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COLE Publishing Adopts NAWT Role

By Jim Kneiszel, Editor

COLE Publishing, which has brought you *Pumper* magazine for going on 32 years, is taking on a new and critical role in the liquid waste hauling industry. Starting in mid-May, COLE assumed executive administration duties for the National Association of Wastewater Transporters.

A NAWT search committee chose the publishing company to lead the trade group's membership, promotion and programming efforts following the retirement of founding executive director Tom Ferrero. After working with a core group of committed pumpers to build NAWT programs and start the successful annual Waste Treatment Symposium, Ferrero is stepping aside to work in his son's wastewater business. He will retain the position of NAWT secretary. You can read more from Tom on the changes in this issue's *NAWT News* column.

BUILD ON PAST SUCCESSES

COLE has many plans in store to build on NAWT's recent successes, including reputation building with officials at the U.S. Environmental Protection Agency and the growing Waste Treatment Symposium. COLE's aim is to grow NAWT membership through stepped-up marketing efforts, as well as develop new and innovative approaches to bringing high-value education programming to contractors across the country.

TO LEARN MORE ABOUT THE FUTURE OF THE NATIONAL ASSOCIATION OF WASTEWATER TRANSPORTERS AND THE GROUP'S UPCOMING LAND APPLICATION WORKSHOP, TURN INSIDE TO THE *NAWT NEWS* COLUMN.

NAWT membership has represented a who's who in the pumping industry over the years. Many of its esteemed members have worked diligently to raise the professionalism of the industry in the eyes of regulators and the general public. I have a tremendous respect for industry pioneers who saw a need to organize and build awareness of the critical environmental work performed by pumpers. The vision of these leaders put this industry in a better position for the future.

It will be exciting to see what NAWT members can accomplish with the marketing and technology support COLE offers. As editor of *Pumper*, I look forward to following all of NAWT's new initiatives. This magazine has a history of supporting the trade association's efforts through the *NAWT News* column and editorial coverage of training programs and the traveling Waste Treatment Symposium. I envision broadening those reporting efforts as needed in the future.

NEW ASSOCIATION MANAGER

You can look for COLE to name a NAWT association manager soon. This person will be responsible for carrying on the work started by Ferrero with oversight from the NAWT executive board. You can count on that appointment and future enhancements to the NAWT programs to be reported here as they happen. Stay tuned. ■

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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 jeff@colepublishing.com. To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email nicole@colepublishing.com.

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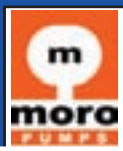
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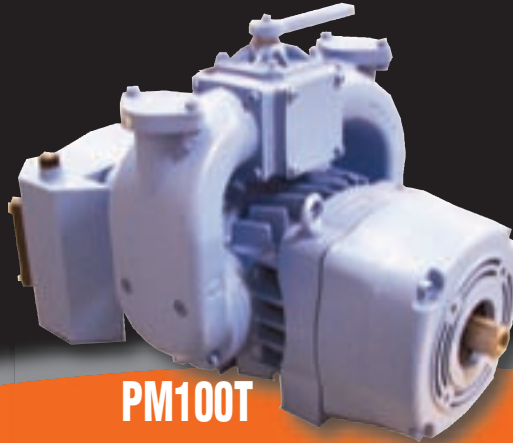
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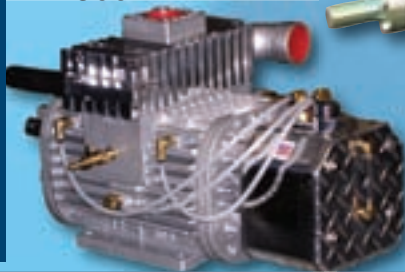
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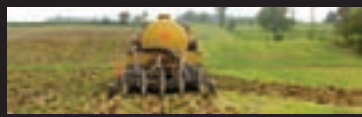
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letter to the
EDITOR

These Are a Few of My Favorite Things ... About Pumpers

Dear Pumper:

I enjoy *Pumper* tremendously, as well as many other COLE Publishing publications. Where else can you get so much relevant information about our industry?

As an alternative system maintenance provider — but not a waste hauler — we often contact our local pumpers to empty treatment tanks, STEP and other tanks or manholes for our clients as part of routine service. I have seen good ones, and I've seen bad ones. My referral list has grown pretty short over the years, unfortunately.

I have often wondered if the pumpers know what we like best about them. Here is my list of what I like in a pumper:

One who shares what he knows best and asks questions about the stuff he knows less about.

One who says, "Pump the tank when it needs to be pumped" instead of "Pump it every two to three years."

One who shows up five minutes before our scheduled appointment time so I'm not waiting for 45 minutes with the pump vault pulled out of the tank and sitting in the front yard.

One who ensures that lids are screwed down, or that I will screw them down, before he leaves the site.

One who doesn't exaggerate the poor condition of the septic tank to our mutual client.

One who tries to understand the treatment system he is servicing, rather than assuming and conveying inaccurate or misleading information to the client.

One who shows his professionalism by wearing gloves and clean clothes, avoiding conversations about drunken weekend escapades, washing down sludge residue on the lawn, and carefully restoring the site as close to its original condition as possible.

One who assesses the solids accumulation in the tank before pumping it, so they can give an accurate estimate of pumping frequency to the client.

One who understands the value of relationships, making sure that both the client and I (the one who referred him) are happy with his work.

One who understands the importance of his job for public health, and shows by his actions that he actually loves what he does.

These are the guys I love hanging out with around the septic tank.

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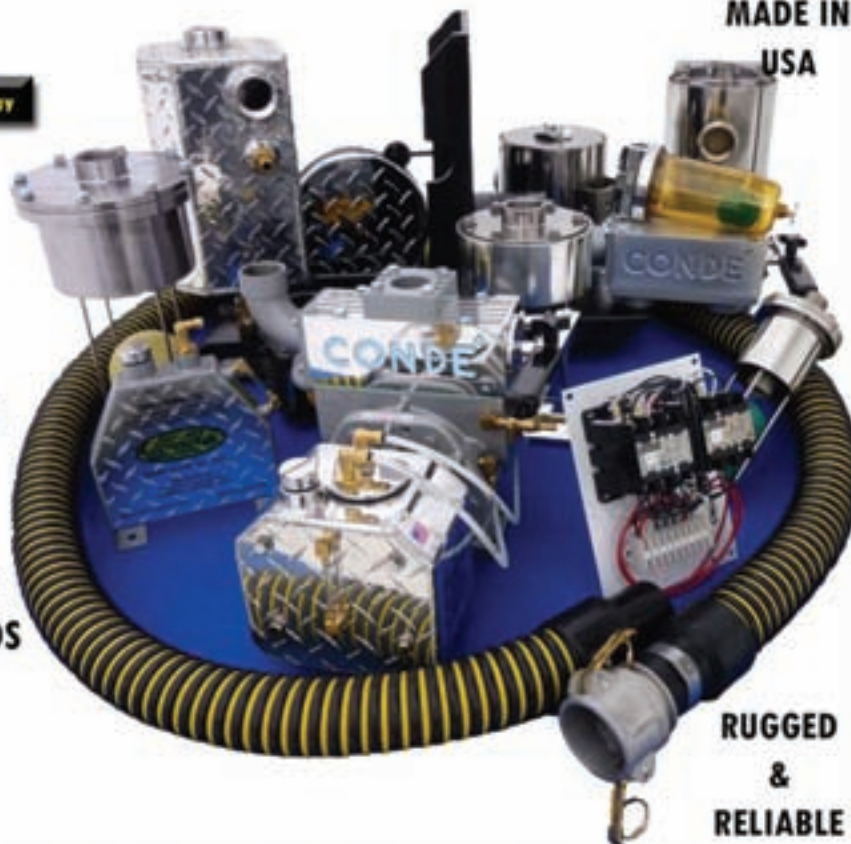
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It Takes TWO

By Ken Wysocky

Brad Heath prepares to offload septage to the transfer station he built at Best Septic Tank Cleaning. (Photos by Barry Champagne)

With a sterling reputation and quality control in the balance, Texas pumpers Brad and Kim Heath scaled back their business and run a hands-on operation

Like many couples running small septic service outfits, Brad and Kim Heath of Best Septic Tank Cleaning and Transport Inc. in Rosenberg, Texas, have come to a realization over the years: Staying small has its rewards. So does emphasizing customer service and sticking with what you do best.

Armed with this less-is-more approach and Brad Heath's resourcefulness and problem-solving skills, the couple prefer to go it alone, operating without employees — even though they have more work than they can handle. They run a lean, scaled-down business that enables them to better control service quality and stay closely attuned to customers.

"If we keep it simple, we can stay on top

of quality assurance," Heath says. "This way, I know work will be done to my satisfaction."

Heath upholds the high standards his father, Neil Heath, established when he founded the company in 1981. He named the company Best Septic because he always wanted to be the best at what he did, Heath says. While the name invites critique, Heath says he doesn't feel any pressure because the be-the-best mentality is such an integral part of daily operations. He says it's easier to stay focused because Best does only what it does, well, best: Clean septic tanks.

"We specialize in cleaning, not doing repairs or installations," Heath says. "We have enough business just cleaning septic systems."

Hard work is nothing new to the Heaths. After graduating from high school, Heath worked part time for his father, while also holding down a part-time job as a journeyman electrician at a local power plant. Kim Heath worked for almost 10 years as a registered nurse at a Houston hospital before coming aboard at Best. Their son, Chris, also worked during summers from junior high school on, and was a full-time employee from 2005 until this summer, when he joined the military.

In 1996, Heath took advantage of an early-retirement buyout offer from the power plant and went to work full time with his father, who passed away four years later. At that point, the Heaths assumed control of the company, with

continued



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Brad Heath

Brad and Kim Heath

Kim handling office and administrative duties and Brad handling the fieldwork.

OPERATIONAL OBSTACLE

Heath’s problem-solving mettle was tested soon after when state officials challenged the viability of two 7,700-gallon, underground fiberglass storage tanks the company used as a transfer station. Heath’s father installed the dual-wall tanks in the early 1990s to hold waste until it could be hauled away. The nearest waste-disposal facilities are on the other (east) side of Houston, a 2-1/2-hour drive, or in Abilene, some 500 miles away.

Local health department officials had never expressed concern about the tanks, not even when Heath played it safe and submitted pictures and technical details about them. “They came around and gave us great marks ... we thought we were in good standing with everyone,” he says.

But when new regulations prompted a

state agency to review old waste-storage sites, Heath was told the tanks would have to be situated above ground — a potential financial back-breaker. That’s where Heath’s resourceful streak kicked into gear.

He started by designing a fractional 21,000-gallon storage tank, which basically is a storage tank with a compartment on one end that separates large debris, leaving cleaner sludge. He added a reinforced concrete wall around the tank to contain potential leaks.

“I contract with a waste hauling firm to come twice or three times a week with waste transport trucks and take the waste to a tank farm about 18 miles away,” Heath explains. “There, it’s processed with a lime slurry for 24 hours, and after it stabilizes, is land-applied in pastures. When I have time and it makes sense geographically, I take waste there myself because I can save several hundred dollars a trip.”

It took two years to get a site-operation plan approved. Then it took eight months to build the facility. The cost? About \$60,000 for the tank, \$7,000 for chain-link fencing and another \$30,000 or so for concrete work.

“It works perfectly,” Heath says. “I designed it myself and built it to what I needed. It would’ve cost two to three times that much to have someone else design and build it.”

In the wake of that experience, Heath has some advice for other pumpers in the same situation: Ask regulatory officials very precise questions and obtain very specific answers.

“You don’t want anything vague,” he says. “You have to understand the rules and be certain that the way you’re building it is acceptable, because you don’t get a second chance financially to do it right. And don’t accept

continued

Profile

Best Septic Tank Cleaning and Transport Inc.

Rosenberg, Texas

Owners: Brad and Kim Heath

Founded: 1981

Employees: 2

Service area: Fort Bend

County, southwest of Houston

Specialty: Residential and commercial septic pumping



The Heaths’ transfer station features a 21,000-gallon fractional storage tank with debris separator and spill containment system. It’s surrounded by a fence for security.



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Heath monitors the vacuum system operation while pumping a tank in the field.

Pumper's Domain is a No-Employee Zone

Years ago, Best Septic Tank Cleaning and Transport Inc. in Rosenberg, Texas, was a growing company. But the bigger it got, the more unhappy its owners, Brad and Kim Heath, became. Growth meant more work, and more work meant hiring employees to keep up — a situation that proved problematic.

"Trying to get bigger didn't work for us," Brad Heath recalls. "Everything increases in size ... problems seem to multiply. By keeping the business small, I can keep my finger on the pulse of the business."

Around 2004, the Heaths had as many as three employees. But finding technicians with a good work ethic proved to be nearly impossible. They encountered employees who would refuse to work a rotation schedule on Saturdays or holidays, or sometimes decline to work a full day at all. They'd call in sick, disappear for hours on end with no explanation, come to work ill-groomed and refuse to talk to customers. Some didn't have transportation and wouldn't take a job unless Heath could give them a ride to work.

"One person even told a customer he wouldn't dig up a tank if he couldn't find it in five minutes," he says.

Heath tried different approaches, to no avail. He paid higher-than-average wages — starting at \$14 an hour and going up to \$17. He sought employees through a vocational program at a local high school, which also was a dead end.

"No one was interested," he says. "Either they said we didn't pay enough money, or they didn't want to pump septic tanks or they felt work would interfere too much with their social lives. Or they said it was too hot to work outside."

"I finally figured that finding and retaining employees was more of a hassle and a headache than doing it myself," he concludes. "It was hurting my company's reputation, so I decided it wasn't worth it."

“WE CAME UP WITH A MAINTENANCE TIP SHEET WITH SUGGESTIONS TO HELP PREVENT PROBLEMS, AND ANOTHER SHEET THAT EXPLAINS HOW CONVENTIONAL AND AEROBIC SYSTEMS WORK. I TELL THEM (CUSTOMERS) WHAT KINDS OF SOAP AND PAPERS WORK BEST AND WHICH CHEMICALS ARE DETRIMENTAL TO BACTERIA ... WE TRY TO GET THEM TO USE CITRUS ALTERNATIVES, WHICH AREN'T AS HARSH ON SEPTIC SYSTEMS. WE ALSO TRY TO GET THEM TO BUY INTO PREVENTIVE MAINTENANCE.”

Brad Heath

verbal agreements. Always insist on a written understanding or agreement.”

NEW RULES BOOST BUSINESS

On the other side of the coin, Best Septic benefits from another new regulation that requires homeowners to replace failed septic systems with aerobic systems. Heath estimates that about half the systems in the county are conventional gravity-fed systems, while the other half are aerobic systems.

Aerobic systems require more frequent cleanings because the waste compartment is smaller — about 400 or 500 gallons — and there's no separation of grey and black water. All the waste material drains into the first primary waste compartment, so bacteria don't work as quickly because things like grease, soap and food mix with the waste.

A new state law requires a licensed maintenance company to perform quarterly inspec-

tions of aerobic systems to be sure they're functioning properly, Heath says. Maintenance companies then refer cleaning jobs to pumpers like Heath.

Because new systems are expensive to install, Heath tries to educate customers about proper septic system care so their existing systems last longer and stave off expensive replacement as long as possible.

“We came up with a maintenance tip sheet with suggestions to help prevent problems, and another sheet that explains how conventional and aerobic systems work,” Heath says. “I tell them what kinds of soap and papers work best and which chemicals are detrimental to bacteria, like bleach or harsh cleaning chemicals. We try to get them to use citrus alternatives, which aren't as harsh on septic systems. We also try to get them to buy into preventive maintenance.”

Heath believes patiently talking to

customers and answering their questions builds trust. Plus, he says the better customers understand their systems, the easier it is to clean them.

“It's important to me that customers understand how a system works, so they can save money,” Heath says. “That's the way my father did it, and that's how I do it, too. It helps build customer loyalty. Some people will wait two or three days just so we can pump their tank, instead of using a competitor. They're very loyal because of the rapport we've built. About 50 percent of our total business comes from word-of-mouth referrals.”



Heath completes paperwork. This time it's non-hazardous waste control tickets required by the Texas Commission on Environmental Quality.

wear the many different job hats required to run the company with about 7,000 accounts. When there's too much work for Heath to handle, he refers business to two other family-owned companies whose owners he knows and work ethics he respects.

"She's the president, general manager and accountant, and I'm vice

president, plant superintendent, field supervisor and head of maintenance," Heath quips about the couple's many job titles. "I can make more money doing jobs myself and putting in a little more time, and I'm happy where my business is going and doing things to my and my customers' satisfaction." ■

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GOOD EQUIPMENT A MUST

To service customers, Heath relies on a 1997 Chevrolet C6500 equipped with a 1,900-gallon aluminum tank and Masport pump; and a 2007 Peterbilt 335 outfitted with a 4,000-gallon aluminum tank built by Pik Rite Inc. and Masport pump.

Given the dearth of nearby waste-disposal sites, the Peterbilt truck with its sizable tank was a game-changer for Best. (Kim Heath was so excited about the purchase that she obtained a commercial driver's license so she could drive the truck, too.)

"By buying such a large truck, I can use it as a vacuum truck and a transport truck," Heath says. "I can pump two or three residential tanks at a time, which actually allowed me to drop my (per-gallon hauling) rate when most guys are having a hard time not raising their rates — and still recognize a good profit margin because I'm not wasting time," he explains. "Now I can get more jobs done in a given day because I don't have to drive as much ... and I pass those savings down to my customer. When I tell them their rate went down, they just look at me in disbelief."

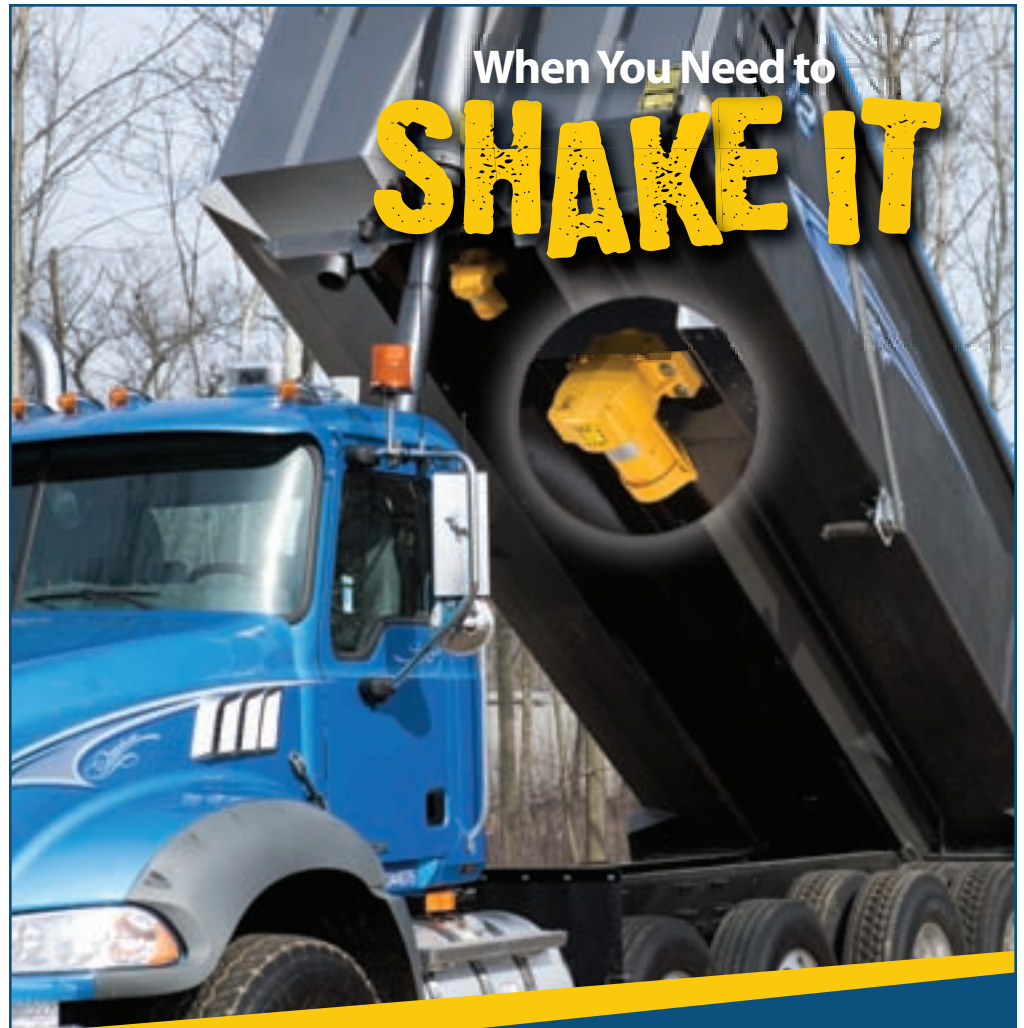
Heath also saves his customers money by trying to schedule tank cleanings during dry spells, so there's less liquid waste to haul. In hot, dry Texas, the savings can be significant. To build trust with customers, Heath always shows them the (tank) gauge before and after pumping.

"We don't charge a flat fee because the number of gallons pumped fluctuates," he says. "Some of our customers have been with us for two or three generations ... we've earned that trust. That's worth a lot more than money. Money isn't everything. I always try to put myself in my customers' shoes and save them money."

NO CHANGES IN SIGHT

Looking ahead, Heath doesn't see many changes in the offing. In the long term, Kim Heath plans to finish a degree in culinary management in fall 2012, then hopes to split her time between running Best and managing a restaurant at night.

Until then, Heath says they are content to



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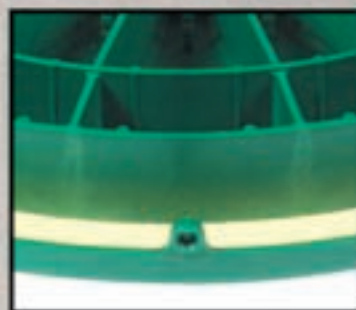
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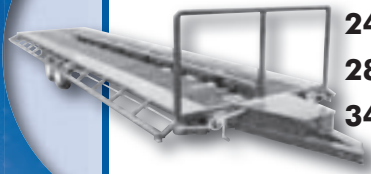
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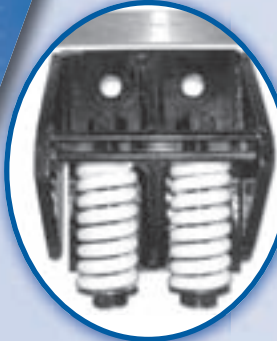
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By **Scottie Dayton**

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

California Agency Sued For Delaying New Septic System Rules

Environmental advocacy groups Heal the Ocean and Heal the Bay filed a lawsuit against the California State Water Resources Control Board for taking more than seven years to adopt septic system permitting and operation standards after rules were supposed to go into effect by January 2004.

The groups sued the board to protect public health and aquatic life. California does not have regulations for monitoring the state's 1.2 million onsite systems. A spokesperson for the resources board stated that a final draft of the rules should be out in the next few months and that the delay was normal for the public processes.

NEW YORK

In response to new state and federal stormwater regulations aimed at protecting the New York City reservoir system, 10 watershed towns of northern Westchester added a five-year septic tank pump-out requirement to their sanitary codes.

Most took effect in May 2011. During the service, existing regulations require haulers to inspect the drainfield and report failure signs to the county health department. There are about 40,000 septic systems in Westchester; 30,000 in the watershed.

The New Castle board added a chapter to the town code requiring owners of homes with onsite systems to show proof of an inspection by a licensed service provider every five years.

FLORIDA

The Jacksonville Water and Sewer Expansion Authority has closed for lack of business. The agency, created in 2003, helped extend water and sewer service in established neighborhoods and received \$15.5 million in state and federal grants to work in areas where failing septic tanks polluted waterways feeding the St. Johns River.

Proposed legislation calls for the municipal utilities provider to take over the work of the closed agency. According to the agency's former executive director, the priority of the partnership is to phase out septic tanks. The project is financed by stormwater utility fees.

OREGON

A draft ordinance proposed by a Dunes City council member would eliminate mandated onsite inspections except for new or replacement systems, buildings that are expanded or remodeled or sold, or when the city receives written complaints.

Under current legislation effective in March 2012, homeowners must submit proof of an inspection, mapping, and pumping of an onsite system. Follow-up inspections would be due every five years with pumping as required. The council formed an Ordinance Review Committee to rewrite the proposal.

PENNSYLVANIA

The state Department of Environmental Protection required the Delaware Township to update its sewage management plan to address old systems with rusting steel tanks. Supervisors proposed an ordinance that would require homeowners to have their septic tanks pumped and onsite systems inspected every three years. Part of the Pennsylvania Sewage Facilities Act also requires supervisors to develop an inspection plan for onsite systems. ■

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Don't Hit Send!

Just because it's an email doesn't excuse sloppy writing or an unprofessional approach to correspondence

By Jean Kelley

Spam. Email chain letters. Obnoxious or off-color jokes ... These are just a few things that annoy business professionals when it comes to daily email. While you're likely not sending any of these things, what if your emails to people are just as annoying?

Unfortunately, many people unknowingly irritate co-workers and clients with bad email etiquette and habits. Even worse, the offenders are tarnishing their reputations in the process, unaware that their correspondence reflects their personal and company image and credibility.

If you've ever wondered why people don't take action on your emails or why this productivity tool seems to waste more of your time than it saves, you may be guilty of exhibiting a few email pet peeves. Following are the top five email pet peeves in the workplace. Avoid them so your email messages are most effective.

1. Having sensitive conversations via email.

Sensitive and emotionally charged conversations have no place in an email. If you need to fire someone, express disappointment or apologize, do it face-to-face or at least via phone. When a topic has emotion behind it, the recipient naturally escalates that emotion when reading the email. Why? Because it's virtually impossible to display emotion in an email, and humans by nature look for the worst intentions in a message rather than the best. So your innocent question of "Why did you call Mr. Smith?" gets read as an accusatory question, as if you had asked, "Why on earth did you of all people call Mr. Smith and bother him?"

Adding fuel to the fire, many people write things in an email that they would never say in person. They view email as a way to have "safe" conflict without being face-to-face. So they may snap back at someone in a sarcastic way or slam someone professionally or personally. If your message has any type of intense emotion behind it, don't send the email.

2. Using 'reply all' versus 'reply.'

Just because you were one of many recipients on a message does not mean everyone needs to hear your reply. A supervisor may send a group message out to the entire department asking who will be present at the quarterly meeting. The only person who needs to see your response is the person who initiated the message. If the group contains 100 people and each one does a "reply all" saying, "I'll be there," you'll all have a cluttered inbox.

If your company requires that you do a "reply all" for business emails, do so. Otherwise, use the "reply all" button judiciously. And remember that with a "reply all," everyone — even someone who was in the BCC line — will see your comments. So you never really know who is getting your message.

3. Using poor grammar and spelling.

A typo every now and then is not a big deal. However, consistent bad grammar and spelling is obnoxious. Email is a form of written communication, so respect the written word. Additionally, this is business, and everything you do, say and write is a reflection of your professionalism.

When people read your messages, they naturally and automatically make a judgment about you based on your writing. If your writing is poor, everything else about you is in question. If you don't care enough about

MANY PEOPLE ARE UNKNOWINGLY IRRITATING CO-WORKERS AND CLIENTS WITH BAD EMAIL ETIQUETTE AND HABITS. EVEN WORSE, THE OFFENDERS ARE TARNISHING THEIR REPUTATIONS IN THE PROCESS, UNAWARE THAT THEIR CORRESPONDENCE REFLECTS THEIR PERSONAL AND COMPANY IMAGE AND CREDIBILITY.

your writing, what else don't you care about? Your product? Your service? Remember the written word stays out there forever, and no email message is ever really deleted permanently. Make sure your lasting impressions are good ones.

4. Emailing complicated information.

If you have to give someone technical, detailed or complicated information, do it with a phone call and an email as a backup rather than relying solely on email communication. Email is best suited for short messages that don't require a lengthy response. If your email is more than a couple of paragraphs, pick up the phone and talk to the recipient. Use the follow-up email to send needed documentation or a recap of your verbal instructions, but don't expect people to read and act upon a lengthy or complicated message.

Additionally, if you are the recipient of a detailed message and need time to work on the reply, send back a short acknowledgment message that states, "I received your message and am working on the needed items." And if the reply requires real discussion, then pick up the phone and talk about it. Don't rely on email for every topic.

5. Writing bad subject lines or not using subject lines.

Unless you're doing email marketing and relying on your messages to sell people, use straightforward subject lines that reflect the true theme of the message. Leave the cute and clever wording to the marketers. For day-to-day business purposes, plain and direct work best. So rather than have a subject line that reads, "Want to pick your brain," write, "Need your input on the Jones project."

Realize, too, that many people use their email as a filing system, and they rely on the subject lines to find key information later. So if all your subject lines are vague or if you don't use subject lines, people won't know what the message was about when they search their files later. And should the email's subject change as the conversation ensues, then change the subject line to reflect the new theme.

GET YOUR MESSAGE ACROSS

Email — with instant messaging and texting coming up fast for quick communication — is now the preferred method of business correspondence. But remember, just because something is commonplace doesn't mean you can become lazy with it. Always use email properly and for the purposes and subjects it was intended. By doing so, not only will you avoid these pet peeves, but you'll enhance your professional reputation. ■

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By Doug Day

Powered by Septage

AFTER A SUCCESSFUL PILOT, A MICHIGAN LANDFILL EXPANDS ITS UNIQUE BIOGAS RECOVERY PROGRAM, GIVING AREA PUMPERS A NEW DISPOSAL OPTION AND CREATING RENEWABLE ENERGY

A four-year research and development project at the Smiths Creek Landfill in St. Clair County, Mich., has proven that injecting liquid from septage into a bioreactor is economical and environmentally sound. The moisture, nutrients and microorganisms lead to rapid decomposition of the garbage resulting in longer landfill life, increased rate of biogas production, new revenue and another option for pumpers as Michigan phases out land application.

The Smiths Creek story was first featured in *Pumper* in June 2009. At the time, the bioreactor, located 60 miles north of Detroit, had been operating for a short time and only one pumper was providing septage. Since then, St. Clair County and development partner CTI Associates have patented the technology and formed Alternative Landfill Technologies LLC to market their idea.

“We are working with our state and federal regulators to get the language changed to allow injecting septage liquid,” says Matt Williams, landfill manager. “I don’t think there is any real opposition.”

Pumper: How does the system work?

Williams: Pumpers hook up, swipe an ID card and discharge their load. The septage goes through a rock trap to remove heavy items, then into a Muffin Monster from JWC Environmental to remove trash and homogenize the load. After going through a pH meter, the waste goes to a JWC Honey Monster that screens out solids and separates the liquid. Solids, about 2 percent of the volume, are dumped into bags that get buried in the landfill. The liquid is discharged to two 4,100-gallon lift stations with 7.5-hp Gorman-Rupp pumps, through a 2,500-foot force main into a MPC Containment 50,000-gallon bladder tank.

That is a change from the original design. We now use that for settling of

suspended solids to prevent fouling the lines. The liquid is then pumped to another MPC 50,000-gallon bladder tank connected to the bioreactor: a 7-acre landfill cell. The liquid is gravity-fed through perforated lines into 10-foot layers of garbage. The biogas is extracted with 4-inch perforated pipes.

Pumper: How have pumpers reacted?

Williams: Positively. They like that the septage station is clean and neat and they can get in and out quickly. We have four companies delivering on a regular basis. The tipping fee is 5 cents per gallon, the same as the nearest septage receiving station at a wastewater treatment plant 25 miles away in Mount Clemens.

Pumper: What is the timeline for converting to a full-scale project?

Williams: We hope within the next three to five years. We have a total of 12 years for the research project, so we have some time to complete the regulatory changes. When we get the go-ahead, we plan to expand it to the entire landfill, or at least a significant portion.

Pumper: Does septage outperform leachate in aiding decomposition?

Williams: Yes, it does. The decomposition — the biogas generation rate — is about 2 1/2 times greater on the septage side of the bioreactor than on the leachate side.

Pumper: What makes the bioreactor a viable project?

Williams: The increased gas generation rate and enhanced settlement of the refuse. We aren’t getting more gas, we’re just getting it faster, and that makes biogas economical. Refuse settlement (decomposition)



Four-inch perforated pipes are installed in the refuse mass to distribute septage liquid and speed up decomposition of the garbage.



Left, a JWC Honey Monster removes solids from the septage. The bags of solids are buried in the landfill.



“PUMPERS ARE THE KEY. YOU NEED TO BE IN AN AREA WITH A LOT OF SEPTAGE IN ABOUT A 25-MILE RADIUS. AS MUCH AS OUR PUMPERS LIKE OUR FACILITY, IT COMES DOWN TO ECONOMICS FOR THEM, TOO. THEY’RE NOT GOING TO COME HERE JUST BECAUSE THEY LIKE IT.”

Matt Williams

is important because it frees up space for more refuse and extends the life of the landfill. We have 25 years left on our current permit and are in the process of extending that another 30 years with some expansion. I’m not sure yet how much longer the life will be with the bioreactor, but it will be significant.

Pumper: When will you start reclaiming biogas?

Williams: Construction started in May and it will be in operation by the end of the year. We provide the gas and get compensated for it. Blue Water Renewables will build and operate the biogas generation facility. They are a subsidiary of Detroit Edison, which has a contract to buy 3.2 mW. Without the bioreactor, we would probably generate around 1.6 mW. The enhanced rate of biogas production allowed Blue Water to install two 1.6 mW Caterpillar 3520 generator sets instead of one. With the bioreactor we’ll get about \$600,000 in revenue every year. Without it, we would see substantially less revenue.

We also built the biogas building so we could include the Smiths Creek Environmental Education Center to inform the public about the bioreactor, gas-to-energy, and other county environmental initiatives.

Pumper: Were there some lessons learned?

Williams: Solids management was one. That’s why we now use one of the bladder tanks for settling. The other was winter operations. We have to insulate everything to prevent freezing. We shut down in the winter of 2009-10 because we couldn’t come up with an effective way to prevent freezing. We added concrete curing blankets and tarps over the tanks this past winter and it operated well.

Pumper: How much have you spent and how much more do you expect to spend?



Pumpers like the clean and simple septage receiving station at the Smiths Creek Landfill.

Williams: We’ve spent more than \$4 million on research and development, construction, monitoring and analyzing. We don’t really know the cost of expanding, but it won’t be as costly as the research and development.

Pumper: What should landfill operators consider if they’re interested in a similar project?

Williams: Pumpers are the key. You need to be in an area with a lot of septage in about a 25-mile radius. As much as our pumpers like our facility, it comes down to economics for them, too. They’re not going to come here just because they like it.

Pumper: Looking out 25 years, what do you think you’ll see at Smiths Creek Landfill?

Williams: I am hopeful, and pretty confident, that we’ll have a fully commercial bioreactor and will have offered septage disposal to keep it off the fields, out of our streams, and out of our wastewater treatment plants. And that our landfill will have another 40 years of life.

Pumper: This is the first such commercial project and you are half-owner of the technology. What do you see in 25 years for landfill bioreactors?

Williams: That other landfill operators will see it as economically viable. We believe that injecting septage into the landfill is the best way to dispose of it. You can’t do it everywhere, but if you can, it is the best way to handle septage. Our septage bioreactor is a new option for septage disposal, creates a renewable energy source, a new revenue stream, and it extends the life of landfills.

Left, septage liquid goes to one MPC Containment 50,000-gallon bladder tank for solids settling, then through another that feeds the 7-acre bioreactor.





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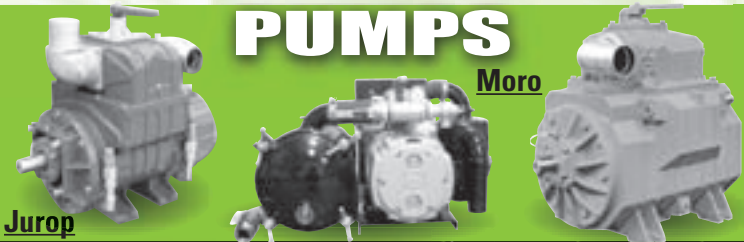
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WAY TO GROW!

By Ken Wysocky

Uncompromising customer service and an expanding menu of wastewater services is the recipe for revenue-building for a Vermont pumper



Technicians Jamie Blodgett (left) and Bruce Messier use an O'Brien Manufacturing (Hi-Vac Corp.) trailer-mounted waterjetter to evacuate a septic system line. (Photos by Geoff Hansen)

Profile

Dimmick Wastewater Services

Randolph, Vt.

Owner: Robert Dimmick

Founded: 1976

Employees: 12

Service area: A 60-mile radius around Randolph in central Vermont

Services: Septic service, pipeline cleaning, inspections, dewatering services



Despite a challenging economy, Robert Dimmick is confident several things will always keep his business — Dimmick Wastewater Services in Randolph, Vt. — thriving like healthy bacteria in a well-maintained septic tank: great customer service, business diversity and willingness to embrace new waste-disposal technology.

“The key thing in our business is service, service, service,” says Dimmick, whose father, Russell, started the company as Central Vermont Septic Service in 1976. “We pick up new accounts every month. We’ve experienced 38 percent sales growth just this year alone, and we couldn’t do that if we didn’t provide great service.”

The best way to instill in employees a core value like customer service is to lead by example. If employees consistently heard Dimmick mouth off to a customer or saw that he accepted a job performed halfway, they’d “follow in my footsteps,” he says.

DIVERSE SERVICES

The way Dimmick sees things, offering a diverse array of services goes hand-in-hand with providing good customer service, because being a one-stop shop makes things that much easier for customers. For example, if Dimmick technicians discover a clogged lateral line while pumping out a tank, they can clean the line with a waterjetter instead of having the customer call another company and pay for another service call.

Under that philosophy, the company has assertively branched out into other lines of work. About 40 percent of the company’s sales volume comes from cleaning pipelines, the company’s most profitable service. Septic-tank pumping generates another 30 percent, septic-system inspections and engineering services contribute 20 percent, and portable sanitation represents the remaining 10 percent, Dimmick says.

“Basically, if you see a need for something and you do it for a fair price and provide good

“MY LONG-TERM PLAN IS TO MAKE IT AN EMPLOYEE-OWNED COMPANY. MAYBE SOME OF MY EMPLOYEES’ KIDS WOULD WANT TO COME IN, TOO ... IT’S A NICE LITTLE BUSINESS, WITH GREAT EMPLOYEES AND GREAT CUSTOMERS. IT’S BEEN A JOY EVERY DAY. I GET UP AND LOOK FORWARD TO GOING TO WORK.”

Robert Dimmick

service, you’re going to stay busy,” he explains. “Diversity is extremely important. If a customer needs something taken care of, we have the equipment to take care of it. You pull in to pump a tank and find they’ve got a plugged line or a broken line and need some engineering, you can take care of it.”

DEWATERING EMPHASIS

To dispose of waste, Dimmick embraces a mobile dewatering technology. More than a decade ago, he invested \$225,000 in a mobile dewatering box manufactured by Denmark-based Simon Moos Maskinfabrikt A/S that

could handle 12,000 to 15,000 gallons of waste on site per day.

A typical dewatering truck vacuums septic-tank sludge into an onboard holding tank, where the solids are treated and separated. Then the biologically active water is pumped back into the septic tank, and the solid waste goes to a waste-treatment facility, or perhaps is land-applied, composted, or treated through some other alternative disposal method.

“We ran the numbers, which showed dewatering could be very profitable,” Dimmick says.

Because of economies of scale, it was most

cost-effective to use the dewatering truck to service commercial accounts with large tanks, such as restaurants, rest areas and trailer parks. The company continued to pump household septic tanks with conventional vacuum trucks. At the time, the company land-applied its waste on family-owned farmland, a practice it stopped years ago.

“That’s when we really started growing,” Dimmick says of the dewatering-truck purchase. “The truck allowed us to be much more competitive in helping municipalities.”

Dimmick says even back when he first got into the industry, it didn’t make sense to him to spend all that time and money on hauling around all that water. “For example, we had one job where we’d drive two hours one way to pump out two 5,000-gallon tanks at a state rest area,” Dimmick explains. “It took us two days to do the job and land-apply the waste. With straight (vacuum) trucks, that would’ve been three trips, versus one with this truck — plus, we got other jobs at the same time along the route.

“If we ran the dewatering truck for eight to 10 hours a day, we could turn \$4,500 to \$6,500



The Dimmick Wastewater Service crew is shown in the company yard. From left are Melissa Bouchard, Pam Mills, Linda Dimmick, Billy Dimmick, Rob Dimmick, Stephen Davoll, Bruce Messier, Jamie Blodgett and Gene Bartlett.



Above left, Billy Dimmick washes off Five Peaks Technology restrooms at the company yard. Above, Rob Dimmick cleans a storm drain. At left, Davoll prepares an Advanced Containment Systems Inc. restroom trailer for delivery.

in gross revenue, versus \$1,000 for a conventional truck on a good day," he continues. "And it's beneficial to return the water into the septic tank. If you leave the tank full of water with bacteria, it's good for the system."

ROOTS IN PUMPING

Dimmick's interest in promoting dewatering stems from a lifelong involvement in the septic service industry. He helped his father out a lot as a youngster, pumped his first septic tank the day he turned 16 years old and worked for his father full time until he turned 18. That's when he bought the septic service end of the business from his father, who also sold trailers to contractors.

His career path from there was hardly conventional, however. In 1998, he sold his business to a local waste-hauling outfit that was

interested in expanding its services. He stayed on as an employee for several years, bidding jobs on a commission basis. Then, in an abrupt turnaround, the same company announced it was selling its liquid-waste division. Dimmick couldn't resist the chance to do business again with his old customers.

"There was so much demand for good service, so I started up the company again, this time as Dimmick Wastewater Service," he says. "We got back about 98 percent of our old accounts and added another 60 percent in new accounts in the first three years. It was very overwhelming — that's very fast growth."

The company is a family affair. Dimmick's wife, Linda, handles the accounting. Their son, Billy, 17, is waiting to take over management of the portable sanitation arm of the business. Their oldest son, Bobby, 20, is studying diesel

mechanics and has worked in the service end of the family business. Their daughter, Bailey, 19, also is in college, studying architecture, and has worked in the office.

"Working with family can be challenging but very rewarding," Dimmick says. "It's no different than anything else. Everyone has different personalities, and you've got to be able to overlook the little things and work together."

RESTROOMS VS. SEPTIC

The portable restrooms, visible around the service territory, are a calling card for the business, Dimmick believes.

"Restrooms are more of a volume business," he notes. "You can't have units too far apart on a service route or you start losing money quick at only \$25 a week per unit. I look at portable restroom business as advertising right now. If it breaks even, I'm happy."

Dimmick says the company services a lot of outdoor weddings, which are very popular in Vermont. Equipment includes 160 standard restrooms built by Five Peaks Technology and one 20-foot restroom trailer from Advanced Containment Systems Inc. (ACSI). The company

“THE KEY THING IN OUR BUSINESS IS SERVICE, SERVICE, SERVICE. WE PICK UP NEW ACCOUNTS EVERY MONTH. WE’VE EXPERIENCED 38 PERCENT SALES GROWTH JUST THIS YEAR ALONE, AND WE COULDN’T DO THAT IF WE DIDN’T PROVIDE GREAT SERVICE.”

Robert Dimmick

Gene Bartlett checks the pH level of water that has been treated in the company’s dewatering system in Randolph, Vt.



services the restrooms with a 2008 Kenworth T300 with a 1,500-gallon waste/300-gallon freshwater steel tank, built by Quebec, Canada-based Teamco.

On the septic side of the business, the company owns a 2010 Kenworth T800 with a 4,300-gallon aluminum tank, built by LC Tanks Inc.; a 2001 Kenworth T800 roll-off truck that carries either a 3,500-gallon steel tank built by Teamco or a dewatering box; a 2000 Kenworth T600 with a 2,500-gallon steel tank, built by Teamco; a 1994 International with a 2,400-gallon steel tank, built by Teamco; a 2008 Sterling flatbed truck; and a trailer-mounted water-jetter (2,000 psi at 40 gpm) built by O’Brien Manufacturing (a division of Hi-Vac Corp.).

The company also relies on two 1994 Chevrolet service vans that each carry a homemade jetter and Ratech Electronics inspection camera; and a Heil transport tanker with a 8,000-gallon aluminum tank, built by Heil Environmental and used for transporting liquid waste for commercial and municipal accounts.

But he warns that no matter who runs the company, it must maintain its emphasis on customer service. “It’s easy to get on top, but harder to stay on top,” he notes. “You can quickly go to the bottom by losing that customer-service emphasis.” ■

BRIGHT FUTURE

Dimmick says he’s looking forward to continued growth for the company, and would like to see all his children working together. New blood would nicely complement his existing staff, which includes employees who’ve been with the company for 16 and 12 years, respectively.

“My long-term plan is to make it an employee-owned company,” he says. “Maybe some of my employees’ kids would want to come in, too ... it’s a nice little business, with great employees and great customers. It’s been a joy every day. I get up and look forward to going to work.”

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Disposal Alternatives on the Rise

Robert Dimmick says the United States is about 25 years behind Europe in terms of waste-disposal technology. But he’s doing his best to get the industry to catch up.

“They’re into dewatering and methane digesters,” says the owner of Dimmick Wastewater Service in Randolph, Vt. “They have to be because they don’t have the land base we do for waste disposal.”

On the other hand, Dimmick believes dewatering septic and grease-trap waste has gained acceptance during the last 10 years, and predicts it will be commonplace 20 years from now – except for smaller operations. “It just makes so much sense,” he says, especially with ever-rising disposal costs at municipal treatment facilities.

In effect, dewatering technology does exactly what a treatment facility does on a much larger scale: It creates two waste-disposal streams, liquid and solid.

“It sounds more complicated, but it’s really not,” he says. “Instead of hauling solid and liquid waste to a treatment plant, you take the greywater to a wastewater treatment plant, which has a lower disposal (cost). Then you take the solid waste to a landfill or a composter or an incinerator or a digester. You have a lot of disposal options, and they’re cheaper, too.”

How can pumpers tell if it’s more cost-effective to dewater waste or stick with conventional disposal methods? Dimmick suggests following the five-cent rule.

“The first question is, ‘What are you paying for disposal?’,” he explains. “If it’s five cents per gallon or less, it’s not worth (looking into dewatering). The majority of pumpers pay more than five cents a gallon ... and it’s not going to go down.

“It’s hard to cash-flow it when you’re paying less than that,” he continues. “If you’re paying three cents a gallon and you pay 3.5 cents to dewater, it doesn’t make sense. You just can’t collect enough revenue to pay for the equipment.”

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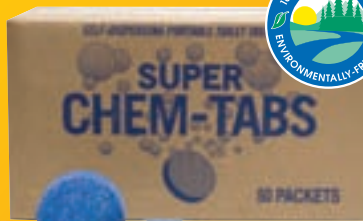
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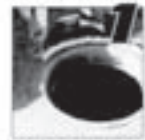
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Bringing Home the Benjamins

IOWA STATE CHAMPION CASEY MALLON WINS THE TOP PRIZE IN THE 2011 NOWRA ROE-D-HOE AT THE PUMPER & CLEANER EXPO

By Ed Wodalski

His hair was soaked with nervous perspiration; around his waist rested the champion's belt; in his hand were clutched ten crisp \$100 bills.

Casey Mallon, the Iowa Onsite Wastewater Association representative, took on all comers, and for the second time in three months proved to be the best, winning the 2011 National Onsite Wastewater Recycling Association National Backhoe Roe-D-Hoe, held at the Pumper & Cleaner Environmental Expo in Louisville March 3-5. As Iowa champion, Mallon automatically qualified for the finals.

The competition tested the skills of nearly 200 backhoe operators, competing in three timed events. Contestants had to drop three basketballs through a hoop, move three bowling pins into yellow PVC tubes, and set a golf ball on a string atop a plastic cone.

Mallon, owner of Mallon Excavating in Slater, Iowa, completed all three events in a total of 1 minute, 26 seconds. Having won at the state level, he knew what to expect in Louisville. But did he think that was an advantage?

BALL OF NERVES

"No," said Mallon, 36, who also received a first-place commemorative belt buckle. "I'm still just a ball of nerves." His technique in the basketball event may have proved the winning strategy. Rather than pick up the balls individually from the front, he swung the bucket from the side, collecting all three at once and, without tipping a cone, dropped them through the hoop.

"I thought, 'You've just got to go for it,'" Mallon said. "I saw a couple of guys yesterday attempting it. It seemed to work for me."

His greatest challenge was the golf ball event: "It did the same to me in Iowa too. I'm not a good golfer in real life, and I don't know why I would be a good one in this competition."



Mallon carefully places a bowling pin into a nearby tube.

Iowa state champion Casey Mallon (above) wore the champion's belt and took home the national Roe-D-Hoe title in Louisville. Below, runner-up Josh Reading dumps three basketballs through the hoop. (Photos by Ed Wodalski)



Runner-up Josh Reading, finished with a time of 1:33. He received \$400 and a commemorative belt buckle. Reading, 31, works for family-owned M & J Underground and Jean's Septic of Monee, Ill., and owns JR's Johns of Grant Park.

Like Mallon, he struggled in the golf event. "That was my nemesis coming in," he said. "It gets swinging and I just didn't figure out the technique to get it done fast."

BEATS HIS BOSS

Tim Boswell, 37, placed third with a time of 1:41, nearly 30 seconds faster than his boss, Jerry Stewart, who finished seventh. Boswell cashed in despite missing on his first attempt



Tom Fritts, Roe-D-Hoe director, presented Reading with \$400 and a commemorative belt buckle.

to put three basketballs through the hoop and had to go back for a fourth try. "It's nervousness, that's all," said Boswell, who works for family-owned Stewart's Septic Service of Fairfax, Va. "One time I did 1:31 and 2:10 the next time. It's just how you do at the moment."

Boswell didn't have a strategy for the event, just experience: "I've been running equipment for about 20 years." He received \$100 and a commemorative buckle. The other finalists were:

- Chris Diesco of New York, 1:43.
- Andrew Riegero of Michigan, 1:51.
- Kenny Lee of Georgia, 1:53.
- Jerry Stewart of Virginia, 2:07.
- Dwain Dantel of Tennessee, 2:13.
- Nick Sergeant of Michigan, 2:15.
- Terry Camden of Indiana, 2:33
- Ralph Williamson of Georgia, 2:37.

Tim Boswell placed third despite missing on his first attempt at the basketball hoop.



NUMBERS INCREASING

NOWRA executive director Eric Casey said about 175 operators competed, some going through the course more than once. He estimated that entries were up about 50 from 2010.

"Because we did this last year for the first time with COLE Publishing, people now know to come here and look for it," Casey said. "That in large measure is why we had more people competing." Among the younger operators were 6-year-old Caleb Welsford of South Carolina and 11-year-old Michael O'Brian of Ontario.

The Roe-D-Hoe sponsors included Jet Inc., Bio-Microbics, Infiltrator Systems, Norweco, and Presby Environmental. IHI Compact Excavator Sales supplied the three electric backhoes used in the competition. COLE Publishing and the Pumper & Cleaner Expo provided exhibit space, show services and marketing support.

Tom Fritts, Roe-D-Hoe director, said he's looking forward to next year's nationals at the Pumper & Cleaner Expo in Indianapolis. "The times were amazing," he said. "These guys are good, aren't they?" ■



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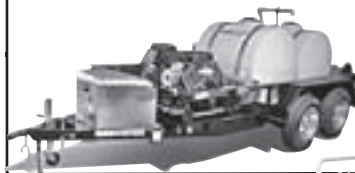
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Getting to the Bottom of It

HOW CAN I REMOVE THAT LAST INCH OF SLUDGE IN THE SEPTIC TANK TO KEEP MY CUSTOMERS HAPPY?

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.

Question:

What is the purpose of the product called a Duck Bill (quick couplers from Atlanta Rubber and Hydraulics). The closest description I have is that they are "used for land spreading or hard-to-reach areas." I'm asking because I always end up with about an inch of sludge in the bottom of the septic tanks when I pump them out. Would the Duck Bill be able to suck everything off the bottom?

I tried taking a 3-inch piece of ABS pipe and cutting the end on a slight angle and attaching it to the end of my hose, but there is always about an inch or two of sludge left over when I'm done pumping. I get customers now and again who say, "That's all you can take?" or "You didn't clean it all out."

Is there really a way to take it all or is it just a common practice to leave a little behind?

Answer:

I think they are typically for land spreading. I have never heard of anyone using it to suck up the bottom of a tank, although it seems like it should work, depending on the thickness of the sludge on the bottom of the tank. We typically use a water hose to push the sludge to our suction hose or if it's really bad, we backwash into the tank and suck it up again. We definitely don't leave anything in the tank; customers would not be happy.

WE TYPICALLY USE A WATER HOSE TO PUSH THE SLUDGE TO OUR SUCTION HOSE OR IF IT'S REALLY BAD, WE BACKWASH INTO THE TANK AND SUCK IT UP AGAIN. WE DEFINITELY DON'T LEAVE ANYTHING IN THE TANK; CUSTOMERS WOULD NOT BE HAPPY.

Question:

I recently received a letter from the local municipality saying we are dumping too much grit and debris into their system. Since we went from an old diaphragm truck to a vacuum truck, I am sure we are picking up more than we want to. We have tried to keep the pump tank clean, but in winter weather we have not been able to wash outside and we are not set up to do so inside. I would like to know what others are doing to prevent this. This is a local dumpsite and I don't want to lose privileges.

Answers:

Our treatment plants allow us to clean the inside of the tanks at their facilities. You could slide a plastic tub or trough under the rear manway and scrape the grit out into that. Then, of course, you'll have to dispose of the grit.




The local administrator wanted me to put in a septic tank on our property and feed it through the city sewer and then wanted to triple my rates in one of the worst winters we have had here in a while. I asked what I was to do with the grit out of my tank once it filled and he said that wasn't his problem. We did not come to an agreement. My argument was that if I did all the work and maintained my own dumpsite, then why was he due any money at all, let alone raising my rates? We are dumping 15 miles to the west, which works out because our business has grown in that direction more each year.



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If grit buildup is a continual problem, one consideration could be going to a truck with a full opening rear door. That will allow you to use a jetter or pressure washer to clean excess debris from the tank. ■




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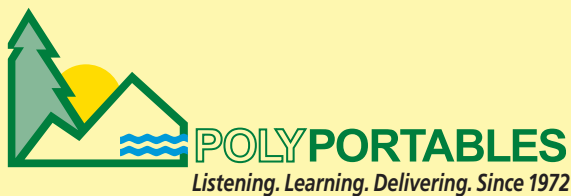
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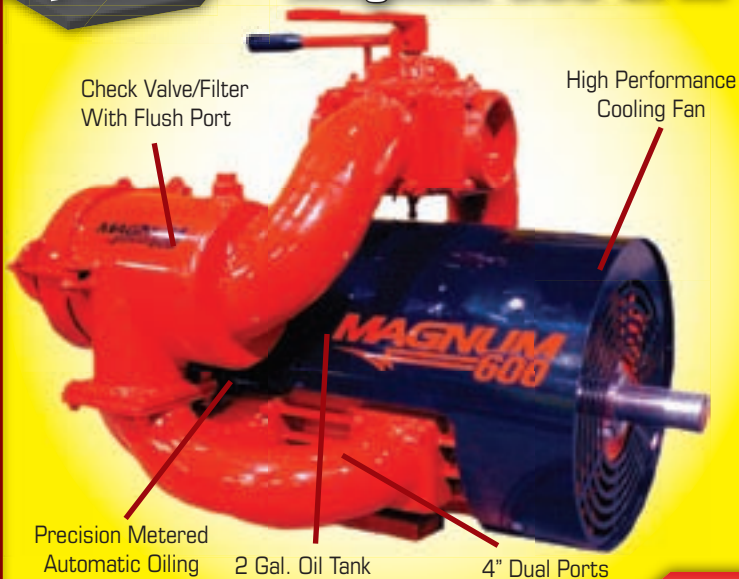


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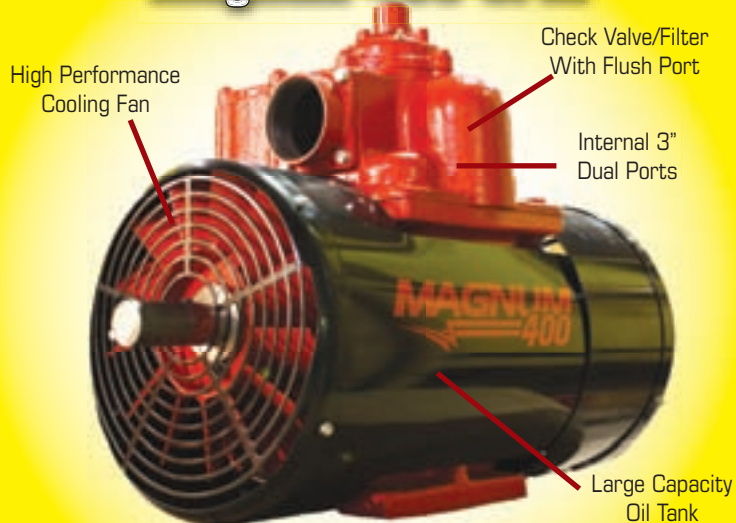
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Keeping a Rein on Legal Costs

WORK WITH YOUR ATTORNEY ON WAYS TO STREAMLINE LEGAL WORK AND TAILOR BILLING PRACTICES. AND ABOVE ALL, STAY OUT OF COURT IF POSSIBLE.

By Fred S. Steingold

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.



Legal fees are a necessary cost of doing business, but you don't want them to get out of hand. Fortunately, you can trim legal costs without compromising the quality of essential legal services.

For starters, be sure you have a good handle on how your lawyer assesses fees. If you haven't discussed fees with your lawyer recently, maybe now is the time for a heart-to-heart talk. In most instances, your lawyer will charge by the hour. What's his or her hourly rate? What's being charged for the time of associates, paralegals and others in the lawyer's office? Are these rates competitive?

Price isn't everything, or even the most important thing, in a lawyer-client relationship. But if your lawyer has the highest rates in town, you should explore the possibility that equally talented but less expensive legal help is available.

ALTERNATIVE BILLING

The hourly method of billing can be modified to fit special circumstances. Your lawyer may be willing to quote a fixed fee for a particular piece of work regardless of the hours involved. For example, if you're buying the assets of another company, your lawyer may be willing to prepare the purchase agreement and review the closing documents for a flat fee.

Or your lawyer may be willing to place a ceiling on the charges for a particular piece of business. At the very least, get an estimate of how much a given job will cost. Having given you an estimate, your lawyer will have second thoughts about exceeding the quote — or will let you know when charges are approaching the ceiling you set.

In collection cases, discuss a contingent fee arrangement. With such a fee, your lawyer gets paid only if money is actually collected from the person who owes it. He or she thus shares the risk of winning or losing.

Insist on itemized statements and try to have them sent to you monthly. If legal expenses start to rise precipitously, you'll know early in the game when you can do something about it.

Have a clear understanding of what expenses will be passed along to you. Customarily, lawyers will bill you for some out-of-pocket expenses in addition to their services. You may be billed for long-distance phone calls, photocopies, court filing fees and depositions. If your lawyer bills you for travel, lodging and meals, be sure to set mutually agreeable ground rules in advance. You don't need to foot the bill for first-class travel and other luxuries.

LITIGATION IS COSTLY

To the extent possible, stay out of court. Authorize lawsuits only as a last resort. And if you're sued or threatened with a suit, explore ways to settle as quickly as possible. Lawsuits drain your company's time and energy.

Once a dispute is in court, the costs are largely beyond your control. The course of litigation is dictated as much by the whims of the judicial

IT PAYS TO READ THE TRADE JOURNALS IN YOUR FIELD TO KEEP UP WITH SPECIFIC LEGAL DEVELOPMENTS THAT YOUR LAWYER MIGHT HAVE MISSED. SEND PERTINENT CLIPPINGS TO YOUR LAWYER. THIS CAN DRAMATICALLY REDUCE LEGAL RESEARCH TIME.

system and the tactics of the opposing lawyer as by the skill of your own lawyer. If you can't settle a dispute, consider arbitration, which is generally speedier and less expensive than a lawsuit.

Sometimes a business person starts a suit or digs in to defend one because "a principle is at stake." But after two years of litigation and thousands of dollars of legal fees, the so-called "principle" can seem very remote. Don't let the impulse to teach the other guy a lesson cloud your business judgment.

Business people sometimes find themselves embroiled in a court case because they "don't want to set a precedent." They feel that making peace with one problem customer or supplier will open the door to scores of other similar compromises.

Generally this isn't true. No legal precedent is established when you settle on a case-by-case basis. Furthermore, it's unlikely that others will find out about a settlement and demand equal treatment.

Save money by having your lawyer devise forms for routine legal transactions. Then consult with your lawyer, perhaps by phone, for special language in exceptional cases. Landlords have used lease forms this way for years.

It's usually not necessary to involve your lawyer in the early stages of a business deal. Handle the negotiations yourself and work out the general outline of the deal. Then have your lawyer draft a contract.

You'll also save money if you consult with your lawyer on several matters at one time. In a one-hour conference, you can review with your lawyer the annual updating of your corporate record book, the renewal of your lease, and drafting an employee manual.

MORE WAYS TO SAVE

Looking for more ways to save costs? Try handling some matters yourself. Take some cases to small claims court. After all, that's what small claims courts are for. Your lawyer can provide behind-the-scenes coaching at a minimal cost.

Assist with the gathering of documents needed for a real estate transaction. Help line up witnesses for a trial. Try your hand at the first draft of a contract and then give your lawyer the relatively inexpensive task of reviewing and polishing the document.

It pays to read the trade journals in your field to keep up with specific legal developments that your lawyer might have missed. Send pertinent clippings to your lawyer. This can dramatically reduce legal research time. Finally, keep track of legal expenses and deduct them at tax time. ■

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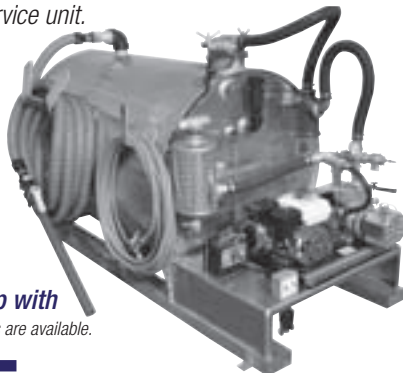
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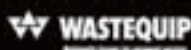


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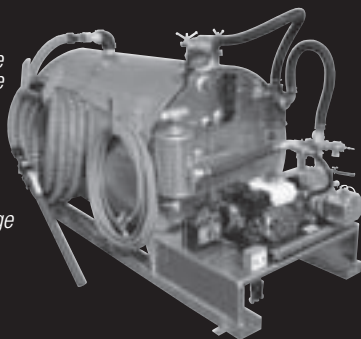
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Tank Deterioration a Hot Topic

Readers weigh in on reported problems with concrete damage caused by hydrogen sulfide gas buildup

By Roger E. Machmeier

I want to share the information I have received in response to the February *Septic System Answer Man* column in *Pumper*. That column responded to a question about the deterioration of the second chamber in a compartmented septic tank.

A number of issues were brought out by readers. They are the proper construction of concrete septic tanks, the function of a scum layer to keep the hydrogen sulfide gas away from the concrete, and the ventilation of compartmented septic tanks. I am going to share the various viewpoints about septic tank deterioration. Perhaps some conclusions can be reached about the cause or causes of septic tank deterioration. Other readers may want to report their observations as well.

ACID WOES

Hydrogen sulfide is a gas generated by the action of anaerobic bacteria. It is slightly heavier than air. When hydrogen sulfide (H₂S) gas mixes with water vapor, a weak solution of sulfuric acid is formed (H₂SO₄). This sulfuric acid is what breaks down concrete that has not been made properly and therefore sulfate-resistant.

I will say that properly made and properly cured concrete septic tanks are an excellent product for onsite sewage treatment systems. However, the comments I received point out that concrete tanks in some areas are having deterioration problems. These comments were sent to me by onsite sewage treatment professionals.

My friend Bill Mellen Jr. of Illinois, from whom I learned about drop box distribution many years ago, said he has been involved in the onsite business for almost 23 years. He has observed the tanks made in the 1960s and '70s are almost in as good a shape as when they were installed. He now replaces 10 to 12 septic tanks each year that were made in the 1980s, '90s and also over the past decade. The area he observes to be decayed is above the water level, while below the sewage level the tanks are like new.

He reports lift stations seem to be the worst, which he attributes to more air space in the lift station than in a septic tank. He is wondering if some manufacturers of septic tanks are using a different cement mix than what was used in the '60s and '70s.

REPLICATE EARLY CONCRETE MIX

I suspect there are a number of factors involved. First, if septic tanks made in the '60s and '70s are not deteriorating, then the concrete industry should take steps to duplicate the septic tank manufacturing procedure used then. I have received similar comments regarding some of the current practices in producing concrete septic tanks.

The National Precast Concrete Association has published a best practices manual titled *Precast Concrete On-Site Wastewater Tanks*. I received a complimentary copy and the manual appears to have some excellent specifications for the procedure to manufacture septic tanks.

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 email at editor@pumper.com, by fax at 715/546-3786; or by mail at P.O. Box 220, Three Lakes, Wis. 54562.



WHEN THE HYDROGEN SULFIDE (H₂S) GAS MIXES WITH WATER VAPOR, A WEAK SOLUTION OF SULFURIC ACID IS FORMED (H₂SO₄). THIS SULFURIC ACID IS WHAT BREAKS DOWN CONCRETE THAT HAS NOT BEEN MADE PROPERLY AND THEREFORE SULFATE-RESISTANT.

Unfortunately, diagrams in the manual do not show proper submergence of inlet and outlet baffles or adequate volume in the tank for scum storage. While the production practices may be correct, be sure to use proper dimensions for baffle submergence and a volume above the liquid level for scum storage and ventilation.

The association's Web page is www.precast.org. I opened their website but was unable to find any information on the best practices manual, or if it was available. The association's mail address is 10333 North Meridian St., Suite 272, Indianapolis, Ind. 46290. The phone number is 800/366-7731. I encourage septic tank manufacturers who are having tank deterioration problems to contact this organization.

RESEARCH IN ARIZONA

I also received observations of septic tank deterioration from Dawn Long of Arizona who has inspected and photographed many septic tanks. Co-owner of American Septic Service with her husband, Don, she has observed considerable deterioration of the concrete in septic tanks in her area. She attributes some of the deterioration to lack of maintenance and not having the tank cleaned regularly, or as needed because of scum or sludge buildup.

Long is also of the opinion that hydrogen sulfide gas is more concentrated in the second chamber of a compartmented septic tank. She agrees with me that the major bacterial action is in the inlet chamber, but concludes the hydrogen sulfide gas has to be much more concentrated in the outlet chamber. She believes since the scum layer is not present in the second chamber of a compartmented septic tank, the hydrogen sulfide gas can rise above the liquid level and become more concentrated to attack the concrete.

She also writes, "However, that does not apply to the older tanks where the scum is as thick in the back as in the front."

I assume by this statement she means the older septic tank is not compartmented. If the tank were compartmented and properly baffled, there should be little scum collecting in the second compartment. It is difficult for me to believe more hydrogen sulfide gas is generated in the second compartment of a septic tank than in the first compartment where the major anaerobic bacterial activity takes place.

The *Answer Man* column next month will present information from another onsite professional who has observed septic tank deterioration and the possible cause. He is of the opinion that improper venting of the second compartment is the major problem. Stay tuned. ■

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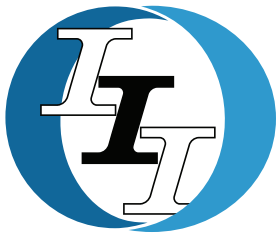
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Classy Truck of the Month

Pete's Pump Septic Service LLC Tomahawk, Wis.

Owner Tracy Van Ryen-Kiefer brought this 2011 International 7500 rig with MaxxForce Diesel engine and Eaton Fuller 10-speed transmission into service to honor her late father, Pete, her late brother, and the American military. The gray and white rig was bought from Mid-State Truck Service and built out by Imperial Industries with a 3,800-gallon tank and a NVE 360 Challenger pump. Flame-style American flag graphics were added to the cowl by Stik Um' Graphic Designs of Tomahawk. Additional features include extra work lights, custom stereo, air-ride driver's seat, power accessories, air conditioning, cruise, tilt and Garmin GPS. Van Ryen-Kiefer plans to have the rest of the company's fleet painted to match this truck. ■

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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!

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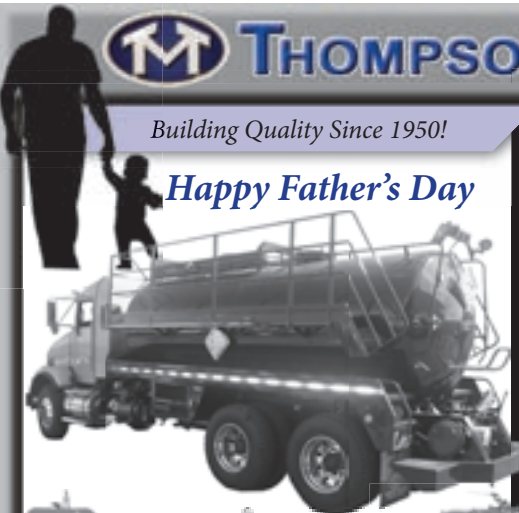


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Chicago-Area Biosolids, Land Application, Dredging and Industrial Services Business.

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.

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.**

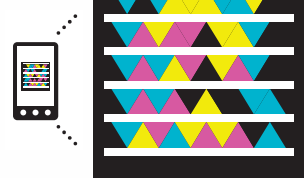
Successful business with a large amount of equipment and inventory. Profitable sewer and septic business in central Pennsylvania. Increasing revenue over the past 3 years and a large amount of equipment and inventory. Equipment is a mix of old and new, but all is working and making money. **Selling price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

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.**

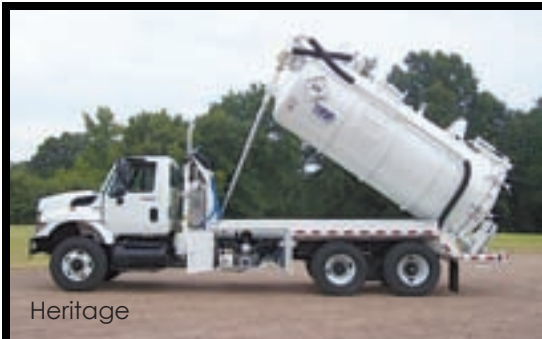
Established portable restroom and septic service business located in central Virginia.

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New Jersey VIP Restroom/ Portable Toilet Business. 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.**



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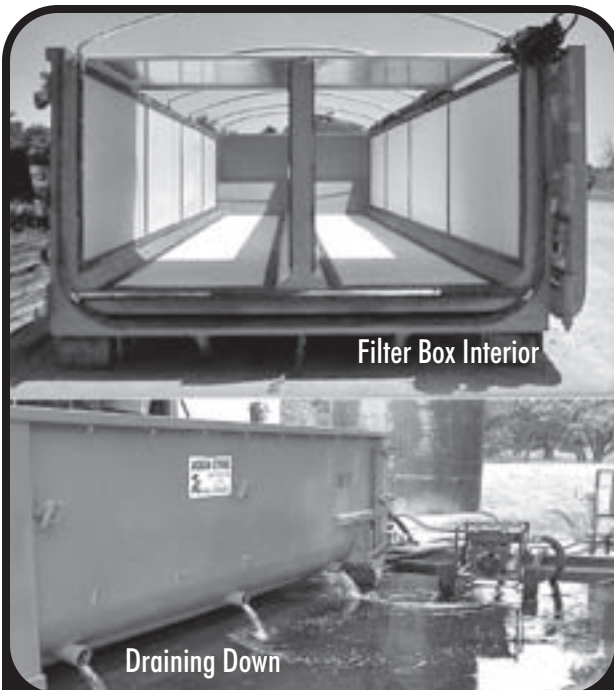
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Land Application Workshop Offers New Opportunities to Better Control Disposal Options

By Tom Ferrero

The National Association of Wastewater Transporters has spent the last five years training individuals to dewater septage and grease trap waste to better control their disposal options and expenses. Since most dewatered septage is land-applied for beneficial use, NAWT has partnered with the Pennsylvania Septage Management Association, the Mid-Atlantic Biosolids Association, Pennsylvania Water Environment Association, Pennsylvania Onsite Wastewater Recycling Association and the PennAg Industries Association to sponsor a Land Application Demonstration Workshop, June 22-23, at the Hotel Carlisle in Carlisle, Pa. The seminar also will be helpful for those considering building a privately owned treatment plant with beneficial reuse of biosolids. The registration form is at www.nawt.org.

PROFESSIONALS ARE WELL EDUCATED, SO ONE OF NAWT'S GOALS IS TO PUSH HARDER ON OUR EDUCATION AND TRAINING PROGRAMS.

PASSING THE TORCH

The NAWT Executive Administrator Search Committee received five requests for proposals and selected COLE Publishing in Three Lakes, Wis. As the committee's name implies, we are replacing the executive director position with an executive administrator to manage the organization and answer your calls to the NAWT office at 800/236-6298. The committee will meet weekly with COLE representatives to learn our culture and mindset. We're excited about the change. COLE certainly knows the industry, has its best interests at heart, and brings many strengths to the table, which will help take the association to the next level.

For example, COLE has the ability to expand membership, thereby increasing the number of professionals representing our industry and elevating the association's legitimacy in the eyes of other agencies. Professionals are well educated, so one of NAWT's goals is to push harder on our education and training programs. One option is online classes, but our trainers have a hard time with that concept. COLE, however, is willing to explore it. We know how difficult it is for pumpers to leave their trucks and travel to classes. Besides the time away from business, travel is expensive. Webinars solve those problems.

I will remain NAWT's secretary and work on committees as a board member. Stepping back a little will enable me to focus my strengths on where they will do the most good, specifically on the Waste Treatment Symposium and Education committees. In parting, I thank everyone for their support and help along the way, and wish COLE the greatest of success. I believe it is time to fasten our seat belts, because the association is about to take off. ■

2011 LAND APPLICATION WORKSHOP AGENDA

WEDNESDAY, JUNE 22

Registration and coffee

Introduction to 503 Regulations and Pennsylvania Requirements: A state Department of Environmental Protection agent will talk about the land application program (biosolids and septage) and how the agency administers or implements it.

Treating and Handling Sewage Sludge and Septage Before Application: Robin Brandt, agricultural engineer at Pennsylvania State University, will discuss how to determine site suitability.

Lunch: Guest speaker Wayne Schutz, assistant manager at Derry Township, Pa., Municipal Authority, will describe their successful Class A biosolids program that includes a septage receiving station and generating usable energy from grease trap waste. An overview of Thursday's field trip follows.

Shippensburg (Pa.) Facility Operations: Rob Minan, PennAg Industries Associates, and Charlie Marshall, farmer and attorney, will discuss odor reduction efforts, site concerns, and reporting.

Live Application Demonstration: Lime-stabilized septage and Class A biosolids.

Social evening: network and visit with vendors.

THURSDAY, JUNE 23

Treatment Facility Basics: Tom Ferrero, NAWT executive director, will cover screening, controlling odors, recordkeeping (pH calculations), and more.

Soil and Site Characteristics (Soil Survey Applications): Stefan Weaver, soil scientist with Material Matters Inc., will talk about endangered species and other concerns.

Choosing a Site (Crops, Setbacks, Application Methods): Balancing crop needs and application rates, soil testing.

Loading Rates and Records: Aaron Stephens, agronomist with Material Matters, will continue the discussion on crop selection.

Field Trip: Derry Township Municipal Authority, Hershey, Pa., box lunch on coach. Return to hotel.

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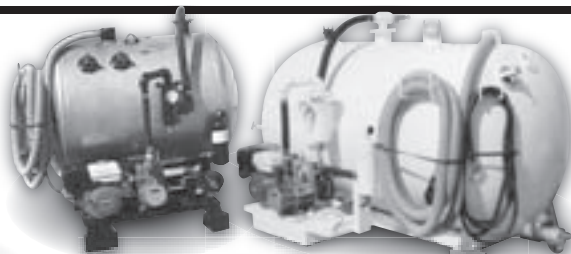
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Kent Bode



Mark Blackford

Grote Industries Names Managers

Grote Industries promoted Kent Bode to the aftermarket sales department as manager of the south central aftermarket region and national account manager for the heavy-duty division. Mark Blackford is promoted to National Fleet Manager and Jim Holmes is promoted to Southeastern OEM Regional Sales Manager. All three have many years of experience with the company. Tom Draper joined the company as marketing manager. He will be responsible



Tom Draper



Jim Holmes

for all marketing activities, including corporate branding and advertising. Draper has 35 years of experience.



SJE-Rhombus Mentors Winning Robotics Team

Sam Esser and Tom Bergh of SJE-Rhombus are mentors for the Detroit Lakes (Minn.) High School QWERTY robotics team that placed first in the Minnesota North Star Regional FIRST Robotics competition. The team of 11 students advanced to the April nationals in St. Louis.

Synagro CEO Featured on *Undercover Boss*

Bill Massa, president and chief executive officer for Synagro, appeared on the CBS reality TV show *Undercover Boss* this spring. The episode can be viewed at http://www.cbs.com/primetime/undercover_boss/video/. The wastewater treatment company enables municipalities and industrial companies to turn waste into fertilizer, compost, renewable energy and other reusable goods. During filming, Massa cleaned sludge from a 2.2-million-gallon tank, worked alongside a centrifuge operator to separate water from solids and helped dredge and clean a lagoon.

Simple Solutions Adds Odor Control Dealer

R.C. Worst & Company Inc. has joined Simple Solutions Distributing as a dealer for the Wolverine Brand of odor control products. Idaho-based Worst is a third-generation, family-owned business serving the water and wastewater industries.

Gorman-Rupp Mansfield Division Receives ISO Certification

The Gorman-Rupp Co.'s Mansfield, Ohio, division achieved certification to ISO 14001:2004 for its environmental management system. Certification recognizes the use of best management practices, technical advances, continual improvement and environmental awareness. ■

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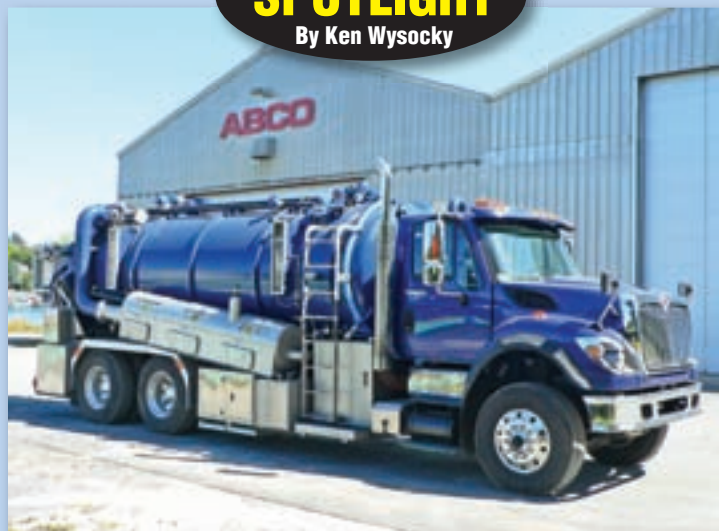
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ABCO Dewatering Truck Adds More Solids, Reduces Transport Costs

The **mobile dewatering truck** from **ABCO Industries Ltd.** removes about 75 to 85 percent of liquids from septic tank waste. The result is increased productivity, fewer trips to treatment facilities and lower fuel and disposal costs.

"A regular vacuum truck can clean two or three tanks before it requires unloading," says Graham Gerhardt, manager of ABCO's Environmental Engineering Group. "Our mobile dewatering truck can do five times as many jobs before you need to unload it. This reduces fuel as well as disposal costs, because you're not paying to discharge water, plus you reduce the wear-and-tear on the truck through reduced mileage."

According to an ABCO test, the dewatering truck gathered 39 tons of solids from 102 septic tanks, compared to 509 tons of mixed solids and liquids collected by a conventional truck from the same number of tanks. In addition, the dewatering truck traveled 398 miles to service those tanks, while the conventional truck traveled 4,474 miles. Gerhardt contends the dewatering truck can reduce servicing costs by 50 percent.

As waste enters the truck, a computer-controlled system injects a polymer that conditions the waste before dewatering. A weatherproof, touch-screen panel enables the operator to select polymer mixes for different kinds of waste, as well as operate other truck functions, Gerhardt says.

The solids usually separate by the time the waste is completely loaded. Then a series of paddles push the waste through a filter that captures the solids and allows liquids to pass through. A pump sends liquids back into the septic tank through the vacuum hose, while solids collect in a holding tank. Depending on the waste conditions, the dewatering process generally doesn't take much longer than a conventional tank cleaning, he says.

Customers can spec their own tandem-axle truck and choose features, such as pumps. The truck has a 3,170-gallon steel tank, a hydraulic sliding bulkhead that dumps the waste, a high-pressure waterjetter, a hot-water hand-wash station, and heated cabinets that allow cold-weather operation. The truck also can be used for conventional vacuuming and jetting operations, he says.

While the dewatering truck costs more than a conventional vacuum truck, operators can recoup the additional expense relatively quickly, Gerhardt says. **866/634-8821; www.abco.ca.**

Cecomp Offers Digital Pressure Gauge

The DPG2000 series of digital pressure gauges from Cecomp Electronics are safe for hazardous locations Class 1, Division 1, Groups A, B, C, D and Zone 0. The gauges have metal housing and use a temperature-compensated 316L stainless steel sensor. Models can store up to eight readings, selectable engineering units and feature pass code protection. **800/942-0315; www.cecomp.com.**



Digital Pressure Gauge
from Cecomp

Shark Introduces Cold-Water Pressure Washers

Aluminum Series gas-powered, cold-water pressure washers from Shark Pressure Washers feature a foldable handle and lightweight design, making them easy to push or pull through grass, gravel or mud. Made of 1 1/4-inch tubing, models range from 2.5 gpm at 2,700 psi to 3.8 gpm at 3,500 psi. **800/771-1881; www.sharkpw.com.**



Cold-Water Pressure
Washer from Shark

Kafko Offers Oil Eater Degreaser

Oil Eater cleaner/degreaser from Kafko International Ltd. is an all-purpose, highly concentrated, alkaline-based cleaner formulated to emulsify and disperse oil, grease, soil and grime. Made for use on equipment, tools, engines and parts in pressure washers, the biodegradable, non-corrosive, non-toxic and non-flammable cleaner contains no acids, abrasives or petroleum solvents. It is available in 1-, 5-, 30- and 55-gallon containers. **800/528-0334; www.oileater.com.**



Oil Eater Degreaser
from Kafko

Myers Introduces Low-Profile Plunger Pump

The HPL 120-30 low-profile, reciprocating plunger pump from Myers Pentair Water is designed for mobile sewer jetting applications. The pump delivers up to 120 gpm at a maximum discharge pressure of 3,000 psi. Features include side-gear reduction, open cradle, independent and removable stuffing boxes, spin-on oil filter and pressurized power end lubrication. **419/289-1144; www.myersaplex.com/hpl120.**



Low-Profile Plunger
Pump from Myers

Infiltrator Introduces Quick4 Plus Chamber

Quick4 Plus Chamber from Infiltrator Systems



The Quick4 Plus High Capacity Chamber from Infiltrator Systems is designed for 36-inch-wide septic system installations. The 4-foot-long chamber features two center structural columns. A Contour Swivel Connection provides advanced contouring capabilities for onsite septic system designs. The chamber can be used with the All-in-One 12 Endcap and All-in-One Periscope. **800/221-4436; www.infiltratorsystems.com.**

Water Cannon Introduces 4,200-psi Washer

4,200-psi Pressure Washer from Water Cannon



Water Cannon Inc. celebrates its 30th anniversary by introducing the 4,200-psi pressure washer. The unit has an aluminum frame with 13-hp Honda engine and triplex ceramic plunger-type RSV series Annovi Reverberi pump. **800/333-9274; www.watercannon.com.**

Hino Trucks Introduces Remote Fleet Management System

The HINO INSIGHT Web-based location and telematics fleet management system from Hino Trucks provides route tracking, geofencing, vehicle administration and maintenance, as well as diagnostic alerts, fleet performance dashboard reporting and remote door unlock telemetry. **248/699-9300; www.hino.com.**

EDSON Offers Variable Speed Electric Pump

Model 2500 Electric Pump from EDSON



The Model 2500 double diaphragm electric pump from EDSON International is rated for 25 gpm and transfers up to 1-inch solids with low emulsion and no shear. The unit has pushbutton stop-start and programmable variable speed drive. The self-priming pump runs on single- and 3-phase and can be operated remotely or integrated into a process system for operation on a time-run basis. It has a PVC body and polypropylene wetted parts. **508/995-9711; www.edsonpumps.com.**

Gold Eagle Introduces STA-BIL Ethanol Treatment



STA-BIL Ethanol Treatment and Performance Improver from Gold Eagle Co. is designed to protect gasoline and small engines from the effects of ethanol-blended fuels. The formula, when used with every fill-up, protects against corrosion, helps remove water from fuel, cleans fuel injectors, carburetors and intake valves. **800/621-1251; www.goldeagle.com.**

SJE-Rhombus Expands Floatless Technology Option

C-Level Sensor from SJE-Rhombus



C-Level floatless technology from SJE-Rhombus has been expanded to include Installer Friendly Series Three Phase Demand/TD and Capacitor Start/Run models. The sensor converts water pressure in a tank to a low-voltage electrical signal and sends it to the IFS panel, displaying it in inches or centimeters. Pump activation and alarm levels can be adjusted using the panel touchpad. **888/342-5753; www.sjrhombus.com.**

CEAttachments Offers Skid-Steer Trenchers

The XR line of trenchers from CEAttachments offer digging depths from 24 to 60 inches. The skid-steer and track-loader attachment features a 50,000-pound digging chain, removable double-flighted spoil auger, self-aligning boom, sealed tapered roller bearings, high operating pressure capacity and optional hydraulic side shift. **866/232-8224; www.ceattachments.com.**



Skid-Steer Trencher from CEAttachments

Clear Computing Introduces GPS Relay iPhone App

The GPS Relay iPhone app from Clear Computing adds location and time/date confirmation to its Stop-by-Stop Driver Reporting software. The app sends the driver's latitude, longitude, street address, date and time along with a Google map when the driver sends work order status back to the office or customer to confirm completion of service. A full history of driver status information is maintained in the Total Activity Control operations management system. **732/747-0113; www.clearcomputing.com.**



GPS Relay iPhone app from Clear Computing

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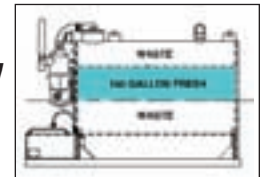
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By **Scottie Dayton**

INDIANA: Helping a 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.

ALABAMA: Tire Chips as Drainfield Media

An onsite installation near Collins Chapel was the first in the state to use tire aggregate for drainfield media. The project was eligible for a \$2,500 reimbursement under a state Department of Environmental Management initiative to encourage use of the material in such applications. Only contractors licensed through the Alabama Onsite Wastewater Board may install the systems. Applications for the program are available at www.adem.alabama.gov or from the Scrap Tire Marketing Program, 334/271-7700.

MICHIGAN: Public Service Announcements Return

For the third consecutive year, the Michigan Septic Tank Association purchased television airtime to blanket the state with three public service announcements, provided free from the National Environmental Services Center.

Humorous videos delivered the message that homeowners are responsible for safeguarding drinking water through proper onsite system operation and maintenance. The announcements, modified to include the association's logo and Web address, were so successful at reminding customers to have their septic tanks pumped that the membership pushed the board to begin the campaign again in May. The Michigan PSAs are at www.msta.biz. The originals are at www.nesc.wvu.edu/subpages/psa.cfmBody.

GEORGIA: Restrictive Onsite Legislation Stopped

Pressure from the Georgia Onsite Wastewater Association stopped the House Natural Resources Environmental Quality Subcommittee from considering a bill that would restrict issuance of onsite permits in the metro Atlanta area.

The proposed Water Conservation Act maintained that septic systems robbed rivers of flow in critical times. Wastewater association members said studies demonstrate that streams surrounded by septic systems continue to flow long after those surrounded by sewers dry up. The Department of Community Health Division of Environmental Health called the bill unworkable because more than 25 percent of homes in the area have onsite systems and the state has no funds to sewer them.

CALIFORNIA: Monitoring Greenhouse Gases

According to a report in *Environmental Science Technology*, empirical measurements of septic tank emissions are about half as high as estimated by the Intergovernmental Panel on Climate Change.

The panel estimated that an average tank emitted 0.23 metric tons of carbon dioxide equivalent per year. Environmental engineer Chris Cappa of the University of California-Davis and colleagues collected samples from eight septic tanks. Gas chromatography showed an average 11 grams of methane compared to the IPCC estimate of 25.5 grams.

Cappa found that carbon dioxide emissions averaged 33.3 grams per day, and nitrogen dioxide emissions were negligible. Overall, the team reported that septic tanks produce between 0.1 and 0.12 metric tons of carbon dioxide equivalent per year. Temperatures inside the tanks did not seem to influence methane emissions, Cappa says.

NEBRASKA: Standardizing Onsite System Design

The Nebraska On-Site Waste Water Association is working with the state's On-Site Waste Water Advisory Committee board to ensure that everyone follows the same standards for onsite systems as described in Title 124.

According to NOWWA president Matt Weider, the problem is the number of installers who violate the code because they are unwilling to change. Then there are those who put in mound systems illegally. The state Department of Environmental Quality has yet to provide preliminary plans endorsing common mound systems for three- to five-bedroom homes with high groundwater issues.

The plans, when approved, would allow only certified installers to follow a basic design that would not require an engineering firm, reducing the cost for homeowners. The association also is working through OWAC to keep the septic code current and to clear up gray areas. Revisions often include increasing the difficulty of certification exams to encourage service providers to stay informed about code changes, installation methods, new products and industry issues.

training & EDUCATION

NAWT

The National Association of Wastewater Transporters has these training sessions:

- July 21-22 – Inspector Training and Certification, Sonora, Calif.
- Sept. 22-23 – Operation and Maintenance, Part 1, Citrus Heights, Calif.

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 Livingstone campus unless stated otherwise:

- July 7-8 – Pumpers
- July 20-22 – Advanced Installer I
- Aug. 11-12 – Continuing Education, Guntersville
- Aug. 24-26 – Advanced Installer II

The first day of continuing education classes is for installers and the second day is 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, in sponsorship with the University of Arizona Onsite Wastewater Education Program, has a Soil and Site Evaluation for Onsite Systems class on Aug. 17-18 in Coconino County. 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 these NAWT classes:

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 email 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

Utah On-Site Wastewater Association mini-conference on pressure distribution system design, operation and use. Division of Natural Resources Building, Salt Lake City. Call 435/797-3155 or visit <http://uwrl.usu.edu/partnerships/training/uowa.html>.

- July 21-22 – NAWT Onsite Inspector Training and Certification, Sonora
 - Aug. 12 – System Controls, Citrus Heights
- Call Kit Rosefield at 530/513- 6658 or visit www.cowa.org.

Florida

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

- July 6 – DOH Onsite Treatment and Disposal Systems Forms, Wauchula
- July 7 – DOH Onsite Treatment and Disposal Systems Forms
- July 13 – DOH Onsite Treatment and Disposal Systems Forms, Ft. Lauderdale
- July 14 – DOH Onsite Treatment and Disposal Systems Forms, Ft. Meyers
- July 19 – DOH Onsite Treatment and Disposal Systems Forms, Jacksonville
- July 20 – Advanced Treatment Systems I, Tallahassee

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

Michigan

The Michigan Onsite Wastewater Training and Education Center at MSU Tollgate Center in Novi has an Onsite Systems Evaluator course on Aug. 10-11. Call Barb DeLong at 517/355-4720 or visit www.egr.msu.edu/age/outreach.html.

Minnesota

The University of Minnesota Extension has these classes:

- Aug. 3 – Sampling Onsite Systems, Waterville
- Aug. 23-26 – Service Provider, Brainerd

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

Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- July 19-20 – Operations and Maintenance, Liberty
- Aug. 30 – Media Filters, Cape Girardeau
- Aug. 31 – Aerated Treatment Units, Cape Girardeau

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:

- July 13 – Microbiology for Wastewater Professionals

- July 14 – Surveying Techniques for the Wastewater Professional
- July 20-21 – Advanced Soil Morphology
- Aug. 11 – Surveying Basics for the Onsite Wastewater Contractor

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

The North Carolina Soils and On-Site Wastewater Training Academy has these courses:

- July 14 – Global Positioning and Geographic Information, Webinar
 - Aug. 4 – Soil Survey in the 21st Century, Webinar
 - Aug. 9 – Subsurface Wastewater System Operator, Mills River
- Call Joni Tanner at 919/513-1678 or visit www.soil.ncsu.edu/training.

The North Carolina Pumper Group and Portable Toilet Group are holding the four-hour septage management training and three-hour land application seminar on Sept. 24 in Asheville. Call Joe McClees at 252/249-1097 or visit www.ncpumpergroup.org or www.ncportabletoiletgroup.org.

The North Carolina Septic Tank Association has these classes:

- Oct. 20-21 – Installer/Inspector, Hickory
- Oct. 26-28 – Installer, Inspector, Pumper, Land Application, Greensboro

Visit www.ncsta.net or email ncsta@earthlink.net.

Pennsylvania

The Pennsylvania Septage Management Association is offering these Onsite Wastewater Treatment System Inspection courses:

- July 13-14 – Advanced Level, Downingtown
- July 20-21 – Basic Level, Chesterfield, N.J.

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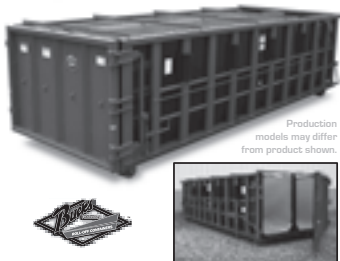
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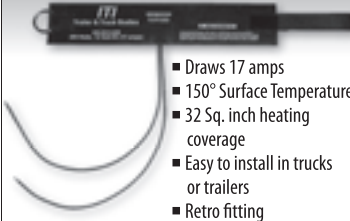
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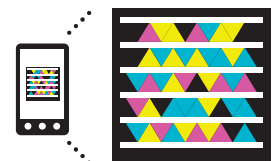
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BUSINESSES

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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)

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BUSINESSES

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)

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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)

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)

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814-696-1000 PA CP06

JET VACS



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



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.\$49,900
559-276-0186 CA CP06

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)



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Vac-Con Truck 1990 Ford N8F: 1,000 gal. holding tank and water tank, 2" & 3/4" jet hose. Call for more info. . \$35,000
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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)



1998 Ford LT8501: Cummins diesel, 147K miles. 237" WB, 2,824 hours on reel, Safe Jet vac body, push-bottom a/t, spring susp., disc wheels.\$59,500
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)



1994 Vactor 2110 on 1994 Ford LN8000: 10-cu-yd. debris body, 60 gpm @ 2000 psi, single fan centrifugal compressor, 1000 gal. water, 18,382 miles, 3,038 hrs., multi-flow, winter recirculation, 4' extendable hyd. boom, 600' telescoping/rotating hose reel, 5-spd. manual trans., single axle. (Stock #1685)
Joe Donlon @ 312-208-6373 P06

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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
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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 P06

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PORTABLE RESTROOMS

7 handicap accessible PolyPortable units. \$500 each. For photos email patflynn2@aol.com; 330-733-9000 OH. (P06)

For Sale: Used fiberglass portable toilets, 1 to 100. \$10.00 each. Call 570-388-6352, Northeast PA. (P07)

For Sale: Satellite Teal Maxim 3000s- \$375, Satellite Teal Maxim 2000s- \$175, Satellite Forest Green Tuffway Units- \$175. All units are functional and ready to use. Delivery available. 330-763-3706 OH. (P07)

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PORTABLE RESTROOM TRUCKS

1996 Chevy Tiltmaster, gas, auto trans., low miles, Satellite vac tank, 200 waste/130 water, Conde pump. \$15,000. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P06)

2007 F650, Satellite MD1250 tank; Cummins, automatic, 2 unit toilet carrier. 106,000 miles. Excellent condition. \$37,900. Call 585-657-4104; www.crescent-tank.com. (P06)

2003 Keith Huber 1,100 US gallon waste, 400 US gallon water, 2-compartment, carbon steel vacuum tank. (Stock #6499C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



2006 Hino 185 Pump Truck: White/grey, auto, diesel, AC. Tank 1050 gallons built in all stainless steel. 750 waste/300 water, Conde PTO driven pump. Brand new condition w/150K miles.....\$35,000
Call 1-800-634-2085 NY P06

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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)

1988 Ford LN-8000, 210 hp Ford Diesel, 2,200 gal. waste and 260 gal. fresh, Juroop R-260 cfm pump, 50' washdown hose, 5+2 trans, A/C, CDL truck, 2 toilet carrier, heated rear valve, used as septic/portajohn truck. \$18,000. 609-267-6411 NJ. (P07)

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. (P06)

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. (P06)



2006 Freightliner M2: Mercedes 250 hp engine, Allison 3000 auto trans., Dyno-Vac tank, 1200 waste/500 fresh, Masport HXL75V pump, DC10 water pump, 197K. In good shape.....\$50,000
330-763-3706 OH P07

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)

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

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

PORTABLE RESTROOM TRUCKS

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)



2006 F-550 Super Duty Diesel: 8-unit flat bed, mint, all stainless bed + tool box. White with gray, automatic, very low miles.\$15,500
1-800-634-2085 NY P06

2004-2006 International 4300s for sale. Clean, great running trucks, located in southwest Florida. Trucks are 1500 gal. (1000 waste / 500 fresh), Allison auto transmission, air brakes, Masport pump, built by Abernethy. Call for pricing. 863-673-8990. (P06)

2000 International DT466, auto, 2-unit toilet carrier, Moro pump, 1000 waste/450 fresh. \$26,000. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P06)

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)

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Seeking skilled Operators for JetVac and CCTV positions located in Nashville, TN. Will train the right candidates but prefer experience. PACP credentials for the CCTV operator a plus. Positions require moderate to heavy travel. Please send resume or work history, including work references and employment history to fax 615-386-9292. (P08)

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POSITIONS AVAILABLE

SALES REPS WANTED: Check details on our website www.gapvax.com or send resume to betty@gapvax.com. (P07)

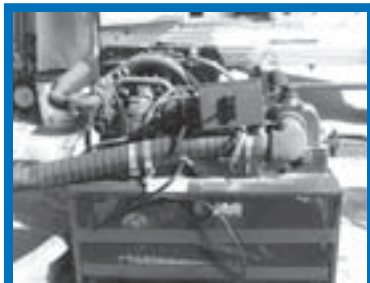
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2005 HIBON 4283 HICKS HARGROVE vacuum pump rated at 3600 CFM at 16 hg at 2100 rpm. Low hours. \$5,000 OBO. 313-218-3086 MI. (P07)

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2008 Masport Vacuum Pump H400W: Kubota diesel engine D1105-T. Only has 1.6 hours.....\$10,000
760-367-7734 CA P06

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)

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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

2003 Sterling 9513 truck with 2008 4000 gallon tank. Cat-C12 engine has 367,000 miles. Double frame. Has small jetter. Asking \$61,000 OBO. Call Javier at 786-402-3092 FL. (P06)



1997 Ford L8000: 624 PD blower, 1,200 gal. fresh water, 50 gpm jetter pump/3000 psi, hydraulic hose reel.....\$65,000
786-419-3447 FL P06

1989 Ford LTL-9000, 4,000 gal., 315 Cummins (855 cu), 9-spd. o/d, Jurop PNR122 pump, A/C, 14,600 front/40,000 rear, walking beam, 4" front and heated rear 4" valve. \$20,000. 609-267-6411 NJ. (P07)



1999 Freightliner FL80: Keith Huber truck, 3300 gallons. New paint, 315,000 miles, full open rear door and dumps.Asking \$45,000 OBO
Javier at 786-402-3092 FL P06

1987 Ford LN-8000, 2,500 gal., Jurop R-260 cfm pump, rebuilt motor, new 8-spd. trans, garage kept since new, heated front and rear 4" valves, A/C, 351,000 miles. \$17,000. 609-267-6411 NJ. (P07)



1993 Chev Kodiak with DelZotto 7-Ton Septic Tank Boom: Hydraulic outriggers, 3116 Cat, 9-spd. trans., 33,000 GVWR, air brakes, 20-ton pintle hitch w/ air connections, 147,000 miles. Good condition.\$14,500
920-362-2437 WI P09

SEPTIC TRUCKS

1989 Freightliner vacuum truck. 1992 Keith Huber pump and 3200 gal. tank. \$35,000 OBO. Contact Clay - 618-216-8600 IA. (P07)

1993 W900 Kenworth, 3406 Cat 425 hp, 15-speed, air ride, 4-yr.-old LMT tank 3365 gal., H75 Masport pump, belt drive, 100K miles on overhaul. \$39,500. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P06)



2004 Sterling Vac Truck: Cat C-7 engine, 300 hp, Fuller 8LL, lockers, 222" WB, PTO, double frame, spring susp., 18/46 axles, cruise, 109K miles \$89,500
715-546-2680 WI PBM

Pre-owned 1,750 US gallon aluminum restroom tank unit. Tank only. **Four available.** (Stock #7233V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1998 Volvo WG64 quad axle roll-off truck with new 4500 gal. vacuum tank, new Fruitland 500 vac. pump with hyd. drive, full auto. tarp and 75K hoist. Cummins 400 HP. All new tires, brakes. In excellent condition. 80,000 GVW. Work roll-offs and vacuum tank with the same truck. Must see. 617-909-9044. KLM Companies. (P06)



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

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)

1999 International DT466, non-CDL, 230 hp, new 1850 gal. Colt tank, new PN84 Jurop pump. \$43,000. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P06)

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SEPTIC TRUCKS



1996 International 4900: 250 hp, 2500 gal. hoist tank, 36-inch rear door, Fruitland pump.....\$33,500
304-415-1490 WV P06

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)



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@preventativesepptic.com
or 802-839-8431 MA P06

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)

SEPTIC TRUCKS

2004 Freightliner, non-CDL, 3126 Cat, 6-spd., new 2000 gal. aluminum tank, new PN58 vac pump. **www.pumpertrucksales.com.** Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P06)

1990 International 4900 diesel tanker, 2500 gallon capacity septic truck. Road ready but needs crack in frame to be welded. All good tires. You name price. Located in Wisconsin where Michigan & Wisconsin meet at south end of Lake Superior. 715-893-2279. (P06)



2002 Freightliner FC70: 225 hp Cummins, 6-speed, 257,621 miles, new Erickson 2300 gallon vac/pressure tank, Masport 400 pump, 3" front load, tool box, work lights, CDL.\$46,800
509-785-2955 WA P06

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)

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)



2005 International 9400I: Cummins, 435 hp, Jake, 10-speed, 228" WB, 492,588 miles, air rear suspension, lift axle, tool box, white, new Erickson 3400 gallon vac/pressure tank, Masport 400 pump and components, 36" rear hatch. CDL\$68,720
509-785-2955 WA P06

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)

RETIRING: 1984 Freightliner, Cummins, 4-axle, vacuum truck. Thompson pump, Thompson 3800 gal. tank. \$18,000 OBO. Jim 951-545-9604 CA. (P08)

SEPTIC TRUCKS



2006 Sterling LT9500 Vac Truck: Acert C-13, Fuller 8LL, lockers, 18/40 axles, 4x6 drive, air ride, 24K miles, 208" WB, 227" frame behind cab, 22.5 tires, engine brake, disc wheels, 2006 Presvac tank, s/n: APV-4000-0705-7052, 4,000 gal. tank, Masport pump.....\$89,500
715-546-2680 WI PBM

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)

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 Peterbilt 379: Cummins N14, 435 hp, 15-spd., 3365 gallon LMT vac tank, tank approx. 4 years old, Masport H15W pump.\$49,000
Mike @ 303-478-4796
or JR @ 720-253-8014
www.pumpertrucksales.com P06



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

SEPTIC TRUCKS

Labrie Environmental Juggler Unit: 2008 Freightliner M112, Mercedes Benz MBE 4000 410 HP, 19,960 miles. Septic truck, liquid vacuum. Asking \$199,000. Phone Steve Baron at VFG: 888-834-3278 SC. (P06)



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



2003 Freightliner FL70: Fabulous truck. 3126 Cat motor, 210 hp, new 2,500 gal. tank, new Jurop R260 pump & new tires. Runs & drives great. 201,898 miles. Delivery available in the USA. For more info see website or call. Only \$31,000
www.JEagleTanks.com
or Jerry at 800-721-2774 P06



1998 International: 2600 gal., DT 466, 6-spd., Fruitland pump, heated valves, low miles, original owner, well maintained (have all service records) ..\$32,500 OBO
203-627-8222 CT
or email chiefseptic@gmail.com P06

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

SLIDE-IN UNITS



2006 Marsh Slide-In: Honda GX240 8.0 hp, 350 gal. waste, 100 gal. fresh. Mounted and ready to slide in.\$5,000
760-367-7734 CA P06

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, Bationi vac, pres. washer, hyd. top hatch or vac load. Excellent. \$78,000. 262-483-6380 WI. (P06)

TANKS

1100 gallon vacuum pressure tank, bare, 1/4" steel. \$850.00. 845-863-6080 NY. (P06)

2003 Keith Huber 1,100 US gallon waste, 400 US gallon water, 2-compartment, carbon steel vacuum tank. (Stock #6499C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2100 gallon Lely vacuum pressure tank and 3" Moro pump, complete. Ready to mount. Good condition. \$5,000. 845-863-6080 NY. (P06)

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)

3200 gallon Coleman vacuum pressure tank. Complete w/3" Utile pump. Ready to mount on your truck. Good condition. \$10,500. 845-863-6080 NY. (P06)

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)

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. (P08)

TRUCKS, MISC.

1999 Peterbilt 379 sleeper tractor. 18-spd. trans., Cat 475 hp, Fruitland pump. \$27,500. **www.pumpertrucksales.com.** Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P06)

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. (P06)

1991 Peterbilt 379 sleeper tractor. 13-spd. trans., 425 Cat, NVE vac pump, water-cooled. \$22,500. **www.pumpertrucksales.com.** Call Mike @ 303-478-4796 or JR. @ 720-253-8014. (P06)

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. (P06)

VACUUM EQUIPMENT

Roll-Off Vac Tank w/700 cfm Wallenstein pump. 2 compartments, full open rear door. Built for lowest possible profile. Used very little - 5 to 6 years old. \$28,999. Call Mike or Rob at NewTech. 800-210-2361. (P06)

VACUUM EQUIPMENT



2004 Vermeer E550: 500 gallon evaporator, Duetz 4 cyl, 220 gal. water tank, triplex pump.....\$24,500
715-546-2680 WI PBM



2004 Vermeer E550 Vac Trailer: 500 gallon evaporator, 725 hours, Duetz 4 cyl, 220 gal. water tank, mounted on 13' trailer.....\$24,500
715-546-2680 WI PBM

VACUUM LOADERS



1992 Ford L8000: Auto, 12,000 miles, Guzzler, 8" boom, 3,000 gal. waste tank, hydraulic-dump-door-locks.\$48,000
270-234-4507
georgehowell@windstream.net P07



2002 International Guzzler: Cat C10 350 hp motor, manual 10-speed transmission, Guzzler with 16-yd. debris body, Roots blower 18 inches.\$125,000
786-419-3447 FL P06

VACUUM LOADERS

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)



2001 International 2674 Vac Truck: C-10, 10-spd., shows 103K miles. 6x4, 258" WB, 20/44 axles, spring susp., disc wheels, 22.5 tires, 2000 Guzzler body, model ACE.....\$99,500
715-546-2680 WI PBM

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)



1995 International Paystar 5000 Vac Truck: Cummins M11, Fuller 8-spd., lockers, 340" WB, PTO, disc wheels, 22.5 tires, spring susp., 1995 Pesvac 3200 gal. tank, 32,000# max load, s/n: PVSDH-3200-0595.....\$79,500
715-546-2680 WI PBM

2011 Peterbilt 365 POWERVAC 3800, 3,000 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

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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)

WANTED TO BUY: Any make/model GapVax. Email inquiry@gapvax.com or call 888-442-7829. (P07)

WANTED

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

WATERBLASTING

WATER JETTING EQUIPMENT: We sell, repair and retrofit water blasters. Visit us at: www.waterjettingequipment.com or phone 714-259-7700. (CBM)

1995 Harben Waterblaster, Century pump, 20 gpm, 10,000 psi, 700 bars, 150 hp John Deere engine makes pressure. \$25,000. 570-837-1957 or 570-541-0234 PA. (P06)

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. **Aqua-Dyne C 450-DS** 20K @ 33 GPM. **Allis-Chalmers** 10x8x22 700 HP. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (CPBM)

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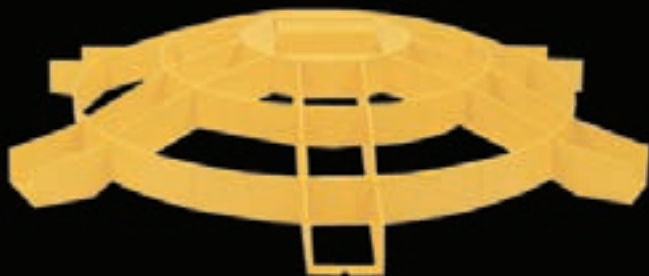
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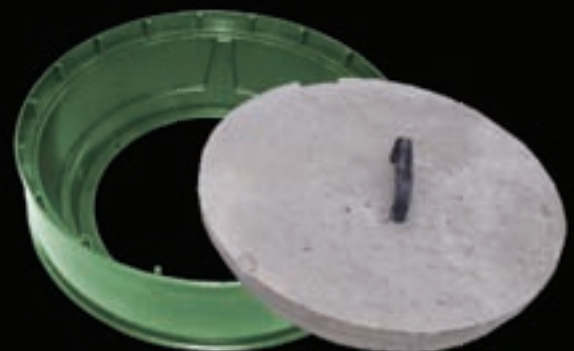
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