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# Pumper

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## Guardians of Grease

Waste is gold  
for Utah's  
Renegade Oil

PAGE 28

*Taking it*  
**PERSONALLY**

They master grease  
for happy customers

PAGE 10



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## Give Grease a Chance

By Jim Kneiszel, Editor

As the 2011 busy season draws to a close, economic and environmental factors are aligning to encourage more liquid waste carriers to add grease trap service to their business plans.

First, tighter regulations across the country are forcing the restaurant industry to take its waste streams more seriously. Consequences for ignoring required grease trap service intervals are serious and health departments are more diligent about inspecting these businesses. For that reason, the vast proliferation of local and chain fast-food restaurants are less likely to slack off on necessary trap maintenance.

At the same time, continued high fuel costs are rekindling a market for processing and extracting as much power as possible from yellow and even brown grease. Businesses that create grease, pumpers that clean the traps, and processors looking for new sources of raw material are beginning to see the value they recognized in these wastes in the days of \$4 gasoline pump prices in 2008. Only this time, waste fuel entrepreneurs are more convinced the high prices are here to stay.

Providing grease service presents its own set of challenges as well as emerging opportunities. First, processing and disposal of the byproducts that have no value can be a red herring. Many municipal treatment plants, faced with dwindling capacity and aging equipment, are turning away more exotic waste streams or increasing dumping fees enough to take away a pumper's incentive to haul anything but septage.

Handling grease also can create issues with a truck fleet. Pumpers who can't co-mingle wastes either need additional vacuum trucks and drivers to handle the different workloads or face rising labor costs as they juggle pumping jobs involving incompatible loads. Taking on these logistical issues can be a big enough hurdle to keep small business owners from diversifying into new, lucrative areas.

With all of these issues swirling around, we wanted to feature a few companies that have made grease a cornerstone of their businesses. That's what we did in this issue of *Pumper*. We hope that glimpses into the inner workings of two grease haulers will give all pumpers a better understanding of the potential economic upside and the inevitable disposal challenges they could face by making a similar diversification play.

### GREASE MASTERS

**John and Pam Remstedt**, founders of **Grease Masters** in St. Louis, decided to pump grease and nothing else in 2006. As they told writer **Ken Wysocky** ("Taking it Personally"), they doubled their revenues every year for the first four years of business. And their grease specialty has opened the doors to much lucrative associated follow-up work cleaning drain lines.

### RENEGADE OIL

**Gerald Pezely** started **Renegade Oil** in Salt Lake City, Utah, horsing barrels of yellow grease onto the back of his old pickup truck 30 years ago. The backbreaking work paid off, as he's built the one-man, one-truck operation into a collection and processing business that employs 16 and handles millions of gallons of grease and other wastes. In our profile story ("Guardians of Grease") Renegade vice president of sales, **Dennis Brunetti**, tells writer **Scottie Dayton** how Pezely set up and maintains the operation.

### WHAT'S YOUR NEXT MOVE?

Have you added grease traps to your service menu? Will reading these success stories motivate you to consider your diversification options? If you have a comment or your own story to tell about handling grease, drop me a line at [editor@pumper.com](mailto:editor@pumper.com). ■

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Face-to-face contact with customers plus top-notch equipment fuels growth – and customer satisfaction – at Grease Masters. **On the cover:** The Grease Masters executive team poses with its newest rig built by Dyna-Vac Equipment. John and Pam Remstedt (standing) are shown with route manager Brandon Rogalski (left) and chief financial officer Tom Carter. (Photo by Tom Tussey)

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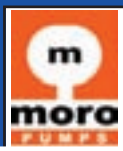
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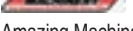
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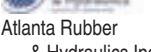
  
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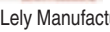
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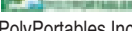
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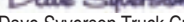
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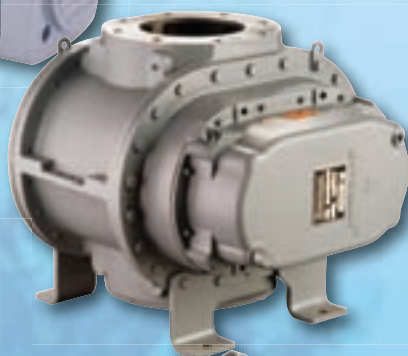
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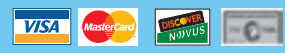
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Grease Masters technician Jeremiah Burpo wheels a Dyna-Lite pumping unit from Dyna-Vac Equipment to a restaurant job. (Photos by Tom Tussey)

# Taking it PERSONALLY

**FACE-TO-FACE CONTACT WITH CUSTOMERS PLUS TOP-NOTCH EQUIPMENT FUELS GROWTH – AND CUSTOMER SATISFACTION – AT GREASE MASTERS**

By Ken Wysocky

**B**etween 2006 and 2010, Grease Masters – founded by John and Pam Remstedt in suburban St. Louis – doubled its gross sales every year. Even during the worst economic recession on record.

“And we’re on pace to grow another 70 percent this year,” says John, who co-owns the company with his wife and a silent partner.

To achieve those results, the couple relies on a simple premise: Face-to-face contact with customers builds better relationships. And they combine the face time with an emphasis on using modern, well-maintained equipment and attracting and retaining experienced, service-oriented technicians.

## GETTING PERSONAL

“People don’t want paper relationships based on just work orders and invoices,” he says. “We have two sales people who know their job is to not only get an account, but to keep it. That means stopping in every so often to meet with managers, just to say ‘hi’ and see how things are going.

“I very much believe that if you’re not out talking to your customers, they’ll jump ship to the next guy that walks in the door,” he continues.

“People in the restaurant business will leave for a competitor over a \$5 difference in price. So you have to convince them your level of service is so much better that they stay with you, regardless of price.

Adds Pam: “We believe that personal contact – putting a name with a face – makes customers feel more comfortable. They know they can pick up the phone and ask for someone personally.”

That emphasis on personal contact includes virtually everything at Grease Masters, right down to where the couple and their employees go out for lunch or dinner.

“We always try to eat at restaurants we service,” says Pam, noting that 40 percent of the company’s sales come from cleaning grease traps in restaurants, plus schools and nursing homes. Another 30 percent stems from cleaning exhaust hoods in restaurants; line jetting makes up the balance of the business.

“We make a point of leaving our business card or talking to the manager so they know we were there,” she adds. “Last week, we ordered pizza for lunch in the office, and when someone went to pick it up, I sent along a business

(continued)

## Profile

### Grease Masters LLC

Cottleville, Mo.

Owners: John and Pam Remstedt, and a silent partner

Founded: 2006

Employees: 15

Service Area: Southern Illinois and eastern Missouri

Primary Services: Cleaning grease traps and kitchen exhaust hoods







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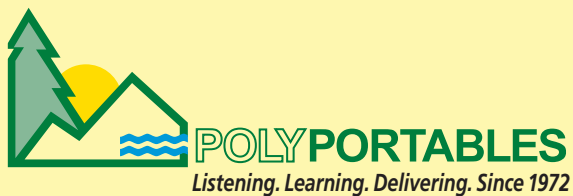
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Jeremiah Burpo maneuvers a tight kitchen space with the Dyna-Lite (left), then gets to work emptying the grease trap.

card with a little note on the back, letting them know we ordered food there and to please give us a call if they need anything.”

### GRADUATING TO GREASE

John initially got into the field by working for a portable restroom outfit in St. Louis that cleaned grease traps in winter to minimize off-season layoffs. Later, he formed a grease-trap cleaning business of his own with a friend. Remstedt eventually left the company after signing a three-year, no-compete agreement.

Since the agreement prevented him from

cleaning grease traps, Remstedt shrewdly did the next best thing: He cleaned restaurant kitchen exhaust hoods. That allowed him to continue servicing many of the same restaurant customers he had before, and maintain those valuable business contacts.

Startup costs were fairly minimal, and the only other requirement was a one-week certification class sponsored by the International Kitchen Exhaust Cleaning Association ([www.ikeca.org](http://www.ikeca.org)).

The good relationships Remstedt developed during his grease-trap cleaning days

**“CUSTOMERS WANT TURN-KEY OPERATIONS – ONE GUY WHO CAN DO IT ALL AND TAKE CARE OF EVERYTHING. THAT’S SOMETHING WE PRIDE OURSELVES ON. YOU NEVER WANT TO HAVE TO TELL A CUSTOMER, ‘NO, I CAN’T DO THAT.’ ”**

John Remstedt

helped out big-time when the no-compete period expired. “When I walked in the door, it was like, ‘Hey, where have you been?’ ” he recalls of the reaction when he started promoting grease trap service again.

Disposal of grease is less of an issue for the Remstedts than many haulers nationwide. Grease trap waste is dumped at the local treatment plant for 8 cents per gallon. The price would have to rise 5-6 cents per gallon for the company to start looking at dewatering or recycling alternatives. Another contractor hauls the yellow grease for their customers.

Grease Masters gets frequent calls from would-be processors who want to set up shop in St. Louis, but to date none of the companies offering to pay for the waste has materialized.

“One company locally takes it from a (grease hauler) and runs it through a centrifuge and burns it as fuel oil, but almost everyone takes it to the treatment plant because it’s so cheap (to dispose of),” Remstedt says. “Our costs in the Midwest are so low compared to the East and West Coasts. If it starts to cost more money, people will start to look for alternative methods.”

### EDUCATING CUSTOMERS

Personal relationships involve education, too, Pam says. “From the person who answers our telephone to our technicians, we’re all constantly trying to educate our customers,” she notes.

The biggest component of that education is getting customers to buy into the concept of scheduled maintenance. Local laws require many of the company’s customers to get grease traps cleaned once every three months, but that doesn’t mean they do it, John says.

“As such, we’re always talking to them about regular maintenance,” he says, noting that scheduled maintenance makes it easier to control the company’s work flow, as opposed to unexpected emergency calls at the worst possible time – like a holiday weekend.

“We don’t want customers to wait until there’s a problem to call us,” he says. “I always

(continued)



John Remstedt and Jeremiah Burpo use a General Pump to jet a line at a local school.





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The Grease Masters crew includes (front row, left to right) Pam Remstedt, John Remstedt, Tom Carter, Beth Rogalski, Brandon Rogalski and Mark Remstedt; (back row, left to right) Caleb Huffman, Harold Townsend, Tim Townsend, Ben Rogalski, Mark Thomas, Justin Mueller and Josh Copeland.

emphasize that the money they'll spend on an emergency call will be more than what they would've spent on an annual maintenance program. Some customers still resist ... but it generally sinks in after the second or third emergency call."

Grease Masters technicians hand out brochures that explain best grease-trap practices for kitchens. John says he also offers short training courses for kitchen managers about how to avoid grease-trap problems.

Taking the time to educate customers and develop good relationships also bears fruit in another area: prioritizing jobs. Emergency calls always get top priority over scheduled maintenance, but customers don't mind getting their scheduled maintenance postponed if good relationships already exist.

"I always tell them that if you had an emergency, I'd take care of you first, too," he says. "They're good with it 99 percent of the time."

Pam points out another personal touch that adds value: When technicians see a problem aside from the one they're fixing, they write it down on the job's work order. When Grease Masters sends out an invoice for the work, it includes a note that details the problem, and asks the customers to contact Grease Masters for a bid.

### GOOD EQUIPMENT, GOOD IMAGE

Technologically advanced and well-maintained equipment also enhances business relationships because they enable technicians to do their jobs quickly and effectively, which promotes customer retention.

"If you have lousy equipment, you start to fit into the industry stereotype – a dirty guy with a dirty truck. But if you show up with clean trucks and uniformed technicians, it creates a professional impression," John says.

To service customers, Grease Masters relies on a 250-gallon Dyna-Lite grease trap pump trailer with a 55-gallon mini-vac, both made by Dyna-Vac Equipment; a 2005 Mack Vision truck with a 4,000-

## Employee Retention Builds the Business

John Remstedt is certain about one thing: It's hard to find employees who love grease-trap cleaning as much as he does. And when you do find them, you'd better do everything possible to keep them onboard for the long haul.

"It's key to find people with experience, but it's next to impossible in this industry," says the co-owner of Grease Masters in Cottleville, Mo., a suburb of St. Louis. "Either you love it or you leave it as fast as you can."

That's why Grease Masters pays its employees what John believes is at the top end for these jobs in the region, between \$10 and \$15 an hour. The company also offers health insurance and a flexible work schedule. The employee's entire health insurance premium is paid, but the worker has to pay for their family's portion of the premium.

"We also pay for company cell phones so we can reach them 24/7 for emergencies," he says. "We also provide clean uniforms, too. It's important because it helps brand our companies. Everyone looks the same. We clean them, too, so employee's don't ruin their home laundry."

John's wife and company co-owner, Pam Remstedt, says it's important employees don't show up on a jobsite with holes in jeans and ratty T-shirts. "They have a clean uniform to wear every day because it's important to create a professional image. It tells customers we're here to do the job and do it right."

So far, the employee benefits appear to be working. Grease Masters has attracted a crew of technicians with more than 50 years of grease-trap cleaning experience.



Route manager Brandon Rogalski reviews accounts with John Remstedt.

gallon steel tank, built by National Truck Center and equipped with a full-tilt bed and a water-jetter made by Advance Pump & Equipment Inc. (4 1/2 gpm at 3,000 psi); a 2010 Ford F-550 with an aluminum 700-gallon waste/300-gallon freshwater tank, built by Dyna-Vac; and a 2006 Freightliner 26-foot box truck with a 10-gpm pressure washer with dual guns, and a 600-gallon steel slide-in tank unit from Dyna-Vac and a liftgate, outfitted in-house.

The company also owns two Spartan 100 cable machines from Spartan Tool to clean outgoing lines on inside grease traps; an Electric Eel cable drain-cleaning machine (for cleaning up to 10-inch-diameter lines), made by Electric Eel Manufacturing Company Inc.; an Electric Eel pipeline inspection camera; and

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Technician Josh Copeland powerwashes a roof fan that's part of an exhaust system at a restaurant. At right, Copeland powerwashes a kitchen hood.



Lead technician Caleb Huffman cleans and polishes a restaurant's exhaust hood.

**“WE DON'T WANT CUSTOMERS TO WAIT UNTIL THERE'S A PROBLEM TO CALL US. I ALWAYS EMPHASIZE THAT THE MONEY THEY'LL SPEND ON AN EMERGENCY CALL WILL BE MORE THAN WHAT THEY WOULD'VE SPENT ON AN ANNUAL MAINTENANCE PROGRAM.”**

**John Remstedt**

Pages. Except for older people, more and more people are Googling the service they're looking for, as opposed to using a phone book.

“If we get calls from new customers, we ask where they heard about us,” she adds. “I'd say that three out of five calls say they found us on the Internet.”

Pam says the company website adds value for customers. For example, customers are required by law to track grease trap service in a logbook, and they can download a cleaning log from the Grease Masters website. In addition, the company can set up a program where customers log in to see before and after photos of grease trap and exhaust hood cleanings.

“We do that because we deal with a lot of facilities managers who aren't local,” John says. “Now it doesn't matter if they're based in Timbuktu. The pictures are time- and date-stamped to provide proof that we did what we said we did.”

“That's important because sometimes a grease trap overflows a day after we clean it because we didn't know the outgoing line was also partially clogged,” he points out. “When that happens, the customer thinks we didn't actually clean out the trap. With photos, we have proof that we did the job properly. It's huge in terms of just liability alone.”

The photos also help John diagnose and document problems with grease traps without having to visit a jobsite, saving valuable time.

**VALUES INDEPENDENCE**

John is passionate about what he does. “I always wanted to run my own business because I wanted the freedom to be my own boss,” he says. “But it's not always what it's cracked up to be. Everyone thinks you have unlimited freedom, but that's not true. You don't have to work if you don't want to ... but if you don't work, there's no money coming in and you can't pay your vendors, bills and employees.”

John says Pam tends to slow down his shoot-first, aim-later style. “If I'm going too fast, she plays devil's advocate and slows me down,” he says. “She'll do a list of pros and cons, while I'm all pros. She's a good con to my pro.” ■

a Super-Vee hand-held drain cleaning machine for smaller-diameter lines, manufactured by General Pipe Cleaners.

“Customers want turn-key operations – one guy who can do it all and take care of everything,” John says, explaining his diverse array of equipment. “That's something we pride ourselves on. You never want to have to tell a customer, ‘No, I can't do that.’ If you do, they'll go find someone else.”

**SPREADING THE WORD**

To get the word out about Grease Masters' services, Pam says the company relies less on phone book advertising and more on the Internet, word-of-mouth references and the company's sales staff.

“We've had a website since we started,” she says. “It's hard to put a number to it, but I think it's generating as much business as our Yellow

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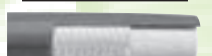
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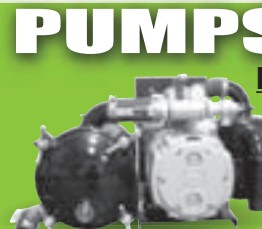
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# Juggling the Job and Elder Care

**A PLAN TO SUPPORT WORKERS WHO CARE FOR OLDER FAMILY MEMBERS WILL PRESERVE PRODUCTIVITY AND KEEP VALUED EMPLOYEES OVER THE LONG HAUL**

By Jennifer FitzPatrick

**C**aring for an elderly loved one is stressful enough, but trying to manage a full- or even part-time job simultaneously can be downright grueling. What can employers do to assure productivity, while supporting employees caught in this predicament?

Most employers know what to expect when workers have a baby. There is maternity leave and, more recently, even paternity leave. Typically there is a plan in place because this type of leave is expected. Co-workers have likely made arrangements to cover duties for a period of time until the new parent returns.

Once the employee returns to work, there may be snags: the babysitter cancels, the employee is exhausted from minimal sleep so work is suffering, the employee is less willing to work overtime, etc. Good bosses are experienced in handling these issues and understand that such situations need to be managed in a way that respects the employee's life changes and protects the integrity of the workplace.

Unfortunately many bosses are less experienced in handling caregivers of elderly parents. Caregivers in the workplace are facing just as many challenges as new parents, but unfortunately, have not usually prepared for them as well. While most new parents may not have everything organized as well as an employer might like, they have had at least some notice they were going to be parents.

Frequently people become caregivers of seniors overnight. Mom had a stroke yesterday. Dad got lost walking around his neighborhood last week. Uncle Jim broke a hip this morning. These are not occasions anyone anticipates like the birth of a baby. Elder caregivers face remarkably similar challenges to a new parent. Mom's adult daycare center might be closing early due to inclement weather. Sleep may be lacking because the caregiver's father with Alzheimer's disease was up wandering all night. The caregiver may be less inclined to work extra hours or travel for business during this hectic time.

## HELPING OUT

How can employers support workers caring for elderly family members? Consider these five strategies:

1. With the aging population explosion, there are more caregivers in the workplace each year. Keep in mind that how your company can respond to these problems will be an investment in valued employees. Most employers are mandated to offer Family & Medical Leave Act time off, but are there other benefits available through the workplace health insurance plan or an employee assistance program? Can your organization develop some accommodating policies, such as more liberal telecommuting or longer penalty-free unpaid leave of absence options?
2. Encourage open communication about personal matters that

impact work. It is much better for an employee to tell you what is going on with her mother than you wondering why the employee has been late six times in the last month. Managers need to be genuinely interested in supporting the employee through the tough time. In these challenging economic times, employees are often reluctant to open up because of the concern that they will be penalized with lack of opportunity in the workplace or even downsized out of a job.

3. Put it in writing. Supporting valued workers in their care-giving duties is in the best interest of your company and the worker. You are more likely to get better work and increased loyalty from the caregiver. However, it is always best to put any modifications to an employee's work responsibilities or schedule in writing and to review them regularly. Address problems that arise in a timely manner. You can always rescind a special arrangement if the employee is not responsibly following it.
4. Understand that caregivers are vulnerable. They may get sick more often than other employees due to the stressfulness of the situation. They have a harder time recovering from injury and illness. Caring for a senior is an enormous responsibility and the fewer people who are helping, the more prone the caregiver is to suffer health problems. Caregivers are also more apt than others to suffer from guilt, anger, sadness and bouts of anxiety disorders and depression. Encourage them to seek help from resources such as their local Area Agency on Aging – to find the one serving your region, check out [www.n4a.org](http://www.n4a.org). The Alzheimer's Association ([www.alz.org](http://www.alz.org)) also can be an excellent resource.
5. Find a way to help out. When there is a new mom or dad in the workplace, offices will host showers. If that is your organization's culture, have an event to help the caregiver. Items given during such an event will vary depending on the individual caregiver and patient. If the employee's mom has Alzheimer's disease, a DVD like the movie *Casablanca* might be a good gift since old music and movies can be therapeutic for persons with dementia. A gift certificate to a favorite take-out restaurant is always a great idea since the last thing most caregivers want to do when they get home from work is prepare a meal.

## A FINAL THOUGHT

The more flexible you as an employer can be over elder care issues, the more likely you will continue to get the best productivity from caregiver employees. ■



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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.*

## New Jersey Limits on Nitrates Upheld by Appeals Courts

**A** decision by a New Jersey appeals court upheld amendments to the state's Water Quality Management Planning rules that limit nitrates in onsite system effluent to less than 2 mg/l and prohibit sewers from extending into environmentally sensitive areas. David Oberlander, attorney for Bi-County Development Corp., was expected to ask the state Supreme Court to hear the case.

### RHODE ISLAND

The state General Assembly approved legislation that gives property owners with cesspools until 2014 to abandon them, rather than January 2013. Communities designated for sewers have until 2020 to comply.

### NEW YORK

A state Supreme Court justice ruled that the Putnam County Health Department cannot make its own rules affecting onsite systems and home improvements. Justice Francis Nicolai faulted health officials for requiring homeowners planning to increase their living space by 50 percent or more to upgrade their onsite systems, regardless whether new bedrooms were added.

### FLORIDA

Estimates by industry and state officials show the annual cost of U.S. EPA pollution rules reaching billions of dollars for measures including upgrading onsite systems to limit phosphorus and nitrogen. The estimates were part of a 13-month study of potential financial burden by a committee of the National Academies' National Research Council. The EPA contended the state would spend \$135 to \$206 million per year. Florida is the first state where the EPA imposed numbers-based limits on nitrogen and phosphorus, effective March 2012.

### WISCONSIN

Legislators proposed rules allowing surface discharge and permitting homeowners to divert the flow from lot lines instead of replacing failed systems. If the measure were passed, county inspectors could not require onsite replacements unless household incomes exceeded the poverty level by 300 percent, and homeowners could get a grant of 75 percent of the cost of the new system.

The state has never allowed surface discharge. Two state regulators from the Department of Commerce and one high-ranking member of the Department of Natural Resources proposed a provision allowing residents to determine when their septic tanks need pumping. The code allows them to do this if they take a maintenance course, but proponents believe the requirement is unfair unless the state pays for the course and travel expenses.

### NATION

The U.S. House of Representatives passed legislation that shifts the primary responsibility for water pollution control to the states. The Clean Water Cooperative Federalism Act of 2011 makes it the states' job to set water quality standards and keeps the U.S. Environmental Protection Agency from invalidating legally issued permits. It stops the agency from issuing national regulations that include setting nitrogen reduction limits and compliance monitoring requirements for onsite systems. ■

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# Guardians of **GREASE**

By **Scottie Dayton**

## **UTAH'S RENEGADE OIL TAKES ON UNDESIRABLE PUMPING WORK AND CREATES A PROFITABLE AND SATISFYING RECYCLING BUSINESS**

Renegade Oil foreman Jorge Medina pumps a grease trap at a restaurant in West Valley City, Utah. (Photo by Ashley Franscell Detrick)



### Profile

**Renegade Oil Inc.**  
Salt Lake City, Utah

**Owners:** Gerald, Geraldine, Ryan and Rachael Pezely  
**Founded:** 1981  
**Employees:** 16  
**Service Area:** Utah  
**Services:** Collecting and processing liquid and semi-liquid waste and byproducts  
**Associations:** NORA - Association of Responsible Recyclers, Utah Restaurant Association  
**Website:** [www.renegadeoilinc.com](http://www.renegadeoilinc.com)



**Y**ellow grease was the gold in the Wasatch Front for Utah entrepreneur Gerald Pezely.

While earning his master's degree in business administration, he collected waste vegetable oil from restaurants for a Logan-based company. When it discontinued the service, Pezely filled the vacuum by starting Renegade Oil Inc. in Salt Lake City. Besides collecting and processing the product, he pumped grease traps. His built-in clientele encompassed the entire northern part of the state.

In 2002, Pezely hired Dennis Brunetti, vice president of sales and service for Information Consultants Inc. in Salt Lake City, to expand the company. Together, they tripled the annual revenue to \$3.5 million, with yellow grease accounting for \$3 million.

In 2010, Renegade hauled 750,000 gallons of yellow grease, and 2.5 million gallons of other liquid waste from grease traps, car and truck washes, storm drains, industrial manufacturing and food-processing facilities. Continued rapid expansion enabled Renegade to hire four more employees in 2011.

### **GOOD GREASE RISES**

The Wasatch Front, a 130-mile urban area in the northcentral part of the state, extends from Logan in the north to Provo in the south. Approximately 80 percent of the population resides there in cities such as Salt Lake City, Provo and Ogden.

To process the grease, Pezely rented a building and installed frac tanks to store it and cone-bottom tanks with inline heaters and thermostats to render it. "No. 1 grade yellow grease rises to the surface, while the unusable portion settles to the bottom and is siphoned off," Brunetti says.

The residue still contained usable grease, and Pezely invested thousands of dollars in various horizontal centrifuges to extract it. None worked. "Today, we run the residue through separators, which are vertical centrifuges that capture most of



**“WE ALREADY COLLECT THE YELLOW GREASE FROM THESE SUPERMARKETS, AND WANT TO PROPOSE PUMPING THEIR GREASE TRAPS AND COLLECTING THE ORGANICS FOR FUTURE FERTILIZER. THIS IS ALL FORWARD-THINKING STUFF, WHICH IS WHAT BUSINESS IS ABOUT.”**

Dennis Brunetti

the remaining fines,” Brunetti says. “The liquid – No. 2 grade yellow grease – is incorporated into our No. 1 product. The fines go to a transfer station, then to a landfill.”

From the beginning, Pezely paid cash for everything. He had no mortgages, loans or debts. He built a company by being prudent with his money and providing a service other contractors didn’t want to provide. “Grease stinks,” Brunetti says. “The odor clings to clothes, skin and hair. Drop it on shoes and you may as well throw them out.”

The work was brutal, even for Pezely’s 6-foot 2-inch frame. Full barrels weigh more than 300 pounds. His pickup truck, outfitted with rails 31 inches apart, held eight barrels. He rolled them to the liftgate, rode it up, rolled the barrel between the rails, and pushed it forward along the steel

bed. Pezely ran the routes himself, working seven days a week from 11 p.m. until sometime in the morning when he finished.

In the 1980s, the price of used fryer oil was 6 to 8 cents per pound. Today, it is more than 40 cents per pound. A broker sells some Renegade No. 1 grease on the commodities market in Kansas and Texas, but the bulk remains in Utah for use as a tasting and caloric additive in animal feed.

**EXPANDING THE FOOTPRINT**

When Pezely had the money, he bought two midsize truck frames capable of holding 24 barrels each and made his own barrel trucks. Ron White, who processed grease on the midnight shift, welded the beds from steel plates. The two drivers Pezely hired became 10, and son Ryan



Dennis Brunetti, vice president of sales and service at Renegade Oil, poses with a Vactor 2100 Series truck. (Ashley Franscell photo)

joined the team. Arthur Chiverall, plant foreman, and Jorge Medina, processing and pumping foreman, now oversee six processors. The grease fleet includes three Kenworth barrel trucks and one Dodge 5500 barrel truck.

In 1985, Pezely built a larger processing plant with adequate loading and unloading docks. Several years later, the one-acre site was up and running. It includes an 8,000-square-foot prestressed concrete building with a 40,000-gallon horizontal settling/mixing tank for grease trap waste, a 20,000-gallon tank for oily water, and a 1,886-square-foot garage.

As competition for yellow grease developed, Pezely envisioned expanding into different markets, and hired Brunetti in 2002, who hit the streets, meeting potential customers throughout the state.

“We sold Renegade Oil on our ability to provide consistent service and by offering service packages,” Brunetti says. “I discovered that most people were unhappy with their vendor. They’d show me buckets of oil sitting next to full containers and say they called for a pickup three weeks ago.”



Above is an array of cone-bottom settling tanks used by Renegade to process and store recycled yellow grease and waste vegetable oil. Below is a truck-mounted Flo-Trend 40-cubic-yard Sludge Mate dewatering system. The tank acts as a fill and settle box, with sludge hauled to a transfer station. (Photos courtesy of Renegade Oil)



## From Grease Trap to the Feed Lot

The bulk of the No. 1 yellow grease produced by Renegade Oil in Salt Lake City, Utah, becomes an additive for animal feed. One recipient is Circle Four Farms in Milford, Utah. The 35-acre facility raises 1 million hogs per year, and blends the grease into their special nutritional formula.

"We believe it is more important for people to eat than to put biodiesel in trucks," says owner Gerald Pezely. "Renegade has supported the agriculture industry for 30 years. We're dedicated to these people and can't just cut them off."

The company ships 8,000 gallons of No. 1 product every three weeks to a biofuel manufacturer in New Mexico. "When biofuel people call to buy our product, they haggle on the price, even though they receive a \$2.70 per gallon production rebate from the federal government," says Dennis Brunetti of Information Consultants, which serves Renegade Oil. "In the agriculture industry, they pay the market price."



This Kenworth T-800 with a 4,250-gallon waste, 250-gallon freshwater Beall aluminum tank is used to haul waste oil from restaurants. (Photo courtesy of Renegade Oil)

### THE FIT FLEET

Within 24 hours, a Renegade driver delivered a clean container and removed the full one. Brunetti then returned to consolidate the customer's vendor services, offering drain cleaning and grease trap interceptor pumping. Today, Renegade makes more than 100 stops per week servicing grease traps.

The drain cleaning fleet has a model 798 trailer jetter from Spartan Tool with 83-hp turbo diesel engine coupled to a triplex ceramic plunger pump delivering 18 gpm/4,000 psi from a 300-gallon water tank.

Other vehicles include four 3,500- and 4,500-gallon industrial vacuum trucks with Progress and Beall tanks built on Kenworth, White and International chassis. Pumps from Masport and Gardner Denver power jettors at 5 gpm and 2,000 psi. A Vactor 2100 series PD vacuum truck on a Sterling chassis has a 3,000-gallon debris tank, 1,500 gallon freshwater tank, and Vactor water

pump putting out 85 gpm/2,000 psi for cleaning car/truck washes and tackling heavy-duty jobs.

The business expanded handshake by handshake, with Brunetti returning to ask customers if they had problems with the route driver, if he kept the area clean and sanitary, and if they were happy with the service. Such maintenance calls often led to additional sales.

### PROCESSING TO PERFECTION

When the yellow grease market spiked in 2006, the old selling feature of rebating customers for their product returned. The rebate went from 3 cents per pound to 10 cents, about 25 percent of the market value. To make up the difference, Pezely and Brunetti hired sales representative Jared Chase and expanded into areas with higher profit margins, such as cleaning car wash pits.

Expanding into oily water reclassified Renegade Oil from a solid waste processing

facility to a highly regulated subcategory B centralized wastewater treatment facility. Yellow grease cannot commingle with oily water, so Pezely installed a 20,000-gallon frac tank and separate processing line.

When Renegade's 1,500-gallon tankers or another company's straight trucks arrive, workers bench-test the waste for acceptability. "We can't handle more than 3 percent antifreeze," Brunetti says. "We also test for heavy metals and other bad boys including excessive hydrocarbons."

If samples pass the tests, drivers offload into one of the frac tanks in which three mixing blades homogenize the wastes. When blended, operators open a valve, releasing the liquid into a 6-inch pipe. About 20 feet downstream, a Poly-Mate dosing station from Flo Trend Systems mixes and injects 748-E polymer from Aqua Ben Corp. Another 10 feet downstream, a Flo Trend Lime-Mate station injects dry lime.



This Flo-Trend Poly Mate dosing station mixes water and polymer to separate oil and solids from water.



This is one of four barrel trucks, a Kenworth T-300 with a box unit fabricated at Renegade, used to carry 28 55-gallon drums of fryer oil from restaurants and institutions.



**“I DISCOVERED THAT MOST PEOPLE WERE UNHAPPY WITH THEIR VENDOR. THEY’D SHOW ME BUCKETS OF OIL SITTING NEXT TO FULL CONTAINERS AND SAY THEY CALLED FOR A PICKUP THREE WEEKS AGO.”**

Dennis Brunetti

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The chemically conditioned solution then enters a truck-mounted 30- or 40-cubic-yard Sludge Mate roll-off container from Flo Trend Systems. The box has Poly 2000 filter media with 44 micron mesh weave to dewater the mixture. Workers finish processing at 3 p.m., then the mixture dewateres for up to 15 hours.

Effluent drains into an underground 6,000-gallon concrete grease interceptor outside the plant. Residual grease rises to the top, sludge settles on the bottom, and effluent flows out at mid-level and downstream to the Salt Lake City publicly owned treatment works. “We draw a sample to test the pH, which must be between 6 and 10.5, before discharging the water,” Brunetti says.

Solids in the dewatering boxes go to the transfer station. Drivers open the back door of the container, turn on the truck’s hydraulic lift, and the cake slides out. “It’s usually 75 to 85 percent dry,” Brunetti says. “If it’s a little wet, the attendant mixes in some sawdust.”

To handle the influx of wastes, Pezely needed more storage. This year, he added more 30- and 40-cubic-yard Sludge Mates and a mini drying/tending pit.

**LOOKING AHEAD**

Pezely, 65, and Brunetti, 66, continue to identify new niche markets. For example, small companies collect produce and bakery goods from supermarkets and transport them to local composting facilities, but they are too small to handle organics from multiple stores.

Renegade wants to broker a deal with an out-of-state company to open a 10- to 15-acre organics farm in Utah. “We already collect the yellow grease from these supermarkets, and want to propose pumping their grease traps and collecting the organics for future fertilizer,” Brunetti says. “This is all forward-thinking stuff, which is what business is about.”

In three to five years, Renegade also wants to handle different types of off-spec fuel and antifreeze. “As markets that we have never seen before develop, the challenge is having the knowledge and understanding that

they will be profitable,” Brunetti says. “That is our vision for Renegade Oil.” ■



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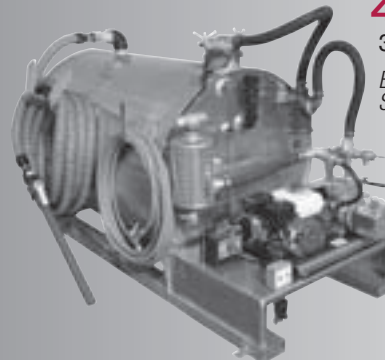
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By Ed Wodalski

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## Ashland PolyTrap

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## Bakers Waste Equipment Inc.

Available in 100-, 200-, 300- and 400-gallon capacities, metal waste recovery containers from Bakers Waste Equipment Inc. feature lockable steel lids that lift and slide for easy pump-out access. Units range in size from 33 inches wide by 33 inches deep by 36 inches high to 63 inches wide by 44 inches deep by 41 inches high and weigh from 176 to 337 pounds. Options include casters, runners, heat tubes, dump pins and high security screens. 800/221-4153; www.bwe-nc.com.

## Best Enterprises Inc.

The 3,600-gallon (3,400-gallon grease trap/200-gallon yellow grease) stainless steel grease trap truck from Best Enterprises Inc. is available in a range of customized sizes (300 to 5,000 gallons). Options include jetter system for cleaning blocked lines, heated coils inside water tank for easier cleanup, dump-heated collar for quicker discharge and heated floor in grease compartment for cold-weather discharge. Other features include large cfm vacuum pump with 3-inch vacuum hose. 800/288-2378; www.bestenterprises.net.

## Canplas Industries Ltd.

The Endura solids interceptor from Canplas Industries Ltd. is available in 7-, 10- and 15-gpm models. Made of engineered thermoplastics to withstand temperatures up to 220 degrees F, the interceptor lid has an airtight seal that can support up to 440 pounds. Features include a baffled system for enhanced separation at low flow rates and EZ-

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Options include solids basket for 98 percent solids capture. The basket with integrated lifting handles can

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## Containment Solutions Inc.

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## Crescent Tank Mfg.

The **Model 1600 waste oil flat-tank pickup/delivery and service vehicle** from **Crescent Tank Mfg.** has a 1,600-gallon waste tank. A lift gate allows the driver to place 55-gallon drums on the deck during cold weather or if waste is too thick to vacuum into the tank. **585/657-4104; www.crescent-tank.com.**

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The **compact grease interceptor** from **Drain-Net** is available in 7-, 10- and 15-gpm models. Able to withstand continuous operating temperatures of 220 degrees F, features include seamless, leak-proof construction, quick-connect latching system, flow control device with cleanout lid and versatile connections. **800/407-3726; www.drain-net.com.**



Crescent Tank Mfg.

## Flo Trend Systems Inc.

The **Sludge Mate grease trap waste dewatering box** from **Flo Trend Systems Inc.** is available in roll-off capacities of 15 to 40 cubic yards or as a 5- to 40-cubic yard trailer-mounted unit. The dewatering box also is available as a permanently mounted tipping stand. Made from A-36 carbon steel plate with reinforced 10-gauge sides and 3/16-inch floors, the dewatering box has a gasketed rear door for unloading dewatered cake. Features include an internal filter system with hot-dip galvanized expanded metal support panels and Poly 2000 media that traps solids, allowing water to pass through the drainage ports. The acid/base-resistant filter media can withstand high temperatures and is easy to clean. The dewatering box is sandblasted and primed inside and out. The exterior can be painted to match existing equipment. **800/762-9893; www.flotrend.com.**

## Fournier Industries Inc.

The **rotary press** from **Fournier Industries Inc.** is designed for grease trap dewatering. The flocculation filtration system requires no wash water during operation. A steam wash is recommended every four to six weeks to clean residual soluble grease that collects on the back surface of the screen, impacting throughput. The system is available with up to six dewatering channels to handle peak volumes of up to 200,000 gpd. **418/423-4241; www.rotary-press.com.**

## EnviroTub

The **indoor containment system** from **EnviroTub** is made from recycled plastic that eliminates grease buildup and allows for easy cleaning. The system measures 18 inches wide, 32 inches high and 28 inches long, enabling it to fit under most two- and three-compartment kitchen sinks, and has four cast-iron wheels with optional locking. The top of the system has a raised edge to contain overflow and spillage and is

designed to drain spilled grease or fryer oil toward the opening. The 12-inch lid seals to prevent odors and is vented in the center to allow heat to escape and prevent expansion. The unit can hold up to 55 gallons (400 pounds)

of waste and withstand oil temperatures up to 190 degrees. The tub can be pumped out in 60 seconds or less. **866/777-4322; www.envirotub.com.**



EnviroTub



Drain-Net

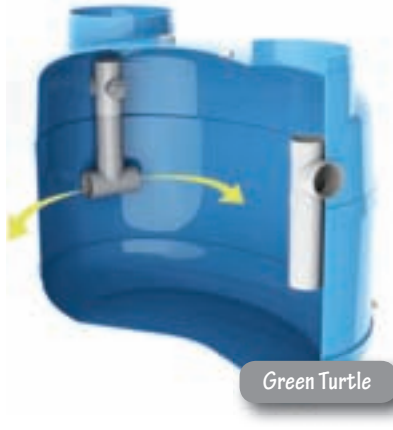


Flo Trend Systems Inc.



Fournier Industries Inc.





Green Turtle

### Green Turtle

The **Proceptor gravity separation device** from **Green Turtle** features an elliptical shape and distributed flow pattern to maximize grease, oil, solids and sediment separation. Made for above- or below-ground placement, the system's smooth, corrosion-resistant fiberglass interior is designed to prevent grease and bacterial buildup. **877/428-8187; www.greenturtletech.com.**



LMT Inc.

### LMT Inc.

The **eVAC 1205 650-gallon grease service system** from **LMT Inc.** has a 12-volt, 3,300 rpm DC motor that works in tandem with a vehicle's charging system. The Conde ProVac 3 pump system produces 35 cfm on the vacuum side and 6 psi in pressure mode. Made for medium service and low-noise applications, the unit has an automatic vacuum shutoff. The electric system has a 2-inch steel secondary moisture trap, oil-catch muffler and Conde oiler. For optimum performance, the unit can be paired with up to 800-gallon tanks, pulling down 15 inches of vacuum in under three minutes. Features include 25 feet of 2-inch Bumble Bee hose with wand, primary shutoff valve, 3-inch brass lever valve, two 2-inch plastic sight eyes, 6-inch hose hangers, vacuum and pressure relief valves and 2.5-inch vacuum/pressure liquid fill gauge. **800/545-0174; www.tanksandpumps.com.**



Municipal Sales Inc.

### Municipal Sales Inc.

**Bio-Septic FOG** from **Municipal Sales Inc.** is a bio-nutrient stimulant that increases the metabolic reproductive rate of natural bacteria by 50 million times in a few days. The foam applicator provides even distribution and increases contact time on grease-covered surfaces. **518/747-2044; www.municipalsales.net.**



Westmoor Ltd.

### Westmoor Ltd.

The **Conde ProVac industrial liquid waste/grease trap pumping system** from **Westmoor Ltd.** is made for indoor and remote locations. Able to pump 120 gpm, the unit starts with a flip of the switch or to pressure mode for offloading. The built-in exhaust deodorizer keeps odor to a minimum. **800/367-0972; www.westmoorltd.com.**



Prime Solution Inc.

### Prime Solution Inc.

The **rotary fan press** from **Prime Solution Inc.** uses continuous pressure differential technology to dewater sludges and slurries. Features include slow rotational speed (less than 1 rpm), automated, low maintenance, portable, space-saving and expandable system. Conditioned sludge is fed into the enclosed dewatering channel between two parallel stainless steel wedge wire filter plates. The feed sludge is subject to a pressure drop where liquids pass through the filter openings and solids advance within the channel. Sludge continues to dewater as the feed pump supplies more sludge, slowly moving the solids through the channels toward the outlet of the press, forming a cake. Units can be expanded up to four channels with capacities of 260 gpm. Skid-mounted systems include central operator control panel, feed pump, chemical prep, inline mixing and the availability of plant-integrated controls. Mobile systems can be containerized or trailer mounted. **269/673-9550; www.psirotary.com.**

### Schier Products

**Great Basin indoor/outdoor polyethylene grease interceptors** from **Schier Products** feature a Diffusion Flow design for maximum grease separation and storage. The units are certified to ASME A112.14.3 standards and offer highway-rated composite covers. Features include fully adjustable riser system, open internal cavity and smooth internal walls for easier pump-outs. **800/827-7119; www.schierproducts.com.**

### Scienco/FAST

**Mighty Mike FOGHog tablets** from **Scienco/FAST, a division of Bio-Microbics Inc.,** are made to remove grease and help increase water flow from constructed pipes in lift stations and collection systems. Each tablet contains approximately 25 billion active, high-performance bacterium per gram for both aerobic and anaerobic conditions. Bacteria naturally consume and break down fats, oils and grease. Each pre-measured tablet placed in the wastewater stream will continue to reproduce for 20 to 40 minutes until the fat is consumed. **314/645-6540; www.sciencofast.com. ■**



Schier Products

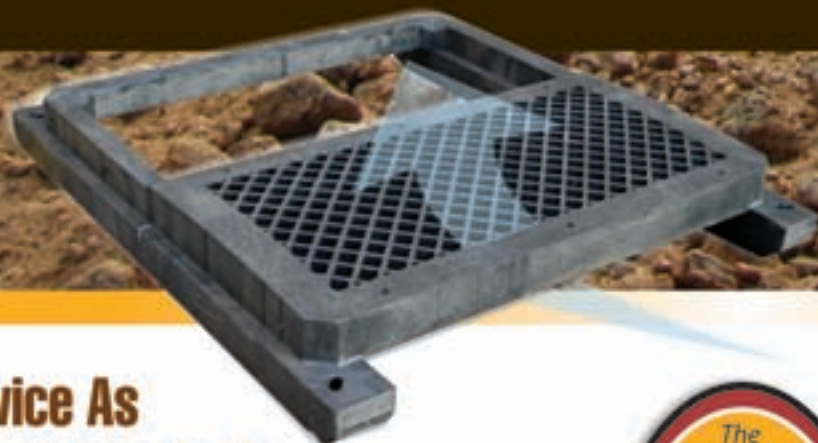


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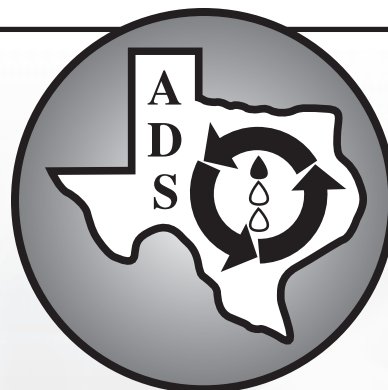
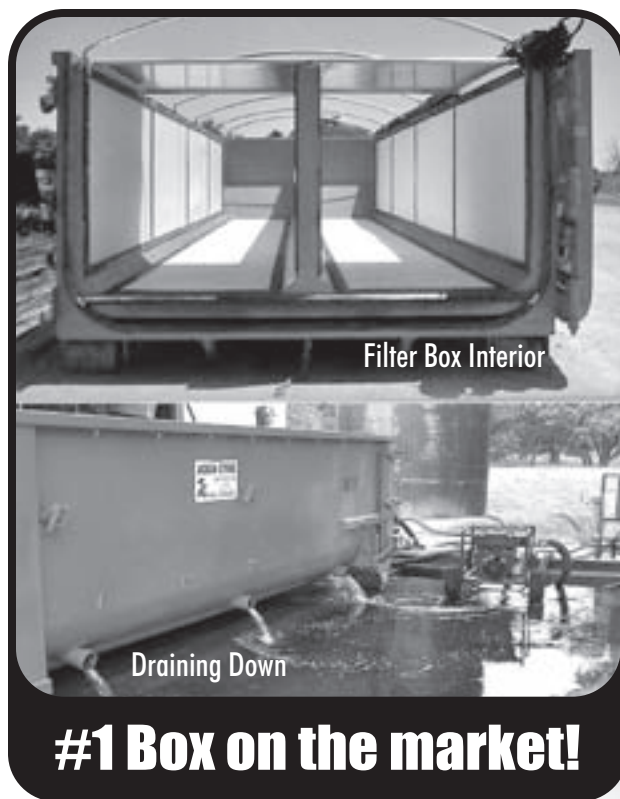
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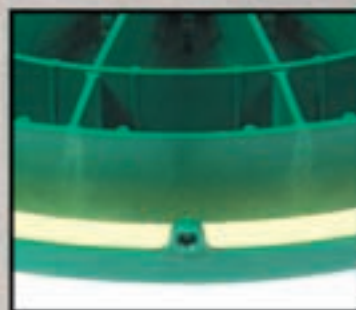
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February 27 -  
March 1, 2012  
Indiana Convention Center



# Indianapolis 2012

## DESTINATION INDY

**THE 2012 PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL WILL DELIVER THE BEST THE INDUSTRY HAS TO OFFER, ALL WRAPPED UP IN A CONVENIENT NEW PACKAGE**

**By Jim Kneiszel**

It will never be more convenient to attend the Pumper & Cleaner Environmental Expo International than in 2012, when the biggest tradeshow for the environmental services industry moves to Indianapolis.

The renovated and expanded Indiana Convention Center will host the 32nd annual Expo Feb. 27-March 1, providing a simple-to-navigate exhibit space connected through skywalks to several modern hotels. Indiana, known as The Crossroads of America, is easy to reach by car, and the Circle City, as it's called, offers a state-of-the-art airport a short cab- or express bus-ride from downtown.

With 250 restaurants and clubs, and a large shopping mall connected to the complex of hotels serving the Expo, everything is within easy, climate-controlled reach. In fact, Expo attendees who stay in 4,700 interconnected hotel rooms will be a leisurely two- to three-minute walk from the exhibits.

"Visitors will walk back and forth to the exhibit hall, restaurants and shopping. And

they'll be able to do that without ever taking their jackets along," says Bob Kendall, owner of COLE Inc., the Expo sponsor. "This convenience will help create more networking opportunities than ever before at the Expo."

The quality of the new facilities will be matched by the exhibit and education offerings. The Expo will feature approximately 500 exhibitors who use this lofty stage to introduce the latest technologies in the wastewater industry to nearly 10,000 contractors from almost 50 countries. And interest in Expo Education Day continues to grow, with participants getting the cutting-edge training they crave.

Education Day kicks off Expo week with 40 seminars on Monday, Feb. 27, in new meeting rooms adjacent to the exhibit hall, with another 35 seminars planned for Tuesday and Wednesday. The doors to the hall swing open Tuesday through Thursday, Feb. 28-March 1. Hours for the exhibits are 9 a.m.-5 p.m. Tuesday and Wednesday and 9 a.m.-2 p.m. Thursday.

### **NETWORK & LEARN**

Several popular Expo events will continue as the show moves to Indy, according to Julie Gensler, Expo coordinator for COLE. The Expo will continue to offer fantastic networking opportunities, including roundtable discussions that were popular in 2011. An Industry Appreciation Night event is being planned for Tuesday, Feb. 28. The popular COLE Pub truck, which offers refreshments and a place for attendees to relax and unwind, will be moving into the exhibit hall for the first time.

And the Roe-D-Hoe competition, sponsored by the National Onsite Wastewater Recycling Association, will continue to attract top-notch machinery operators looking to win cash prizes for their skills, Gensler says.

New for 2012, the National Association of Wastewater Transporters is planning a series of events aimed at sparking friendly competition among pumpers, portable sanitation contractors and drain cleaners in attendance.



**“VISITORS WILL WALK BACK AND FORTH TO THE EXHIBIT HALL, RESTAURANTS AND SHOPPING. AND THEY’LL BE ABLE TO DO THAT WITHOUT EVER TAKING THEIR JACKETS ALONG.”**

**Bob Kendall**

Tracks of Education Day seminars are being presented by:

- National Onsite Wastewater Recycling Association
- National Association of Sewer Service Companies
- National Environmental Health Association
- National Association of Wastewater Transporters
- Portable Sanitation Association International
- Southern Sections Collection Systems Committee
- Northwest Michigan Onsite Wastewater Task Force

Another Education Day track of seminars will be presented by returning motivational speaker and business coach Scott Hunter. Additional seminars will be scheduled on Tuesday and Wednesday mornings, according to Gensler.

#### ACCOMMODATIONS

Expo lodging is plentiful within walking distance of the ICC. Hotels connected to the exhibit hall include several Marriott properties, the Westin, Hyatt Regency, Omni Severin and Crowne Plaza. Many more hotels are located only a block or two away, near the Indiana State Capitol, White River State Park and Monument Circle. Gensler recommends booking early by going to [www.pumpershow.com](http://www.pumpershow.com) and clicking on the “hotels & travel” tab.

Based on other events set for Indy in early 2012, there’s no doubt the city is up to the hospitality challenge of the Expo. Just before Pumper & Cleaner, Indianapolis will host the 2012 Super Bowl. Just after the Expo, the NCAA Final Four tips off at the Lucas Oil Stadium.

“The NFL chose Indianapolis for a reason,” says Kendall, referring to the hotel, restaurant and entertainment infrastructure that has exploded in recent years to make Indy a world class destination. With everything so handy, Kendall says folks who drive to the Expo will be able to park their cars and walk everywhere. And those who fly to Indy can cab it to their hotel and forget about needing to rent a car to get around.

“Once you’re there, you can stay there,” Kendall says. “Rental cars will not be necessary, which will save attendees a lot of money.”

Those who want to venture out further will find that other attractions are a short cab ride away, including fabled Indianapolis Motor Speedway, the eclectic Broad Ripple Village neighborhood or the Children’s Museum of Indianapolis, billed as the world’s biggest children’s museum, to name a few.

#### THE MAIN EVENT

Setting aside the many options for enter-

tainment, Kendall says there remains one overarching reason for environmental services contractors to head to the Expo.

“We continue to offer the premier showcase for the best products the industry has to offer,” he says. “The hands-on exhibits, networking and learning opportunities make this a can’t miss event for industry professionals.”

Early registration for the Expo costs just \$50 per person (until Jan. 20, 2012). At-the-door full registration is \$70 (\$50 for exhibits only). To learn more, go to [www.pumpershow.com](http://www.pumpershow.com) or call 866/933-2653. ■



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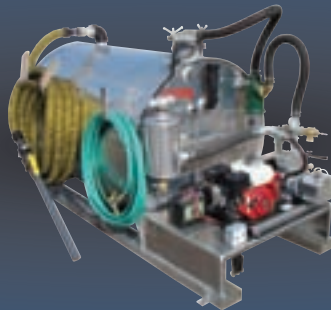
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# Exhaust Odor Control

## A POSTER IS LOOKING FOR VARIETY IN SCENTED OILS USED IN CONJUNCTION WITH THE VACUUM PUMP TO FRESHEN THE WORK ENVIRONMENT

This feature in Pumper reports noteworthy conversations that take place in Pumper Discussion, an email based forum for industry professionals sponsored by COLE Publishing. Pumper Discussion provides for the exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, 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.

### Question:

I get some good cherry-scented pump oil from a company called Surco, and wintergreen from another. Are there any other fragrances out there? And are there many other companies that supply scented oils?

### Answers:

Masport sells PumperScent. Chandler Equipment sells a scented vacuum pump oil, and I'm sure others do, but those come to mind.



I used the PumperScent on an older truck. That stuff flat out works. You have to keep the tank filled (refill every 2-3 days, depends on how much you're pumping), but it takes up valuable real estate on the truck since it's an add-on tank. I use the Chandler pump oil on my trucks now. Great consistency (manufacturer recommended if you're using Jurop pumps).

**THE PUMPERSCENT IS A BOX THAT IS INSTALLED AFTER YOUR OIL-CATCH MUFFLER. IT'S GOT A BUNCH OF WIFFLE-LIKE BALLS THAT THE OIL CLINGS TO. THEN WHEN THE PUMP RUNS, THE EXHAUST PASSES BY ALL THE SURFACES WITH THE OIL ON IT.**



The PumperScent is a box that is installed after your oil-catch muffler. It's got a bunch of Wiffle-like balls that the oil clings to. Then when the pump runs, the exhaust passes by all the surfaces with the oil on it. The oil is atomized (I think) into the exhaust air from the pump and makes it smell better.



At the Pumper & Cleaner Expo several years ago, I purchased some additive from Chempace to add to my regular pump oil, and am very pleased with it. It cut down the odor problem by 70 percent. I eliminated most of what was left using other means.



Did it work that well for grease traps too? Septic tanks aren't really a big problem; the wintergreen oil is just fine for that, but does almost nothing against the stench that some grease traps emit. When we had the Masport system, it was great. But all my trucks now don't have the room required for another tank bolted on.



The only way I have found to eliminate odors when cleaning grease trap tanks is to stop cleaning them. Sorry I cannot help you on this one.



We had a piston vacuum pump with vertical exhaust. It helped push the odor up and away. I want to try it on a vane pump, but would it blow oil all over the top of the truck? Anybody tried?



We have an exhaust on our pump and occasionally oil does spit out if you don't drain the pot, or if you run through your pump you can get a bath. But I make sure when pumping not to work near any cars, etc., just in case. ■

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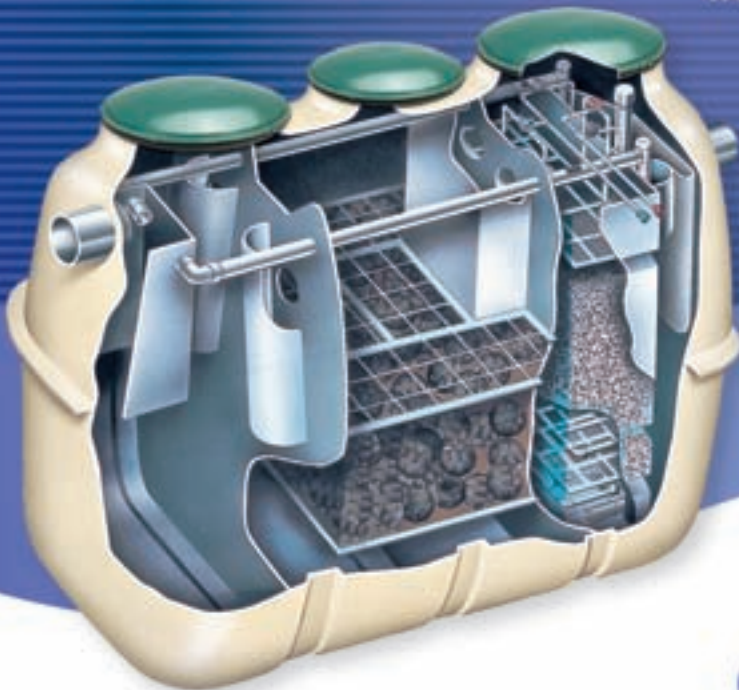


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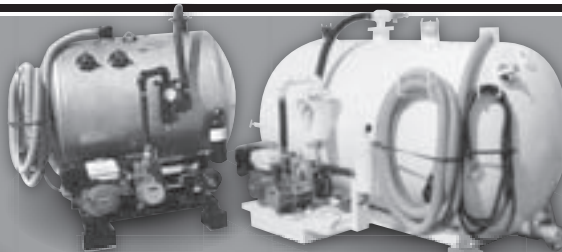
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# No Snowmobiling Over the Drainfield!

## HOMEOWNER WITH WINTER SEPTIC TANK WOES SHOULD OPT FOR A LITTLE BAD-WEATHER PREVENTIVE MAINTENANCE

By Roger E. Machmeier

**QUESTION:** I live in Northern Minnesota, and if I knew then what I know now, I would have insulated my septic tank when it was installed. For most of the winter, there is no snow on the ground over the tank because of the heat escaping. Everywhere else there's three or four feet of snow on the ground. We obviously put a lot of hot water in the tank.

Would it be any advantage to lay a 4- by 8-foot sheet of 2-inch expanded polystyrene on the ground over the tank (before snowfall) to help keep the heat in for better bacterial action? I would really hate to have to dig up the entire septic tank to insulate the top, but I am tired of having to drive around this sinkhole all winter with my snowmobile.

**ANSWER:** You won't like the first thing I am going to tell you: Change the location of your snowmobile trail! It is good you are not driving over your leachfield, and you should not drive over the septic tank either. If you place insulation on the ground and then run over that area and pack down the snow cover, you have lost much of the insulation value. Loose, fluffy snow is a good insulator, but packed snow is not.

The amount of heat loss depends on the material and the temperature difference between the two points under consideration. Heat loss from the cement cover of the septic tank to the soil surface depends on the temperature of the septic tank cover and the temperature of the soil surface. The colder the soil surface, the more the heat loss. It seems this is just common sense.

### SOIL MOISTURE

The resistance to losing heat through the soil depends on how wet the soil is. Kansas State University studied the resistance to heat transfer of fine-grained soil with 20 percent moisture content and found it to have an R-value of 1. By comparison, high-density polyurethane has an R-value between 5 and 5.4, so one can see how much better the polyurethane insulates to prevent heat loss. The higher the R-value, the greater the resistance to transferring heat.

When the heat from the septic tank moves through the soil and heats the soil surface above 32 degrees, snow cover will begin to melt. The water soaks into the soil, making the soil an even better conductor of heat.

While a soil with 20-percent moisture has an R-value of 1, a soil saturated with water from snowmelt would have an R-value approaching zero. So we definitely don't want to melt the snow. Heat should be prevented from moving through the soil. This means the proper place for the insulation is on the tank cover and along the upper sidewalls.

To properly insulate a septic tank, use expanded polystyrene over the cover and down along the sides at least two and preferably four feet. An opening should be made where the manhole is located to provide for future cleaning of the septic tank. Backfill the soil and establish a good grass cover over the septic tank area.

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.



**TO PROPERLY INSULATE A SEPTIC TANK, USE EXPANDED POLYSTYRENE OVER THE COVER AND DOWN ALONG THE SIDES AT LEAST TWO AND PREFERABLY FOUR FEET ... BACKFILL THE SOIL AND ESTABLISH A GOOD GRASS COVER OVER THE SEPTIC TANK AREA.**

I suspect from your inquiry you are a sewage system installer and have read my column in *Pumper*. I advise you and your fellow installers in the cold North Country to insulate every septic tank you install. Adding insulation at the time the tank is being installed is easy and inexpensive. That insulation will pay big dividends in the future.

And in answer to one of your questions, if more of the heat stays in the septic tank, the contents of the tank will be warmer. This increase in temperature will be beneficial to bacterial action in the tank. According to my colleagues who know bacteriology, the optimum temperature for bacteria is the temperature of the human body.

### FROZEN DRAINFIELD

There also can be a freezing problem over the drainfield, and an installer should advise his customers about this. I suggest leaving the grass cover over the drainfield as long as possible as it goes into the winter. If one is in an area with adequate snow cover, the longer grass will hold the snow over the drainfield. Even if there is little snow cover, the long grass will catch some snow and help insulate the area.

In areas where there is normally not a lot of snow, but extremely cold winter weather, drainfield freezing can be more of a problem than farther north where snow is common. Tree leaves, hay or straw can be good insulating material.

A frozen drainfield is a real problem, and the homeowner will either pay the expense of thawing it out and then covering it, or reduce water usage and have the septic tank pumped whenever it gets full. Either way, the solution will be expensive. The few dollars needed to cover the drainfield area against freezing would certainly be money well spent.

Before the days of snowmobiles, one did not have to worry about them packing down the snow on a drainfield. It is a good idea to set stakes around the drainfield area, connected with a light rope and blaze orange ribbons tied on the ropes. This should keep the snowmobiles off the drainfield area.

It is an excellent idea for installers to send a note to customers with suggestions about preventing drainfield freezing. Such contact with previous customers is sure to build a base for some new customers.

Good luck and happy snowmobile trails, but not over the septic tank and drainfield! ■





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## A MONTANA REGULATOR SAYS THERE'S HARD WORK AHEAD TRYING TO REVERSE THE BAD RAP GIVEN TO LAND APPLICATION OF SEPTAGE IN HER STATE AND ACROSS THE COUNTRY

By **Scottie Dayton**

Inflammatory statements and unfounded claims fuel much of the nationwide opposition to land-applied biosolids. Committed adversaries treat fallacies published on the Internet as gospel, while rejecting reputable studies by the U.S. Environmental Protection Agency, Water Environment Federation and other notable agencies.

While pumpers wonder where to dispose of their loads, many regulatory officials have tried every possible educational approach to turn the tide. Lacking results, they are resorting to courtrooms. For example, Evergreen Septic of Seaview, Wash., received a permit from the state Department of Ecology to spread biosolids on 80 acres of pasture.

After receiving complaints from some residents, the Wahkiakum County Commission banned land application. DOE sued the county, claiming that the department has the authority to regulate biosolids and that the county's ban is unconstitutional. The permit, according to DOE director Ted Sturdevant, was the most stringent, protective biosolids permit the department ever wrote.

In Montana, Frank and Vianna Larrabaster, owners of Robbins Septic Tank Service in Bozeman, submitted an application to the state Department of Environmental Quality for discharging septage on 20 acres of farmland owned by Robert Foster. The firestorm of uncivil opposition and threats so unnerved the business and land owner that they withdrew the application. In most of Montana, land application is the only legal disposal option. Opposition to it is mostly in the rapidly developing western part of the state.

Renai Hill, environmental science specialist, serves on the Septic Tank Pumpers Advisory Committee and works with pumpers as part of the Montana DEQ Permitting and Compliance Division. She spoke with Pumper about the challenges of communicating with oppositionists, the environmental threat they pose and a proposed mandate that could improve the situation.

### **Pumper: How did your biosolids program develop?**

**Hill:** The DEQ began managing the Septic Tank Pumper Program in 1998, and the department wrote the Septic Disposal and Licensing laws by pulling much of the information from the U.S. EPA Part 503 requirements. Septage may be land-applied, disposed at wastewater treatment facilities, septage processor/composters or Class II landfills. Land-applied septage can be injected into the soil, surface-applied and tilled in within six hours of application, or stabilized with lime to 12 pH and applied after 30 minutes. The department regulates 164 land application sites.

### **Pumper: How do pumpers obtain a land-application permit?**

**Hill:** They submit an application to the county for certification, and if it's approved, it comes to us for review. We look at site geology, topography, soils, hydrogeology and setbacks. The rules state that waste cannot be disposed of within 500 feet of occupied buildings, 150 feet of surface

water and 100 feet of roads or sources of drinking water. A site must be six feet or more from seasonally high groundwater and outside the 100-year floodplain. Also, waste cannot be dumped on slopes with a grade of more than 6 percent or 3 percent when the ground is flooded, frozen or snow covered. If the department finds anything that doesn't comply, the application is denied.

If the site meets all requirements, we mail an environmental assessment to other agencies and adjoining property owners for a 30-day public comment period to prevent unexamined, unintended and unwanted consequences. To the best of my knowledge, most concerns were addressed by the department or the applicants. Nine times out of 10, adamant objections come from people unaware that land application is a viable solution to waste disposal and done all across the United States and around the world.

### **Pumper: What is fueling the opposition?**

**Hill:** They believe land application will devalue their property, destroy their livelihoods and produce airborne contaminants. They believe that runoff will contaminate potable wells and gardens, and kill wildlife and their families.

Some opponents have moved to the state from urban areas. They buy a home in a rural subdivision and are not familiar with ranching or farms. While we have peer-reviewed scientific evidence that land application is safe, the Internet and other resources contain some false or exaggerated information. When concerned homeowners do a land-application search, it is difficult for them to ascertain what is accurate and what is not because they lack the technical knowledge to distinguish between the two.

Our best recourse is education. We explain the application and approval process. Pumpers have tried land application demonstrations. We've invited residents to proposed sites to show them the setbacks, and they still oppose it. I've attended public meetings where people have shown me Internet-based opposing articles and claimed them to be true. It's very hard to discuss issues when people are unwilling to listen.

### **Pumper: What do opponents propose pumpers do with the septage?**

**Hill:** Most believe that pumpers take it to wastewater treatment plants. We explain that facilities and lagoons cannot accept large influxes of septage without killing the microorganisms. Those opposed to land application believe that pumpers should pay for more disposal facilities. We explain that building and upgrading wastewater treatment plants fall to local governments and their taxpayers. Several pumpers have attempted to build dewatering facilities, but financial backing is the number one stumbling block.

### **Pumper: How are pumpers coping with the situation?**

**Hill:** Some sell their businesses. Others have closed them, but indi-



cated that they would resume operating once the economy improves. Several pumpers have filed for bankruptcy. Consequently, homeowners aren't having their systems pumped as often. We're seeing more backups and leaching drainfields polluting the environment. Many opponents served by onsite systems still don't understand the importance of septic maintenance.

**Pumper: What are the most popular onsite system technologies?**

**Hill:** No technology dominates because of the various soils, high groundwater and other limiting factors. We see everything from a septic tank discharging to a drainfield to complex treatment trains. County sanitarians and health officers regulate, approve and inspect the systems within their counties. The state becomes involved only for subdivisions or commercial developments.

**Pumper: Will special interest groups become strong enough to kill land application?**

**Hill:** I can't say. While opponents have threatened the department with lawsuits in the past, we've never gone to court because the pumper or property owner succumbs to pressure and withdraws the application. That is what happened to the Larrabasters and property owner Robert Foster. Larrabaster services five counties and wanted a central location to reduce travel time and conserve fuel. Instead, he'll continue hauling to his other site 45 minutes away.

We've pressed forward in other cases, but the pumper or landowner couldn't withstand the criticism. Environmentally conscious pumpers, farmers and ranchers can be intimidated by people who refuse to listen because they believe inaccurate information. One case turned a 45-day approval process into a six-month battle, in which the pumper and property owner were successful because they persisted.

The department averages about 10 applications per year. Last year, four sites were rejected because they didn't have enough land to apply the specified volume. The other six were approved without conflict, but a lot depends on the location. In 2009, we had one applicant withdraw due to pressure.

**Pumper: Why doesn't the state mandate that each county protect a percentage of the land from development?**

**Hill:** Because land use is a local government issue. The state has no authority to determine local land use or restrictions from use for private property owners. Some local governments are beginning to address septic issues. For example, the Lewis and Clark County Health Department became the first in the state to propose an onsite maintenance program. The plan offers homeowners two options. They can file paperwork detailing household water use and septic pumping history to help determine how often the system should be pumped. Or, they can hire county-certified inspectors to check their systems every four years and base a pumping schedule on the results.

If the program works well, it could expand to other counties. That will help the problem because health departments will educate homeowners about maintenance requirements, and train and certify those who want to maintain their systems. The program will target more vulnerable groundwater areas first, and be implemented over the next three to five years.

One new education initiative is our online humorous guide on septic maintenance for homeowners. Called *Under Ground Comics*, it uses the Old West and associated lingo, takeoffs on famous Hollywood Westerns and really clever cartoon panels to teach the good, the bad and the ugly about onsite systems. It's been very popular and that's encouraging. (Visit [www.deq.mt.gov/wqinfo/swp/default.mcp](http://www.deq.mt.gov/wqinfo/swp/default.mcp) and look for the cowboy on the left.) ■



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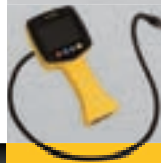
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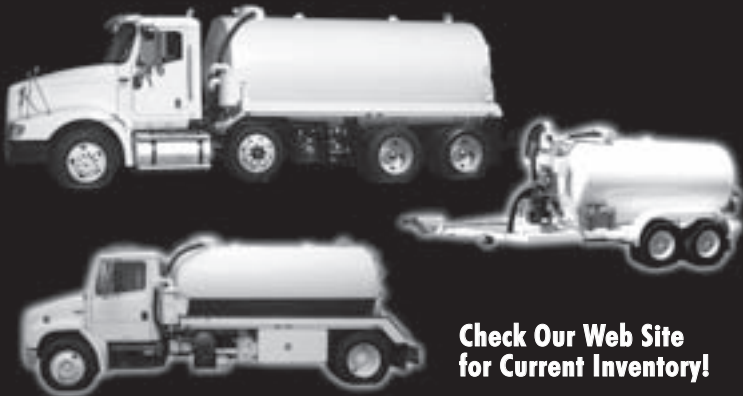
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# Avoid an Identity Crisis

## HERE ARE SEVERAL SIMPLE MEASURES YOU CAN TAKE TO SAFEGUARD PERSONAL INFORMATION AND PROTECT YOURSELF AGAINST THIEVES

By Erik Gunn

**“P**rotect your good name,” your grandmother probably told you one time or another.

She was probably talking about your reputation. These days, though, there’s a more literal meaning: Keep your name, and your bank accounts, from being stolen.

Some 9 million people a year may find personal information stolen through identity theft, according to the Federal Trade Commission. Not all such thefts lead to financial losses, but as the number shows, the risk is huge.

Just one example: In 2010, authorities in Providence, R.I., arrested a Russian man on suspicion of stealing the identity of an American who lived in Ireland. Federal prosecutors say the suspect had racked up a \$260,000 mortgage and \$14,000 in federal student loans. He also had a Social Security card in the name of the victim. According to The Associated Press, the suspect had been posing as the other man since as far back as 1993.

### TRICKS OF THE TRADE

Identity thieves can come by your personal data in all kinds of ways. Some rummage through your garbage for discarded bills or credit card solicitations. Some get it by ordinary theft – stealing your purse or wallet and pulling information from your documents.

**IDENTITY THIEVES OFTEN USE THE INFORMATION TO COMMIT CREDIT CARD FRAUD. THEY MIGHT USE IT TO OPEN NEW TELEPHONE, CABLE, ELECTRICITY OR OTHER ACCOUNTS IN YOUR NAME, OR TO HIJACK YOUR EXISTING ACCOUNT. THEY CAN USE YOUR NAME TO OPEN A BANK ACCOUNT AND WRITE BAD CHECKS ON IT, OR TAKE OUT A LOAN IN YOUR NAME.**

Then there are more sophisticated schemes. One is called phishing – using emails disguised as communication from a bank or credit card company to trick you into logging on to a phony website that then captures your account number and password.

Closely related is pretexting – calling you or companies you do business with and worming out your personal information by pretending to be someone such as a customer service representative of your bank, or maybe someone doing consumer research.

Then there’s skimming by retail clerks who surreptitiously enter your account information into their own memory-storage devices while processing your purchases. Some thieves may fill out an address-change form at the post office in your name, diverting your mail to them so they can steal information that arrives.

Identity thieves often use the information to commit credit card fraud, says the FTC. They might use it to open new telephone, cable,

electricity or other accounts in your name, or to hijack your existing account. They can use your name to open a bank account and write bad checks on it, or take out a loan in your name. Worse yet, they can tap directly into your account and drain your funds.

Government documents aren’t immune: Identity thieves have been known to obtain driver’s licenses or other identifications in the name of others, or even to file phony tax returns using your information and get a fraudulent refund from the IRS.

### OUNCE OF PREVENTION

Scary stuff, it’s true. But experts say a little common sense can go a long way to preventing identity theft. Here are some basic measures you can take:

**Be careful in giving out personal data.** Never give it out on the phone to someone who has called you; only give it to someone like a retail merchant or credit card company when you have initiated the call. And never give out personal information on a wireless phone call or using an unsecured wireless Internet connection.

**Be wary of emails.** Never trust an email that claims to be from your financial institution or other company you do business with and asks for information like your account number or password. Reputable businesses never solicit that information via email. In fact, avoid clicking on links directly from emails you haven’t solicited. Instead, enter Web addresses for the merchants you deal with yourself in your Internet browser.

**Buy a shredder.** Use it to destroy any financial records you no longer need to keep. Spend extra for one that doesn’t just slice up the documents vertically but cuts them into bits horizontally as well. And those credit-card solicitations that arrive in the mail? Shred them, too.

**Protect your Social Security number.** Don’t carry your Social Security card in your wallet, and make sure it’s in a secure place in your house or in a bank safe deposit box.

**Keep your information secure at home.** Don’t make personal data easy to find for strangers in your house – whether a handyman you’ve hired or your daughter’s new boyfriend.

**Regularly check your bank and credit card accounts.** Make sure you can account for every transaction you see there. Also, periodically review your credit report to make sure you know about all the transactions listed there. Some people discover they’ve been victimized when they see on their credit report a loan or credit card account they never signed up for.

### GETTING NOTIFIED

If you take those steps, you probably don’t need to sign up for expensive identity theft insurance, or even a fee-based credit monitoring

service from your credit card provider. The Privacy Rights Clearinghouse notes that you can sign up free for a fraud alert on your credit reports with any of the three credit reporting companies, even if you are not an identity theft victim. You only need to call one. They are:

- Experian: 888/397-3742
- TransUnion: 800/680-7289
- Equifax: 800/525-6285

The alert requires creditors to take certain steps before opening new accounts in your name. It also entitles you to free copies of your credit reports. The fraud alert lasts for 90 days, after which you can sign up again. "Look for inquiries from companies you haven't contacted, accounts you didn't open, and debts on your accounts that you can't explain," the FTC says.

### A POUND OF CURE

But what if the unthinkable happens, and you do fall victim? Report the incident immediately to police. Doing so will make it easier to get merchants or creditors to reverse fraudulent charges. While you're at it, report it to the FTC as well by calling 877/438-4338, going online to [www.ftc.gov/idtheft](http://www.ftc.gov/idtheft), or writing the Identity Theft Clearinghouse, Federal Trade Commission, Washington, D.C., 20580.

Also, report it immediately to every company with whom a fraudulent account was opened. Keep records of all your communications about the theft and make sure to verify that the disputed account or transaction is expunged from your record. And make sure to notify the credit bureaus about the matter.

If you follow the rules laid out here, the chances you'll have to make those calls are small. And your good name can stay that way – and make your grandmother proud. ■

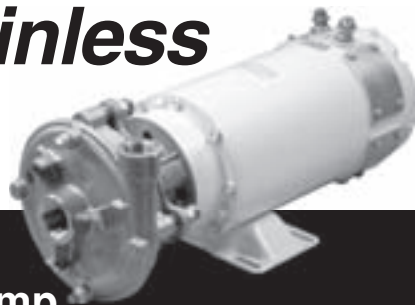
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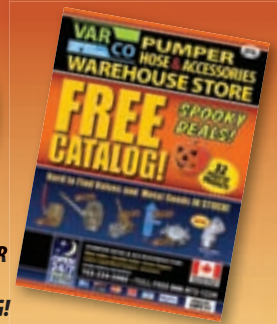








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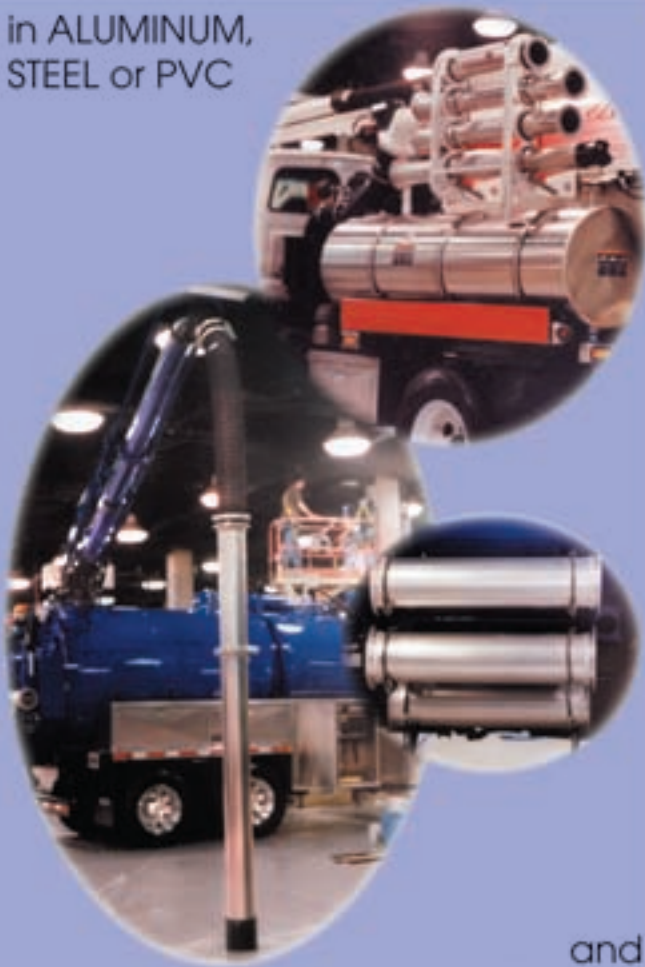




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## NAWT Accounting Tool Helps Determine Private Treatment Plant Feasibility

By Courtney Peterson

**T**odd Frank, an intern at the National Association of Wastewater Transporters, is developing an Excel spreadsheet with a feasibility study for pumpers considering building their own wastewater treatment facility. “Determining whether to build a processing plant is more complicated than just knowing what you pay to offload at a municipality,” Frank says. “You need receiving and processing equipment, electricity, holding tanks, polymers, odor control, dried solids and water disposal – it’s a long list with subcategories such as renting a building or constructing one.”

The spreadsheet begins with an input sheet where pumping contractors enter operating costs. The time-value money sheet then inserts expenses or recurring costs into the expense line and separates items into building depreciable assets and equipment depreciable assets. “I depreciated the building over 10 years and the equipment over five, but pumpers should talk to their accountants because they have multiple ways to depreciate items,” says Frank, a senior majoring in business administration at Ohio’s Ashland University.

To determine the bottom line, the program multiplies the number of gallons processed per year by disposal costs, then subtracts business expenses, depreciation and taxes to determine a net operating profit. “That’s similar to your net income,” Frank says. “The program adds depreciation to net operating profit to get free cash flow.”

The software takes the free cash flow from 10 years, discounts it into current dollars, and compares that number to the cost of equipment in today’s dollars. If cash flow from operations is greater than the cash flow of equipment, then it is financially feasible to start a processing facility.

To find the cost and freight of treatment components, Frank included links to manufacturers. “Doing this research emphasizes even more clearly everything that pumpers need to get started,” he says. “But it is important to remember that this is only the first step in the process. To determine the final number, pumpers must talk to their accountants and tax preparers. If it is possible for the plan to work, they know how to change the numbers and make it happen.”

Frank and his father, Tom Frank, who owns a full-service septic business in Huntsburg, Ohio, will talk about the program during Education Day at the Pumper & Cleaner Environmental Expo International. “You don’t have to be Excel literate to use the spreadsheets and understand what is going on,” Frank says. “It’s basically plugging in numbers and seeing what they say.” The spreadsheet is free for NAWT members at [www.nawt.org](http://www.nawt.org).

before initiating a real estate inspection. If you have not attended a course, consider attending the University of Arizona-sponsored NAWT Inspection Training & Certification course approved by ADEQ.

Your successful completion of the two-day course and certification test will result in being listed as a certified inspector with both NAWT and ADEQ. This list is posted on the NAWT website ([www.nawt.org](http://www.nawt.org)) and is visited by property owners and real estate agents engaged in the Arizona Transfer Inspection Program under AAC R18-9-A316.

The training will be Oct. 11-12 at the Maricopa County Cooperative Extension office, 4341 E. Broadway Road, Phoenix, Ariz.; 602/827-8200. The meeting time is 8 a.m. to 5 p.m. both days for first-time students and 8 a.m. to 5 p.m. the second day for recertifying students. Instructors are David Gustafson, P.E., and James Anderson, Ph.D. For more information, contact Janine Lane, [janinel@cals.arizona.edu](mailto:janinel@cals.arizona.edu), or at 928/782-5882.

### EDUCATION DAY AT THE EXPO

The Pumper & Cleaner Environmental Expo International provides attendees with informative, constructive and industry-oriented seminars. During Education Day on Monday, Feb. 27, 2012, NAWT is providing a lineup of speakers with valuable information for you and your company:

**8 a.m.** *What do I need to know about DOT requirements and why should I get involved with a professional?* Bob Kolvey, Motor Carrier Compliance and Safety

**9:30 a.m.** *Detailed pump and float discussion; covering how to set floats properly.* Kit Rosefield; California Onsite Wastewater Association Education Coordinator

**11 a.m.** *Certification and septic inspections: this could introduce inspection procedures and talk about importance of certification.* Jim Anderson, NAWT Education Coordinator

**1 p.m.** *What I need to evaluate to determine my facility costs.* Tom and Todd Frank, Tim Frank Septic Tank Cleaning, Huntsburg, Ohio

**2:30 p.m.** *Maintenance frequency standards and requirements.* Jeff Rachlin; Onsite Management Inc.; West Chester, Pa.

**4 p.m.** *Working with small communities on their wastewater treatment needs.* David Gustafson; University of Minnesota ■

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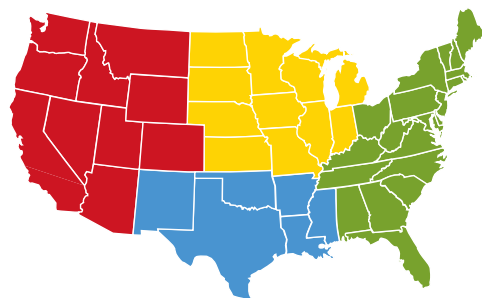
All inspectors for the Transfer of Property inspection program are required to attend an Arizona Department of Environmental Quality-approved course




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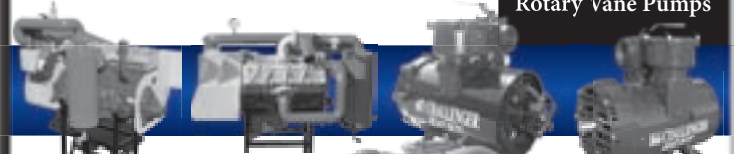


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## New Grease Trap Offers Small Footprint For Versatile Use

The new **500-gallon grease trap** manufactured by **Aero-Tech** features just one tank instead of three, which makes it easier to install in tight quarters, and only one access hole instead of a more conventional three, which allows for faster pumping.

Made of durable fiberglass, the cylindrical tank measures 48 inches in diameter and 90 inches tall. It features three compartments within one tank, as opposed to the more typical configuration of three separate tanks plumbed together, which creates a larger, rectangular footprint, says Dan Papczynski, who heads up sales and product design for Aero-Tech.

The trap, which has a 180-degree outlet and can handle 500 gpd, requires no internal pump. Instead, gravity forces water through two inlet holes and baffle systems before it leaves the tank. The colder underground soil temperatures cool the water in the tank, which makes the grease congeal and float to the water's surface. Most of the grease gets trapped in the first compartment, Papczynski says.

Another key feature of the trap is its one-access hole design, which improves productivity by enabling pumpers to service all three compartments without twice removing and reinserting a hose. In addition, the lid is square (2 feet by 2 feet), which provides easier access than the more common 2-foot-diameter round lid. It's also hinged, which makes it impossible to lose, Papczynski says.

"Instead of the usual three lids to open, there's only one, which saves time," says Mark Aker, owner of Aero-Tech. "There's less odor released, too, because it takes less time to pump it out. That's especially important for the restaurant that gets serviced in the middle of the day ... the faster the pumper can do his job, the better it is for the restaurant or business."

The tank is installed between the kitchen discharge and a septic system or sewer line. It's designed primarily for underground installation, but can be installed above ground, too, under certain applications.

Because the tank weighs less than 500 pounds, installation does not require heavy equipment, such as a crane. "You can install it with a backhoe," Aker says, noting that metal rings under the unit's top lip accommodate chains for lifting/lowering.

The tank can be used in different applications, such as trapping sediment and waste discharged from car washes, but is designed primarily as a grease trap. It's suitable for new construction, as a replacement for existing traps or installation at older buildings that should have a grease trap, but don't, Papczynski says.

"We run into a lot of commercial applications – usually restaurants – where grease tanks aren't present ... things don't always get built the way they're supposed to," Aker notes. "As a result, they run their grease right into the septic tank with the sewage, which plugs up the leachfield. And typically, the trap needs to be located right outside a building, where there's already limited space for one, which is why we decided to develop this product."

**574/935-0908; www.aerotech-atu.com.**



## Max-Life Introduces Grit Catcher

The **Vac Trap grit catcher** from **Max Life Mfg. Corp.** features a 6- to 24-inch throat for easier connection to vacuum tubes and a back stop leg that prevents the device from becoming stuck in a pipe. The grit catcher connects to any combination vacuum cleaner tube. **888/873-6295; www.flexmax.com.**

Vac Trap Grit Catcher from Max Life Mfg. Corp.



## Serious Thermal Introduces Ground-Thawing Machine

The **Serious Toaster ground-thawing machine** from **Serious Thermal Products Ltd.** thaws up to 1.6 inches deep per hour in a 2-foot by 10-foot area. Multiple units can be placed in a series or other configuration to accommodate larger applications. The unit is controlled by a solid-state electronic system and fueled by propane. Delivering 60,000 Btus, it produces no open flame and can

be placed next to buildings and utility pedestals. Weighing 345 pounds, the units fit in a standard pickup bed and can be moved by two people. They can operate in temperatures down to -40 degrees F.

**403/671-7393; www.serious toaster.com.**



Serious Toaster from Serious Thermal Products Ltd.

## New Pig Introduces Drum Containment Bag

The **drum containment bag** from **New Pig Corp.** provides secondary containment and an easy way to hoist containers on and off trucks. Features include 6,000-pound capacity lifting straps, UN rated for Packing Group II solids, puncture-resistant, PVC-coated shell that clips shut, abrasion-resistant bottom and removable poly liner to contain leaks. **800/468-4647; www.newpig.com.**

Drum Containment Bag from New Pig Corp.



## Franklin Introduces Little Giant Sewage Pumps

**Little Giant Model 9SN and 10SN sewage pumps** from **Franklin Electric** feature permanent split capacitor motors for low current draw, improved performance and cool running. Built on the 9S platform, the 4/10-hp 9SN uses 8.5 amps while producing 110 gpm at 5 feet of head and reaching maximum shutoff of 20 feet. The 1/2-hp 10SN, with 9.5-amp rating, delivers 120 gpm at 5 feet of head and has a maximum shutoff of 25 feet. **260/824-2900; www.franklin-electric.com.**

Little Giant Sewage Pump from Franklin Electric



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**Heavy-duty SPX hose pumps** from **Bredel** are made for sludge handling, filter press/centrifuge feed and line and carbon slurries. Hose technology enables the unit to pump grit-filled sludge. The pumps are maintenance-free with no seals to replace, no valves to clog and no rotors, stators or lobes to wear out. **800/282-8823; www.wmpg.com.**



SPX Hose Pumps from Bredel



X-Pert S5 PE-RT Pipe from Roth Industries Inc.

## Roth Introduces Pipe with Oxygen Barrier

**X-Pert S5 PE-RT pipe with oxygen barrier** from **Roth Industries Inc.** is made with DOWLEX 2344 polyethylene co-polymer resin for high temperature resistance and hydronic heating. The five-layer pipe (ethylene vinyl alcohol polymer sandwiched between two layers of DOWLEX and two layers of adhesive) features a smooth surface for improved flow, long-term strength and protection against oxidation. **315/475-0100; www.roth-usa.com.**

## CEAttachments Introduces Stump Removal Bucket

The **EDGE stump removal skid-steer bucket** from **CEAttachments Inc.** is made for removing tree stumps, roots and digging ditches or moving and placing rocks. The attachment features three 23 Series cast steel teeth that cut through roots or help extract stumps with a tilt of the quick-attach. It has a 1/2-inch, laser-cut, funnel-shaped steel bucket with 1-inch-thick cutting edge. The bucket has an overall length of 62.5 inches, is 46 inches wide and 20 inches high. **866/232-8224; www.ceattachments.com.**



EDGE Stump Removal Bucket from CEAttachments Inc.

## Viking Pump Offers Repair Kit

**Repair part kits** from **Viking Pump** are available for most standard pumps. Seal kits include shaft seal, O-rings, gaskets, seal lubricant, bearings and bearing housing hardware. Rebuild kits include parts commonly needed for a complete wet-end rebuild, including idler and bushing, head and pin assembly, bracket or casing bushing and fasteners. Each kit includes an exploded diagram and parts lists with a link to the pump's technical service manual. **319/266-1741; www.vikingpump.com.**

Repair Part Kits from Viking Pump



## Powerblanket Offers Wraparound DEF Heaters

**Wraparound diesel exhaust fluid (DEF) heaters** from **Powerblanket** offer temperature control for totes, pumps and dispensing units. Utilizing GreenHeat technology, the heaters safely and consistently warm equipment without compromising chemical integrity. By applying heat externally to a DEF container, the heaters eliminate the potential for contamination, localized boiling and purity failures. Standard blankets are rated to -10 degrees F; Arctic versions are rated to -40 degrees F. Certified to UL, CSA and ETL safety standards, the blankets are available for 275- to 330-gallon tote sizes. Custom sizes are available. **877/398-7407; www.powerblanket.com.**



Wraparound DEF Heater from Powerblanket

## Water Cannon Offers Anniversary Pressure Washer

The 30th Anniversary skid-style, **Honda-powered hot water pressure washer** from **Water Cannon** is customizable with psi ratings from 3,000 to 4,200. The self-contained washer has a 15-gallon fuel tank and 12- or 15-volt battery in a marine duty battery box. The 12-volt unit includes a 20-amp charging system, while the 15-volt model includes a 2,400-watt generator. The powder-coated frame can be equipped with an electric-start Subaru engine and further customized with pumps from Cat, General Pump and Annovi Reverberi. Features include schedule 80 coil to heat water using minimal fuel, stainless steel coil wrap, burner hood and Beckett burners. Other features include control panel, adjustable thermostat and safety pressure release valve. **800/333-9274; www.watercannon.com.**



Honda-Powered Hot Water Pressure Washer from Water Cannon

## SJE-Rhombus Introduces Double Float Switch

The **Double Float Master mechanical pump switch** from **SJE-Rhombus** has a pumping range of 3 to 48 inches and amp rating of 15 FLA at 120 VAC or 240 VAC. The switch consists of two narrow-angle mechanical floats and a splice tube with holding relay that enables the float to function in series. The holding relay eliminates pump chatter in turbulent conditions, allowing the switch to operate relay control panels for larger pump applications. **888/342-5753; www.sjerrhombus.com.**



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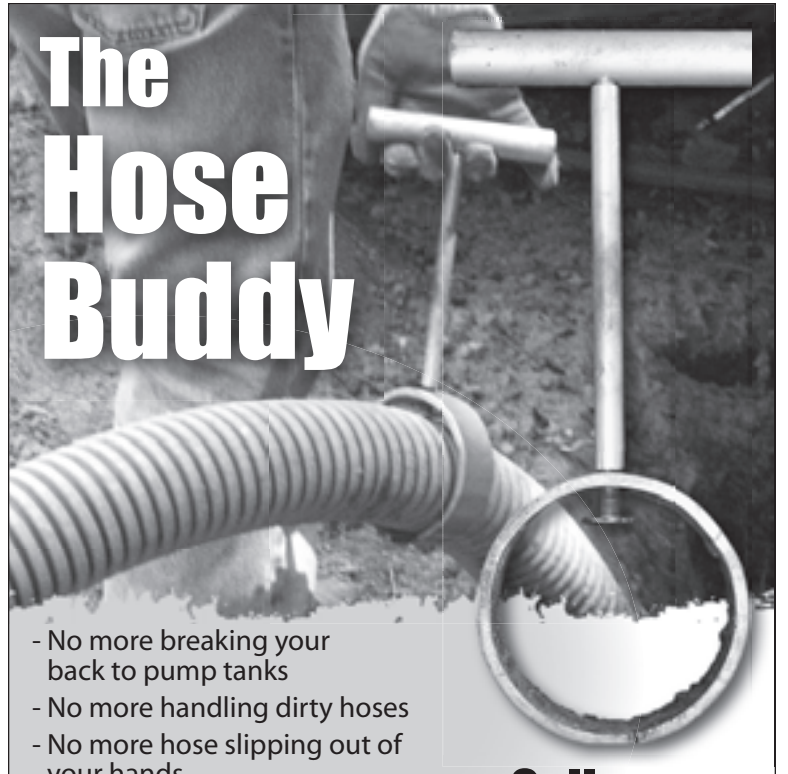
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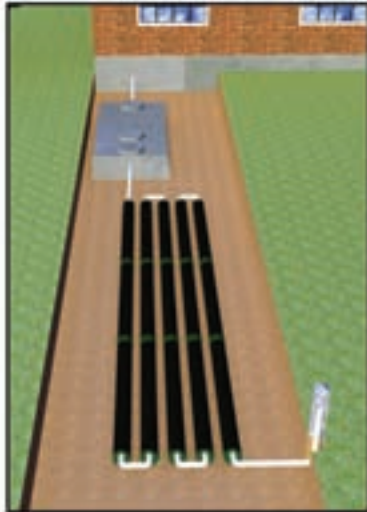
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## Industry NEWS



Shawn King

### Wastequip Names VP, Launches Ad Campaign

Wastequip promoted Shawn King to vice president of sales, responsible for outside sales. She has held various marketing, sales and product management positions and was most recently vice president of marketing for Wastequip. The company also launched a print advertising campaign to focus on challenges and solutions for the industry. The ads will run throughout the year.

### Bio-Microbics Receives Kansas Export Award

Bio-Microbics, manufacturer of decentralized wastewater treatment systems, received the 2011 Kansas Governor's Exporter of the Year Award. Presented by Gov. Sam Brownback, the award recognizes a Kansas company for exceptional international marketing success. Based in Shawnee, Kan., Bio-Microbics was among five finalists announced by the Kansas Department of Commerce in conjunction with the Kansas International Trade Coordinating Council. Candidates are judged on effective use of international distributors or offices, foreign language promotional materials, innovations in global marketing, joint ventures, long-range strategies for future growth, new product, new export markets, percentage increase in jobs and sales and participation in international expositions.

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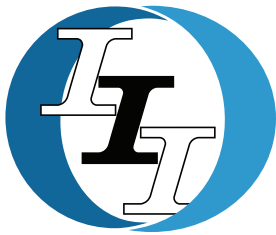
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Elastec/American CFO Jeff Bohleber (right) receives the 2011 Illinois Export Award from Gov. Pat Quinn.

### Elastec/American Marine Receives Export Award

Elastec/American Marine, Carmi, Ill., received the 2011 Governor's Export Excellence Award in the small-sized category for continuing excellence during Illinois Export Week, June 20-24, in Chicago. The award was presented by Gov. Pat Quinn, the Illinois Department of Commerce and Economic Opportunity and the Office of Trade and Investment. ■



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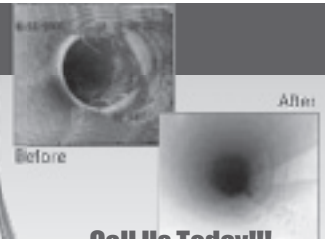
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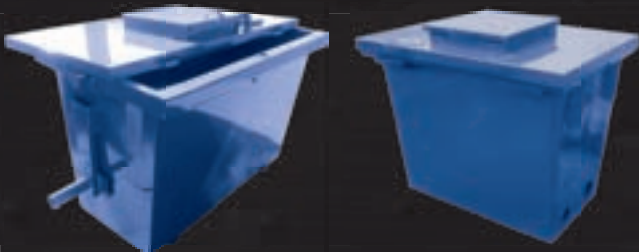
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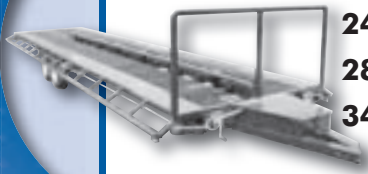


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By **Scottie Dayton**

## **WISCONSIN:** **Exempting Surface Discharge**

The July Wisconsin Onsite Water Recycling Association newsletter details members' efforts to stop legislation to offset the cost of replacing failed systems and maintenance by allowing surface discharge and permitting residents to decide when to pump their septic tanks.

Legislators also bowed to pressure from individuals not wanting to pay for pumping and inspections. They pushed to repeal the mandatory six-hour maintenance class to care for their systems or have the state pay for it. "One resident said that he doesn't have to look in his septic tank to determine whether it needs pumping because he found a chart online telling how often to pump a tank based on size and number of occupants," says WOWRA Board President Todd Stair.

Rep. Jerry Petrowski (R-Marathon) will re-introduce the bill when the legislature reconvenes. "Once people become ill from surface discharge pathogens, headlines across the country will scream about the dangers of onsite systems," Stair says. "Every industry professional must fight such dangerous and misguided legislation."

## **INDIANA:** **Septic System Workshop**

The Greene County Soil and Water Conservation District developed a six-hour Septic Workshop for homeowners, buyers, real estate agents, housing inspectors, loan officers and appraisers. The first workshop featured Debbie Barnhizer of the state Department of Health discussing matching onsite systems to the situation and Alan Dunn, residential sewage disposal program director for the department, explaining operating permits. The final class covered how to close a sale on properties with failing systems.

## **ALBERTA, CANADA:** **New Permit Application Forms**

The Alberta Onsite Wastewater Management Association developed an enforcement framework that identifies systems not built to code and applies corrective action. Finalization of the details was expected by late summer. The association also submitted to Municipal Affairs a revised proposal that included an extra review day added to the six-day training program, and requiring soils field classes for certification. Since some provincial permit applications are too lengthy to be practical, AOWMA designed new forms and asked an installer, inspector and municipality to rate their effectiveness. The form they chose became the standard.

## **IOWA:** **Community Aid Spurs Education**

The Iowa Onsite Waste Water Association worked with Heartland Hills Habitat for Humanity to bring onsite technology to a home on an abandoned naval base near Waverly. Doug Bird, public health sanitarian for Bremer County and IOWWA board member, coordinated the project and used it as an advanced treatment training session.

More than 30 installers and sanitarians learned about the AP-500 Set-N-Go aerobic treatment unit. Hydro Action Industries donated the

## calendar

### **Oct. 6-7**

National Association of Wastewater Transporters and California Onsite Wastewater Association Education Forum and Technology Exhibition, Jackson Rancheria Casino & Resort, Jackson, Calif. Call Courtney Peterson at 800/236-6298 or visit [www.nawt.org](http://www.nawt.org).

### **Oct. 11-12**

Delaware On-Site Wastewater Recycling Association Technical Conference and Exhibition, Dover Downs Hotel and Casino, Dover. Call Ben Miller at 302/383-5391 or visit [www.dowra.org](http://www.dowra.org)

ATU and 300-gallon pump tank. Midwest Pipe Supply, Mid Country Machinery, and Advanced Drainage Systems supplied other major components. Equipment and labor were donated by Crystal Heating and Plumbing, Deike Excavating, Municipal Supply, River to River Onsite Septic Solutions, Wikner Trucking, and Toby's Dirt Work.

## **MASSACHUSETTS:** **Beavers Threaten Onsite System**

A beaver dam in a 48-inch culvert in Southborough caused floodwaters to back up and threaten a resident's onsite system. The low-lying area typically floods at least once a year even when the culvert is clear. Workers from the Department of Public Works inserted three pipes to restore flow until the Board of Health approved a 10-day emergency trapping permit. The state banned beaver trapping in 1996.

## training & EDUCATION

### **Alabama**

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

- Nov. 16-18 – Advanced Installer II
- Dec. 1-2 – Continuing Education

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

### **Arizona**

The Arizona Onsite Wastewater Recycling Association in sponsorship with the University of Arizona Onsite Wastewater Education Program has an Advanced Soil and Site Evaluation class on Nov. 2-3 in Payson. Call Kitt Farrell-Poe at 520/621-7221, email [kittfp@ag.arizona.edu](mailto:kittfp@ag.arizona.edu) or visit <http://ag.arizona.edu/waterquality/onsite>.

### **California**

The California Onsite Wastewater Association is offering these NAWT classes:

- Nov. 1-2 – NAWT Operation and Maintenance, Part 2, Mill Valley
  - Dec. 9 – NAWT Installer Training, Citrus Heights
- Call Kit Rosefield at 530/513-6658 or visit [www.cowa.org](http://www.cowa.org).

## Georgia

The University of Georgia College of Agriculture & Environmental Sciences has these courses:

- Nov. 2 – Onsite Wastewater Management, Fulton
- Nov. 8 – Contractors and Pumpers, Fulton
- Nov. 15 – Contractors and Pumpers, Brunswick
- Nov. 16 – Contractors and Pumpers, Brunswick

Contact the Continuing Education Center at 770/229-3477 or [conteduc@uga.edu](mailto:conteduc@uga.edu).

## Iowa

The Iowa Onsite Wastewater Association has the Basic and Advanced CIOWTS Installer Pre-test on Nov. 11-12 in Prairie City. Contact Alice Vinsand at 515/225-1051, [execdir@iowwa.com](mailto:execdir@iowwa.com) or visit [www.iowwa.com](http://www.iowwa.com).

## Minnesota

The University of Minnesota Water Resources Center has these classes:

- Nov. 30-Dec. 1 – General Continuing Education, St. Cloud
- Dec. 7-8 – Installer, Continuing Education, Brainerd
- Dec. 8 – Pipelayer Certification, Brainerd
- Dec. 13-14 – General Continuing Education, Mankato

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

## Missouri

The Missouri Smallflows Organization has these CEU courses:

- Nov. 9 – Pumps, Panels, Electrical, Cape Girardeau
- Nov. 10 – Earthen Structures, Cape Girardeau
- Nov. 15 – Selling Systems, Branson
- Nov. 16 – Aerated Treatment Units, Branson
- Dec. 6-7 – Operations and Maintenance, St. Louis
- Dec. 12 – Drip Irrigation, Springfield
- Dec. 13 – Pumps, Panels, and Electrical, Springfield

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

## Nebraska

The University of Nebraska-Lincoln Extension has these state-approved courses:

- Nov. 17 – Planning and Sizing a System, Mead
- Nov. 18 – Operation and Maintenance, Mead
- Dec. 8 – Planning and Sizing a System, Omaha
- Dec. 9 – Operation and Maintenance, Omaha

Call the extension at 402/472-9390 or visit [www.deq.state.ne.us/WasteWat.nsf/pages/OnsitePDH](http://www.deq.state.ne.us/WasteWat.nsf/pages/OnsitePDH).

## New England

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

- Nov. 3 – Rhode Island Designer Examination Prep
- Nov. 9 – AutoCALCS - Automated Support Materials for Pump Timers, Tanks, Chambers, BSF Sizing and Buoyancy Calculations
- Nov. 17 – Identifying and Managing High-Strength Wastewater
- Dec. 1 – Rhode Island Regulatory Setbacks and Buffers
- Dec. 8 – Nitrogen in the Environment and Onsite Systems
- Dec. 15 – Designing Nitrogen Removal Technologies

Call 401/874-5950 or visit [www.uri.edu/ce/wq](http://www.uri.edu/ce/wq). For soil courses, call Mark Stolt at 401/874-2915 or email [mstolt@uri.edu](mailto:mstolt@uri.edu).

## North Carolina

North Carolina State University has these courses:

- Nov. 1 – Profiling Soils, Morganton
- Nov. 3 – Water Movement and Treatment through Soils, Morganton
- Nov. 14 – Basic System Troubleshooting, Mills River
- Nov. 15 – Pump System Field Course: Advanced Monitoring and Troubleshooting, Mills River
- Nov. 30 – Advanced Troubleshooting of Onsite System Malfunctions, Raleigh
- Dec. 6 – Inspector Field Practicum, Manteo
- Dec. 7 – Basic System Troubleshooting, Manteo
- Dec. 8 – Inspector Field Practicum, Raleigh
- Dec. 14 – Flow Equalization and Timed Dosing, Raleigh
- Dec. 15 – Pump System Design, Raleigh
- Dec. 16 – Advanced Design Lab, Raleigh

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 a four-hour septage management training and three-hour land application seminar Dec. 10 in Raleigh. Call Joe McClees at 252/249-1097 or visit [www.ncpumpergroup.org](http://www.ncpumpergroup.org) or [www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org).

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

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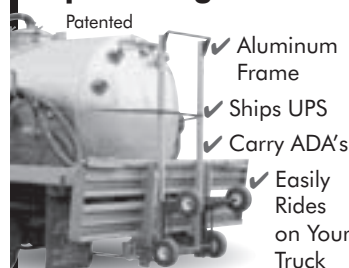


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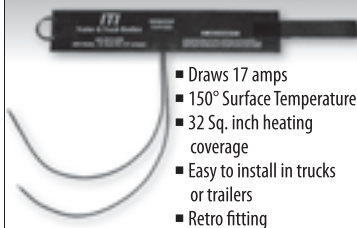
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FOR SALE: Successful Portable Restroom Business located in Boise, Idaho. Established 18 years with a loyal customer base, city and government contracts. Grossed \$650,000 last year. 1500 units, 6 International service trucks, 3 flatbeds and 2 sales trucks. Asking price \$600,000. 208-250-6631; email [abcsan@att.net](mailto:abcsan@att.net). (P11)

FOR SALE: Well established portable restroom business located in Central Massachusetts. The business boasts a long time and loyal client base with approximately 65-75% of our units out on rental at this time. All equipment has been meticulously maintained by our on site mechanic and includes 7 pumper/service trucks, 2,900 gallon pumpers, 1000+ portable restrooms including handicap, deluxe, and trailered VIP units, as well as hand washing stations, urinals, and trailers. Serious inquiries only. Email [Juan@acc-const.com](mailto:Juan@acc-const.com) for further details. (P11)

## BUSINESSES

**WANTED:** Septic acquisitions and investment opportunities in New England. Are you a strong operator who wants to be part of something bigger? Or are you concerned about retirement and thinking about an exit strategy? If so we'd like to speak with you. All responses kept confidential. Please contact Todd McMahon at [mcmahon@arrayfs.com](mailto:mcmahon@arrayfs.com) or leave a message at 781-829-0014. (P01)

PORTABLE TOILET BUSINESS. Family owned and operated in SE Wisconsin for 31 years. 324 units, 4 service trucks, 3 with SS tanks, 2 trailers. All supplies. Years of repeat customers w/ \$200,000 in annual sales. Offered at \$249,000. 1-800-246-7736. WI. (P12)

## BUSINESS OPPORTUNITIES

ON-SITE TREATMENT SYSTEM RESELLERS WANTED. Tired of referring customers to someone else because you aren't equipped to solve their problems? Does \$4,800.00+ per repair order with high margins interest you? We offer an alternative solution because it's not a matter of **IF** your customer's septic system will fail, it is a matter of **WHEN** it will fail. To learn about our aerobic recovery units, call David at David J. Burnie Management Inc., 1-866-980-1440. 30 years experience with on-site septic systems. New England and other states available. (P12)

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

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste fryer grease and oil (yellow grease) only. **No trap grease.** Big \$. Over 30 yrs. experience. Will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. Dewey Walker. 813-752-9535 or 813-758-2552. (PBM)

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

**USED COOKING OIL RECYCLING.** Now is the time to enter into the lucrative used cooking oil recycling industry. A must for anyone in the pumping or bio-diesel business. Prices are at an all-time high and fuel credits are in place. Call for consulting services or to order our non-technical, easy to read manual on how to recycle used cooking oil. Visit [WWW.GREASERECYCLING.COM](http://WWW.GREASERECYCLING.COM) or call 321-202-6688. (P10)

## BUSINESSES WANTED

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

## COMPUTER SOFTWARE

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

## DEWATERING

**6-YD. DEWATERING BOX:** Stainless steel interior in excellent condition. Comes with or without 8-ton hydraulic dump trailer. \$7,000 dewatering box only; \$5,000 trailer only, or both for \$10,000. Save \$2,000. Call 910-738-5311 NC. (P12C01)

Are you considering purchasing OR are you frustrated with your current Dewatering Box?? I have a better way! Call me to learn more. 317-539-7304. (P02)



**DEMO 25-YD DEWATERING FILTER BOX:** Complete roll-over tarp system with fiberglass bows, filter media, center wall, loading manifold, drain and wash-out ports, rear door with quick release handle, safety and quick close latch. Like new. \$21,000. Also complete polymer system available. **Call for more info.**  
**863-984-8994** P10

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

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



## DEWATERING

2007 Lely Maximizer & 2002 Hydrotower trash screening units. Both in great shape and used little. Lely: \$25,000. Hydrotower: \$8,000. \$30,000 for both! 802-524-7013, ask for Paul or Justin. VT. (P01)

## DRAINFIELD RESTORATION

**Soil Shaker 2000.** Universal skid steer attachment for drainfield restoration. Buy factory direct \$6,250. [www.soilshaker.com](http://www.soilshaker.com) or call 320-293-6644. (P1-12)

**TERRALIFT:** A little over 10 years old, 200 hours, excellent condition, 5 boxes of beads, tandem metal trailer specially built. \$9,000. 989-975-9470 MI. (P10)

**TERRALIFT 2000:** 2002 model year, 228 hours, excellent condition. \$12,500. 574-256-1465 or 574-532-3559 IN. (P10)

**DO YOU OWN A TERRALIFT MACHINE?** We have the beads in stock and we also have heavy duty 6' probes. Toll Free 1-888-252-1006. (P01)

**TERRALIFT FOR SALE:** 1995 LT 11 model, recently rebuilt and painted. Very well maintained and runs great. \$10,500. Contact Brian 218-428-0391 MN. (PBM)

## HAZARDOUS WASTE UNITS

2002 Freightliner, Presvac Powervac 3,200 gallon, 3,800 CFM 27" blower, DOT certified, dump/door, 450 HP Cat with Fuller trans. Tri-axle with alum. buds. New blower just installed. KLM Companies, 617-909-9044. (P10)

2000 Mack RD6885 cab & chassis with a 4,000 gallon, C/S, DOT certified vacuum tank unit with PV750 pump. (Stock #1460V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

2012 Freightliner M2 with new Presvac 3,200 gallon stainless steel DOT certified dump and door vacuum tank. 900 CFM blower, 330 HP. KLM Companies, 617-909-9044. (P10)

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

New 3200 US gallon carbon steel DOT certified 407/412 vacuum tank. Dump type with full open rear door and Presvac PVB 750 vacuum-pressure pump installed on a 2012 Peterbilt 348 cab and chassis. (Stock #13490A-D) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## HAZARDOUS WASTE UNITS

1997 Freightliner with Presvac 2300 gallon DOT certified vacuum tank, Presvac PV750 vacuum pump with new paint and tank inspections. KLM Companies, 617-909-9044. (P10)

1998 Mack RD6885 with a 3000 US gallon DOT certified, carbon steel vacuum tank unit. (Stock #6653V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

2009 Freightliner with Presvac Powervac wet/dry vac with 3,200 gallon DOT-certified vacuum tank with dump and door. Remote controls with full boom and vacuum off-loading pump. 450 HP tri-axle unit with all options. 900 hours/ 15K mileage. Must see. KLM Companies, 617-909-9044. (P10)

2011 Peterbilt 365 POWERVAC 3800, 3000 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)

1994 Brenner 6,000 gallon stainless steel non-code straight barrel vacuum trailer. Air ride suspension with 6" discharge. KLM Companies, 617-909-9044. (P10)

POWERVAC 3800, 3,250 U.S. gallon, carbon steel vacuum tanker with a Hibon PD blower 3800 SCFM with vacuum to 27" mercury. Dump Type; D.O.T. 407/412 regulations. (Stock #4931C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT 9822-8648) (PBM)

2002 Presvac 5,500 gallon DOT certified self-contained 2-compartment vacuum trailer. Air ride, alum. buds in excellent condition at original thickness. Like new condition. KLM Companies, 617-909-9044. (P10)

## HYDRO EXCAVATING EQUIPMENT



**2004 Vactor 2122HXX Hydro Excavator:** 2004 Sterling LT9501, Cat C-12 engine, EF trans, hyd. boom & pendant cnt., 94K miles, 6600 hrs. ONLY.....\$165,000  
**Matt @ 330-270-0700 X118 OH** P10

## JETTER SALES TRAINING

**DRAIN JETTER NOT STAYING BUSY??** Call Denny for the best in marketing and sales programs (30 years experience). PHCC/QSC partner (10 years). Classes held monthly; guaranteed results. 1-800-624-8186. (CP12)

## JETTERS-TRAILER

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

## JETTERS-TRUCK

2006 GMC TC6500 cab & chassis truck mounted jetting unit with Jet Eye camera system, 3,000 psi @ 50 gpm, 1,000 gallons water, 600' hose, 500 cfm blower, 1/2-yd. debris tank and attachments. **\$129,000 purchase price!** (Stock #13234) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## JET VACS

(2) 1995 Ford L8000 VAC-CON V-290 s/a, 2-stage fan, 9 cu. yd. debris tank, 1000g water w/jetter 2500psi@60gpm JOHN DEERE diesel, \$27,500 ea. OBO. Call JACKIE 334-347-0905 AL; rod2dod@gmail.com. (P10)



**1989 Volvo-White Vactor 810C Combination Jet Vac:** Cummins 300 hp diesel, 41,897 miles, 10-yd. debris, 665 rear engine hours.....\$19,900  
**Frank King**  
**978-452-7750 MA** PBM

1996 Vactor 2110, PD blower, 60 gpm, 2000 psi pump, extendible boom, articulating hose reel, epoxy-coated debris tank. See pictures at [www.empireequip.com](http://www.empireequip.com). Truck located in Fresno, CA. \$45,000. Call 559-276-0186. (CPBM)

1998 International cab & chassis with a Vactor 2100 combination unit. (Stock #1914C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## JET VACS



**1995 Keith Huber King Vac, 1997 Kenworth T800:** 3,000 gallons, 42,000# rear, 18,000# front, 10-sp. 181,636 miles.....\$149,000  
[www.AffordableEquipmentInc.com](http://www.AffordableEquipmentInc.com)  
**503-682-8000 OR** P10

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



**2003 Sterling L7500 Vac Truck:** Cat 3125 @ 315 HP, A/T, 55K miles, spring susp., 2003 Vac-Con V390LHAD, 3 compressor fans, 10' telescopic boom, HS drive, articulating hose reel, hi-dump debris tank.....\$99,500  
**715-546-2680 WI** PBM

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

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



**1988 Ford L8000 Vac Truck:** Ford @ 210 hp, A/T, 81K miles, 6K hours, spring susp., spoke wheels, Vac-Con body, Cummins showing 1,292 hrs., s/n: V290T-0488186.....\$22,500  
**715-546-2680 WI** PBM

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

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

## JET VACS



**1995 IHC 2674 w/Vac-Con V312TH:** 3176 CAT, John Deere upper, HT-750 Allison, 48,000 rears, 1300 gal. water, 12-yd. debris, Remote control. Excellent municipal truck.  
**814-696-4343 PA** CP10

## LEASE/FINANCING

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

## MISCELLANEOUS



**Trailer Mounted Hydraulic Powered 4" Submersible Mud/Sludge Chopper Pump:** Comes with hydraulic power unit and 6-cyl. Ford motor. Ready for work.  
.....\$12,500  
**541-269-5050 OR** P10

## PORTABLE RESTROOMS

For Sale: Construction units, \$75 to \$250. Some in good condition; some need repairs. Email [KJon@suddenlink.com](mailto:KJon@suddenlink.com) or phone 337-433-5037 LA. (P11)

42 PolyPortable construction grade units for sale located in North Central Georgia. \$125 each. Will listen to offers. 706-889-0558. (P12)

We buy used portable toilet equipments, toilets, handicaps, handwash stations, tanks & trucks. Contact Manuel 305-970-9837 or email [proequip1@yahoo.com](mailto:proequip1@yahoo.com). (P10)

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

Over 600 PolyJohn units 1-2 years old. Starting at \$300 each. Minimum purchase of 26 units. 772-562-4604. [kim@reliablepolyjohn.com](mailto:kim@reliablepolyjohn.com). (PBM)

## PORTABLE RESTROOMS

Used Construction Portable Toilets: Poly-John, Hampel, Five Peaks. \$200. Have been repaired and ready for use. Contact Superior Clean Can, Austin, TX. Ray at 512-825-1278. (P10)

FOR SALE: Construction condition \$75-\$150; Special Event Units \$150-\$225; Half Units \$300-\$375; Handicaps; Handwash Stations \$250. All PolyPortables, PolyJohns, Five-Peaks, Satellites MUST GO! Contact Manuel 305-970-9837 or email [proequip1@yahoo.com](mailto:proequip1@yahoo.com). (P10)

150 standard portable toilets, available after October 15th. Construction units, \$150, Construction/Festival Units \$225, Festival Units \$250. Mainly Five Peaks & Taurus. 5 Handicaps at \$750 each. For pictures go to [www.kincaidportables.com](http://www.kincaidportables.com) Call 573-216-7867 MO. P10

## PORTABLE RESTROOM TANKS

Single or multiple compartment tanks. Choose mild, stainless, or galvanized steel. Capacities from 100 to 6000 gallons, any diameter. Parts and accessories to build your own and save money. 800-545-0174. [www.tanksandpumps.com](http://www.tanksandpumps.com). (PBM)

## 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. (P10)



**2006 Comforts of Home Restroom Trailer:** 8-station trailer: 4 stalls on women's side, 2 stalls and 2 urinals on men's side. 400 gallon waste/450 gallon fresh water tank with AC, radio, CD player, and more! .....\$22,000  
**Steve 504-220-0358 LA** P10

For Sale: A beautiful JAG Fantastic restroom trailer. 27 feet long, black pedestal sinks, 4 stalls in the womens side and 2 stalls and 3 urinals in the mens. We bought this in 2007 and have used it very little. It is a beautiful unit and is the hit of any party. Asking \$25,000. 208-313-3201 ID. (P01)

## PORTABLE RESTROOM TRAILERS

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

## PORTABLE RESTROOM TRUCKS

2004 Ford F550: 2004 Satellite tank, auto, 650W, 300F, 2-unit carrier, 78,000 miles, \$14,950. 646-645-6794 NY. (P10)

FOR SALE: Aluminum portable toilet tankers: '03 International, 23K; '04 International \$26K. Contact Manuel 305-970-9837 or email [malonso@port-o-tech.com](mailto:malonso@port-o-tech.com). (P10)



**2006 International 4300:** 1100/400 tank, all stainless steel (by Best Enterprises), Conde pump 25500 GVW, 210 HP automatic. Completely serviced & inspected!! .....\$43,500  
**717-354-3199 PA** P10

2003 International 4300, DT466, Allison auto transmission, 1200 gallon tank, new Masport vacuum pump and scrubber. 209K miles, well maintained. \$27,400. Any questions 256-990-3110 AL. (P10)



**2006 Ford F-550 Super Duty Diesel:** Automatic, white & grey, with a 16-foot stainless steel flatbed. Showroom condition with low miles.....\$17,999  
**1-800-634-2085 NY** P10

2007 Kenworth T300, stainless steel tank, 1100 waste/400 fresh, 55k miles, non CDL vehicle, toilet rack on back. Asking \$51,900 OBO. MUST SELL!!! Email [getaplus@hotmail.com](mailto:getaplus@hotmail.com). I can send pictures. Sarah 432-816-2191 or Gary 432-517-0415. (P10)

2003 Ford F550, new motor w/warranty till Aug. 2012. 650/300 gallon tank. \$19,500. Call 1-800-273-5409 WI. (P12)

## PORTABLE RESTROOM TRUCKS

2007 International 4100, 109k miles, 350 fresh/750 waste Crescent tank, dual side service, carries 8 toilets, pressure washer, lift gate, new Masport pump, excellent condition. \$48,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P10)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, airbrakes, 3-compartment aluminum tank (450/1400/250), M-10 water-cooled pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures [www.aconinc.com/classified](http://www.aconinc.com/classified). Location: Boise, ID. \$35,000. 208-362-3193. (P10)

FOR SALE: 1992 GMC topkick automatic transmission, gas engine, Masport pump w/ electric start Honda 8 hp motor, 300 gal. waste/125 fresh. Truck is used everyday. Runs and drives great. \$8,500 OBO. Phone 517-425-0600 MI. (P11)

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



**2006 Hino 185 Stainless Steel Diesel Pump Truck:** Automatic, AC, white & blue. Best Enterprises built 1050 gallon stainless tank 700 waste/350 water, Conde PTO driven pump. Mint condition.....\$32,500  
**Call 1-800-634-2085 NY** P10

## POSITIONS AVAILABLE

Industrial Cleaning Company in Northeast Ohio looking for experienced Supervisors for Vacuum/Waterblasting Services. Competitive pay & insurance. Immediate opening. Please fax resume to 234-855-0800. (P10)



## POSITIONS AVAILABLE

Gradall Industries, Inc. is looking to expand our current staff of Regional Sales Managers for our Vacall product line. Vacall products include combination sewer cleaners, street sweepers, catch basin cleaners, and industrial vacuum loaders. We are looking for individuals who are self-motivated, possess strong organizational skills, and have a desire to succeed. Desired candidates will have a Bachelor's degree in a related field and 3 to 5 years industry specific experience. CDL is a plus. EEO/AA Qualified candidates are encouraged to apply online at [www.vacalldustries.com](http://www.vacalldustries.com) or by sending a current resume to: Gradall Industries, Inc. Attn: Reg. Sales Mgr., 406 Mill Ave SW, New Philadelphia, OH 44663. (P10)

## PUMPS-VACUUM

M.D. Pneumatics Roots type blower. Model #H46-551-6. Never used since rebuild. Still on shipping pallet. \$900 OBO. 573-819-5488 or [kshern@bio-gard.com](mailto:kshern@bio-gard.com). (P10)

Brand new Fruitland RFC1200LH, 630 CFM! Never been used or mounted. Available right now, no waiting. \$8,500. Call Bradley @ 501-499-0590 AR. (P10)

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

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). (PG10)

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)

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

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

Used Battioni Mec 6500/P Vacuum Pump, excellent condition. self oiler, \$500. Central Minnesota, 320-632-9730 MN. (P10)

## 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)

## ROLL-OFF TRAILER



**2008 BENLEE 32' TANDEM DD ROLL-OFF TRAILER:** 75,000 lbs. GVW, carries 24' containers, 60,000 lbs. lifting capacity, axles rated at 25,000 lbs. each, 8 new tires, wheels, 10-bolt hub piloted with "wheel check", automatic tire inflation system, aluminum fenders, lighting LED, serviced and ready to work. Like new. \$39,500. Also truck available. **Call 863-984-8994** P10

## SEPTIC SYSTEM COMPONENTS



**Roland's Multi-Filters:** Aerobic Waste Water filters sock with "Same Standard." 40x8.5, sold sets of 30. **1-800-717-8807 IL** P10

## SEPTIC TANK FORMS

**PRECAST EQUIPMENT FOR SALE:** (2) 2,000 gal. Norwalk 2-comp. mono forms w/ lid; (1) 2000 turning bar; (1) 1500 gal. Norwalk 2-comp. mono form w/lid; (2) 1250 gal. Norwalk 2-comp. mono forms w/lid; (1) 1500/1250 turning bar; (1) 250 pump tank w/ lid; (2) 1250 Avon 2-comp. halfshells; (1) 1500 Avon 2-comp. halfshells, (2) 1500 Norwalk Old Style mono w/lids; (2) 1250 LaVergne mono 2-comp. w/lids; 24" riser forms/riser lid/ Polylock 4&6 D-box forms, (1) rebar bender 2 angles. SWEET SEPTIC 530-622-8768 CA. (P10)

## SEPTIC TRUCKS

2000 International 4700 DT466E. Purchased new family operated & maintained 2350 tank, Jurop pump, 220K miles. Ready to work! First \$29,500, 281-734-9700 KY. (P11)



**2006 International:** 9200 Cummins, 10-spd., new 3600 gallon tank, 400 water-cooled vacuum pump. Extended warranty available.....\$72,500 **Rodney Lane @ 270-932-3793 KY** P10

1995 Ford L8000 Septic Vacuum truck. 2300 gal. steel tank. Masport pump HXL15. 6-spd., 225 hp, 8.3L M-25, 955. \$23,500. 267-329-9506 PA. (P10)



**1997 Freightliner FLD120 Juggler:** 5,000 gallons (3,500/1,500), Juggler system is 2004 model, Progress aluminum tank. Call for details.....\$145,000 OBO **Chris @ 410-984-1430 FL** P10

1992 Kodiak, CAT, auto. trans., 2600 hrs., 20,000 miles, 11.25 tires, new ITT aluminum tank 2,500 gallon, NVE 360 Challenger pump, hydr. driven pump. \$40,000. Call Walt 231-620-3228 MI. (P10)



**2000 International 4900:** 250 hp, 104,000 miles, 2500 gal., Masport Hxl 15, 350 cfm water cooled, heated valves, A/C, power windows, deluxe interior. Dealer serviced. Very good condition. ....\$33,000 OBO **401-333-2555 R.I.** PBM

1996 GMC Top Kick, CAT Diesel, 1000 waste, 300 fresh, runs good, 200k miles, good tires, new tool box, rebuilt vacuum pump, \$20,000. 1-800-646-4290 MI. (P11)

## SEPTIC TRUCKS



**1996 IH:** DT engine, 5-spd., air brakes, A/C, 200,000 miles, 2001 2300 gallon tank, Masport pump, 3" and 6" valves. ....\$25,900 **1-800-826-2308 WI** P10



**1993 Volvo:** Cummins, 9-spd., 1996 3000 gallon tank, Mec 8000, 3" inlet, 6" heated with air control. ....\$24,900 **1-800-826-2308 WI** P10



**2004 Freightliner FL-70:** Cat C-7, 245 hp, 6-spd., 146,042 miles, new 2200 gal. US tank, new Jurop R260 pump w/363 cfm, new paint, all warranty included. ....\$49,500 **www.nationaltruckcenter.com** Office: 305-691-8407 **Michael Vera: 786-554-0892** **George Gonzalez: 954-558-0816** P10

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. (P10)

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)

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## SEPTIC TRUCKS



**1999 GMC:** Cat, 7-spd., air brakes, 113,000 miles, A/C, lift axle, 2004 2500/300 hoist with full open door, RFW200 pump, jetter, (3) 4" valves, (1) 6" valves. Call for pricing.

**1-800-826-2308 WI** P10



**2001 Mack CH-613:** E-7 330 hp, 10-spd., 323,594 miles, new 4000 gal. US tank, new Jurop LC420 liquid-cooled pump w/425 cfm, double framed, new paint, new accessories, all warranty included.....\$69,000

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**George Gonzalez: 954-558-0816** P10



**2010 International 7500 SBA 6x4:** 3600 gal. stainless steel tank, 3400 gal. waste/200 fresh. Lots of extras. Only 35,835 miles! Excellent condition. Call for more details.....\$110,000 OBO

**504-220-0358 LA**

**steve@yourrestroomdelivered.com** P10



**1979 Peterbilt 359 A Pump Truck:** Rebuilt Masport 350 pump, 3400 gal. tank, 400 Cummins, Jake, new heads, new paint.....\$15,000 OBO

**253-381-2119 WA** P10

## SEPTIC TRUCKS

2004 GMC, Duramax engine w/Allison auto. trans., new 2000 gal. aluminum tank, under CDL, new Jurop PN84 pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P10)



**1991 International 4300:** 210 hp DT 466, 6-spd. Allison auto, 190,000 miles, Jurop R260 pump w/2000 gal. tank and 3000 psi jetter with 150 ft. hose..\$43,500

**318-349-9106 LA** P10

2002 International 4900 DT530, Allison automatic, cold A/C, tandem axle, 145,000 miles, 3,000 gallon, Masport pump. Great truck, ready to work. \$43,500. 888-860-7251 MO.

(P11)



**2007 Peterbilt 379:** Cat 475 hp, 8LL, 303,503 miles, new 5000 gal. US tank, new Jurop LC420 liquid-cooled pump w/425 cfm, 18,000# front axle, 13,500# steerable pusher, 46,000# rears, factory double-framed, aluminum wheels, all warranty included, several Peterbilts in stock. ....\$139,000

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**Office: 305-691-8407**

**Michael Vera: 786-554-0892**

**George Gonzalez: 954-558-0816** P10



**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

## SEPTIC TRUCKS

2004 Freightliner, 245 hp Mercedes engine, Allison auto., new LMT 2300 gal. vac pressure tank, new Jurop PN84 vac pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO.(P10)

2004 Freightliner FL70, 33K GVW, 6-speed manual transmission, 196K miles, CAT 225 hp, DOT inspected, NEW 2500 gallon vacuum body with a Jurop LC420 pump. READY TO PUMP. \$44,000. Call 734-731-5256 for more details. (MI) (P10)



**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

1999 International 4900, DT466, non-CDL, 230 hp, 6-spd. w/o-hole, new 1850 gal. Colt tank, new PN84 Jurop pump. \$39,900. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P10)



**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



**1999 International 4900 DT466E:** 2500 gallon tank, M-10 Moro pump, 6 plus transmission, air brakes, air seat, Alcoa front wheels, must see....\$22,500

**760-734-1030** P11

## SEPTIC TRUCKS



**2008 Mack Pinnacle:** 460 hp, 129,000 miles, 13-spd. trans, 20 front, 40 rear, 20 lift, AC, Jake, all power, new 4500 gal. tank and Jurop LC429 vac pump, new paint and tires. Super clean truck.

.....\$117,000

**740-988-7878 OH** P10

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**1994 International 8100:** 300 hp, automatic trans., 183,000 miles, new rear tires. 3200 gallon aluminum tank (manufactured 2001), front and rear discharge.

.....\$29,000

**219-838-5618 IN** P12

2000 Freightliner FLD septic or grease pump truck with 3350 gallon tank. \$25,000. Located in Queen Creek, AZ Call Keith @ 602-359-3042. (P10)

1988 Ford L9000, 3300 gallon app. 10-year-old steel tank, Masport HXL 400 pump, app. 90,000 miles on reman. L10 Cummins, new clutch, new steering, newer walking beam bushing, 110 gallons fresh water, 200' of 1/2" hose, runs daily. \$18,000 OBO. 608-564-2220 WI. (P10)



**2001 Sterling:** 250 hp Cat, Fuller 9-spd. trans., Imperial 2670 gal. vac tank, Jurop pump. Sharp truck. ....\$48,000

**Mike @ 303-478-4796**  
**or JR @ 720-253-8014, CO**  
**www.pumpertrucksales.com** P10



## 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)



**1993 Ford 8000:** 212,000 miles, Cummins 8.3, 13-spd. transmission, 3500 gallon Jay's tank, NVE 406 pump, used daily until new truck arrived.  
.....Priced to sell \$24,000  
**815-638-2088 IL** P10

1991 International with 2000 gallon unit. (Stock #NJ1) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

RETIRING: 1984 Freightliner, Cummins, 4-axle, vacuum truck. Thompson pump, Thompson 3800 gal. tank. \$18,000 OBO. Jim 951-545-9604 CA. (P12)



**1999 Peterbilt 330:** Diesel, 200-300 hp. manual 10-spd., 2500 gallon steel tank. Float level and sight glass. 5 hoses included. 500 gallon water tank. Wittig pump. A/C, air seat, cloth upholstery, power steering, cruise control, AM/FM radio, aluminum wheels.....\$34,950  
**610-797-8722 PA**  
**8-4 Mon.-Fri.** P10

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**Call 888-432-9070 or Email: info@UsedVacuumTrucks.com** P10

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**WANTED: ALUMINUM TANK** 2000 gallons to 2500 gallons. Call 614-491-2121 OH. (P10)

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)



**2007 Keith Huber King Vac:** ..\$18,500  
**715-546-2680 WI** PBM

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3200 gallon steel vacuum tank complete set-up. 4" dump 3" intake valve, hose trays, rear and top manways. Strong tank. Also have 3" vacuum/pressure pump complete setup. Asking \$6800 for tank, \$7800 with pump OBO. Call Vinny 845-674-7790. NY (P10)

## TOOLS

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## TOOLS

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## TOYS

Septic pumper and vacuum die-cast toy trucks in your choice of colors and logos. Several cabs available. Call 877-450-2100, write to Granite State Collectibles, PO Box 440, New Ipswich, NH 03071; or [www.granitestatecollectibles.com](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. (P12)

## TRUCKS, MISC.



**1992 Ford LS9000:** 3,500 gallon Cusco tank, blower, vacuum dump truck full open rear door, 1992 L9000 Cat, power 8-spd. lolo, double frame, heavy duty.  
..... **\$55,000 OBO**  
**786-419-6032 or**  
**305-691-0011 FL** P10

2001 International 4900 series, 2150 gallon tank truck. Automatic transmission, Masport pump. Overall vehicle in good shape. Long wheel base, low center of gravity. Handles well on road. \$49,000. 1-800-746-2612 PA. (P11)



**2005 International 4300:** 12' R/S dump, 3-way gate, DT466, 60K, air and electric brakes to rear, high and low trailer hitches. ....\$28,000  
**410-984-1430** P10

2004 Freightliner M2. 227,000 mi. C-7, auto, GVW 32,000, LMT 2500 gal. (2010), Battioni MEC 8000, elec. PTO (2010), 130 ft. hose, 2 toolboxes. \$49,000. 847-683-3559 IL. (P10)

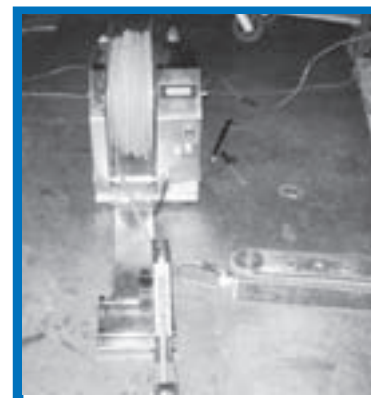
## TRUCKS, MISC.

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. (P10)



**2000 International 8100:** Cummins 330 hp, 450K, 3400 gal. tank, Masport, 10-spd., air ride, 90% tires/brakes, jetter with tank. Strong truck. 2 years on tank and pump. Selling company. ....\$49,000  
**410-984-1430**  
**zack@levellandinc.com** P11

## TV INSPECTION



**TV Ferrett Sewer Camera:** New batteries. ....\$6,500 OBO  
**Robert 540-890-8037 VA** P10

## VACUUM EQUIPMENT



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

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## VACUUM EQUIPMENT



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

## VACUUM LOADERS



**2005 Super Products Supersucker 5227 Vacuum Loader:** 2005 Sterling 9513, Mrcds. 370 hp, EF trans., Roots PD 5500 cfm pump, 40K miles, 2500 hrs. ONLY.....\$170,000  
**Matt @ 330-270-0700 X108 OH** P10

1998 Sterling cab & chassis with a Cusco Mastervac 3800 wet & dry industrial loader. (Stock #5088C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## VACUUM LOADERS

1999 Sterling cab & chassis with a Cusco Turbovac 3800 industrial loader with a jetting system. (Stock #3163C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)



**1995 International Paystar 5000 Vac Truck:** Cummins M11, Fuller 8-spd., lockers, 340" WB, PTO, disc wheels, 22.5 tires, spring susp., 1995 Pesvac 3200 gal. tank, 32,000# max load, s/n: PVSDH-3200-0595.....\$89,500  
**715-546-2680 WI** PBM

1999 International **heavy spec** with **Guz-zler 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)

2011 Peterbilt 365 POWERVAC 3800, 3,000 US gallon carbon steel vacuum tanker with Hixon 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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Jurop PNR122 vacuum pump and install kit, 430 CFM, recent rebuild with new housing, pumpstand, Muncie TG series PTO kit, 1.25" gearbox, driveshaft, pressure relief. Very good condition. Off 2000 International Weat-ron Fuller. \$3,000. 419-629-3695 OH. (P10)

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