment will bring results.

By Fred S. Steingold

If you extend credit to your customers, sooner or later you'll have trouble collecting unpaid bills. Your first goal, of course, is to get paid. A second goal is to avoid legal problems and unnecessary expense in the collection process. And you also may want to be able to do business with the slow-paying customer in the future, if possible.

Extending credit will never be risk-free, but you can reduce the risk by screening those who apply for credit, especially where larger sums of money are involved. Make sure the credit terms are clear. The customer should know when payments are due, how much is due and what penalties will result from late payment.

Many debtors give priority to bills that bear interest or service charges. Your lawyer can tell you how much you legally can charge in your state and how to set up the account.

PRECAUTIONS UP FRONT

When you first extend credit to a customer, get his or her signature on a credit application that explains the terms of payment. In addition, get the customer's address and phone number for both home and work. That will make it easier to get in touch if payments aren't made.

If you extend credit to a small corporation without a proven track record, have owners co-sign the credit application as individuals so that they will be personally liable if the corporation later goes broke.

If there's a credit bureau in your city, consider ordering a credit report. This can help you avoid getting in too deep with a customer who had payment problems in the past. As you continue to do business with a customer, try to get signed orders for services, or at least get a receipt, so that you can later verify that the service was performed.

Accepting credit cards is a good form of protection. This transfers any collection problems to the bank issuing the card. Such convenience doesn't come free — you must decide whether you have enough collection problems to justify the credit card fees.

OVERDUE BILLS

Let's assume your company has extended credit directly to a customer and that no credit card is involved. What do you do if the bill is overdue? Prompt action is essential. The longer you wait, the harder it will be to get paid in full. Let the debtor know that you intend to pursue the matter and that you expect payment in accordance with your usual policies.

Develop a set of three letters that escalate in urgency. Your first letter can be a simple request for payment. You might suggest that perhaps the bill was overlooked. Encourage the customer to send payment immediately to maintain a good credit rating.

The second and third letters should be polite, but increasingly firm. In the third letter, state that if payment isn't received promptly, you plan to take collection action.

Vary the format of your letters. Each one should look a little different. Avoid letters that look like form letters. Mention the specifics of the transaction, including the service the customer bought. And remind the

The most practical way to collect is through garnishment. This allows you to reach into the debtor's bank account to collect the money or to require the debtor's employer to pay it to you out of wages.

debtor that continued delay means you'll assess further interest and late payment charges.

Have the letter signed by a responsible company officer. Provide a return envelope to make payment easier. Suggest that the customer contact you immediately if there's a problem that will cause any further delay in payment. Occasionally, you may wish to follow up with a telephone call or certified letter. That will get the debtor's attention.

DON'T PUSH TOO HARD

But be aware that if your collection efforts get too aggressive, the debtor may sue you. Your lawyer can give you specific guidance on collection practices that can get you in trouble in your state. Generally, you should avoid calling debtors late at night or early in the morning. Some state laws specifically say that unless you have the debtor's permission, you should make phone calls only between 8 a.m. and 9 p.m.

Be careful not to mislead or deceive a debtor by writing a collection letter on a lawyer's letterhead or credit bureau stationery. Don't contact the debtor's employer unless the person has given you permission in advance. However, it's usually all right to contact the employer if you're only trying to locate the debtor or verify his or her employment.

What if you've extended credit to someone and, despite all your efforts, the bill remains unpaid? At that point, you can turn the matter over to a collection agency or a lawyer. Another alternative is to proceed in small claims court yourself. That way, if you get a judgment and collect, you won't have to share the proceeds with a collection agency or a lawyer.

WHEN TO WRITE IT OFF

Procedures in small claims court are simple and speedy. Court personnel are usually able to help you complete the papers. But obtaining a judgment is just the first step. You must still collect on it.

The most practical way to collect is through garnishment. This allows you to reach into the debtor's bank account to collect the money or to require the debtor's employer to pay it to you out of wages. That's why it's important to get as much information as possible upfront about bank accounts and employment.

There are other methods of collecting a judgment, such as going after the debtor's real estate or personal property, but these are much more complicated procedures and generally less productive than garnishment.

As a rule of thumb, if you can't collect the debt from bank accounts or wages, you should consider cutting your losses by writing off the debt. Some unpaid bills are hopeless. It doesn't pay to spend your time, money and energy chasing after bills where the chances of recovery are practically nil. ■



VAC-CON

MORE POWER TO YOU

PRE-OWNED EQUIPMENT



2005 VAC-CON V321LHAD

- 2005 IH 7600
- CAT C-13 380 HP / 10-SPD
- 50 @ 3000 / DEUTZ 138 HP
- Mileage: 31,000

\$195,500



2005 VAC-CON V312LHAE

- 2006 INTERNATIONAL 7400
- 300 HP / ALLISON 3000RDS
- 80 @ 2000 / DEUTZ 138 HP
- Mileage: 76,600

RECONDITIONED \$205,000



2001 VAC-CON V312LHA

- 2002 Sterling LT7501
- CAT 275 HP / Allison MD3060
- 60 @ 2000 / Cummins 110 HP
- HYDRO-X PACKAGE

RECONDITIONED \$155,000



2001 VAC-CON VPD3611SHA/1300

- 2002 INTERNATIONAL 2654
- 275 HP / ALLISON MD3060
- 60 @ 2000 / CUMMINS B3.9
- Mileage: 33,000

RECONDITIONED \$165,000



2006 VAC-CON V312LHAD

- 2007 STERLING LT7501
- CAT 275 HP / Allison 3000RDS
- 50 @ 3000 / DEUTZ 138 HP
- Mileage: 23,000

\$209,500



2000 VAC-CON VPD3609SHA

- 2001 IH 2654
- 275 HP / Allison MD3060
- 60 @ 2000 / John Deere 4045T
- Mileage: Approx 45,000

\$145,000



2001 VAC-CON V312LHAD/1300

- 2001 Sterling LT9501
- CAT 380 HP / 10-Speed
- 80 @ 2000 / Cummins 110 HP
- Mileage: 73,000

RECONDITIONED \$185,000



2004 VAC-CON V311LHAD

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

RECONDITIONED \$195,000



Ultimate Lease Hotline:
888-817-1757

969 Hall Park Drive • Green Cove Springs, FL 32043 U.S.A.
Tel: 904-284-4200 • Fax: 904-284-3305
www.vac-con.com • vns@vac-con.com

Quality People Doing Quality Work

DOT Oilfield Vacuum Units



Portable Toilet Unit

650/350 Portable Toilet Restroom Service Units.



Vacuum Septic Units



Mini Vac Trailers

500 Gallon Rear Open Basin Cleaner with Blower System



Slide-In Units

300/100 Portable Restroom Service Slide In Unit



P.O. Box 1107 - 135 E Mile Road - Kalkaska, MI 49646
p: 231.258.4870 - f: 231.258.2019 - sales@marshind.com

800.952.1537 - WWW.MARSHIND.COM



Check out the Marsh Industrial facebook page.

See the progress of some of our units in the making.

EQUIPMENT FINANCING SOLUTIONS

Stimulate Your Business With



- New and Used Equipment Financing
- Competitive Rates and Terms
- Direct Lender/No Hidden Costs

Webster Capital Finance offers equipment leasing and financing services tailored to the unique requirements of the waste management and environmental industries.

Unlike many traditional lenders, our sales team has expertise in both financing and waste management. We understand the kind of payment plans that make sense for your industry, the equipment, and day-to-day business issues you face.

When you work with Webster Capital Finance, you're teaming up with professionals who understand your business and what it takes to help it grow.

Webstercapitalfinance.com

NYSE:WBS*

EXISTING CUSTOMERS & VENDORS NATIONWIDE

Robert Marino, Sr. Vice President, General Manager
800.344.2224
rmarino@webstercapitalfinance.com

MID-ATLANTIC

Jim Ellixson
800.344.2224
jellixson@webstercapitalfinance.com

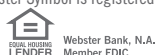
NEW ENGLAND

Andy Stephanou
800.478.8882
astephanou@webstercapitalfinance.com

All credit products subject to the normal credit approval process.

* The NYSE ticker symbol of WBS is assigned to Webster Financial Corporation and does not constitute an offer to buy or sell securities by the Company, its subsidiaries or any associated party and is meant purely for informational purposes.

Webster Capital Finance is a service mark of Webster Financial Corporation. The Webster Symbol is registered in the U.S. Patent and Trademark Office. Webster Capital Finance is a subsidiary of Webster Bank, N.A. Member FDIC.



24" HEAVY DUTY MULTI-PURPOSE FLAT RISER LID

FREE FREIGHT
 on Full Cartons!

Fits most commercially
 available:

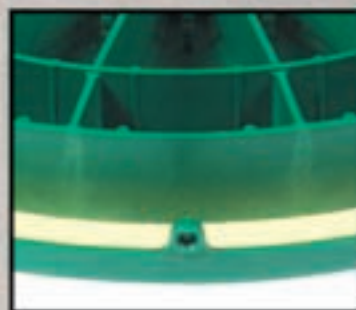
- Risers
- IPEX PVC Ribbed Pipe
- Corrugated Pipe



**LID MAY BE USED WITH OR
 WITHOUT CONCRETE CENTER**



Secured by 6 Vertical and
 4 Horizontal Safety Screws.
 Screws Included.



Foamed-in Permanent
 Polyurethane Gasket.



Concrete Keepers™
 Holds up to 70 lbs of Concrete
 for Added Safety.



Tuf-Tite® Riser
 Water-TITE Joint Vertical and
 Horizontal Safety Screws



Corrugated HDPE Pipe
 Water-TITE Joint Horizontal
 Safety Screws



Corrugated PVC Pipe
 Water-TITE Joint Horizontal
 Safety Screws



IPEX Ribbed PVC Pipe
 Water-TITE Joint Horizontal
 Safety Screws



Plastic Riser
 Water-TITE Joint Horizontal
 Safety Screws

Building A World of Solutions

The cube features the following categories on its visible faces:

- Blower Repair
- Waterblast Rentals
- Equipment Refurbish
- Parts
- Used Equipment
- Accessories
- Training

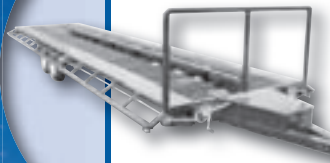
For more information visit www.fssolutionsgroup.com or call 800.822.8785

Wee Engineer
 WITH IMAGINATION

Call us for a quote

WE

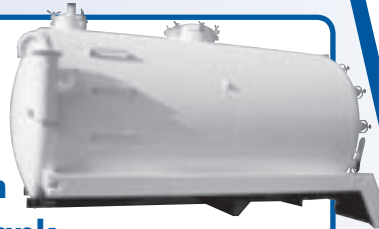
Best Heavy-Duty Portable Toilet Trailers on the Market



IN STOCK
 28 ft...\$9,950

Has 4 center fold-down T-bars to accommodate handicap toilets. Our customers are pleased with the time they save loading and unloading toilets from our uniquely designed tie-down.

2500 gallon carbon steel tank



Painted white, with top and rear manways, valves, and lights.

Price..... \$13,950

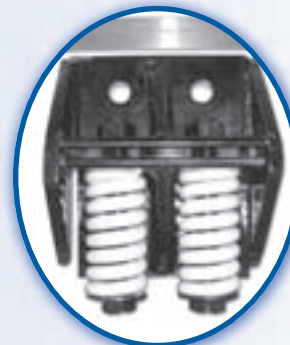
HEATED COLLARS



Preventing your valves from freezing will help your profits during the winter months.

- 1.5-2" **\$110**
- 3" **\$165**
- 4" **\$198**
- 6" **\$297**

Installation kit and 110 volt heater kit available



SPRING MOUNTS

decrease fatigue on your tank frame, mounts to most tanks, easy bolt or weld-on style, heavy-duty stress relieved springs. **Mounts with springs..\$82.00**
Springs alone
**\$11.00 each**

P.O. Box 39 Dayton, IN 47941 Toll-Free: **877-296-2555** Phone: **765-296-2027** Fax: **765-296-3027**

www.wee-engineer.com

Satellite's Lowest Priced Restroom!

GLOBAL *with* **DIRTBUSTER BASE!**



Twice As Much Fresh Air

The open grid provides twice as much ventilation as a unit with a solid base. It's the most cost effective method for eliminating unwanted odors.

Keep Dirt Where It Belongs

The Dirtbuster base allows mud, dirt and debris to fall through the open grid system and back onto the ground where it belongs. Clean up takes less time and your restrooms will look clean longer.



*Strong Hover Handle
Heavy Duty Hinge
3 Roll Paper Guard
Large Logo Area
Choice of Corner Moldings
Corner Shelf*

www.satelliteindustries.com



Open the door on a Global and what do you see? A clean floor for one. It's why the Dirtbuster base is the ideal floor for construction sites. Another unique feature of a Global is that the shelf, paper holder, urinal and vent pipe are the same color as the walls for a nice, uniform look.

Until you take a closer look, you will never see the unique features of a Global. Take the time to call or visit www.satelliteindustries.com for more info.



800-328-3332

A Matter of Inches

Inlet and outlet baffles must be carefully placed to ensure the cleanest effluent and the fewest issues over the life of the septic tank

By Roger E. Machmeier

Q In my 10 years of experience, the scum layer in the septic tank is thickest at the inlet end and tapers off, perhaps by 50 percent, at the outlet end. Also, the inlet pipe extends about one-third of the way vertically into the tank, whereas the outlet pipe extends halfway into the tank. This means an excessive scum layer (greater than 12 inches) usually reduces sewage flow into the tank — if not totally capping it off — long before the outlet pipe caps off.

I always measure the scum layer from the inlet end and note this for the customer. Also, I've found the bottom sludge layer is pretty uniformly distributed. Am I missing something?

A It is a good practice to measure the thickness of the scum layer and inform customers. The critical place, however, is at the outlet baffle so that scum or sludge is not carried out into the soil treatment unit.

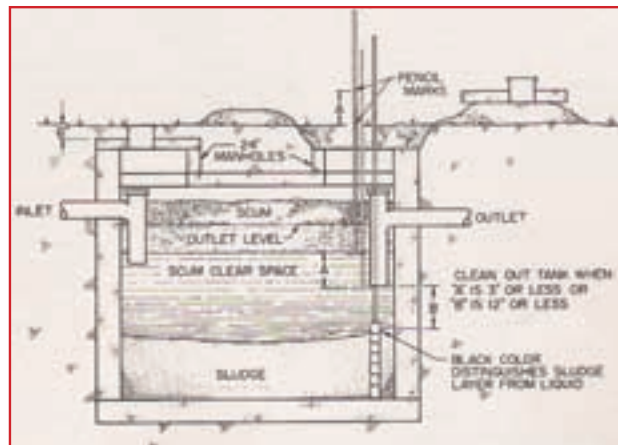
From your comments it would seem your area has different specifications for baffle submergence than we use in Minnesota. First of all, I will explain the dimensions Minnesota uses for septic tank baffle submergence and baffle extension above the liquid level.

Research on septic tank performance and dimensions was made quite a few years ago. We have used those results in septic tank specifications for Minnesota. Those dimensions are shown in the graphic.

The length of the septic tank should be two to three times greater than the width. The purpose is to provide a settling distance and prevent *short-circuiting*, which means some of the sewage inflow to the tank flows out at the same time.

The septic tank liquid depth, D , is used as the basis for other dimensions in the tank. To provide for floating scum storage, the inlet and outlet baffles must extend $0.2D$ above the liquid level. The top of these baffles must be no closer than 1 inch to the tank cover. These dimensions are to provide for adequate scum storage and movement of gases through the septic tank.

The inlet baffle must extend at least 1 inch above the top of the inlet sewer pipe. The inlet baffles must extend at least 6 inches into the liquid level, but no more than $0.2D$. The invert (bottom) of the house sewer must be at least 3 inches above the liquid level of the septic tank. This is to provide a downward velocity to the incoming sewage so the scum is carried down and past the bottom of the inlet baffle.



The septic tank should be cleaned when the bottom of the scum layer is measured to be 3 inches or closer to the bottom of the outlet baffle. Or the tank should be cleaned if the sludge layer is 12 inches or less below the bottom of the outlet baffle.

PUMPING RECOMMENDATIONS

The outlet baffle should extend a depth of $0.4D$ into the liquid of the septic tank. Septic tank research studied the location of the bottom of the outlet baffle to determine the depth providing the cleanest effluent to be discharged. That dimension may not be as critical now since the advent of outlet filters.

The septic tank should be cleaned when the bottom of the scum layer is measured to be 3 inches or closer to the bottom of the outlet baffle. Or the tank should be cleaned if the sludge layer is 12 inches or less below the bottom of the outlet baffle.

To explain the various dimensions, I will use a septic tank liquid depth of 60 inches. The inlet baffle should extend at least 6 inches, but no more than 12 inches into the liquid level of the tank. The inlet baffle should extend 12 inches above the liquid level of the tank. This is a total baffle length of 18 to 24 inches.

The outlet baffle should extend 24 inches into the liquid depth and 12 inches above the liquid level, which is the elevation of the invert of the outlet pipe. This is a total outlet baffle length of 36 inches.

You indicated the scum layer was the thickest at the inlet end of the septic tanks you observed. Those tanks may not have the specified 3-inch drop from the inlet sewer to the liquid level in the septic tank. Also, your inlet baffle extends farther into the liquid depth than suggested by the research. This is also true of your outlet baffle.

Scum buildup near the inlet of the septic tank would not be of concern as far as effluent quality. It would be of concern if the scum tended to prevent the flow of sewage into the tank.

Scum buildup near the bottom of the outlet baffle is of concern because of particles being discharged with the effluent. In a similar way, if the sludge is too high, particles will be carried along with the flowing effluent. As we all know, effluent quality is a top concern in the successful operation of an onsite sewage treatment system.

REFERENCE INFORMATION

Another column I wrote addressed a question about deteriorat-

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.



ing concrete septic tanks. Carl S. Buchman, P.E., executive director of the Precast Concrete Association of New York, responded. He noted the National Precast Concrete Association has a booklet on concrete septic tank design, manufacture, and installation, *Best Practices Manual — Precast Concrete On-Site Wastewater Tanks*, available at the website, www.precast.org.

Buchman reported that PCANY published a series of *Tech Notes* on various aspects of septic tanks, including testing for water tightness, proper installation, warranties, etc.

“PCANY instituted a Certification Program for septic tanks, intended to assure the public and officials that tanks are properly designed, fabricated and tested for water tightness,” Buchman explained. “The NPCA has a similar program (patterned after ours). I don’t care under which program tanks are certified, as long as they deliver the same quality.” ■

Problem **The New Way For Grease Disposal**
Does your customer have one?



Order with or without the containment and save cost

The Outdoor EnviroTub is environmentally friendly and made from 100% recycled materials. Light-weight for easy movement. Stores up to 1,200 pounds of grease. Non-stick plastic surface for easy cleaning and eliminates grease build up. Self closing lid to reduce odors and rain water. Built in containment, catches overflow, spills, perfect for coastal communities. Keeps trash areas clean, endorsed by property management and restaurant companies.

The indoor tub made to keep grease thieves away. Stores up to 55 gallons of grease. Fits under most two and three compartment sinks. Perfect for small kitchens with limited space, malls, colleges and food courts.

- > Self Closing Lid
- > Full Containment
- > 100% Recycled Plastic
- > Easily movable

ENVIROTUB

PO Box 1343, Corona, CA 92878
www.envirotub.com 1.866.777.4322

Bag Full



pumper.com

- > Classifieds
- > Truck Stop Ads
- > E-zines
- > Product Categories

5500 Gallon Aluminum New! 2008 Freightliner CL120



New! 5500 Gallon Aluminum Custom Tank

(6) Manways on top between each baffle.

New! 2008 Freightliner CL120 Columbia

C-15 CAT - 475 Horsepower
20,000 lb. front axle
Eaton/Fuller Ultra Shift transmission.



\$146,900 Plus FET

800 Gallon Combo Tank 500 Waste/300 Fresh

Standard pumping system, dual service, dual controls, dual reels.
10' bed w/hydraulic liftgate.

New! 2008 GMC 7500
Auto trans., hydraulic brakes.
7.8 liter Isuzu, dual fuel tanks.

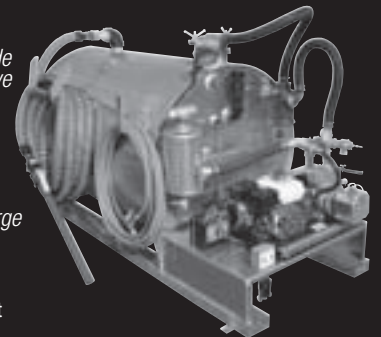
\$80,820



450 Gallon Slide In 300 Waste / 150 Fresh

Electric Start 4.8 HP Honda Conde Super 6 vacuum pump w/ 4-way valve
12 V washdown system w/50' hose
12 Volt battery
30' of 2" fill hose
3" Discharge

\$7,995 Plus Freight



Self-Contained • Skid Mounted • Lightweight Aluminum
Easily Maneuvered • Fits Standard Pick-Up

Toll-Free: **1-888-848-3727**

email: lctanks@bellsouth.net

fax: 270-898-4055

LaVerne Charlet 175 Cascade Drive, Paducah, KY 42003

LC.TANKS

Full Service Vacuum Equipment Manufacturer

Tanks & Trucks Built to Your Specs

Begin with affordable, durable steel. From bare tanks to complete trucks!



All **ST Series** tank packages share the same standard options. Call for a quote today on tank sizes and capacities ranging from 1500 to 5000 gallons.

- 1/4 inch mild steel
- Full length frame rails
- Full length hose trays
- (3) 8" sight eyes
- 20 inch top hatch
- 25 inch rear hatch
- Curb side ladder
- 1.5" vacuum relief valve
- 1.5" pressure relief valve
- 12" primary shut off
- Secondary shut off
- (2) 1/4" steel baffles
- 3" intake w/lever valve
- 4" discharge w/lever valve
- Mounting hardware
- Work lights & LED tail lights
- Rear mounted hose hangers
- White urethane top-coat

Tank packages start as low as... **\$13,145**

Recently Completed



Buerk's Septic Service & Mfg., PA
4500 gallon tri-axle

Custom Tanks & Components

Specialized tank designs, custom configurations and all tank components



Full open door assemblies
54" to 84" diameter.

Parts and Accessories

Visit our online store: shop.tanksandpumps.com

Complete line of tank accessories and components

Tank to Chassis Hold Down Kits

Open Door Gaskets for IBEX and L.M.E. tanks



New and Rebuilt Pumps

Pump trade-ins welcome

MASPORT
FRUITLAND

JUROP
MORO

NVE
PB PUMP

HERTELL
BATTIONI



1105 SE 2nd Street P.O. Box 142 Galva, IL 61434
Phone: 800-545-0174 309-932-3311 Fax: 309-932-3155
www.tanksandpumps.com www.pbumps.com

Pump! Save! Earn!

With **PRO-PUMP**

The Finest Name in Biological Products for Septic Systems, System Recovery, Odor Elimination and More...



- Septic System Treatment
- Absorption System Recovery
- Aerobic System Treatment
- Drain & Grease Traps
- Solids Reduction
- Odor Control
- Bio-remediation

Our 33rd Year!

Call Greg Toll Free at 1-800-326-7867 and ask about our Special Discounts & Free Freight!

Solving Problems, Naturally!

Ecological Laboratories INC.

TOLL FREE: 1-800-326-7867 • FAX: 516-823-3440 • EMAIL: info@propump.com

Visit our web site at: www.propump.com

NEW
Seal-R Ring
Sizes:
**12", 15"
& 36"**

RESER: Dual-wall plastic culvert pipe.

Inner safety lid.

Seal it Tight! Seal it Easy! Seal it Fast!

- Easy 10 minute installation!
- Secure fit for all systems!
- Made & sold by septic installers!
- Prevent ground water infiltration and save money at the same time!

Apply foam sealant to tank.

Place ring over opening and apply foam.

Place plastic maintenance pipe on ring.

Install lid.

Are you tired of using risers that are too tall or too short for the job you are completing? Plastic riser pipe will give an exact height each time. Try our system and you will never have to carry concrete pipe and lids again. Save time by not having to assemble multiple sections.

Seal-R™ Lids Available in 12", 15", 18", 24", 30", 36"
Seal-R™ Rings Available in 12", 15", 18", 24", 30", 36"
Inner Safety Lids Available in 18", 24"
Seal-R™ Lids can be personalized

For more information, call us today!

BrenLin Company, Inc
Manufacturers of Seal-R™ Products
Herman, MN
888-606-1998
Fax: 320-677-3001 • E-mail: brenlin@frontiernet.net
www.seal-r.com

BEST ENTERPRISES, INC.



We build Grease Trucks

Thank you to Dave Nessralla of Clean Portable Restrooms for purchasing his second 1500 gallon Stainless Steel Tank on a 2011 Kenworth truck.



We build Potty Trucks

Thank you to Sewer Bee who had us transfer their stainless steel tank onto this nice new truck! Another customer who loves their stainless steel tanks from Best!



We build Septic Trucks

Thank you to Centreline Equipment for purchasing their second 2011 Hino with a 1100/250/150 Stainless Steel Tank!

300/110 Slide In Unit



Thank you to:
Orange County
Pumping for purchasing
a 300/110 SS Tank

Thank you to:
Porta John for purchasing
Two 300/110
SS Tanks!

Thank you to Porta
John for purchasing
this 500/250 SS Slide
In Unit.

Custom slide in
units available.
Build it the way
you want it! Call us
today!

500/250 Slide In Unit



We build them all - in Stainless!

Best Enterprises, Inc. www.bestenterprises.net 1-800-288-2378
Cabot, AR PH: (501)988-1905 Fax: (501)988-2880

Milwaukee Rubber Products

KANAFLEX HOSE

Rubber Hose 300 EPDM

All Weather Water
Suction Hose



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

220 RS

Low Temp Rubber
Water Hose



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

180 AR

Abrasion Resistant
Suction Hose



1-1/4", 1-1/2", 2",
2-1/2", 3", 3-1/2", 4",
6", 8" Cut to Length

180 HR

High Temp Suction



4", 6", 8" Cut to
Length

KANALINE SR

Suction & Discharge
Hose



1-1/2", 2", 3", 4", 6",
8", 10" Cut to Length

Plastiflex Black/ Yellow Hi-Vac Suc- tion Hose (Tigertail)



1-1/2", 2", 3" Lengths: 20,
25, 30, 35, 40, 50, and 60
FT. W/Cuffs.

Sewer Hose Guides



2" ID X 3'
3" ID X 3'

W/Cuffs, Clamp,
Rope & Ring

Green Monster Vac Hose



2", 3", 4", 5", 6", 8"
50 ft Boom Hose,
Cut Lengths available

Piranha Hose



Sewer Jetting Hose

Hose For All Applications

Chemical Hose,
Water, Air,
Septic, Oil Hose,
Compressor Hose,
Grout Hose, Sand-
blast, Hot Air, Hot Tar,
Asphalt Hose, Push-
On, Vac Hose.

Call For Your
Application.

VALVES

Brass Lever Action Gate Valves



2", 3",
4", 6"

Piston Valves

Brass 4", 6", 8"
Flanged Brass
4", 6", 8"
Flanged X
Threaded Brass
4", 6", 8"



Double Acting Pneumatic Actuator



4", 6" and 8" brass
piston gate valves

Betts Sliding Gate Valve



3", 4", 6"
sizes Flange X
Flange, and
Flange X
Thread

Non-Bolted Ball Valves



2", 3", 4"
sizes

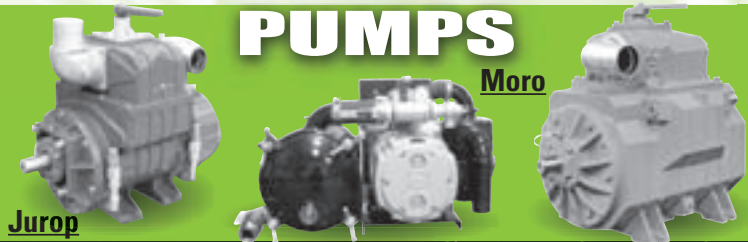
Poly Pro Ball Valve



Compact Pro 2"
Full Port
1-1/2", 2", 3", 4"
90° With Handle 2"

PUMPS

Moro



Jurop

Call For Prices Toll-Free

1.800.325.3730

www.milwaukeeerubber.com

Milwaukee Rubber Products, Inc.
P.O. Box 451 • Butler, WI 53007
N52 W13319 Falls Creek Ct.
Menomonee Falls, WI 53051



If you are looking for a vacuum truck and you want

**Stainless
Steel or
Aluminum,**



**A Western
Star built
for power
& payload,**



**A Western
Star built
to your
specs,**



**A 2300
gallon on
a single
axle,**



Badger Vacuum Trucks is the one stop source for trucks & tanks ready to go

Call Us Today **888-201-9166**
Toll-Free:

www.badgertruck.com

Septic - Portable Toilet - Hoisted Vacuum - Slide-Ins
New Units Available / Trade-ins Accepted!
Financing & Lease Plans



Putting the Power in Your Hands for 30 Years

Water Cannon, Inc. has been in the business of supplying pressure washers, parts and equipment since 1981. Our goal is to provide the best quality products and service at the best prices. We look forward to serving you!

LOWEST PRICE ANYWHERE

WC3200 6.5HP
2.5 gpm @ 3200 PSI

\$499



12V68
5.5 gpm @ 3500 PSI

\$1999



5 Locations Nationwide

19V35
5.5 gpm @ 3500 PSI

\$3799



CUSTOMIZED SHIPPABLE TRAILER SYSTEMS



**WATER
CANNON**

1-800-333-WASH (9274)
www.WaterCannon.com





Classy Truck of the Month

Yooper Septic & Waste Rapid River, Mich.

Owner John deVeaux started his new septic service business by outfitting this snappy red, white and blue 2004 Freightliner M2 vacuum rig built out from a generic box truck by Imperial Industries Inc. The truck has a 2,300-gallon steel tank combined with a Masport 360-cfm liquid-cooled pump for use on septic systems and portable restrooms. The truck is powered by a Caterpillar 3126E 230-hp engine tied to a Fuller 6-speed transmission. Designed for cold-weather service and land-spreading, the truck has heated valves, an Imperial screen/filter with 38-degree deflector and handy air switches to open and close rear valves from the cab. Imperial painted the tank. The cab was painted by Ward's Auto Body. Vinyl graphics are from Meier's Signs. The interior has leather seats, air-ride, stereo, air conditioning and TomTom GPS. ■

SHOW US YOURS!

Got a truck with real WOW appeal? Show it off to Pumper readers!

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

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

TIRED OF GIVING AWAY YOUR PROFITS TO OTHERS? CHEMPACE HAS MANY STRATEGIES FOR EXPANDING YOUR BUSINESS!

NEW PACKAGING OPTIONS!

PRIVATE LABELING

Increase your profits every time you pump with bioForce Packets – Septic Tank Treatment

Make an additional \$20.00-\$40.00 profit at every service call!
Private labeling available at **no charge**.

chempace
corporation
www.Chempace.com 800.423.5350

Find us on Facebook

DEODORIZING · ODOR CONTROL · CLEANING SOLUTIONS

Mobile Dewatering Solutions



BDP offers belt press sizes to fit your needs with these advantages:

- Feed Distributor, Gravity Zone at waist level to operator
- Cake Discharge high enough to discharge directly to truck
- Accessibility for maintenance and cleaning
- Tubular Frame — Stronger & Reduced Corrosion
- Broad range of sizes from tractor trailer, skids, and small pick-up truck units



Industry References: Synagro Inc. • Blue Heron
MSD Environmental • Parker Aggregates • LWI, Inc.

Email: kelly@bdpindustries.com

Sales: 518-527-5417

Factory: 518-695-6851

Fax: 518-695-5417

Visit us at

weftec 2011
The Water Quality Show

Booth 1967

BDP INDUSTRIES
www.bdpindustries.com



Toll Free 888-999-3290

TruCore Sludge Sampler

Rapidly becoming the new standard in sludge sampling



Tired of taking multiple samples just to guess the sludge depth?

Why not buy a TruCore and sample once with confidence?

- Quick & Accurate sampling
- Even works in thick sludge
- No mess release of sample
- Simple straight-thru design
- Clear tube is made of Polycarbonate
- Inside diameter of 1-3/8"
- Can be extended

Visit our website to see a video demonstration of the accuracy and ease of the TruCore!

Check Out our other quality solutions!

Filters, Orifice Shields, Float Trees, Risers & Covers, Security Nets, Clean-Out Sweeps, etc.....

Call us or visit our website.

Toll Free 888-999-3290

www.simtechfilter.com

One Complete Package

promonthly.com

cleaner.com

pumper.com

mswmag.com

onsiteinstaller.com

pumpershow.com

pumpertrader.com



gomcmag.com

tpomag.com

septicyellowpages.com

sewerpages.com

COLE Publishing

1.800.257.7222

715.546.3346

Performance & Image are Everything

PRO-VAC
INDUSTRIAL PUMPOUT STATION



The Conde ProVac Unit is an industrial liquid waste pumping system that is ideal for grease trap pumping.

RUGGED AND RELIABLE PROFESSIONAL EQUIPMENT that pays for itself over and over again!

NEW!!!
PRO-CHOCK

The NEW Conde ProChock is the perfect answer to your ProVac transportation needs. Four secure frame hold-down points that snap into place in seconds and you're down the road. Quick, easy installation.

Works with new & all older versions!!!



Conde Conde

Westmoor Ltd.

MANUFACTURERS OF:



Est. 1939

Vacuum Technology

WESTMOOR LTD.

906 WEST HAMILTON AVE
SHERRILL NY 13461

PUMP & ENGINE PACKAGES

From 35 to 230 CFM

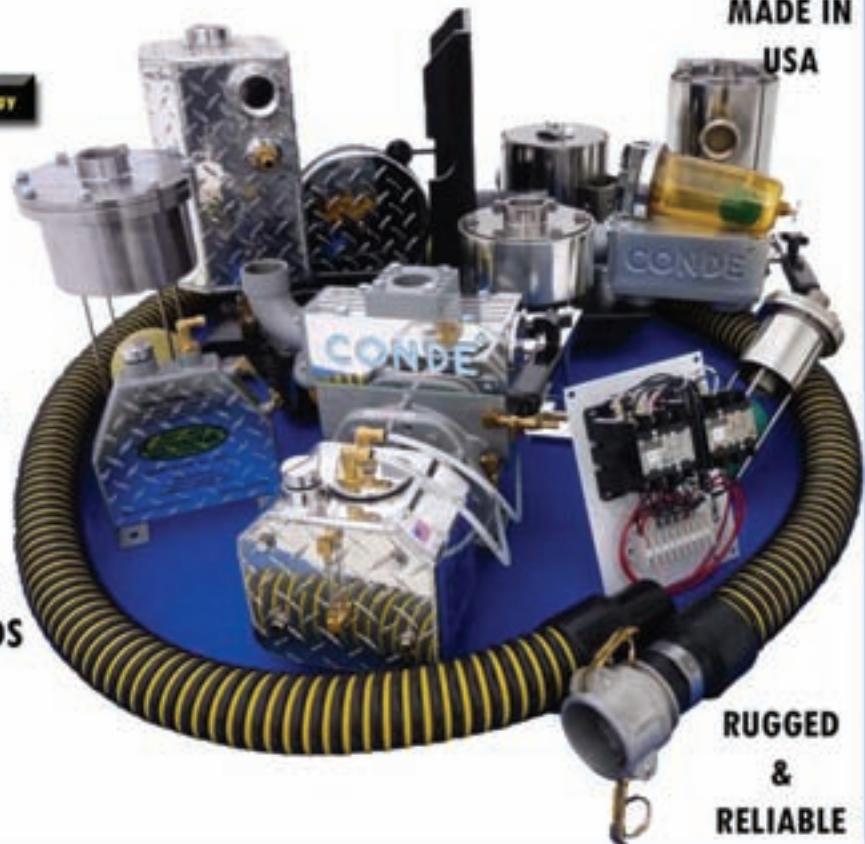
BUILT TO LAST

**QUALITY ACCESSORIES AVAILABLE
TO COMPLETE YOUR PUMPING NEEDS**

800-367-0972

www.westmoorltd.com

fax: 315-363-0193



**MADE IN
USA**

**RUGGED
&
RELIABLE**



IMPERIAL INDUSTRIES INCORPORATED



COVERING ALL YOUR PORTABLE SERVICE NEEDS!



DODGE 5500 1175 ALUM AND F450 875 GALLON STEEL SERVICE UNIT

SELF CONTAINED UNITS



SUPERIOR DESIGN UNBEATABLE QUALITY
100 GALLON SELF CONTAINED UNIT
 25 water and 75 waste



VERSATILE UNIT USED ON:
 GOLF COURSES
 MARINAS
 HIKING TRAILS
 RECREATION AREAS

ASK ABOUT OUR ALUMINUM ANTI CORROSION KIT

ROTO MOLDED PRODUCTS
 TOILETS
 WASH STATION
 SANITIZER STAND
 SAFE-T-FRESH



Randy Tischendorf
 randy@imperialind.com

Jim Stieber
 jim@imperialind.com

Mark King
 800-722-7382
 mking@vhautos



800-558-2945

www.imperialind.com

THE PROUD TRADITION CONTINUES..

BACK HURTING

FROM PUMPING SEPTICS OR GREASE TRAPS?

END THE PAIN!



The Ultimate hand-held, powered agitator for septic tanks, grease traps and car wash pits

WWW.CRUSTBUSTERS.COM • 888.878.2296

Schmitz Brothers L.L.C.
 PHONE 763.878.2296
 FAX 763.878.2299



ASK ABOUT OUR "BUSTER BRACKETS" FOR TRUCK MOUNTING

CRUST BUSTERS



Visit Our Web Site

www.Pumper.com

On the web site you will find the latest e-zine, product feature information, classifieds, editor's blog, discussion forum and more



Atlanta Rubber & Hydraulics

because you deserve more

We offer a vast selection of Pumper & Cleaner products to meet your *specific* needs.

- Kanaflex® Hose
- Quick Coupling Adapters
- Brass Valves
- Jetting and Sewer Hose
- Safety Products
- Gloves, Rain Suits, Boots, And more



Value Adding Services:

- Special Packaging
- Custom Assembly Work
- Fabrication
- On-Site Troubleshooting

Look no further, for the highest quality products at the most competitive price

Our customers are our main priority. We believe in **honesty, integrity** and **fairness** and apply those principles across every aspect of our business. The result is a level of customer service you won't find anywhere else. Discover for yourself what sets Atlanta Rubber & Hydraulics apart from the competition.

MAY SPECIAL

3" x 25' Green Black Septic Suction Hose - ONLY \$92 (Coupled M X F Aluminum Quick Couplings)

We've Moved!

1000 Marble Mill Circle, Marietta, GA 30060
Toll Free: 800-282-6272 PH: 770-955-5225
FX: 770-955-2377 Email: sales@atlantarubber.com

Visit Our Online Store www.AtlantaRubber.com

We've got your Septic Tank COVERED!



Strong green heavy wall polyethylene yet lightweight

Fits standard 18" & 24" double wall corrugated pipe (not included)

New safety net available upon request

Gaskets and safety hardware included with all covers

Can be filled with sand on site for added weight

Foam filled lids upon request

Can be customized with your name

Stop infiltration with a tank adapter.



Call Today!
419-282-5534

www.hedstromplastics.com



WORKMATE PORTABLE TOILET TRUCKS ♦ SEPTIC SERVICE TRUCKS TOILET & SERVICE TRAILERS

GAP Compliant



Field Sanitation Service Trailer



Septic Service Truck



Portable Toilet Service Truck



Aluminum Toilet Service Truck



WORKMATE TRUCKS

A Division of FMI Truck Sales & Service
Portland, Oregon

1-800-927-8750

Ask for JOHN BARRETT or go to www.fmitrucks.com



NAWT EXECUTIVE DIRECTOR: A. Thomas Ferrero, Jr.

NAWT BOARD OF DIRECTORS:
Roger Winter, President, Ontario
Bruce Fox, Vice President, PA
Ralph Macchio, Treasurer, NY
Tom Ferrero, Secretary, PA
Tom Frank, Past President, OH

Jim Anderson, MN
Mark Hacker, IN
Jace Ensor, NM
Tim Frank, OH
Bill Hall, CT
Wayne Hudson, DE

Tom Johnson, NY
Bob Kendall, WI
Frank King, MA
Susan Ruehl, OH
Carl Stenberg, MI

336 Chestnut Lane • Ambler, PA 19002 • 1-800-236-NAWT (6298) • Fax 267-200-0279 • www.nawt.org

This is a guest commentary from Eric Casey, executive director of the National Onsite Wastewater Recycling Association

Raise Awareness and Funds to Promote the Use of Onsite Systems

By Eric Casey

A disorganized industry, legislative and regulatory ignorance/inertia, public misconceptions, and a bias against the onsite/decentralized wastewater industry from competing interests have led to a situation where:

- Negative media coverage about onsite systems and solutions frequently goes unchallenged, regardless of accuracy.
- The industry's interests are often steamrolled by better-funded and organized interest groups when securing more favorable regulation and support.
- Our industry is almost always slighted in the funding necessary to address problems such as identifying and repairing failing systems, supporting and spreading the transfer of technologies, encouraging proper maintenance and more cost-effective ways to dispose of or reuse solid waste, and expanding

the use of onsite systems in rural, suburban, and even urban environments as a more economical and environmentally sound alternative to municipal sewers.

The most egregious example of the industry's lack of access to funding is the U.S. Environmental Protection Agency's Clean Water State Revolving Fund (SRF). In 2008, according to the EPA's website, the total amount of assistance provided by the fund through loans, grants and other means was slightly more than \$5.5 billion. The amount of assistance provided for onsite systems was \$9.1 million. That is less than 0.2 percent of available funding for 25 to 30 percent of the population using onsite systems.

SEWER PROJECTS SCORE

Virtually all of the remaining funding goes to municipal sewer projects. The EPA claims that 4 percent of SRF assistance goes to onsite projects, but the agency has not made public any data supporting that claim. Further, abundant anecdotal evidence suggests that much of the funding labeled as onsite/decentralized is spent for other purposes.

If our industry received funding commensurate with the number of homes and businesses it serves, its annual share would be \$1 to \$1.5 billion. With that amount, we could address problems associated with public image and education, practitioner training, remediation of systems, technology transfer, disposition/reuse of biosolids, and expansion of onsite systems. It also would help stabilize companies facing financial challenges and possibly increase employment.

We have a terrific story to tell. When properly installed and maintained, onsite systems are an ecologically sound, safe, and energy-efficient solution. They are frequently a more cost-effective alternative to sewers. They safely recharge dwindling aquifers. With disinfection, effluent is safe for reuse to flush toilets, wash cars and irrigate landscapes. Stabilized biosolids are an excellent and safe agricultural fertilizer. Onsite technologies have a key role in movement toward integrated watershed management. Proper funding would enable us to share these important stories with the public, the regulatory community and the environmental community.

GAINING MORE SUPPORT

The onsite community must recognize the need to work together to enlarge the pie for everyone. Success will not occur without a unified effort. While there are many possible ways to address the issue, the most direct route is to secure additional funding from federal sources such as the SRF and the U.S. Department of Agriculture's Rural Water Program. That funding would be used to:

1. Repair failing onsite systems.
2. Prevent future system malfunctions through proper maintenance and service.
3. Better educate the public and other stakeholders about the economic, ecological, and societal benefits of onsite systems.



Tom & Eileen:

Thank you for your tireless efforts in bringing NAWT to a whole new level! We wish you much success with your future endeavors.

Sincerely,

Ralph & Rosalie Macchio

4. Empower and encourage states to develop the capacity to receive and properly manage federal funding for onsite projects.

5. Develop professional standards to help eliminate substandard, shoddy, dishonest, and fraudulent activities.

6. Encourage faster and more consistent transfer of new technologies from the research stage to implementation in the field.

ACTION PLAN

1. Establish an Onsite Wastewater Coalition that includes the National Association of Wastewater Transporters, National Onsite Wastewater Recycling Association, related organizations, state affiliates, individual members, and manufacturers.

2. Secure funding from coalition members to develop a lobbying presence in Washington to change the disbursement of SRF monies.

3. Secure commitments from other coalition partners for support in areas such as research, public and media relations, grassroots advocacy and related activities.

4. Engage a Washington lobbying firm to develop the most effective strategies for carrying the coalition's message to the EPA and Congress, and to work on other issues as they arise.

5. Develop a working group of coalition members to define specific goals of the lobbying effort and to report on strategic approaches suggested by the lobbying firm.

IN CONCLUSION

When Willie Sutton was asked why he robbed banks, he replied, "That's where the money is." Many of our industry problems are unlikely to be addressed unless we go where the money is. The effort is not aimed at increasing federal spending; rather, it is intended to ensure that our industry secures funding commensurate with the role it plays in protecting the public's health and America's clean water.

Reach Eric Casey by phone at 703/535-5265 or by email at wecasey@nowra.org. ■

OFF THE SHELF

AMT
A Greenberg-Knudsen Company
"Right Product, On Time"

OFF THE SHELF

12 VOLT DC HIGH HEAD WASHDOWN PUMP

1 HP Washdown Duty Motor for Severe Operating Conditions

Investment Cast 316 Stainless Steel, Cast Iron or Cast Bronze Construction with High Efficiency Stainless Steel Impeller on all Models

Discharge Port Rotates in 90° Increments

Four Front Drain Plugs

Max. Flow 56 GPM Max. Head 80 Ft (30 PSI) Max. Temperature 200°F

The AMT 12 Volt DC Washdown Pumps are designed for pumper, septic service, OEM, and marine applications requiring a DC motor. The motor has one hour duty rating and is furnished with a grade 303 stainless steel shaft. Full-front-rear design for ease of servicing without disturbing piping.

American Machine and Tool Co. Inc. of Pennsylvania
400 Spring Street
Royersford, PA 19468

Call us toll free at 888-268-7867 or visit our website www.amtpump.com

Pumper Products

We have been formulating products exclusively for septic contractors since 1976. Our products are made to address the issues that you see on the job every day. We have hands-on experience in the field; and we speak your language. When you call us for advice, we give you honest advice. We don't just try to sell you something.

Please consider these pumper-specific products to enhance your capabilities and your bottom line:

CCLS: USDA Approved liquid bacteria/enzyme product for residential and commercial septic tanks. This is the answer to the question, "Is there anything I can put in my tank...?"

BIO-REM E-D: extremely high-count, USDA-Approved granular bacteria/enzyme product with very good grease capability, for use in small grease traps and to help restore drainage to sluggish drain fields and leaching structures.

DrainMaster: liquid bacteria enzyme concentrated drain cleaner removes buildup and has good grease capability for automatic injection into larger grease waste systems.

AfterShock: oxidizer-enhanced bacteria bioremediation restorative. The best of our products at opening clogged drain fields and leaching structures.

These products have evolved in response to the needs of YOU, the septic contractor.

For details on these products, as well as our program of "Better Business Through Customer Education" please call us at 1-800-759-2257. We'll send you our catalog—including prices and all educational materials—or visit us at SepticOnline.com.

Please call today. Your customers and your bank account will appreciate it, and so will we! Thank you.

— Rick Howe, President

GREEN PRODUCTS FOR SEPTIC PROFESSIONALS SINCE 1976

CAPE COD BIOCHEMICAL COMPANY

P.O. Box 990 • Pocasset, MA 02559



1-800-759-CCLS
(1-800-759-2257)

FAX: 508-564-9974 • www.SepticOnline.com



ARE YOU COVERED?

Don't lose your business and life earnings to spotty insurance coverage



The majority of insurance brokers don't know your business as well as we do.

With an estimated 26 million septic systems serving U.S. residences, there's a considerable amount of work in the pipeline for septic contractors. However, until now, septic contractors haven't had an all-lines insurance solution that would cover all of their business exposure from design and installation to the rental of portable toilets.

To address this need, Sanitation Insurance Services specializes in offering a comprehensive insurance program specifically for septic contractors and portable restroom operators. While some policies provide coverage for pumping or portable toilet rental, our program addresses design, installation, inspection, service and repair, vandalism as well as pumping and portable toilet rental.

You need an insurance program that addresses the specific exposures you face, such as errors and omissions (E&O) coverage for the various services you provide.

WE HAVE YOU COVERED.



 **SANITATION**
INSURANCE SERVICES

1-877-877-1555
www.SanitationIns.com

MID-STATE TANK

A.S.M.E. Certified / D.O.T. Approved
UL-142 Listed

*Tanks for
your Business*



Mid-State Tank Co., Inc.
P.O. Box 317
Sullivan, IL 61951
Telephone: 800-722-8384
Fax: 217-728-8384

www.midstatetank.com

Mid-State Tank manufactures dependable stainless steel and aluminum pressure / vacuum tanks for the septic and portable trucks. Semi trailers are a recent addition to our fine line of tank models.

Contact:

Don or Gene for a quote or check on stock tanks



We've Got the Money!

...And We Are Here For You.



Chuck Territo

- New & Used Equipment
- Exceptional Customer Service
- Flexible Payment Options
- Dedicated to Finding You Our Best Available Rates



Granite Leasing Co.

406-892-5068 • 800-246-7997

chuck@graniteleasing.com • www.graniteleasing.com

"THE SOLUTION TO ALL YOUR FINANCING NEEDS."

Only one reel can handle the toughest treatment.



Count on Hannay Reels for:

- Reels built to spec – for washdown, jetting, pipeline inspection, and more
- Heavy-duty design and construction
- All products made in the USA

Let Hannay solve your reel issues, so your crew can get back to business. Visit hannay.com or call **877-467-3357** for a reel solution.

hannay.com



Hannay Reels®
The reel leader.

450 Gallon Capacity Skid Mounted Aluminum Slide In

300 Gallon Waste / 150 Gallon Fresh
Self-Contained Pumping System

- Electric Start 4.8 HP Honda Conde Super 6 vacuum pump w/ 4-way valve
- 30' x 2" Tiger Tail inlet hose w/stinger
- 12 Volt washdown system w/50' hose
- 3" Discharge
- 12 Volt battery
- Work Light

Easily Maneuvered / Suitable for use in...
Pick-Up Bed / Towed Trailer / Marine Service



Factory Direct Pricing...

\$7,995

Ask about our Freight Allowance.

*Single compartment and custom sizes.
Optional 300, 450 and 600 gallons.
Additional pump options are available.*



2500 Gallon Aluminum Septic Service
Masport HXL15 Pump, Toolboxes
2011 International M7
Manual trans., air brakes and differential lock
\$93,695



1500 Gallon Aluminum Restroom Tank
Masport HXL4 pumping system. Dual Service.
2012 International Terra Star
Auto trans, aluminum wheels...loaded.
\$78,450



Contact Phil Hodes
888-281-9965

www.tristatetank.com
Fax: 913-279-3151 • phodes@tristatetank.com

NU CONCEPTS

MANUFACTURER OF QUALITY PORTABLE RESTROOMS AND SINKS



Dual VIP Restroom Trailer

From **\$9,841**

Ideal for:

- Weddings / Parties
- Sporting Events
- Food Festivals
- Community Events
- Restroom Remodeling
- Movie Production

Features:

- Solar Powered
- Self-contained
- Flushing, china toilet
- Enclosed sink
- Power Converter (option)
- Air-conditioning (option)
- Interior Heater (option)
- Sink Water Heater (option)



1737 S. VINEYARD AVENUE • ONTARIO, CA 91761

PHONE 909-930-6244 • TOLL FREE 800-334-1065 • FAX 909-930-6237

www.NUCONCEPTS.com

435 GALLON VACUUM TANK



- 1/4" Aluminum Construction
- Conde Super 6 Pressure Vac Pump with 5.5 hp Honda Electric Start
- 12 Volt Water Pump
- 300 Waste/135 Fresh
- 25' Hose and Wand
- 2" Sight Eyes in Waste
- Sight Tube on Fresh Water
- Completely Self-Contained
- Ready to Work

OTHER SIZES AVAILABLE

Robinson Septic Service Inc.

125 Rockinmas Dr., Bellefonte, PA 16823 • t: 814.353.0263 • email: honeyfippers@aol.com

1.800.252.3848 • www.robinsonseptic.com



AERATOR

STA60 - STA80 - STA100

Are specifically designed for years of trouble-free service and are a superior replacement for all 60-80-100 Model pumps on the market.

Available with hose bib for low pressure alarm connection.

Best Value!

STA60...\$220 STA80...\$250 STA100...\$340

CARRIES A 2-YEAR WARRANTY

REDESIGNED Flagg-Air™ Model 340HP

HAS BEEN SOLD NATIONALLY SINCE 1992 AND HAS A REPUTATION AS THE LEADER IN AERATION!

- Low 1750 rpm
- High torque
- Enclosed motor w/handle
- Stainless steel shaft
- Improved high impact plastic parts
- 2-yr. warranty
- Fits in place of most original manufacturers' units
- Replacement parts available



Improved Design!

\$350

The Flagg-Air 340HP does not carry the NSF seal. Check local and state regulations for approval in your area.



R-5760 Blower
57 cfm.....\$375

BULLET

High Head Filtered Effluent Pumps

BP12...12gpm \$235
BP20...20gpm \$255



P101-FA-2 24-Hour Timer
w/mini breaker & warning light increment setting 15 minutes



SECOH Diaphragm
EL 60
EL 80
EL 100
EL 120



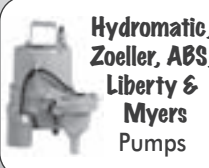
MEDO Piston
LA-60
LA-808
LA-100
LA-120



0523 1023
Rotary Vane Compressor



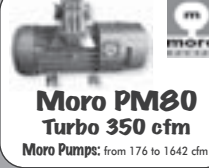
Regenair® R3105-12 Blower



Hydromatic, Zoeller, ABS, Liberty & Myers Pumps



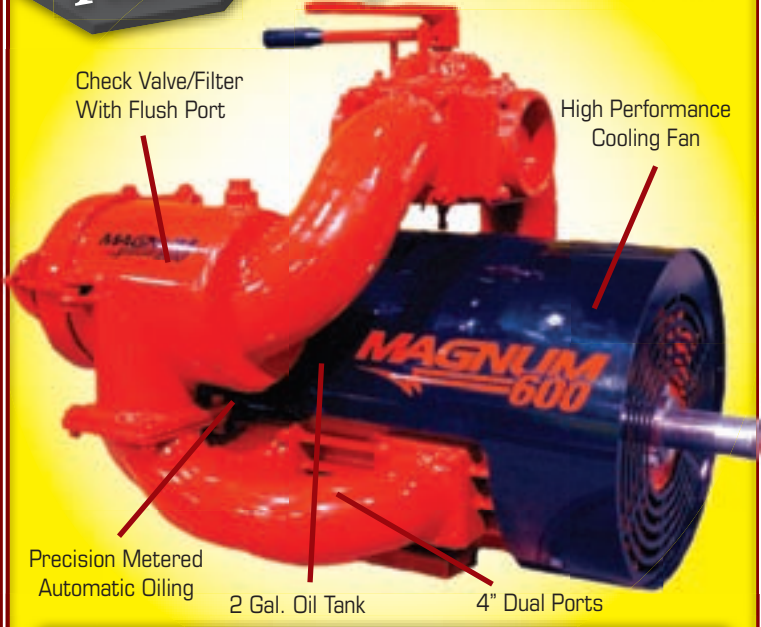
Conde SDS 6 Engine Driven
Units available 20 to 180 cfm



Moro PM80 Turbo 350 cfm
Moro Pumps: from 176 to 1642 cfm

NUHN

NEW Magnum 600 CFM



Check Valve/Filter With Flush Port

High Performance Cooling Fan

Precision Metered Automatic Oiling

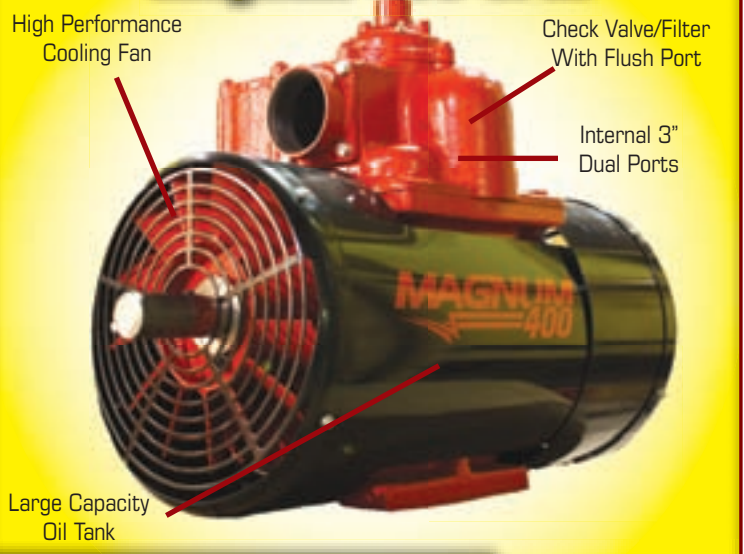
2 Gal. Oil Tank

4" Dual Ports

The Magnum Series rotary vane vacuum pumps incorporate incredible performance with dependability. They produce unprecedented air evacuation at cooler operating temperatures due to the dual porting design. State-of-the-art carbon vanes, that wear 4 times better than Kevlar vanes, with 1/2 the oil consumption.

The uncomplicated design focuses on performance and strength, with no extra moving parts. The Magnum Series pumps are strong and durable enough to be used in the most demanding applications.

Magnum 400 CFM



High Performance Cooling Fan

Check Valve/Filter With Flush Port

Internal 3" Dual Ports

Large Capacity Oil Tank

OEM & Distributor Inquiries Welcomed

NUHN INDUSTRIES LTD
www.nuhn.ca 877.837.7323

toll free 1-800-536-5564 • local 636-583-5564 • fax 636-583-6432
sales@septicsserv.com • www.septicsserv.com

Septic Services, Inc.

Summit Reminders Plus Offers Basic Approach to Customer Tracking

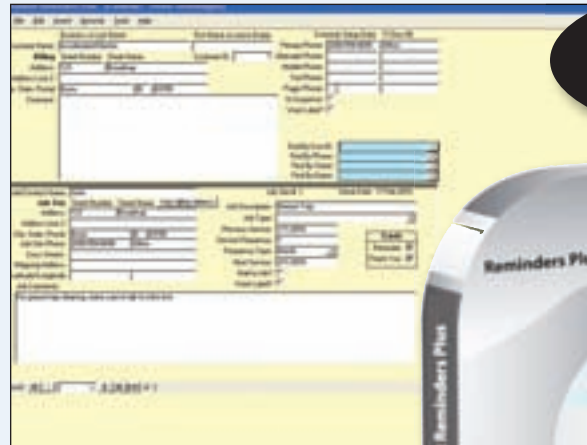
Summit Reminders Plus software from Ritam Technologies LP provides repetitive-service businesses, such as septic tank pumpers, the tools to more easily track customer maintenance schedules and send service reminders — and efficiently generate repeat business.

“This software is a pared-down version of one of our existing products,” says Mark Billings, senior software engineer. “It’s designed to address two major concerns for users: create basic job histories without too much fuss, and generate service reminders to capture repeat business.”

The software is compatible with personal computers and Windows 7 operating platforms. It’s aimed at business owners who may not be computer savvy and don’t need a complete job history for each client tied into billing and accounting.

“It’s very user-friendly,” Billings says. “It doesn’t offer multiple screens of data. Instead, it basically provides the customer name and contact information, the jobsite location, the last service date, the next service date and room for a few notes.”

The software can generate labels, reminder cards or a reminder report with customer



contact information. It also can generate customer “thank-you” notes. For businesses that offer multiple services with different reminder/scheduling needs, such as septic tank pumping and drain cleaning, the software can organize reminders according to job type.

“You can customize it to what your customers want,” Billings explains. “Some customers like phone calls better than mailing cards, for example. This allows pumpers to address the expectations of their market. For a small software program, it offers some cool

in the
SPOTLIGHT
By Ken Wysocky



customizable features.”

Pumpers can tailor the reminder-card message to reflect seasonal services or add a new-product announcement. Or they can send a note that includes a price discount to pass along to a friend

or neighbor, Billings says. In addition, it can put non-paying customers on a credit hold, which prevents the system from sending them reminder cards while their accounts are in arrears.

Ritam offers training videos on its website and also offers a toll-free telephone number for customer support. **800/662-8471; www.ritam.com.**

Honda Introduces GX Engine Line

Single-cylinder, horizontal-shaft **GX120, GX160 and GX200** model engines from **Honda Power Equipment** are designed for generators, water pumps and pressure washers. Features include valve timing, compression ratio, carburetor settings and cooling system modifications for improved fuel economy and lower noise levels from changes in muffler design, breather valve and push rod materials. **www.honda.com.**

GX Engine Line
from Honda



Greywater Treatment
System from Equaris

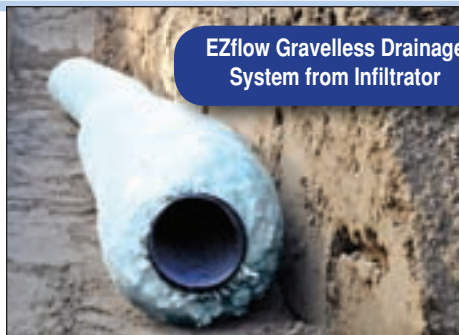
Equaris Offers Greywater Treatment System

The three-tank **Greywater Treatment System** from **Equaris Corp.** features a series of wastewater treatment and filtration tanks. The surge tank provides flow control while the aeration tank produces aerobic conditions. The clarification tank returns settled solids back to the surge tank. Bacteria on the interior tank surface naturally clean the water. The rotationally molded polyethylene tanks are 26 inches in diameter and 51 inches high. A sludge removal system pumps solids from the bottom of each tank. **661/337-0261; www.equaris.com.**

SSPMA Offers Sizing, Installation Packet

A three-part packet on sewage pump sizing, installation and maintenance is available from the **Sump and Sewage Pump Manufacturers Association**. The packet includes a calculator to assist in determining required pump capacity, total dynamic head and basin size. The 32-page *Recommended Guidelines for Sizing Effluent Pumps* also is available. **847/559-9233; www.sspma.org.**

EZflow Gravelless Drainage System from Infiltrator



Infiltrator Offers EZflow Gravelless Drainage

The **Ezflow gravelless drainage system** from **Infiltrator** features polystyrene aggregate enclosed in woven geotextile mesh for trench, curtain, landscape, foundation, retaining wall and interceptor drains. The pre-assembled, 10-foot bundles weigh approximately eight pounds and are available in 7-, 10- and 15-inch diameters. **800/221-4436; www.infiltratorsystems.com.**

Tru-Flow Splitter System from Clarus Environmental



Clarus Offers Tru-Flow Splitter System

The **Tru-Flow Splitter System** from **Clarus Environmental** can split wastewater effluent flows of 1/10 to 30 gpm into two to five distribution lines. The splitter is constructed of lightweight and non-corrodible materials for easy installation and long life and has a 4-inch riser for inspection and maintenance. The system consists of a diverter basin and cover and diverter. The bubble level design allows for post construction adjustments associated with distribution box settling. **877/244-9340; www.clarusenvironmental.com.**

PumpBiz Introduces Propane-Powered Pump

The **PortaPump** propane-powered pump from **PumpBiz Inc.** is designed to remove standing water from golf course bunkers and fairways, flooded parking lots, sidewalks, or drain water from pits that need to be excavated because of pipe breakage or root damage. Able to pump up to 2,000 gph, the one-person unit is powered by a Honda 4-stroke, 35cc engine. A larger unit, able to pump up to 16,800 gph, is available. **800/786-7249; www.pumpbiz.com.**

Front Loader De-Gritting System from Flo Trend



Flo Trend Introduces Front Loader De-Gritting System

The **Front Loader De-Gritting System** from **Flo Trend** features a gum-rubber-lined, steel body hydrocyclone with a front loader container filter. Underflow from the hydrocyclone and concentrated wet grit is discharged into the container filter, allowing water to pass through and exit the discharge ports on the bottom of the unit. **713/699-0152; www.flotrend.com.**

Zoeller Offers Effluence Turbine Filtered STEP System

The **Effluent Turbine Filtered STEP System** from **Zoeller Pump Co.** is designed for simplex or duplex applications in a single polyethylene pump vault. The flat-bottom design is made for free-standing applications. Pipe supports are available for suspended applications. The inlet is predrilled at the factory or can be blank for field customization. The deep-pleated filter offers a large surface area and can be easily removed for cleaning. The large, unobstructed area for float placement reduces the risk of hang-ups. **800/928-7867; www.zoeller.com.**

Biokleen Offers Bac-Out Septic Care

Bac-Out Septic Care from **Biokleen** combines live cultures and enzymes that break down household waste, grease, fats and other organic matter into minerals, water and oxygen. The product contains no artificial fragrance, color or preservatives and is safe for humans, animals and plants. **800/477-0188; www.biokleenhome.com.**

JWC Introduces Sludge Monster Grinder

The **Sludge Monster** grinder from **JWC Environmental** is designed to protect sludge pumps, heat exchangers, centrifuges and other dewatering equipment from clogging with rags and debris. The grinder processes 274 gpm and also can be used in scum line applications. **800/331-2277; www.jwce.com.**

Effluent Turbine Filtered STEP System from Zoeller Pump



Bac-Out Septic Care from Biokleen



Sludge Monster from JWC Environmental





331LC Digital Control Panel from Control Works

Control Works Introduces 331LC Duplex Control Panel

The 331LC digital level controller duplex control panel from Control Works Inc. is designed for 208-, 240- or 480-volt, three-phase pumps with overload protection of up to 32 amps each (10 hp max at 208 volts, 10 hp max at 240 volts and 20 hp max at 480 volts). Each panel has a CW6CDC 4-20mA controller, solid-state alternator relay for run time, run lights, elapsed time meters, lag delay circuitry, seal leak lights, HAND/OFF/AUTO selector switches, alarm horn and high-level flashing red alarm beacon with dry contact for telemetry connection. **513/831-9959; www.controlworksinc.com.**

Grote Introduces Cube Work Lamp

The 4-inch-by-4-inch Trilliant Cube LED WhiteLight work lamp from Grote Industries has a polycarbonate lens and light rating of 1,000 lumens. The lamp has a service rating of 50,000 hours and two beam patterns (wide flood and TractorPlus). **800/628-0809; www.grote.com.**

Trilliant Cube LED WhiteLight from Grote Industries



CSI Controls Introduces AlarmBot Post Alarm

The AlarmBot outdoor post alarm from CSI Controls features a clear 360-degree beacon and four alternating red flashing LEDs that signal when tank levels rise. The system also has a 95-dBA beep tone audible alarm that can be silenced using the on/test/silence switch. Operating on 12 volts, pump and alarm power can be separated. Other features include a universal plug and factory-sealed weatherproof enclosure. **800/363-5842; www.csicontrols.com.**



AlarmBot from CSI Controls

Gradall Introduces All Excavate Hydroexcavator

The Vacall All Excavate hydroexcavator from Gradall Industries Inc. features a dedicated system for efficient operation and performance excavating around water, sewer, gas and utility lines. The unit's high-pressure water unit has a hydraulically driven variable speed system with rheostat control to minimize water usage and refill time. The system powers a wand that delivers a high-pressure stream to break up material. Water pumps are available in 10, 15 and 20 gpm with 3,000 to 3,500 psi. To protect from freezing, the water system, wand, control panel, tools and worker apparel are enclosed in a heated compartment. Water tanks are fabricated from aircraft-quality aluminum for extra strength and mounted high on the chassis to reduce damage from debris. Features include CAN bus intelligent control system, multi-stage filtration and hydro boom at the rear of the chassis. **800/382-8302; www.vacallindustries.com.**

Vacall All Excavate from Gradall Industries



Bio-Microbics Introduces MyFAST Treatment System

The MyFAST wastewater treatment system from Bio-Microbics Inc. is designed for commercial properties or a small community. The system features multiple FAST treatment units in one tank. The pre-packaged, high-performance, decentralized treatment system can handle flow rates up to 160,000 gpd. **800/753-3278; www.biomicrobics.com.**

MyFAST System from Bio-Microbics



Come In We're

OPEN

www.pumper.com

Clear Computing Software With GPS by StreetEagle

Paperless Operations
Reduce Your Expenses

GPS-Relay iPhone App
Now with Service Verification

Lease or Buy – Call for Internet Demo

| | |
|---|---|
| Clear Computing (888) 332-5327 www.clearcomputing.com | Insight-USA 301.866.1990 x205 www.mds-inc.com |
|---|---|



SHOULDN'T ENVIRONMENTAL CONTAINERS HELP PROTECT THE ENVIRONMENT?

You can't be too careful about how you handle environmentally sensitive materials – or what containers you use to do the job. That's why we've ingeniously designed our products for environmental use and hydro tested them all against leakage. From oil and gas well maintenance to wastewater treatment and a host of applications in between, our products serve every industry where cautious handling of liquids, solids or sludges is essential. Plus, we can custom configure or design containers for your application. Which means you're not only assured of being good to the environment but also achieving the best performance ever.

A few examples of our innovations:

- Easy-to-remove dewatering shells
- Fully gasketed doors
- Lid and tarping options
- Vented lids to prevent implosion

With 24 locations throughout North America, we can deliver containers quickly and reduce freight costs.



To discuss your needs with our dedicated environmental sales team, call 877.468.9278 or visit www.wastequip.com.



Biosolids Applicators

2,500 to 6,000 gallon injection or broadcast



Trailer models also available liquid or dry

7,000 gallons per acre at 9 mph

Moro Pump Sale!



Bloomington, IL
1-800-678-2459



www.stahly.com

Working well under pressure!

CAM SPRAY

The New Model SK4018DT

4000 psi,
18 gpm
Hydraulic Reel
66 h.p. Diesel

See our complete lineup including Hot Water models, van mounts, portables and more on the web at:

www.camspray.com 800-648-5011



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!



T&T Tools, Inc.

Fax: 800.521.3260
Email: sales@tandttools.com

800.521.6893
www.MightyProbe.com



Call for a FREE Catalog

Call for a FREE Catalog

HOOKS...

- > Several different styles of heat-treated hooks are available
- > Top Poppers are great to open manhole covers
- > The Handy Hooks allow two handed use

PROBES...

- > Insulated, standard, and specialty soil probes
- > Metal shaft sizes: 3/8" round, 3/8" hex, or 7/16" hex
- > Replaceable tips are threaded on and hardened
- > A "slide" allows the handle to pound the shaft into the ground

We have been in Business since 1970, and we're *still* building trucks.



2012 International 4400E Series, 260 hp diesel DT 466 engine, 6-spd. trans. and world class auto, air brakes, 33,000 GVW, A/C, 2500 gallon tank, Masport HXL400 pump Also, 2500 and 3500 gallon tanks



NEW 2012 International, auto trans., 26,000 GVW, 1500 gallon porta jon service unit, Masport HXL75V pump

Call Us
About Our
Used Trucks
We Have Available

ABERNETHY
WELDING & REPAIR INC.

1.800.545.0324
dweaver@abernethywelding.com

Financing Available
authorized distributor for:



WE WILL CUSTOM BUILD YOUR TANK UP TO 5000 GALLONS!
600-1500 Gallon Portable Toilet Trucks:
Our Truck or Yours

TRUCK REFURBISHING AVAILABLE

COMPLETE PARTS AND IN-HOUSE SERVICE

Cook Compression Vanes • Moro • Battioni • Jurop • Masport Fruitland • NVE • Powerflo • Plus many other brands

www.abernethywelding.com

Cal-State Site Services Acquires Nature Calls

Cal-State Site Services Inc., Sima Valley, Calif., has acquired Nature Calls Port A Potties and its restrooms, ag trailers, VIP units, wash stations, sinks and ADA units. Cal-State, formerly Cal-State Rent A Fence Inc., also acquired the inventory and accounts of All-State Rent A Fence and Statewide Rent A Fence.

CST Industries Names McLaughlin President, CEO

CST Industries Inc. of Lenexa, Kan., manufacturer of factory-coated metal storage tanks, named Declan McLaughlin president and CEO. He joined the company in 2009 as president of Columbian TecTank and was later named to lead the combination of Columbian TecTank and Engineered Storage Products, another CST company.

Godwin Pumps Hosts Membership Meeting

Godwin Pumps' San Diego branch was host to the Engineering & General Contractors Association membership meeting in March. Guest speaker was Sean Edgar of CleanFleets.net. He spoke on diesel regulations for off-road and on-road vehicles

Bear Onsite Achieves NSF Standard 46 Certification

Six effluent filters (ML3-910, ML3-916, ML3-925, ML3-932, ML3-948, ML3-964) from Bear Onsite LLC have received NSF/ANSI Standard 46 Certification.

Satellite Receives Top Manufacturing Award

Satellite Industries was presented the Progressive Manufacturing 100 Award for 2011 by *Managing Automation* magazine. The award recognizes manufacturing companies that have transformed themselves through the use of information technology. Satellite was recognized in the Business Model Mastery category for its use of technology to connect customers, suppliers and employees on a global level through such functions as online ordering, inventory monitoring and shipment tracking.

McDermott Hosts Annual Dealer Meeting

A.I. McDermott Co. Inc. held its 66th Annual Dealer Meeting in February. Theme for the meeting was "Team McDermott – The Pro's Source for Three Generations." Speakers included manufacturer representatives, state regulators and a representative from Wisconsin's Focus on Energy. New products and technologies were introduced at the 30 exhibit booths.



New SSPMA officers (from left) are Mark Huntebrinker, vice president; Jeff Hawks, secretary-treasurer; Scott Stayton, director; Susan O'Grady, president; and directors Greg Simon and Charlie Cook.



New SSPMA member company representatives (from left) are Linda Kerdolff, director of marketing, Wayne Water Systems; Charles Murphy, vice president of sales, Wayne Water Systems; Alan Schulman, owner of Glentronics Inc., and John Evans of Motor Protection Electronics.

SSPMA Elects Officers, Welcomes Members

The Sump and Sewage Pump Manufacturers Association elected Susan O'Grady of Pentair Water to a two-year term as president. Mark Huntebrinker of Zoeller Co. was elected vice president and Jeff Hawks of Champion Pump was elected secretary-treasurer. Directors elected were Charlie Cook, Liberty Pumps; Scott Stayton, Franklin Electric Water Transfer Systems, and Greg Simon, Alderson Industries. Nike Professional Services provides management services with Pamela Franzen serving as managing director. SSPMA also welcomed new members Glentronics Inc., Wayne Water Systems and Motor Protection Electronics.

Carver Wins NVE Pump at Expo

Louis Carver, Augusta, Ga., won a NVE607 pump from NVE and Lely Manufacturing Inc. at the 2011 Pumper & Cleaner Environmental Expo in Louisville. Carver's name was picked at random from about 800 entries.

Hedstrom Plastics Completes Relocation

Hedstrom Plastics has relocated its rotational molding facility and headquarters into formerly vacant retail space in Ashland, Ohio. The new facilities provide the maker of septic system components and supplies with 129,000 square feet of manufacturing space and 22,500 square feet of office space. ■

WORLDWIDE EXPORTERS

27th TRUCKS INC.

8975 N.W. 27TH AVE. • MIAMI, FL 33147 • PH: 305.635.9030 • EMAIL: INFO@27TH-TRUCKS.COM

1 Year
Factory Warranty
on Pumps



2-2001, 2003 & 2004,
Cummins Power & Cat Power, Extra Low Mileage, New 4200- 4500 Gallon Carbon Steel Tank, 9 Spd LL



2008 Freightliner M2,
Cummins Power, 6 Spd, 2500 Gallon Carbon Steel Tank, New Jurup Pump



2004 International 4400,
DT466, 6 Spd, 150K Original Miles, 2500 Gallon Carbon Steel Tank, Jurup Pump PM84



2007 Freightliner M2,
Cat Engine, 6-Spd, 2500 Gallon Carbon Steel Tank, Jurup Pump.

Coming Soon



Special Price \$75,000

2006 International 8500,
3600 Gallon Carbon Steel Tank

5 Year
Factory Warranty on Carbon Steel Tanks

WWW.27TH-TRUCKS.NET

Contact Alan @ 305-457-8058, David @ 786-236-9007

Featured in an article?

Make the most of it!

REPRINTS AVAILABLE

We offer:

- Hard copy color reprints
- Electronic reprints

Visit pumper.com/order/reprints for articles and pricing



BUSINESS BROKERAGE Marketing & Brokering

TRYING TO SELL YOUR BUSINESS?

We can effectively market your business to more than 60,000 potential buyers in the liquid waste industry, your local markets, and other venues. No upfront fees – you don't

pay anything unless your business sells. To learn more about brokering your business through B², call 800-257-7222.

LOOKING TO BUY?

Call us, and we can add you to our VIP Buyer List

LISTINGS

New Jersey VIP Restroom/ Portable Toilet Business. Servicing Metro Philadelphia and South-west New Jersey with VIP restroom trailers and portables. Many late model assets including 2 nice service trucks, 1 back-up service truck, pick-up truck, 4 VIP restroom trailers, nearly 300 restrooms, sinks, holding tanks, slide-in unit, 2 forklifts, and more. Assets worth over \$300,000 - priced to sell at **\$399,000.**

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

Price reduced. Grossing in excess of \$600,000 annually, customer list of nearly 2,000 accounts and 430 contracted customers. Includes nice late model equipment, most are 2007, 2008 model years. Owner retiring after nearly 40 years in business. Real estate available upon request. **Reduced to \$450,000.**

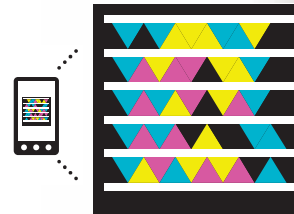
Established portable restroom and septic service business located in central Virginia.

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.**

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.**

Chicago-Area Biosolids, Land Application, Dredging and Industrial Services Business.

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



Get the free mobile app at <http://gettag.mobi>

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. **Asking \$195,000.**

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.**

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

Seasons Change - Dedication Doesn't

- *Stainless Steel*
- *Aluminum*
- *Code & Non-Code*



Celebrating
50
Years



Manufacturing
Vacuum Trailers for the
Liquid Transportation Industry

Parts • Repair • Complete Pumping Systems

800-589-5254

www.acrotrailer.com • 417.862.1758 • fax 417.862.8084 • 2320 North Packer Road • Springfield, Missouri 65803

Have you seen the
Pumper
E-Zine?



Go to pumper.com to view the e-zine.

Septic-Scrub™

**The First Choice for Pumpers to
Restore and Maintain Drainfields**

Backed By Science ■ Proven with Experience ■ Many Satisfied Homeowners

Septic-Scrub™ is a superior product for the maintenance and restoration of septic system drainfields. Customers appreciate that it is environmentally safe, contains no organic chemicals and does not produce any toxic by-products. Most importantly, **Septic-Scrub works.** It breaks down sulfide buildup in the biomat and soil to allow for better water absorption.

Learn more about Septic-Scrub at www.arcan.com.

arcan

P.O. Box 31057
Clarksville, TN 37040

For information on increasing sales and providing a valuable service to your customers, call Arcan Enterprises at **888-35ARCAN (352-7226)**



By **Scottie Dayton**

INDIANA: Helping Children's Charity

Members of the Indiana Onsite Wastewater Professional Association helped New Song Mission, a Christian nonprofit organization, build homes in Brown County for abused and neglected children. L.A. Brown of L.A. Brown Inc. worked to involve many other professional organizations. Dick Blazer, president of IOWPA, donated more than \$10,000 in equipment and labor to install a drip field.

Soil scientists Gary Hudson and Randy Staley installed the manifolds and drip tubing. Scott Rexroth of Clear Water Environmental Systems oversaw the project, created the drainfield layout, and helped install the tubing. Brown employees installed 1,000 feet of perimeter drain. Jay Ingram provided a backhoe and Dave Wagler helped with labor. Vermeer of Indiana donated 8,500 feet of drip tubing and loaned a vibratory plow. Buchner Distributing of Kokomo and Francisville Tile Co. provided 1,300 feet of tile with sock for the perimeter drain.

Built in three phases, nine traditional family homes will nestle in a neighborhood setting with a future horse barn, school, and two-acre pond. Each home will have house parents, a teacher/mentor, and six to eight children.

WISCONSIN: WOWRA Officers Elected

Christopher Fellner of Fellner Septic & Soil in Sturgeon Bay; Tony Birrittieri of Petersen Supply in Fredonia, and Sue Schambureck of Madson Tiling & Excavating in Manitowoc were re-elected to the Wisconsin Onsite Water Recycling Association board of directors. Fellner and Birrittieri will serve two-years terms and Schambureck will serve a one-year term.

Clay Vander Leest won the 2011 Robert Lindner Memorial Scholarship. Vander Leest, the son of Dan Vander Leest of Sturgeon Bay, is studying soil science, specializing in waste management at the University of Wisconsin. Samantha Johnson, daughter of Chris Johnson of Burlington, won the Gretchen McQuestion Scholarship. She plans to study human resources and education. WOWRA has awarded \$107,800 in scholarships to 97 students since 1991.

ONTARIO: Septage and Soil Studies

The Ontario Association of Sewage Industry Services made presentations to the Township of Tiny and is developing initiatives to help citizens address septage issues.

Since 2005, OASIS urged the Ministry of the Environment and Ontario Ministry of Agriculture, Food and Rural Affairs to conduct a soil sample study to gather facts about the impact of applying untreated septage to land. Some members volunteered to have their sites sampled. In 2010, researchers took domestic septage samples and soil samples. The study will compare the concentration of pharmaceuticals, personal care products and antibiotics, some human pathogens, flame-retardants, metals, nutrients, and organic matter in land-applied and control samples.

OASIS members serve on the Biosolids Utilization Committee and the Ministry of Municipal Affairs and Housing Technical Committee. Colleen Swider, OASIS executive director, pursued the Ministry of Labour to discuss proposed regulations requiring wheelchair accessible portable restrooms on all government-funded municipal construction sites.

Land Application Workshop

The Pennsylvania Septage Management Association, National Association of Wastewater Transporters, the Mid-Atlantic Biosolids Association, and the Pennsylvania Water Environment Association will sponsor a Land Application Workshop on June 22-23 in Carlisle, Pa. While anyone may attend, the intention is to educate sewage enforcement officers and state Department of Environmental Protection employees about land application.

After morning classroom sessions, attendees will be bused to a live demonstration of land-applied biosolids from an anaerobic digester and lime-stabilized septage.

The second day will discuss the U.S. EPA Part 503 requirements and actual operations, including calculating loading rates and record-keeping. For more details, visit www.pasma.net or www.nawt.org.

NAWT

The National Association of Wastewater Transporters has these training sessions:

- June 8 – Inspector Training and Recertification, Tucson, Ariz.
- June 22-23 – Land Application Workshop, Carlisle, Pa.
- July 21-22 – Inspector Training and Certification, Sonora, Calif.

For Pennsylvania classes, call NAWT at 800/236-6298 or visit www.nawt.org. 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.

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 noted otherwise.

- June 1-3 – Basic Installer
- June 23-24 – Continuing Education, Dothan
- July 7-8 – Pumpers
- July 20-22 – Advanced Installer I

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 and University of Arizona Onsite Wastewater Education Program are sponsoring the NAWT Inspection Training and Recertification course on June 8 in Tucson. Call Kitt Farrell-Poe at 520/621-7221, or email kittfp@ag.arizona.edu or visit <http://ag.arizona.edu/waterquality/onsite>.

California

The California Onsite Wastewater Association is offering the NAWT Onsite Inspector Training and Certification class on July 21-22 in Sonora. Call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

Iowa

The Iowa Onsite Wastewater Association offers the Site Evaluations and Soils course on June 17 in Emmetsburg. Call Alice Vinsand at 5/5-225-1051, email execdir@iowwa.com, or visit www.iowwa.com.

Calendar

June 9-10

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

June 15-17

North Carolina Septic Tank Association Symposium, Sea Trails Resort, Sunset Beach. Visit www.ncsta.net or -mail ncsta@earthlink.net.

June 16

Utah On-Site Wastewater Association mini-conference on pressure distribution system design, operation and use, Salt Lake City. Call 435/797-3155 or visit <http://uwrl.usu.edu/partnerships/training/uowa.html>.

June 17-20

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.

Aug. 4-6

Florida Onsite Wastewater Association Conference and Trade Show, Daytona Beach Convention Center, Daytona Beach. Call 407/937-2228 or visit www.fowaonsite.com.

Aug. 27-28

Georgia Onsite Wastewater Association Conference and Industry Exhibit, Callaway Gardens, Pine Mountain. Call 678/646-0379 or visit <http://onsitewastewater.org>.

- July 20-21 – Advanced Soil Morphology
Call 401/874-5950 or visit www.uri.edu/ce/wq. For soil courses, call Mark Stolt at 401/874-2915 or email mstolt@uri.edu.

North Carolina

North Carolina Soils and On-Site Wastewater Training Academy has the following Webinars:

- July 14 – Global Positioning and Geographic Information
- Aug. 4 – Soil Survey in the 21st Century

Call Joni Tanner at 919/513-1678 or visit www.soil.ncsu.edu/training.

North Carolina

North Carolina Septic Tank Association has an Installer, Inspector, Pumper, and Land Application class on June 15-17 at Sunset Beach. Visit www.ncsta.net or email ncsta@earthlink.net.

The North Carolina Pumper Group and Portable Toilet Group are holding the four-hour septage management training and three-hour land application seminar on June 18 in New Bern. Call Joe McClees at 252/249-1097, visit www.ncpumpergroup.org or www.ncportabletoiletgroup.org.

Pennsylvania

The Pennsylvania Septage Management Association is offering a Land Application Workshop on June 22-23 in Carlisle. Call 717/763-7762 or visit www.psama.net.

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

Minnesota

The University of Minnesota Extension has these classes:

- 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>.

Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- June 28 – Selling the System to the Site Conditions, Sedalia
 - June 29 – Media Filters, Sedalia
 - July 19-20 – Operations and Maintenance, Liberty
- 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:

- 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
- July 13 – Microbiology for Wastewater Professionals
- July 14 – Surveying Techniques for the Wastewater Professional

pikrite Manufacturing & Sales
60 Pik Rite Lane
Lewisburg, PA 17837

Portable Toilet Service Units
Slide In Units
Hoisted Units
Roll Off Units
Custom Units

www.pikrite.com
1-800-326-9763

AVAILABLE IN
STEEL & ALUMINUM
Built by Pik Rite Since 1999!

Pumper Marketplace Advertising

Over 25 years of building quality equipment



HotJetusa
DRAIN LINE JETTING EQUIPMENT®

Xtreme Flow Hot & Cold Jetters



Personalized Service • Best Warranty • Factory Direct Pricing
1-800-213-3272
www.hotjetusa.com



NEW Drainfield Soil Restorative works on the soil NOT THE TANK!



»Easy to apply
»Restores soil failed drain fields
»Improves percability

RCS II, Inc.
518.812.0000
www.septicdrainer.com



Anchor Graphics, Inc.
Labels & More

- Service Records •
- Portable Toilet Signs •
- Logo Signs •
- Signs (Plastic & Aluminum) •
- Gender Signs •

All types of custom printing and sizes available!
Check out our great prices!

We Specialize in Waste Management Labeling Solutions

Call for FREE offers!!!

Best Value in the Industry!

10015 Rearwin Lane McKinney, TX 75071
sales@anchorgraphics.com
Phone: 972-422-4300 Fax: 972-422-4311
(800)875-7859 www.AnchorGraphics.com

Pumpers & Inspectors MEET THE MAX Septic Sludge Sampler



View sludge level



Mega valve takes up heavy sludge.



Link release hook opens mega valve and slams it shut.
Polycarbonate 1.50" OD max strength.

8 ft model \$98 8-4040-8

Raven Sales 800-545-6953
Or order online www.ravenep.com

Pumper Marketplace Advertising

Pumper Marketplace
gives you nationwide exposure to
thousands of industry professionals.

Layout and design is included **FREE**, and
we can fax or e-mail you a proof for final approval!

BÖRGER.

Cost Effective Rotary Lobe Pumps



Applications:
Sludge, Biosolids, Fats, Oils, Grease, Sewage, Loading Stations, Scum, Polymer, etc.

Multichopper:
Single Shaft Grinder

Multicrusher:
Twin Shaft Grinder



877.726.3743
www.boerger.com

Rotary Lobe Pumps
Macerating Technology

T&T Tools, Inc.
800.521.6893



CALL for a FREE Catalog
Many styles Available

Insulated Soil Probes
(for locating)

Heat-Treated Hooks
(for covers, lids, etc)

www.mightyprobe.com

FIND LEAKS
and Sources of Odor


Quick • Inexpensive • Easy
with the
Superior® 5E



Electric Smoker
Using Superior® Classic Smoke
1-800-945-TEST

www.SuperiorSignal.com

WATER JETS FOR RENT



- Units from 4,000 to 40,000 psi, including convertibles
- 60-600 hp, diesel or electric
- Rent, buy or lease
- Branches in MI, TX, NJ, CA, LA

NLB Corp. 1-877-NLB-7996
www.nlbcorp.com

DREDGING & DEWATERING SERVICE

- Municipal and Industrial • Digester and Lagoon Cleaning
- Double Belt Filter Presses • Liner Repair & Replacement

Fluid Technology, Inc.  (513) 241-1600
Fax (513) 756-1995

www.fluidtechnologyinc.com

ARE YOU TIRED OF RAKING AND SHOVELING?



You should try a **HALL'S GRADE BLADE** on your backhoe or excavator.

- 4 sizes available, 4' to 10', for excavators
- 5 different sizes for rubber tire backhoes and mini-excavators

If you would like to know more, call us toll-free at
1.888.372.8933 • 319.470.3033
HALL'S GRADE BLADE, INC. • www.gradeblade.com

1 . 8 0 0 . 9 9 4 . 7 9 9 0

Deadlines:
Pumper: 10th of the month*
*PRECEEDING ISSUE DATE

Choose a size that works best for you!

Available In
COLOR

Send ad materials
and payment to:
COLE PUBLISHING INC.
P.O. BOX 220
THREE LAKES, WI
54562

Size C:
\$119^{00*}
1.875" W x 1.5" H
A great value!

Size B:
\$219^{00*}
1.875" W x 3.2" H
Perfect size for
one photo!

Size A:
\$319^{00*}
1.875" W x 4.875" H
This size is great
for two photos!

*Black and white prices,
call for 4-color pricing.

CONFINED SPACE ENTRY PACKAGE
ONLY \$2,995

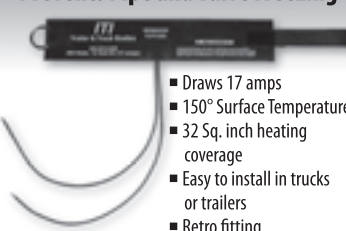
The best package on the market includes:

- 4-Gas Air Monitor
- 7' Tripod
- 3-Way Fall Protection
- Work Winch
- Full Body Harness

Add a **Blower** with 15' of duct for only **\$350!**
 Add a 5 Minute Escape Respirator for only **\$500!**

MTECH 800.362.0240
 www.mtechcompany.com

12 Volt Electric Valve HEATER
 Prevents Pipe and Valve Freezing



- Draws 17 amps
- 150° Surface Temperature
- 32 Sq. inch heating coverage
- Easy to install in trucks or trailers
- Retro fitting

ITM TRAILERS AND TRUCK BODIES INCORPORATED
 1-877-634-1922 | www.itimfg.com
 Custom Manufacturer of Gas & Oilfield Equipment

FREE DIRECT BUYERS CATALOG 8000 ITEMS

HODES CO
 PREFERRED PLUMBING PRODUCTS

Family Owned & Operated Since 1943

Phone 800.777.6500
 www.HodesCo.com

Carry A Restroom & Super Mongo Mover On Your Pickup or Sport Utility



Hitch Hauler

DA Deal Assoc. Inc. www.dealassoc.com
 866.599.3325

FLUSH-IT! Septic Energizer
 SINCE 1982


Preventing tomorrow's problems today

- > Easy monthly application, simply flush it, water soluble pack
- > Wholesale prices available for distributors, call today for pricing; Custom Labeling Available (for resale)
- > 8 strains of specialized naturally occurring bacteria
- > Great for septic tanks, leach fields, wells, lagoons and ponds

Provide your customers with a simple monthly maintenance product

www.flush-it.com
800-320-3685

Finally... a real solution for handling grease trap waste!



- Environmentally Responsible
- Cost Control
- Competitive Edge
- Additional Revenue
- Increased Productivity
- Incredibly Efficient

Made for Grease Trap Haulers by Grease Trap Haulers

304 658 4778
 Downey Ridge Environmental Co.
www.greasezilla.com

Join The Rooter-Man Team: www.RooterManFranchise.com




ROOTER-MAN
 "To The Rescue"

NO ROYALTY ON PERCENTAGE OF SALES
Franchise Package \$7,950

RESERVE YOUR EXCLUSIVE TERRITORY • Call 1-800-700-8062

Waterblaster Rentals & Sales

Houston, Texas



Boatman Industries

1K to 50K psi
 60 hp to 1000 hp
 Waterblasters & Accessories
 Used Equipment Sales

713-641-6006
www.boatmanind.com

BioOne®

Biological Maintenance for Drain Lines, Grease Traps and Septic Systems

- INCREASE PROFITS 20%
- EASY TO SELL
- SIMPLE TO USE
- PROFESSIONAL STRENGTH
- EPA RECOGNIZED

You have everything to gain...call 800-951-4246 for your FREE sample.

One Biotechnology
www.1biotechnology.com

Wolverine Brand
 The Best Septic Vent Filter Money Can Buy



- More Carbon than other filters
- Patented Cross Flow Design Wicks Away Moisture

IndustrialOdorControl.com
 866-NO-STINK (667-8465)
 973-846-7817

Simple Solutions

Do you use Polymer? Paying too much?

Join our Polymer purchasing group-take advantage of volume pricing!!!

- Septic • Grease
- Sand Traps • Sludge

\$1.48/pound & is available in quantities to meet your needs.

Offered by **NewTech - The Leader In Waste Recycling**

NewTech, Inc.
 Tel: 800-210-2361
 Email: dewater91@msn.com
 Web: www.dewater91.com

We're Everywhere You Are.



Pumper.com

CHECK OUT THE LATEST PRODUCT NEWS
 AT
WWW.WASTEWATERPR.COM
 View all the Product News

ADVERTISING

SANITATION POSTCARDS & BUSINESS CARD MAGNETS: Remind your customers and prospects with color postcards and magnets. Economical marketing tools. Tradeshows handouts as well. Call 781-844-8600. Visit www.sanitationpostcards.com. (PBM)

BLOWERS

VFC200P-5T, FUJI Pumps, Regenerative Blowers, Ring Compressors. All models, accessories. Authorized distributor. Authorized parts and repair center. Call 888-227-9822. www.carymfg.com. (PBM)

• Blowers • Vane Pumps • Water Pumps • Transfer Cases • Vactor • Guzzler • And Superproducts Parts. www.powervacinc.com. 262-542-8989. Call now. (PBM)

New Roots 27" 1021 PD blower. In stock, ready to ship or install. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (PBM)

BUSINESSES

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

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)

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

FOR SALE: Sewer & Drain Business. Been working for someone else for years? Located in Central Wisconsin. 2 fully equipped vans. Itemized inventory available for serious inquiries. Owner with over 26 years experience will train. 715-570-3507. (P5C6)

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)

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)

BUSINESS OPPORTUNITIES

Our trademarked business name is Rid-All+, LLC™. Call for details on how to legally use our name in your new/old business. **1-888-743-2550, www.ridallroots.com**. (P5C6)

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

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

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)

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)



Brand New 30-Yard Dewatering Box:
.....\$24,000
Also have 20- and 40-yard boxes available.
www.dewateringofnewengland.com
800-379-5977 P05

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

DEWATERING

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

DRAINFIELD RESTORATION

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)

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

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)

2007 LT110 Terralift: The Terralift fractures soil by shooting a blast of air between 16 and 72 inches beneath the surface. This causes rejuvenated soil percolation solving septic field problems for years. No digging. No chemicals. No surface disturbance. This Terralift is self-propelled, self-contained, weighs 1600 lbs and measures 8'x4'x7'10". \$19,500. Call Alpine 800-292-8420 MD. (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 feet 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

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. (P05)

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. (P05)

HAZARDOUS WASTE UNITS

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 C-D) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

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

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

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)



SRECO Truck Mounted Jetter: 1986 International, diesel, automatic transmission, CDL, air brakes. Chassis is in good condition, the jetter unit is a Meyers pump 65 gpm @ 2000 PSI, 1000 gallon stainless water tank. There is 500 feet of new 1" hose with a 1" WARTHOG NOZZLE. Truck works and runs good. Call or e-mail for details.\$7,500 **dustin@preventativesepctic.com or 802-839-8431 MA** P06

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)

JETTERS-TRUCK



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)



2003 Sterling Vac-Con 316THA: C-12 CAT, HD4560 Allison, 46K rear, 20K front, 52,000 miles. Municipal truck. **814-696-1000 PA** CP05



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

JET VACS



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** CP05

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)



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)

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



2005 Sterling LT7501: Cat C7 300 HP, Allison 3000 RDS trans., 10,000 miles, Vactor 2112-J6, 500' x 1" rodder hose, 38" centrifugal compressor, electric/hyd. 4-way boom, double acting dump hoist, 2" Y-strainer w/25' fill hose, 1500 gal. water tank, 2-stage 6 cyl., John Deere w/fluid CP. Excellent condition. Call for price. **Jenna 715-574-5362 WI** P05

JET VACS

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)



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)

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



1995 Vac-Con V312THA on 1995 Ford LTN8000: 12-cu-yd. debris body, 60 gpm @ 2000 psi, 3-stage fan, 1000 gal. water tank, 38K miles, 6325 hrs. 5' telescopic boom, articulating hose reel, front & rear rotating beacon JD 4039T aux. engine, Allison auto, tandem axle. (Stock #1703) **Joe Donlon @ 312-208-6373** (P05)



2007 International 4300: Auto trans., 1000 gal. waste/900 gal. fresh, Roots vacuum, Weatherford jetter 2000 psi @ 40 gpm, 800' 3/4" hose, air brakes, 8000 miles, low hours, very clean. More pictures available.\$69,000
Ben @ 615-210-0112 TN
or bbobo@boboexcavating.com (P05)

LEASE/FINANCING

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

Excel Commercial Leasing: Did you find something you liked at the Pumper show or looking to spruce up your bottom line? And, not sure of the best way to put that equipment to work for you or your company! Let Excel Commercial Leasing's professional staff, with over 65 years of industry experience, find you a leasing solution today. 1-855-54E-XCEL (3-9235). (P06)

100% FINANCING/LEASING for TRUCKS/EQUIPMENT. Flexible terms. Easy ONE PAGE application and SAME DAY answers. Call the LEASING EXPERTS: **1-888-505-0060** or **www.tlejax.com.** (P06)

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. (P05)

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)

PIPE BURSTING EQUIPMENT

2007 Hammerhead PortaBurst Lightning Lateral Pipe Replacement System: Used 4 times includes PortaBurst Lightning, power pack, 3/4" x 150' cable, 4" bursting head, 4" to 6" fusing machine. Will deliver and train how to use within U.S. \$20,000. 405-227-3355. (CPBM)

PORTABLE RESTROOMS

Used portable toilets for sale in Tennessee and Alabama. 931-320-2255. (P07)

We buy used portable toilet equipment, toilets, handicaps, handwash stations, tanks & trucks. Contact Manuel @ 305-970-9837 or email proequip1@yahoo.com. (P05)

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)

PORTABLE RESTROOMS

FOR SALE: Five high rise PolyLift portable toilets for multi-level construction projects. Good condition, no graffiti \$400 each. Email sales@casagrandecanman.com or call 520-836-5209 AZ. (P05)

500 White Olympic Fiberglass Portable Toilets. Standards - \$75.00 ea. Handicaps - \$250.00 ea. Older construction grade units. Quantity discounts available. Located in New Mexico. 505-345-3965. (P07)

20 PORTABLE RESTROOMS FOR SALE: Buy one or all. \$100 ea. 810-765-5184. Marine City, Michigan. (P05)

FOR SALE: Construction condition \$75-\$150 ea; special event units \$150-\$225 ea; half units \$175-\$250 ea; handicaps \$600 ea. Handwash sinks, \$175 ea. All PolyPortables, PolyJohns, FivePeaks, Satellites MUST GO! Contact Manuel @ 305-970-9837 or email proequip1@yahoo.com. (P05)

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

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

1998 ACSI (16 ft.) and 1995 Olympic (24 ft.) Restroom Trailers. Great for construction or backup. Reasonably priced. \$8,000 - \$9,000. 800-690-5756 PA. (P06)

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)

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

PORTABLE RESTROOM TRUCKS



(2) 2006 Mitsubishi Fuso FE180s: 101,850 miles, new auto trans. installed April 2010. (2) 131,100 miles, new auto trans. installed May 2009. Both have a/c, power steering, power windows & locks. 17,995 GVW. PTO unit w/no bed; perfect for adding pump unit.PRICE REDUCED TO \$12,000 EACH
Hays Rental 870-862-4935 AR (P05)

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)

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.pbos.com** for more info and pictures. (PBM)



1999 Ford F650 Portable Toilet Truck: 1100 gallon tank, Masport pump.\$15,000
317-635-0000 IN (P05)

2003 Keith Huber 1100 US gallon waste, 400 US gallon water, 2-compartment, carbon steel vacuum tank, with Masport H7.5V vacuum pump. Tank only. (Stock #6499C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2001 Ford F-350, 4-wheel-drive, Imperial aluminum slide-in unit, 300 waste/150 fresh, 72" toolbox, new 8 hp Honda engine & gearbox in December 2010. Hitch-mounted toilet carrier. 165,000 miles. \$12,000. 765-744-8789 IN. (P05)

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)

PORTABLE RESTROOM TRUCKS

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)



2001 Ford F650 Portable Toilet Truck: 1500 gallons (1000 waste/500 fresh), steel tank, air suspension, Cummins 225 hp, Allison auto, 252,286 miles...\$15,000
1-800-858-3111 PA P05

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: Salt Lake City, UT and Boise, ID. \$35,000. 208-362-3193. (P05)

2005 Ford F-550 diesel, auto, behind cab aluminum tool box, Satellite 600 waste, 350 fresh, two unit carrier. Top end of engine rebuilt, 172,000 miles. \$19,500 OBO. NY 845-883-7880. (P06)

2003 International 4300, DT466 engine, auto trans., 1100/400 SS tank/carrier, wet kit, Conde vac, 233K miles. \$36,000. 262-483-6380 WI. (P06)

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. (P05)

2000 Ford F550 Super Duty 4WD, V8 power stroke, 600 waste/300 fresh, 240K miles. Portable toilet carrier. \$13,900 OBO. Call 320-762-2838 MN. (P05)

FOR SALE: Aluminum portable toilet tankers: '03 Inter., \$32K; '04 Inter., \$34K. Contact Manuel @ 305-970-9837, or email malonso@port-o-tech.com. (P05)

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)

If you are using an
800 NUMBER

in your ad, be sure it can be used in all areas nationwide.

POSITIONS AVAILABLE

Five Peaks Technology, a portable toilet manufacturer, is seeking Regional Sales Managers. Responsibilities include business development, forecasting sales and customer support. Experience in the industry is preferred. Send resume to: info@fivepeaks.net. (PT05)

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)

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)

PUMPS-VACUUM

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)

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)

Pearson Brothers PB9 600 cfm pump. Oil-cooled. Deneson hdy. drive motor. Oil cooler included with fan system sealed. \$4,900 OBO. 386-984-5128 FL. (P05)

PUMPS-VACUUM

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

RENTAL EQUIPMENT

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

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)

1986 GMC Brigadier, 240 hp, L-10 Cummins, 9-speed trans., 200K miles, 2500 gallon tank, stainless catwalks, 5 3" hoses. \$6,900. 717-469-2463 PA. (P05)

Pre-owned 1,750 US gallon aluminum restroom tank unit. Tank only. (Stock #7233V) www.VacuumSalesInc.com, (888) **VAC-UNIT (822-8648)**. (PBM)



2006 Kenworth T300: 2500 gallon Abemethy unit, Masport 400. Call for more info.....\$50,000
304-416-3238 WV P05

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. (P05)



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

SEPTIC TRUCKS

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

1994 International, 1,800 gal. tank, new back brakes, an excellent runner and vacs excellent. Have pics, can send them. \$19,500. Call Fred at 219-928-8962 IN. (P06)



2008 Mack: 485 hp, 135,000 miles, 13-spd. Jake, AC, cruise, air ride, new 4500 gal. tank and Jurop LC420 vac pump, new paint, tires and alum wheels.\$124,000
740-820-5520 OH P05

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)



1987 Ford F-800: 2200 gallon Transway septic truck, 3 manways, GAS MOTOR, CDL truck, 5-speed/2-speed rear end, air brakes, Battioni pump-new vanes 1 year ago. This truck is used daily and is very clean and reliable. The truck has 63,000 original miles. This truck NEEDS NOTHING, starts on the coldest days. This is a great starter truck or a back-up. Call for details or e-mail.....\$16,200
dustin@preventativeseptic.com
or 802-839-8431 MA P06



1991 International 4900: DT466 220 hp, 6-spd., 346,700 miles, 2300 gal. steel tank, aluminum wheels. Ready to work.\$26,000
Chad Sims 740-627-7246 OH P05

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

SEPTIC TRUCKS

1999 International Tri, 4900, 300 hp, 10-spd. Fuller, new 4300 gal. tank, pusher axle, Wally, water-cooled vac, tires, brakes, 73K miles. Sweet! \$58,000. 262-483-6380 WI. (P06)



2002 Freightliner FL80: 98,000 miles, excellent condition, 3000 gallon new steel tank, heated collars, digital gauge, liquid 367 Challenger, two tool boxes, 300 Cat, auto shift.....\$67,000

815-363-8972 IL P06

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)



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

517-936-3000 MI P04

1993 Kenworth W900, 3-year-old 3360 gal. vac tank, Masport pump, 100,000 miles on overhaul w/papers. \$39,500. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (PBM)



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

SEPTIC TRUCKS

Need a tank and truck, any size, any make truck? Let us help you get the best deal. Custom built to your specs. For information and a price quote call 800-545-0174. www.tank sandpumps.com. (PBM)



2004 International 4400 w/DT466: 2500 gallon tank, NVE pump.....\$32,500
317-635-0000 IN P05

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

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)

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



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

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



2001 Mack 4800 Gallon Pump Truck: E7400 engine, Eaton transmission and 4:42 rear ratio. Top end of motor rebuilt 3,000 ago. Excellent mechanical condition and ready to go to work.
.....Asking \$50,000
Tim @ 703-631-2222 VA P05

SEPTIC TRUCKS

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



2007 Kenworth T800: 380 Cummins, 18-spd. trans., factory double frame, 46 rears on Chalmers suspension, 114,000 miles with 85 BBL Abernethy vacuum tank and Masport 400 water-cooled pump, approximately 2 years old. Possible delivery options available. \$118,500
276-701-3951 VA P05

Inventory Reduction Sale Septic Trucks: Several to choose from - 1800 gal. to 5000 gal. trucks. After 43 years in business going to slow down. Have 41 septic vac. trucks job ready. Priced \$20,000 and up. In Alabama. Call Barry 256-832-7867. (P06)



1989 Ford L8000: 3350 gal. tank with Viper vac pump, Ford 7.8L motor w/54,000 miles, 8-speed trans., 16K front, 38K rear. Working daily.\$14,500
319-345-2861 IA P05

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



1999 GMC C7500: 3126 Cat, 163,000 miles, 2500 gal. tank with Masport liquid-cooled vacuum pump, 3,000 psi jetter.
.....\$28,500
315-386-8610 NY P05

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)



1989 Ford L9000: 4500 gal. vac truck, double locking rears, Hendrickson susp., Cummins 300+ L10 engine. Recently installed engine with Jake/valves adjusted. New exhaust, batteries, radiator and much more.....\$19,500
814-688-4607 PA P06

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)



1982 FORD L8000: 37000 GVW, 2500 gallon vacuum truck, solid cab/tank. Sandblasted double frame-underbelly-tank, fresh paint. New Jasper engine Cat 3208 w/approx. 20,000 miles. Don't judge by the year; this truck is as good a starter truck or backup truck you will get at this price.....\$15,000
570-656-5209 PA P06



2005 International 4300: 210 hp DT 466, 6-spd. Allison auto, 190,000 miles, Juroop R260 pump w/2000 gal. tank and 3000 psi jetter with 150 ft. hose..\$43,500
318-349-9106 LA P05

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

SERVICE/REPAIR

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

SLIDE-IN UNITS

New 400/150 slide in unit. \$8,500. 360-357-4338 WA. (P05)

Best Enterprise slide-in tank, 400/200, stainless steel, like new. \$7,500. Call # 901-452-7040 (TN). Ask for Josh. (P05)

SLUDGE APPLICATOR

For Sale: 3500 gallon 4 shank Balzer injector. \$3,000 or best offer. Phone 517-425-0600 or 517-549-8292 MI. (P06)

1991 Ag Chem 2505 T-Gator, 4000 gal., Cummins turbo 6, Fuller 18-spd. New tires, Battioni vac, pres. washer, hyd. top hatch or vac load. Excellent. \$78,000. 262-483-6380 WI. (P06)

TANKS

2100 gallon Lely vacuum pressure tank and 3" Moro pump, complete. Ready to mount. Good condition. \$5,000. 845-863-6080 NY. (P05)

1100 gallon vacuum pressure tank, bare, 1/4" steel. \$850.00. 845-863-6080 NY. (P05)

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

Vacuum Tanks - New: Sizes range from 1,900-4,000 gallons. Many options available. If you want a quality tank at the best price give me a call. I will make you a deal. Delivery available. **www.JEagleTanks.com** or Jerry at 800-721-2774. (PBM)



1000 Gallon Steel Portable Rest-room Tank: 200 gal. fresh water, 800 gal. septic. Located in Grant, Michigan. \$3,500 OBO
231-834-5540 P05

TOOLS

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

T&T Tools: Probes, Hooks. Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. **www.TandTtools.com**. Phone 800-521-6893.(CPBM)

TOYS

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

TRAILERS: VACUUM/TANKER

1999 Mack CH600 tractor with Masport vac pump & 2006 Agro vac tanker 6000 gal. Both in great shape. Pump used only 3 times. \$85,000 OBO. Call Barry 256-832-7867 AL. (P06)

RETIRING: 1984 Peterbilt w/7500 gallon aluminum semi trailer. Transport or store grease or septic. \$25,000. Jim 951-545-9604 CA. (P05)

TRUCKS, MISC.

2004 International. 14/40. 2010, 3600 gallon steel tank with hoist and 36" rear door. 350 Masport. Powerwash. All hydraulic. Heated valves. Paint 2010. 335 Cummins. 10-spd. \$90,000. Lease option possible. Call Dave 314-277-7005 MO. (P05)

1984 Autocar Conventional tractor, 511,000 miles, 3406 DI 400 Cat, 13 speed transmission, tag axle. \$20,000. Call JD at 775-825-1595, email jd@watersvacuum.com. (P05)

TV INSPECTION



2005 Cues Oz II: Pan & tilt w/zoom color camera, ultra shorty transporter with adapters from 6" to 30" pipe, Cues Pro-Data 2000, DVD recorder, 1000 ft. cable, 40-gal. washdown tank, sink and cabinets built in a 14' enclosed trailer, Generac 5000 generator, A/C, will separate camera from trailer. \$18,000
Ben @ 615-210-0112 TN
or bbobo@boboexcavating.com P05

TV INSPECTION

2002 Ford E-450 Cube Van, V-10, 57,500 miles, Onan generator, Omni III Camera pan/tilt with zoom, dual monitor, POSM software. \$50,000. Call JD at 775-825-1595 or jd@watersvacuum.com for photos. (P05)

VACUUM EQUIPMENT

Vacuum pump and install kit, JUROP PNR122, 430 cfm. Recent rebuild with new housing, pumpstand, Muncie TG Series PTO kit, 1.25" gearbox, driveshaft, pressure relief. Very good condition - off 2000 truck, w/Eaton Fuller. \$3,500. 419-629-3016 OH. (P05)

VACUUM LOADERS

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



2006 International Guzzler CL and 2007 Sterling Guzzler CL: Both in excellent condition and extremely clean.
.....\$153,500 each
416-410-7222 Can. P05

1995 Keith Huber Berringer, 3300 gallon ASME/DOT tank, liquid ring vacuum truck. Mounted on 1995 Ford L8000. Low miles/hours. \$89,900. Call 765-430-5727. (P06)

2011 Peterbilt 365 POWERVAC 3800, 3,250 US gallon carbon steel vacuum tanker with Hibon PD blower 3800 SCFM with vacuum to 27" mercury. Dump type; DOT 407/412 regulations. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

VACUUM TRAILERS



2007 Ring-O-Matic 750 High CFM Vac Trailer: Cat 3024 @ 50 HP, 696 hours, liquid-cooled, 750 gallon cap., 850 CFM lobe style blower, 20,860# GVW.....\$29,500
715-546-2680 WI PBM

VANES

Dura Comp 535, high-quality non asbestos vacuum pump vanes. Good to 400°F. Buy factory direct and save. Same day shipment on most models. Jurop, Battioni, Moro, Masport, Fruitland, Demag. Long lasting Dura-Comp 535 pump vanes carry a "Money-back" guarantee. Call us today. Powerflo Products 800-758-4788 or 562-997-0720. (PBM)

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

WANTED

WANTED TO BUY: High rise (polyLift type) portable toilets for multi-level construction project. Email merle.metz@gullifordservices.com or call 877-398-5776. (P06)

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)

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

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

WATERBLASTING

Gardner Denver TF-450 VSdT 52 GPM max 10K max. **Gardner Denver** T-450 w/Jet-stream fluid end transmission 12K max 40.91 GPM max. **THE-500UH** 50K bare shaft pump. **Wheatley 165** 20K @ 17 GPM. **Wheatley 125** 10K @ 20 GPM. **Wheatley P-313** 10K @ 8.4 GPM. **Aqua-Dyne** C 450-DS 20K @ 33 GPM. **Allis-Chalmers** 10x8x22 700 HP. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (CPBM)

WATER JETTING EQUIPMENT: We sell, repair and retrofit water blasters. Visit us at www.waterjettingequipment.com or phone 714-259-7700. (CBM)

It's **EASY** to submit your classified **ONLINE!**

Just go to:
www.pumper.com
Place a Classified Ad;
Fill in the Online Form!



What you learn on these pages could be worth **\$1,000s.**

It's all yours for —
FREE.

That's right. Some 10,000 of your industry peers welcome *Gas, Oil and Mining Contractor* every month for the value it brings — in saving money and improving customer service and satisfaction. Each issue shows you:

- Marketing and service tips that help you win jobs and earn more profits.
- Ways to save on office expenses, supplies, advertising, and taxes.
- Money saving deals on equipment.
- And much more.

Best of all, you'll learn from **other** successful **business owners** – how they did it, and how you can, too.

Don't miss an issue –
subscribe today!

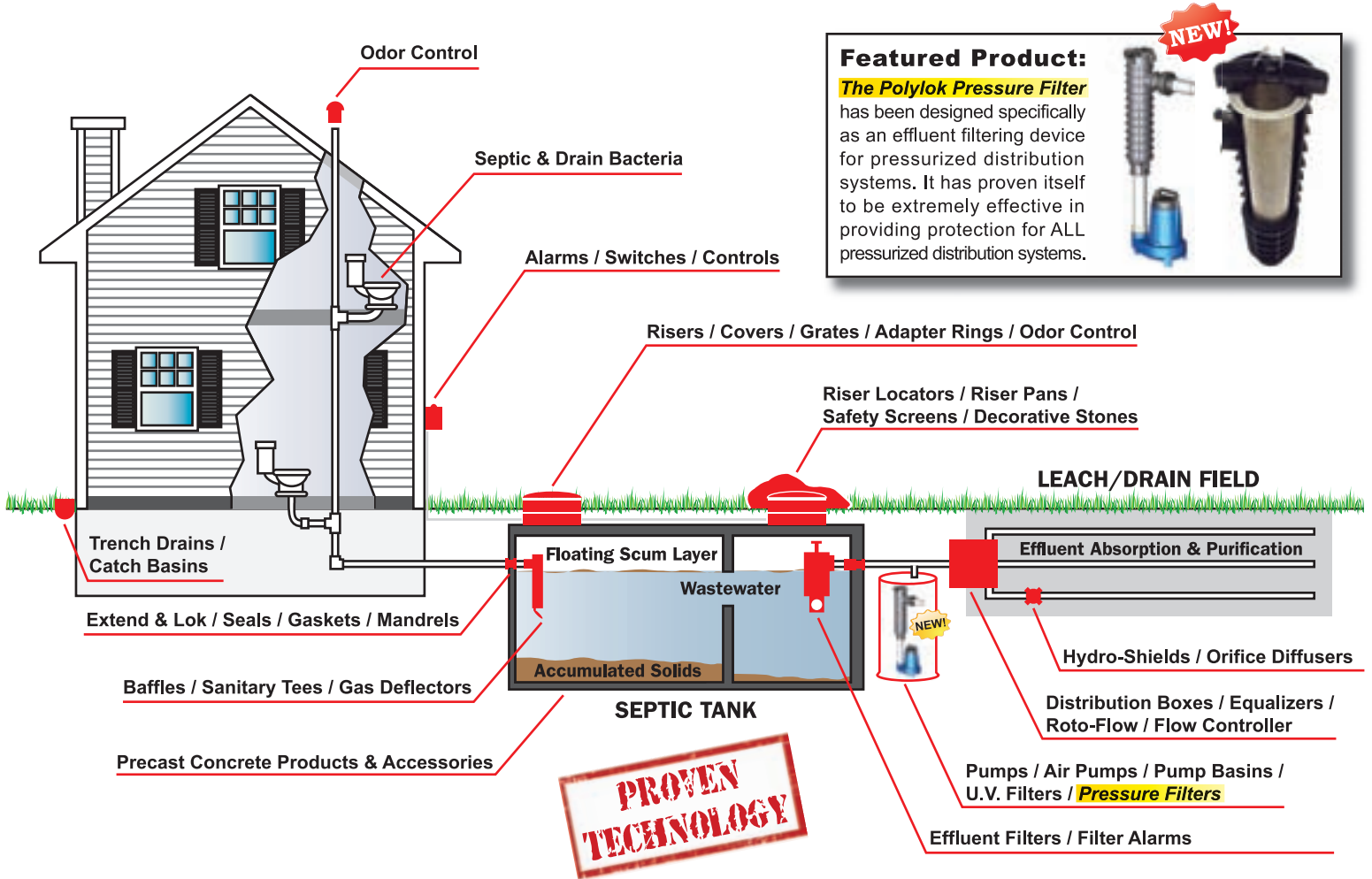
**GAS
OIL &
MINING
CONTRACTOR**

www.gomcmag.com

There is more to a septic system than meets the eye...

POLYLOK™ Inc.

BEST
TECHNOLOGY



Featured Product:
The Polylok Pressure Filter
has been designed specifically as an effluent filtering device for pressurized distribution systems. It has proven itself to be extremely effective in providing protection for ALL pressurized distribution systems.



To view our interactive version of this diagram visit: <http://www.polylok.com/PolylokSystem/PLsystem.html>

THAT'S WHY THERE IS POLYLOK

With almost 100 years of combined experience Polylok, Zabel & Best offer a complete line of products to keep your customer's septic system working at its peak performance.

1.800.701.3942 / www.polylok.com



Invest in your ability to...
EARN MORE



Want to Increase your ROI? Start by Saving Money on Equipment Purchases with PolyJohn's Online Super Saver Coupons!

Your business spends money on portable restrooms for one reason: **RETURN ON INVESTMENT**. Add to your assets with PolyJohn's PJN3™, Fleet™, and Comfort Inn™ units. Check out our full portable restroom line-up – and our online Super Saver Specials – at polyjohn.com and start capitalizing on the opportunities that come your way.



www.polyjohncanada.ca



www.polyjohn.co.uk



www.polyjohn.com.br



www.polyjohnmexico.com

1-800-292-1305
www.polyjohn.com



PRESVAC

DESIGNED AND BUILT FOR PERFORMANCE

A WORLD
LEADER IN
VACUUM
TECHNOLOGY
FOR OVER
30 YEARS



POWERVAC 5300 FOR WET/DRY OPERATION

5300 CFM air flow/28" HG vacuum, Dump chutes extended to rear of truck, Stainless steel 316, DOT 407/412



LIQUID TRUCK - DOT 407/412

Designed for industrial liquid applications

Quality...

...is our Trademark

4131 Morris Drive
Burlington, Ontario, Canada L7L 5L5
Fax: 905-681-0411

NATIONWIDE SALES & SERVICE
905-637-2353 • 800-387-7763
WWW.PRESVAC.COM