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Dressed in Holiday Style

By Jim Kneiszel, Editor

It will soon be that magical time of year, when thoughts turn to Santa Claus leaving gifts under the Christmas tree, gatherings with friends and family in front of a warm fire, and the significance of religious holidays. It's also a time when business slows down a little for many pumpers.

So why not combine the spirit of Christmas with a feel-good marketing effort for your business by decorating one of your idle vacuum rigs for the holidays? That's just what **Sean Cude**, owner of **Peninsula Pumping** in Soldotna, Alaska, did in 2010, and the effort paid unexpected dividends in good publicity throughout the community.

As you'll read in our profile story on Peninsula in this issue ("North To Alaska" by **Seiche Sanders**), Cude for years had wanted to bring a festive twist to his pumping business at Christmastime. So a year ago Peninsula employees spent several days decorating one of the company trucks with 10,000 twinkling lights and parked it at the end of the driveway.

Response to the holiday display was swift and far-reaching. The local newspaper wrote a story and printed a nighttime photo of the truck, prompting the company's name to be spread across the globe in papers as far away as India. Local TV news coverage brought further attention.

Cude was pleased with the holiday display and the buzz that came along with it. The locals would drive by and take photos of the truck practically every night.

"We got lots of compliments. Everyone was talking about it all over town," he explains in our feature story. "That was one of the best marketing strategies, because everyone drove by and it was a reminder to get their septic tanks pumped."

IT'S YOUR TURN

Seeing a photo of the glowing Peninsula rig made me wonder what other pumpers have done to spread holiday cheer. Have you ever decorated a truck for a Fourth of July or Christmas parade? Did the display attract attention for your company and – maybe indirectly – help build revenue over the course of months and years?

I'd like to challenge pumpers everywhere to match the Peninsula Pumping display this season and send me a photo and description of your decorated truck, portable restroom or other equipment. We will run the photos in an upcoming issue of *Pumper*.

I can't help but think that many people in Soldotna will remember the glowing Peninsula truck the next time they need their septic tanks pumped. You might find the same success coming from your decorated truck. But on an even broader environmental level, displays like these serve to promote better septic system maintenance in general because they get homeowners making a connection to their septic tank, even during the dead of winter.

And, obviously, a project like this is just plain festive fun for your crew.

Turn inside to read more about Sean Cude and his pumping company. Then dig around in your holiday decorations for all those twinkling lights.

Email your photos and holiday decoration information to me at editor@pumper.com. ■

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NORTH to ALASKA

By Seiche Sanders



Sean Cude, owner of Peninsula Pumping in Soldotna, Alaska, poses with his 2007 Sterling vacuum truck with a 3,800-gallon tank. (Photos by M. Scott Moon)

Profile

Peninsula Pumping Soldotna, Alaska

Owner: Sean Cude
Founded: 1968 - Cude purchased it in 1998
Employees: 11
Service Area: Kenai Peninsula
Services: Septic service, portable sanitation, septic system installation and repairs
Annual Sales: \$1.5 million
Website: www.peninsulapumping.com



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Sean Cude

PENINSULA PUMPING FACES THE CHALLENGES OF UNPREDICTABLE WILDLIFE, HARSH WEATHER AND LONG, RUGGED COMMUTES TO SERVE ITS CUSTOMERS ON THE KENAI PENINSULA

With its frigid, unforgiving winters, rugged, rough terrain and array of unique and seasonal industries—think everything from oil refineries to sport-fishing tourism—running a septic service company in Alaska takes a certain kind of person: scrappy. It's a word that aptly describes Sean Cude.

Having started down the entrepreneurial path by purchasing an RV park, Cude took some educated business gambles over the years and transformed that initially meager investment into a \$1.5 million business, Peninsula Pumping, which provides septic service, installation and portable sanitation in a 100-mile radius of Soldotna, Alaska. Cude is also part owner of a construction business.

Despite the elements, the wear and tear on trucks and equipment, and a multitude of other challenges to overcome, Cude has found the pumping business to be a profitable venture.

SEASONAL SWINGS

Sparse and spread-out populations don't easily lend themselves to specialization;

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At top, the Peninsula Pumping fleet is ready for action. At lower left, the crew includes (left to right) Kalani Ross, Kay Manning, Travis Hedlund, Sean Cude, Paul Schwenk and Robin Fritz. Below, Fritz uses Smart Service software to route drivers from the company office.



therefore, Cude's approach is to take business anywhere he can get it – and turn down almost nothing.

The company offers septic pumping, system installation and repair services to residential, commercial and industrial customers, and has a 400-unit portable restroom inventory. Peninsula Pumping services everything from the tourism industry to oil fields, and

from commercial fishing to canneries. In July, the company even supplies portable restrooms and pumping to multitudes of salmon fisherman on the beach. Not surprisingly, the very condensed summer season is when most of the action occurs.

“In Alaska, you basically make 75 percent of your income in a four- to five-month period,” Cude explains. “It’s hard to pump

someone’s septic when the pipes are under four or five feet of snow.” Therefore, Alaskan businesses must make hay when the sun shines, as the saying goes.

“I’ll run four or five pumpers in the summer and only two in the winter. I’ll also go from four to two toilet guys.”

Employees might work 80 hours a week during the summer, then only 20 in the winter, when average high temperatures don’t exceed the 20s. During the slow winters, Cude finds ways to keep employees busy so they don’t leave his company in search of more hours. He puts them to work cleaning, painting or maintaining equipment. “We try not to lay anyone off,” he says.

For good reason: employee skill, knowledge and background about the customers and conditions are highly valued. Quality service isn’t just about learning how to pump – it’s about knowing the ins and outs of local industries and service routes.

“We have very little turnover in our crew. We’re very family oriented, and I expect a lot – but I give a lot. That’s why I want to keep them year-round.”

Cude acknowledges the skills of his office crew. Susan Rozar, the office manager, has been with the company 12 years; Paul Schwenk, pumping supervisor, has been with the company seven years; and dispatcher Robin Fritz has been with the company two years. The office administrator is Joleen Farebrother, and she assists Fritz with dispatching, especially in summer.



Portable sanitation route driver Donny Tresness cleans units in the company yard. Peninsula has about 500 restrooms, mostly from PolyJohn Enterprises Corp. and Satellite Industries Inc.

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Supervisor Paul Schwenk returns the hose after a residential pumping job on the Cook Inlet beach at Kenai, Alaska.



A pumping rig is used in tandem with a pup trailer to offload waste from a U.S. Navy ship stopping at a local dock during military exercises.

“The great thing I’ve got going for me is that the office management treats the business like it’s their own. Between the three of them, they manage the crew very well.”

FAR AND AWAY

Another challenge to running a business in Alaska is getting what you need when you need it in the way of supplies, trucks and equipment. When you’re far north of the lower 48 states, added costs and logistical issues are a constant.

“It changes who you buy things from,” Cude explains. “Sometimes you just don’t have a choice. You can’t buy from Florida when you’re in Alaska. If you need something, you

have to plan ahead or pay dearly to have it shipped here.”

And you have to do your research. When Cude ordered 15 handicap portable restrooms shipped from Indiana in April, his delivery cost alone was \$4,500. Yet this was \$450 less than it would have been to ship them from California, his sales representative told him.

To stay a step ahead, Cude stocks up on hoses, fittings and chemicals and tries to buy in bulk. If something breaks, or you run out of it, you can’t have it delivered overnight, he explains. Cude says that by buying in bulk, and shipping from the West Coast or Seattle by truck, air or boat, he often gets better prices than local distributors offer.

ROLLING OFFICES

Efficient use of human resources can make the difference between turning a profit and operating in the red. When Cude noticed wasted time with drivers waiting on the side of the road for customers or the next dispatch, he decided in early 2009 to invest in a dispatch, routing and scheduling software program called Smart Service, a product of My Service Depot (myservicedepot.com). Initially, the program was purchased for the office and dispatching, but a year later the company upgraded to the FLEET version, which allows drivers to receive work orders in their trucks.

“We have actually taken all of our septic trucks and removed the passenger seat and built desks in them,” Cude explains. Each truck is equipped with a laptop and wireless card and is connected to the company’s server. The dispatcher sends text messages and the drivers then pull up the work orders on their computers.

“It’s been a phenomenal improvement,” Cude says. “The total cost of the software, hardware, training and truck modifications was \$30,000, but we saved that much last year alone.”

Dispatchers can now see where drivers are at all times, if they’ve arrived or left a jobsite, and can reassign them as needed so most everyone ends their day around the same time. Assignments are streamlined so drivers don’t have to wait around for their next instruction. “It’s solved a whole lot of problems with efficiency,” Cude adds.

Cude’s fleet includes a 2007 Sterling with 3,800-gallon aluminum tank; two 2005 Sterlings with 4,200-gallon Tri-State Tank (TST) aluminum tanks; a 2003 International with 3,600-gallon tank; a 2007 Sterling 12-yard dump truck; a 2005 Sterling 12-yard dump truck; 2010 Ford F-450 4x4 with a 650-gallon waste/300-gallon freshwater tank; a 2009 Ford F-550 4x4 with 650-gallon waste/300-gallon freshwater tank; two 2005 GMC 5500s with 650-gallon waste/300-gallon freshwater tanks; 1999 3,600-gallon pup trailer; 2004 John Deere 160 excavator; 2006 Case skid-steer with tracks.

Peninsula Pumping employees built out the vacuum trucks and the pup trailer in-house, using Masport HXL400WV on all large septic pump trucks. The tanks were bought second-hand and custom-built in Alaska. The GMC portable restroom trucks have Coleman pumps, and the two Ford portable restroom trucks have Masport pumps.

The company’s restroom inventory includes 450 standard restrooms, mostly PolyJohn Enterprises Corp. PJ3 units and Satellite Industries Inc. Tufway models, and 50 handicap restrooms from the same makers.

EQUIPMENT MAINTENANCE IS KEY

In sparsely populated Alaska, businesses have to go where the customers are, and that can mean driving up to 150 miles a day, sharing the roads with huge RVs and other tourist traffic.

“Alaska is hard on trucks and equipment,” Cude explains. “We’ve got 10,000 feet of space

(continued)



Schwenk uses a laptop computer to download work orders and upload invoice information on the road. Three of the Peninsula trucks are equipped with work stations, computers and printers.

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“ALASKA IS HARD ON TRUCKS AND EQUIPMENT. WE’VE GOT 10,000 FEET OF SPACE TO KEEP THE TRUCKS INSIDE AND MAINTAINED. I LIKE TO GET THEM IN WEEKLY AND GET THEM WASHED AND GREASED – WE HAVE A GOOD MAINTENANCE PROGRAM.”

Sean Cude

to keep the trucks inside and maintained. I like to get them in weekly and get them washed and greased – we have a good maintenance program.”

Tires are changed out, winter or summer, and the portable restroom trucks have four-wheel drive to handle snow and slick conditions. And for the past few years, Peninsula Pumping has added studded tires to its septic trucks. They also keep tire chains on the trucks that they can use on especially weather-challenged days.

Yet, despite the occasionally treacherous conditions, rarely does weather interfere with daily routes. “We don’t let weather – unless it’s freezing rain – stop us or slow us down,” Cude says. “Maybe three or four days a year we pull the trucks because it’s unsafe, but we’ve never had any major accidents.”

While most business gets done in the summer, there is still emergency work in the winter; and during winter, the ground can freeze to eight feet down. “You have to dig through the frost – you’re basically breaking chunks out of the ground,” he says. “We try not to do that during the wintertime if we don’t have to,” he adds. “It’s hard on the equipment and costly to the customer. And it’s hard to bid something like that because you just don’t know.

And in the bitter winter, everything’s just slower. “A truck that would do seven or eight pumps in the summertime might only do four or five in the winter. You’re tromping through people’s back yards with snow.”

FOUR-LEGGED OBSTACLES

It may seem a bit odd to learn that, in

a state full of black bears, brown bears and moose, the biggest threat to Cude’s employees has historically been what’s supposed to be man’s best friend: dogs.

“People tend to have a lot of dogs,” Cude says. And they’re not on leashes or in the house. They’re protecting back yards from bears, critters and an occasional septic pump truck driver. “I’ve been bitten by a dog – so have some of my drivers,” he says.

Luckily, the Peninsula Pumping crew has never had a run-in with a bear, despite some of the work they do near rivers and campgrounds. But, one driver did hit a moose with a vacuum truck.

“It’s like hitting a cow – took the whole front end off the truck,” he recalls.

Despite the challenges, and the – shall we



(Photo courtesy of Peninsula Pumping)

say – obstacles, Cude says he wouldn’t trade living and working in Alaska for anything.

“We have a great business – a phenomenal business. We get to do some really neat things. Alaska just has a lot of difficult elements that are unique that you’d see nowhere else. You have to be able to adapt to situations to do well.”

Cude has done just that. ■

Festive Rig Builds Christmas Spirit

When Peninsula Pumping entered the company’s 2007 Sterling pump truck in the local Fourth of July Parade in 2010, no one realized it would become a holiday tradition.

Piggybacking on the success of that outing (during which owner Sean Cude’s kids tossed 14,000 Tootsie Rolls to people lining the streets), Peninsula Pumping’s employees decided to add some holiday spirit to one of the company’s pump trucks at Christmastime. They decorated it with 10,126 gold, green, red, blue and pink twinkling lights. It took three people almost four days to adorn the truck.

After parking the twinkling rig in front of the business, the Peninsula Pumping crew was unexpectedly overrun by gawking photographers and calls from the local media.

“We had no idea that it was going to happen,” Cude says. “We had people pulling in and asking to take pictures of it.” The news coverage was far-reaching as well. The local paper, the *Peninsula Clarion*,

published an article and a picture, which was picked up by *The Associated Press* and appeared in print in places as far away as India. There also was local television news coverage.

“We got lots of compliments,” he adds. “Everyone was talking about it all over town.”

So, what’s on the docket for Christmas 2011? Cude promises it will surpass last year’s effort.

“It’s a secret, but we’re going to outdo last year. That was one of the best marketing strategies, because everyone drove by and it was a reminder to get their septic tanks pumped.”

SHOW OFF YOUR TWINKLING LIGHTS

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Service With a Smile

BEND OVER BACKWARDS TO HELP OUT AND CUSTOMERS WILL CALL YOU FROM A CROWDED MARKETPLACE OF SEPTIC SERVICE PROVIDERS

By Michael Guld

Today's business environment is increasingly complex and competitive, often rendering traditional business plans obsolete. For just about every product or service, there are an overwhelming number of choices, leaving consumers dazed and confused. So how can you stand out from a sea of competitors promoting similar offerings? Become known as *the* company in your field that provides world-class service.

What is world-class service? It is the talk of many but the reality of few. When a company provides a client with world-class service, it often becomes a legendary experience that the client retells to others in a form of free publicity for the service provider.

What companies come to mind when you think of world-class service? What establishments do you patronize whose service exceeds your expectations on a continual basis? Typically, these are not the places that have the lowest prices. Their value is created by elevating the customer experience to a point where paying a premium is not an issue.

First of all, companies should understand the difference between the *product* – the commodity or service being delivered – and the *process* – the method by which that product is delivered.

Pike Place Fish Market in Seattle has become world famous for this differentiation. While their product is fish, their word-of-mouth fame was created by the process in which that product is delivered: throwing fish. The product of a doctor is clinical expertise, whereas most people would agree that the process by which that product is delivered (bedside manner) might be just as important. Since Realtors do not have exclusives on the homes (product) they show and sell, their sole value is created by the service they provide (process).

Here's the point: Your reputation in your field may be created more by the customer experience you deliver than the product or service you sell.

There are six simple actions that determine your level of customer service (from the customer's perspective). When an objective assessment is made in each – coupled with systems and strategies to improve – the result can be immediate and transformational changes in your business. They are:

How well you listen

Do you clearly understand the needs of your customers? As Mark Twain once said, "We have two ears and one mouth so that we can listen twice as much as we speak." You do not need to start out offering all the answers ... first begin by asking all the right questions. What do your customers really want and how can you better serve them?

What you say

How well do you answer questions, provide information, guidance or direction? Helping your customers understand the range of offerings available (and the pros and cons) and explaining what best fits their unique needs will build loyalty. Helping them all along the way and being available for ongoing service will build customers for life.

How you say it

Have you evaluated your non-verbal communication, such as body

language, tone and inflection? In his book, *Silent Messages*, Albert Merhabian found communication is 57 percent non-verbal – body language, eye contact, a warm smile and open gestures – 38 percent voice quality – volume, tone and inflection – and only 7 percent the words you say. Yet most people tend to focus their time, energy and training on the words they say.

What you do

Do you consider your actions taken or not taken? The only thing worse than doing nothing is saying you are going to do something and not following through. It creates disappointment and loss of trust. Taking the time upfront to address your customer's needs, wants and desires will keep them coming back.

How you do it

Are you there to please or appease? Do you find that some workers are just going through the motions, while others take pride in the company, their work and truly care about the well-being of customers? Making customers feel special and appreciated creates an emotional bond that is not easily broken.

When you do it

Immediate response times that exceed expectations create a positive perception, while long wait and response times create frustrations leading to a negative perception. We are living in a "drive-thru" world where communication expectations are greater than ever before with the advent of emails, cell phones and text messaging.

MEMORABLE EXPERIENCES

Most service experiences are unremarkable. We tend to remember only those experiences on the extremes of either side. Poor customer service leaves consumers frustrated and disappointed. In the restaurant business there is a famous saying: "You are only as good as your last visit." An exceptionally long delay in receiving food may be as damaging to a restaurant's reputation as a bad meal.

Why is it important to create a world-class service culture? Because not only are the products or services in most categories being commoditized by your competitors – where the lowest price wins – but more and more often the service component is playing a greater role in your customers' buying decision.

For example, if you look in the phone book under "Automobile Repair and Service," you will find pages of ads with every company communicating basically the same message. Since most people don't truly understand what is being done underneath the hood, their loyalties lie with the way they are greeted, on the phone or first meeting, and the way they are treated.

And finally, when talking about world-class service, it all comes down to people. Robert Spector, author of *The Nordstrom Way*, relays that retailer Bruce Nordstrom's hiring philosophy was to "Hire the smile and train the skill," noting that he could teach anyone to sell shoes, but he couldn't teach everyone to smile. If you look at organizations that provide world-class service, you will usually find they hire the best people and then provide a supportive culture where those employees can flourish. ■

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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.

Sewer Debt in Alabama May Push More Homeowners to Public Wastewater System

A \$3.14 billion sewer debt may force new developments and residents with failed onsite systems in Jefferson County, Ala., to hook to sewers. The county, home to Birmingham and 658,000 residents, faces the largest municipal bankruptcy in U.S. history. It borrowed heavily to pay for sewer improvements ordered by the federal government, and then a sewer-bond refinancing collapsed more than three years ago during the credit crisis.

NEW YORK

An engineering team inspected 760 single-family homes in Bridgeport to find onsite systems and establish locations for grinder pumps as part of a \$14 million sewer project. Homeowners must tie to the grinder pumps at a cost of \$35 to \$45 per foot of pipe. Besides paying the debt service, about \$280 per year per residence, they also must pay a \$73 short-lived asset fee to cover replacement of the pumps, and \$721 per year for sewer and pump station maintenance.

FLORIDA

Representatives Doug Broxson and Marti Coley co-sponsored a bill to scale back a law requiring septic tanks to be inspected every five years and making owners responsible for repairs. The bill is the same one championed

last year by Coley in the House and Sen. Greg Evers in the Senate. The law, which went into effect July 1, affects 2.6 million septic tanks.

NEW JERSEY

Amended legislation extends the 2013 deadline for replacing cesspools within 200 feet of water to Jan. 1, 2014. It keeps the schedule for inspections and replacement of failed systems but allows residents in communities planning to install sewers by 2020 to wait until then to replace their cesspools.

If communities fail to arrange sewer financing by 2015, property owners would have to replace cesspools by June of that year. The legislation also requires cesspools on lots with available sewer connections to be replaced by 2014. Warwick County passed an ordinance allowing cesspools to operate on sewer lots until after the properties are sold.

NORTH CAROLINA

Wake County health and environmental officials postponed septic tank regulations they adopted in January until May 2012. The Board of Health Services and Environmental Service also agreed to consider the result of an ongoing study on the environmental, health, and financial impacts of a rule, which would require annual inspections of the 60,000 tanks in the county. ■

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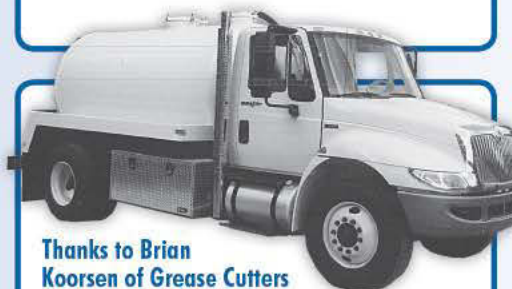
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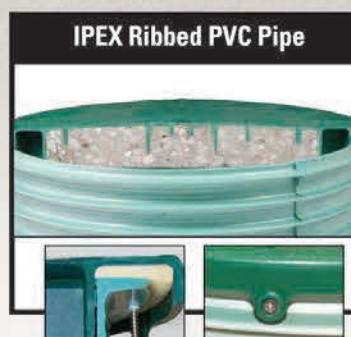
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Horizontal Safety Screws



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Horizontal Safety Screws



Plastic Riser

Water-TITE Joint

Horizontal Safety Screws



A DAY TO LEARN

Education Day at the Pumper & Cleaner Expo delivers an array of business-building knowledge for septic service, industrial vacuum loading and portable sanitation companies

Education Day at the 2012 Pumper & Cleaner Expo moves to Monday, Feb. 27, with a full lineup of seminars given by representatives from the industry's leading trade associations. You can attend as many as six sessions, selecting from among 46 courses given in eight tracks.

You can learn about new tools, technologies and methods for solving specific problems, fine-tune your knowledge of basic in-the-field practices, and learn business leadership practices to help transform your performance and profit. Here is a list of seminars of special interest to liquid waste hauling and portable sanitation professionals. Additional seminars are being scheduled for Tuesday and Wednesday, Feb. 28 and 29.

The Expo runs Feb. 27 to March 1 at the Indiana Convention Center. For complete seminar schedules and more information on the Expo, visit www.pumpershow.com. The early registration price through Jan. 20 is \$50, a savings of \$20.

SEMINARS OF PARTICULAR INTEREST TO PUMPERS

NATIONAL ASSOCIATION OF WASTEWATER TRANSPORTERS (NAWT)

8 to 9 a.m.: Bob Kolvey, What I Need to Know About Trucking Safety

This presentation will introduce and stimulate a discussion about new CSA (compliance, safety and accountability) requirements and how they will impact drivers and companies. It's a topic vital to small businesses that operate truck fleets. There also will be a discussion about accurately filling out logbooks.

9:30 to 10:30 a.m.: Kit Rosefield, Setting the Dose, Establishing the Pump Delivery Rate and Relative Control Sensor Adjustment.

Explore the use of different types of pumps and sensors, and tech-

niques for measuring tank capacities, performing a drawdown test, determining the pump delivery rate and how they relate to setting sensors to meet designers' specified dose.

11 a.m. to noon: Jim Anderson, Ph.D., Certification and Septic System Inspections

The NAWT education coordinator will discuss the importance of certifications for industry professionalism and elaborate on three types of inspections: the compliance inspection performed at the time of installation, the operations and maintenance inspection, and the operation inspection performed at the time of property transfer.

1:30 to 2:30 p.m.: Tom and Todd Frank, Is There Value in Processing My Own Sludge?

This presentation from pumpers who run their own septage processing plant will help liquid waste contractors determine the feasibility of operating an independent dewatering facility. They will walk through the NAWT Excel cost spreadsheet to help contractors answer financial questions.

3 to 4 p.m.: Jeff Rachlin, Maintenance Frequency Standards and Requirements

This seminar will combine a number of system types and user scenarios to explain how to approach maintenance standards and requirements for onsite septic systems.

4:30 to 5:30 p.m.: David Gustafson, P.E., Working with Small Communities: System Management

Service providers will learn techniques to work effectively with small communities on issues involving soil-based treatment systems. A University of Minnesota small community education template will be

discussed, including topics like homeowner education, caring for systems and necessary reporting.

PORTABLE SANITATION ASSOCIATION INTERNATIONAL (PSAI)

1:30 to 4 p.m.: Panel Discussion, Cost Analysis: Delivery, Removal, Moves and Tipovers (two sessions)

Experienced portable restroom contractors will talk about many aspects of expenditure tracking to help operators understand their actual cost per service and avoid pricing their services below actual operating cost. This panel discussion will span two seminar hours.

NORTHWEST MICHIGAN ONSITE WASTEWATER TASK FORCE

8 to 9 a.m.: Harnessing the Power of the Internet to Grow Your Business

Does the world of social media seem daunting or of questionable value to your business? This session will teach you how to tweet effectively, use Facebook to your advantage and join other companies in your area on LinkedIn.

9:30 to 10:30 a.m.: Social Media – Taking it to the Web, Infinity and Beyond!

Do you need to be a graphics wizard to have a cool website? No, but a few basic design rules and a simple free Web service like Wordpress.com can get a business up and running online in very little time. This session looks at how COLE Publishing organizes its Web content and how a business can incorporate the social media tools reviewed in the previous session.

NATIONAL ENVIRONMENTAL HEALTH ASSOCIATION (NEHA)

8 to 9 a.m.: Anthony Smithson, Promoting Competence: What's in it for Me?

This seminar focuses on how obtaining credentials can benefit an onsite business and the onsite wastewater industry. It includes ways to promote a business and industry as a competent, knowledgeable professional.

9:30 to 10:30 a.m.: A. Robert Rubin, Septic Tank Science

This presentation covers the basic science of what happens inside septic tanks. It will help beginning and experienced professionals understand the biological and chemical processes at work in the tank and how they affect the overall treatment process.

11 a.m. to noon: Kevin M. Sherman, Advanced Treatment: What does that Mean?

This presentation explains how sewage is chemically and physically altered as it goes through various advanced treatment unit processes.

1:30 to 2:30 p.m.: Kevin M. Sherman, Successfully Dosing Pipe Networks

Dosing a pipe network requires a firm grasp of centrifugal pump performance and pipe hydraulics. This in-depth presentation uses computer animation, Internet resources and low-cost spreadsheets. It demonstrates pump selection software for multiple manufacturers. The goal is to give attendees tools to create better-operating and longer-lasting systems.

3 to 4 p.m.: A. Robert Rubin, Pump Replacement

This presentation covers the types of pumps available for septic systems and when and how they can be replaced.

(continued)



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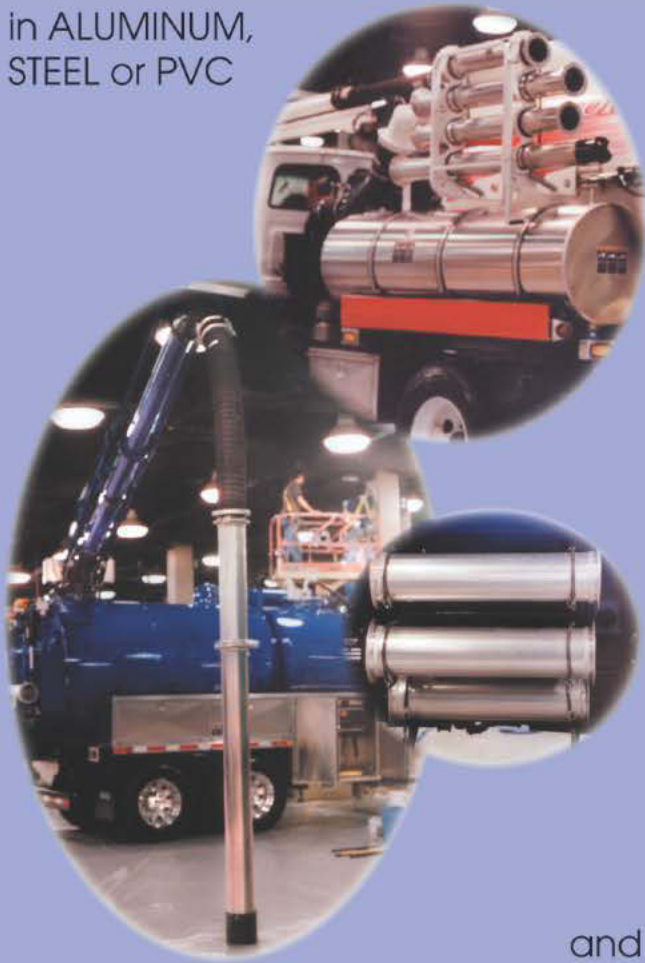
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4:30 to 5:30 p.m.: Doug Lassiter, State of the Industry: The Forecast, The Strategy, The Tools

NATIONAL ONSITE WASTEWATER RECYCLING ASSOCIATION (NOWRA)

8 to 9 a.m.: Sara Heger, Aerobic or Anaerobic: Which One is Better?

Within most septic systems, both anaerobic and aerobic processes treat the wastewater. This presentation describes each process, tells where each process is dominant, and shows how to evaluate systems to determine if they are working properly.

9:30 to 10:30 a.m.: Tom Fritts, Mound Systems – Not Just for Wisconsin!

Mound systems are valuable soil treatment systems designed and installed when there is limited appropriate soil available on-site for wastewater treatment. This presentation will go over the range of mound applications and options.

11 a.m. to noon: Sara Heger, Dead Bacteria: How Overuse of Cleaners and Household Products Kill!

More septic systems are being negatively affected by the use of varying chemicals, cleaners, medicines and anti-bacterial products. This presentation explains how to identify these problems and troubleshoot systems.

1:30 to 2:30 p.m.: Tom Fritts, Onsite Electrical

Understanding the basics of electricity in relation to onsite systems is critical for service providers and installers. This class covers those basics, including voltage choices, calculating electrical usage, and even minor electrical troubleshooting.

3 to 4 p.m.: Sara Heger, Managing Commercial Wastewater Treatments

Onsite systems serving commercial facilities are subject to many additional challenges, particularly surges in flows and organics. This course covers design and management options to help these systems operate more effectively.

4:30 to 5:30 p.m.: Tom Fritts, Choosing the Right Float to Control Your Pump

This seminar covers all the different float configurations, from the simplest two-float system to four-float duplex systems. It also looks at other non-float pump activation devices.

SCOTT HUNTER, BUSINESS COACH

8 a.m. to noon: Keeping Employees and Customers Happy

Ninety percent of new companies fail within 10 years. One key reason: unhappy employees or unhappy customers. It takes leadership to create and keep a winning atmosphere at work. This three-part session teaches how to do exactly that. It tells why people become unhappy and customers get disappointed – and how to produce the opposite result.

3 to 5:30 p.m.: How to Be Successful and Profitable in any Economy

Many companies fail because their owners run them by the seat of their pants and have never learned what to do for a company to succeed. This program tells what it takes, day in and day out, no matter what is going on in the economy, to have a company that is profitable and fulfills the owner's vision and objectives. ■



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Jason Adcox, left, confers with technicians Aaron Jackson (center) and Michael Eastridge, on a residential pumping job. (Photos by Mark Skalny)

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WITH HIS CONSTRUCTION AND REAL ESTATE BUSINESSES FLAT-LINING, AN ARIZONA CONTRACTOR BUILT AN INTEREST IN SEPTIC SYSTEMS INTO A THRIVING FAMILY COMPANY

By Scottie Dayton

Profile

Sunset Septic Service
Phoenix, Ariz.

ARIZONA

Owners: Jason and Michael
Adcox

Founded: 2008

Employees: 2

Service Area: 75-mile radius of Phoenix

Services: Septic system pumping,
installation, inspection and repair

Associations: SouthEast Valley Regional
Association of Realtors

Website: <http://sunsetseptic.us>

The black cloud over J. Douglas Adcox, a homebuilder in Phoenix, Ariz., had a silver lining – the National Association of Wastewater Transporters' inspector training course.

Before 2006, Adcox built 40 or more houses a year, and designed and installed the onsite systems. As demand for new homes plummeted to zero, he took the NAWT course to meet state regulations requiring certification of onsite installers. "I wanted my ducks in a row for when the building cycle reversed itself," he says. "I had no other expectations or purpose."

The decision, however, spun Adcox in an unforeseen direction that began his professional life as an onsite inspector for the

transfer of real estate. From modest beginnings in late 2008, Sunset Septic Service tripled its revenue in 2009, then doubled it again in 2010. That year, a friend made it possible for Adcox to buy a used vacuum truck and branch into pumping septic tanks, then repairing onsite systems. While the pace of home construction remains stagnant in Arizona, business at Sunset Septic continues to accelerate.

DETOUR AHEAD

After Adcox graduated from Arizona State University with a degree in finance, he worked six years for a national homebuilder before starting his construction company, San Tan Homes, in 1989. He also was a real estate broker and member of SouthEast Valley Regional

(continued)

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Association of Realtors. In 1996, he opened San Tan Realty. Since the state required no training to design and install onsite systems, Adcox added them to his construction business.

"Installing a system meant digging a hole, putting in the tank and making sure wastewater flowed by gravity from the house to the drainfield," he says. "That was the extent of my knowledge." Drainfields were constructed with 8-foot-deep trenches half filled with stone. Perforated 4-inch SDR35 PVC laterals were laid atop the gravel, then backfilled with native soil.

Adcox would draw a plot plan with components and sizes, then submit it to the Maricopa or Pinal County Health Department. "The plans always came back approved, but often with changes for the size of the tank and the number and length of the trenches," he says. "Someone with some knowledge was overseeing the process."

With the collapse of the housing market, Adcox watched his construction business go from flat out to flat broke. San Tan Realty provided a meager income. "I had weeks with nothing to do, so my son, Jason, and I became NAWT-certified inspectors in anticipation of building homes again," Adcox says. "That was my only reason and my only goal."

After Adcox certified in October 2008 and, unbeknownst to him, the Arizona Department of Environmental Quality added his name to its list of approved inspectors. Then the phone rang.

NEW OPPORTUNITIES

A woman who found Adcox's name on the ADEQ website asked him to inspect her system for a property transfer. The request blindsided him. "I was certified and I knew how septic systems worked, but I honestly didn't know what I was doing," he says. Adcox almost refused, but decided otherwise.

After locating the woman's septic tank, Adcox hired Eddie Cooper of Cooper's Sewer and Drain in Apache Junction, Ariz., to pump it. "He's very familiar with inspections and looked over my shoulder," Adcox says. "As Eddie helped me fill out the ADEQ seven-page report, I knew I wanted to continue doing this."



J. Douglas Adcox (right) reviews the details of a work order with Jason Adcox (center) and Michael Eastridge (left).

Soon afterward, Adcox was at a real estate title company and overheard that somebody needed a septic inspection to close the transaction. He asked for the phone number and landed the job. Three others followed in November. "It wasn't enough to put food on the table or pay bills, but it was 100 percent more than what I had been doing," Adcox says.

The work showed enough promise that Adcox decided to build a business around it.

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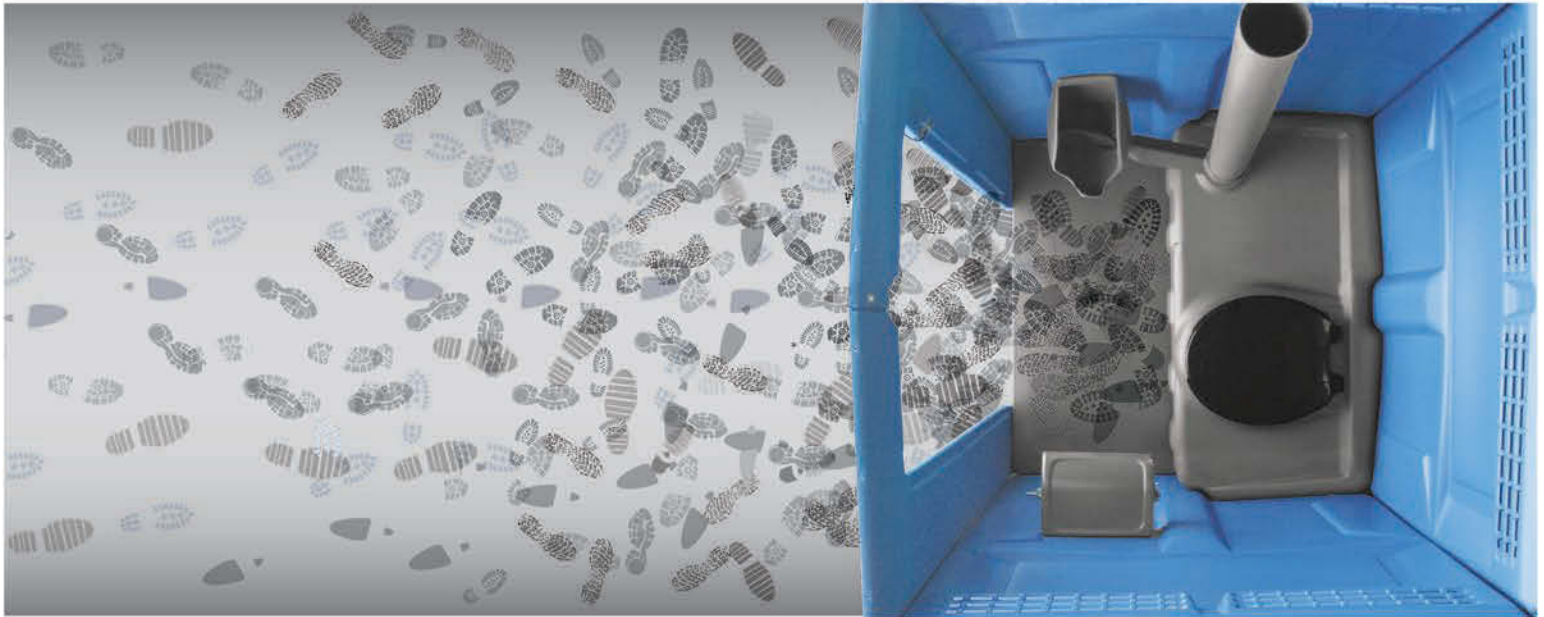


Technician Aaron Jackson is on the job preparing to pump a residential septic tank.

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Douglas Adcox

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“IT WAS APPARENT THAT INSPECTIONS WERE NOT GOING TO BE A CYCLICAL BUSINESS TIED TO THE ECONOMY. WHILE THEY AREN’T RECESSION PROOF, THEY CERTAINLY ARE RECESSION RESISTANT.”

Douglas Adcox

He listed sons Jason, 25, and Michael, 20, as owners of Sunset Septic Services and himself as manager. “The business is set up that way to bypass the first step of family succession,” he says. “It’s an apprenticeship for the boys on how to run a company with me guiding them and doing all the marketing.”

In March 2009, Adcox achieved his first short-term goal: earning \$10,000 per month. “Actually, we surpassed it by \$200,” he says. “That’s when I began to believe that we could turn this into our livelihood and pay some bills.” He threw himself into promoting the business.

At that time, real estate agents ordered 95 percent of all septic inspections. As a real estate broker, Adcox networked with colleagues, developed repeat Realtor customers who gave him orders, and watched the business grow.

RECESSION RESISTANT

Adcox achieved his next short-term goal – 20 inspections per month – later in 2009, and began contemplating purchasing a vacuum truck instead of paying Cooper or Green Arrow Environmental Services in Mesa to pump tanks. “It was apparent that inspections were not going to be a cyclical business tied to the economy,” he says.

“While they aren’t recession proof, they certainly are recession resistant.”

Lacking credit to buy a truck from a dealer, Adcox asked Cooper if he had one for sale. He did, and the men agreed on a payment plan. Before shaking hands on the deal, Adcox asked Cooper why he had agreed to help a competitor.

“Eddie has a fantastic business and my activities would probably never hurt him,” Adcox says. “Nevertheless, he looked at me and said with a smile, ‘Somebody helped me years ago.’” In 2010, Cooper sold him a truck that he had built: a 1988 Freightliner with 3,000-gallon steel tank manufactured by Cashion Tank and Steel in Cashion, Ariz., and Jurop 260R pump.

To improve efficiency to serve growing demand, Adcox added a RIDGID Scout locator and a variety of tools from VAR Co., including a water probe, chisel and 24-inch hook to grab filters. He bought most of his accessories at the Pumper & Cleaner Environmental Expo International.

Adcox then hired two employees to drive the truck and pump tanks, while he and Jason did inspections, office work and built the business. They purchased Smart Service software, a service industry add-on for QuickBooks, and hired a part-time college student to input 300 to 400



Technician Aaron Jackson uses a RIDGID Scout to locate a septic tank .



J. Douglas Adcox works an excavator on a job site while his son, Jason, looks on.



Left to right, Aaron Jackson, Jason and J. Douglas Adcox inspect the excavation for a residential septic service.

Always Seek Educational Opportunities

J. Douglas Adcox, manager of Sunset Septic Service in Phoenix, Ariz., became a better installer after passing the National Association of Wastewater Transporters certification course for onsite system inspectors. "We thought we were doing a great job because we never cut corners," he says. "But after doing inspections and evaluating how other people installed systems, I began to see the problems my installation methods could cause."

For example, Adcox excavated holes with clearances of 36 inches or more around the tanks because they were easier to dig and the tanks were easier to set. "That much clearance allowed inlet and outlet pipes to settle or be crushed because they weren't supported by native soil," he says. "Now we excavate leaving 12 inches around the tank." He also takes more care backfilling systems and avoids driving equipment over them to prevent breaking inspection lids or crushing components.

Adcox believed that setting risers within six inches of native soil was not a critical requirement until he began trying to find them during inspections. "We learned," he says. "Today, we make darn sure those risers are close to the surface." He also double-checks that inspection ports line up with effluent filters, and that the filters have extensions for easy access if tanks are set deep.

"Overall, we are more conscientious," Adcox says. "We were good before. Our systems all worked, but now we're doing a better job with service in mind."

inspection jobs stored on index cards filed in shoeboxes.

"Nothing was computerized," Adcox says. "This program will help with data management and follow-ups." To make new contacts, he mails letters introducing the staff and services, and includes refrigerator magnets with the company's contact information.

"New inspection and pumping jobs generate 80 percent of our revenue, and the rest is repeat business or system repairs," he says. "Therefore, the second stage of my business plan is service expansion." The most obvious direction is contacting customers from three years ago and reminding them that they should have their tanks pumped out. The software will enable him to find those people and build repeat business.

SEEING CLEARLY

As Adcox did point-of-sale inspections, he saw more opportunity for business expansion in the broken baffles, inlet and outlet pipes sloping in the wrong directions, broken tanks and clogged drainfields. "We're building our repair service by taking care of those prob-

lems," Adcox says. "We seldom deal with homeowners, because banks own 75 to 80 percent of the properties."

Ensuring that bankers and Realtors comprehend the ADEQ rating system of functional, functional with concerns or not functional is part of the job. "People can move into a home with a system rated functional with concerns provided they understand that if left unattended, most problems will one day back up into their house," he says. "On the other hand, probably 98 percent of the time buyers will not close on properties if the onsite system isn't working. We lay out the facts so bankers can decide whether to fix it."

Adcox waits for such repair jobs to be offered rather than risk a conflict of interest or the appearance of impropriety. While some repairs are major, such as replacing tanks and drainfields, most are backflow issues caused by improper installations or backfilling. "Inspecting and repairing the work of others has made me a better installer," he says. "I became much more aware of how things go wrong."

The Sunset Septic vacuum truck is often

on the road so much that Adcox calls Cooper's or Green Arrow to help out. "My goal is to buy a second truck this year and hire a full-time office manager so I can focus on marketing," he says. "My biggest challenge will be stabilizing revenue so it can support our employees at the level where they want to stay with the company." ■

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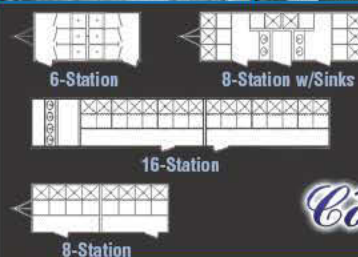
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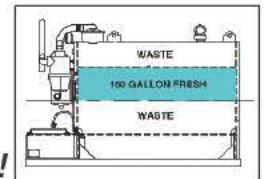
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Wicked Witcher of the West

BLESSED WITH A GIFT FOR DOWSING, RURAL SOUTH DAKOTA PUMPER GENE WIEHR LOCATES SEPTIC TANKS THE OLD-FASHIONED WAY

By **Scottie Dayton**

Finding septic tanks is all in a day's work for many pumpers. They use everything from sophisticated cameras with sondes to shovels, probes and backhoes. Gene Wiehr of Wiehr's Septic Service in Arlington, S.D., however, prefers a less conventional tool – divining rods.

Wiehr, 55, is a water witch or dowser, a skill he practices in a rural agricultural area far from hydrologists, geophysicists and geologists. Albert Einstein wrote: "The dowsing rod is a simple instrument which shows the reaction of the human nervous system to certain factors that are presently unknown to us." Wiehr believes that something in his body feels the water's electromagnetic energy, but mostly he attributes dowsing to DNA. He inherited the ability from his grandfather, Fred Wiehr, then passed it to his eldest son.

Wiehr was an automobile mechanic for much of his life, pumping part time to make ends meet. His wife, Barb, or sons Tim and Randy, occasionally rode along to help. Seasonal lake cottages with 1,500- to 3,000-gallon holding tanks filled the summer months. Most weekends were free, except for fall when farmers living five to 10 miles apart wanted their annual pump-out in preparation for winter.

New customers attached no stigma to Wiehr's ability to witch for their septic tanks or laterals. Most believed that human senses are much keener than scientists have measured and that there are many aspects of the human mind and perceptions that they don't understand.

Pumper: When did you realize that you could dowse for water?

Wiehr: About 20 years ago when the well on our farm caved in. The well driller told me that if he didn't hit water, I'd still have to pay for the dry well, and money was tight. My dad, Marvin, isn't a dowser, but he remembered that his dad witched wells and suggested I try it.

Grandpa used a willow stick or copper rods for witching. Our farm doesn't have willow trees, so I found some 1/4-inch copper rods, cut them 18 inches long, and bent one end at 90 degrees for six-inch handles. I knew where the old well was and walked over it as a test. The rods crossed so hard that my grip wasn't strong enough to stop them from moving. As I walked away, the rods spun counterclockwise back to the water with such force that they hit my shoulders. I was utterly

"THE RODS CROSSED SO HARD THAT MY GRIP WASN'T STRONG ENOUGH TO STOP THEM FROM MOVING. AS I WALKED AWAY, THE RODS SPUN COUNTERCLOCKWISE BACK TO THE WATER WITH SUCH FORCE THAT THEY HIT MY SHOULDERS. I WAS UTTERLY AMAZED."

Gene Wiehr



Pumper and dowser Gene Wiehr and his wife, Barb, pose with their company's recently refurbished Ford F-700 vacuum truck. Wiehr uses divining rods to locate buried tanks and lines for customers. (Photo courtesy of Wiehr's Septic Services)

amazed. I felt the thrill of excitement run up my spine, but nothing else. I began to slowly and randomly walk around the yard with the rods. In about two hours, I found three locations where they crossed, all about 100 feet from the old well. The most convenient spot for the new well was in the center of the yard. The well driller hit water at 80 feet, but it wasn't sweet. I told him to keep drilling. He hit another vein at 240 feet and we've been drinking that water ever since.

Pumper: How did you test your sons to determine if they could dowse?

Wiehr: I put stones at the three places where I found water, then called the boys into the yard. They had no idea what was going on and didn't believe me when I told them I could witch. Tim, who was 12, tried it first and the rods crossed at every location. Randy, who was two years younger, walked over the top of the stones and the rods never budged. He's 31 now and they still don't move. When Barb tried it, she couldn't do it either.

Pumper: How many witching jobs do you do per month?

Wiehr: Maybe one, but the rods are always in the truck. I consider witching part of the service call and don't charge extra for it. Locating septic tanks takes an hour or more. If I can find where the lateral leaves the house and the location of the drainfield – because that is often missing too – I have a better idea of where the tank is buried. I slowly walk the property until the rods cross at the corners of the tank. Then I mark them and start digging until I hit the lid. Occasionally, I can pinpoint the riser, but attribute that more to dumb luck.

People are amazed that I can do it. There is no mental and physical preparation involved. Except for the first few times when I felt that tingle of excitement, I sense nothing physical happening anywhere in

my body as I approach the target. All I know is that I can't prevent the rods from crossing when I find it. The reaction probably has to do with something chemical in my body, which appears to be hereditary. Whatever it is gives me a 99 percent success rate, and you can't argue with that.

Pumper: Why don't you just launch a camera with sonde out the lateral?

Wiehr: Because I don't have one. We didn't see such equipment here until about two years ago, and it certainly wasn't available 10 years ago. Besides, why buy a camera when I can find a tank by witching? It's a lot cheaper.

Pumper: What were your most challenging dowsing jobs?

Wiehr: A gentleman bought an old farmstead and called me to find the septic tank. The topography was low and marshy with water all over, and the property had a lot of fencing and objects in the yard. I was picking up a lot of different stuff and having a difficult time discerning the distractions from the target. It took me a long time to find the tank, but once I did, I told the customer that if we dug here, we'd hit the lid. We went down six inches and found it. He couldn't believe it and neither could I.

My second most challenging job was finding a new source of water for a family well. I still don't understand why they called, because they didn't believe I could witch. I'd never been to their farm before. Because they knew where the old well was and as a test to prove that I could dowse, they asked me to find it.

Locating a well is a challenge in itself, which is why I rarely do it. I walked around for nearly two hours before I found it. They were amazed because I was standing right on top of it. Then they asked me to find a new water vein. That took another two hours or more, but the well driller hit sweet water at 25 feet.

Pumper: Now that you're pumping full time, what is your company profile?

Wiehr: I've been pumping since 1998 when I bought out Loren Groce and got his 1972 Chevy with an 800-gallon tank. That restricted my service area to 10 or 15 miles from home because I discharge at the Brookings Wastewater Treatment Plant. When the truck wore out in 2004, I bought a 1988 Ford F-700 diesel with 1,500-gallon tank from V & H Inc. in Marshfield, Wis., and increased my area to a 50-mile radius. Since 2009, I've advertised in newspapers and the Yellow Pages, but the business grew mainly through referrals. As it did, I began considering pumping full time. In 2010, I pumped 280,000 gallons of septage. By that summer I knew the business could support Barb and me, so I went full time in September. Now I'm looking for a

good used truck with a 2,500-gallon tank to eliminate making two trips to the municipal plant to empty holding tanks.

Pumper: Will you expand and diversify?

Wiehr: Not really. Tim and Randy have good jobs and aren't interested in taking over the business when I retire. I'm not interested in hiring employees or overworking myself. However, I'd like to add more contract customers, especially those with holding tanks, and pump them every month while the cottages are occupied. I also will continue looking for septic tanks or laterals when homeowners have onsite problems and can't find the components. ■

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Get Revved Up for INDIANAPOLIS

FROM THE EXCITEMENT OF THE INDY 500 TO THE BEST TACOS IN THE CITY, NEARBY ATTRACTIONS ADD TO YOUR VISIT DURING THE PUMPER & CLEANER EXPO

By Ted J. Rulseh

Few Indianapolis 500 races have been as exciting as this year's, when Dan Wheldon took the checkered flag after rookie JR Hildebrand crashed on the last turn. You can relive the entire history of what is called "The Greatest Spectacle in Racing" at the **Indianapolis Motor Speedway Hall of Fame Museum**.

The museum, five miles northwest of downtown Indianapolis on the speedway grounds, houses one of the world's largest collection of racecars, including more than 30 Indy 500 winners. They include:

- The Marmon Wasp, which won the first Indy 500 in 1911 with Ray Harroun at the wheel
- The four cars driven to victory by A.J. Foyt Jr.
- The Duesenberg #12 Murphy Special, the only car ever to win both the Indianapolis 500 (1922) and the French Grand Prix at Le Mans (1921)

The Borg-Warner Trophy, which honors the winner of each Indianapolis 500, is also on display. Visitors also can see the equipment and methods used to time and score the race. A computer presentation explains the progress through the years. To feel the excitement of the race, you can visit the 48-seat Tony Hulman Theater, which offers 20 minutes of rare historic footage and Indianapolis 500 highlights.

Built as a test track for local automakers, the Indianapolis Motor Speedway opened in 1909. Two years later, the 2.5-mile oval hosted its first 500-mile race. The original Hall of Fame Museum was built in 1956. In 1987, the museum and speedway grounds were honored with the designation of National Historic Landmark.

The museum will be open daily during the Pumper & Cleaner Expo. Bus tours around the racetrack are available except when the track is in use for testing or racing. Visit www.indianapolis-motorspeedway.com/about/35204-Museum.

DELICACY

A favorite winter delight for Hoosiers is hot chocolate from **South Bend Chocolate Company's Chocolate Café**, six blocks from the Convention Center at 20 N. Meridian St. At Christmastime, locals like to take their hot chocolate and walk around Monument Circle, enjoying the Circle of Lights and toy soldiers. Visit www.sbchocolate.com.

SHOPPING

For downtown shopping in Indianapolis, nothing tops **Circle Centre**, connected to the Convention Center via skywalk. Anchored by Carson Pirie Scott, the mall offers more than 100 specialty stores, plus a wide array of restaurants. Stores include the Colts Pro Shop, Pacers Home Court II,

Lane Bryant, Coach and Godiva Chocolatier. Favorite dining spots include PF Chang's China Bistro, Ruth's Chris Steak House and the Weber Grill.

DINING

La Revolucion, a new Mexican cantina on Fountain Square, serves some of the city's best tacos with a variety of drinks (insiders recommend the red chili pepper margarita). The atmosphere inside is relaxing. In nice weather, customers can take a drink to the outdoor tiki bar in back. The restaurant is at 1132 Prospect St., a two-minute cab ride from the Convention Center.

ARTS/ENTERTAINMENT

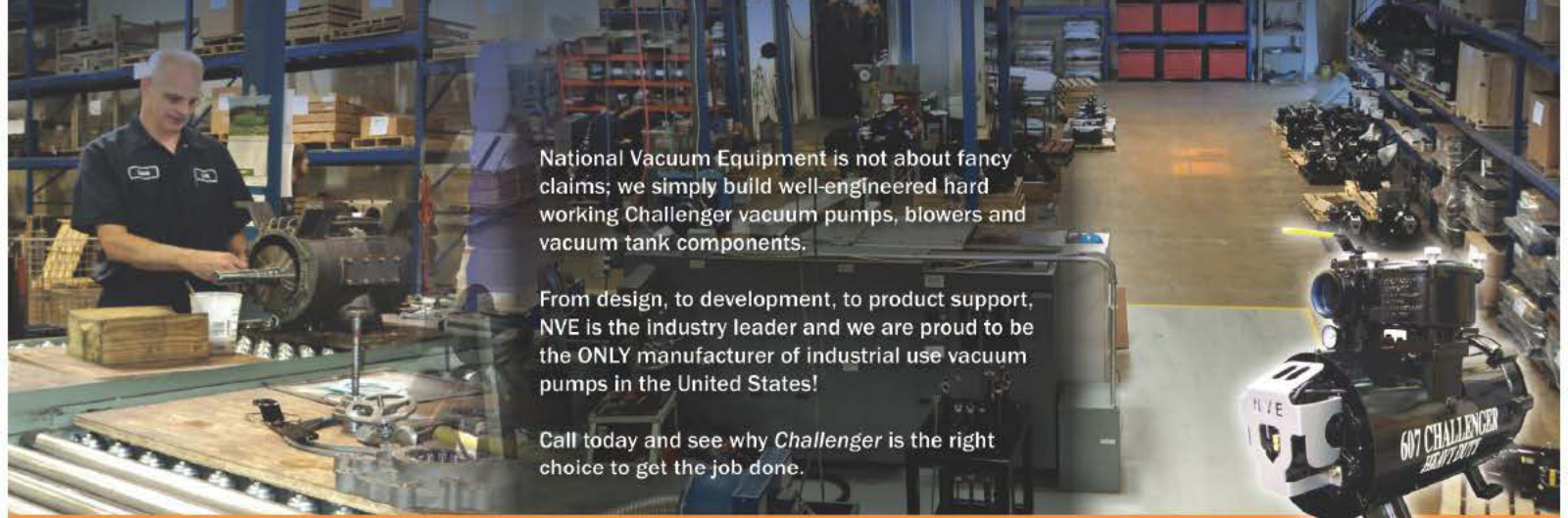
Two blocks from the Convention Center, the **Eiteljorg Museum** contains one of the world's top collections of Native American and Western Art and is one of only two such museums east of the Mississippi. The Mihtohseenionki (The People's Place) gallery explores Indiana's indigenous peoples – the Delaware, Miami and Potawatomi Indians – through rare objects, historical photos, and interactive displays. Other galleries show Native American art and artifacts including pottery, basketry, woodcarvings, beadwork and apparel. The Nina Mason Pulliam Education Center offers demonstrations, workshops and other hands-on activities. Visit www.eiteljorg.org. ■

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Biofilter Replacement For Seasonal Homes

Problem: Two summer homes on a 100,000-square-foot island in Lake George, N.Y., had defective onsite systems. A barge pump serviced the septic tanks every three to four weeks. With 18 inches of soil over solid rock, the only answer was an alternative pretreatment system.

Solution: The designer specified seven 150 gpd **Puraflo** peat biofilter modules from **Anua**, one per bedroom. Duplex pumps time-dose the systems, sending effluent to a distribution grid at the top of each unit. Purification occurs as the liquid percolates through the media over 36 to 48 hours. The peat also suppresses odors. Effluent discharges through a gravel pad beneath the modules. "When the house is vacant during winter, the microorganisms survive on the media," says Chris Ray, executive account manager for Anua. "Once the homeowners return, the peat system reactivates to optimal performance." The media has a projected life span of 15 years.



Result: The systems produce effluent with BOD and TSS less than 10 mg/l, ammonia nitrogen less than 5 mg/l, and fecal coliform less than 1,000 per 100 ml. 800/787-2356; www.anua-us.com.

Fusion Units End Ponding

Problem: Effluent ponded in the outdated drainfield of a 44-unit mobile home park in Allegan, Mich., and raw sewage flowed into a swamp forest draining into Swan Lake. The owner called maintenance provider Rod Carroll of Wray's Septic Tank Co. in Allegan to pump the 20,000-gallon septic tank twice a year until health officials gave him the ultimatum to replace the system in three months.

Solution: Carroll worked with Randy Rapp, P.E., of Exxel Engineering, to design the system using a **Fusion** purification tank from **Clarus Environmental**, a division of Zoeller Co. The 5,000-gpd system used the existing septic tank fitted with a **Clarus WW4** effluent filter. Carroll installed two 2,400-gpd ZFL Fusion treatment units in parallel, dividing influent evenly with a Tru-Flo splitter box. Two Zoeller N153 pumps send effluent from the 1,500-gallon dose tank to two 32- by 78-foot low-pressure drainfields in six zones.



Result: The system performs as designed and effluent meets secondary treatment standards of 30 mg/l BOD and TSS. Maintenance is twice per year. 877/244-9340; www.clarusenvironmental.com.

Mound Treatment Remedy

Problem: Effluent leaked from the corner of a homeowner's sand mound. The estimated replacement cost was \$10,000. He called Dave Estopare of Drainfield Restoration Services in Bend, Ore.

Solution: Estopare first fractured the mound with a **Terralift** pneumatic hammer. Two months later, the leak returned. He then poured **BioSpan** and **BioCell** from **DRS Environmental** into the septic tank. BioSpan, a blend of 57 microbial strains with 10 billion microbes per gram, degrades waste. BioCell is a natural stimulant.

Result: After two applications in one month, the mound returned to normal. The owner uses the microbial solution weekly and both products once a year. 541/388-4546; www.drseenviro.com.

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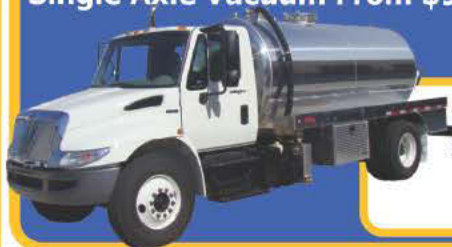


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Aerobic Treatment Upgrade

Problem: Wastewater ponding in the yard of a three-bedroom home on a lake near Fortville, Ind., alerted owners to their second onsite system failure in two years. Keith Abernathy of A & M Excavating evaluated the soil as fill was removed from the lake bed.

Solution: Abernathy installed a **RetroFAST 0.375** enhancement unit from **Bio-Microbics** in the 1,000-gallon septic tank, then added a dosing tank and 50 more feet of laterals to the drainfield. The fixed activated sludge treatment (FAST) system combines attached and suspended growth in an aerobic packed-bed bioreactor. Nitrification and denitrification occur in the 41- by 24- by 33.5-inch module. An aerating blower, the only moving part, oxygenates the effluent before delivery to the drainfield, where aerobic bacteria digest the biomat.



Result: The property is dry and the system operates as designed. **913/422-0707; www.biomicrobics.com.**

High-Strength Aerobic Digester

Problem: Six months after a couple moved into their retirement home on Puget Sound in Washington, effluent surfaced on the drainfield. A laboratory report confirmed BOD5 at 700 mg/l. After they exhausted conventional repair options, the King County Health Department referred them to Aqua Test.

Solution: Aqua Test performed a site evaluation, and the homeowner provided information on daily operational practices. The evidence showed the probable cause of surfacing effluent was extremely high BOD5 loading compounded by chemotherapy medicines. Aqua Test recommended installing **two Nibbler CBP (Cylinder Back-flush Pod) units** to reduce the BOD5 and neutralize the pH while maintaining high dissolved oxygen.



Result: Additional samples were taken after the Nibbler units were installed. Analytical data revealed the BOD5 levels were reduced to an average of 16.77 mg/l, pH 7.15, and dissolved oxygen 4.1 mg/l. Today, the system is in compliance with state regulatory requirements. **800/221-3159; www.aquatestinc.com.**

Effluent Flow Restored

Problem: After the recent purchase of a 20-year-old, three-bedroom, two-bath home with sloping landscape, the owner noticed blackwater surfacing in two areas over the pipe and gravel leach field. The red clay soil around the field area was wet and spongy. Excessive biofilm/clogging biological mat has built up, decreasing effluent flow into the soil.

Solution: In February 2011, **REX-BAC-T Technologies** assisted the homeowner in installing a new cleanout on the effluent discharge pipe from the 1,000-gallon concrete septic tank, providing access to directly treat the field lines. **Septic Leach Field Shock Kit** rejuvenation product was introduced directly into the leach field and septic tank for a period of four weeks.

Result: After introducing BioMat-X shock treatment and PurGreen Bio-XL formulation for two weeks, the wet spots disappeared and the surrounding area became less spongy. After four weeks, the ground was firm and effluent flow to the soil increased. **888/886-1461; www.rex-bac-t.com.**



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Air-Injection Restores Treatment

Problem: In central Minnesota, a thick biomat layer developed in a 10-year-old mound system, causing effluent to improperly drain out the side of the mound. The homeowner didn't want to disturb his beautifully landscaped yard.

Solution: The **Soil Shaker 2000** universal skid-steer attachment was paired with a 185-cfm compressor at 120-psi, injecting air into the entire mound biomat layer. The air loosened the biomat, allowing more oxygen into the mound system and correcting the biomat layer for proper effluent treatment.



Result: The homeowner did not have to replace the mound system, which has been working properly the past five years. "The Soil Shaker 2000 is environmentally friendly, leaving a smaller carbon footprint than installing a new onsite system," contractor Keith Posch says. **320/293-6644; www.soilshaker.com.**

Aerobic Bacterial Generator

Problem: A restaurant in Gloversville, N.Y., with a failing onsite system was under corrective orders from the state Department of Environmental Conservation. The owner chose to remediate the stone drainfield with three **P-80 Aquaworx Remediators** from **Infiltrator Systems Inc.**

Solution: The aerobic bacterial generators are airlift columns 36 inches high by 15 inches in diameter inserted into the septic tank. Cusped plastic wrapped around the bottom outside of the unit and placed within and above the bubble diffuser provides the surface on which proprietary bacteria colonize.

The unit has a 1/2-hp air pump with built-in alarm that supplies air through a 1/2-inch PVC Schedule 40 line discharging at the bottom of the column. Aeration circulates the water and creates an environment enabling the microbes to digest organic waste and remove nitrates. More than 25,000 gpd passes through the 150 square feet of plastic. As effluent flows to the drainfield, bacteria migrate with it to consume the biomat and improve the nitrification phase.



Result: Within weeks, the waste strength was reduced and the drainfield was no longer ponding. **800/221-4436; www.aquaworx.com.**

Solution For Military Recreation Area

Problem: The wrong grade of sand in the onsite system at the Pointes West Recreational Area in Appling, Ga., caused the sand filter to fail. Attached to the Fort Gordon military base, the site includes cabins, campsites, boating facilities and a motel for military personnel. Wastewater flows range from 4,000 gpd in winter to almost 50,000 gpd in summer. The U.S. Army Corps of Engineers needed a replacement technology that handled such variation while treating wastewater to 30 mg/l BOD and TSS.

Solution: **AdvanTex AX100** textile treatment modules from **Orenco Systems Inc.** were selected. Integrated Water Services installed a dozen 5,000-gpd pre-engineered units atop the sand filter. The textile media provides a surface for microbial attachment, producing immediate filtration of TSS and BOD reduction.

The compact design of the 16- by 8- by 3.5-foot modules expedites installation and minimizes disruption. The system, with peak flows of 60,000 gpd, has telemetry monitoring and draws 3 kWh/1,000 gallons. During winter, half the system is taken offline. The system can be expanded to 100,000 gpd within the original sand filter.



Result: The system was designed and installed in 120 days. Effluent BOD and TSS average less than 10 mg/l. **800/348-9843; www.orenco.com.**



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Treatment With Constructed Wetlands

Problem: Bolingbrook (Ill.) Park District hired Wight & Co. to design a sustainable 7,000-square-foot education center on 17 wooded acres. One criterion was using a constructed wetland to treat wastewater.

Solution: Septic Solutions donated a **Set-N-Go** aerobic treatment unit from **Hydro-Action Industries**. The NSF 40 Class 1 system includes a pretreatment tank, an aerobic treatment tank and a pump tank in one container. A pump in the aeration compartment injects air through six diffuser lines to oxygenate wastewater. The liquid then enters the clarification compartment, a conical area in which remaining solids settle and are returned to the aeration compartment for further treatment. Clear effluent leaves the chamber through the outlet baffle for dispersal in the wetland.

Result: Purified wastewater enables the wetland ecosystem at Hidden Oaks Nature Center to thrive. 574/936-2542; www.hydro-action.com.



Absorption Bed Flow Recovery

Problem: The drainfield for a three-bedroom home was failing. The homeowner called service provider Tom Frank of Tim Frank Septic Tank Cleaning Co.

Solution: Frank replaced two distribution boxes, jetted and vacuumed the leach field trenches, fractured the soil with a **Terralift** machine, and added a bioremediation kit from **Ecological Laboratories**. The kit contained two gallons of **Pro-Pump/HC** (high count), one gallon of **Pro-Pump/SA** (sludge away), and one pound of **Pro-Pump/OX** (oxygen). The two-gallon infusion of live facultative bacterial culture increased the breakdown of the biomat. The oxygen-release compound accelerated recovery, and the gallon of biostimulants enhanced both cultures.



Result: The drainfield was restored. Frank services the system every two years, adding a quart of Pro-Pump/HC to the tanks. The homeowner adds Pro-Pump/SP (septic packets) monthly. 800/326-7867; www.propump.com.

Failed Alaska Leach Field

Problem: In 2004, a homeowner's leach field failed after 14 years. **Lifewater Engineering Co.** of Fairbanks, Alaska, was asked to replace both the septic tank and leach field.

Solution: The old steel septic tank was replaced by an **ExtremeSTP** sewage treatment plant consisting of an insulated 1,300-gallon plastic tank with RetroFAST 0.375 aerobic treatment unit inside from Bio-Microbics. Nothing was done to the leach field.



Result: When the blower was turned on, the homeowner began using water again. The aerobic effluent provided the right environment for bacteria growth, restoring the hydraulic conductivity between the leach rock and natural soil, allowing the leach field to properly function. "The ExtremeSTP system suggested and built by Lifewater Engineering Co. was our least costly alternative and has worked wonderfully for seven years," says homeowner Carl Addington. 907/458-7024; www.lifewaterengineering.com. ■

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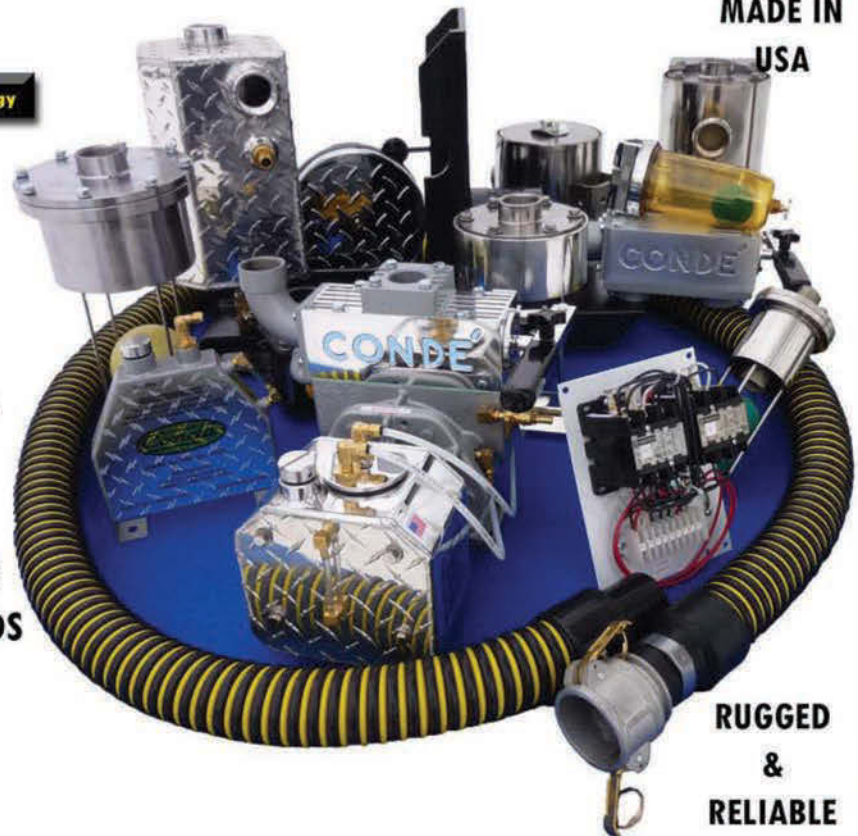
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HOW DO YOU HANDLE THE TANK THAT'S THICK FROM TOP TO BOTTOM? A POSTER WANTS TO KNOW IF HE CAN RAISE THE BILL TO REFLECT ADDITIONAL LABOR REQUIRED OF A TOUGH JOB.

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.

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:

Who charges extra for those tanks that are solid from top to bottom? How much do you charge?

Answers:

We usually charge by the hour, but used to charge for each extra backflush. If the customer warns me ahead of time, I will bring some septage from one of my yearly customers to backflush the heavy tank to stir it up once I have pumped it part way down first. I have opened the distribution box on some heavy tanks and jetted them out if solids made it to the field. A broken baffle in a heavy tank is a real concern. If you don't charge extra for a heavy tank, the customer won't have any incentive to go on a regular maintenance program.



We charge extra after a half hour on-site. We also charge extra for using our Crust Buster. It's this simple, if you want to stay in business, charge for your service. If the customer is interested in a good job they will understand a tougher job will result in a higher bill. I recommend notifying your customer before cleaning of extra charges.

IT'S THIS SIMPLE, IF YOU WANT TO STAY IN BUSINESS, CHARGE FOR YOUR SERVICE. IF THE CUSTOMER IS INTERESTED IN A GOOD JOB THEY WILL UNDERSTAND A TOUGHER JOB WILL RESULT IN A HIGHER BILL.



I wish we could get away with that here. Our prices run about middle of the pack, but there are companies charging less, and I don't know that I've heard of anyone charging extra for a thick tank, unless they tell the customers once they have seen the tank. I am sure most of the people around here would laugh at us on the phone if we tried to tell them there would be an extra charge for a very thick tank. Business is just too cutthroat.



Where do I start? First, figuring out how to charge is not as important as figuring out how much you need to charge. What do I mean by this? You have fixed charges that do not change, including insurance, Yellow Pages, your wages, etc. You also have cost of goods sold, tires, fuel, etc. Do the math and find out what your break-even point is. You can do this by the hour, by the job, by the mile, etc. Now that you have that done, decide how you can charge that amount using a flat fee, charge for extra gallons, charge for extra time, dig by the foot instead of by the hour, charge for extras (maintenance items). It seems you are afraid of your competitor and how much he is charging. Is this true?



We've decided to give an hour of time (from the moment we drive in the driveway to the time we are driving out) with the basic rate. Anything over that is billed at \$95 per hour, which is our labor rate.



We're not afraid of our competitors. Just aware. That's the reason we do not reduce our rate to try to compete with these bottom-price people. First off, I know they have less overhead. Usually just a one- or two-truck operation run out of their homes. Also, I think a lot of times they recommend new drainfields to people at the first sign of trouble instead of trying to troubleshoot the situation. I don't know this for sure, but we have been out behind people on jobs where the owner was asking for a new field quote and after a little investigation it turned out it was something much simpler. ■

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variety of products aimed at keeping septic systems running at tip-top performance can be a revenue booster for your business all year long. Here are a variety of products you can carry to promote effective onsite system maintenance:



Arcan Enterprises

Arcan Enterprises

Septic-Scrub drainfield flow restorer from Arcan Enterprises oxidizes sulfides and releases oxygen into the drainfield. The environmentally friendly treatment is added between the septic tank and the drainfield and can also be used for preventive maintenance. System use does not need to be restricted during treatment. 888/352-7226; www.arcan.com.



Cape Cod Biochemical Company

Cape Cod Biochemical Company

AfterShock soil absorption restorative from Cape Cod Biochemical Company restores drainage to clogged and sluggish drainfields and drainage structures while preventing backups and eliminating odors. The restorative contains multi-strain bacillus spore-bearing bacteria and a bacteria-friendly, time-release oxygen source. Bacteria digest solid materials that normally clog soil absorption areas, while the oxidizer accelerates bacterial activity and degrades sulfides in the biomat. The naturally occurring bacteria are USDA-approved and laboratory enhanced. The product is nonhazardous, nontoxic, contains no U.S. Environmental Protection Agency priority pollutants and is environmentally safe. Bacteria and oxidizer can be applied at the same time, eliminating the need to keep the system exposed for repeated site visits. 800/343-8007; www.septiconline.com.

Polylok

Poly-Cleanse waste digestant from Polylok is a blend of bacteria and enzymes designed to attack organic waste, including grease, toilet paper and soap scum buildup. The environmentally friendly digestant is available in liquid or powder and can be used in septic systems, cesspools, ATUs, drainfields, drains, grease traps, lift stations, sludge ponds and sewers. 888/765-9565; www.polylok.com.



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Jet Inc.

Jet Inc.

BIO JET-7 liquid bacterial supplements from Jet Inc. break down and digest grease, fats, soap, scum and other colloidal elements in anaerobic and aerobic wastewater treatment systems. The supplements are useful in difficult startups or when a system becomes unstable due to changes in flow, chemicals or increased organics. They can be used in larger commercial applications when the system fails to meet the requirements for discharge permits. The product also can be used in septic systems, lift stations, lagoons and ponds. BIO JET-7 Plus Dry Packs give the same performance in a quick-dissolving dry pack – users simply flush the packet. A year's supply comes in a recyclable plastic container. 800/321-6960; www.jetincorp.com.

Ecological Laboratories

Pro-Pump/HC (high count) liquid live bacteria from Ecological Laboratories Inc. is designed for a range of onsite wastewater applications, including septic system treatment, absorption system recovery, aerobic system treatment, drain and grease traps, solids reduction and odor control. The additive is made to reduce BOD, COD, total suspended solids, treat phenolic wastes, biodegrade hydrogen sulfide and other various pollutants. 800/326-7867; www.propump.com.



Ecological Laboratories



Lenzyme

Lenzyme

The **Septic Scrub Plus kit** from Lenzyme contains three bottles of Septic Scrub and one bottle of Drainfield Biological Activator. Septic Scrub Plus attacks biomat buildup that causes blockage and breaks it down. The Drainfield Biological Activator is a bacterial blend that restores the soil's biological activity in a matter of days and attacks leftover organic matter trapped in the field. One kit can handle a normal residential drainfield. 800/223-3083; www.lenzyme.com.

(continued)



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Quanics

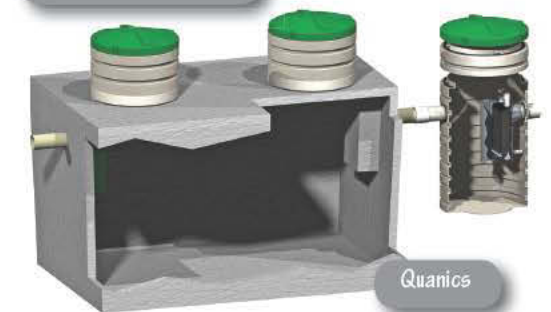
The **Bear-in-a-Basin filter package** from Quanics and Bear Onsite incorporates a heavy-duty polyethylene single-piece construction basin with high-quality effluent filter. The system can be installed on new systems if access to the primary tank is difficult or not desired. It can be used when installation of an effluent filter in the existing tank is not possible. The unit arrives prepackaged with all components necessary for installation. Additional interlocking 6-, 12- or 18-inch risers are available for deeper installation. 877/782-6427; www.quanics.net.

RCS II Inc.

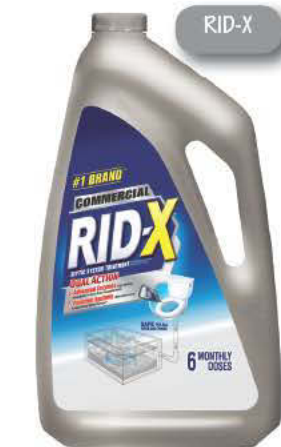
Septic Drainer soil restorative from RCS II Inc. is designed to improve the perkability of soil for better drainage and prevent drainfield replacement. Calcium polysulfate loosens the sodium that binds with soil, creating a densely packed barrier. The nonbacterial, nonenzyme liquid formula is made to work on all types of septic systems. 518/812-0000; www.septicdrainer.com.



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Custom Biologicals Inc.

Septic Fizzytabs tank treatment from Custom Biologicals Inc. is an effervescent tablet designed to reduce buildup on pipes, prevent backup, replenish bacterial population and reduce odor. The tabs feature a concentrated blend of microorganisms that digest grease, fats, oils, proteins, starches, detergents and other organic wastes. The tabs require no mixing or measuring. 561/998-1699; www.customblo.com.

RCS II Inc.



Custom Biologicals Inc.

O2 Aeration Technologies

O2 Aeration Technologies

The **VBT restoration system** from O2 Aeration Technologies supports aerobic bacterial metabolism, eliminating odors and reducing BOD, TSS and possible groundwater contamination. It also reduces drainfield waste by 75 to 90 percent, enabling soil bacteria to consume excess biomat and solids. Approved in Arizona, Florida, Minnesota, Texas, West Virginia and Wisconsin, the restoration kits are used as part of watershed programs to reduce pollution from failed or failing septic systems. 830/743-4936; www.paulswoyerseptics.com.

Chempace Corp.

BioForce septic tank additive from Chempace Corp. comes in 2-ounce, water soluble pouches, packaged in a re-sealable, one-year supply plastic container for once-a-month maintenance. The additive's bacterial components counteract the negative effects of bleaches, cleaners and detergents, while breaking down grease and organic substances in drains and leach fields, leaving H₂O and CO₂ byproducts. BioForce is comprised of three industrial-strength formulas. Two formulas are used in wastewater treatment plants for grease and sludge reduction. The third formula is used in pulp and paper mills to break down paper waste. 800/423-5350; www.chempace.com. ■



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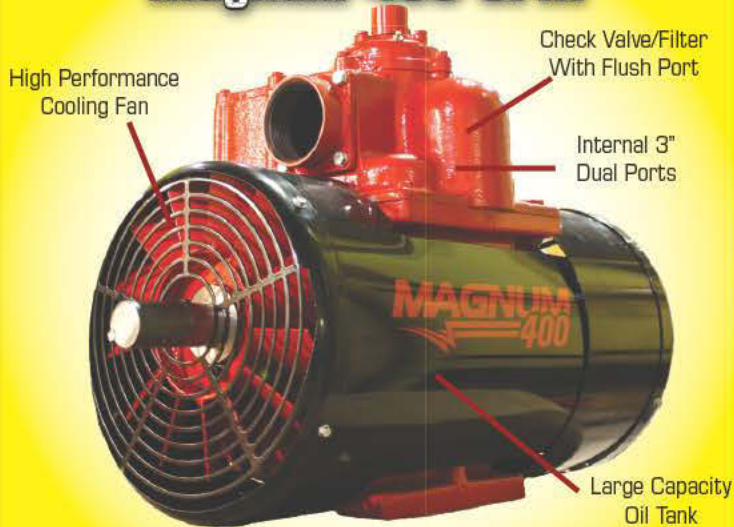
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- 8 a.m. Rust into Gold
- 9:30 a.m. Maintaining Collection System Easements
- 11 a.m. Sanitary Sewer Overflows: What To Do When It Is Flowing Down the Street
- 1:30 p.m. Finding Success and Growth in the Pipeline Cleaning Business
- 3 p.m. Evaluating and Optimizing the Efficiency of a Combination Truck
- 4:30 p.m. CCTV Inspection Essentials

NOWRA

National Onsite Wastewater Recycling Association

- 8 a.m. Aerobic or Anaerobic - Which One Is Better?
- 9:30 a.m. Mound Systems – Not Just for Wisconsin!
- 11 a.m. Dead Bacteria - How Overuse of Cleaners and Household Products KILL
- 1:30 p.m. Onsite Electrical
- 3 p.m. Managing Commercial Wastewater Treatments
- 4:30 p.m. Choosing the Right Float to Control Your Pump

NAWT

National Association of Wastewater Transporters

- 8 a.m. What I Need to Know About Trucking Safety
- 9:30 a.m. Setting the Dose, Establishing the Pump Delivery Rate & Relative Control Sensor Adjustment
- 11 a.m. Certification and Septic System Inspections
- 1:30 p.m. Is There Value in Processing My Own Sludge?
- 3 p.m. Maintenance Frequency Standards and Requirements
- 4:30 p.m. Working with Small Communities: System Management

NEHA

National Environmental Health Association

- 8 a.m. Promoting Competence: What's in It for Me?
- 9:30 a.m. Septic Tank Science
- 11 a.m. Advanced Treatment - What Does That Mean?
- 1:30 p.m. Successfully Dosing Pipe Networks
- 3 p.m. Pump Replacement
- 4:30 p.m. T.B.D.

NASSCO

National Association of Sewer Service Companies

- 8 a.m. Sewer Ops and CMOM - Leveraging the CMOM Process for Operational Benefit
- 9:30 a.m. Larry Keist - Developments in Water Main Linings
- 11 a.m. Culvert Rehabilitation: Have It Your Way
- 1:30 p.m. Manhole Lining: The Secret to a Successful Installation
- 3 p.m. Inspection of Pipelines Under Full Flow Conditions
- 4:30 p.m. Sewer and Industrial Equipment Rental - What are the Options?

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Business Track

- 8 a.m. Keeping Employees and Customers Happy - Part 1
- 9:30 a.m. Keeping Employees and Customers Happy - Part 2
- 11 a.m. Keeping Employees and Customers Happy - Part 3
- 3 p.m. How to be Successful and Profitable in Any Economy - Part 1
- 4:30 p.m. How to be Successful and Profitable in Any Economy - Part 2

WJTA

WaterJet Technology Association

- 8 a.m. Accessorizing Your Vacuum Unit
- 9:30 a.m. Good Craftsmen Have Heavy Toolboxes
- 11 a.m. Waterjet Technology: Applications and Equipment

PSAI

Portable Sanitation Association International

- 1:30 p.m. Cost Analysis: Delivery, Removal, Moves and Tip-Overs - Part 1
- 3 p.m. Cost Analysis: Delivery, Removal, Moves and Tip-Overs - Part 2



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Tuesday Sessions

February 28, 2012

MUNICIPAL TRACK

- 8 a.m.** Inspecting and Locating Laterals
Edward A. "Digger" Diggs - CUES, Inc.
- 9:30 a.m.** Get Quality Results From Your Inspection Management Program!
Rod Thornhill, Cori Criss - Infrastructure Technologies
- 11 a.m.** Using Chemical Grouts to Protect Mainlines, Laterals, Manholes and Lift Stations
Daniel Magill - Avanti International

SEWER AND DRAIN TRACK

- 8 a.m.** Contractors Need to Improve Jetting Sales
Nick Woodhead, Ken Bryson - US Jetting
- 9:30 a.m.** Lift Station Backup Pumping
Majid Tavakoli - Thompson Pump
- 11 a.m.** Optical Advancements Improve Range and Clarity of Pipeline Zoom Inspection
Richard Lindner - EnviroSight

BUSINESS TRACK

- 8 a.m.** Market Like the Green Bay Packers
Jerard Nighorn - Lenzyme, Inc.
- 9:30 a.m.** Training is the Key to Unclogging a Messy Business
William Raymond - Nexstar Network
- 11 a.m.** How to Make Profits That Drop Straight to the Bottom Line
Jenny Alday - One Biotechnology

PORTABLE RESTROOM TRACK

- 8 a.m.** T.B.D.
- 9:30 a.m.** New Emission Standards for Service Trucks
John Olson - Satellite Industries
- 11 a.m.** New Portable Restroom Products
David Roncadori - J&J Chemical Co.

LIQUID WASTE TRACK

- 8 a.m.** What You Should Know About ATUs and How to Evaluate and Service Them
Doug Dent - Ecological Labs
- 9:30 a.m.** From the Kitchen to the Grease Trap to the Landfill
Dennis Brunetti - FloTrend
- 11 a.m.** The Evolution of Effluent Filters
Theo Terry - Bear Onsite

Wednesday Sessions

February 29, 2012

PIPE RELINING TRACK

- 8 a.m.** Advances in Monitoring Technology Help Ensure Proper Liner Cure
Jake Wells - Pipeline Renewal Technologies
- 9:30 a.m.** UV Cured Fiberglass Pressure Liner
Richard Montemarano - LightStream
- 11 a.m.** New Braunfels Utilities Performs Manhole-to-Manhole Lining in-House
Travis Bohm - Perma-Liner Industries

INSTALLER TRACK

- 8 a.m.** Installation and Operation of Float Switches
Brett Wilfong - SJE-Rhombus
- 9:30 a.m.** STEPPing Up
Dennis Hallahan P.E. - Infiltrator Systems

BUSINESS TRACK

- 8 a.m.** Septic, Sewer & Portable Business Valuation Basics
Jeff Bruss - COLE Publishing
- 9:30 a.m.** Inexpensive Marketing, Promotion & Advertising Ideas for Septic, Sewer & Portable Companies
Jeff Bruss - COLE Publishing
- 11 a.m.** Mobile Marketing - Making Smartphones Work for Smart Business People
Jeff Bruss - COLE Publishing

GAS, OIL AND MINING TRACK

- 8 a.m.** Vacuum Equipment in the Marcellus Shale Region
Mark Nixon - MORO USA
- 9:30 a.m.** How to Vacuum More Efficiently with a Positive Displacement Blower
Jeff Peterson - Hibon, Inc., a division of Ingersoll Rand
- 11 a.m.** Why Choose Hydroexcavation? Opportunities in the Oil and Gas Exploration Industry
Neil McLean - Hydro Excavation Consulting Unlimited

INDUSTRY SAFETY TRACK

- 8 a.m.** Cross Bores, Deadly but Preventable - Your Actions Can Save Your Life
Mark Bruce - Can Clay
- 9:30 a.m.** Is the Air in Your Manhole or Confined Space Safe to Breathe?
Ed Fitzgerald - Jack Doherty Companies
- 11 a.m.** OSHA: Introduction to Soil Analysis
Gary Hooks



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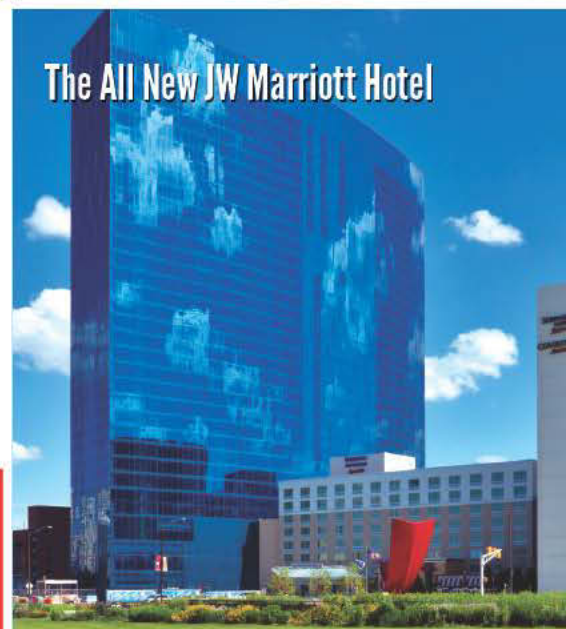
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1999 Ford Rodder Truck, Cummins ISB Diesel Engine, Standard Trans., A/B, A/C, 66,575 Miles, Vac-Con HS1600A, Meyers Pump, Cummin 3.9L Diesel Rear Engine, 1,635 Gal. Water Tank. Lot #3116780



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A Time of Sale Inspection Formula

AVOID MISUNDERSTANDINGS AND LEGAL ENTANGLEMENTS OVER THE VIABILITY OF A SEPTIC SYSTEM BY PROPOSING THE ANSWER MAN'S REAL ESTATE TRANSFER PLAN

By Roger E. Machmeier

QUESTION: I read a recent article about hydraulic load testing that calls attention to some disagreement about the way to do the test and how effective it is. What do you think about the test?

ANSWER: I have some serious reservations about the value of hydraulic load testing. Some of the same reservations were expressed by Dawn Long from Arizona and Mike Lynn from Virginia in the article you mention. In my opinion, hydraulic load testing does not give the information needed and protects neither the seller nor the buyer in a real estate transaction.

First of all, it is unfortunate that some states do not recognize the

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



IF THERE IS LIQUID IN ANY OR ALL OF THE TRENCHES, THIS DOES NOT MEAN THE SYSTEM HAS FAILED. A LIQUID LEVEL MEANS THE BIOMAT HAS DEVELOPED ALONG THE ENTIRE BOTTOM OF THE TRENCH, AND THE EFFLUENT IS BEING EFFECTIVELY TREATED.

proper way to distribute septic tank effluent in a soil absorption system. I am pleased that two experts from Minnesota, Jim Anderson and Dave Gustafson, specified sequential distribution as the proper way to distribute sewage tank effluent in a drainfield trench system.

When distribution boxes are used, it will be unlikely inspection pipes have been placed at the end of each trench. Inspection pipes are much more likely to be present in a trench system using sequential distribution.

Long mentioned some inspectors fail a system if there is any effluent in a trench. It is unfortunate when so-called professionals in onsite sewage treatment consider a trench to have failed if there is any effluent present in the trench. Arizona is not the only place this happens, as I have heard of such practices in other states.

If there is liquid in any or all of the trenches, this does not mean the system has failed. A liquid level means the biomat has developed along the entire bottom of the trench, and the effluent is being effectively treated.

Let's go back to the reason the existing onsite sewage treatment system is being tested. Very likely it is because the property is being sold. What do you suppose the purchaser expects from the onsite sewage treatment system on the property they are buying? Unless the purchaser has previously been in a house with an onsite system, all they are likely interested in is the toilet continuing to flush and the wastewater flowing out of the drains.

Consider the following example: A house for sale has been owned by a couple for many years. The two of them have used about 100 gallons, or less, per day. Occasionally when guests are present or the grandkids are visiting, 200 or 300 gallons may be discharged into the sewage system in one day. The owners have never had any problems with the sewage system.

The buyer moving in has three school-age children. It is an active family with many friends who come to visit. They will likely generate between 300 and 400 gallons of sewage per day.

The house has been for sale, but unoccupied for several months. What would a hydraulic load test tell about this system? How much wa-

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ter should be used, as the trenches are likely not very full?

I suggest the following approach to the problem of testing the system, which should protect both the seller and the buyer. It will also eliminate a lot of heated conversation in the future.

First, a plan of the existing system should be obtained, if available. The local permitting authority may have such a plan. The homeowner may have a plan showing where components of the onsite system are located.

The septic tank should be cleaned and inspected by a professional. If the tank has deteriorated, it should be replaced by the seller. If the tank is in good condition, the inlet and outlet baffles should be checked to be sure they are in place and of correct dimensions. If not, baffles should be replaced, at the seller's expense.

The next step would be to locate the distribution box, if that is the type of distribution system. An impact probe is a good tool for this. When the distribution box is located, the cover should be removed. The condition of the distribution box should be evaluated, as concrete boxes are often deteriorated by hydrogen sulfide gas. If the box has deteriorated, it should be replaced with a plastic or fiberglass box at the seller's expense.

The outlets of the distribution box should be adjusted so all are at exactly the same elevation using a water test. If the ends of the drain-field trenches have inspection pipes, the liquid level in the trenches should be determined. If the trenches have sequential distribution and inspection pipes, the liquid level in each trench should be measured.

Another question is, "How many gallons per day will the existing onsite system continue to treat?" The sellers didn't burden the system, but the buyers should be expected to put more demands on the system. What should be done?

First, a water meter should be installed at the seller's expense to measure the volume of sewage wastes flowing into the system. Only water used in the household is measured. The seller and buyer should agree on the number of gallons per day the onsite system will treat for a period of one year. They may want to have an onsite professional give them advice for this number.

Let's say the original design was for a three-bedroom home and the system design was based on 450 gallons per day. Or perhaps the seller and buyer will agree on a smaller value such as 350 gallons per day.

The seller should agree the onsite sewage treatment system will treat the agreed-upon number of gallons per day for one year. The seller should also agree to place in an escrow account an agreed-upon sum of money to repair or increase the system size in the event the system does not perform as expected for the year.

If the onsite system works as expected, the seller receives the escrow money plus accumu-

lated interest. If the buyer's family uses more than the agreed-upon sewage flow and the system fails, the buyer pays for the repair of the system.

I have heard from my onsite professional friends of many instances where the seller in good faith told the buyer, "There was never any trouble with our sewage system." When the buyer's family generated far more sewage than the seller, the system failed. The buyer believed the seller had told them a false story. Lawsuits were often the result.

Sellers and buyers often don't understand that the number of gallons per day of sewage is the key criteria for the performance of an onsite system. A system may be adequate for one family, but not another. The difference is the amount of sewage flowing into the system. A water meter will tell the story. ■

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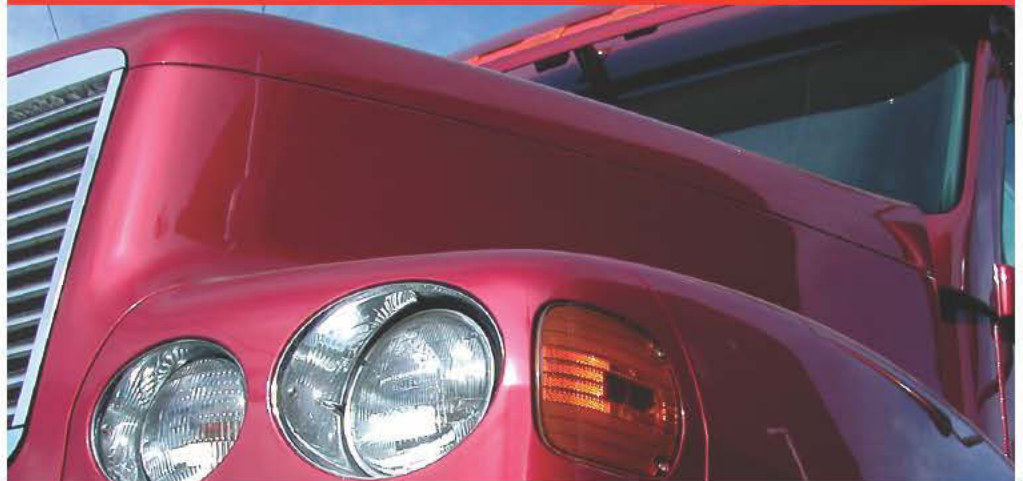
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College-Bound Kids?

TAX-ADVANTAGED PLANS CAN HELP YOU SAVE FOR A COLLEGE EDUCATION – BUT THEY COME WITH CAUTIONS. HERE’S SOME ADVICE TO SUPPORT WISE CHOICES.

By Erik Gunn

So you’ve just made an addition to your family? Congratulations! Have you started that college savings fund yet? Increasingly, economists say, workplace success demands a lot of education beyond high school, and not just for doctors, lawyers or engineers. Even skilled trade jobs can require four years of technical education, or more.

That costs money. The College Board estimates the average cost of a state university at just under \$20,000 a year for in-state students, and maybe twice that for a private college. And the cost is rising faster than inflation: up 80 percent in the last decade, according to Education Sector, a Washington, D.C., education-policy research organization. So whether your child goes to college tomorrow or in 18 years, it will be even more expensive, even with financial aid.

Many students and families bridge the gap between what they have and what they need with student loans. While that’s often necessary, who wants to see the next generation take on huge debt? That’s why it’s important to start saving for college as soon as possible.

INVESTING IN ADVANCE

There are several alternatives. You can open an ordinary investment account and save the money there, but you’ll pay taxes on your capital gains. Alternatively, there are specific accounts you can use to save for college that offer a tax break.

If you have an Individual Retirement Account or a Roth IRA, you can use some of that money for college expenses without a penalty for taking it out early. Contributions to a conventional IRA are taxed only when you make withdrawals. Money contributed to a Roth IRA is taxed on the front end and then grows tax-free.

Another approach is a Section 529 college savings plan. These are named for the federal tax code provision that governs them. As with Roth IRAs, you invest after-tax money in 529 plans. But once invested, its earnings won’t be taxed by the federal government and most states (check your state’s laws to be sure).

When it comes time to withdraw money, you won’t pay taxes on it if it’s used to pay for college expenses: tuition, books and certain fees. If you withdraw the money to pay for expenses beyond the approved list, you’ll pay federal, state and local taxes and a 10 percent penalty.

TWO KINDS OF PLANS

There are two basic kinds of 529 plans: a straight savings plan and a prepaid tuition plan (available in some states but not others). In the prepaid plan, you save money and essentially lock in tuition costs at today’s rates instead of having to pay much more when your child enrolls.

With a regular 529 savings plan, you simply save money, although with a tax advantage. When you cash out, you can pretty much apply the money to the college of your choice.

Prepaid tuition plans can be a good deal, but they come with restrictions. For one thing, an individual plan is usually tied to a limited number of colleges, such as the state university system or institutions in the state where the plan is set up. Also, prepaid plans typically cover only tuition and certain fees. Room and board is not covered, or it costs extra.

MANY STUDENTS AND FAMILIES BRIDGE THE GAP BETWEEN WHAT THEY HAVE AND WHAT THEY NEED WITH STUDENT LOANS. WHILE THAT’S OFTEN NECESSARY, WHO WANTS TO SEE THE NEXT GENERATION TAKE ON HUGE DEBT? THAT’S WHY IT’S IMPORTANT TO START SAVING FOR COLLEGE AS SOON AS POSSIBLE.

A regular 529 savings plan lets you apply the funds to a wider range of approved expenses, such as room and board, books and other educational materials.

A prepaid plan typically requires a lump sum and installment payments. A regular 529 savings plan doesn’t, although of course what you get out depends on what you put in. You can find out more about the differences between these two plans at the Securities and Exchange Commission Web page at www.sec.gov/investor/pubs/intro529.htm.

Another bonus is that a 529 plan generally isn’t tied to just one child. Suppose you start a plan when your daughter is a baby, but by the time she gets to college she gets a free ride for her stellar academic record. You should be able to switch the benefit to a sibling.

QUESTIONS TO ASK

The SEC recommends asking a number of questions as you pick a 529 plan:

- Is it directly available from the state or its sponsor?
- What fees does it charge? Can you get the fees waived or reduced? How much of what you pay goes to the broker?
- How much can you withdraw from the plan, and when? What will the plan pay for?
- How and when can you change the plan, its ownership or its beneficiary?
- What are the plan’s investment options? How long are contributions held before they are invested?
- Which is better in terms of restrictions, tax advantages, fees and other features – the plan tied to your state? Or some other plan?
- What individual or firm manages the plan? When does that manager’s contract expire?
- What is the plan’s track record for performance?

529 LIMITATIONS

These plans aren’t a cure-all. For one thing, a recent study by Education Sector found that how fast a 529 savings plan grows will depend mightily on when you start it, because the rises and falls of the stock market can make growth erratic.

And the prepaid tuition plans have hit some rough spots. As the *New York Times* reported not long ago, Tennessee closed its prepaid plan to new participants. The prepaid plan in Illinois drew scrutiny when Crain’s Chicago Business reported that the locked-in price wasn’t fully guaranteed.

The lesson is not to dismiss such plans. The lesson is to save as much as you can as early as you can, and to diversify your investments in the process. If you start a plan, think of it as an early first birthday present for your son or daughter. ■

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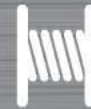


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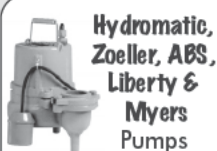
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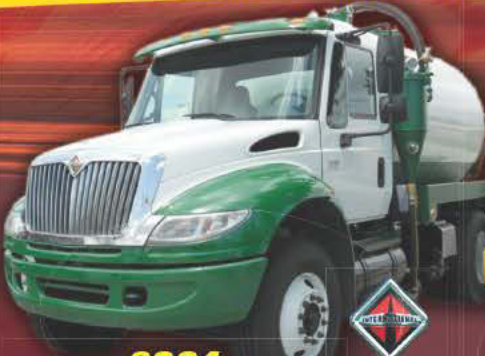
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Classy Truck of the Month



Jim's Portable Toilets and Septic Service
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This red and white 2010 International MaxxForce 10 with a 350-hp engine and 4,000-gallon steel tank from Transway Systems is the latest service rig for owner Jim Sproule. With a 10-speed overdrive Eaton Fuller transmission and Fruitland 500 pump with cab controls, the truck is used for 60 percent commercial and 40 percent residential pumping. Handy technician conveniences include a work light switch, a switch that lets air out of the rear suspension for easier dumping, onboard Schmitz Bros. LLC Crust Buster tank agitator, 6-inch heated discharge valve, dual pressure relief valves, a full-open rear door, a Power Booster from Pressure Lift Corp., and topside manway with primary shutoff. The tank's bright red paint job is shielded from hose wear and tear by a diamond-plate protector. Graphics, including a maple leaf flag design with a beaver in the center, are from Hiamedia. Garmin GPS helps keep drivers on their routes. ■

SHOW US YOURS!

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

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

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

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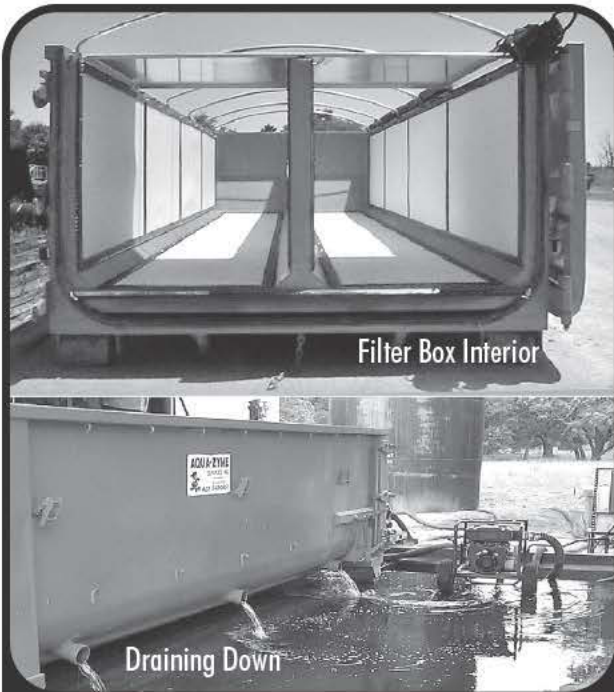
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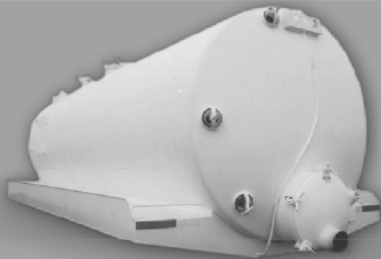
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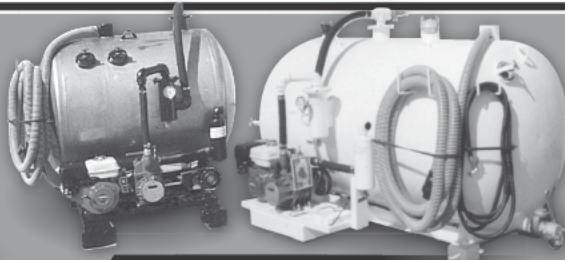
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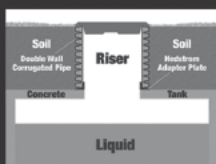
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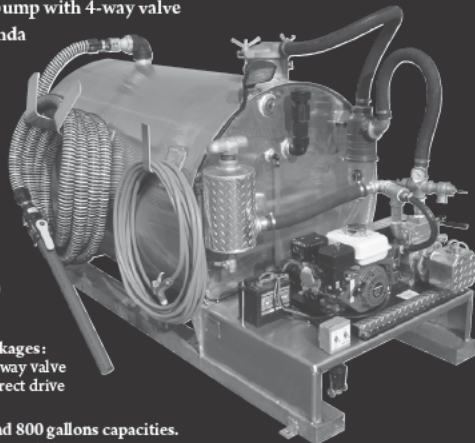
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Call For Nomination - NAWT's Excellence in Service Award

By Courtney Peterson

I am pleased to announce a call for nominations for the National Association of Wastewater Transporters Inc. 2011 Excellence in Service Award. The award represents appreciation for an individual or entity that has demonstrated sincere efforts, outstanding leadership, and commitment to the industry. This award is presented annually at the Pumper & Cleaner Environmental Expo International.

Who would you like to see recognized? Please find the nomination form and more information at www.nawt.org. The deadline is Nov. 30.

NAWT VOLUNTEERS NEEDED AT THE EXPO

Be a part of the team and lend a helping hand at the Pumper & Cleaner Expo. NAWT is putting together a fundraising activity that will

require some extra help. There is nothing like a little competition to help generate more revenue and have a whole lot of fun. Call 800/236-NAWT (6298) to find out how you can help and be a part of the action.

SEE YOU AT THE EXPO

There is no time like the present to start planning your trip to Indianapolis for the Pumper & Cleaner Expo, Feb. 27-March 1, 2012. NAWT will offer its two-day onsite inspector training course and two-day, 12-hour operation and maintenance course on Saturday and Sunday, Feb. 25-26. There also will be a one-day vacuum truck technician training course on Sunday, Feb. 26.

The **inspector course** is at the operation level. The first day covers the basics of sewage treatment and system types using a troubleshooting perspective. The second day goes through a step-by-step procedure to conduct a system inspection. It requires attendees to locate and identify all parts of the system, assess condition and determine if systems are operating properly. The inspection course is a prerequisite for the operation and maintenance course.

The **O & M course** concentrates on operation and maintenance of aerobic tanks, single-pass and recirculating media filters, and chlorination or ultraviolet light disinfection. Sessions also include maintenance of drip irrigation systems and proper installation of pump stations. Both courses have field opportunities on Tuesday morning and a written exam for NAWT certification.

NAWT's **vacuum truck technician training course** is for new owners and employees who operate vacuum trucks to clean septic tanks, aerobic treatment units, holding tanks or grease traps. It also serves as a refresher course and overview for experienced operators. Training includes presentations, videos, and hands-on exercises with a vacuum truck. The course includes basic vacuum truck operation, materials to pump and avoid, reasons to manage these materials, pumps, basic science of vacuum and pressurization, truck equipment and components, drive and control mechanisms, basic and advanced pump-out skills and procedures, loading and unloading, safety and emergency response plans, customer interaction and education, manifests and reports, and government regulations. NAWT will list all certified service providers at www.nawt.org.

THANKS FOR PARTICIPATING

Many of you took the emailed membership benefit survey. I want to thank you for taking the time and sharing your ideas. What benefits may be important to you are probably important to others in the industry. ■

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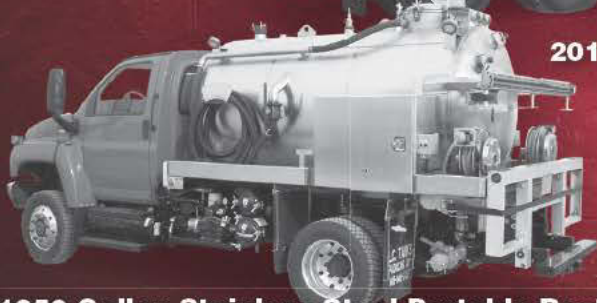
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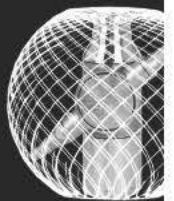
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Product NEWS

Personalized Lids Aid in Customer Retention

Personalized polyethylene septic tank lid covers from **Hedstrom Plastics** offer septic pumpers a way to effectively retain customer accounts, especially where new residents move into an old customer's home, according to company officials.

Hedstrom can engrave the rotationally molded lids with a contractor's name and phone number. Representatives say the personalized lids are a great marketing tool, especially when new homeowners who encounter a septic problem don't know where to call.

The lightweight, easy-to-transport green lids are designed to fit atop standard 18- and 24-inch inside-diameter polyethylene pipe, available at most building and supply centers. Hedstrom also sells 18-

and 24-inch, square-to-round adapter plates that allow for faster conversions of tank risers to corrugated polyethylene pipe. The 3/16-inch-thick plates, which feature strengthening ribs and a molded-in caulking channel that helps simplify installation of corrugated polypipe risers on the top of the tank, provide a tight seal between the tank opening and the polypipe riser.

The 24-inch lids are made from 11 pounds of durable, recycled polyethylene and the 18-inch lids are made from eight pounds of recycled polyethylene. If contractors prefer, both sizes can be filled with rigid polyurethane foam to add more stability and structure, or they can be filled with sand. When installed at ground level, the lids can support the weight of a lawn tractor, but they're not recommended for use in areas with heavier vehicular traffic.

Hedstrom representatives say, unlike concrete, there is no risk of the lids cracking over time. The lids also have an ultraviolet light inhibitor that minimizes fading from prolonged exposure to sunlight. All lids come with hardware, including stainless-steel, tamper-proof screws and a foam gasket for a secure, tight seal. **800/765-9665; www.hedstromplastics.com.**



in the
SPOTLIGHT
By Ken Wysocky



Dust Control Introduces Long- Throw Evaporator

The DBE-1000 long-throw evaporator from Dust Control Technology is designed to dissipate excess water in large areas. The unit features Teflon spiral nozzles for efficient droplet dispersal, minimal fouling and clogging. It can launch mist up to 200 feet and

achieve evaporation rates up to 75 percent, with averages of 25 to 65 percent. Standard configuration includes a 25-hp motor wired for three-phase, 480-volt, 60-cycle service or three-phase, 400-volt, 50-cycle power. The stainless steel manifold is designed for a flow rate of 66 gpm and water pressure of 100 psi. **800/707-2204; www.driboss.com.**



CEAttachments Introduces Skid-Steer Snowblower

EDGE snowblower attachments for skid-steers from CEAttachments Inc. feature a hydraulic motor and cylinder for controlling the 280-degree rotating chute. The attachments can throw snow up to 45 feet and range in size from 48 to 96 inches. Other features include auger paddle for more efficient transfer of snow to the fan, bolt-on fan cover, environmental coils for weather resistance and face-seal hydraulic fittings, red safety tape on the back of the unit and storage tube. **866/232-8224; www.ceattachments.com.**



Gamajet Introduces Intrepid Rinsing Machine

The Intrepid tank rinsing machine from Gamajet Cleaning Systems is designed for fast and thorough cleaning without the use of chemicals, while using 80 percent less water than a standard spray ball at the same pressure. It features a direct-drive design that requires no gear reduction, while applying a concentrated stream in a 360-degree pattern. Average operating conditions are between 10-80 psi and 5-20 gpm. **877/426-2538; www.gamajet.com.**



Patriot Offers Solar-Powered Generators

The 5,000-watt 3000 Series, three-solar-panel trailer generator from Patriot Solar Group combines the utility of a mobile trailer with the benefits of solar power. The lightweight, towable trailer provides power anywhere, day or night. Measuring 116 inches long by 37 inches tall and 62 inches wide, the trailer delivers up to 120VAC and 12VDC. Available in five colors, the trailer is made from 3-inch by 2-inch angle iron with 1/2-inch plywood floor. It has a 3,200-pound spring axle for a 2,500-pound carrying capacity. The unit features a 2-inch Class II coupling, 13-inch wheels and tires. **517/629-9292; www.patriotsolargroup.com.**



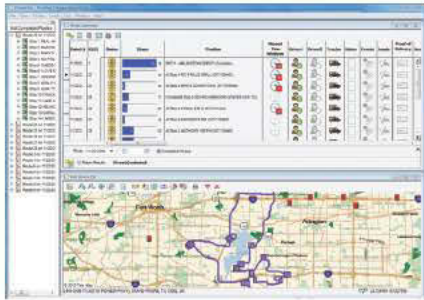
Grote Offers LED Clearance/Marker Lamps

Penny-sized MicroNova Dot LED clearance/marker lamps from Grote Industries are designed to resist dimming as they age. The P2- and PC-rated lamps are available in red, amber and white. No mounting fasteners are required. Lamps are available in 12-volt, 24-volt and ECE-rated models. **800/628-0809; www.grote.com.**



Roadnet Introduces Logistics Tool

The Geotuning productivity-enhancing tool from Roadnet Technologies Inc. is designed to improve the accuracy of location information for transportation fleet owners. The system is a combination of processes that capture large pools of street addresses, geocodes them and refines the geocodes using both automatic and manual methodology. The geocoder identifies product or service delivery location. An analyzer tool scans for canceled and completed stops, while the user can review stops relative to locations and GPS pings to fine-tune the arrival/departure radius. **410/847-1900; www.roadnet.com.**



Wastequip Introduces Energy Efficient Compactor


The Super Energy Efficient, 4-yard, self-contained compactor from Wastequip holds up to 24 bags of trash. Powered by the Super E Series motor, the compactor features a real-time monitor enabling operators to see what is in the charge box or chute. The control system offers additional safety features, including dual Watch Dog timers that prevent unintended continuous operation, along with an automatic maintenance scheduler. **877/468-9278; www.wastequip.com.**



Gehl Introduces Power2 Skid Loaders

Model 4640E and 5240E Power2 skid loaders from Gehl feature a 68-hp Yanmar Interim Tier IV diesel engine that produces up to 180 ft-lbs of torque. The 59.7-inch-wide loaders (offset tire package available) can lift 2,050 pounds over 121 inches when equipped with 12.00 tires and optional counterweight. **800/628-0491; www.gehl.com.**






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Roadnet Names Akopiantz Chief Financial Officer

Roadnet Technologies Inc. named Erik Akopiantz chief financial officer for the Baltimore-based fleet management technology company. Akopiantz will manage and direct all financial activities and planning strategies.



Erik Akopiantz

Grundfos Donates Pump System

Grundfos donated a SmartFlo SQE constant pressure pump system for a universal design living laboratory demonstration home in Johnstown, Ohio. The project will help architects, builders and the public create accessible, comfortable living environments that enhance quality of life. The home incorporates an unobtrusive universal design, resource- and energy-efficient green building methods, advanced automation technology and feng shui design principles.

Thompson Pump Names Regional Representatives

Thompson Pump and Manufacturing Co. Inc. named three new regional sales, rental and service representatives. Gajeske Inc. has locations across Texas, Best Line Equipment is headquartered in State College, Pa., and Power Equipment Co. has locations in Colorado, Wyoming and New Mexico.

Water Cannon Launches Website

Water Cannon Inc. launched its user-friendly website, www.watercannon.com. The site includes a one-page checkout and customer review section. A filtering feature lets users refine product searches for pressure per square inch, gallons per minutes, price and more.



SJE-Rhombus training session.

SJE-Rhombus Holds Control Panel Training

SJE-Rhombus hosted 15 attendees representing nine companies from the U.S. and Canada, including distributors, OEM and manufacturers' representatives, at a two-day training session on sales, marketing and troubleshooting for onsite and engineered water and wastewater controls. Workshops covered variable frequency drives and hands-on VFD programming. ■

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By **Scottie Dayton**

MONTANA: **Study Finds Groundwater Contamination**

A shallow groundwater systems study by the University of Montana Flathead Lake Biological Station concluded that rapid population growth in the Flathead Basin and the proliferation of onsite systems could increase risk for groundwater contamination.

In Phase 1, researchers sampled 17 wells for volatile and semi-volatile organic compounds. Most samples showed contamination, including traces of chloroform, arsenic or uranium. Acetaminophen, sunscreen, insect repellent, and caffeine were among the personal-care products found.

The complexity of the underground water system, and particularly its connection to the Whitefish and Flathead Rivers, makes it difficult to analyze. Researchers will expand their data in Phase 2, in which water samples will be processed at a laboratory equipped to detect lower levels of contaminants.

Officials from the Flathead City-County Health Department and the state Department of Environmental Quality noted that samples were taken from a small group of shallow wells in an area of the valley known to be vulnerable to seepage from surface and ground sources, leaking septic tanks and other pollution sources.

calendar

Jan. 11-12

Iowa Onsite Waste Water Association Conference, Polk County Convention Complex, Des Moines. Call Alice Vinsand at 515/225-1051 or visit www.iowwa.com.

Jan. 16-18

Missouri Smallflows Conference, University Plaza Hotel and Springfield Exposition Center, Springfield. 417/739-4100; www.mosmallflows.org.

Jan. 17-18

Ohio Onsite Wastewater Association Conference and Trade Show, Hyatt Regency, Columbus. 866/843-4429; www.ohioonsite.org.

Jan. 19-20

Colorado Professionals for Onsite Wastewater Educational Conference, PPA Event Center, Denver. Visit www.cpow.net.

Jan. 23-24

Pennsylvania Decentralized Wastewater Conference and Trade Show, Lancaster Marriott and Conference Center, Lancaster. Call Stacy Henninger at 717/763-7762 or visit www.pdma.net.

Jan. 26-28

Alberta Onsite Wastewater Management Association Convention and Trade Show, Mayfield Inn and Convention Centre, Edmonton. 877/489-7471; www.aowma.com.

Jan. 27-28

Wisconsin Onsite Water Recycling Association and Wisconsin Liquid Waste Carriers Association Joint Convention, Holiday Inn Hotel & Suites, Stevens Point. 800/377-6672; www.wowra.com.

INDIANA: **Scholarship Recipients**

The Indiana Onsite Waste Water Professionals Association awarded scholarships to Kyra Hardebeck and Joseph Craven. Hardebeck, daughter of Ross Hardebeck of Precision Builders, is a freshman at Purdue University studying organizational leadership and supervision. Craven, son of Richard Craven of McCreary Concrete Products, is majoring in business administration at Indiana University-Purdue University Indianapolis. Scholarship applications are at www.iowpa.org.

ONTARIO, CANADA: **Registered Professional Program**

Four members of the Ontario Onsite Wastewater Association were the first to complete the voluntary Registered Professional Program started by the organization under the auspices of the Ministry of Municipal Affairs and Housing. The recipients are Dave Ruppert of Ruppert Haulage, master installer; Jason Steacy of JDS Enterprises, level I installer; Jason Rail of Rideau Valley Septic Services, advanced maintenance provider; and Ray Foster of ESSE Environmental, level I maintenance provider.

OOWA, authorized agent for MMAH, developed training and educational programs for installers, designers, maintenance/service providers, inspectors, and private home inspectors. The programs will set the standard for the industry in the province. Call the OOWA office at 905/372-2722 or email Denis Orendt at dorendt@yahoo.ca.

Jan. 30-31

Indiana Onsite Waste Water Professional Association Annual Conference, Camp Camby, Indianapolis. 317/889-2382; www.iowpa.org.

Feb. 6-9

Onsite Wastewater Professionals of Illinois Annual Conference and Trade Show, Gateway Conference Center, Collinsville. Contact Steve Johnson at jswastewatersystems@mchsi.com.

Feb. 8-9

Utah Onsite Wastewater Association Conference. Location to be determined. 435/797-3155; <http://uwrl.usu.edu/partnerships/training/uowa.html>.

Feb. 10

Saskatchewan Onsite Wastewater Management Association Conference, Radisson Hotel and Conference Centre, Saskatoon. 877/489-7471; www.sowma.ca.

Feb. 10-11

Oregon Onsite Wastewater Association Conference, Seaside Civic and Convention Center, Seaside. 541/389-6692; www.o2wa.org.

Feb. 21-22

Texas Onsite Wastewater Association Conference, Waco Convention Center, Waco. Call Tim Taylor at 888/398-7188 or visit www.txowa.org.

Feb. 22-24

Kentucky Onsite Wastewater Association Conference, Hyatt Regency, Louisville. 270/314-7110; www.kentuckyonsite.org.

Feb. 27-March 1

Pumper & Cleaner Environmental Expo International, Louisville, Ky. Call 800/257-7222 or visit www.pumpershow.com.

Alabama

The Alabama Onsite Wastewater Association and University of West Alabama have a Continuing Education course at the Livingston campus Dec. 1-2. The first day 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>.

Connecticut

The Connecticut Onsite Wastewater Recycling Association is holding its Installer School Jan, 12, 19, 26, Feb. 2, 9 and 16 with a Feb. 23 snow date. The COWRA Pumper/Cleaner School is Feb. 16 with a Feb. 23 snow date. Classes are at Wesleyan University, Middletown. Call 860/267-1057 or visit www.cowra-online.org.

Georgia

The University of Georgia's College of Agriculture & Environmental Sciences is offering a Contractors and Pumpers course on:

- Jan. 10 – Hazlehurst
- Jan. 17 – Griffin

Contact the Continuing Education Center at 770/229-3477 or conteduc@uga.edu.

Minnesota

The University of Minnesota Water Resources Center has these classes:

- 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 (612/625-9797) or visit <http://septic.umn.edu>.

Missouri

The Missouri Smallflows Organization has these CEU courses:

- 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.

Nebraska

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

- Dec. 8 – Planning and Sizing a System, Omaha
- Dec. 9 – Operation and Maintenance, Omaha

Call 402/472-9390 or visit www.deq.state.ne.us/WasteWat.nsf/pages/OnsitePDH.

New England

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University of Rhode Island in Kingston has these courses:

- 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. For soil courses, call Mark Stolt at 401/874-2915 or email mstolt@uri.edu.

North Carolina

North Carolina State University has these courses at Raleigh unless stated otherwise:

- Dec. 6 – Inspector Field Practicum, Manteo
- Dec. 7 – Basic System Troubleshooting, Manteo
- Dec. 8 – Inspector Field Practicum
- Dec. 14 – Flow Equalization and Timed Dosing
- Dec. 15 – Pump System Design
- Dec. 16 – Advanced Design Lab

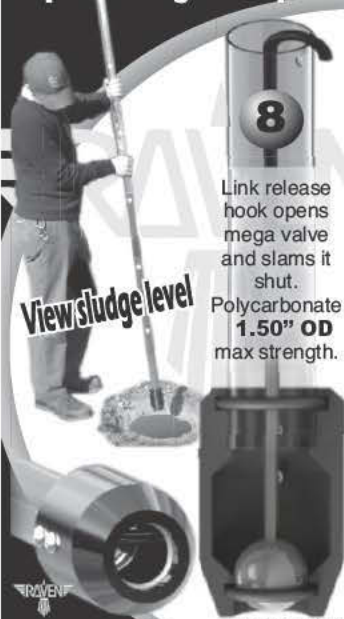
Call Joni Tanner at 919/513-1678 or visit www.soil.ncsu.edu/training.

The North Carolina Pumper Group and Portable Toilet Group will hold the four-hour septage management training and three-hour land application seminar on Dec. 10 in Raleigh. Call Joe McClees at 252/249-1097 or visit www.ncpumpergroup.org or www.ncportabletoiletgroup.org.

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

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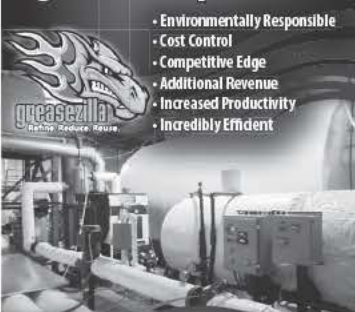


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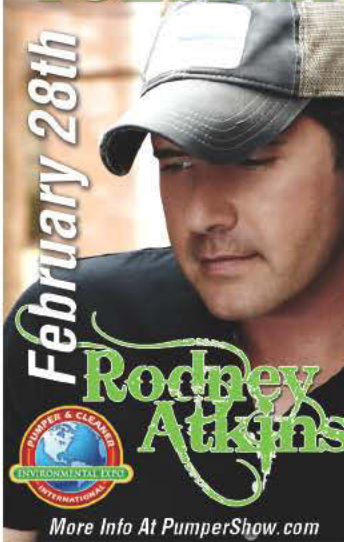
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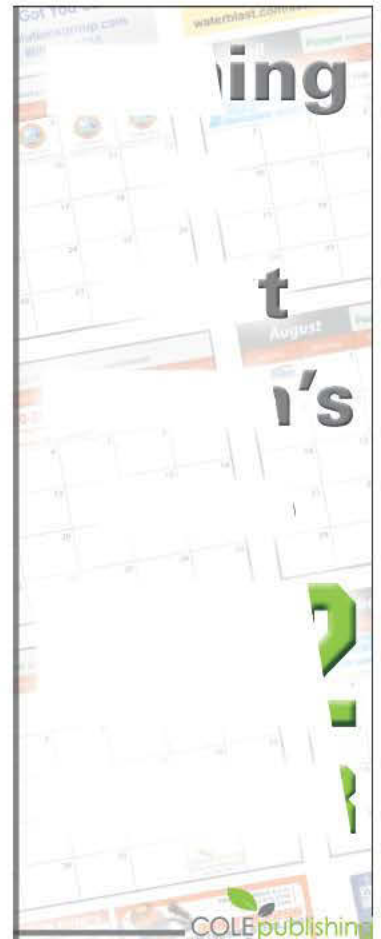
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Roland's Multi-Turbo: Aeration-motor, alternative & keep pace (amp draws 2.9, at full power air draw 3.4) air draw can be tuned to 4.5. Patent pending.
1-800-717-8807 IL P11

BACTERIAL/CHEMICALS - SEPTIC



Roland's Fungi: CHECK OUT OUR SEPTIC TANK TREATMENT, superior packaging, high grade bugs, plenty of colors, the Septic Waste Decomposer, re-order post card, two colorful labels, and two colorful brochures. Get a free box by ordering using your email. Get your name in print. Boxes come with a outer clear plastic bag. Email fabulousfungi@gmail.com. A Gourmet Septic Tank Treatment. Call any time, open to 8:00 p.m. cst.
1-800-717-8807 IL P11

BLOWERS

VFC200P-5T, FUJI Pumps, Regenerative Blowers, Ring Compressors. All models, accessories. Authorized distributor. Authorized parts and repair center. Call 888-227-9822. www.carymfg.com. (PBM)

BLOWERS

One (1) very good used Roots 824 PD blower. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (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.** (PG11)

BUSINESSES

ARE YOU MOVING TO FLORIDA? Would you like to start a septic and sewer cleaning business? I have license - will sponsor. For more information call Larry at 931-335-3231 or 931-248-1284. (CPBM)

State approved liquid waste transfer station for sale in Fort Bend County, TX [the fastest growing county in the U.S.]. Sale includes 2 vacuum trucks and an extensive 6-county, 30-year commercial & residential septic tank cleaning customer base, many of which are repeats due to our A+ rating with the BBB. \$600,000.00 kcheath@gmail.com. (PBM)

For Sale: full service septic, sewer/drain cleaning company, Citrus County, Florida Incl. All equipment and accounts, great opportunity for the right person. \$90K. Call Jake at 1-800-625-2608. (P01)

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

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. (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 pumps, 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 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 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

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** or call 321-202-6688. (P11)

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)

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, that handles billing for septic pumping and portable toilet service-type companies. Inquire at solutions@galsys.com or call 800-985-3029. (PBM)

DEWATERING

16 yd. dewatering box, works fine, has had some modifications, can be unloaded from back by bobcat. Has \$1,500 lid that works great. Paid over 20 k for it. \$8,000 OBO. 520-744-9282. (P12)

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)

2001 Simon Mouse mobile dewatering system. Complete with screens, polymer system, tilt stand, trailer. Good condition, needs nothing. \$20,000. 727-545-8982, FL. (P11)

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)



NEW 20 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. Also complete polymer system available. Call for more info\$22,500
863-984-8994 FL P11

DEWATERING

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

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

2007 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)

Parkson, 1 meter belt press with rotary drum thickener. For more info and price call 541-269-5050. (P11)

DRAINFIELD RESTORATION

TERRALIFT: Huge discounts on new and used Terralift machines. Call Dick Crane, your authorized dealer, at 1-800-223-2256. (P11)

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

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)

DRAIN/SEWER CLEANING EQUIPMENT

1991 Chevrolet/Kodiak septic truck (gas), 1500 gal. tank. Price: \$12,500.00, excellent condition. Current use is for extraction and other related uses. Currently registered with the state of Indiana and Richmond, IN sanitation dept. for disposal of liquid materials. Interested parties please call 765-977-7253, IN. (P12)

EDUCATION

DPH approved installers and pumpers CEU classes, Georgia soils and the landscape, 26 classes around Georgia Thomas Macfie, instructor. earthandwaterclasses.com. 770-307-7311 GA. (P12)

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. Triaxle with alum. budds. New blower just installed. KLM Companies, 617-909-9044. (P11)

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

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

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. (P11)

1993 White GMC vacuum truck, triple axle, 2875 gal. tank, 176,585 miles. \$19,500 OBO. Lenny 818-612-5148 CA. (PBM)

2012 Peterbilt triaxle 365 with POWERVAC 3800, High Dump, 3,000 U.S. gallon, D.O.T. 407/412 regulations certified. Sound enclosure type unit. (Stock #13478V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

1997 Freightliner with Presvac 2300 gallon DOT certified vacuum tank, Presvac PV750 vacuum pump with new paint and tank inspections. KLM Companies, 617-909-9044. (P11)

1998 Mack RD6885 with a 3000 US gallon DOT certified, carbon steel vacuum tank unit. (Stock #6653V) 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. (P11)

1994 Brenner 6,000 gallon stainless steel non-code straight barrel vacuum trailer. Air ride suspension with 6" discharge. KLM Companies, 617-909-9044. (P11)

2009 Sterling triaxle LT 9500 low mileage. POWERVAC 3800, 3,250 U.S. gallon, carbon steel. Dump Type; D.O.T. 407/412 regulations. (Stock #4931C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)

HAZARDOUS WASTE UNITS

2002 Presvac 5,500 gallon DOT certified self-contained 2-compartment vacuum trailer. Air ride, alum. budds in excellent condition at original thickness. Like new condition. KLM Companies, 617-909-9044. (P11)

HYDRO EXCAVATING EQUIPMENT



2004 Vactor 212HXX 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** P11

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. **Fully loaded! Call for special pricing!** List \$34,995. On sale for \$29,995. **800-213-3272, www.hotjetusa.com** CPBM



2006 Harben trailer-mounted jetter: Deutz engine, 274 hours, 14gal/min, 4,000psi, single-axle.....\$20,000 **772-201-2087** P12

JETTERS-TRAILER

798 Spartan Jetter, only 35 hrs., \$16,500 OBO. Excellent shape. 310-456-9110, CA. (P11)

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

JET VACS

1996 Vac-Con on Ford chassis, 2005 RST video truck, 1996 RST video truck. All equipment associated. Call Ken Ring 904-993-5211, FL. (CP11)



1997 Ford Jet Vac 8000: Low mileage, great condition, PD blower combination 2,000 Lb. @ 80 GPM, automatic transmission.....\$59,000 **617-212-0162 MA** CP11



1997 Keith Huber King Vac, 1997, Freightliner Chassis: 3000 gallons, waste tank, 29K front, 46K rear, 9 speed with 57,729 miles. Asking.....\$105,000 **Mark Roussel 504-415-6067 or email mroussel@pelichem.bet** P11

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. Truck located in Fresno, CA. \$45,000. Call 559-276-0186. (CPBM)

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)

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

JET VACS



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



Used 2001 Super Products CAMEL Model 200: 6 yard dump, Volvo truck, CAT diesel engine VED7C-275M 275 hp, PD blower, rebuilt Allison automatic transmission, approximate 32,000 miles. Mid-November availability, F.O.B.\$69,890

Call Joe @ 856-981-5668 NJ P11



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 & Chassis with a Vactor 2100 combination Vacuum Loader. (Stock # 2775C) 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)

JET VACS

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



1988 Ford L8000 Vac 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

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 P11

PIPELINE REHABILITATION

For Sale: Full EPROS lateral lining system with electronic wet-out table. Never been used and as new. Asking \$20,000.00-OBO Call 407-339-7134, FL. (P11)

PORTABLE RESTROOMS

24 ea. PolyJohn PolyLift Hi-rise restrooms, \$375 ea., 10 ea., Kentucky Tank 300 gal. holding tanks, \$250 ea., 5 ea., Kentucky Tank fresh water tanks with pumps, \$200 ea., 28 ea., Five Peaks K2 gray, good to excellent, \$5000/lot. 3 ea. Satellite Wave sinks, VG cond., \$325 ea. bwyongjr@hotmail.com, 610-587-6159. (P12)

PORTABLE RESTROOMS

Construction Condition: 150 Satellite rest rooms, brown front and back, lime green on the sides, \$60 ea., most are in good usable condition, and some are only good for parts, about 80/20, call Matt @ 718-801-5655 or email me at Falconmjs@aol.com and I'll send you some pictures, NY. (P11)



2005 International 4200: 230,719 miles, 10,000 on new motor. New paint job, new Massport pump. Two toilet rack on back.....\$17,500

Call 573-473-4093 MO P11

For Sale: (2) New Condition Integra portable restrooms by Poly Portables, dark blue, used at two family events this summer. \$450 each, shipping extra. 269-350-1215, MI. (P11)

For Sale: Construction units, \$75 to \$250. Some in good condition; some need repairs. Email 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)

100 Olympic fiberglass toilets, good to excellent condition, \$200 each, 434-352-8350, VA. (P11)

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

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

PORTABLE RESTROOM TANKS

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

PORTABLE RESTROOM TRAILERS

2006 Comfort Elite II, \$16,000.00 and 2006 Comfort Elite III, \$18,000.00. Elite II, 1 men, 1 woman. Elite III, 1 men, 2 women. 305-970-9837, FL. (P11)

PORTABLE RESTROOM TRAILERS

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)

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

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. (P11)

PORTABLE RESTROOM TRUCKS

2004 Ford F-650 Cab and chassis mounted on a pre owned Keith Huber 1,100 U.S. gallon waste, 400 U.S. gallon water; 2-compartment, Carbon Steel vacuum tank with a Masport HXL4V vacuum pressure pump. (Stock # 4383) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)



1996 International 4700 250/750,
1990 International 4700 700/1300,
1988 International 4700 250/750,
1993 International 4700 250/750.
All above ran daily routes in 2008, parked, but started daily since. Asking\$40,000.00 for all.

Call for more info
877-743-7773 P12

2006 IZUSU NPR with 2001 650/250 Keith Huber tugger. 68,000 original miles, automatic, Masport pump, runs great. Ordered larger truck. \$23,500. 216-990-6658. James@Aris-rentals.com for pictures. OH. (P11)

2005 GMC W5500, 250C/1000W/350F Progress tank, 192K miles, 18,995 GVW, NEW auto trans, dual side service, HEATED pump and hose cabinet. \$29,500. 2006 FORD F-750, 350C/1200W/450F Progress tank, 119K miles, 25,995 GVW, AT, dual side service, HEATED pump and hose cabinet. \$44,500. bwyongjr@hotmail.com, 610-587-6159. (P12)

2005 F350 XLT -6.0 diesel, auto, 500/225 tank, masport m-2 pump, great gas mileage, new transmission, 180,000 miles. Price is \$17,000. Call 989-379-3054, MI. (P12)

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

2006 Ford F-550, V-8 diesel 4X4. 450 gallon Prime Industrial tank (300 waste/150 water). Tommylift capable of hauling 4 units. In daily use, approximate mileage 138,000. New truck coming. \$26,500 OBO. Call for more information, Joe 970-835-8886 or 970-234-1643, CO. (P12)



2000 F350 Super Duty: 7.3 turbo, diesel, automatic, 109,348 miles, very clean and ready to work, 800 gal tank (500 waste/300 fresh water) with a Conde pump.

937-585-9904 OH P11

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. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P11)

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)

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

PUMPS

Vogelsang Rota-Cut grinder and 4" VX136 pump combo. 230/460v. Low hours, no longer needed for application. Call or email for specs and pictures. browngreasesolutionsinc@yahoo.com, 305-619-8921. FL. (P11)

PUMPS-VACUUM

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

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

PUMPS-VACUUM

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. (PG11)

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

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

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.Vacuum-SalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

PRESSURE WASHERS



NLB 10,000 Lb. Pressure Washer: Diesel, approximately 800 hours.....\$15,000
617-212-0162 MA CP11

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.vsirentalilc.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. Also truck available.....\$39,500
CALL 863-984-8994 FL P11

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 P11

SEPTIC TANK FORMS

2000 Freightliner, Cummins engine, heated valves, Massport pump, fresh water tank with jetter pump. Built 1 year ago. Many options! Call with questions, 406-459-3684. \$64,900 OBO. (P11)

SEPTIC TRUCKS

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



1991 International 8100 Septic Truck: 2500 gal., L10 Cummins, 9 speed, air brakes, NEW paint, pump, brakes & clutch, tires very good/new, heated valves, runs great, very dependable.....\$30,000
Call 812-322-0974 IN P11



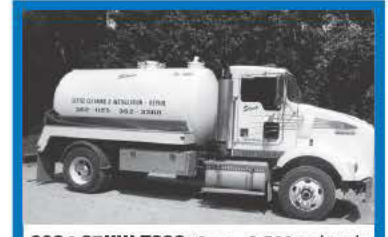
2005 International: DT466 engine, automatic transmission, a/c, cruise. Under CDL. New: 2000 gallon tank and Jurup PN84 vacuum pump. New paint and all accessories.....\$38,500.
Phone: 740-988-7878 OH P11

SEPTIC TRUCKS

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)



1993 International 4900 DT 466: 250 hp, 33,000 GVW, 6+1 trans, new motor 80,000 miles, 2,350 gallon tank, Jurup R260 pump, cab repainted, new tires. Great starter truck.....\$30,000
770-898-3761 - Georgia P12



2004 97KW T800: 9 sp., 2,500 gal tank and pump. Great truck. Everything works great and ready to go. Bought bigger truck.....\$32,500 OBO
765-364-1594 IN P11

Wanted for immediate purchase, good, used septic vacume pump truck, 3,000-4,000 gallon. \$22,000-\$40,000, depending on condition. Contact Bruce Johnson at 208-255-9093. (P11)

2006 Chev 8500, 2,500 tank, 6 speed, massport vac pump, 89,000 miles, AC, AB, air ride seat, nice truck, \$48,000.00 OBO. Call Barry @ 256-832-7867, AL. (P01)



1993 International 4900: DT466 engine, 6-speed, 2,500 gal tank, Jurup 260 pump, 215,767 miles, 26,500 GVW.\$25,000
772-201-2086 FL P12

1999 International DT-530 : All new equipment. Please call 601-906-9396. (P11)

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

SEPTIC TRUCKS



1989 International: Eagle 400 Cummins Jake brake, 13 speed, 1997 3,300 gallon tank, MEC 800/PD pump, new 5/5/05. Asking.....\$22,000
231-947-5939 MI P12

1997 Freightliner L80, 3500 tank, 9 speed AB, Air Ride seat, tandem axle, nice truck, new paint, \$40,000.00 OBO. Call Barry @ 256-832-7867. (P01)



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 P11

2000 Freightliner FL-70, Cummins engine, heated valves, Masport pump, fresh water tank with jetter pump. Built 1 year ago. Many options! Call with questions 406-459-3684. \$64,900 OBO. (P11)



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 P11

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. (P11)

SEPTIC TRUCKS

2004 GMC, Duramax engine w/Allison auto. trans., new 2000 gal. aluminum tank, under CDL, new Jurop PN84 pump. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P11)

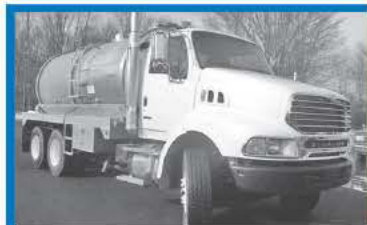
1993 White GMC vacuum truck, triple axle, 2875 gal. tank, 176,585 miles. \$19,500 OBO. Lenny 818-612-5148 CA. (PBM)

2004 Freightliner, 245 hp Mercedes engine, Allison auto., new LMT 2300 gal. vac pressure tank, new Jurop PN84 vac pump. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO.(P11)



1978 Mack Vac Truck: Mack diesel, MT, 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/lo-hole, new 1850 gal. Colt tank, new PN84 Jurop pump. \$39,900. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P11)



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

1990 International 7100: Int'l DT 466 engine, 87,381.1 miles, 1991 Keith Huber, Inc. Dominator vacuum unit, 2,300 gallon debris tank. Fully opening rear door with top, 20" hatch with ladder, vacuum pump upgraded to a AC 4 Moro vac pump, 318 CFM, free air capacity. Still works everyday, solid work truck. For more information email mroussel@pelichem.net or call Mark @ 504-415-6067, LA. (P11)

SEPTIC TRUCKS

1994 International 8100: M11 Cummins engine with a 9 speed transmission, 298,712.5 miles, 1991 Keith Huber, Inc. Dominator vacuum unit, 2,300 gallon debris tank. Fully hydraulic tank lift with opening rear door, 20" hatch with ladder upgraded vacuum pump, Demag Wittig RFW150VL 500 CFM, free air capacity. For more information email mroussel@pelichem.net or call Mark @ 504-415-6067, LA. (P11)

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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 P11



2003 Sterling: Detroit 60 series, 9-speed transmission, a/c, cruise, air-brakes, 22k rear axle. New 2500 gallon tank, Jurop R260 vacuum pump, paint, and aluminum wheels.....\$38,500.
Call or text 740-988-7878 OH P11

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

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Two 250/100 slide-in units for sale. \$5,500 & \$5,000. 360-357-4338 WA. (P11)

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1999 Loral, 2,000 gal truck mount: steel tank. LIKE NEW, very good paint, less than 500 hours. Fenders, hose storage, lights, rotating beacon, oil reservoir, Moro AC3 pump. 6" intake and discharge. 4 knife soil injector, HD dual spring shanks, no damage. \$6,000 for all, \$5,000 tank only.
317-758-4413 IN P11

Vacuum Tanks - New: Sizes from 1,900-4,000 gallons. Great deals! Check us out: 3,600 gal. for \$13,000 and 4,000 gal. for \$14,000. All complete! Will make you a great deal! Delivery available. **www.JEagle Tanks.com** or Jerry at **800-721-2774.** (PBM)

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RETIRING: 1984 Peterbilt w/7500 gallon aluminum semi trailer. Transport or store grease or septic. \$25,000. Jim 951-545-9604 CA. (P12)



2 Aluminum Tankers for sale: One 7770 gal the other is 7560 gal. Both are baffled, both are ready to go. Each OBO\$8,000.
317-773-7996 IN. P12

TRUCKS, MISC.

1995 IHC DT 466 (New Overhaul) with 4,200 gal tank. Jurup vacuum pump. Tri-axle, new tires. Asking \$25,000. Must see. 800-483-3674. (P12)

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)



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Contact 800-233-6898 or sales@hunyady.com PA. P11

TRUCKS, MISC.

1986 Ford ltl 9000, 300 cummins, 10 spd w/ od garaged, 3200 gallon tank, one owner, air pto, 3 inch utility pump, complete truck, clean, dependable, runs excellent. \$15,500 OBO. 845-863-6080, NY. (P11)

1991 Peterbilt 379 sleeper tractor. 13-spd. trans., 425 Cat, NVE vac pump, water-cooled. \$22,500. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P11)



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

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2005 RST video truck, 1996 RST video truck, 1996 Vac-Con On Ford body. All equipment associated. Call Ken Ring 904-993-5211, FL. (CP11)

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1996 Ford F-700: Cummins diesel, Vac-tron 500PMD GT, 500 gallon waste tank, 220 gallon fresh water tank, Kohler engine. Two available..... \$16,900
More info and pic's @ TruckDepotLA.com CA P11

VACUUM LOADERS

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

VACUUM LOADERS

1989 GMC white guzzler vacuum truck. Stainless steel box, rebuilt pony engine with less than 10 hours. Rebuilt blower. Ready to work! 423-892-8335. (P11)



1997 Keith Huber King Vac, 1997 Freightliner Chassis: 3000 gallons, Waste tank 29K # front, 46K # rear, 9 speed with with 57,729 miles, Asking\$105,900
Mark Roussel 504-415-6067 or mroussel@pelichem.net LA P11



1996 Ford L9000 Guzzler CL: Ready to work! New paint. Blower and engine work well. For more information call:
423-240-9737 TN P11

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

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

2011 Peterbilt 365 POWERVAC 3800, 3,000 US gallon carbon steel vacuum tanker with Hibon PD blower 3800 SCFM with vacuum to 27" mercury. Dump type; DOT 407/412 regulations. www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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Growing septic company is looking for driver with CDL. Please reply to septicservice@comcast.net. Experience not necessary. We are located in King and Pierce County. 253-236-8325. (P11)

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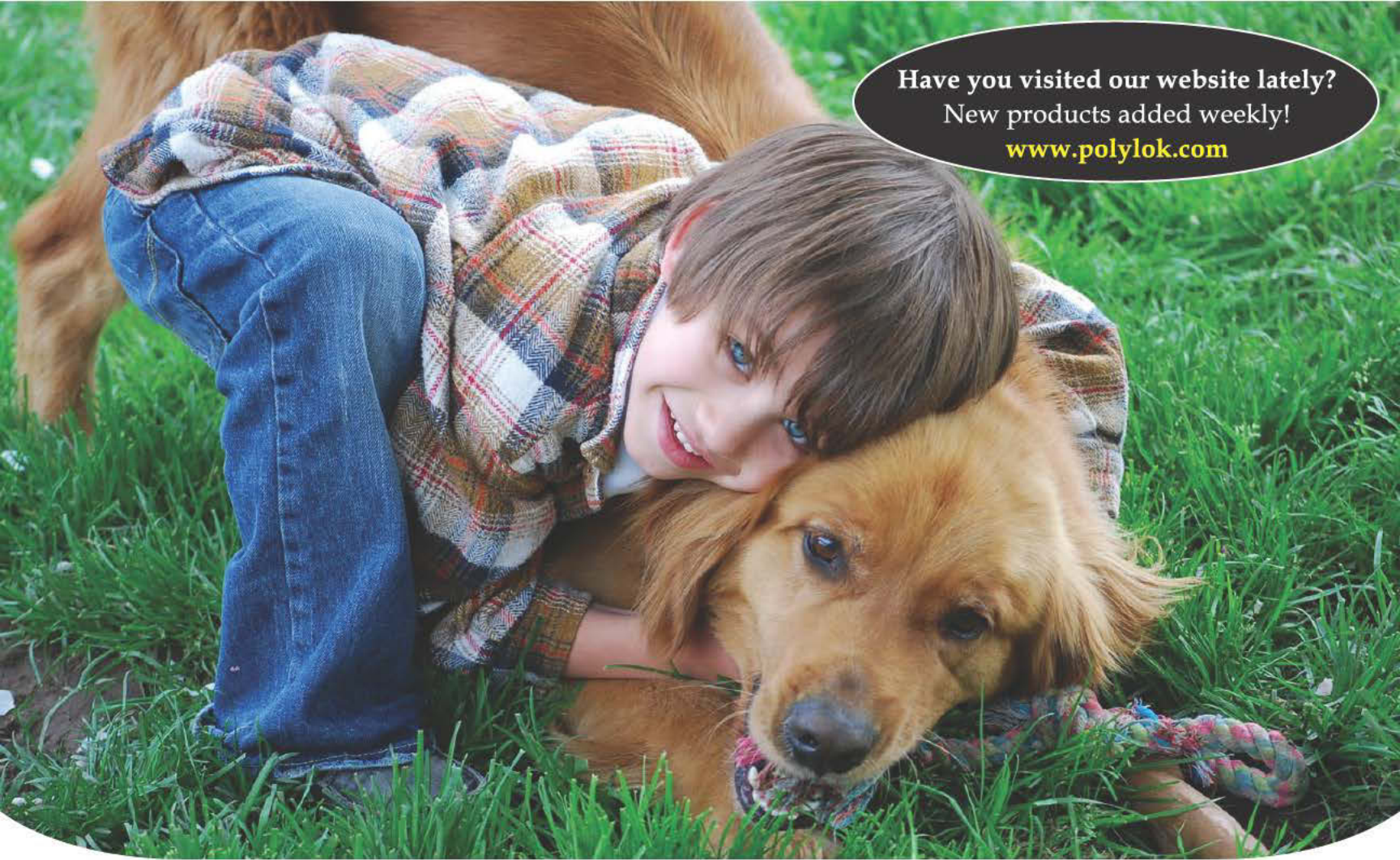
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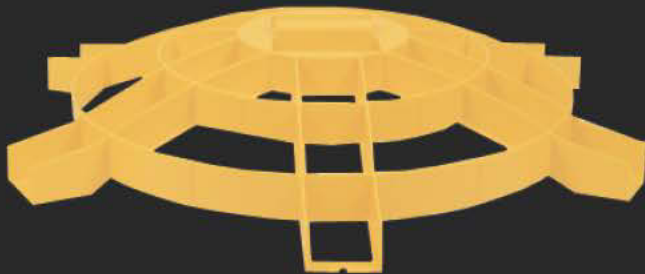


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