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## reading between THE LINES



# Be Aware of Antitrust Laws

By Jim Kneiszel, Editor

In the face of perceived unfair market forces, pumpers might be tempted to look for ways to join together to combat a low-ball competitor or counter the emergence of reverse auctions, which are meant to drive down contracted service prices in a real-time online bidding war.

Don't even think about it.

The cutthroat operator is the bane of septic service and portable sanitation contractors who provide quality service at business-sustaining prices. The low-bidders typically over-promise and under-deliver, at first taking customers away from reputable companies, then leaving the industry collectively with a negative reputation for customer service.

Some say reverse auctions are worse yet, especially for the portable sanitation industry. A long-time restroom contractor in a Southern state – already battered by a decline in the construction industry – sent me an email a few months ago bemoaning the practice of a large homebuilding company using an online auction involving several contractors to identify the lowest possible price for restroom service.

The contractor was understandably frustrated by this practice, because it took quality customer service out of the restroom rental equation. And he said companies would have to operate at a loss if they took the work at the low bid. He wondered whether restroom contractors should get together and boycott the reverse auctions as a protest.

A red flag immediately popped up. Though I can sympathize with contractors beset with fly-by-night competition and reverse auctions, any talk of competing pumpers having a meeting of the minds about such issues raises scary legal questions ... The kind that could threaten well-meaning business owners far more than a low-ball competitor.

**THOUGH I CAN SYMPATHIZE WITH CONTRACTORS BESET WITH FLY-BY-NIGHT COMPETITION AND REVERSE AUCTIONS, ANY TALK OF COMPETING PUMPERS HAVING A MEETING OF THE MINDS ABOUT SUCH ISSUES RAISES SCARY LEGAL QUESTIONS.**

So I put in a call to the Federal Trade Commission and asked the nation's foremost legal experts – and enforcers – regarding U.S. antitrust laws if they could explain what small business owners can and cannot do in the area of competitive practices. Their answers, which may be surprising to some, can be found in this issue of *Pumper*, in writer **Ken Wysocky's** *Pumper Interview* with FTC attorney **Geoffrey Green**.

The government is deadly serious about protecting a competitive marketplace for consumers, and those consumers include the big companies that choose to organize reverse auctions. The FTC lawyers are equally serious about protecting a homeowner's right to choose between your experienced technicians and a price-slashing novice pumper with a tin can tank strapped to the back of a rusty old pickup truck.

For a contractor concerned with quality service and protecting the environment, it might seem odd that the laws should protect uneducated, unaccountable service providers who've reduced septic service to grabbing a few bucks and running away. But the FTC holds to the sanctity of unfettered competition and vows to protect it, no matter what.

The bottom line is that good pumpers have to continue to compete the old-fashioned way ... with quality work every day and great customer service. And then trust in the consumer to make wise choices. ■



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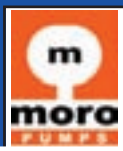
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- **Pumper Interview:** A national branding expert talks company names





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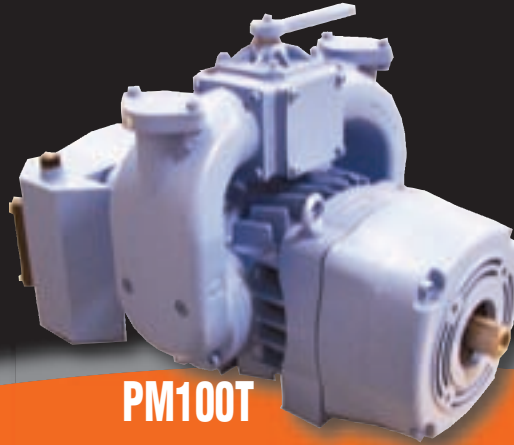
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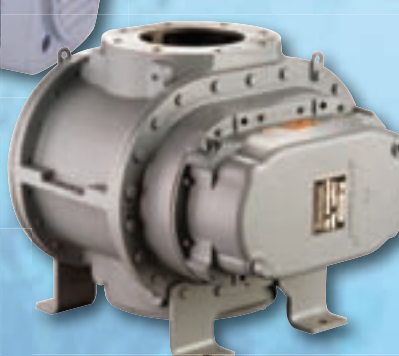
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# Seeking SOLUTIONS

Service technician Tom Parsons works a hose during a residential septic service call. The Williams & Bay team prides itself on constant customer education during service calls. (Photos by Gary L. Howe)

## JOE WILLIAMS EMBRACES NEW DISPOSAL RULES AND WORKS WITH REGULATORS TO ADVANCE THE LIQUID WASTE INDUSTRY

By **Scottie Dayton**

### Profile

#### **Williams & Bay Pumping Services**

Cedar, Mich.

**Owner:** Joe Williams

**Founded:** 1983

**Employees:** 9

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

**Services:** Septic service and system inspections, drainfield remediation, portable sanitation, sewer and drain cleaning, tank locating

**Associations:** Michigan Septic Tank Association; Traverse Area Association of Realtors; Grand Traverse, Leelanau, and Benzie County Chambers of Commerce; Grand Traverse Home Builders Association

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



MICHIGAN

**E**ducation – first for himself, then his customers – provided the key for Joe Williams to expand his business and put Williams & Bay Pumping Services of Cedar, Mich., in a comfortable position when the economy stalled in late 2008.

Williams gained much of his business savvy the hard way, learning from experience, then modifying operations accordingly. A major turning point occurred in 2006 when he bought out Bay Pumping and hired owner Dennis Fehrenbach as superintendent. He also hired Jerry Endres as his office manager. The two men freed Williams to work on his business instead of in it. Revenues nearly doubled before the economy soured.

State and federal regulations have presented their own learning curves and business challenges. Williams adapted

by joining the Michigan Septic Tank Association, a group of pumpers trying to do things right before legislation changed the laws. Williams noticed that the longer some pumpers resisted change, the farther behind they fell. He decided to emulate those who embraced change and planned for it, because they prospered.

#### **THE FAMILY BUSINESS**

Williams, 45, bought the company from his father, Ron, in 1993. “Dad’s service area was 10 to 15 miles from home, but I never said no to anybody,” Williams says. Joe Williams gradually expanded into three neighboring counties and diversified into portable sanitation.

Pumping was Ron Williams’ unexpected second career after the factory in which he worked went bankrupt. At age 52,

*(continued)*



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Williams & Bay and other pumping companies face challenges associated with a newer Grand Traverse County treatment plant.

**“NETWORKING WITH PEOPLE CHANGED MY OUTLOOK AND I BEGAN ASKING REGULATORS QUESTIONS. AS THEY EDUCATED ME, I REALIZED THAT PUMPER MUST EDUCATE THEMSELVES ON HOW TO DO THINGS COMPLIANTLY, THEN EDUCATE THEIR CUSTOMERS.”**

**Joe Williams**

he bought a dump truck and tank, then had a friend cut and weld them into a septic truck. “Traverse City had two or three septic companies and they were driving 20 or 30 miles into Leelanau County,” Williams says. “With only one other pumper at the other end of it, Dad figured he’d find enough customers.”

Joe and brother Greg, both teenage entrepreneurs, picked up the slack when the elder Williams wanted to retire. Ron, now 79, spends time helping Greg on his commercial cherry and apple orchards.

From one old truck and a few accounts,

Williams increased business to where, in 2010, the company pumped nearly 5 million gallons and land-applied 1.7 million gallons.

To transport septage, Williams prefers Freightliner M-106 service rigs. His newest is a 2010 model with a 5,200-gallon aluminum tank and National Vacuum Equipment 607 pump from Imperial Industries Inc. He has a pair of 2007 M-106s with 3,300-gallon steel tanks and Max Pack pumping system distributed by NVE, from Marsh Industrial Inc.

On the portable sanitation side, Williams runs 2007 and 2008 Ford F-550s from Satellite

Industries Inc. with 650-gallon waste/300-gallon freshwater steel tanks and Conde 6 pumps. His restroom inventory includes 300 units: 50 percent Tuff Jons from T.S.F. Company Inc., 30 percent High Tech units from Satellite Inc., and 20 percent Fleet models with hand-wash units from PolyJohn Enterprises Corp.

#### **GRAND TRAVERSE PLANT**

When Joe Williams took over the business, he continued a practice of spreading untreated septage on agricultural land. Septage disposal, however, has changed as the Michigan

*(continued)*



The Williams & Bay team includes, from left, Dennis Fehrenbach, Jim Quigley, Barry Mazurek, Tom Parsons, owner Joe Williams, Shaun Smedley, Kelly Allen, Todd Hanna and Jerry Endres.



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Joe Williams believes consistent equipment upgrades, including this new Freightliner truck built out by Imperial Industries Inc., lead to a better reputation and lower operating costs for his company.

## Equipment upgrades raise profits, company image

Constant equipment upgrades enabled owner Joe Williams to grow Williams & Bay Pumping Services in Cedar, Mich., by 10 percent in 2010. He learned the lesson in 1993. "The front tire blew on my truck, a 1979 International with close to 700,000 miles on it," he says. "In only four hours, my company was \$300 in the hole."

The truck seemed to spend more time in the repair shop than on the job. Then it dawned on Williams that he had enough business to warrant a new vehicle. Furthermore, the \$2,000 he spent on monthly repairs would cover the payments. In March 1996, he found a 1995 chassis and put a new Marsh Industrial 3,300-gallon tank on it.

Besides improving productivity and being more fuel efficient, the shiny red truck made the company look good. "People like doing business with service providers in modern, clean equipment," Williams says. "They don't like hearing that you can't make it because the truck broke down." Now he upgrades or purchases a fleet vehicle every few years.

Avoiding extended debt and credit enabled Williams to plan ahead. In 2010, he purchased a 2011 Freightliner with 5,200-gallon aluminum tank and National Vacuum Equipment 607 pump from Imperial Industries. "My drivers usually made two calls per load with a 3,300-gallon tank and discharged two or three times per day," Williams says. "The larger tank saves 50 to 60 miles a day, the driver can service three or four jobs, and sometimes he goes all day before unloading."

Department of Environmental Quality incorporated U.S. Environmental Protection Agency regulations, then added language to discourage land application.

"First, we had to discharge at a treatment plant if we were within 15 road miles of it," Williams says. "In 2005, the distance expanded to 15 radial miles. In 2010, it increased to 25 radial miles."

Grand Traverse County townships took the regulations a step further. In 2005, they passed the Uniform Septage Control Ordinance requiring septage generated in the county to be discharged at the Grand Traverse County Septage Treatment Facility. "The plant was supposed to pay for itself with discharge fees, but the business plan was based on faulty projections," Williams says. "The facility was supposed to receive some 12 million gallons per year, and it's only getting about six."

The restrictions forced fee increases and

bigger pumping bills. Annual truck licensing fees rose from \$25 to \$480. When pumpers passed along cost increases to consumers, resentment erupted as a \$150 pump-out became a \$350 or \$400 charge. Williams combated their misconceptions by asking customers to compare monthly cable bills to the cost of a pump-out averaged over three years. It came to \$10 or \$11 per month compared with \$50 or more for cable. Once consumers put the cost into perspective, they viewed the service as affordable.

### LAND APPLICATION RULES

The treatment plant charges 12 cents per gallon and has proposed raising rates to 18 cents per gallon by 2013. Williams charges six cents per gallon and saves customers \$60 to \$100 per pump-out when land-applying the treated waste. Last year, he installed 52,000 gallons of holding tank capacity, enabling him to land-apply through 2025. Retaining his land application license, however, was another turning point.

"I avoided regulators until I joined MSTA in 2002," he says. "Networking with people changed my outlook

and I began asking regulators questions. As they educated me, I realized that pumpers must educate themselves on how to do things compliantly, then educate their customers."

To prepare for the 2005 land application regulations, Williams upgraded his operation to discharge septage through 3/8-inch screens. He bought a tractor and a 3,800-gallon Husky Farm Equipment manure tank with a four-shank injection system, then learned how to test soil and decide which crops to grow.

"Today, we utilize a cropping plan for each farm, broken down by field and calibrated to our equipment," Williams says. "It's become a

**"THE CAMERA IS A GREAT MARKETING TOOL BECAUSE HOMEOWNERS CAN SEE THE PROBLEM ON THE MONITOR AND CAN'T DENY IT. THEY USUALLY HIRE US TO FIX IT BECAUSE WE PUT IN THE TIME TO FIND OUT WHAT WAS WRONG."**

Joe Williams

(continued)



Superintendent Dennis Fehrenbach, left, goes through a checklist with service technician Todd Hanna before sending a service van out of the yard.



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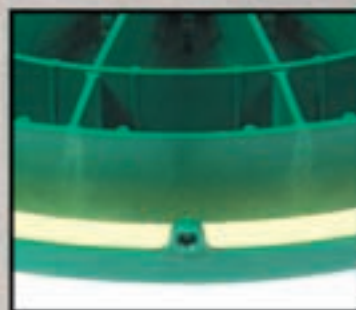
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Restroom route manager Jim Quigley loads one of the company's 300 units for delivery.

science to stay in the land application business, but legislation has improved it 1,000 percent.”

Some septage comes from 800 homes with two or three holding tanks totaling 3,000 gallons. When the last tank is almost full, a float triggers an alarm, which panicked many homeowners. “I learned early on that 80 percent of emergency calls were customers over-reacting to the alarm,” Williams says. “I educated them about their systems and reassured them that they would not have a backup at midnight.”

Empathizing with the customers calmed them enough to relay symptoms. “We do a lot of troubleshooting over the phone,” Williams says. “Sometimes homeowners can dig up the lid, clear the blockage, and avoid an after-hour charge. We’re always there the next day.”

Only in winter do primary customers pay an extra charge for after-hour and weekend calls. “This is not like ordering a pizza,” Williams says. “A technician has to drive 10 to 12 miles to the shop, pre-trip and warm up the truck, and deal with the snow. Charging people extra for the call makes them plan ahead.” Williams gives the money to the driver as a bonus.

## GROW & DIVERSIFY

In 1994, Williams developed an inquiry regarding onsite inspections into a business performing 200 inspections annually, then expanded into rejuvenating drainfields four years later by purchasing a soil-fracturing Terralift machine. Moving to a 10,000-square-foot facility with offices, three service bays, and a paved yard in 2005 improved business by increasing efficiency.

A year later, Fehrenbach sold Bay Pumping to Williams and became his superintendent. “That was another turning point, because

Dennis has 15 years more experience than I,” Williams says. “I put him in the field and hired Jerry as my office manager so I could focus on growing the business through education-based marketing.”

For example, during pump-outs, uniformed drivers in washed red trucks explain to homeowners how their onsite system works. Before leaving, they hand customers a business card or brochure listing all the services, website, and the tag line: We Give Free Advice. “That line generates five to 10 calls per month,” Williams says. “Many times, we can talk people through a problem. They remember that we saved them a visit and call when they do need service.”

As the economy changed in 2008, Williams looked for ways to capitalize wherever possible. He bought a RIDGID SeeSnake camera and put Fehrenbach in charge of troubleshooting onsite systems. “The camera is a great marketing tool because homeowners can see the problem on the monitor and can’t deny it,” Williams says. “They usually hire us to fix it because we put in the time to find out what was wrong.”

## NETWORK FOR SUCCESS

In 2010, Williams was elected secretary of the Michigan trade association. The position involved him in networking with the Home Builders Association, Realtors Association, and Chambers of Commerce. People recog-

nized him as the bass or accordion player in local polka and blues bands, and that broke the ice.

“No matter what after-hour function I attend, the one topic that always comes up is disposal,” Williams says. “The newspapers are full of the woes besetting the county treatment facility.” MSTA is working with DEQ officials on legislation requiring townships that ban land application to provide a treatment facility within a reasonable proximity to the site.

Williams believes pumpers should keep in contact with their legislators via email, phone calls or letters. “If they receive one communiqué, they’ll probably ignore it, but 15 or 20 from grassroots constituents will get their attention,” Williams says. “Members often want to vent their anger and frustration, but I tell them to be diplomatic and businesslike. They must describe how a legislative proposal will affect them and what actions they’d like the representatives to take.”

Williams considers disposal, regulations, and educating consumers about the true cost of pump-outs as the biggest challenges to his business.

Currently, Grand Traverse County officials are discussing bidding out pumping, doing the billing, and controlling volume to rectify the treatment plant’s financial problems. “Further rate increases will make people postpone regular pumping and the plant will lose even more volume,” Williams says.

MSTA members and other associations are working together to make townships and legislators understand the cause and effect of their actions, according to Williams.

“If they ban something, they must provide a reasonable, affordable alternative,” he says. “Because it’s a tough concept to get through, it is one of our main projects this year.” Guided by the lessons he has learned from life, Williams will continue to persuade others through education. ■

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# Breaking Through Gridlock

Several steps will help you navigate big changes within a mid-sized, family-run business

By Stuart Morley

**B**ig Family Manufacturing Inc. had been struggling for some time to find the best direction to take for its mid-market, family business with close to 100 employees. Sam, the founder, was in poor health and the other two brothers, as fellow shareholders, were struggling with what to do next. Due to differing financial situations between the brothers and the founder, the company was in gridlock.

The family had made all the textbook moves: hired an advisory board, brought in two retired senior executives from large companies in the industry, and hired a consultant who recommended Sam retire immediately, given his health issues, and have the younger brother take over the business. Unfortunately, when Sam's wife found out, she presumed the worst and started a family war. They could not break the gridlock.

In the corporate world the gridlock issue is often more straightforward. Common gridlock situations include: deciding on a direction, new approaches to revenue growth and creative ways to refinance a business. Often, the other shareholders get a valuation for the business and buy out the founder or get the founder to buy them out. In a family-run business, the normal reaction to conflict, especially among family shareholders, is to do nothing and avoid the issue.

## HIRED A STRATEGIST

In our example, the family decided to discuss the challenge with other families who were in business together. They are members of an association for families in business that has a peer group they joined to discuss the issues, in confidence, with families involved in other types of businesses. The group convinced them to hire a strategist who specialized in mid-market family business issues.

The strategist interviewed the principals of the family company and determined the most important issues they faced. The company leaders then developed a smooth succession plan with senior management. Thankfully, the new strategy worked.

The family took the strategist's advice and used the following steps to remove their gridlock:

**1. Call each of the participants ahead of time to get their advice and insight.** People will say things in confidence, especially on the phone, that they would not say in an open meeting or even in a face-to-face meeting. Make sure to take careful notes and summarize the comments.

**2. Figure out the most important issue for each key shareholder.** When reviewing the notes from the interviews, look for an overlap of ideas. In the case of Big Family Manufacturing Inc. Sam wanted to grow the business so he could sell his shares at higher value. The middle brother, Bob, really wanted to add more equipment to realize significant

**ONE WAY TO MAKE A GROUP FEEL LIKE THEY ARE MAKING PROGRESS AND REDUCE NEGATIVE DISCUSSION IS TO FOCUS ON BUILDING A SIMPLE PLAN FOR THE FUTURE THAT CAN BE DONE BEFORE THE END OF THE DAY. IDEALLY, THE ACTION-ORIENTED PLAN FITS ON ONE PAGE.**

cost savings in the business. The younger brother did not want to grow the business unless it could be done in a way that made the business more profitable. The overlap was that all three brothers would stay if a plan could be developed to grow the business and be more profitable.

**3. Design a strategy day that starts with a presentation of the common issues.** The strategy day needs careful planning. For Big Family Manufacturing Inc., it was important to invite the brothers, the advisors and key managers. Another feature was to get the key issues on the table in a positive way so participants did not become defensive. The presentation of the issues works well when they are introduced anonymously. The participants can then focus on the merits of the issues and resolving the issues, rather than worrying about who raised the issues.

**4. Be optimistic and upbeat.** One way to make a group feel like they are making progress and reduce negative discussion is to focus on building a simple plan for the future that can be done before the end of the day. Ideally, the action-oriented plan fits on one page.

**5. Finish the meeting with something positive for each person.** Many people have difficulty connecting the dots between a great plan for the business and how they should change. For example, Sam really appreciated having some discussion at the end of the day on how he could work half-days and how the other managers could take on more responsibilities.

**6. Remind the participants that solving gridlock is challenging.** Even with a great plan, the first months of a multi-year plan can be very stressful, as it takes longer and is expensive to make changes. Therefore, it is important to close the session with a warning that unwinding gridlock is tough, especially in a family business. Things often seem to get worse before the benefits of the changes show up.

## SIX MONTHS LATER ...

After some time, the strategist followed up with the family to see how they were getting along. They replied, "The best news is the brothers and their families keep coming to the family reunions, and the wives are now at least talking to each other. The business is in good hands and recovering well. However, two brothers have sons in the business ..." ■



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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 Proposal Seeks Nitrate Testing

**S**tate onsite rules proposed in California would require agencies to test for nitrate entering the groundwater, but officials from agencies that issue system permits contend they already test, and that studies to monitor nitrate show the levels are safe.

County health departments test water quality for nitrate when new wells are drilled, and many water utilities annually sample wells for nitrate, according to agency reports. Utility officials say average nitrate levels are within state drinking water standards. County officials say focusing on additional monitoring would cost the equivalent of five full-time positions.

The Central Coast Regional Water Quality Control Board proposed amendments to update the basin plan. If passed, regulations would require agencies to streamline new onsite system permits and monitor system maintenance. Approval by the State Water Resources Control Board and the Office of Administrative Law was expected to take about six months.

### FLORIDA

The state senate passed legislation that charges citizen complainants with the burden of proof to show how proposed development proj-

ects would hurt the environment. It did not repeal a law requiring septic tanks to be pumped and inspected every five years or pass a law lifting the 2016 ban on land application.

A provision in the budget bill stopped the septic mandate from taking effect on July 1 by requiring the legislature's Budget Commission to ratify any legislation that increases regulatory costs and adversely affects economic growth.

### RHODE ISLAND

Rep. Frank Ferri proposed a five-year extension of the Jan. 1, 2013, deadline for residents with cesspools within 200 feet of water to tie into sewers or install onsite systems. The Department of Environmental Management identified three neighborhoods with an estimated 1,200 homes affected by the 2007 law. The extension was necessary because sewer construction would not be completed by the deadline.

### MINNESOTA

Mower County Environmental Services received additional grant funds from the state Board of Water and Soil Resources to continue its inventory of onsite systems. Many of the estimated 700 systems were installed before 1996 or have not been inspected, requiring staff to visit sites and assess health threats.

### WASHINGTON

A proposed rule change by the Kitsap County Health District would allow drainfield setbacks for advanced treatment units to be 75 feet from potable wells or water instead of 100 feet. The revision mirrors state regulations.

### OREGON

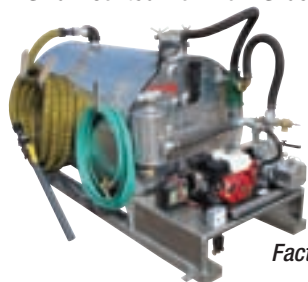
Proposed rules by the state Department of Environmental Quality would create a voluntary program for homeowners to irrigate with greywater. A three-tier permitting system would define requirements based on the volume of greywater. More information is at [www.deq.state.or.us/wq/reuse/gwrulemaking.htm#back](http://www.deq.state.or.us/wq/reuse/gwrulemaking.htm#back). ■

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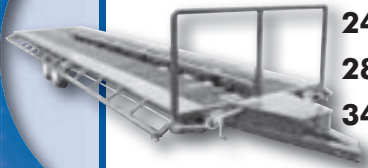
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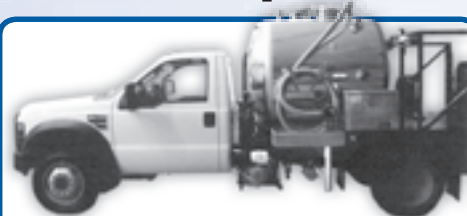


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# The REAL DEAL

**The owner of Texas pumping outfit Universal Vacuum Services focuses on the basics of good service and sharp-looking trucks to build a business for the long haul**

By Paul Holley

Jimmie Deal has been pumping septic tanks in the Lone Star State for almost 20 years. (Photos by Hunter Artz)

## Profile

### Universal Vacuum Service Hearne, Texas

**Owner:** Jimmie Deal

**Founded:** 1992

**Employees:** 6

**Service area:** 100-mile radius of Hearne

**Specialties:** Septic and grease trap service; septic repair; drainfield restoration

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



**J**immie Deal, owner of Universal Vacuum Services, is used to doing things that seem to fly in the face of conventional wisdom. For example:

- He's doggedly loyal to Yellow Pages directory advertising at a time when the Internet is seen as the hottest marketing tool.
- He's a firm believer in keeping a two-person team on every truck.
- He chooses to specialize in septic and grease trap pumping instead of diversifying into other services.
- In a market crowded with competitors, he prefers cooperation over conflict.

Deal, 41, has gotten along just fine doing things his way. He's built Universal into a successful operation serving a 100-mile radius of Hearne, Texas, which comes close to the outskirts of major metro areas of Dallas, Houston and Austin.

#### THE GROWTH CURVE

In 1992, Deal was ready for a new opportunity after several years in a dead-end job in the maintenance department at Texas A & M University in nearby College Station. A friend whose family members worked in a septic service business offered to sell him a

*(continued)*





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The Universal Vacuum Services team includes, from left, Jordan Bucknum, George Funderburk, Bowser Johnson, Jimmie Deal Sr., Connie Deal, Emily Deal and Jimmie Deal.

350-gallon square steel tank.

“It just looked like the thing for me,” Deal says. But his father, Jimmie Sr., was skeptical.

“My Dad absolutely thought I’d lost my mind,” he says. “He was one of those people who thought septic tanks never had to be pumped.”

Deal mounted the tank on a 1-ton Chevy pickup and went to work pumping septic

tanks. The makeshift rig used the truck’s engine to pull vacuum. He made up for the truck’s performance shortcomings with hard work and nearly nonstop promotion.

“It would take me about two hours to pump a tank. Back then, just three other companies in the area were pumping tanks. I was pumping more with that little old truck than the guys with the big trucks,” he says.

In the early days of the company, Deal tried every form of advertising he could think of. “I’d drop off fliers door-to-door; I’d buy ads on benches, maps, magnets. What’s funny is, the guy who sold me the (first) tank laughed at every promotional idea and then adopted them within a year,” he says.

Four years later, Deal graduated to a 1,000-gallon steel tank on a rig that he and his father scratch-built. By then, the elder Deal,

who had run a machine shop, recognized that his son’s rapidly growing business venture wasn’t so crazy after all.

**FORMER EMPLOYEE INSTALLS**

Today, Universal runs three service trucks. Deal and his crews are kept busy with industrial customers and residential service. One truck serves about 100 grease trap customers, 20 percent with multiple locations.

Deal’s six employees include his wife, Connie, and his 73-year-old father. Connie Deal runs the office. She also handles customer paperwork while in the truck with her husband. Jimmie Deal Sr. is based at a car lot his son also operates and delivers equipment to jobsites as needed.

A long-time employee, Jordan Bucknum, has branched out into an onsite system installation business while maintaining ties to Universal. Deal couldn’t be prouder.

“Jordan went to work for me at the car lot part time while he was in high school and stayed on while he went to Texas A & M. He also helped out on the truck,” Deal says. “After college, he said he wanted to do this full time.”

Bucknum, who holds a business degree, installs new aerobic systems (required in Brazos County) and has maintenance contracts



Maintenance worker Bowser Johnson details a truck. Riding dusty Texas roads for hundreds of miles a week, it’s important to keep the service trucks washed.

**“WE GOT TO TALKING ABOUT HIS (HOME) SEPTIC SERVICE AND HE MENTIONED THAT HE DIDN’T WANT A DIRTY LOOKING TRUCK IN HIS NEIGHBORHOOD. I THINK THE LOOK OF MY TRUCKS GETS ME AS MUCH WORK AS ANYTHING I DO.”**

Jimmie Deal

(continued)



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Deal attaches a hose for a pumping job. He believes in wrapping the entire tank in graphics, even the dished ends get special treatment.

**“I’D DROP OFF FLIERS DOOR-TO-DOOR; I’D BUY ADS ON BENCHES, MAPS, MAGNETS. WHAT’S FUNNY IS, THE GUY WHO SOLD ME THE (FIRST) TANK LAUGHED AT EVERY PROMOTIONAL IDEA AND THEN ADOPTED THEM WITHIN A YEAR.”**

Jimmie Deal

### HE CHOOSES ALUMINUM

Deal started using aluminum tanks on his rigs in 1999. He explains why: “It comes down to lighter weight. You have less fuel use and less tire wear,” he says. In addition, lighter trucks don’t require a driver to hold a commercial drivers license (CDL) and cost less to insure than heavier rigs, he says.

Universal’s three vacuum trucks are equipped with aluminum tanks ranging from 2,500 to 2,900 gallons and 500-cfm Juro pumps. All were built out by Troy Penny, who now operates No Sense Welding in Abilene, Texas. The rigs are a 2006 Chevrolet 7500 with a Cummins diesel engine and an Allison automatic transmission, a 2006 Sterling Acterra with a Mercedes diesel and an Allison automatic transmission, and a 2007 Ford F-750 with a Cummins diesel and a Spicer 7-speed manual transmission.

Deal also owns a wrecked 2007 Ford F-750 that he acquired from an insurance company. He is looking for a new cab and chassis for the vacuum system, which also was built by Penny with an aluminum tank and a Juro pump.

with the owners for annual service. He pumps those tanks for Universal and gets referrals from Deal for new installation projects.

“It’s just worked out absolutely wonderful,” Deal says. “It really works a lot better than when we were trying to do it all ourselves.”

### UNCONVENTIONAL WISDOM

Instead of diversifying into other aspects of the waste industry like some operators, Deal sticks to septic and grease trap pumping. That decision was made after installing septic systems and operating portable restrooms during the company’s early years.

“I got myself licensed as an installer but I found that for the time it takes to do an installation, I could make a lot more money pumping tanks,” he says. “I want to do the least amount of work for the most amount of profit.”

After trying a variety of advertising and promotional tactics, Deal settled on Yellow Pages directory advertising – and he’s sticking with it. “In the end, the phone books have worked the best for us,” he says of the approximately \$70,000 a year spent on ads in 30 directories.

Deal is adamant that having

two people per truck is more efficient and provides a higher level of customer service than a solo driver. “I really believe that two guys in a truck can do more than one person,” he says. “When you have one to do the paperwork and one to do the actual work, they’ll get it done in half the time.”

Deal believes in competing on service rather than price. In fact, he says, Universal Vacuum is typically among the highest-priced providers. “If I’m not making what I need to make, then it’s time to let somebody else do it,” he says.



Passersby never wonder about Deal’s patriotism when they see this flag-draped service truck rolling down the highway.



Jimmie Deal loves cars, and he operates this small used car lot at his company yard in Hearne, Texas.



Aluminum side skirts on all of the rigs, which neatly cover hoses and pumps, serve as shiny rolling billboards. Decal wraps, purchased from the FASTSIGNS outlet in College Station, give two of the rigs a particularly striking look. The Sterling rig, for example, has the U.S. flag on the driver's side and the Texas state flag on the passenger's side. Deal says the importance of a service truck's appearance hit home after a conversation with a commercial customer a few years back.

"We were servicing a grease trap for a restaurant owner. We got to talking about his (home) septic service and he mentioned that he didn't want a dirty looking truck in his neighborhood," Deal says. "I think the look of my trucks gets me as much work as anything I do."

In addition to the vacuum trucks, Universal runs a 1991 Dodge 1-ton truck equipped with a small crane to replace septic lids and a 2010 John Deere 6030 tractor for heavy lifting. Other equipment includes a RIDGID SeeSnake camera for occasional system inspection work. Deal borrows or rents equipment, like a roofer or tank agitator, as needed.

"I have a lot of good friends. It's more feasible for me to work with them than to buy and carry around a lot of stuff I hardly ever use," he says.

### BUSINESS NETWORKING PAYS

After more than 15 years, Deal has built a solid network of referrals. "I have a great, great group of people I network with," he says. "There are plumbers, real estate agents, installers, you name it."

That business network has been important as the Bryan-College Station metropolitan area (population 203,000) now has about two dozen companies offering septic service. "I didn't believe it until I counted them all up. That's pretty doggone competitive," he says.

But, Deal is unruffled by the competitive environment. Instead, he believes there is enough business in the area to go around for

everyone who is willing to provide superior service. He borrows tools from competitors as needed and will loan equipment when someone is in need. He says he's helped eight to 10 septic operators in the state get started by selling them used vacuum trucks.

"It doesn't have to be cutthroat or dog-eat-dog," Deal says. "I really believe people would rather get along."

Meanwhile, waste disposal is a costly, ongoing challenge for Deal and other Texas service providers. That's because state environmental regulations require operators to dispose of grease and grit only at Type 4 treatment facilities. For Deal, the rules mean that just one municipal plant in the area is available to accept grease and grit. The prices (18 cents per gallon for grease and 22 cents per gallon for grit) are steep.

"It's like Jesse James without the gun. We're at their mercy," he says.

By marching to his own drummer, Deal has built a business that works. Perhaps, most importantly, he's comfortable in his own skin.

"I'm pretty much the opposite of everybody," he says. ■

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## VISIT JIMMIE'S DEALS FOR CLASSIC CARS

What does a self-described "absolute car nut" do in his spare time? He opens a car lot that specializes in classic cars – specifically the fabled muscle cars of the late '60s.

Jimmie Deal, owner of Universal Vacuum Service, Hearne, Texas, always loved cars and started tinkering with them in 1995. He specialized in restoring Chevy Camaros from 1967 through '69 and later dabbled with Pontiac Trans Ams from the 1970s.

Deal became a licensed car dealer in 1999 and has had fun with the name "Jimmie's Deals" for the car lot. "People ask me all the time, 'Is that really your real name?' I tell them not only is it my real name, it's also my dad's real name," he jokes.

Deal's car lot sideline isn't as far removed from the pumping business as it might appear. His eye for unusual vehicles and automotive-related collectibles, plus a nose for a bargain, has come in handy.

"I can't tell you how many cars and trucks I've found while out pumping tanks – especially in rural areas," he says. "I'll see something parked out in a field and start talking to the owner. Sometimes I'll end up buying and sometimes I'll swap."

That's right. Deal has been known to trade pumping services for a used car or truck that can be fixed up for later resale. In 2010, he says he bartered for 3/4-ton and 1-ton pickup trucks. Over the years, he also has bought or bartered for collectible items such as metal gas station signs, antique gas pumps and pop machines. He's found that antique stores are a ready market for automotive and gas station memorabilia.

"Anything you can turn into currency, sign me up," he says.

Deal uses the car lot's shop building for repairing Universal's vacuum trucks and occasionally rebuilding pumps. A lift is available at a friend's muffler shop next door.

While he's enjoyed the GM products, Deal says his roster of fun cars has changed over the years. "I've had it all – from Fiats to Ferraris," he says. Deal's current favorite is a 1968 Mustang he purchased online for \$10,000. "When I reviewed the receipts, I saw the guy had \$40,000 in it. It's painted Tangelo orange. I can't tell you why, but I like this car better than any car I've ever owned."

Deal is quick to point out that interest in his exotic and classic cars comes from enthusiasts all over Texas and the Southwest. Meanwhile, he keeps at least a half-dozen pickup trucks and an assortment of used cars on hand for potential customers in his hometown. He says he's always looking for opportunities to buy and sell vehicles.

"There's no telling what will show up next," he says. "I'm so unpredictable, I don't even know what I'm gonna buy next!"



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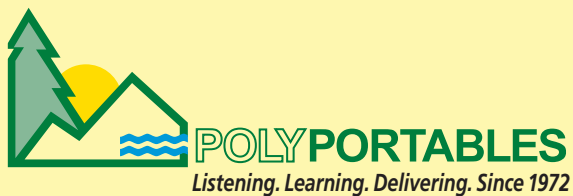
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# Antitrust Explained

## SOME AGREEMENTS AMONG COMPETING COMPANIES – SUCH AS BOYCOTTING REVERSE AUCTIONS FOR PORTABLE SANITATION SERVICES – ARE ILLEGAL, SAYS A FEDERAL TRADE COMMISSION ATTORNEY

By Ken Wysocky

Some cost-minded homebuilding companies are turning to online reverse auctions to obtain rock-bottom prices for portable restroom services. While this may suit service consumers, reverse auctions – in which bidders try to win contracts by submitting lower and lower bids in real time – aren't attractive to pumpers already working with slender profit margins.

Because the auctions are held in real-time, prices often fall more rapidly – and are likely to go lower – than in a traditional bidding process. This has frustrated some pumping contractors to the point that they've talked about boycotts against reverse auctions. But Geoffrey Green, a deputy assistant director at the Federal Trade Commission, says that's a bad idea. In fact, such a boycott would violate federal antitrust laws.

Green explains what constitutes antitrust violations and the philosophy behind the laws. He also offers surprising scenarios that could get unaware pumpers in trouble. Here's what he had to say:

**Pumper: What's the rationale behind antitrust laws?**

**Green:** Antitrust laws are designed to protect competition and to protect consumers against anti-competitive practices. Some common violations include bid-rigging, price-fixing and market-division agreements among competitors. The policy rationale for antitrust laws is that competitive markets operate efficiently and serve the interests of consumers by producing low prices, variety, high quality and innovation. Anti-competitive practices conversely create inefficiencies in the economy and harm consumers through higher prices, diminished quality, less innovation and reduced choice.

**“SUPPOSE YOU HAVE FIVE SEPTIC TANK PUMPERS WITHIN A PARTICULAR MUNICIPALITY WHO ARE UNHAPPY ABOUT COMPETITION LEADING TO LOWER PROFITS. IF EACH OF THEM AGREES TO RAISE PRICES BY 10 PERCENT TOMORROW, THAT WOULD BE A PRICE-FIXING AGREEMENT AND CONSTITUTE A POTENTIAL CRIMINAL ACTIVITY.”**

**Geoffrey Green**

**Pumper: So would it be illegal to boycott a reverse auction?**

**Green:** It would be illegal for competitors to agree to boycott a reverse auction. Competition generally requires that independent firms make independent decisions about whether they'll compete and on what terms they'll compete. The purpose of the boycott, as I understand it, is to stymie a buyer's attempt to create competition among contractors and drive prices down. Any attempt by competitors to act collectively and interfere

with that mechanism would harm consumers by leading to higher prices. Therefore, it violates the principles of antitrust laws.

Let me add that no individual contractor is obligated to participate in an auction. What creates a problem here is if the competitors reach a collective decision not to participate. The critical issue here is whether contractors are acting independently or pursuant to an agreement. An agreement between even two competitors can violate the law ... the more firms you bring into the conspiracy, the greater the potential consumer harm and the more egregious the conduct. But you don't need more than two contractors agreeing to contravene the law.

**Pumper: What's another scenario that would constitute an antitrust violation?**

**Green:** Suppose you have five septic tank pumpers within a particular municipality who are unhappy about competition leading to lower profits. If each of them agrees to raise prices by 10 percent tomorrow, that would be a price-fixing agreement and constitute a potential criminal activity.

**Pumper: What exactly is a market-division agreement and why is it illegal?**

**Green:** A market-division agreement occurs when, say, Firm A agrees to compete only on the east side of town and Firm B agrees to compete only on the west side of town. Or if five competitors agree to divide the market into five sectors, and allocate those five sectors among themselves, with one serving each of the five sectors. That would be a criminal violation of antitrust laws because the likely effect of that agreement is higher prices for consumers.

**Pumper: Do agreements have to be in writing to constitute a violation?**

**Green:** No, the agreement does not have to be in writing or signed, or explicit. Any sort of informal meeting of the minds or implicit understanding can constitute a violation of antitrust laws.

**Pumper: How can small businesses avoid inadvertent wrongdoing?**

**Green:** Business managers should educate themselves and educate their employees. Lots of businesses have antitrust compliance programs, where they bring in outside lawyers to instruct employees as to what they can or cannot do. If you're attending an event where you're going to discuss competitive conditions or activities, you should have an understanding of antitrust laws and know what can or cannot be discussed.

**Pumper: Then what can small-business owners legally discuss among themselves?**

**Green:** In many industries, firms join trade associations and share information that helps them operate more efficiently in their markets. They educate each other and engage in political activities collectively.



They can engage in joint ventures to do something that individual firms don't have the resources to do.

There is a whole world of activities you can engage in without raising significant antitrust issues. As a rule of thumb, if what you contemplate is something that's desirable to consumers – that reduces prices or provides a service that's otherwise unavailable in a market – you're probably OK. If it's a plan you feel you need to hide from customers, you may be violating antitrust law.

**Pumper:** Then what's the best way for businesses to co-exist with competitors?

**Green:** The safest thing to do is have an arms-length relationship. But I don't want to give you the impression that simply meeting or talking or attending events with your competitors is itself illegal. There are lots of legitimate reasons for firms to collaborate and communicate.

For example, if there's a bid that no individual firm has the resources to do on its own, it's legal for several businesses to work together. Or suppose all contractors in a state wanted to forecast demand for their services in the next 10 years. If they collectively commission a professor to do such a study and share the results, that would be legitimate.

Moreover, if they want to share information about what kind of equipment works best and is the most efficient, or what type of equipment tends to be defective, and the information helps them operate more effectively, that, too, would be a legitimate reason to communicate with each other. If they all wanted to jointly lobby a legislature about an issue of common interest, that's OK, too.

**Pumper:** What about sharing equipment, which friendly competitors sometimes do in this industry?

**Green:** If you have a piece of equipment that I don't have and you lease it to me, that's legitimate. Or if there's a piece of expensive equipment that neither of us can afford and we share the cost of acquisition, and agree that you can use it on certain days and I will use it on certain days, that's legitimate.

**Pumper:** Are there more subtle forms of anti-trust activity?

**Green:** Yes. For example, it violates antitrust laws if the two of us agree that you won't advertise in the east and I won't advertise in the west. Or if you agree to serve big customers and I agree to serve only small customers, or agree that neither of us will provide a particular kind of service to customers, that would be anti-competitive. The same is true if we both agree that neither of us will extend credit to customers. Or that neither of us will service customers on weekends.

It's also illegal for competitors to band together to drive out a rival. Say there's a firm in a market that's a price-cutter, and his rivals are unhappy because he's driving down prices. If

higher-priced competitors scheme to drive out a lower-priced contractor, that's a violation. If you agree to forgo rivalry in exchange for your competitor also forgoing rivalry, you'll find yourself in antitrust trouble.

**Pumper:** Are group-purchasing agreements, which take advantage of volume price discounts, permissible?

**Green:** Yes. If a group of rivals joins together and approaches, say, a toilet paper manufacturer, you can engage in cooperative purchasing to obtain price efficiencies.

**Pumper:** Where can pumpers get more information about antitrust laws?

**Green:** We have educational campaigns, we issue press releases and provide a lot of information on our website ([www.ftc.gov](http://www.ftc.gov)). ■

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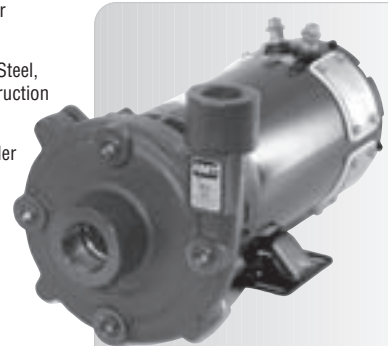
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# What About Septic Slogans?

**DO YOU HAVE A JOKE ON THE SIDE OF YOUR TRUCK? ONE PUMPER SHARES HIS ADVICE ON AVOIDING ONE-LINERS THAT MIGHT GIVE YOUR BUSINESS A LESS-THAN-STELLAR REPUTATION.**

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

## Statement:

One of the most common searches I see on my website is people looking for “septic slogans.” Since so many of you new business owners are coming to my site for a “catchy” slogan, I’m going to give you my advice about using them.

How many of you would take your wife and kids to a doctor whose tagline was, “Near death’s door? We’ll pull you through!” or “It’s a germ job, but someone’s gotta do it!” That’s fine for doctors to laugh over while having lunch, but it would kill their business, no doubt. What makes our industry think that we need to be less professional than a doctor? Do you consider yourself a professional?

**HOW MANY OF YOU WOULD TAKE YOUR WIFE AND KIDS TO A DOCTOR WHOSE TAGLINE WAS, “NEAR DEATH’S DOOR? WE’LL PULL YOU THROUGH!” OR “IT’S A GERM JOB, BUT SOMEONE’S GOTTA DO IT!” ... WHAT MAKES OUR INDUSTRY THINK THAT WE NEED TO BE LESS PROFESSIONAL THAN A DOCTOR?**

I used to think the septic industry was the one and only industry where you could get by with almost anything in marketing. I have changed my mind. I’ve noticed that, generally speaking, the most successful septic companies have no septic slogans on their trucks, and that the ones who use off-color slogans typically have one or maybe two trucks.

Nothing against small companies, I only have one truck myself. But I think this illustrates a point that once a company gets to be a certain size and does a totally honest assessment of their company, they realize – deep down – that to really be professional they need to drop the slogans. Either that, or it illustrates that the companies that portray a “spotlessly clean” image experience better growth than others who are not as careful.

Most homeowners are completely repulsed by septic problems. The women especially can be actually embarrassed about the situation. They don’t need us rubbing their noses in it (figuratively speaking) by reminding them via the graphics on our truck, etc., that “We’re No. 1 in a No. 2 business” (My business gets first, not second place in my mind), or that “It’s a dirty job but someone’s gotta do it.” They don’t even need to be informed “This truck (or job) sucks!”

So the homeowner calls with a bad situation. Wouldn’t it be much, much better if we showed up with clean equipment, strictly avoided vulgar language or even mild swear words, explained in carefully worded terms how and why this happened and what we’re going to do to fix it, and then did our job with no reference at all to the unpleasant nature of the business outside of assuring the customer we will get it taken care of as soon as possible?

It seems the customer would feel we were taking their situation seriously and genuinely cared about them. On the other side of the coin, using off-color and rude marketing sends the message to the homeowner that “We don’t really take your problem seriously, and you’re just about to become the butt of another nasty joke.”

Plenty of catchy taglines illustrate our companies are equipped and ready to deal with any type of sewer or septic problem. A little thought can produce a slogan that portrays your business in a positive way and is easy to remember, just as easy as the nasty ones.

I would simply like to see more professionalism in this industry, and would like to put out a call to all septic companies to please, use your head when you are trying to decide how to market your businesses. I want the public to take our industry seriously and view us as valuable, necessary professionals.

## Replies:

Could not agree more with your post. Although your buddies might get a laugh from stuff like that (I know mine have), it’s just bad for business.



Well said. I am currently setting up a business and have thought of having a slogan like the ones you mention, but have now had second thoughts. I have employed a marketing agency and they have come up with one for me, including my company name with “The right guys for the job” beside it. What do you think of this?



It is straightforward and simple, which isn’t a bad thing. It gives you a lot of room as far as how you would advertise yourself. And if you pound that slogan out enough times, people will relate it to your company. Creating a link in the customer’s mind can only be a good thing because it is easier for them to remember who you are.



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Depending on what you do you may want to be more specific. Do you only pump? Do you install too, or clean drains, or do plumbing? If it's a wide net you're casting, a general slogan can work for you. If you're trying to fill a niche need (only pumping), then something a little more relevant to your business might suit you better. I'm saying all this without any professional marketing experience of course.



The best thing you can do is be consistent. If you use a slogan, put it everywhere you advertise. Same thing with a logo. Truck colors are another. It's hard to do sometimes, and it can cost you more money, but the brand recognition is worth it.

When my dad started this company he painted his truck silver (how I wished he'd gone with white). Every one of my trucks is silver. It costs more when you have to paint a new truck, but it's worth it.



Most likely if you see a funny one-liner on the back of someone's truck, you'll remember the slogan far longer than you'll remember whose truck it was painted on. It will do essentially no good even for recognition if customers don't connect it directly with your company name. All it'll do is create a first impression with potential customers that you are just another "grubby septic guy" who does his dirty job and gets his money shoved through a crack in the door. ■

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## You Say 'Clogging Mat,' I Say 'Biomat'

There may seem to be little distinction between the two terms used to explain a failing drainfield system. But the differences are important to understanding proper treatment.

By Roger E. Machmeier

**QUESTION:** I have been reading about the clogging mat and how bad that mat is for a septic system. In some of your columns, you've referred to the biomat. Is this the same thing? Can you explain its impact on septic systems?

**ANSWER:** I have written about the biomat before and its necessary function in the treatment of sewage tank effluent by the soil system. Perhaps a little refresher might be in order, since the question has been raised.

As effluent enters the soil treatment system it begins to percolate into the soil on the bottom of a trench or bed system. The soil surface exposed to the effluent filters out the fine organic solids. A layer begins to form and anaerobic bacteria begin to set up housekeeping in the lay-

*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](mailto:editor@pumper.com), by fax at 715/546-3786; or by mail at P.O. Box 220, Three Lakes, Wis. 54562.*



**FIELD EXPERIENCE HAS SHOWN WIDE BEDS FAIL BECAUSE THE ORGANIC LAYER BUILDS UP ON ONE SIDE, BUT THERE ARE NOT ENOUGH AEROBIC BACTERIA TO BREAK DOWN THE LAYER ON THE SOIL SIDE. THE RATE OF LIQUID FLOW INTO THE SOIL IS NOT AS GREAT AS THE SYSTEM DESIGN ALLOWS.**

er. As the layer of sewage solids gets thicker, the flow of sewage into the soil slows.

This condition is extremely important and absolutely necessary for the adequate removal of all suspended solids, as well as bacteria and viruses. For such removal and adequate treatment to take place in the soil, only the finer capillary tubes must contain liquid.

Liquid moves downward through the fine capillary tubes, where the remainder of the fine solids are filtered out, and soil bacteria destroy the pathogens and viruses. The larger soil pores remain open and contain soil air, which has oxygen.

The layer of organic material is anaerobic on the top side and aerobic on the bottom side. The aerobic bacteria feed on the layer on the bottom side, reducing the thickness of the layer. The suspended solids contained in the sewage tank effluent builds up the layer on the top side.

### DELICATE BALANCE

If all goes as planned, the rate of reducing the thickness of the layer becomes the same as the rate of building up the thickness, and biologically the layer is in equilibrium. There will not be enough soil area in the bottom of the trench to treat all the sewage effluent flow when that layer is in equilibrium.

So the depth of the liquid in the trench increases and exposes the soil along the trench sidewalls to the sewage tank effluent. The same process of developing an organic layer at the soil surface takes place along the trench sides as it did in the bottom of the trench.

Onsite systems will have two or more trenches. When the first trench has reached its capacity to treat effluent, the extra effluent will flow through the drop box to the second trench in the system, where the treatment process again takes place.

When effluent flows through the first drop box and into the second trench, this does not mean the first trench is no longer treating effluent at its equilibrium rate. If no sewage flows for a week or two when the

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family is on vacation, the liquid level in the first trench will drop. Treated effluent is still flowing into the soil. This can be easily verified if each trench has an inspection well, which should have been installed in a proper system.

The soil along the sidewalls of a trench system is extremely important to a successful sewage treatment system. Not only is much more soil exposed to effluent in a trench system compared to a bed system, but the soil along the sidewalls contains much more oxygen than the soil under the bottom of the trench.

The reason is the top of the rock or distribution medium will be within 6 to 12 inches of the surface. The air in the soil pores near the surface contains more oxygen than the air under the bottom of the trench. There is even less oxygen present in the soil air under the center of a seepage bed. The Onsite Code in Minnesota, and other states, specifies seepage beds shall not be wider than 10 feet. The lack of oxygen in the soil air under the bed is the reason for this requirement.

### WHY BEDS FAIL

Field experience has shown wide beds fail because the organic layer builds up on one side, but there are not enough aerobic bacteria to break down the layer on the soil side. The rate of liquid flow into the soil is not as great as the system design allows. Yes, we do now have a clogging mat! But that mat is there because of improper design and installation.

Under the wrong conditions, what I call a biomat does become a clogging mat. However, in a properly designed and installed soil treatment system the biomat continues to serve as a biological layer, providing treatment of the sewage tank effluent as it flows into the surrounding soil.

A properly designed and installed trench soil absorption system should function for a long, long time. Many years ago when I was presenting the idea of drop boxes in my workshops in Minnesota, one contractor told me he had been using them for years and some of his systems were then 30 years old. What a nice testimonial to have at a workshop.

What I call the biomat is called a clogging mat by those who do not understand what is going on in the soil treatment area. Unfortunately, the words "clogging mat" give the implication that the mat will "clog" and stop the flow of liquid into the soil surrounding the soil treatment area.

While the biomat does partially "clog" or slow the flow of effluent into the soil, it does not totally "clog" or stop the flow of effluent into the soil.

An organic mat will develop in all but the very, very coarse soils. There would be no "clogging mat" in such soils, but there also would be no treatment of the sewage tank effluent. That is why Minnesota does not allow other than

pressure distribution systems on coarse sands. With a pressure distribution system, the application rate must be low enough to provide adequate treatment of the sewage tank effluent.

Remember, a biological mat is needed for the proper treatment of the sewage tank effluent by the soil. The word "biomat" is obviously a shortening of the term "biological mat."

My suggestion to onsite sewage professionals is: Get rid of the term "clogging mat," which implies an onsite system is doomed to failure. This is not true. ■



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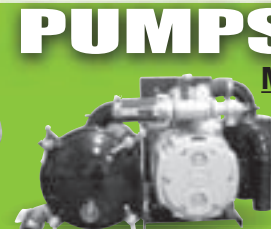


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# FLEET OPTIONS

By Ed Wodalski

**From septic tank pumping to restroom service, industrial vacuum loading, hydro-excavating and oilfield support services, there's a tank and truck to get you rolling**

**Whether you're looking to update your vacuum service truck fleet or considering expanding into a new type of service offering, here are some options to get you rolling:**



### **Abernethy Welding & Repair Inc.**

Tank sizes from **Abernethy Welding & Repair Inc.** range from 500 to 5,000 gallons in a choice of new and used truck chassis. Standard tank features include 1/4-inch steel shell with flanged and dished heads, double-welded seams – inside and out, two full 1/4-inch steel plate baffles and 1/4-inch steel checker plate decking. Other features include 24-inch manholes top and rear with 1/2-inch rubber seal and safety latch cover. Each tank is sandblasted inside and out, primed and painted with a polyurethane finish and epoxy coat inside. Tanks have 5-inch removable sight glasses, two tool boxes (12 by 66 by 18 inches and 12 by 36 by 18 inches), full-length hose rack, front and rear pumping, air-cooled pumps, two 4-inch quick-opening valves, two-gear power takeoff, vacuum- and pressure-relief valves, primary and secondary shutoffs. Options include liquid-cooled pumps, custom-sized tool boxes, trailer hitches, freshwater tanks and slurry spreaders. **800/545-0324; www.abernethywelding.com.**



### **Advance Pump & Equipment Inc.**

The 4,200-gallon, two-compartment, customizable aluminum industrial vacuum tank from **Advance Pump & Equipment Inc.** has a full-open rear door with adjustable hinge point, telescoping hoist and optional hydraulic tank vibrator. Features include 4-inch SC80 load line with 4-inch flange and standpipe/deflector, rear 6-inch discharge and 6-inch flange mounted head, three 5-inch removable sight glasses, anti-surge baffles, 20-inch top manway, and full-length, polished aluminum hose trays. Mounted on a Peterbilt tri-axle chassis, the tank has a Demag Wittig RFW200 pump and JT1030 jetting system. Other features include rear hose hooks, driver-side mounted three-step ladder, steel rear bumper wrapped in diamond plate and right-side-mounted, air-operated Chelsea PTO with in-cab control. **877/557-7867; www.advancepump.com.**



### **Allied Tank Co.**

The 5,200-gallon waste/300-gallon freshwater, dual-compartment (can be converted to single-compartment 5,500-gallon), aluminum tank from **Allied Tank Co.** has an 819-cfm Model 4310 air-cooled NVE blower, three sight glasses, all-aluminum full-length hose trays, manways top and rear with access ladder and 65-inch aluminum two-door cabinet. Mounted on a 2011 Kenworth T series tri-axle chassis with pre-emission mandate engine, the truck is powered by a 525-hp Cummins diesel that delivers 1,650 ft-lbs of torque. It has a 20,000-pound front axle and 46,000-pound rear axle with lifting rear to shorten the wheelbase and turning radius. Coupled with an Allison automatic transmission, the truck has upgraded premium interior, heated mirrors, electric hot-shift PTO, chrome bumper, engine compression brake, air-ride suspension and aluminum wheels. **800/355-1300; www.alliedtank.com.**

### **Andert Inc.**

The 4,700-gallon, custom-designed, truck-mounted vacuum tank from **Andert Inc.** has a 1/4-inch carbon steel shell with 5/16-inch carbon steel heads. Features include two full baffles with three internal rings, 20-inch Betts top and rear manway, low-profile top primary with aluminum lid, stainless steel hose trays and 2-inch sight tube mounted in the front dome. Other features include bolted ball valves, rear hose hooks, two aluminum tool boxes, heavy-duty rear bumper, polished aluminum on barrel sides, NVE 4310 blower in sound-proof stainless steel cabinet, direct-drive-off-PTO jetter system delivering 4 gpm and 3,500 psi. Stainless steel lines to rear hose reels are routed in frame rail for protection. **860/974-3893.**





# vacuum truck roundup



## Badger Truck Center Inc.

The 3,600-gallon Badger Vacs Progress stainless steel Weight Saver tank and truck from **Badger Truck Center Inc.** weigh a total of 21,460 pounds. Designed for service life over multiple chassis, features include 7-gauge, 304L stainless steel No. 4 finish barrel and 5454 polished aluminum hose trays. Other features include continuous-weld, flow-through, easy-clean dished baffles with 20-inch-high lower openings and 2-inch diameter center holes with rear sump-style dump to help eliminate the need to enter the tank to remove waste. **800/537-7183; www.badgertruck.com.**



## Camex Equipment Sales & Rentals Inc.

The Articulated Cat 740-powered, all-terrain vacuum truck from **Camex Equipment Sales & Rentals Inc.** is used for mining operations in Northern Alberta, Canada, to remove excess water from runoff and water buildup on site. The truck has 66 x 43-25 floater tires for extreme road and off-road conditions. The 116-barrel tank has a suction boom mounted on the rear door for better access and functionality. Features include Betts suction valves (air open/spring closed) with lockable cam-lock fittings and 12-inch discharge valve. All suction and discharge valves are water jacketed for heat. The truck has a self-contained, silent-flow Hibon VTB 820 (1,400 cfm) hydraulic vacuum pump, fully opening hydraulic rear door, 35-ton, three-stage single-acting cylinder. The vacuum pump, rear door, rear boom dump gate, hoist and vibrator are all controlled inside the cab. Safety features include wide-angle camera mounted on the rear door, extra-wide, full-length checker-plate fenders with handrails and safety post for the hoist and rear door. **780/955-2770; www.camex.com.**



## Crescent Tank Mfg.

The Model 1100 flat tank portable restroom service vehicle from **Crescent Tank Mfg.** can carry up to 10 units, reducing the need for a separate pickup and delivery vehicle. The waste tank can hold 750 gallons, while the plastic freshwater tank holds 350 gallons. It has a Masport HXL3F vacuum pump (106 cfm) controlled by a push-button switch inside the cab. Made of 1/4-inch steel, features include diamond-plate deck, 2-inch primary trap, 2-inch secondary trap, two 3-inch sight glasses, 2-inch ball valve, 3-inch discharge ball valve, 25-foot, 2-inch hose and two 18- by 18- by 36-inch tool boxes. The tank can be fitted on a chassis with GVW of 19,500 or greater and cab-to-axle dimension of 108 to 120 inches. Overall length, with lift gate, is 15 feet. **585/657-4104; www.crescent-tank.com.**



## CT Fabrication LLC

The Model VR130 130-barrel trailer from **CT Fabrication LLC** has a carbon steel tank with 1/4-inch ASME F & D heads, double-welded seams and 1/4-inch steel dished baffles. The trailer has a 25,000-pound tandem axle with hub piloted steel wheels. Spring-ride or air-ride suspension is available, along with ABS brakes. An adjustable king pin and two-speed landing gear are standard. A 20-inch manway is located at the top center of the tank. Other manways are optional. A primary scrubber/manway is located at the top front of the tank. Two 4-inch NPT butterfly drain valves with 10-position handles are located at the rear. A 300-cfm secondary moisture trap, 10-gallon capacity, with 1-inch drain is included. Other options include full-length or rear-mount hose trays, tool boxes, ladders and walkways, LED lighting, vacuum packages, float level or sight indicators. Vacuum and frac tanks are hydro-tested at atmospheric pressure before being lined with two-coat gel epoxy. **785/335-2512; www.ctfabrication.com.**



## EMI Sales LLC

Made of 1/4-inch, A35 steel, 50- to 110-barrel tanks from **EMI Sales LLC** are pressure-tested with full welds inside and out. Features include 3/8-inch reinforced plate at rear outlets, two one-piece formed baffles, two 21-inch top manways, one with 12-inch primary, 24- by 14- by 12-inch tool box, two exterior ladders, two full-length hose trays and catwalks, four spring tank mounts and two solid mounts. Other features include powder-coated exterior and epoxy-coated interior, 25-inch rear manway, choice of level indicators (three sight glasses, one in-tank float or one exterior tube), 4-inch discharge outlets, Masport HXL75MV water-cooled pump, secondary, final filter and vacuum system muffler. Options include oilfield front bumper, high-pressure Triplex pumps and transfer pump system. **877/500-3993; www.emisales.net.**

## Cusco

The Hydro-Trencher from **Cusco** is designed for hydroexcavating around oil and gas pipelines, installing fiber optic cables, repairing utility lines or excavating in remote areas with limited access. The unit uses directional hydro boring and vacuum removal of waste materials, including liquids, sludge, slurries, mud, gravel and other solids. Features include cyclonic filtration technology, airflow ratings of 3,500 to 5,500 cfm generating 28 inches Hg, as well as a wash pump capable of 18 gpm at 3,000 psi and high-pressure waterjetting. Tank volumes range from 3,000 to 3,500 gallons. Options include high-pressure wash system, stainless steel tank, heated valves, enclosed hot water burner system, storage cabinets and standup lockers. A range of configurations are available. **800/490-3541; www.wastequip-cusco.com.**





## FMI Truck Sales & Service

The WorkMate 1050 portable restroom service vehicle from **FMI Truck Sales & Service** features a sidewinder tank (700 gallons waste and two 175-gallon freshwater tanks) for equal weight distribution, extended brake life and improved handling. Brine, freshwater, premix of any combination of fluids can be carried in the polyethylene tanks. The ergonomic workstation offers 60 cubic feet of storage space. The vehicle can carry four restrooms or six with the optional overhead carrier. Standard features include internal baffle with two sight glasses and 4-inch dump on the passenger side of the waste tank. It has a Masport HXL4V vacuum pump (156 cfm at 1,400 rpm), in-tank primary shutoff valve, 2 1/2-gallon secondary scrubber shutoff with drain, oil-catch muffler, one-button-shift PTO, 20 gpm at 42 psi freshwater delivery system. The tank is mounted on 19,500-pound GVW Isuzu chassis (also can be mounted on Hino, UD, Ford, GM and other chassis) with 190-hp turbocharged engine, 7,060-pound front axle and 13,680-pound rear axle. Overall length (carrier up) is 20 feet, 2 inches. **800/927-8750; www.fmitrucks.com.**



## GapVax Inc.

The XVT industrial vacuum loader from **GapVax Inc.** is designed to convey heavy sludges such as drilling fluid, grease, septic and wastewater. The positive-displacement blower can pressure offload up to 14 psi (rated 1,400 cfm at 28 inches Hg). The body is made of 1/4-inch ASTM A-572 Grade 50 steel with a payload range of 80 to 100 barrels and a 40-degree dump angle. The filtration system features a quick-access, 10-micron washable Dacron filter. The full opening tailgate has a dual-lift cylinder and field adjustable locks for a complete seal. Options include a hydroexcavation package, lift axle, integral water tank, safety lighting, storage compartments and heavy-duty rear bumper. **888/442-7829; www.gapvax.com.**



## Global Vacuum Systems

The three-tank VOC reduction unit from **Global Vacuum Systems** features a 30-inch surfactant tank with full-open lid and two 30-inch carbon tanks with full-opening lid and vibrator to extract the carbon. The system is plumbed to run exhaust from the vacuum system through the surfactant tank and out one of the carbon tanks, leaving one tank for backup. The 3,000-gallon vacuum tank has an internal pressure of 25 psi and external, full vacuum pressure of 15 psi, hydrostatic test pressure of 40 psi and maximum allowable working pressure of 25 psi. The unit has an operating temperature of -20 to 200 degrees F, 1/2-inch flat bar external reinforcement rings, overturn protection, 4-inch stainless steel 25-psi pressure relief vent, primary shutoff and 3-inch, air-operated butterfly isolation valve. Other features include liquid level indicator, one half baffle, 20-inch top manway, 4-inch, air-operated suction valve, 4-inch internal riser pipe and 6-inch, air-operated discharge valve. It has an air-cooled RCF 500 Fruitland pump (350 cfm at 28 inches Hg), 30-gallon hydraulic reservoir and 20-ton capacity hoist. The tank is installed on a Peterbilt 348 with Paccar PX-8 (330 hp) engine with 10-speed Eaton Fuller transmission, 12,000-pound front axle and 40,000-pound rear axle with air-ride suspension. **936/825-2000; www.globalvacuumssystems.com.**



## Guzzler Manufacturing

The redesigned NX industrial vacuum loader from **Guzzler Manufacturing** has a 5,435 cfm (free air) Robuschi blower with vacuum capabilities to 28 inches Hg. Designed to recover a range of materials, the loader provides total operator control over working speed. The cyclone and bag houses are configured together to maximize efficiency and reduce overall truck weight without sacrificing capacity. Vacuum Recovery technology incorporates automatic offline cleaning of the integral bag house and cyclone. The fully opening door and 50-degree dump angle ensure quick unloading of the 18-cubic-yard debris tank. **800/627-3171; www.guzzler.com.**



## Heritage Truck Equipment

The HTE 110-barrel (4,620 gallon) steel vacuum tank from **Heritage Truck Equipment** features 1/4-inch SA-36 steel walls with 5/16-inch flanged and dished heads, three fully reinforced baffles with crawl hole and full-length double-leg sills with 2-inch, no-slip grooved rubber cushion. Other features include industrial-coated steel trays with hose tie downs, industrial-coated tank carriage and rear-mounted dual oversized hose hangers. The tank has a Fruitland RCF500 vacuum pump Eliminator package with integrated filter, 12-inch, low-profile primary shutoff with 3-inch hose connection and 10-gallon secondary moisture trap with 3-inch hose connection. It has top- and rear-access manways, heavy-duty oilfield bumpers with storage compartments, stainless steel tray-mounted tool box, epoxy-coated interior, heated valve collars, dual, rear-center 4-inch load/discharge bronze level valve and dual front-side 4-inch load/discharge level valves. There's a 4-inch inspection port at the top of the tank, three rear 5-inch sight glasses, 1-inch front-mounted sight tube, SeeLevel Annihilator tank volume indicator, tank access ladders and strobe light package. **330/699-4491; www.heritagetruck.com.**

## Hi-Vac

The HVV 4915 industrial vacuum loader from **Hi-Vac** features 27 inches of Hg. The convex sides of the filtration system provide structural integrity while helping prevent material buildup. The cyclonic ring prefilter and 10-inch diameter inlet hose work to slow the inlet velocity of material being vacuumed. The 16-foot-long main payload compartment enhances material separation while large diameter air ducts between the main payload compartment, dual cyclones and bag house are designed to provide more airflow for less differential pressure loss. The bag house final filter system utilizes 68 snap-ring filter bags, providing 445 square feet of filter media. **800/752-2400; www.hi-vac.com.**





# vacuum truck roundup

## Imperial Industries Inc.

The 4,000-gallon, 1/4-inch 5454 aluminum liquid waste tank from **Imperial Industries Inc.** measures 76 inches in diameter and has an overall length of 18.2 feet. All seams are welded on exterior and interior of wrap sheets, manways and fittings. Features include flanged and dished heads with 6-inch interior channels, 1/4-inch belly wrap on lower third, extruded skids with pads, hose trays with continuous weld on inner and outer surfaces and interior air line. **800/558-2945; www.imperialind.com.**



## ITI Trailers & Truck Bodies Inc.

The 110-barrel (4,620-gallon) tank from **ITI Trailers and Truck Bodies Inc.** is made from corrosion-resistant 304 grade stainless steel and features stainless steel hose trays, NVE 607 Max Package pump with NVE camlock manways, fabricated stainless steel baffles, heavy-duty oilfield bumper with integrated drip pans and bucket holders. Tanks can be customized to meet job size and needs. **888/634-0080; www.itimfg.com.**



## Labrie Environmental Group

The Juggler pumping and liquid-solid separating system from **Labrie Environmental Group** returns liquid that is 99.98 percent free of solids without affecting bacterial flora. The tank has a 3,600-gallon front solids capacity and 1,200-gallon rear water tank with 1/4-inch aluminum side walls, 3/8-inch aluminum tank head and reinforcing rings. Features include 21-inch upper center solids and water access doors, 3-inch loading valve at back for separating process and 4-inch driver-side loading valve for solids pumping. A 6-inch unloading valve is located at the rear. The truck has a 125-gpm filter flow capacity, filter operating pressure of 13 psi and remote control reach of 300 feet. Standard pump is an NVE 743 (527 cfm, 27 inches Hg and maximum pressure of 10 psi). An optional NVE 953 (872 cfm, 27 inches Hg, 10 psi) is available. Other options include hose reel and 3,000-psi pressure washer with 4-gpm flow capacity. **800/463-6638; www.labriegrup.com.**



## LC Tanks Inc.

The 4,700-gallon Progress stainless steel tank from **LC Tanks Inc.** features a hoist, opening rear door and NVE4310 Pro-Pack Plus blower system delivering 931 cfm at 24 inches Hg. The tank is mounted on a 2012 Kenworth T800 chassis, powered by a Paccar MX13, 455-hp engine with 10-speed transmission, 20,000-pound front axle, 40,000-pound rear axle and two 1,500-pound pusher axles. **888/848-3727.**



## LMT Inc.

The ST Series 4,500-gallon vacuum truck from **LMT Inc.** has a 1/4-inch carbon steel tank body, heads and full interior surge baffles resting on full-length tank rails. Other features include full-length removable hose trays, tank ladder, 25-inch top hatch and 12-inch hose hangers. Tank body and components are finished with an epoxy primer and urethane topcoat. Standard accessories include 3-inch load and 4-inch discharge valves, three 5-inch sight eyes, vacuum and pressure relief valves, primary and secondary shutoffs, and full light package. Options include stainless steel valve heaters, 36-inch rear manway, two 48- by 24- by 24-inch cabinets, 3-inch 400-cfm oil-catch muffler, Moro PM 110 water-cooled pump with full frame pump stand. Other options include sandblasted tank interior with spray lining and aluminum, diamond-plate guards. **800/545-0174; www.tanksandpumps.com.**

## Ledwell & Son

The 130-barrel (5,460-gallon) Hurricane transport trailer from **Ledwell & Son** is made of ASME/DOT 412 carbon or stainless steel with self-contained vacuum pump (up to 900 cfm), pressure offload and hydraulically operated and full-opening rear door (tank hoist and interior coating available). Other features include four 20-inch top manways, rear work lights, 6-inch discharge (4-inch and 6-inch intake options), full-length catwalk with stops and rail, spring suspension (Hutch 9700), heavy-duty landing gear, float level indicator, heavy-duty rear bumper and 22,500-pound air-brake axles. **888/533-9355; www.ledwell.com.**





## Lely Manufacturing Inc.

The 1,100-gallon waste/400-gallon freshwater service vehicle from **Lely Manufacturing** has a 1/4-inch carbon steel shell with two integral anti-surge baffles. The tank is spring mounted to the truck chassis for decreased fatigue and increased service life. Pipe routes and diameter are matched to pump specifications for maximum performance. Features include large-diameter manways, decking trays, hose hooks, waterproof storage cabinets, sight glasses, dual input service hoses, low-level clean water tank fill point and operator safety wash outlet. **800/334-2763; www.lelyus.com.**



## Marsh Industrial

The 2,000-gallon industrial vacuum unit from **Marsh Industrial** has a 1/4-inch carbon steel shell with 1/4-inch F & D heads. Features include two internal surge baffles welded to reinforcing pads, pressure and vacuum relief valves, one 4-inch load line in the rear head with standpipe and deflector plate with one 4-inch brass level valve with aluminum cam and groove fitting, one 6-inch discharge line in rear head with 1-inch brass lever valve with aluminum cam, groove fitting and dust cover. Other features include hose hooks at rear, hydraulic-open rear door, hydraulic hoist with full-length subframe and hinges mounted to frame, non-dumping fenders, hose trays, NVE 957 1,007-cfm Max Pack blower continuous vacuum pumping system, PTO-driven right-angle gearbox for pump drive with safety coupler for pump and PTO, four-way valve for vacuum and pressure operations, aluminum moisture trap, final filter, intake silencer and exhaust muffler. The tank is sandblasted near white, primed and coated with urethane paint. **800/952-1537; www.marshind.com.**

## Mid-State Tank Co. Inc.

The 4,000-gallon aluminum tank from **Mid-State Tank Co. Inc.** features a 20-inch top manway, 20-inch rear manway, primary, three 5-inch sight eyes, pressure relief valve, 4-inch inlet, 6-inch discharge, full-length hose trays, hose support at rear, ladder to manway, LED and work lights at rear, full mounting kit and heavy-duty rear bumper. A stainless steel tank and other options are available. **217/728-8383; www.midstatetank.com.**



## Mid-State Truck Service Inc.

The 2011 International DuraStar vacuum truck from **Mid-State Truck Service Inc.** has a 2,500-gallon steel tank, aluminum walkway and hose platform, 21-inch rear cleanout hatch with 6-inch piston valve and camlocks. Other features include intake nipple with 4-inch level valve and camlocks, 5-inch sight glass, 24- by 24- by 48-inch tool box, PTO hot shift and Masport HXL15V air-cooled vacuum pump. The 33,000-pound GVW truck is powered by a MaxxForce DT 245-hp engine with compression brake, Allison 2500RDS transmission, air-ride cab, heated mirrors and 70-gallon aluminum fuel tank. **800/236-2044; www.midstatetruck.com.**



## Pik Rite Inc.

The 3,600-gallon vacuum tank from **Pik Rite Inc.** features a 12-inch, low-profile primary with stainless steel float ball and internal plumbing to frame-mounted secondary. Other features include frame-mounted cleanable oil-catch muffler, 20-inch top manway, ladder, LED light package, 20-inch rear manway with 6-inch discharge and 4-inch inlet with standpipe. It has polished aluminum hose trays, 2- by 6-inch tubular bumper, full walkthrough baffle system, spring-loaded mounting systems, a variety of pump options, 5-inch sight eyes, dual vacuum and pressure relief valves, heavy-duty pump stand, easy-to-reach hose hooks and chip guard on hose tray and tank sides. **800/326-9763; www.pikrite.com.**



## Prebola Products Co. Inc.

Bobtail vacuum tanks from **Prebola Products Co. Inc.** are designed for the specific needs of freshwater, drilling mud and frac-water residual waste haulers. Standard features include 4,620-gallon capacity, 1/4-inch A36 steel construction, three dished anti-surge baffles, 12-inch primary shutoff, internal vacuum piping, 2-inch blow-down line and 2-inch auxiliary safety pressure relief line. Other features include four sight glasses or liquid level indicator, plug-and-play pump packages, work light package, full-length hose trays, heated valves, double 4-inch fill/discharge piping routed through rear sump for 100 percent tank draining. The truck has heavy-duty bumpers, extreme-duty tow loop, drip-catch pan and two integrated lighted tool boxes. Tanks are mounted to the chassis of choice by a rigid rear mount, six double-spring mounts and vulcanized rubber sill strips to eliminate spacer creep. All tanks come with a system that allows exhaust to circulate beneath the tank, reducing cold-weather ice buildup in the tank. **570/693-3036; www.prebola.com.**





# vacuum truck roundup

## Progress Tank

The aluminum DOT 407/412 tank from **Progress Tank** is equipped for hydro-carbon recovery. Features include a 3-inch Blackmer product pump and Robuschi RB-DV45 500-cfm blower. The unit has air-operated inlet and discharge valves with heated collars, BASE wireless remote to control pump engagement, valve operation and emergency shutdown of the truck engine. The 2012 International WorkStar chassis has heavy-duty oilfield front and rear bumpers and is powered by a 475-hp MaxxForce 13 engine. **800/558-9750; www.progresstank.com.**



## Satellite Industries Inc.

The redesigned MD950 (650-gallon waste/300-gallon freshwater) medium-size route truck from **Satellite Industries Inc.** features reinforced skirting, increased rear sight visibility, an additional 10 square feet of catwalk space, reinforced side cabinets and two additional cross supports for increased strength and stability. The tank also comes with 30-foot hose and internal baffles. The truck has a 165-inch wheelbase for tight turning and easy handling. Interior controls enable the driver to operate the pump from the cab. The unit is available with a two- or four-wheel drive vehicle and mild or stainless steel or aluminum tank. **800/328-3332; www.satelliteindustries.com.**



## Stahly

The Eliminator 5500 biosolids 131-barrel (5,500-gallon) applicator from **Stahly** is available with 4,200- through 6,000-gallon 5/16-inch carbon steel tanks treated with Tinemac corrosion protection inside. Powered by a 450-hp Tier IV engine with Allison automatic or manual transmission, the tank is mounted on a Peterbilt, or Western Star high-flotation 4x2, 4x4, 6x4 or 6x6 chassis. Features include NVE Challenger model 65, 365-cfm pump with 3-inch secondary. Options include diesel flush pump kit, 5-inch sight glass and stainless steel float-ball indicators, 12-inch primary with stainless steel ball and seat. Other features include two 25-inch manways with greaseable turn-wheels, full-welded 6- to 80-inch Schedule 80 plumbing, 6-inch air-operated knife valves and 6-inch backup valves. The applicator has an optional rear spray deflector or injection toolbar with or without monitoring capabilities and/or variable-rate GPS controller. **800/678-2459; www.stahly.com.**



## Super Products LLC

The Supersucker industrial vacuum from **Super Products LLC** is made of 1/4-inch steel. Offering 18-yard payload capacity, it has a 51-degree dump angle, full-opening tailgate with two lift cylinders. Single-mode filtration enables the loading of wet or dry material without changeover. The reverse air pulsation system continuously cleans the 60 snapping, acrylic-coated filter bags. Side-door access to the bag house allows for quick bag removal. One large cyclone with large passageways allows greater airflow. Positive displacement vacuum pumps with ductile iron impellers and high temperature seals provide airflow of 5,000 to 6,000 cfm and up to 28 inches Hg. **800/837-9711; www.superproductscorp.com.**



## Supervac 2000

Designed to operate in extreme weather conditions, the Supervac 6400 hydroexcavator from **Supervac 2000** has a 71-barrel (3,000 gallons) carbon steel debris tank, 6,400-cfm vacuum pump with 27 inches Hg, double-wall insulated 1,250-gallon water tank, two cyclones and cartridge filter, 6,000-psi, 10-gpm water pump and 26-foot radius hydraulic boom. Other features include hydraulic door locks, insulated enclosure (less than 85 dBA), recirculation water pump and 100-foot hose reel capacity. **866/839-5702; www.supervac2000.com.**

## TankTec

The custom-designed 3,600-gallon polished aluminum tank from **TankTec** features hydraulic lift, full-opening rear door and Robuschi RB-DV45 blower pump mounted on a Mack Granite chassis (Peterbilt, Kenworth, Freightliner or International available). The tank is manufactured from 5454 aluminum by Progress Tank. **888/428-6422; www.tanktec.biz.**





## TOICO Industries

The 2,000-gallon aluminum combo unit (1,500-gallon waste/500-gallon freshwater) from **TOICO Industries** offers the versatility of a PRT tank with the ability to pump septic tanks and transport portable restrooms. Features include primary and secondary moisture traps, Masport HXL4V (165 cfm) pump, manway, dual service capability, waste-level indicators, 12-volt washdown pump, spring rewind hose reels and cabinets. **888/935-1133; www.toico.com.**



## Thompson Tank Inc.

The Model WT-120-800000 from **Thompson Tank Inc.** is designed for 50-psi offloading and full vacuum loading. The tank is certified for ASME Section VIII and DOT 407 and 412 specifications to carry flammable, combustible and corrosive products. The self-contained trailer is available with a variety of vacuum pumps, coupled with a Deutz air-cooled diesel engine using a twin-disc style clutch and reduction gearbox that allows the Tier III diesel to consistently run at optimal efficiency and at the peak of its torque curve, while limiting the system to less than 49 hp. The bottom shell is made of light gauge stainless steel to help prevent and eliminate corrosion. Loading and unloading outlets are made from rolled pipe, creating large swooping radiuses at less than a 70-degree angle, eliminating clogging when dealing with abrasive and semi-solid materials, and allowing for complete drainage. The trailer is equipped with on/off highway suspensions designed for a 6-inch slope from front to rear to improve washout efficiency. **800/421-7545; www.thompsonstank.com.**



## Transway Systems Inc.

The HV-64, four-season hydroexcavator from **Transway Systems Inc.** features a Robuschi RB-DV145 (6,400 cfm) blower driven via an OMSI transfer case mounted within an acoustic enclosure. Water pressure is created with a hydraulically driven Giant LP600 water pump (6,000 psi). The 3,000-gallon debris tank has a hydraulically operated hoist, full-open rear door and door locks. The 1,500-gallon polyethylene water tank is housed in an insulated and heated compartment. Water is heated by a 700,000-Btu Unimanix diesel-fired heater. Other features include 26-foot, 8-inch suction boom equipped with joystick control, wired pendant control and wireless remote control. The debris tank has a hydraulically operated trash pump for liquid removal. The unit is mounted on a 2010 Western Star 4964 dual tandem-axle chassis. **800/263-4508; www.transwaysystems.com.**



## Truck Works Inc.

The 5,000-gallon Model VT-5000A, single-compartment aluminum tank from **Truck Works Inc.** features anti-surge baffles, exterior rings, Masport HXL15 350-cfm air-cooled pump, four 20-inch top manways, 20-inch rear cleanout, primary moisture trap, secondary moisture trap brackets and three 5-inch sight eyes. Other features include full-length hose trays with drains, hose protector, hose hooks, rear work lights, ladder, 4-inch brass lever valve adapter and cap, 4-inch rear brass lever valve adapter and cap, DOT rear bumper and DOT vapor proof lighting. The tank is mounted on a T800 Kenworth 66,000 GVW chassis with 425-hp engine and 10-speed transmission. **602/233-3713; www.truckworksinc.com.**



## Vacutrux Ltd.

The 4,300-gallon vacuum truck from **Vacutrux Ltd.** features an angle-driven, liquid-cooled 753 Wallenstein pump, capable of continuous running and reaching 27 inches Hg. The pump has mechanical piston-pump lube and air-injection cooling with an independent liquid cooler unit. Other features include hot-dip galvanized tank and components, airflow ranges from 80 to 5,300 cfm, hydraulic tank hoist and vibrator, wireless output remote control system, high-pressure wash, heat collars for tank valves and heated tank components for extreme conditions. The tank is mounted on a tandem-axle 2011 International 7500 chassis with 350-hp MaxxFoer engine and 10-speed transmission. **800/305-4305; www.vacutrux.com.**



## Wee Engineer Inc.

The Ford F-550 portable restroom service truck from **Wee Engineer Inc.** features a 600-gallon waste/250-gallon freshwater aluminum tank manufactured by Progress Tank. Able to carry four restrooms, the truck has an Anthony lift gate, PTO-driven Masport HXL4 vacuum pump, 12-volt freshwater pump and Hannay hose reel. The truck also can be used to carry a portable grease trap service unit to pump under-sink traps and download to the truck. **877/296-2555; www.wee-engineer.com.**

## Transport Truck Sales

The 3,800-gallon waste/200-gallon freshwater vacuum tank from **Transport Truck Sales** has three 21-inch manways (two on top and one in the rear), internally piped primary, Masport 400HXL liquid-cooled pump (410 cfm) with horizontal scrubber and final filter, and tool box-mounted O'Brien jetter system. The unit is mounted on a custom-painted 2008 Peterbilt 357 chassis with C-15 Cat engine (475 hp), engine brake and 13-speed Eaton Fuller transmission. It has a 20,000-pound front axle and 46,000-pound rear axle with Hendrickson suspension and full-locking rear end. **888/395-7551; www.transporttruck.com.** ■





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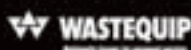


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*Fred S. Steingold practices law in Ann Arbor, Mich. He is the author of Legal Guide for Starting and Running a Small Business and The Employer's Legal Handbook, published by Nolo. Legal strategies may vary depending on the state in which you live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



# Avoiding Tax Pitfalls

## UNDERSTANDING THESE BASIC RULES AND PROCEDURES WILL HELP YOU KEEP MORE OF YOUR MONEY AND STAY IN THE CLEAR WITH THE IRS

By Fred S. Steingold

**T**he tax laws contain pitfalls for the unwary business owner. Knowledge is your best defense. Here are four key areas you should be aware of.

### INDEPENDENT CONTRACTORS

For some kinds of work – part-time bookkeeping, for example – you may have a choice of hiring an employee or independent contractor. There can be advantages to going the independent contractor route.

For starters, you don't have to withhold taxes from the worker's check, and you don't have to pay any Social Security tax. Your only responsibility is to complete a Form 1099-MISC if you pay the person \$600 or more during the year.

Also, you save the expense of providing an office or other workspace, and the ongoing expenses of fringe benefits and insurance. All in all, opting for an independent contractor is often quite attractive – but not so fast. The IRS is looking over your shoulder.

If you treat someone as an independent contractor who is really an employee, you may have to pay the Social Security tax and the income tax you should have withheld. So who qualifies as an independent contractor and who doesn't?

A true independent contractor controls both the outcome of a project and the means of accomplishing it. And an independent contractor typically offers his or her services to the public at large – not to just one company.

**THE IRS WEIGHS 20 FACTORS IN DECIDING IF A PERSON IS AN EMPLOYEE OR A CONTRACTOR. IF YOU'RE NOT SURE HOW TO CLASSIFY SOMEONE, FILL OUT IRS FORM SS-8. IF THE IRS REVIEWS THE FORM AND AGREES THAT THE WORKER IS A CONTRACTOR, YOU'RE HOME FREE.**

But it's more complicated than that. The IRS weighs 20 factors in deciding if a person is an employee or a contractor. If you're not sure how to classify someone, fill out IRS Form SS-8. If the IRS reviews the form and agrees that the worker is a contractor, you're home free. For more information, download IRS Publication 15-A – “Employer's Supplemental Tax Guide” – at [www.irs.gov](http://www.irs.gov).

### ESTIMATED TAXES

The money you earn as a sole proprietor, a partner, a shareholder in an S corporation, or a member of a typical LLC isn't subject to

withholding – unless it's paid in the form of salary. However, you'll need to pay estimated taxes to the IRS.

You'll need to ask your accountant how much to pay in estimated taxes based on your income. Then, you'll make quarterly payments of estimated taxes during the year. What happens if you don't send in enough tax money during the year? You'll have to pay interest and penalties. For more details, get IRS Publication 505, “Tax Withholding and Estimated Taxes,” available at the IRS website.

### EMPLOYEE TAXES

As an employer, you'll be withholding income tax and Social Security tax from your employees' paychecks. Make sure you remit those withholdings to the IRS on time. If you don't, your business will owe substantial penalties. And that's not all. If you own a small business and are personally involved in its management, you can be held personally liable for those taxes and penalties if your business lacks the funds to pay them.

### UNREASONABLE COMPENSATION

Here's a tax problem you may have to address if your business starts earning really big bucks. Suppose you set up your business as a corporation – not an S corporation, just a regular corporation. The corporation can pay salary and bonuses to you and deduct those payments as business expenses.

The net effect is that you pay income tax on this compensation, and the corporation pays no tax on those funds. That's great – your income is taxed just once.

But if the corporation pays you dividends, something different happens. The corporation can't deduct dividends when it computes its taxable income – and that's bad. Why? Because the dividends get taxed twice: once when the corporate earnings are reported, and again when you pay personal income tax.

Usually, you can avoid this problem by having the corporation pay you no dividends – just salary and bonuses. The IRS will go along with this if your compensation is reasonable.

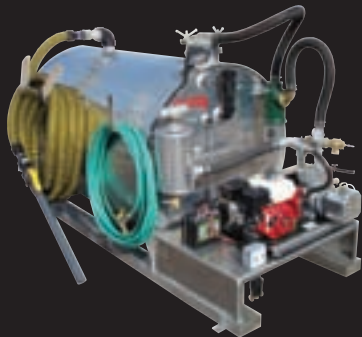
But if your corporation pays you salary and bonuses that are excessive, the IRS treats the excess as dividends, which are double-taxed. The IRS may conclude that an annual salary of \$300,000 is peanuts for a major league baseball player, but out of line for the president of a small business.

So how do you protect yourself? Collect data on what other, similar executives are paid so you can justify your worth in the marketplace. Or see your accountant about shifting to S corporation status. No matter how much you earn from an S corporation, you're only taxed once. ■



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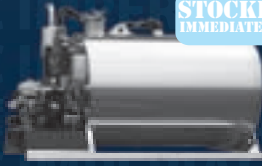


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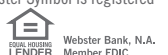
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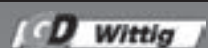
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# Help Me Continue the Positive Momentum of NAWT Programming

By Courtney Peterson

It is a privilege to introduce myself as the new executive administrator of the National Association of Wastewater Transporters. My new role with NAWT will allow me to continue the momentum past director Tom Ferrero provided for many years.

We will continue to maintain and promote a professional and public image for NAWT through education to members and the public. We will strive to build upon the existing association and provide a nationwide network for exchanging ideas and opportunities to improve the industry and the environment.

I intend to work with Jim Anderson to provide the industry with quality education and training that is readily accessible. We will explore online training

and other opportunities that might enhance and expand the availability of NAWT courses, workshops and seminars. My experience in government will help enhance bureaucratic relationships and advocate policies and legislation that are effective and sensible. I will convey membership importance and create growth by exploring new association benefits and expressing how each and every individual, company, agency and association can provide strength and unity through NAWT.

Please make use of my email ([info@nawt.org](mailto:info@nawt.org)) or the toll-free number, 800/236-6298, as an open line of communication to let us know what we're doing right or what we could be doing better. This will ensure NAWT is a productive network in our industry. I am truly grateful to all those who have reached out to extend a warm welcome and a helping hand; I'm honored to be a part of such a supportive and professional group of people.

I hope to have the opportunity to meet you all in person very soon!

## SCHOLARSHIP QUESTION

Our industry is in the business of helping people. Either we are helping them maintain their onsite wastewater treatment system or we are getting them out of trouble when the system fails and they have a backup in the house or puddle in the yard. We are usually welcomed like a long lost friend when we arrive in a customer's driveway. Some of our relationships last for decades, through generations of our family businesses.

So what happens when the news you give the client makes them happy to see you leave? Sometimes the report we give them isn't what they want to hear! If it is bad news, it is going to cost them money and that would make any of us unhappy.

The 2012 William Hapchuk Memorial Scholarship question is: "How would you handle giving a client the news that they need a new septic system?" You can find an application on the NAWT website at [www.nawt.org/resources/scholarship.shtml](http://www.nawt.org/resources/scholarship.shtml). Applications are due by Jan. 1, 2012. Only full-time college students by the fall of 2012 are eligible for the scholarship. Participation is open to students majoring in environmental science, life sciences or related curriculum.

## CALIFORNIA WORKSHOP REGISTRATION

October is right around the corner and you should be thinking about registering to attend the partnered, NAWT and California Onsite Wastewater Association, Waste Treatment Workshop and Symposium, Oct. 6-7, in Sutter Creek, Calif. For workshop details and registration information, go to [www.nawt.org](http://www.nawt.org). Hope to see you there. ■

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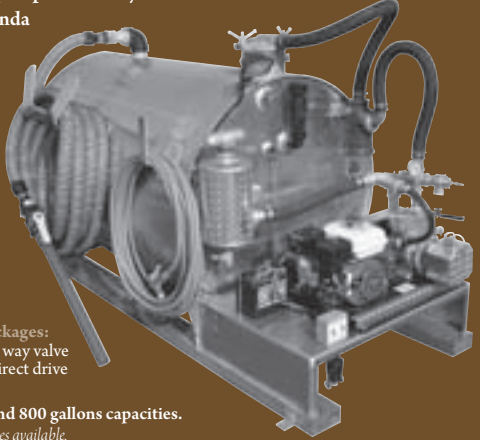
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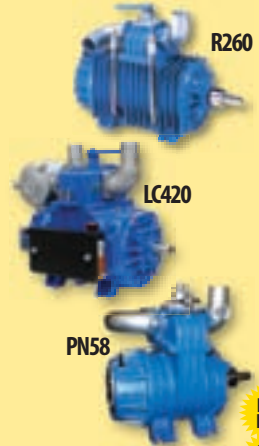
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## Restroom Trailer Spruces Up Special Events

Aimed primarily for use at special events, the **20-foot restroom trailer** from **ART Co. LLC** is designed for fast and easy setup and a sleek, streamlined appearance.

Optional hydraulic jacks enable technicians to level the trailer with the press of a button, as opposed to taking 10 or 15 minutes to crank down on manual jacks. In addition, a set of stairs that stores beneath the trailer rolls out for quick setup by pressing two release buttons and pulling, says Tyson Platz, operations manager for ART Co. (A Restroom Trailer Company LLC).

"They slide out like a kitchen cabinet drawer and automatically lock into place when they're extended to a certain point," he says. "When you're finished, you press two buttons again and push it back under for storage."

Available in several configurations, the 20-foot trailer can accommodate up to four stalls in the women's side and two stalls and two urinals in the men's side. For restroom operators and pumpers who cater more to weddings and other formal events with less foot traffic than festivals, the trailer comes with fewer stalls to allow a larger common area.

Along with the slide-out steps, the trailer's standard features include a hidden dump valve that's not only aesthetically pleasing, but is locked so no one can open it by mistake; a 725-gallon steel waste tank; a unibody steel frame; integral trailer skirting; a heavy-duty 2 5/16-inch trailer hitch; a heavy-duty tongue jack; lockable exterior storage compartments; maple cabinetry and crown molding; heat and air conditioning. Moreover, no screws are used to attach the trailer's aluminum exterior, Platz says.

"That's good because sometimes fasteners rust, and it looks better when you don't have 10 million screws showing," he says.

The trailer comes in 10-, 12-, 14-, 16-, 20- and 24-foot lengths. Upgrades available, depending on the length of the unit, include hands-free faucets, push-button flush toilets, stall pocket doors that reduce "traffic jams" caused by doors that swing into the trailer's common area, solid-surface countertops with integrated sinks, simulated-hardwood vinyl flooring and a large or small freshwater tank. **269/435-4278; www.arestroomtrailer.com.**



## IMPCO Offers Brush-On Polymer Sealant

**AlumiSeal brush-on methacrylate compound** from **IMPCO Inc.** is made for sealing porosity in aluminum parts and welds that will contain liquids or gases under pressure. The sealant wicks into pores, seams and between close-fitting non-ferrous metal surfaces. Once cured, excess surface material can be rinsed away with water. The sealant does not alter critical surface dimensions. The sealant comes in a 250-ml kit with a shelf life of 6-12 months. Mixing the sealant's two compounds creates a VOC-free, low-viscosity, pale-blue liquid that can be applied by brush. Once mixed, the sealant has a pot life of one day. The cured seal can withstand continuous service temperatures of up to 356 degrees F and up to 150 psi. **800/779-2491; www.impc-inc.com.**



AlumiSeal Brush-On Methacrylate Compound from IMPCO

### PowerFlex Tank Cleaning Machine from Gamajet Cleaning Systems



## Gamajet Introduces PowerFlex Tank Cleaner

The **PowerFlex tank cleaning machine** from **Gamajet Cleaning Systems** has a standard operating range of 50-100 psi and 20-80 gpm. At a distance of 10 feet, operating at 30 gpm, the system produces nearly 10 pounds of force and can maintain 8-15 pounds of force. Features include a sanitary design, FDA-compliant materials, self-cleaning and draining capabilities, and high-polish sanitary finish. **877/426-2538; www.gamajet.com.**

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**Series 4000, 5000 and 5005 hose reels** from **Reelcraft Industries Inc.** feature a compact, space-saving design. The addition of a rigid side mount allows reels to be mounted on either the right or left side. The heavy-gauge, side-mount plate has slotted mounting holes for easy installation. Right (top wind) or left (bottom wind) configurations are available. **800/444-3134; www.reelcraft.com.**



Series 4000, 5000 and 5005 Hose Reels from Reelcraft Industries



## Liberty Introduces Sump Pump Duplex Control

The 5050 Series duplex sump pump control from Liberty Pumps provides alternating operation of two 120-volt pumps. In the event of a pump failure, power is switched to the other pump and the built-in alarm is activated. The control is NEMA 1 rated for indoor mounting and is available with vertical style or wide angle floats. Plug-in-ready wiring offers easy installation. 800/543-2550; [www.libertypumps.com](http://www.libertypumps.com).



5050 Series Duplex Sump Pump Control from Liberty Pumps

## Clarus Offers Turbine STEP System

The Turbine STEP septic tank effluent pump system from Clarus Environmental is designed for simplex or duplex applications in a single polyethylene pump vault. The large, unobstructed area for float placement reduces the risk of hang ups. Made to fit any 19-inch septic tank opening, pumps are available in 11-, 19-, 27-, 35-, 55- and 85-gpm models. Standard height is 56 inches. Custom heights range from 51 to 96 inches. The deep-pleated filter provides 924 linear feet of 1/16-inch filtration and is easily removed for cleaning. The system's flat-bottom design is made for free-standing applications. Pipe supports are available for suspended applications. The inlet is predrilled at the factory or can be blank for field customization. 877/244-9340; [www.clarusenvironmental.com](http://www.clarusenvironmental.com).



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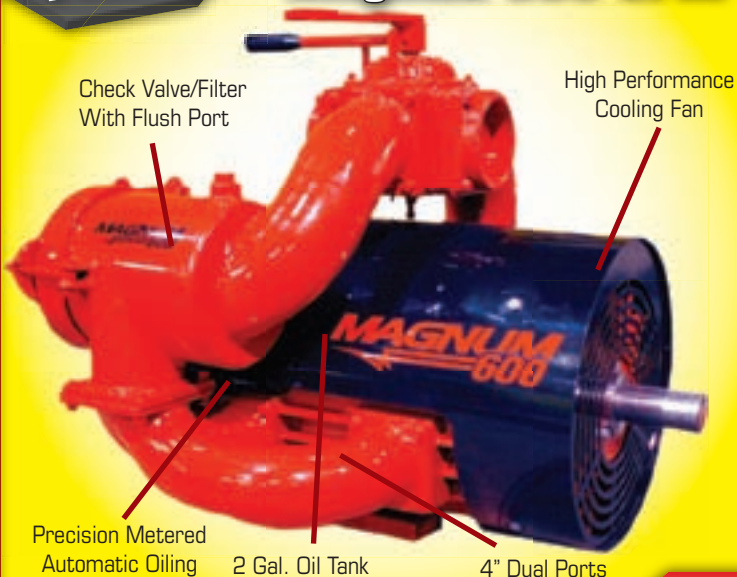


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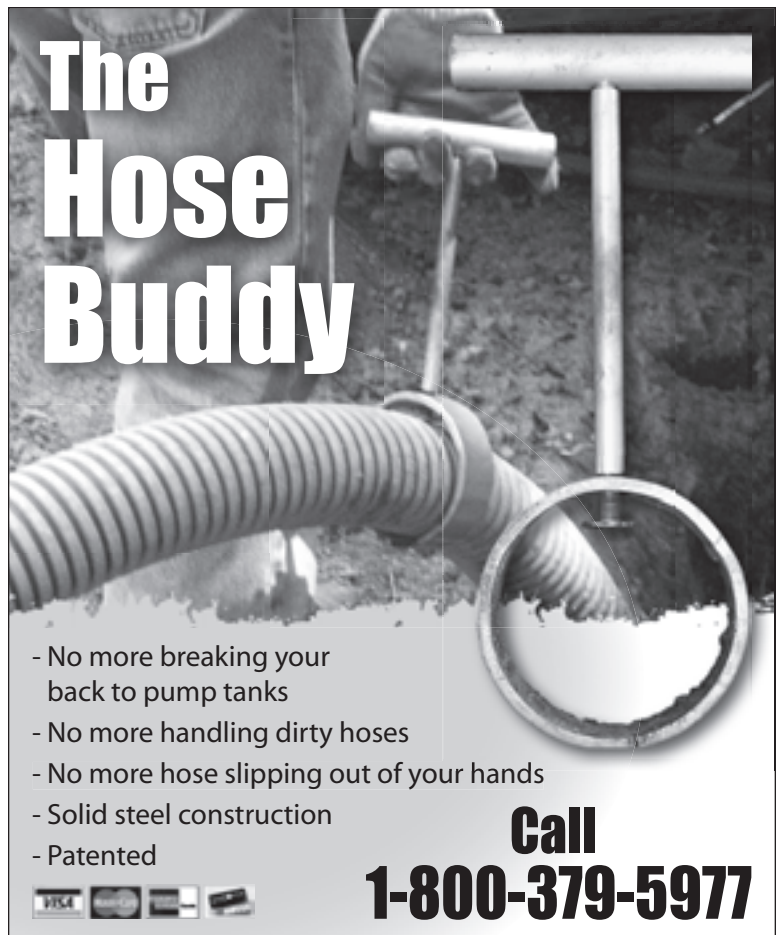
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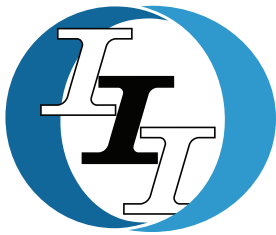


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## FS Solutions Adds Online Training

Federal Signal Environmental Solutions Group added three online training courses designed to increase job safety, operational efficiency and regulatory compliance. The courses provide introductory content or serve as prerequisites for advanced classroom and hands-on training sessions. Curriculum includes "Fundamentals of Waterblast Theory, Skills and Safety," "Vacuum/Air Moving Fundamentals, Safety and Skills," and "OSHA's Combustible Dust National Compliance Directive."

## Elastec/American Marine Accepted into Oil Cleanup Challenge

Elastec/American Marine has been accepted into the 2011 Wendy Schmidt Oil Cleanup X Challenge. Internationally, 10 teams were selected after presenting ideas for a device that can pick up 2,500 gallons of oil per minute from the surface of water. The \$1.4 million competition is designed to inspire innovative solutions that will speed the pace of cleaning up seawater surface oil resulting from spillage from ocean platforms, tankers and other sources. The top 10 teams advance to the head-to-head field-testing competition phase. The winning team receives \$1 million, second place receives \$300,000 and third place receives \$100,000. Competition ends this fall.

## Aquatech de Las Americas Launches Website

Aquatech de Las Americas, subsidiary of Hi-Vac Corp., launched the website, [www.aquatechdelasamericas.com](http://www.aquatechdelasamericas.com). Headquartered in Bogota, Columbia, Aquatech de Las Americas is a sales, service and training company specializing in sewer cleaning equipment.



## Viking Pump Creates Company Museum

In honor of its 100th anniversary, Viking Pump created a museum that enables visitors to share in company history and current technology. The Cedar Falls, Iowa, museum features artifacts, including the original Granddad pump created 100 years ago, and interactive displays that highlight the pump production process from beginning to end.

## Griswold Launches Product Website

Griswold Pump Co. launched its redesigned product website, [www.griswoldpump.com](http://www.griswoldpump.com), providing visitors with information on ANSI, end-suction and self-priming centrifugal pumps, and vertical and submersible turbines.

## Western Finance Names Boyd Business Development Manager

Western Finance & Lease, subsidiary of Western State Bank, named Caleb Boyd National Business Development Manager. He will focus on serving the equipment financing needs of small- to middle-market companies in the solid and liquid waste industries.

## Blowertech Named Distributor for Blowers, Vacuum Pumps

Blowertech Ltd. was named exclusive North American distributor and dealer of Kay International, Fedrigo Systems and BORA blowers and vacuum pumps. Kay blowers are a bolt-in replacement for VTB and SIAV Hibon models. Blowertech continues to service all makes and models of blowers and pumps, as well as providing production machining, millwright and fabrication services. ■

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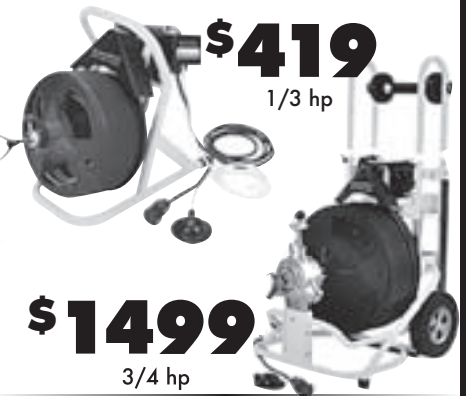
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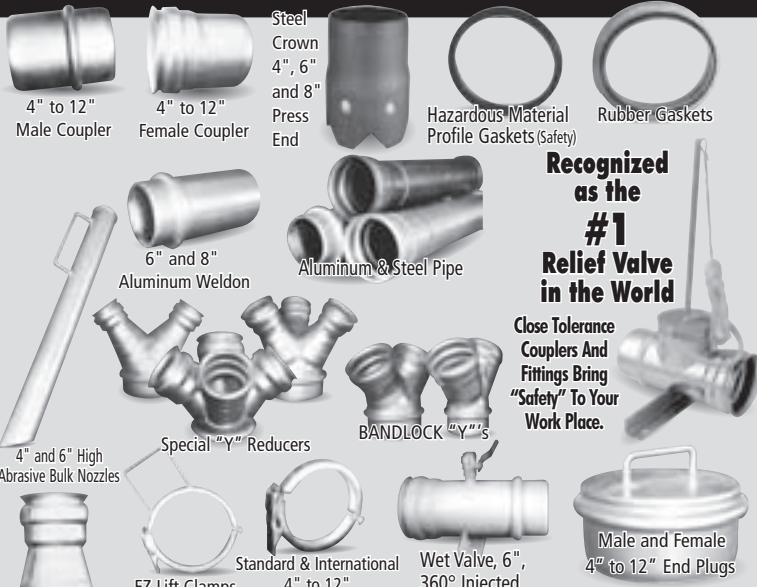


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**2000 INTL Camel Combo Sewer Truck**, Cummins N14 Diesel Engine, 9 Spd. Standard, A/B, 10 yd Debris Tank, Myers 80 GPM Pump, 1500 Gallon Water Tank, Hydraulic Drive. Lot #3116702 - \$75,500

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



**1999 Ford Rodder Truck**, Cummins ISB Diesel Engine, Standard Trans., A/B, A/C, 66,575 Miles, Vac-Con HS1600A, Meyers Pump, Cummin 3.9L Diesel Rear Engine, 1,635 Gal. Water Tank. Lot #3116780 - \$31,500

**1998 INTL Vacuum Truck**, Diesel Engine, 7 Spd. Trans., Port A Potty Truck, 1,500 Gal. Keith Huber Tank, 400 Gal. Fresh Water Tank, 1,100 Gal. Waste Tank Lot #3116728 - \$25,500



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By **Scottie Dayton**

## CANADA: Streamlining Rules

Waste Water Nova Scotia held focus meetings with industry professionals around the province to learn which legislative issues needed clarification or streamlining. Members brought their concerns to Blake McDonald, onsite services coordinator with the Department of the Environment, and are working with him for resolution.

A booth staffed by the association at the Halifax Home Show educated attendees about onsite services. Its new self-study training course allows future pumpers and portable restroom operators to work under supervision while becoming licensed. The group also creates videos documenting the installation of a variety of onsite systems.

## Serving a Task Force

Alberta Onsite Wastewater Management Association President Dale McLure was named to the provincial Septage Advisory Committee to help review regulations and propose changes. The organization developed an ad hoc task force with Alberta Municipal Affairs and the Safety Codes Council to address permitting, inspections and enforcement issues. Association members want a standardized permitting process and a more efficient and accountable enforcement structure.

## On Exhibit

The Saskatchewan Onsite Wastewater Management Association exhibited at the Canada Mortgage and Housing Corp. convention in Regina to help First Nations communities better understand the design and installation of onsite systems.

## Inspection Protocols

Proposed revisions in the Ontario Building Code included inspecting onsite systems near protected waters. The Ontario Onsite Wastewater Association helped develop the procedures and protocols for inspectors. Requirements include liability insurance for system inspection.

## FLORIDA: Legislative Update

During the last legislative session, the Florida Onsite Wastewater Association worked to educate House and Senate members on the importance of a septic tank evaluation program in hopes of altering a new law that has stirred controversy. The organization formed a coalition with the Florida Home Builders Association, Florida Association of Realtors and Associated Industries of Florida to support an alternative bill.

## Land Application Discussion

Maurice Barker, Florida Department of Environmental Protection biosolids coordinator, told the Polk County Commission that land application of treated waste from municipal treatment plants and septic tanks is not a threat to health or the environment.

Rules addressing how the waste is treated are being revised to include more oversight and restrictions on application sites to prevent groundwater and surface water contamination. George O'Connor, an environmental soil chemist from the University of Florida, said the applied materials are of high quality and cited studies that showed no health effects.

Loretta Firis of the Polk County Health Department said the county inspects sites twice a year and investigates citizen complaints about odors and other concerns. Commissioners agreed that insufficient policing was the cause of most complaints.

## calendar

### Aug. 4-6

Florida Onsite Wastewater Association Conference and Trade Show, Daytona Beach Convention Center, Daytona Beach. 407/937-2228; [www.fowaonsite.com](http://www.fowaonsite.com).

### Aug. 19-20

Georgia Onsite Wastewater Association Conference and Industry Exhibit, Hilton Atlanta/Marietta Hotel and Conference Center, Marietta. 678/646-0369; <http://onsitewastewater.org>.

## GEORGIA: New Officers

Jesse Nix of North Georgia Environmental Services in Cleveland was elected president of the Georgia Onsite Wastewater Association. The board elected John Ford vice president, Matt Vinson secretary, and Mike Fugate treasurer. Kathy Marsh replaced resigning board member Sam Banks.

## training & EDUCATION

## Registered Professional Program

The Ontario Onsite Wastewater Association is an authorized agent for courses required by the Ontario Building Code for onsite installer and inspector certification. The association's Registered Professional Program offers advanced classes on regulatory requirements, installation techniques and new products.

Current accreditation includes Level I, Advanced, Master for installers, designers and maintenance providers, and accreditation for government and residential inspectors. Contact Denis Orendt at 905/372-2722 or [dorendt@yahoo.ca](mailto:dorendt@yahoo.ca).

## Installation Training

The Pennsylvania Septage Management Association and Pennsylvania Association of Sewage Enforcement Officers are developing an Installation of Wastewater Treatment Systems course using materials from the Consortium of Institutes for Decentralized Wastewater Treatment.

The National Environmental Health Association will administer the certification exam. If the course is approved by the state Department of Environmental Protection, it will qualify for continuing education units. Contact Stacy Henninger at 717/763-7762 or [communications@psma.net](mailto:communications@psma.net).

## Alabama

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

- Sept. 8-9 – Continuing Education, Florence
- Sept. 21-23 – Basic Installer
- Oct. 6-7 – Pumpers
- Oct. 12-14 – Advanced Installer I
- Oct. 27-28 – Continuing Education, Mobile

The first day of continuing education classes is for installers and the second day for pumpers and portable restroom operators. Call the training center at 205/652-3803 or visit [www.aowatc.uwa.edu](http://www.aowatc.uwa.edu).



## California

The California Onsite Wastewater Association is offering these National Association of Wastewater Transporters classes:

- Sept. 22-23 – Operation and Maintenance, Part 1, Citrus Heights
- Oct. 6-7 – Septage Treatment Workshop, Sutter Creek
- Oct. 7 – Vacuum Truck Technician, Sutter Creek

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

## Florida

The Florida Onsite Wastewater Association Training Center is offering these courses with master credit hours:

- Sept. 7 – Advanced Treatment Systems, Key Largo
- Sept. 13 – Advanced Treatment Systems, Hawthorne
- Sept. 15 – Advanced Treatment Systems, Port St. Joe

Contact FOWA at 321/363-1590 or [www.fowaonsite.com](http://www.fowaonsite.com).

## Georgia

The University of Georgia's College of Agriculture & Environmental Sciences is offering a contractors and pumpers course:

- Sept. 9 – Dalton
- Sept. 14 – Columbus
- Sept. 21 – Macon
- Sept. 27 – Athens/Rock Eagle
- Oct. 12 – Albany
- Oct. 18 – Dublin
- Oct. 25 – Valdosta

Contact Vaughn Berkheiser, 770/233-5506 or [vberk@uga.edu](mailto:vberk@uga.edu).

## Iowa

The Iowa Onsite Wastewater Association has a Small Community Systems course Sept. 19 in Ogden. Contact Alice Vinsand at 515/225-1051, [execdir@iowwa.com](mailto:execdir@iowwa.com), or visit [www.iowwa.com](http://www.iowwa.com).

## Michigan

The Michigan Onsite Wastewater Training and Education Center in Novi has an Onsite System Maintenance course on Sept. 28-29. Call Barb DeLong at 517/355-4720 or visit [www.egr.msu.edu/age/outreach.html](http://www.egr.msu.edu/age/outreach.html).

## Minnesota

The University of Minnesota Water Resources Center has these classes:

- Sept. 8 – Soils Continuing Education, Brainerd
  - Sept. 27-29 – Advanced Design and Inspection, Part 1, St. Cloud
  - Oct. 18-21 – Advanced Design and Inspection, Part 2, St. Cloud
- Call Nick Haig, 800/322-8642, or visit [www.septic.umn.edu](http://www.septic.umn.edu).

## Missouri

The Missouri Smallflows Organization is offering these CEU courses:

- Sept. 6 – Drainfields and Water Management, St. Louis
- Sept. 7 – Earthen Structures, St. Louis
- Sept. 27 – Troubleshooting, Springfield
- Sept. 28 – Hydraulics, Springfield
- Oct. 11 – Profitable Business, Camdenton
- Oct. 12 – Troubleshooting, Camdenton
- Oct. 25-26 – High-Strength Waste, Liberty

Call Tammy Yelden, 417/739-4100, or visit [www.mosmallflows.org](http://www.mosmallflows.org).

## New England

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

- Sept. 1 – Conventional Onsite Treatment Basics for Installers
- Sept. 15 – Innovative and Alternative Technologies

- Sept. 21 – Conventional Onsite System Inspection
- Sept. 21-22 – Conventional Onsite System Inspection and Field Training
- Sept. 29 – Installing Advanced Onsite Systems
- Sept. 29 – Innovative and Alternative Technology Field Training, Peckham Farm
- Oct. 6 – Bottomless Sand Filter Design and Installation
- Oct. 13 – Functional Inspections

Call 401/874-5950 or visit [www.uri.edu/ce/wq](http://www.uri.edu/ce/wq).

## North Carolina

North Carolina State University has the following courses:

- Sept. 1 – Wastewater in the Environment, Concord
- Sept. 7-8 – Introductory Installer, Mills River
- Sept. 9 – Installing Pump Systems, Mills River
- Sept. 14-15 – Subsurface Wastewater System Inspector, Greensboro
- Oct. 25 – Soil Profiling for Wastewater and/or Stormwater Handling, Wilmington
- Oct. 27 – Installation of Advanced Systems, Wilmington

Call Joni Tanner at 919/513-1678 or visit [www.soil.ncsu.edu/training](http://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](http://www.ncpumpergroup.org) or [www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org).

North Carolina Septic Tank Association has the following classes:

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

Visit [www.ncsta.net](http://www.ncsta.net) or email [ncsta@earthlink.net](mailto:ncsta@earthlink.net).

## Pennsylvania

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

- Sept. 13-14 – Basic and Advanced Onsite Treatment Inspection Certification, Montoursville
- Oct. 5-6 – Confined Space/Competent Person Training, Stroudsburg

Call 717/763-7762 or visit [www.pasma.net](http://www.pasma.net).

## Utah

Utah State University has these On-Site Wastewater Treatment Training Certification Workshops:

- Sept. 12-13 – Level 1, Heber City
- Sept. 14 – Renewal Level 1 Certification, Heber City
- Sept. 15 – Renewal Level 2 Certification, Heber City
- Sept. 28-29 – Level 2, Logan
- Oct. 11-13 – Level 3, Logan
- Oct. 19 – Renewal Level 3 Certification, Logan

Call 435/797-1000 or visit <http://uwrl.usu.edu/partnerships/training/classes.html>.

## Virginia

The Virginia Center for Onsite Wastewater Training has these classes:

- Sept. 5-Nov. 11 – Nitrogen Dynamics, Online Course
- Oct. 3-7 – System Design Camp I, Pickett Park

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

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



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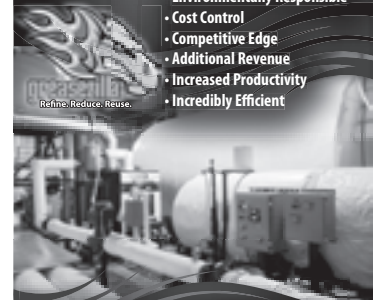


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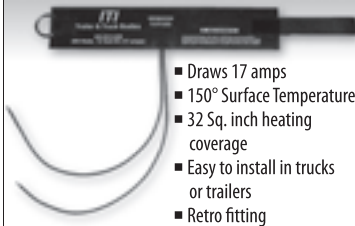


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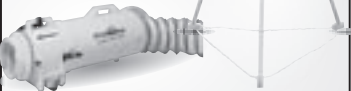
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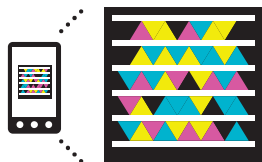


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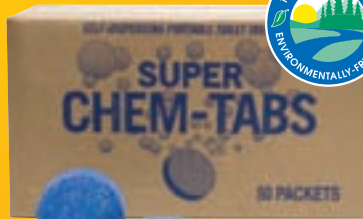
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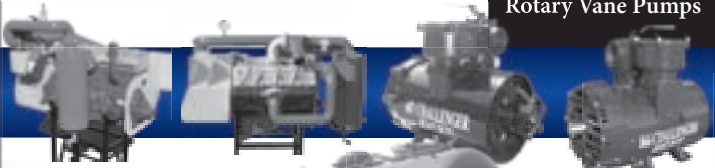
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## JET VACS

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## JET VACS

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For Sale: 2008 24-unit trailer, WEE Engineer Inc. Model #510002. \$7,500. Location: NJ. Contact Steve, email [sbisbee@russellreid.com](mailto:sbisbee@russellreid.com) or call 732-692-6888. (PT08)

2 and 4 unit NuConcept (VIP) trailers w/ portable. See link for video of trailer and VIP portables: <http://www.youtube.com/watch?v=0MLrImUp6J4>. Email: [joe@wepumpit.com](mailto:joe@wepumpit.com); Joe: 818-355-0253. (P09)

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## PORTABLE RESTROOM TRAILERS

3 Decons. McKee portable toilet transport trailers, 3-12 pack; 2-6 pack. American Engineering 828 Tonto and 814 Royale. 2001 ASCI 16' Presidential. 315-437-1291. (P08)

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

(8) Custom made portable restroom trailers, (1) flush trailer, (320) regular portable unit, (48) handicap unit, (11) urinals w/blinds, (5) hand sanitizing, (40) 300 gal. gray water tanks, (1) 2004 Isuzu delivery truck, (3) International tank trucks, (1) 2005 GMC 5500 6WD tank/delivery truck. It's everything you need to go in to business today. For details & pictures call or e-mail 614-837-3010 OH or ejones@feecorpinc.com. (P08)

## PORTABLE RESTROOM TRUCKS

(2) 2007 Peterbilts, Series 330, cab/chassis, Cat C7 engine, 210 HP, Allison trans., never used (55 miles on both). List \$63,000. Will sell for \$43,000 firm. John or Keith 407-647-2002. Cent. FL. (P10)

2002 Int. 4300, \$27,500; 2001 Int. 4700, \$27,500; 2000 Int. 4700, \$20,500; 1995 Rolloff, \$19,500. 200 restrooms, \$125 - \$300 each. Call 256-757-9900 or visit www.pbsos.com for more info and pictures. (PBM)

2003 International 4300, DT466, Allison auto transmission, 1200 gal. tank, new Masport vacuum pump and scrubber. 209K miles, well maintained. \$27,400. Any questions 256-990-3110 AL. (P08)

1998 GMC 6500, automatic, AC, gas, 1000/400 tank. Ready to go. \$6,500 OBO. Florida. 386-931-0291. (P08)

2005 Isuzu Pump Truck: 3 section tank, 350 gallon front/1025 gallon waste/125 gallon fresh. 294K miles. Waste pump new veins and tank excellent. Truck needs minor power steering and transmission work. Asking \$22,500. 815-946-2813 IL. (P09)

2005 - F350 XLT, 6.0 diesel, auto, 500/225 tank, Masport M-2 pump, galvanized troughs, hauls two toilets, 172,000 miles. Price \$19,000. Call 989-379-3054 MI. (P08)

2005 International 850 Tugger by Keith Huber unit. 230,719 miles. 10,000 miles on new motor. New paint, new Masport pump. \$25,000. 573-473-4093 MO. (P08)

2007 Workmate 950 on an Isuzu NQR chassis with 93,000 miles with a Burks pump, Cat electric pressure washer and dual sided service. Can carry 4 toilets. Asking \$39,500 for the unit. Please call Steven at 1-204-223-9979, Manitoba, Can. (P08)

## PORTABLE RESTROOM TRUCKS



**2008 Ford F-750 with Satellite Tank:**  
1100 waste, 500 fresh, 76,977 miles. Very clean & nice truck. ....\$50,000  
**573-473-4093** P08

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

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. \$48,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P08)

2004 International DT466, 110,000 miles, auto., new 2000 gal. aluminum dual station tank, 1500 waste/500 water, Jurup pump. In production. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P08)

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.acoinc.com/classified](http://www.acoinc.com/classified). Location: Salt Lake City, UT and Boise, ID. \$35,000. 208-362-3193. (P08)

## POSITIONS AVAILABLE

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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Completely rebuilt 3" vacuum pump. ITT 107 Utile XL. Ready to install. You pick up. Asking \$1,800. 301-447-6585 MD. (P08)

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

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New **Masport** and **Jurop** vacuum pumps. W-K Machine & Supply Co. Call 1-800-633-8947. Distributor. Union, MO. (PBM)

Distributor/Dealer offering Direct Bolt-In Replacements for Hibon VTB and SIAV series blowers and vacuum pumps. **Blowertech Ltd., 780-466-4716;** toll free **1-866-466-4716;** [www.blowertech.ca](http://www.blowertech.ca). (PG08)

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

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## 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

1990 Chevrolet Kodiak, 3116 Cat engine, 6 speed trans., 2500 gallon Boyd vac. pressure tank, garage kept since new, new tires, excellent condition. \$21,500. 302-284-9130 DE. (P10)

2004 International 4300 DT466, 250 hp, 6-spd., 80,000 miles, new LMT 2300 gal. vac pressure tank, new Jurup PN84 vac pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P08)

2001 Sterling Septic Truck: 370 Cummins, 3450 gallons, 8-speed Fuller transmission, Rockwell rears 46,000, 147,000 miles, Vacutrix body, Wallenstein pump. Illness forces sale. \$40,000. 315-673-1036 NY. (P8C9)

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. (P08)

## SEPTIC TRUCKS



**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

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)



**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 \$99,500  
**715-546-2680 WI** PBM

1990 Ford F-800 Pumper. 7.8 diesel, vacuum pressure pump, 2500 gallon tank. Runs good, works good. \$18,000. 502-352-9613 or 502-803-0486 KY. (PT08)

Strong 2003 Freightliner FL70, new 2500 gallon vacuum tank, Jurup LC420 pump. 6 speed manual transmission, Cat 3126 225 H.P., 190k miles. Complete D.O.T. \$37,000. Call 734-731-5256 for pictures and more information. MI. (P08)



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

## SEPTIC TRUCKS

1999 International 4900, DT466, non-CDL, 230 hp, 6-spd. w/lo-hole, new 1850 gal. Colt tank, new PN84 Jurop pump. \$42,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P08)



**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



**1985 IH:** 2001 3800 gal. tank, rebuilt engine/transmission. Jurop pump new in 2008. (2) 4" valves.....\$29,900  
**1-800-826-2308 WI** P08

## SEPTIC TRUCKS

1990 International with 2000 gallon unit. (Stock #NJT1) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

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](http://www.tank sandpumps.com). (PBM)

1995 International DT466, Keith Huber, vacuum truck, 3100 gallon tank, tank lifts up, back door opens up, 800 Fruitland pump. \$35,000. You can call me at 985-969-1715 LA. (P08)



**2003 Sterling AT9500:** 60 Series Detroit, 10-spd. trans., A/C, cruise. New: 2,500 gal. tank, Jurop R260 vacuum pump, paint and tires. Very nice! \$42,500  
**740-988-7878 OH** P08

1997 Ford Louisville 330 hp Cummins M11 Series LT95000, GVW 60000, 10-speed Eaton/Fuller transmission. 116,000 miles. Good rubber. 3500 gal. steel tank. Fruitland 500 pump. 200 ft. 3" hose. Asking \$37,000. I am retiring. 401-568-8628 RI (P08)

## SEPTIC TRUCKS



**2005 Sterling AT9500:** 470 hp Detroit, 10-spd. trans., A/C, cruise. New: 4,000 gal. tank, Jurop LC429 vacuum pump, paint and tires. Beautiful truck! ...\$57,500  
**740-988-7878 OH** P08

1999 International Tri, 4900, 300 hp, 10-spd. Fuller, new 4300 gal. tank, pusher axle, Wally, water-cooled vac, tires, brakes, 73K miles. Sweet! \$56,000. 262-483-6380 WI. (P08)



**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, CO**  
[www.pumpertrucksales.com](http://www.pumpertrucksales.com) P08

## SEPTIC TRUCKS

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

For Sale; 1992 International 8100, 300 H.P. Cummins L-10, 9 speed, 300K, 2300 gallon, heated valves, current lic & DOT, good rubber, good reliable unit. \$17,900. Minnesota 218-326-2967. (P09)



**2003 Sterling:** 4500 gal. tank, 271,000 miles, C12, 8LL, 20/46, full diff. lock, Masport pump, 3" & 6" valves .....\$79,900  
**1-800-826-2308 WI** P08

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

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

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**1986 Chevrolet septic truck.**

Price: 8,500.00

Location: cedar springs, MI



**2002 Kenworth Pump Truck**

Price: 40,000.00

Location: Barling, AR

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## SEPTIC TRUCKS

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



**1999 Mack:** 350/380 hp, 100% Mack (engine, trans., diffs.), 3-in. Masport, 36-in. manway, 80BBL tank, good brakes, 60% tires, 342,000 original miles. \$43,000  
**Kevin 970-309-6143 CO** P08

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## SLIDE-IN UNITS

200/100 Conde + 5.5 Honda, \$5,500; 200/100 Masport + 5.5 Honda, \$5,000; 400/150 w/Masport + 5.5 Honda, \$8,500. Phone 360-357-4338 WA. (P08)

## SLUDGE APPLICATOR

1991 Ag Chem 2505 T-Gator, 4000 gal., Cummins turbo 6, Fuller 18-spd. New tires, Battioni vac, pres. washer, hyd. top hatch or vac load. Excellent. \$69,000. 262-483-6380 WI. (P08)

## TANKS

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](http://www.tanksandpumps.com). (PBM)

2100 gallon Lely vacuum pressure tank and 3" vacuum pump, complete. Ready to mount. Good condition. \$3,000. 845-294-5771 NY. (P07)

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1100 gallon vacuum pressure tank, bare, 1/4" steel. \$750.00. 845-294-5771 NY. (P07)

2000 gallon Abernethy tank, 1500/500 split. Good tank demounted about 1 year. Tank approx. 10 years old. \$7,000. Upstate SC. 864-982-9911. (P09)

Pre-owned 1,750 US gallon aluminum rest-room tank unit. Tank only. (Stock #7233V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) **VAC-UNIT (822-8648)**. (PBM)

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

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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](http://www.granitestatecollectibles.com). (PBM)

## TRAILERS: VACUUM/TANKER

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.

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](mailto:jd@watersvacuum.com). (P08)

1999 Peterbilt 379 sleeper tractor. 18-spd. trans., Cat 475 hp, Fruitland pump. \$27,500. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P08)

2001 Freightliner FL70 cab & chassis, 33,000 GVW, w/lift axle, 8.3 ISC Cummins 240 hp engine, 6-spd. trans., AC, 210,000 miles. Just right for 2500 gal. vacuum tank. \$15,000. 864-592-1234 SC. (P08)

1991 Peterbilt 379 sleeper tractor. 13-spd. trans., 425 Cat, NVE vac pump, water-cooled. \$22,500. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P08)

## 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](mailto:jd@watersvacuum.com) for photos. (P08)

## VACUUM EQUIPMENT



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

Wittig RFL 100 vacuum pump 2005 for parts. Best offer. 410-557-8100 in Maryland. (P09)

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



**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..... \$89,500  
**715-546-2680 WI** PBM

## VACUUM LOADERS

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

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2 skid mounted 2005 Gardner Denver waterblasters w/500 hp John Deere engines, 3000 hrs. each. \$75,000 ea. Email for more info. [bigwater@maine.rr.com](mailto:bigwater@maine.rr.com). (P09)

36K Mower. Runs great, all parts working and in great condition. 234-421-0150 OH. (P08)

**Gardner Denver** TF-450 VSdT 52 GPM max 10K max. **Gardner Denver** T-450 w/Jet-stream fluid end transmission 12K max 40.91 GPM max. **THE-500UH** 50K bare shaft pump. **Wheatley 165** 20K @ 17 GPM. **Wheatley 125** 10K @ 20 GPM. **Wheatley P-313** 10K @ 8.4 GPM. **Aqua-Dyne C** 450-DS 20K @ 33 GPM. **Allis-Chalmers** 10x8x22 700 HP. Boatman Ind. 713-641-6006. View @ [www.boatmanind.com](http://www.boatmanind.com). (CPBM)

20K Jet Stream head w/stuffing boxes and bypass valve, 20K foot pedal, 20K gun with Jet Stream spinhead. 234-421-0150 OH. (P08)



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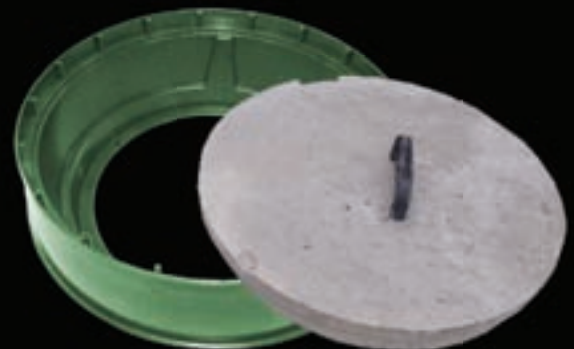
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