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We Celebrate Family Traditions

By Jim Kneiszel

Understand the joys and challenges of operating a small family business. There are long hours and many rewards when moms and dads and sons and daughters work side by side servicing septic systems and portable restrooms. There's a satisfaction to getting the job done right, helping out your neighbor, and building something good to pass down to the next generation.

Strong family ties play an important role in our contractor profiles this month. I met both the Turner family of Michigan and the Lee family of Georgia at the Pumper & Cleaner Environmental Expo International and knew they would make good feature stories. I'd like to share a little about how we met and why I think you'll enjoy meeting them, too.

METRO SEPTIC

Kenney Lee, seen on the cover of this issue, introduced himself to me at the 2011 Expo. On the exhibit floor, he was checking out the products and consulting with his father, **John**. Kenney started his company, **Metro Septic** in Cartersville, Ga., in 2005, and runs it with his wife, **Marsha**. Meeting the father and son, I could instantly see they have a tremendous respect for each other. Kenney values his dad's vast business experience, and John is proud of his son's enthusiasm for the industry.

While Kenney is out in the truck every day, he has Marsha and John back at the office helping run the business. As Kenney told writer **Doug Day** in the story (Rightsizing), he's had to adjust to learning the ins and outs of the office, but his dad has been a huge help. "I've gotten better, but that's where my dad comes in. He's an entrepreneur, so I'm very lucky to have him to help me out," he said.

TURNER SANITATION

I met **Steve Yerkes** at the 2010 Expo and learned his father-in-law, **Bob Turner**, had been to many Expos over the years as owner of **Turner Sanitation**, Lake Orion, Mich. But that year, Yerkes was there to research products and attend Education Day seminars and report back to "Mr. Turner," as the company founder was called.

We had planned to feature Turner Sanitation in 2010, in part as a tribute to the military vet who transferred a disciplined approach learned in the Army to running an enduring pumping business. But sadly, Turner passed away and the story was delayed. More than a year later, Steve and his wife, **Janet** (Turner's daughter), are working hard to further the family legacy.

"He went over the top with service," Steve said of Turner in the story by writer **Dee Goerge** (Lessons From Dad). "He wanted it all done yesterday. They (technicians) didn't come home until they finished the job. Customers got what he promised on a handshake."

Janet added: "We are trying to keep my dad's work ethic of taking care of customers and that our word is good."

READ ON

So turn inside and meet these fine pumping industry families. And if you have an interesting story to tell about your own family business, please contact me at editor@pumper.com. Like the Turners and the Lees, your experience might serve as an inspiration to many thousands of *Pumper* families who work hard every day. ■

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Unbridled growth prompts Georgia pumper Kenney Lee to retool his family business to concentrate on top-notch customer care. **On the cover:** Owner Kenney Lee (right) poses with his crew, including (left to right) his wife Marsha, Casey Bond, Lee's father, John, and Toby Evans, in front of the company's 1999 Peterbilt 379 rig. (Photo by Collin Chappelle)

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Rightsizing

UNBRIDLED GROWTH PROMPTS GEORGIA PUMPER KENNEY LEE TO RETOOL HIS FAMILY BUSINESS TO CONCENTRATE ON TOP-NOTCH CUSTOMER CARE

By Doug Day

Metro Septic owner Kenney Lee is committed to providing quality service and his own continuing education through the Pumper & Cleaner Environmental Expo. (Photos by Collin Chappelle)

Six years ago, Kenney Lee decided to leave his job pumping septic tanks to start his own company. His employer, a plumbing company with a septic division, was OK with that and even sent work his way until they decided to get out of the pumping business all together. Lee ended up with their trucks, their customers, and a few too many headaches.

He's in a more comfortable place now, and is looking to grow again by perhaps finding ways to treat waste to help reduce the increasing cost of disposal. But this time, he plans to grow more carefully.

Lee and his wife, Marsha, started Metro Septic in Cartersville, Ga., in 2005 to serve the metro area of Atlanta. It wasn't the first time he ran his own business. He and a younger brother had a landscaping company for a couple of years after high school. It didn't work out too well, and that's how he ended up doing septic pumping, thanks in part to his older brother's reputation as an honest and hard-working employee.

"My older brother was working there and had a good work ethic so they wanted to bring me in, even though I didn't know anything about

plumbing," Lee says. The company's approach to hiring was an important lesson for him: You can train anyone to do a job; you can't teach them to be honest and ethical.

TOO BIG TOO FAST

Lee started working for his former employer in 1999. It was a great relationship while he worked there, and still is. They supported his decision to go out on his own, even sending him overflow work of up to 10 calls a week during the busy season. He started Metro Septic with one older vacuum truck. "I scrapped and scraped and bought that truck, and everyday I wondered if I was going to make it home, but that's all I could afford."

After about three years, he had finally saved enough to buy a new service vehicle. As luck would have it, it was just a few months later that his old bosses decided to close their septic division. "We got together and I took over their septic work, bought two of their trucks and started taking all of their septic calls," he says.

"I was getting tons of calls and didn't really know what to do with it all. I was used to three or four jobs a week and all of a sudden I was

getting six to 10 calls a day. I went from just making a paycheck for myself to having to pay for trucks and worrying about providing for three employees and their families."

What seemed to be a win-win situation ended up in chaos. "I found it hard to stay on top of everything, quality control was a problem. I still haven't figured out how big companies handle it. I wasn't sleeping well at night. I knew the direction I wanted to go, but it was just wild for a couple of years."

Profile

Metro Septic,
Cartersville, Ga.

Owners: Kenney and
Marsha Lee

Founded: 2005

Employees: 2

Service Area: Metro Atlanta

Specialties: Septic pumping, installation,
inspection, and repair; grease trap service



(continued)



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FINDING EQUALIBRIUM

He became worried about the reputation he was creating for Metro Septic, such as having to take calls while dealing with a customer at a jobsite. "That goes against everything I want to do, that's the wrong way to treat somebody."

He'd had enough of the upheaval after two years and decided he needed to do something to correct the situation. So he sold two of his vacuum trucks and downsized Metro Septic to start over and do it right.

That included applying the lesson learned from his former bosses. He brought his good friend Casey Bohn onboard and taught him the business. "He used to work in a carpet mill; he didn't know anything about septic systems. You can teach someone how to drive the truck and run an excavator, you cannot teach them how to treat people, and I get calls all the time about how much people like him."

Now it's just he and Bohn serving customers with its small fleet of equipment. They are down to two vacuum trucks with jettors, a 1999 Peterbilt 379 from House of Imports Inc. in Miami with a 3,600-gallon steel tank and National Vacuum Equipment Inc. pump, and a 2000 International 4700 with a 2,500-gallon steel tank from Transway Systems Inc. Metro Septic also has two Takeuchi TBO16 mini excavators.

Lee's wife handles the books and his dad, John, helps run the office, maintain the website and takes care of some of the business matters Lee is too busy to get to, including handling some customer phone calls. His father also helps out with business advice, having owned a couple of companies of his own.

"I knew how to go out and talk to customers and do the work, but when I started Metro Septic I had to do office work, too," Lee says. "It was kind of a shock to my system. I've gotten better, but that's where my dad comes in. He's an entrepreneur, so I'm very lucky to have him to help me out."

Lee is comfortable with his business now, and he knows his customers are being treated right. It was another lesson his former employer taught him about life and business: Be fair and act with integrity. "There are some pumpers who will quote a low price over the phone, so low that between fuel and dumping fees, they would lose \$50 on every call. So once they get out there, they nickel and dime customers to death to get to a profitable price," Lee says. "When customers ask me how much it's going to be, I tell them, and that's how much it's going to be when I get out there."

That results in losing some jobs, but it's better than unpleasant and perhaps unaffordable surprises for valued customers.

"WHEN CUSTOMERS ASK ME HOW MUCH IT'S GOING TO BE, I TELL THEM HOW MUCH IT'S GOING TO BE AND THAT'S HOW MUCH IT'S GOING TO BE WHEN I GET OUT THERE."

Kenney Lee



At left, Kenney Lee and technician Casey Bond prepare an Infiltrator Systems gravelless trench system for installation. Above, technician Toby Evans places the system for a residential customer.

A video feature with Kenney Lee, owner of Metro Septic, is posted online at www.pumper.com.



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Above, Lee and Bond pump an apartment complex lift station as part of a twice-annually system maintenance program. At right, Evans brings a hose to the lift station.



SMART GROWTH

Lee is now looking at a future of growth he can control so he doesn't get in over his head again. "There's a fine line between staying in a realm I can handle and getting too big for my britches."

He and Bohn do about six to 10 jobs a day during the busy season and maybe two or three the rest of the year. "What I want to do is eventually start processing grease and septic myself," Lee says. He hopes processing the waste will help offset the rising cost of disposing of septic and

"YOU CAN'T PUT A PRICE ON WHAT YOU CAN LEARN FROM OTHER PEOPLE AND THE NETWORKING WITH PEOPLE WHO HAVE BEEN THERE."

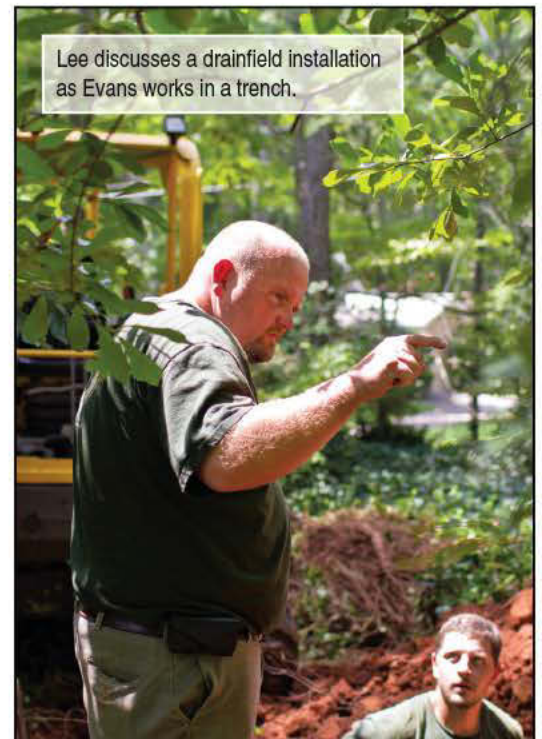
Kenney Lee

grease trap waste. What used to cost \$25 per load now costs from \$300 to \$400.

"I've been doing a lot of research the last couple of years. I've talked to several companies that are doing it and traveled to Texas to visit a company that turns waste into fertilizer. Some companies are pulling out the oils and reselling that. I'm trying to figure out the cheapest, easiest, and best way to get my foot in the door and then build on it."

He sees that as his growth area, but has some capacity for more septic and grease trap pumping. He's increasing marketing efforts rather than depending on word-of-mouth, which he says accounts for about 90 percent of his business. He's OK being a small company, but his uniforms and trucks are clean and well maintained to present a professional image. Since he can't afford billboards and expensive ad campaigns, he's depending on name recognition and his website.

"We send out flyers, we talk to customers' neighbors when we're out on a job, and we



Lee discusses a drainfield installation as Evans works in a trench.

METRO SEPTIC OWNER HAS A THIRST FOR KNOWLEDGE

"When you're working for someone else, the lessons you learn cost them," says Kenney Lee, who started Metro Septic in 2005 to serve the Atlanta area. "When you learn a lesson working for yourself, it costs you a lot, but it's a lesson you'll never, ever forget."

He says one of his favorite resources for learning about the business is the annual Pumper & Cleaner Environmental Expo International, which he started attending as an employee of another company.

He admits that his focus has changed a little now that he's the guy in charge. "Seeing all the trucks and new equipment is nice, but I'm now more education-oriented," he says. "I want to learn from other people. Why try it on your own when somebody else has already tried it?"

He says it felt like being in high school when he and his father attended the 2011 Expo. "We crammed in every class we could get into," he says. "You can't put a price on what you can learn from other people and the networking with people who have been there."

The Expo was part of his research into processing waste from septic tanks and grease traps, which he sees as his greatest potential for growth. "It's given me ideas on how to go about it. There are some people I stay in contact with and they've told me to call them with questions. I just like the idea that there are people willing to open up like a book and share everything."

He also learned a lot about service contracts. He wants to offer such work but didn't know anything about how to implement it and what to charge. "In my head, I can say I want to do this, but don't know how to get there. It might cost other people thousands and thousands of dollars of trial and error to get where I want to be. That's thousands of dollars I don't have to spend because they're willing to open up to me."

He missed the Expo during the early, tumultuous years of being a business owner but was finally able to attend again in 2011. And he says he hopes to never miss another one.

give out handfuls of business cards," he says. And he continues to protect his image, his most valuable asset.

"A lot of the largest plumbing companies in the metro area refer work to us," he says. "They know we'll take care of their customers and that we're going to be honest." That includes his former employer, of course. "We still work together a lot. They trained me as a plumber and I know how to do plumbing, but I give that business back to them now."

After all, he contends, that's the fair and ethical thing to do. ■

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Changing Bad Habits

TURNING AROUND CHRONIC EMPLOYEE TIME-WASTING BEHAVIORS CAN QUICKLY IMPROVE THE EFFICIENCY OF YOUR BUSINESS

By Rhonda Savage

If you're like most bosses, you have employee-driven pet peeves and frustrations to deal with on a daily basis. Whether it's bad manners or using company time for personal phone calls, you've probably had to deal with these time-wasting behaviors at some point.

While most of these pet peeves start off as small frustrations, they can turn into bigger problems for you and the business over the long haul. The question is: What can you do to change these behaviors so they don't affect the business negatively? Check out these eight bad behaviors and how you can change them:

1. Complaining about not being appreciated or recognized enough.

Dial up the praise and appreciation by personally making a daily effort to recognize the good work of your employees. Praise and appreciation, done well, is genuine, specific and timely. The more you dial up the praise and appreciation, the more productive and engaged employees will be. Start meetings with each worker by talking up how they helped a customer or resolved a difficult situation. Start with the positive rather than the negative.

2. Lack of follow-through when you ask them to do something.

Asking an employee to do something over and over will lead to frustration. Be careful to not micromanage. If an employee isn't doing what they need to do, bring it to their attention. Make certain they know what they need to do and ask them to write it down. Set a deadline for them to report back to you and then you won't have to wonder whether or not the task was accomplished.

Employees need detailed, specific instruction, coaching, feedback and appreciation or correction. If an assignment isn't completed, the next step is to sit down with the employee and resolve the issue.

3. Bad manners.

Messy or rude habits are unacceptable. Be sure to include all important personnel policies in your office policy manual. Be clear about your expectations with employees and hold them accountable, fairly and consistently, for their actions. Additionally, an office that looks messy or disorganized reflects badly on the business. If employees' work areas are not kept clean and organized, they can lose critical paperwork and become distracted by the mess. Explain the benefits of a clean office and offer advice on how they can manage their own workspaces.

4. Failure to update you regularly about customers.

You can't always keep up with current and potential customers. It's critical that your employees build quality relationships with customers. As your staff is building these relationships, train them to communicate this information to you. Have policies in place for regular updates about new and prospective customers.

5. Not listening to customers.

Listening skills are your employees' No. 1 sales tool. Their job is to understand the customer's needs and concerns. Listening to the customer helps you offer better service. This connects the customer to the business and makes them feel "heard." Ask your employees to relay pertinent information to you about customer concerns and problems to prevent small issues from turning into big problems.

6. Lack of confidence in pitching business to the customer.

Every employee should be able to confidently talk to potential customers about products and services you offer. Train your team to speak for you. They need to feel confident they're saying what you would want them to say, especially in a difficult situation. Scripting is a valuable training tool. Write down the common concerns and questions of your customers and train employees how to respond to each.

CELL PHONE USE, TEXTING AND PERSONAL INTERNET USE ARE FORMS OF TIME EMBEZZLEMENT ... IT'S UP TO YOU TO LIMIT THESE TIME STEALERS. ALL WORKERS NEED TO BE HELD TO THE SAME STANDARDS OF RESPONSIBILITY.

Rhonda Savage

7. Using cell phones and the Internet for personal reasons on company time.

Cell phone use, texting and personal Internet use are forms of time embezzlement. Not only are these habits detrimental to your business and the customer, but resentment will build among workers who obey the rules. Morale drops and production goes down. It's up to you to limit these time stealers. All workers need to be held to the same standards of responsibility. Many companies password-control the use of computers to identify misuse. Some offices install security cameras to monitor behavior.

8. Emotions block productivity.

At times, tears may be from frustration, anger or fear, especially with the younger members on your staff. Whether they are crying as a result of stress or a bad review, you need to calmly suggest other ways to respond. Discuss ways to resolve the issues causing emotional reactions.

Employers or managers that act out in anger will encounter more employee turnover and job dissatisfaction. Belittling or criticizing the employee, especially in front of another person, will only make the problem worse. The problem with a person who cries is others will avoid approaching them because of fear of their response. As the leader, it's your job to encourage necessary change.

THE BOTTOM LINE

By following these guidelines, you can prevent the kind of festering trouble that can drive a wedge between you and your employees. Your staff will respect you for working with them to change these habits. Helping employees understand their role in the success of your business gets them involved and dedicated to doing their part. You'll be happier, your staff will be engaged and the company will be successful! ■

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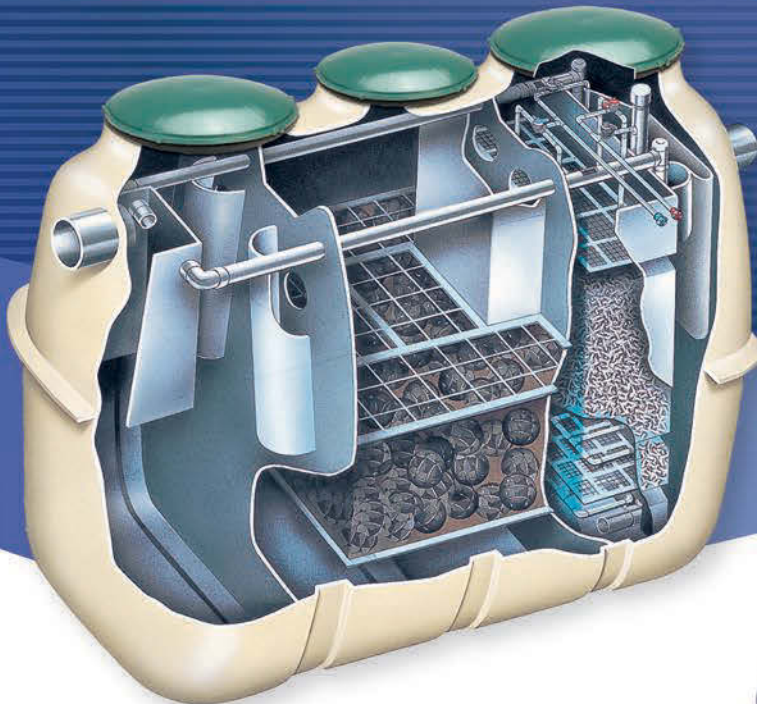
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letter to the
EDITOR

Older Concrete Septic Tanks Often Don't Show Deterioration

To the Editor:

I have read your articles on tank deterioration in the past. Here's my two cents:

My brother and I have owned Modern Septic Services for 25 years. We purchased the company from an uncle who started it in 1960, but was in the industry for many years prior to that. This subject has been discussed among ourselves, competitors, installers, homeowners and industry association members. The only two factors I believe affect deterioration are:

Concentration of hydrogen sulfide and duration of contact

I assumed most of the hydrogen sulfide is created in the leach field because the worst decay is over and around the outlet tee, spreading to a lesser degree in all directions. The exception is the baffle wall, which is attacked from both sides. Locating the leaching system at a significantly lower elevation on the property seems to increase decay. In 1967, the code changed from distribution box to serial systems. I have never seen a concrete d-box intact.

Quality of concrete

Prior to 1960, most of the tanks in this area were built on site. It is not unusual to see old tanks in good shape with precast riser grade rings installed 40 years later that are falling apart. Standing three storm drainpipes on end and pouring a floor in and tank top on them was a common practice. The tank tops starting with the third compartment are badly decayed, while the walls show little or no decay.

In 1960, precast tanks became common. One manufacturer quickly became the dominant supplier in our county. The tanks installed from 1960 through the mid- to late 1970s held up pretty well. Tanks installed after that decayed rapidly.

In 1995, code changed to allow an open tee for an inlet, as opposed to a 90-degree elbow or plugged tee. I have not noticed any advantage, as tanks currently being pumped for the first time three to five years after installation show significant decay. San Diego County used to require coating with emulsion inside of the tanks to a point below operating level, but abandoned this practice with the supposed advance in cement.

It's hard to make any judgment on tanks completely formed and poured in place since many were hand-mixed, poured too wet, too dry, not rich enough, or were not vibrated properly. Yet we still find 50- to 60-year-old tanks in great shape. We notice a wide range of decay in both effluent and sewer lift stations.

The general consensus is that this is a concrete quality issue.

Don Craighead
Modern Septic Services Inc.
El Cajon, Calif.



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The Hall also gives you firsthand athletic experiences, with activities like a downhill skiing simulator and video games in which you throw real balls at moving targets. Visit www.ncaahallofchampions.com.

SHOPPING

The **Fashion Mall at Keystone** is an upscale shopping center offering 95 specialty shops and restaurants. Just 20 minutes from the Convention Center at 8702 Keystone Crossing, its high-end anchors including Saks Fifth Avenue and Nordstrom. With a host of luxury and specialty retailers, it attracts discriminating shoppers from all over the Midwest. Visit <http://www.simon.com/mall/default.aspx?ID=166>.

FINE DINING

Osteria Pronto takes you straight to the heart of Italy. Just a block from the Convention Center at 10 S. West St., this bistro-style restaurant serves dishes inspired by authentic regional Italian cuisine in an inviting environment with fresh fare made from fine locally sourced ingredients. Located inside the new JW Marriott hotel, it offers menus full of Mediterranean flavors at lunch or dinner,

along with a carefully chosen wine list. Dinner entree prices range from \$11 to \$34. Visit www.osteriapronto.com.

CASUAL DINING

Since 1986, **Bazbeaux Pizza** has been an Indianapolis favorite. One of three locations is downtown at 333 Massachusetts Ave., two minutes from the Convention Center. Bazbeaux is a multi-year winner of the *Indianapolis Monthly* magazine People's Choice Award for pizza. It offers innovative pizzas with fresh ingredients and a choice of 52 toppings.

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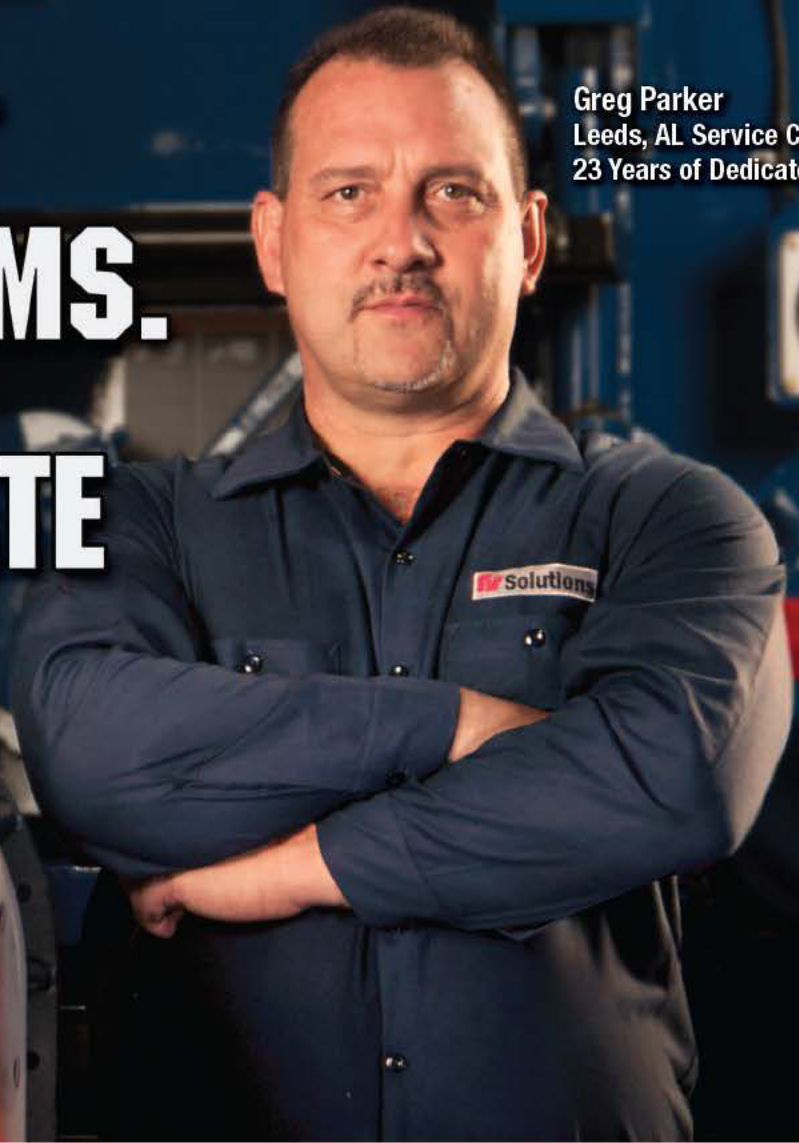
To give the kids a thrill during Expo days, it's worth a 10-minute drive to the **Children's Museum of Indianapolis**, at 3000 N. Meridian St. Billed as the world's largest children's museum, this five-story playground is built for kids of all ages, with nearly 500,000 square feet, more than 120,000 artifacts, 12 permanent exhibits, and many temporary exhibits. Some 1.3 million people visited last year.

Highlights include roaring dinosaurs, science experiments, an antique carousel, and the five-story Fireworks of Glass. The museum aims to create learning experiences with engaging exhibits and interpretive activities. Visit www.childrensmuseum.org. ■

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Michigan Supreme Court Will Hear Appeal of Public Sewer Requirement

The Michigan Supreme Court will hear an appeal of a lawsuit claiming the state's Department of Environmental Quality does not have the power to force a township to install a public sewer system.

Worth Township filed the case after the DEQ ordered the installation of a sewer system to keep failed private onsite systems from discharging to Lake Huron and its tributaries. A circuit court had upheld the order, but the Court of Appeals in 2010 disagreed. A Supreme Court decision is expected in early 2012.

The state House of Representatives passed a bill requiring local governments to provide a receiving station if they ban land application of septage.

The Grand Traverse County Board of Public Works considered assessing septic system and holding tank owners \$35 per year to cover the \$400,000 in annual revenue lost at the county's septage treatment facility.

Officials say the plant costs more to operate than anticipated and receives about 4.5 million gallons of septage a year instead of the estimated 19 million gallons it would need to remain solvent. Just a month after the \$7.8 million plant opened in 2005, a concrete holding tank collapsed, causing \$2 million in damage.

CALIFORNIA

The State Water Resources Control Board proposed new rules that would eliminate mandatory solids testing for septic tanks and allow regional water quality control boards to adopt programs tailored to local conditions. If adopted,

the new policy would affect about 5 percent of homeowners with systems that are malfunctioning or near water the state identified as having high levels of bacteria and nitrates.

MINNESOTA

As of April 2012, all septic tanks installed in the state must meet 2011 design standard rules and be registered with the Minnesota Pollution Control Agency. As of February 2012, only individuals with advanced designer certification may design Type IV systems or systems larger than 2,500 gpd using pretreatment. Only inspectors with advanced certification may inspect these systems.

NEW MEXICO

The New Mexico Environment Department held public hearings on replacing its one-size-fits-all onsite regulations with permitting requirements to fit hydrogeologic conditions. The proposed amendments also would grant installers the authority to inspect their own installations and, in some cases, replace mandatory laboratory testing of systems with field measurements.

SOUTH CAROLINA

A state Department of Environmental Management regulation requires residents in coastal areas to upgrade failing onsite systems and cesspools when doing minor renovations to their homes, such as extending a deck or adding a door overhang. Town councils asked the General Assembly to adopt legislation requiring the DEM to approve cost-effective onsite systems instead of the mandated alternative technology systems, and to waive the requirement for renovations that do not add bedrooms.

TEXAS

As of September 2012, onsite systems must include risers and covers with fasteners to limit access. The amendment to the Health and Safety Code came after a child drowned in a septic tank with a flimsy cover and no screws holding it in place.

SOUTH DAKOTA

Under a Pennington County ordinance, the county's 5,000 onsite systems must be inspected every six years. Since August 2010, 750 inspections of crucial sites, such as homes on smaller lots or close to water, revealed 161 violations. Inspections by pumping companies found 56 systems with broken baffles, 10 with ponding drainfields, 40 with pit privies, more than 30 leaking septic tanks, and some 20 inappropriate steel septic tanks.

INDIANA

The Department of Environmental Management warned more than 100 communities to eliminate discharge of untreated sewage into waterways. Health Department statistics showed that about 75 percent of onsite systems in Allen County, half the systems in DeKalb County, and some 2,000 systems in Williams County, Ohio, were failing.

WASHINGTON

A Cowlitz County Superior Court judge denied a state Department of Ecology motion to void a Wahkiakum County ordinance banning biosolids for use as farm fertilizer. Only Class A biosolids, comprising 10 percent of the fertilizer applied, were not banned. The agency argued that the county restriction overrides state regulations. ■

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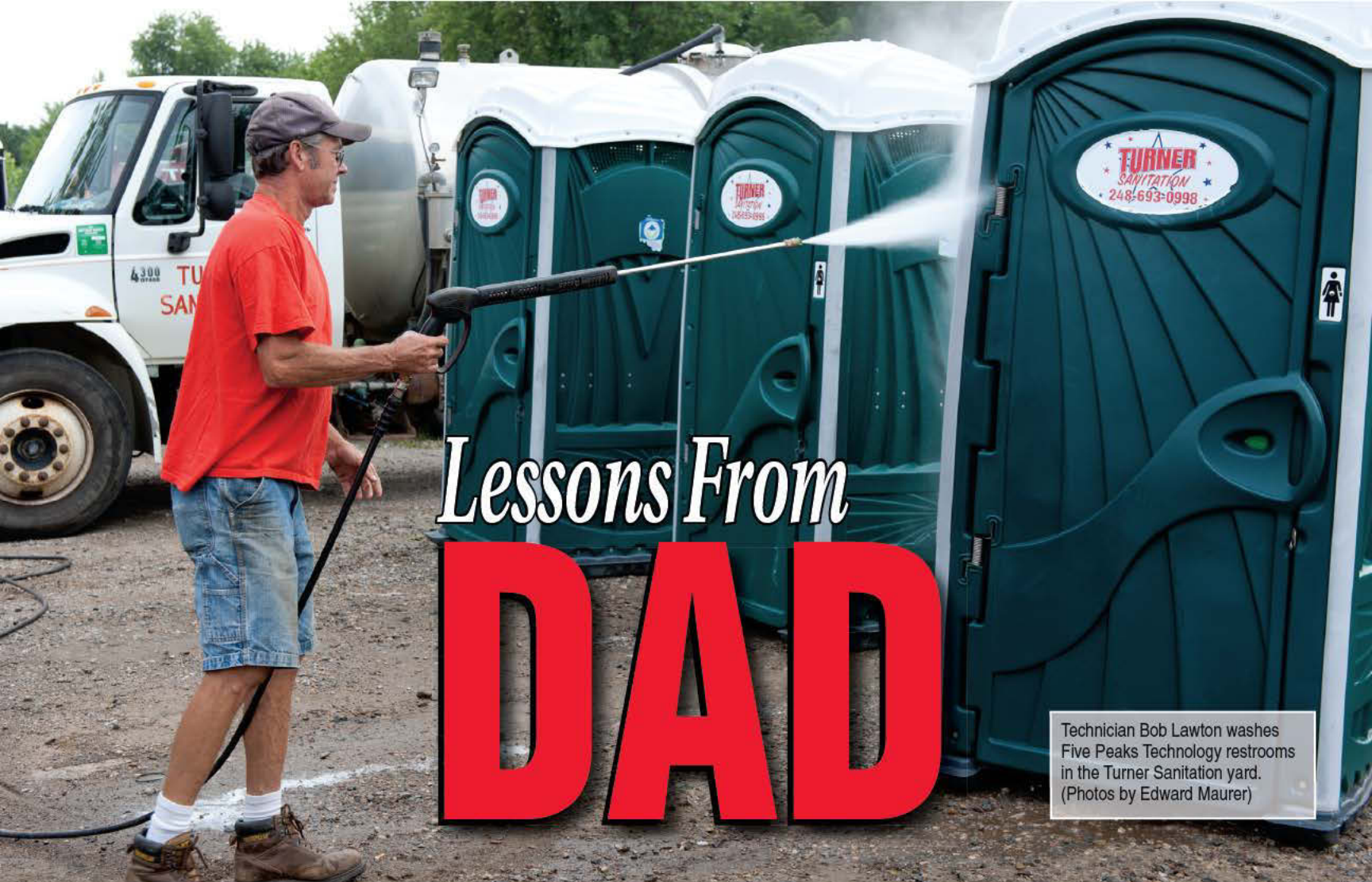


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Lessons From **DAD**

Technician Bob Lawton washes Five Peaks Technology restrooms in the Turner Sanitation yard. (Photos by Edward Maurer)

GREAT CUSTOMER CARE AND DISCIPLINED, ON-TIME SERVICE WERE PART OF THE VALUABLE BUSINESS ADVICE THE NEXT GENERATION OF PUMPERS LEARNED FROM BOB TURNER

By Dee Goerge

Detective skills are often as important as pumping experience for employees at Turner Sanitation in Lake Orion, Mich.

Too many new homeowners don't realize their property isn't tied to city sewer, and that they are responsible for their own septic systems, says Steve Yerkes, who owns the Detroit-area septic service and portable sanitation business with his wife, Janet. Then, when something goes wrong – often in the middle of winter – homeowners call for help and have no idea where the septic tank is located.

Thankfully, workers at Turner Sanitation are good at solving mysteries because of the lessons learned from the company's experienced, common sense founder as well as a Prototek locator.

Sadly, the Yerkes lost the founder, Janet's father, Bob Turner, 82, to cancer in 2010. But after

spending time with him soaking up knowledge about the wastewater industry, the couple intends to carry on Turner's values, adding their own skills and tapping new ways to promote their services.

STARTED EXCAVATING

Turner worked in heavy machinery repairs and construction for the U.S. Army in Korea. When he came home, he used those skills to start his Detroit-area excavating business. With demand for septic systems, he became a master plumber and grew adept at reading the land. He had a good record of accurately predicting whether soil would perk for a simple gravity system or if an engineered system would be needed.

By 1987, he officially established Turner Sanitation with the purchase of a 1,000-gallon

waste/500-gallon freshwater vacuum truck and a couple dozen portable restrooms. He continued his excavating and plumbing business as well.

"He was excavating and installing systems and had calls to pump them," Janet recalls. "Though it wasn't as popular then, he saw the need for portable units for weekend parties."

Turner's good reputation with builders jump-started his new venture as he focused on Oakland County and parts of Macomb and Lapeer counties, with a dense population of rural residents just outside the metro area.

"He went over the top with service," Steve adds. "He wanted it all done yesterday. The (technicians) didn't come home until they finished the job. Customers got what he promised on a handshake."

Turner's Army training helped keep costs

“WE DON’T PLAN ON CHANGING THE NAME BECAUSE IT’S A WELL-KNOWN NAME IN THE AREA. WE ARE TRYING TO KEEP MY DAD’S WORK ETHIC OF TAKING CARE OF CUSTOMERS AND THAT OUR WORD IS GOOD.”

Janet Yerkes

down. He and a mechanic took care of equipment maintenance.

“We’ve probably got five or six trailers of plumbing parts and pumps,” Steve says, noting that municipal and township maintenance people often called Turner for advice and for parts.

Instead of buying all new vacuum trucks, Turner purchased a chassis, tank and equipment and worked with his crew to build the company’s trucks, including a current portable sanitation truck built on a 1999 Freightliner chassis.

JOINING FORCES

Janet and Steve lived in Kentucky and managed three pizza restaurants in partnership with Turner. He visited and kept them apprised of his Michigan business – often as part of his annual trip to the Pumper & Cleaner Environmental Expo

International. Steve and Janet eventually moved back to Michigan to be closer to family and help with the business.

Steve admits he had a lot to learn about the wastewater industry, but he built good working relationships with vendors at the Pumper & Cleaner Expos, and he had entrepreneurial skills.

“One thing that hasn’t changed is good customer service. That’s what my forte is,” Steve says. “I transfer the phones from the office to my cell after hours to receive all calls. That was Mr. Turner’s rule: Never miss a call. If you don’t answer the phone, you don’t get the business.”

Working with Turner, he learned new lessons every day. One of his first lessons was the importance of educating customers. “I found out most people who move from the city to the country don’t know anything about septic systems,” Steve says. “It’s something they should know about when they buy the house.”

He spends time explaining how systems work, and he emphasizes the importance of not flushing certain items down the toilet – such as baby wipes and feminine hygiene products.

Janet joined the business in 2004 to take care of the office and accounting – work she was familiar with from her restaurant experience.

“I had been around it all my life, with conversations about the business, and I had worked before with him, so it wasn’t hard to fit back in,” she says. Janet also took care of ordering advertising that the three of them decided on together.

WORK & EQUIPMENT

Residential septic systems make up 80-85

Profile

Turner Sanitation,

Lake Orion, Mich.



Owners: Steve and Janet Yerkes

Founded: 1987

Employees: 5

Service Area: Oakland County and parts of Macomb and Lapeer counties

Services: Septic service and inspections; portable sanitation

Associations: Michigan Septic Tank

Association, Portable Sanitation

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percent of the base for the pumping side of Turner Sanitation. “Unfortunately, with the economy, (homeowners) aren’t pumping as often as they should be. We send them reminders about pumping every three years or as often as they request it,” Steve notes. “Some aren’t doing it at all, and they call us when they are having a problem.”

Other clients are factories, group homes, and park and RV pump stations that require monthly or biannual pumping.

Turner Sanitation has three trucks: a 2001 Sterling from VacutruX Limited with a 3,500-gallon steel tank and Wallenstein (Elmira Machine Industries Inc.) pump; a 1989 Ford L9000 with a 3,500-gallon steel tank, and a 2005 International 4300 with a 1,500-gallon waste/500-gallon freshwater aluminum tank and Masport Inc. pump from Tri-State Tank. The 1999 Freightliner Turner built pulls two Explorer Trailers (McKee Technologies) and a Turner-assembled trailer that haul, 6, 10 and 14 units. The truck carries a 500-gallon waste/300 gallon freshwater steel tank and Masport pump.

“Plus we have a stake truck, and we plan to put a slide-in unit on a pickup for portable units for places we can’t go with bigger trucks – such as golf courses,” Steve says. “We do a lot of Little Leagues, park and rec departments and golf courses.” He is researching smaller vac systems with 300-gallon waste/150-gallon freshwater tanks.

The Turner Sanitation crew, (left to right) Steve Yerkes, Matt Cummings, Mike Daly and Bob Lawton, stand in front of a 2001 Sterling vacuum truck from VacutruX Limited.



(continued)

FIRING ON ALL CYLINDERS

The downturn of the automotive industry hasn't cooled a passion for cars among Michigan residents - especially in the Detroit area.

"You can go to a car show every weekend around here," says Steve Yerkes, owner of Turner Sanitation with his wife, Janet. A long list of car collector groups host shows throughout the summer season, creating portable sanitation opportunities for the company.

The granddaddy of them all is the Woodward Dream Cruise, the world's largest one-day automotive event with a collection of more than 40,000 muscle cars, street cars, custom, collector and special interest vehicles that draws more than a million people from all over the world. It is held along a 16-mile stretch of Woodward Ave., America's first highway from Detroit to Pontiac. The 18th Annual Woodward Dream Cruise is set for Aug. 18.

Various groups hold gatherings, and need portable restrooms. Some, like the GTO Tigers, rent from Turner Sanitation every year. Other customers come and go depending on the party planner's preference. One staple has been the city of Birmingham, an upscale community along the route. Steve believes Turner Sanitation's good service at the city's farmers market secured the Cruise event contract with Birmingham.

Along with other collector car groups, individual parties and regular clients that weekend, all 150 of their event restrooms are rented out, Steve says. Though the event is only one day, visitors arrive early. He and his crew set up during the week, and then remain busy servicing units through the weekend.

"Sometimes our truck cruises on Woodward Avenue among the antique cars," Steve says with a laugh. "We work 24/7 on that weekend."

He's not complaining. It's one bright spot in the decline of Michigan's auto industry and economy.

"I TRANSFER THE PHONES FROM THE OFFICE TO MY CELL AFTER HOURS TO RECEIVE ALL CALLS. THAT WAS MR. TURNER'S RULE: NEVER MISS A CALL. IF YOU DON'T ANSWER THE PHONE, YOU DON'T GET THE BUSINESS."

Steve Yerkes

Portable restroom rentals bring in about 30 percent of Turner Sanitation's income. Workers are especially busy in June setting up units for weddings and graduations. The Yerkes continually bid for new events, and their units are frequently placed at farmers markets, community festivals, an apple and arts festival, Fourth of July event and car shows.

Since the construction end of portable rentals is down because of Michigan's sluggish building market, growing the event side is important, Steve says. To that end, he has made some strategic changes in restroom inventory to suit the needs of different customers.

When Steve joined the company, its inventory included restrooms from five different manufacturers. He started buying predominantly Five Peaks Technology units, partly because he wanted to support a company based in his home state, and partly because he likes their look. Most are forest green to blend in - especially at golf courses and parks. He also has orange units for construction sites and red, white and blue units for military venues. All units have hand sanitizers.

The Yerkes also have portable handicapped units made by PolyPortables Inc., and flush units made by PolyJohn Enterprises. The Yerkes' maintain about 300 units - half earmarked for construction, half for events.

FINDING NEW WAYS

Cutbacks in the automotive industry and Michigan's high unemployment rate have created business challenges. For example, Turner Sanitation once had a few portable units at a General Motors plant, which closed. It is scheduled to reopen, and the Yerkes hope to place units there again.

"The economy has affected us quite a bit as well as increases in dumping fees and fuel. We raised prices in the last two years, and that's hard to explain to customers," Janet says.

With people seeking bargains on foreclosed homes, the company has seen some increased business doing septic inspections. Steve has mixed feelings about the work. People want to know the condition of the septic system before they buy, but he discourages them if the system hasn't been used for a few months.

"I tell them it's not worth it to spend the money until they've lived there awhile," Steve says, since pre-sale inspections don't reveal some problems. With properties selling cheaply, most buyers are willing to take a chance and pay for septic repairs if a problem emerges after the system is being used regularly again.

The business climate is far different from when Turner began. There are many more regulations, and written contracts have replaced handshake deals. Landing special events contracts has become even more important. The Yerkes scour festival lists and church and town events and send out mailings during the winter months.

They look for ways to streamline and modernize the business. The company now uses TAC 2010 from Clear Computing Inc.,



Steve Yerkes, left, works to break up waste in a full residential septic tank while Matt Cummings pumps the contents.



Janet Yerkes holds Tyson, the Turner Sanitation canine mascot and her office companion.



Steve Yerkes is shown in the workshop where service vehicles are maintained.

for instance, for billing and mailing cards to tracking routes and restrooms. Also, the Yerkes are upgrading their website and increasing their online presence, as well as continuing exposure in traditional places such as the Yellow Pages.

"People Google more than they pick up a phone book," Steve says. At a continuing education class, he met a young pumper who said he only uses a Blackberry. It provides him with everything he needs - wherever he is.

KEEPING A WORK ETHIC ALIVE

The Yerkes know that it takes more than just technology to create a successful business. Turner's discipline and rules are still part of the business. So is the legacy of the good name he left them.

"We don't plan on changing the name because it's a well-known name in the area. We are trying to keep my dad's work ethic of taking care of customers and that our word is good," Janet says.

"He left us a very good, solid business, and our goal is to maintain it and make a living off it," Steve adds. ■



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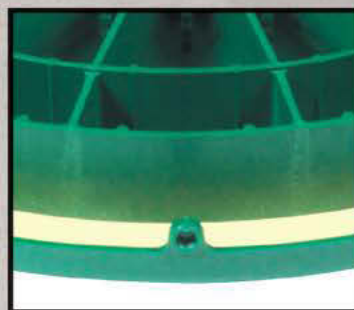
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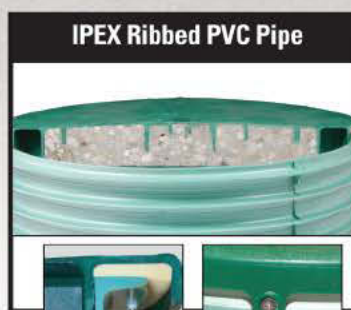
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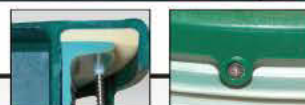
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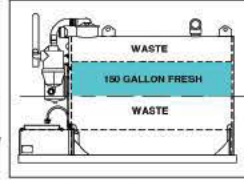
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IT'S NOT 'OLD BLUE' ANYMORE

HIS BUSINESS STILL RECOVERING FROM HURRICANE IKE, TEXAS PUMPER ALAN PARKER GETS A HELPING HAND WHEN HIS RIG IS RESTORED BY A REALITY TV SERIES

By Doug Day

“It was weird,” says Alan Parker about seeing himself on Country Music Television’s *Trick My What?* television show last fall. The episode of the new show garnered plenty of attention around Crystal Beach, Texas, where Parker and his wife, Teresa, operate Peninsula Septic Service. They hope it may provide a little boost to their business, still recovering from a devastating hurricane.

The first call from a producer of *Trick My What?*, hosted by former *Dukes of Hazard* star John Schneider, came last July. According to Parker, “She said, ‘What would you think if we took a piece of your equipment, spent all kinds of money on it, it didn’t cost you a dime, and you help us make a TV show?’”

He wasn’t about to turn down their offer to rebuild “Old Blue,” a 1979 International Transtar 4300 vacuum truck the Parkers purchased when they started the family business in 1995. “It was pretty crazy but we had a lot of fun doing it.”

THE REBUILD

Beat up and rusty, “Old Blue” was mechanically sound with a good engine and pump, along with torn seats, doors and windows that didn’t work, bad wiring, bald tires, holes in the floorboard and a broken air conditioner that made life difficult in the Gulf Coast heat.

The TV show followed the staff of Lonestar Speed Shop in Richmond, Texas, as the old truck was torn apart and rebuilt. When their work was revealed on TV, the Parkers found themselves the owner of a purple and tangerine orange truck with wild silver graphics, a chrome exhaust stack, diamond-plate accents, a brushed aluminum grill, new upholstery, an automatic hand sanitizer, and 10 brand new tires. “I never had tread before,” Parker told Schneider on the hour-long program.



Alan Parker’s 1979 International vacuum truck is ready to hit the road again after a restoration by the crew at Lonestar Speed Shop. The inset photo shows “Old Blue” before the project. (Photos courtesy of Alan Parker)



During the better part of a week of filming at Peninsula Septic, the Parkers instructed Schneider on how to pump a tank, service a portable restroom and fill a trash container. Later, Schneider revealed the restored vacuum truck to the couple.

“SHE SAID, ‘WHAT WOULD YOU THINK IF WE TOOK A PIECE OF YOUR EQUIPMENT, SPENT ALL KINDS OF MONEY ON IT, IT DIDN’T COST YOU A DIME, AND YOU HELP US MAKE A TV SHOW?’”

Alan Parker

“All I heard from people around here was, ‘When do we get to see the truck?’ Parker says. “A lot of people thought it was their best show yet. I think it had more substance.”

MORE TO THE STORY

The Oct. 28 episode told how Hurricane Ike destroyed the community and the business in 2008. “Ike washed away about 65 percent of the homes,” Parker says. “We’re basically sitting on a big sandbar and we had a 22-foot storm surge.”

Also washed away were most of his residential/commercial trash collection customers; less than 100 of his 2,800 customers remained. Another 1,000 portable restroom and septic tank customers also were gone.

The company headquarters, built on 20-foot stilts, survived without too much damage. Among the equipment losses were 370 of their 650 portable restrooms, parts of which were found 20 to 40 miles across East Bay and Trinity Bay that separate the Bolivar Peninsula from Galveston and the rest of Texas. More than 60 of their 150 3- and 6-yard roll-off containers were gone along with 12 of their 240 20- and 30-yard roll-offs. One was found a mile out in the bay.



During the big reveal, Alan and Teresa Parker get a look at their restored rig for the first time. “Trick My What?” host John Schneider is there to help the couple celebrate.

THE REST OF THE STORY

With their new garbage business growing fast, the Parkers had purchased three service trucks in the two years before Ike hit. “My creditors looked around and said, ‘Take six months if you need it. If you need more, let us know.’ If they wouldn’t have done that, I don’t think we could have made it.”

His business is recovering as the community is being rebuilt. “We’re about 50 percent back,” says Parker, who now has 12 employees compared to 24 before the storm. “I think we’ll be all right. We’ve come a long ways since Ike.”

As the business rebounds, customers will see more of Parker driving up in his tricked out truck. ■

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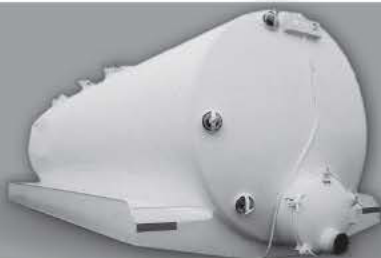


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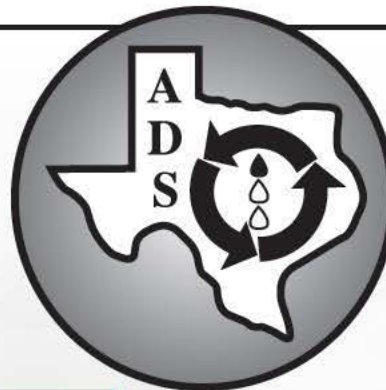
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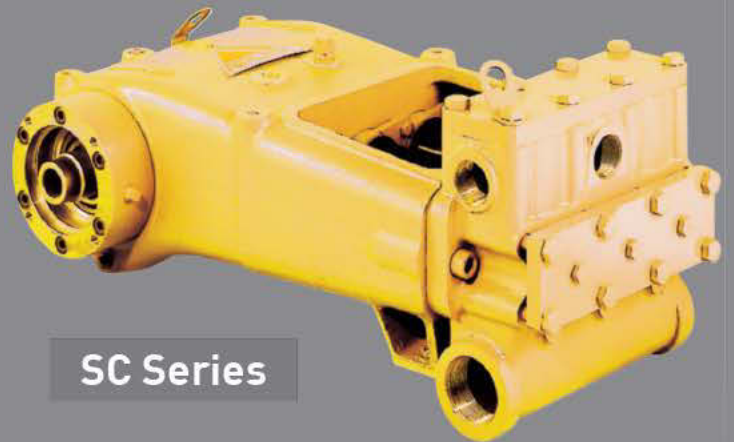
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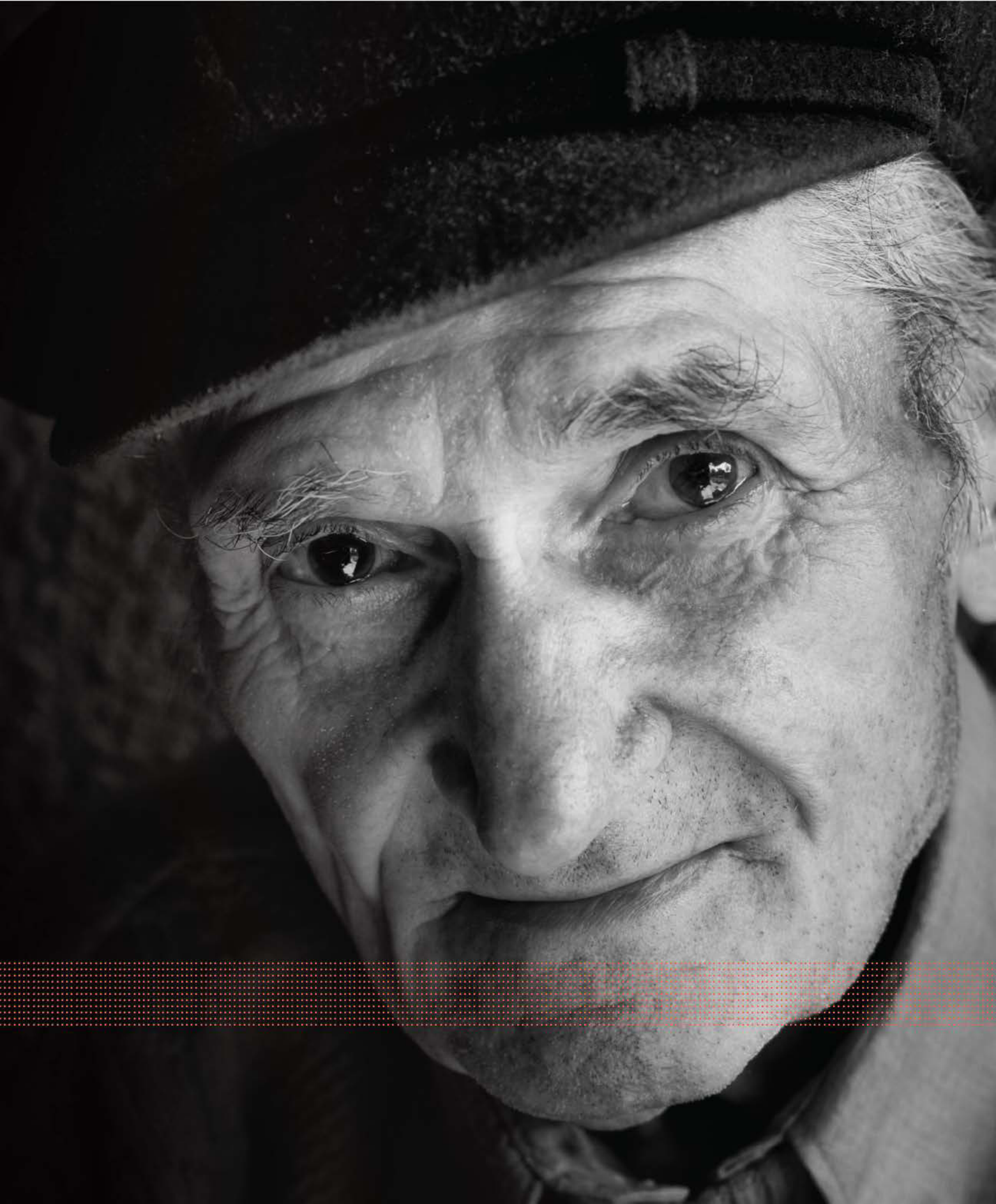
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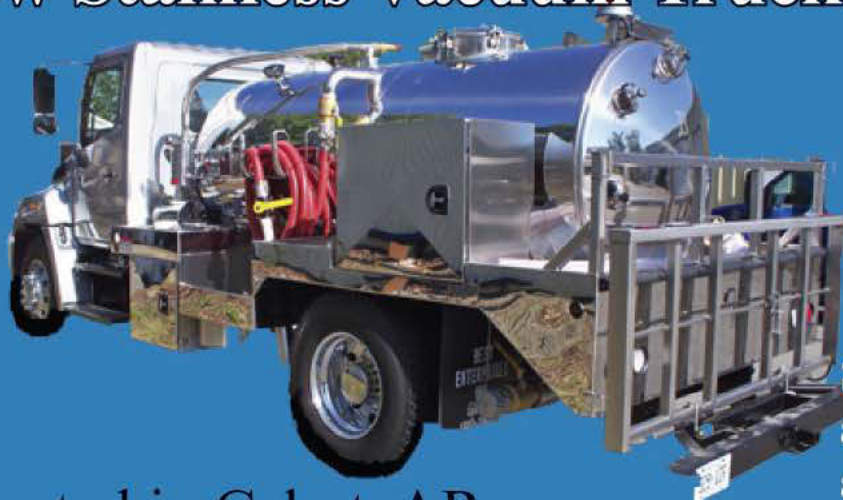

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2012 PUMPER & CLEANER EXPO PRODUCT PREVIEW



A Full House

It's going to be wall-to-wall tools and equipment to build your business at the 2012 Pumper & Cleaner Environmental Expo

By Ed Wodalski

Ask any regular attendee of the Pumper & Cleaner Environmental Expo International what keeps bringing them back for more. They'll tell you a main attraction is seeing all the latest products for the industry in one gigantic location.

With hundreds of vendors, and an all-new venue in downtown Indianapolis, it'll be a challenge to see it all. This year the exhibit hall will be open from 9 a.m. to 5 p.m. Tuesday and Wednesday, Feb. 28 and 29, and from 9 a.m. to 2 p.m. Thursday, March 1.

To make sure you don't miss a thing at the Indiana Convention Center, there's an interactive floor plan on the Exposition website (www.pumpershow.com) to help plan your visit. Whether you're a first-time visitor or long-time guest, we're certain the 32nd annual Expo will have all you need to build efficiency and profitability for your business.

Here's a look at some of the products and services you won't want to miss.



Dewatering

1 ABCO Industries Ltd.

The mobile dewatering truck from ABCO Industries Ltd. removes 75 to 85 percent of liquids from septic tank waste. As waste enters the truck, a computer-controlled system injects a polymer that conditions the waste before dewatering. A weatherproof, touch-screen panel is used to select polymer mixes for different wastes, as well as operate other truck functions. 866/634-8821; www.abco.ca; Booth 2140.

2 AQUA-Zyme Disposal Systems Inc.

The 30-yard dewatering unit from AQUA-Zyme Disposal Systems processes about 22,000 gallons of septic, municipal sludge and/or trap grease at 1 1/2-percent solids in 24 hours. An estimated 80 percent of the waste will drain off as effluent and can be routed to a wastewater treatment plant, land applied or used in composting. 979/245-5656; www.aqua-zyme.com; Booth 3085.

3 BDP Industries

The DSP screw press from BDP Industries handles up to 200 pounds per hour of digested waste sludge or 400 pounds per hour of raw sewage. The stainless steel unit can be mounted on a 3-ton flatbed truck for mobile dewatering and is enclosed to contain odor. 518/527-5417; www.bdpindustries.com; Booths 10044, 10045, 10048.

4 Flo Trend Systems Inc.

Dewatering boxes from Flo Trend Systems Inc. feature a second center filter panel that adds 50 percent more filter area and reduces the distance water must travel to contact a filter surface for drier cake and shorter dewatering times. 713/699-0152; www.flotrend.com; Booths 1114, 1115.

5 In The Round Dewatering

The horizontal sludge dewatering system from In The Round Dewatering has a stainless steel drum with perforated plastic tile lining. The drum is mounted on a roll-off frame for transporting and loading. 317/539-7304; www.itrdewatering.com; Booths 3015, 3016.

6 Prime Solution Inc.

The rotary fan press from Prime Solution Inc. is designed for dewatering sludge and slurries using continuous pressure differential technology. Features include slow rotational speed (less than 1 rpm), automated operation, low maintenance, space-saving and enclosed energy-efficient system. 269/673-9550; www.psirotary.com; Booth 242.



Restrooms

7 Advanced Containment Systems Inc.

The Advantage Series Comfort Station restroom trailer from Advanced Containment Systems Inc. features waterproof, easy-to-maintain interiors with ADA-compliant design options. Available in 10- to 32-foot models, trailers have a 250- to 1,300-gallon waste tank and 50- to 300-gallon freshwater tank. Features include welded steps, platforms and handrails, water-saving toilets and stainless steel toilet partitions. Options include winterized holding tank and diaper-changing stations. **800/927-2271; www.acsi-us.com; Booth 5018.**

8 Armal

The SCENTBOX portable restroom from Armal features fragrance-scented panels in Strawberry Field, Apple Blossom, Pinewood Trail, Rose Sensation and Vanilla Balm. Weighing 185 pounds, the unit has a 60-gallon waste tank and measures 90 inches tall, 43 inches wide and 47.2 inches deep. Features include heavy-duty spring coil door, urinal and drain cover and lodging for the urinal block and three-roll tissue holder. **866/873-7796; www.armal.biz; Booth 7017.**

9 Comforts of Home Services Inc.

The 8-foot, two-station restroom trailer from Comforts of Home Services Inc. features heat and air conditioning. The exterior has a one-piece aluminum roof and trim. The trailer has a steel frame, wall and roof beams. Accessories include a solar package for remote power. The trailer has a 300-gallon waste tank with a variety of freshwater tank sizes. **847/574-7600; www.cohsi.com; Booths 11074, 11078, 12074.**

10 Five Peaks Technology

The Matterhorn II ADA-compliant portable restroom from Five Peaks Technology features twin sidewalls constructed of Cor-X polypropylene to resist warping. Features include large exterior grab handles and pneumatic door closer with safety chain. The unit has a 74-gallon drop tank, extended bench, ground-level floor access, dual coat hooks and mirror, and three-roll tissue holder. **866/293-1502; www.fivepeaks.net; Booth 1098.**

11 JAG Mobile Solutions

The three-station lowering ADA restroom trailer from JAG Mobile Solutions features men's, women's and unisex ADA-compliant stations. Available in a choice of interior packages, including the Cottage Series, Versa, Fantastic, Commercial and Industrial, options include 200-gallon freshwater tank, winter package, custom exterior colors, hands-free faucets, TVs and baby-changing station. **800/815-2557; www.jagmobilesolutions.com; Booth 9001.**

12 Piccadilly Concepts

The Piccadilly portable restroom from Piccadilly Concepts features blow-molded walls, graphics display area, Illumarof lighting, heavy-duty corner extrusions and rotomolded base. The unit is available as a flush system with internal plumbing components enclosed in the skid to prevent damage from forklifts and snagging. **630/779-2696; www.piccadillyconcepts.com; Booth 10011.**

13 PolyJohn International

The P.A.C.E. portable restroom from PolyJohn International features a round cabana designed for convenient shipping. Restrooms are packaged in off-the-shelf kits in small quantities for easy handling, warehousing and delivery by regular truck or van. Other features include air-flow ventilation and optional foot-pump for recirculating flush, interior sink or optional urinal and one-piece base with T-bar locking system. **800/292-1305; www.polyjohn.co.uk; Booth 1056.**

14 PolyPortables Inc.

The Boudoir special event restroom from PolyPortables Inc. is built to the same dimensions as the wheelchair-accessible Enhanced Access Unit, and includes flushing tank, 22-gallon hand-wash station and large wall-mounted mirror. Other features include motion-activated lighting, antibacterial seat cleaner and multiple coat hooks. Options include baby-changing station and trash can. **800/241-7951; www.polyportables.com; Booth 3046.**

15 Rich Specialty Trailers

The CT8206 six-station restroom trailer from Rich Specialty Trailers has one stall, two urinals, two sinks and vanity on the men's side and three stalls and two sinks on the women's side. The floor plan can be modified to accommodate any number of stalls, urinals and sinks while keeping the same basic layout. The trailer features dent-resistant 34-inch-wide polymer urinal and stall dividers. **260/593-2279; www.richrestrooms.com; Booths 11037, 11048, 12046.**



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16 Satellite Industries Inc.

The Global restroom from Satellite Industries Inc. features the open-grid Dirt Buster base that allows debris to fall through the floor and air to circulate into the restroom. An interlocking door hinge with dual-arm torsion spring prevents sagging and vandalism of the door closure. The restroom has a pyramid-shaped 62-gallon tank. 800/328-3332; www.satelliteindustries.com; Booth 8026.

17 Wells Cargo

The UltraLav luxury mobile restroom trailer from Wells Cargo is available in many configurations, including one station, two stations, three stations, four stations, five stations, ten stations, ADA, showers (standard and safety/eye wash units) and the signature series. The units can be custom-built. 877/301-3837; www.ultralav.com; Booths 11096, 11100, 12094.

Treatment Systems

18 Bio-Microbics Inc.

The BioBarrier Membrane BioReactor (MBR) treatment system from Bio-Microbics Inc. is designed for direct discharge, difficult sites and/or water reuse applications. The system meets effluent quality of less than 2 mg/l BOD and TSS, and less than 1 mg/l of ammonia. 913/422-0707; www.biomicrobics.com; Booth 116.

19 Chief Industries Inc.

Ecolo-Chief pre-engineered wastewater treatment systems from Chief Industries Inc. are designed for smaller cities as well as individualized uses, including subdivisions, apartment buildings, motels, manufacturing and processing operations. 308/381-0585; www.ecolo-chief.com; Booth 1160.

20 Clarus Environmental

The centrifugal STEP (septic tank effluent pump) from Clarus Environmental is designed for use in a septic tank as an alternative to a separate pump tank. A separate pumping chamber is not required. The effluent pump, float system and effluent filter pack set in a polyethylene vault can be used in new construction or repair sites when gravity flow is not an option. 877/244-9340; www.clarusenvironmental.com; Booth 9054.

21 NORWECO Inc.

The Singulair Green wastewater treatment unit from NORWECO Inc. can process up to 600 gpd, fits limited-access and steep-grade sites and is ANSI/NSF Standard 40 certified. 800/667-9326; www.singulairgreen.com; Booths 4022, 4023.

22 Orenco Systems Inc.

The AdvanTex AX20-RTUV wastewater treatment system from Orenco Systems Inc. is a complete, self-contained module for treating septic tank effluent to better than secondary standard (10 mg/l BOD5 and TSS) with nitrogen reduction of 60 to 70 percent and ultraviolet disinfection. 800/348-9843; www.orencosystems.com; Booth 6040.

23 Premier Tech Aqua

The EcoFlo polyethylene ready-to-use wastewater treatment system from Premier Tech Aqua is available in nine models. The plug-in system is shipped preassembled (components and filtering media) to the site. 800/632-6354; www.premiertechaqua.com; Booth 9002.

24 Presby Environmental Inc.

Advanced Enviro-Septic from Presby Environmental Inc. is an NSF-40 Class I certified onsite system that combines treatment and dispersal into one small footprint without needing replacement media or special maintenance. 800/473-5298; www.presbyenvironmental.com; Booth 1021.

Septic Components/ Alarms/Accessories

25 CSI Controls

The AlarmBot outdoor post alarm system from CSI Controls features a clear beacon and red flashing LEDs for maximum visibility. As the level in the tank rises, it activates the high-water alarm float; the clear beacon illuminates 360-degrees by four alternating high-intensity red flashing LEDs and the 95 dBA beep tone alarm sounds. 800/363-5842; www.csicontrols.com; Booth 330.

26 Geoflow

The Wasteflow dripline from Geoflow features Rootguard protection and antimicrobial protection inside the pipe and inside each drip emitter. Each dripper has its own built-in filter and continuous, self-cleaning turbulent flow passage to keep debris out. 800/828-3388; www.geoflow.com; Booth 1138.

27 Hedstrom Plastics

Personalized polyethylene septic tank lid covers from Hedstrom Plastics have rotationally molded lids that can be engraved with a contractor's name and phone number. 800/765-9665; www.hedstromplastics.com; Booth 3137.



28 Infiltrator Systems Inc.

The IM-1060 injection molded, plastic septic tank from Infiltrator Systems Inc. features a mid-seam joint with EPDM gasket for a watertight seal. The two-piece design is permanently fastened using a series of noncorrosive plastic alignment dowels and locking seam clips. 800/221-4436; www.infiltratorsystems.com; Booth 10086.

29 Kentucky Tank Inc.

The Pro Pumper 250 tank from Kentucky Tank Inc. measures 16 by 46 by 93.5 inches and has a 250-gallon capacity. Features include in-mold forklift skids and handles. Other features include one 10-inch pump-out lid with tether. 888/459-8265; www.kentuckytank.com; Booth 3027.

30 Netafim USA

Bioline purple polyethylene dripperline from Netafim USA features debris-resistant, continuous, self-flushing and pressure compensating line with impregnated antibacterial to prevent microbial slime buildup. 888/638-2346; www.netafimusa.com; Booth 114.

31 Roth Global Plastics

The MultiTank from Roth Global Plastics can be used for rainwater or as a water cistern, holding or septic tank. The tank's cylindrical shape requires no water for backfill. 866/943-7256; www.roth-america.com; Booth 9010.

32 Rotosolutions Inc.

Polyethylene septic lids from Rotosolutions Inc. are available in 24- and 12-inch diameters and have a 3,500-pound load rating. The lids can be customized with company logo, name and phone number. 800/868-0973; www.rotosolutions.com; Booth 1039.

33 Salcor Inc.

The 3G ultra-violet onsite wastewater disinfection unit from Salcor Inc. has a two-year lamp life. Features include easy accessibility, fouling-resistant Teflon, quick installation and minimum annual maintenance. 760/731-0745; Booth 112.

34 Septic Services Inc.

The MAXAIR500 submersible aerator from Septic Services Inc. has corrosion-resistant stainless steel legs. The unit comes prewired with a 15-foot power cord and sets inside the tank and out of sight. 800/536-5564; www.maxair500.com; Booth 6016.

35 Septronics Inc.

The PMJ1DB exterior junction box pump control/alarm from Septronics Inc. is outfitted with a removable terminal board supporting a built-in event counter, monitoring the filter and pump from the same control box. 262/567-9030; www.septronicsinc.com; Booth 128.

36 SJE-Rhombus

The C-Con converter box from SJE-Rhombus is designed to convert most simplex and duplex control panels to utilize the floatless technology of the C-level sensor. 888/342-5753; www.sjerhombus.com; Booth 1017.

37 Topscape

The decorative raised flower garden well and septic landscape covering from Topscape fits over most septic tank risers. The planter also can serve as a stand-alone raised garden. 608/333-3610; www.discovertopscape.com; Booth 6046.

38 Tuf-Tite

Twenty-four-inch risers from Tuf-Tite fit most plastic, fiberglass and concrete tanks, including most riser pipes. They can hold up to 70 pounds of concrete or be insulated to R-10. 800/382-7009; www.tuf-tite.com; Booth 9118.

Septic Filters/Additives

39 Bear Onsite LLC

The 9-inch case adapter (model 9-ADA) effluent filter case accessory from Bear Onsite LLC can be used with any Bear filter. The adaptor glues to the bottom of the filter case, creating either an inlet extension, hub for support legs or both. 877/653-4583; www.bearonsite.com; Booth 12056.

40 Arcan Enterprises Inc.

Septic-Scrub drainfield flow restorer from Arcan Enterprises Inc. is a chemical treatment that oxidizes sulfides and releases oxygen, enabling soil bacteria to work better. Environmentally friendly, the treatment contains no organic chemicals and produces no toxins. 931/368-1903; www.arcan.com; Booth 10025.

41 Cape Cod Biochemical Co.

AfterShock soil absorption restorative from Cape Cod Biochemical Co. restores drainage to clogged and sluggish drainfields and drainage structures. It is effective in residential and commercial drainfields, cesspools and seepage pits, prevents backups and eliminates odors. 800/343-8007; www.septiconline.com; Booth 408.



Calling all business owners™

42 Ecological Laboratories Inc.

Pro-Pump/Bio-remediation kits from Ecological Laboratories Inc. are designed to recover flow in fouled and ponding absorption fields. The kit includes Pro-Pump/HC (high count), Pro-Pump/SA (sludge away) and Pro-Pump/OX (powered oxygenator). 800/326-7867; www.propump.com; Booth 10095.

43 Greenovative Technologies

EcoHancer septic treatment from Greenovative Technologies, a JSH international company, is made from naturally occurring peat. The non-toxic formula stimulates existing microbial populations in the septic system. 856/234-4540; www.greenovativetechnologies.com; Booth 12004.

44 Jet Inc.

Accu-Tab wastewater calcium hypochlorite tablets from PPG Industries and distributed by Jet Inc. contain 73 percent nominal available chlorine. The tablets are made for use in onsite aerobic wastewater systems that treat up to 250,000 gpd. 800/321-6960; www.jetcorp.com; Booth 120.

45 Lenzyme Inc.

The ONE SHOT Plus biological enhancement kit from Lenzyme Inc. is designed to re-establish percolation in slow and sluggish drain-fields, cesspools and seepage pits. The product contains highly concentrated bacteria that blend to break down organic waste. 800/223-3083; www.lenzyme.com; Booth 5026.

46 Reckitt Benckiser/RID-X

RID-X commercial septic system treatment from Reckitt Benckiser is a biological additive natural active bacteria and enzymes that digest household waste. Each 48-ounce bottle contains a six-month supply for septic tanks up to 1,500 gallons. 855/776-7439; www.rid-x.com/professionals; Booth 9004.

47 Roebic Laboratories Inc.

The K-570 Leach and Drain Field Opener from Roebic Laboratories Inc. features a concentrated formulation of enzyme-producing bacteria. A quart of concentrate treats a 1,500-gallon system, while a half-gallon treats 2,500 gallons. 203/795-1283; www.roebic.com; Booth 332.

Grease Handling

48 Ashland PolyTrap

Polyethylene lint and solids interceptors from Ashland PolyTrap, part of the APLI and APSI series, are designed to capture lint and sediment from commercial washing machines and other commercial and industrial sources. 800/541-8004; www.ashlandpolytraps.com; Booth 10147.

49 Downey Ridge Environmental Co.

Greasezilla brown grease separator from Downey Ridge Environmental Co. processes grease collected from grease traps, producing an oil with a viscosity, combustion characteristics and Btus comparable to heavy fuel oil. 304/658-4778; www.greasezilla.com; Booth 12142.

50 Envirotub

The indoor containment system from Envirotub is made from recycled plastic. It measures 18 inches wide, 32 inches high and 28 inches long, and fits under most two- and three-compartment kitchen sinks. The unit holds up to 55 gallons of waste and withstands oil temperatures up to 190 degrees. 866/777-4322; www.envirotub.com; Booth 3127.

51 Schier Products

Great Basin indoor/outdoor polyethylene grease interceptors from Schier Products feature a Diffusion Flow design. Features include adjustable riser system, open internal cavity and smooth walls for easier pump-outs. 800/827-7119; www.schierproducts.com; Booth 1131.

Services

52 A Corp./Rooter-Man

Rooter-Man drain cleaning franchises from A Corp./Rooter-Man include exclusive use of registered trademarks in your territory, comprehensive training programs, dedicated support and discounts through national buying power. 800/700-8062; www.rootermanfranchise.com; Booths 3148, 4149.

53 American Express

The OPEN business card from American Express provides access to products, tools and services to run your business. Card holders can manage spending online, earn rewards on business purchases and tap into resources and other information. 800/528-4800; www.americanexpress.com/open; Booth 4101.



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SeptiCoverSM
The Insurance Package for Septic Haulers

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HEFFERNAN INSURANCE BROKERS

A Member of the Heffernan Group

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55 Argo Group US

The SeptiCover insurance program from Argo Group US provides coverage for pumping and portable sanitation companies. Available coverage includes auto, general liability, property, crime (employee theft), equipment and workers' compensation. 210/321-2127; www.septicover.com; Booth 3017.

56 GPM Pump and Truck Parts LLC (No photo available)

Pumps and parts for Class 6-8 trucks from GPM Pump and Truck Parts LLC are available for all makes and models, including vacuum and jetter trucks. The company also rebuilds blowers and pumps. 630/543-7373; www.gpmtruckparts.com; Booths 11070, 12068.

57 Heffernan Insurance Brokers

Heffernan Insurance Brokers is a full-service independent company providing liability, property, auto and workmen's compensation coverage for the liquid waste industry. Policies may cover truck pollution, jobsite equipment and employment practices liability. 800/208-6912; www.heffins.com; Booth 12080.

Trucks

58 Allied Tank Co.

The 4,000-gallon, aluminum tank truck from Allied Tank Co. features an International WorkStar chassis with 350-hp MaxxForce turbo-diesel engine and 10-speed manual transmission. Other features include a NVE 866 Challenger vacuum pump and heated valve covers. 800/355-1300; www.alliedtank.com; Booths 11092, 12092.

59 Aquatech Inc./Hi-Vac Corp.

The B-10 combination jet/vac truck from Aquatech Inc., a product of Hi-Vac Corp., features single-engine drive for fuel consumption and reduced maintenance, rear-mounted hose reel, full-power, 360-degree rotating boom that extends 20 feet, corrosion- and abrasion-resistant cylindrical debris tank, air/vac system with an operating capacity of 2,700 cfm. 740/374-2306; www.aquatechinc.com; Booth 3080.

60 Best Enterprises Inc.

The 3,600-gallon stainless steel tank on a 2012 International 58,000 GVW chassis from Best Enterprises Inc. features 5-inch sight glasses, 3-inch outlets, 6-inch dump, heated collars, storage bins and SeeLevel gauge. Other features include passenger side ladder, dual stainless steel manways, strobe and LED lights, Masport 400 WV vacuum pump, remote-controlled jetter system with nozzles and hose reel with 275 feet of hose enclosed in an insulated box. 501/988-1905; www.bestenterprises.net; Booths 4027, 4030, 4033.

61 CanAm Equipment Solutions Inc.

The 2012, 4,800-gallon DOT407 aluminum vacuum truck from CanAm Equipment Solutions Inc. features a tri-drive chassis and Robuschi DV-85 blower pump. It has a full-opening rear door, full winterization package and heated toolboxes. 403/454-2720; www.canamequipment.com; Booth 10134.

62 Crescent Tank Mfg.

The patented all-in-one rectangular vacuum tank from Crescent Tank Mfg. has a low-profile design for a lower center of gravity with bed for hauling portable restrooms and other equipment. The vacuum tank can be configured for any combination of waste and water or recovery oil with volumes of 100 to 2,000 gallons. 585/657-4104; www.crescent-tank.com; Booths 308, 1120.

63 GapVax Inc.

The MC Advanced Series hydroexcavator from GapVax Inc. features a monitoring system to observe and troubleshoot from a single display (one inside and one outside the cab) as well as control hydraulics, blower and water pump operations. Vacuum pump options range from 3,500 to 5,000 cfm with up to 27 inches Hg. 814/535-6766; www.gapvax.com; Booth 8110.

64 Imperial Industries Inc.

The 4,000-gallon aluminum waste tank mounted on a 2012 Series 7500 International chassis from Imperial Industries Inc. features a one-third bottom belly pad, 3/8-inch thick extruded skids, 3- and 4-inch intakes, 6-inch discharge, 48-inch aluminum toolbox and Masport HXL400WW liquid-cooled vacuum pump. The truck features a Fuller 10-speed transmission, 350-hp MaxxForce engine, locking differential and aluminum fuel tank. 800/558-2945; www.imperialind.com; Booth 6013.



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67 Super Products
TRUCK MOUNTED VACUUM EQUIPMENT



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65 Lely Manufacturing Inc.

The 3,000-gallon steel tank vacuum truck from Lely Manufacturing Inc. features a Wittig RFW water-cooled pump with 3-inch suction and 4-inch dump valves with dual topside manways, rear sight glasses, diamond-plate hose trays with spray-on bedliner, aluminum storage boxes on both sides and aluminum and chrome accents. The tank is mounted on a 2011 Peterbilt with 350-hp Cummins engine and 6-speed automatic Allison transmission. 800/334-2763; www.lelyus.com; Booths 3024, 3025.

66 Mid-State Tank Co. Inc.

The 1,550-gallon, two-compartment stainless steel portable restroom tank from Mid-State Tank Co. Inc. mounts on a 2011 Ford F-750 with a Masport SXL4V pump package. Features include stainless steel Hannay hose reel with 60 feet of hose. The unit has a 20-inch top manway with primary, hose supports, storage cabinets, restroom carrier, work lights, backup alarm and other options. 217/728-8383; www.midstatetank.com; Booths 11120, 11126, 12120.

67 Super Products LLC

The Mud Dog 1600 hydroexcavator from Super Products LLC delivers up to 18 gpm at 3,000 psi. Its 8-inch, positive displacement vacuum system provides 5,800 cfm airflow and 28 Hg of vacuum. 800/837-9711; www.muddogeasy.com; Booth 1040.

68 Supervac 2000

The SVHT-6400 hydroexcavator from Supervac 2000 includes a 3,000-gallon carbon steel debris tank, hydraulic door locks, 1,200-gallon copolymer water tank and cyclone and cartridge filter. 866/839-5702; www.supervac2000.com; Booth 8148.

69 Vac-Con Inc.

The Vac-Con Inc. combination machine is available in 3.5- to 6-cubic-yard capacities with hydrostatically driven two- and three-stage centrifugal compressors or several optional positive displacement blowers up to 27 inches Hg. 888/491-5762; www.vac-con.com; Booth 1080.

70 Vector Manufacturing

The Catch Basin Plus from Vector Manufacturing has a fan and air-routing system that delivers increased vacuum pressure in the single-stage and dual-stage fan configurations. 800/627-3171; www.vector.com; Booth 8076.

Truck Accessories

71 Force America Inc.

The IX-101 vehicle-based GPS/cellular radio data collection device from PreCise Mobile Resource Management, a Force America Inc. company, records engine hours, mileage, location history, idle time, battery voltage, input monitoring and can track up to two discrete inputs: lift arms, brooms, safety lights, impact sensors and more. 888/993-6723; www.forceamerica.com; Booth 4085.

72 Flitz International Ltd.

Industrial strength magnesium chloride remover from Flitz International Ltd. removes corrosion caused by magnesium chloride and calcium chloride, brake dust, calcium, lime, grease, oil and water stains from aluminum and stainless steel. It's safe for use on painted surfaces, fiberglass and chrome. 800/558-8611; www.flitz.com; Booth 8121.

73 Green Leaf Inc.

X-Series bolt valves from Green Leaf Inc. feature ergonomically designed stainless steel handles with locking feature for added safety. Valves open and close with little handle pressure and are precision molded in glass-reinforced polypropylene for added strength. 800/654-9808; www.gmleafinc.com; Booth 2114.

74 Kuriyama of America Inc.

The Tigerflex Amphiban AMPH series of heavy-duty, polyurethane-line wet or dry material handling hose from Kuriyama of America Inc. features a triple-resistant liner, static-dissipative cover and "cold-flex" that keep the hose flexible in cold temperatures. 847/755-0360; www.kuriyama.com; Booth 5021.



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75 Martin Engineering Co.

The Cougar Vibration DC 3200 mobile/truck vibrator from Martin Engineering Co. helps evenly distribute material when spreading and eliminates the need for workers to climb into truck beds to perform cleanout. 800/544-2947; www.martin-eng.com; Booth 4018.

76 Muncie Power Products

The HS24 Series power takeoff with sculpted housing from Muncie Power Products is designed to clear mounting obstructions and fits both the left- and right-hand side of a Hino chassis with Allison 3000/4000 series transmissions. The clutch-shift PTO is available with four internal gear ratios with either a 12- or 24-volt activated solenoid. 800/367-7867; www.munciepower.com; Booth 213.

77 SVE Portable Roadway Systems Inc.

The TRAKMAT ground cover mat system from SVE Portable Roadway Systems Inc. is designed for moving work vehicles across lawns, fields or sandy areas to prevent damage or keep from getting stuck. 800/762-8267; www.mudtraks.com; Booth 12144.

78 Vacutrux Limited

The Explorer Transporter from Vacutrux Limited has easy-to-adjust carrier slots that secure most sizes of restroom skids. Models range from 8 to 48 feet to carry up to 24 portable restrooms. All models have independent suspension axles that eliminate side-to-side chock transfer. They are available with a front wind deflector. Hot-dip galvanizing also is available. 866/457-5425; www.explorertailers.com; Booth 11101.

79 Wee Engineer Inc.

Spring mounts from Wee Engineer Inc. mount to most tanks, decrease fatigue on the tank frame and prevent cracks. They are made from commercial grade, oil-tempered chrome silicon spring wire. Once coiled, it is stress-relieved at 700 degrees F for 30 minutes. 877/296-2555; www.wee-engineer.com; Booths 2116, 2117, 2119.

Pumps

80 A.R. North America Inc.

The RTJ70 mid-size, high-pressure, triplex, positive-displacement plunger pump from A.R. North America Inc. delivers 18.5 gpm and 4,000 psi. Features include concentric solids ceramic plungers and NBR (Burna-N) seals and O-rings. 763/398-2008; www.arnorthamerica.com; Booth 10027.

81 Champion Pump Company Inc.

The CPEH5 effluent pump from Champion Pump Company Inc. is designed to pump through long runs of pipe or high heads. The cast iron, 3/4-inch solids-handling pump has a 65-foot shutoff head and can pump effluent through the equivalent of 5,200 feet of 2-inch pipe (based on 5-foot static head). 800/659-4491; www.championpump.com; Booth 140.

82 Franklin Electric Co. Inc.

The Little Giant GP Series grinder pump from Franklin Electric Co. Inc. shreds materials at a rate of 400,000 times per minute and provides maximum heads of 130 feet. 260/824-2900; www.franklin-electric.com; Booth 102.

83 Fruitland Tool & Manufacturing

The Model ELIM A-SM Eliminator pump package from Fruitland Tool & Manufacturing includes RCF500 LUF vacuum pump, mounting bracket, gearbox, coupler, 99-percent efficient oil-catch muffler, pressure and vacuum relief valves and secondary shutoff designed. 905/662-6552; www.fruitland-mfg.com; Booth 8117.

84 GEA Farm Technologies

The SYNC2 modular piston pump from GEA Farm Technologies is designed to transfer septage long distances at a constant flow rate for feeding a digester or separation system. Features include positive displacement pump with 2-, 3- or 4-inch cylinders. 800/563-4685; www.gea-farmtechnologies.com; Booth 1127.

85 Godwin Pumps

The 6-inch, CD 150 Dri-Prime, automatic priming centrifugal pump from Godwin Pumps can handle 3-inch solids and deliver 1,700-gpm flows with 160 feet of total dynamic head. The pump features fully automatic priming from dry to 28 feet of suction lift. 856/241-3615; www.godwinpumps.com; Booth 3056.

86 Hibon Inc.

The SIAV and VTB three-lobe series of air injection blowers from Hibon Inc., a division of Ingersoll Rand, are capable of attaining 28 inch Hg vacuum at 93 percent vacuum. The dry, positive-displacement blowers feature an oil- and water-free design. 514/631-3501; www.hibon.com; Booth 10041.



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87 Hydra-Tech Pumps

S4T and S4TLP hydraulically driven submersible pumps from Hydra-Tech Pumps feature hardened aluminum combined with stainless steel wear plates for durability in a lighter package. The pumps deliver output flows to 700 gpm, heads to 100 feet and pressure up to 2,900 psi. 570/645-3779; www.hydra-tech.com; Booth 3087.

88 Liberty Pumps

The Omnivore LSG-Series 2-hp grinder pump from Liberty Pumps features V-Slice Cutter Technology, providing 372,000 cuts per minute. Other features include one-piece cast iron body, quick-disconnect power cord, stainless steel impeller and dual-shaft seals. 800/543-2550; www.libertypumps.com; Booth 4040.

89 Masport Inc.

The VK650 fan-cooled vacuum/pressure pump from Masport Inc. has automatic oiling, end thrust protection, valve to switch between vacuum and pressure mode and integrated oil tank. Features include 23 inches Hg continuous operation and 27 inches Hg of intermittent operation, heavy-duty bearings, Viton oil seals, flushing port and vane inspection port. 800/228-4510; www.masportpump.com; Booth 6001.

90 Moro USA Inc.

The PM110W water-cooled vacuum pump from Moro USA Inc. has Kevlar vanes, visual inspection ports and a cantered rotor to produce greater vacuum and pressure. Viton oil seals and low-speed rotation provide longer pump life. The pump has direct-feed oil-injected lubrication and sealed or oil-injected bearings that eliminate grease points. The unit has 29-psi positive pressure capability and a liquid cooling system with forced circulation. 800/383-6304; www.morousa.com; Booth 6020.

91 National Vacuum Equipment Inc.

The 4310 positive-displacement, high-vacuum blower from National Vacuum Equipment Inc. delivers 931 cfm and offers continuous duty at full vacuum. The maintenance-free, environmentally friendly blower with Pro Pak offers quiet operation without compromising performance. 800/253-5500; www.natvac.com; Booth 216.

92 Nuhn Industries Ltd.

Magnum 400 and Magnum 600 rotary vane vacuum pumps from Nuhn Industries Ltd. allow for maximum air displacement with minimal restriction. The Magnum 600 delivers 600 cfm with maximum vacuum of 28 inches Hg. 519/393-5104; www.nuhn.ca; Booth 204.

93 Pat's Pump & Blower

The Myers-Aplex E Series pump from Pat's Pump & Blower delivers flows up to 110 gpm and pressure ratings to 3,000 psi. The pump features abrasion-resistant valve assemblies and internal gear reductions of 3.95 to 1. 800/359-7867; www.patspump.com; Booth 5012.

94 PumpTec

The PCT1500 12-volt pump system from PumpTec features 800-psi working pressure. The pump delivers 1.5-gpm flow and is fitted with a gun-activated pressure switch and includes a derringer spray gun. 866/857-7078; www.pumpotec.com; Booth 1191.

Jetters/Reels/Hoses

95 Cam Spray

The PJ3708 portable, high-flow drain jetter from Cam Spray delivers 8 gpm at 3,700 psi, while the PJ4007 delivers 7 gpm at 4,000 psi. Equipped with a 50-foot reel-feed hose and designed to be used in conjunction with the 200DS4 remote hose/reel package, the jetters feature a 27-hp electric-start Honda engine with 2:1 gearbox-drive pump. 800/648-5011; www.camspray.com; Booth 230.

96 Dyna-Vac Equipment

The Truck Jet 60-2000 from Dyna-Vac Equipment features weather-proof rollup or safety-hinged doors, operator access from three sides, exterior lighting options, interior and exterior work lights and hydraulic swing-out reel. Custom colors available. 888/298-8668; www.dynavacequipment.com; Booths 4019, 4020.

97 Hannay Reels Inc.

The Direct Drive 6200 Series heavy-duty sewer cleaning hose reel from Hannay Reels Inc. features a ball-bearing swivel base. The reel can carry up to 500 feet of 1-inch I.D. hose or 900 feet of 3/4-inch hose. 877/467-3357; www.hannay.com; Booth 8077.

98 NLB Corp.

The 125 Series convertible waterjetter from NLB Corp. delivers operating pressures up to 40,000 psi (6,000, 8,000, 10,000, 15,000, 20,000, 25,000, 35,000 and 40,000). Conversions require a simple kit. 248/624-5555; www.nlb.com; Booth 2081.



99 Piranha Hose Products Inc.

The 1 1/2-inch, 2,500-psi sewer cleaning hose from Piranha Hose Products features a yellow, polyolefin tube, double layer of high-tensile synthetic braid reinforcement and an abrasion-resistant orange cover with a temperature range of -40 degrees to 150 degrees F. 800/250-5132; www.piranahahose.com; Booth 5017.

100 Power Line Industries

The dual-purpose drain line Hot Jet jetter from Power Line Industries features hot water to deep clean sewer lines and heavy grease buildup. The jetter also can be used as a power washer. 800/624-8186; www.hotjetusa.com; Booth 436.

101 Reelcraft Industries Inc.

Series SD 10000 low-profile, spring retractable hose reels from Reelcraft Industries Inc. are designed to handle up to 50 feet of larger diameter 3/4- and 1-inch hose. Models are available for air, water, oil or vacuum recovery hose. 800/444-3134; www.reelcraft.com; Booth 3081.

Deodorizers/Supplies

102 Chemcorp Industries Inc.

Johnny's Choice Toss-Ins dry portable restroom deodorizer by Chemcorp Industries Inc. is portion-packed in water-soluble film pouches. The concentrated blue deodorizer is non-staining and available in a variety of fragrances and two sizes. 888/729-6478; www.odortreatment.com; Booth 5045.

103 Chempace Corp.

PowrX, non-formaldehyde toilet treatment from Chempace Corp. combines the performance and longevity of Con 2 Plus with the odor control properties of Bionic to form super strength concentrate for odor control in the most extreme conditions for up to seven days. 800/423-5350; www.chempace.com; Booth 4081.

104 Del Vel Chem Co.

Simply Soft toilet tissue from Del Vel Chem Co. offers an economical alternative to standard tissue with the small core roll lasting 2 1/2 to 5 times longer and the double roll lasting 1 1/2 to 3 times longer than a standard roll for less servicing. 800/699-9903; www.delvel.com; Booth 12002.

105 J & J Chemical Co.

ProPaxx portion control packet non-formaldehyde deodorizer from J & J Chemical Co. controls odors in portable restrooms, buses, boats, trains, RVs, vault toilets, holding tanks, recirculating and other toilets. The blue, non-staining formula breaks down solids and helps clean the tank. Packets are available in two sizes. 800/345-3303; www.ijchem.com; Booth 2044.

106 Nilodor Inc.

Deep Blue Super X portable restroom concentrated deodorizer from Nilodor Inc. is made to neutralize odors and leave a pleasant fragrance. One ounce of the water-soluble, non-formaldehyde deodorizer can keep restrooms smelling fresh for up to seven days. 800/443-4321; www.getdeepblue.com; Booth 1178.

107 OMI Industries

Ecosorb deodorizer from OMI Industries controls odors year-round. The formula is designed to eliminate hydrogen sulfide, ammonia, sulfur dioxide, skatoles, mercaptans, amines and indoles odors. 800/662-6367; www.omi-industries.com; Booth 10067.

108 Porta Pro Chemical Co.

Non-toxic, non-allergenic deodorizing liquids and packets from Porta Pro Chemical Co. are free from phosphates, formaldehyde, Dichlorobenzene, enzymes and heavy metals. The Premium formula bonds odors in solution rather than modifying them. All deodorizers are environmentally safe and biodegradable. 888/673-5846; www.countrysupply.com; Booth 304.

109 Servant Products

St. George's foam shield from Servant Products improves the condition of portable restrooms. It stops backsplash, suppresses odors, keeps insects out, improves aesthetics and is biodegradable. 877/644-3626; www.stgfoam.com; Booth 507.

110 Walex Products

Exodor Bio-Pak from Walex Products is a natural enzyme holding tank deodorizer and waste digester. The dissolvable packets start working immediately to control odors, breaking down waste and paper. Bio-Pak is environmentally friendly and biodegradable. 800/338-3155; www.walex.com; Booth 7013.



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Management Systems

111 Clear Computing

Total Activity Control (TAC) software from Clear Computing sends regular or special event invoices via email or fax, manages receivables and handles credit card processing. Work order or service routes can be emailed to drivers. 732/747-0113; www.clearcomputing.com; Booth 3037.

112 EZTrakR Systems Inc.

PulseStar and iButton technology from EZTrakR Systems Inc. provides positive service validation, eliminating the need for service stickers. The bundled software system records services, tracks employee productivity and route service stops, provides an automated timecard and updates inventory. The system also provides one-touch billing and QuickBooks integration. The iButton records pickup and delivery information. 866/529-1938; www.eztrakr.com; Booth 5064.

113 Ritam Technologies LP

Summit Service Tools from Ritam Technologies LP provide service reminders, maintenance agreements, dispatching and appointment scheduling. Mobile apps enable customers to request service or check for appointment time from their phones. 800/662-8471; www.ritam.com; Booth 12000.

114 RouteOptix Inc.

Customer management and vehicle routing/mapping software from RouteOptix Inc. features integrated utilization of Microsoft MapPoint that interactive visual interface while optimizing routes or dispatching calls. Features include customer information, asset tracking, reporting, customized forms, G/L integration, billing, accounts receivable and more. 866/926-7849; www.routeoptix.com; Booth 3133.

Inspection Systems/Smokers

115 Cobra Technologies

The PTZ camera/crawler from Cobra technologies is designed for lined 6-inch pipe. Used with the 6-inch Cobra 150 crawler, the 18-inch-long system is capable of operating in 6- through 24-inch pipes. The Cobra V10 stainless steel camera features automatic iris, focus and zoom. 800/443-3761; www.cobratec.com; Booth 6017.

116 RIDGID

The SeeSnake nanoReel N85S industrial inspection camera system from RIDGID is made for ultra-small diameter lines, ranging from 3/4 to 2 inches. The 9 1/2-pound system can make tight turns and push up to 85 feet of cable to inspect boiler tubes, supply lines and sprinkler systems. 800/769-7743; www.ridgid.com; Booth 8000.

117 Superior Signal Company LLC

The Superior SE Electric Smoker from Superior Signal Company LLC includes heavy-duty, industrial grade flexible hose and offers a cost-effective solution for hard-to-find leaks and odors in residential and smaller commercial buildings. 800/945-8378; www.superiorsignal.com; Booth 9148.

Equipment/Tools

118 Crust Busters/Schmitz Bros. LLC

The Crust Buster hand-held power agitator from Crust Busters/Schmitz Bros. LLC has an 80-inch shaft and two- or three-blade propeller that mix a 1,000-gallon septic tank in five minutes. Features include 2-, 4- and 6-foot extensions, and short 3-blade shaft that adapts to the 2-blade unit. 888/878-2296; www.crustbusters.com; Booth 8041.

119 IHI Compact Excavator Sales LLC

The 40VX-3 mini excavator from IHI Compact Excavator Sales LLC is a 10,206-pound, zero-tail-swing unit with a digging depth of 11 feet, 10 inches and a digging force of 9,854 pounds. 800/538-1447; www.ihices.com; Booth 2005.



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120 Milwaukee Rubber Products Inc.

The 12-inch plastic axial blower from Milwaukee Rubber Products Inc. delivers 1,842 cfm of free air and 1,004 cfm at a 90-degree bend or 933 cfm with two 90-degree bends. 800/325-3730; www.milwaukeeerubber.com; Booth 5032.

121 LANSAS Products/Vanderlans & Sons Inc.

RP rupture protected pipe plugs from LANSAS Products, manufactured by Vanderlans & Sons Inc., are designed to prevent catastrophic failures due to over-inflation caused by error or faulty gauges. 800/452-4902; www.lansas.com; Booth 5041.

122 Prototek Corp.

The TruCore Sludge Sampler by Sim/Tech Filter from Prototek Corp. is made for core sampling wastewater and other fluids. The 8-foot tube sampler breaks down into 2-foot sections. 800/541-9123; www.prototek.net; Booth 10051.

123 SIM/TECH FILTER Inc.

The large-diameter TruCore sludge sampler from SIM/TECH FILTER Inc. is designed for thicker sludge common to septic tanks. Samples can be taken quickly without creating excessive turbulence because there are no restrictions caused by valves, stoppers or flaps. 888/999-3290; www.simtechfilter.com; Booth 2068.

124 T & T Tools Inc.

The Mighty Probe from T & T Tools Inc. features an insulated handle, making it safer while retaining the benefits of a steel probe. The high-strength steel shaft is available in lengths from 3 to 6 feet. 800/521-6893; www.mightyprobe.com; Booth 402.

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BEATING THE PRICE CUTTERS

THIS WRITER IS FED UP WITH COMPETITORS WHO LOWER THEIR PRICES DOWN, DOWN AND DOWN AGAIN TO TAKE AWAY HIS BUSINESS

This feature in Pumper reports noteworthy conversations that take place at the Pumper Discussion Forum, an online forum for industry professionals found at www.pumper.com. Pumper Discussion enables exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemical and additives and much more. 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:

Every industry has fools whose prime method of getting business is cutting established prices in an area. If you happen to be one of these individuals, pay close attention to this thread because you may learn something. This is something that will never go away, so it's my thought that this thread could be very helpful to the guy getting clobbered by a price cutter. (Short term, because price cutters often put themselves out of business.)

I DO THE BEST JOB I CAN AND EDUCATE THE CUSTOMER. THIS USUALLY ENSURES THAT THEY WILL BOOK WITH ME WHEN I CALL THEM FOR THEIR NEXT SERVICE. IF THEY WANT TO GO WITH THE LOWBALL GUY, THAT'S THEIR LOSS.

Answers:

The best way to deal with price cutters is to do your best to make sure he gets plenty of jobs from people who want work done as cheap as possible. For the customer who goes down the list in the Yellow Pages hunting the cheapest price and the contractor who likes to do the work cheaper than everyone else, here is my favorite tactic, which is pricey, but worth every penny! Bomb the phone book with advertising. I run a large ad under my oldest business name, then I run numerous other ads with other business names I own. That way the customer going through the book would have to call more companies to get a shot at the lowball price. Also, anyone who will make that many calls is searching for the absolute cheapest anyway, which is the call I don't want to start with. And this is exactly the job I want the price cutter to get! I do all I can to keep the person who likes to work cheap busy doing all the cheap work he cares to do.

Like you said there will always be those guys. I do the best job I can and educate the customer. This usually ensures that they will book with me when I call them for their next service. If they want to go with the lowball guy, that's their loss. This has happened to me in the portable restroom business. The customers who care about service will come back. The ones who are price-oriented, I don't want anyway.



Most of the cheapest pumpers have gone bankrupt in my area, sometimes a month or two before their bookkeeper told them to. I can usually tell by the wreckers towing their equipment away.

If I get a request for a price to pump, I take a little time to talk to customers and make sure they understand that the cost of a replacement septic system will add up to thousands of dollars more in the long run. I tell them I cannot compete price-wise with a pumper who may be disposing his septage in a manner that is not quite legal.

I cannot compete with a pumper on price if he shows up and dumps all the septage he can into your system before he starts pumping, or a pumper who does not completely clean the tank. I do not always get the job, but I often get a call the next time they want to pump after seeing the cheap guy in action - sometimes a day or two after it was partially pumped.



I am dealing with one of these guys at the moment. He gets his friends or relatives to call me for prices (I always ask the person's name if they are calling wanting a price. Most of the competitors' callers hesitate first, then give their full names) for different areas I work in. Then, in the next few weeks, my work drops off to the point where my truck is sitting idle, so I call the real potential customers back to ask if they have had their tanks pumped and, lo and behold, this guy has done the work, mostly for cash payments at quite a bit cheaper than my price.

I am new in this game and am priced (was priced) the same as everyone else when I started. Now I have this to deal with. I figure if they think they can starve me out of work, I might go away. What I really need to do is offer the customer something that the others don't so they think they are getting a good deal. Anyone got any ideas?

I may start offering a reasonable discount if their neighbors get their tanks pumped at the same time. What are your thoughts on having a competition, say over three months, with customers' names going into a drawing to win their money back? Any ideas how to beat the price cutter would be appreciated. ■



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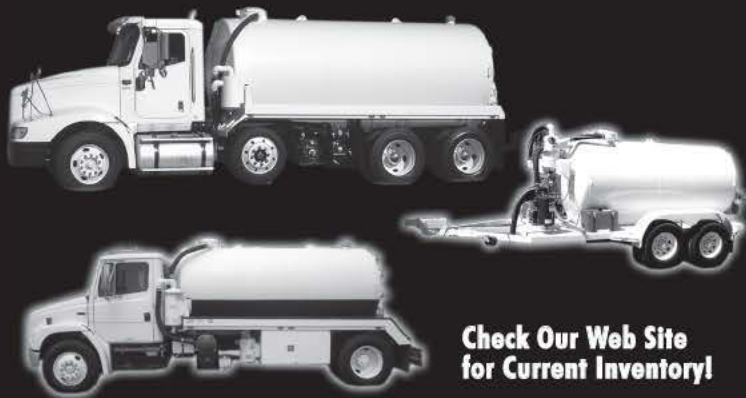
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YOUR TWO CREDIT IDENTITIES

PERSONAL AND BUSINESS CREDIT SCORES AND REPORTS ARE SEPARATE, BUT LENDERS LOOK AT BOTH IN DECIDING ON YOUR BUSINESS CREDIT WORTHINESS

By Erik Gunn

Four years ago, Joe started his own business. He incorporated it, ran it carefully, paid his bills on time and steadily made a modest but solid profit.

The company's credit profile and credit scores were top-ranked.

Then the day came when he needed a new piece of equipment. Lacking the resources to pay cash, he sought financing from his local bank. Joe got the loan – but at an interest rate notably higher than the bank's best. Why?

Two years before starting his business, Joe had been laid off. In the process, he had run up his personal credit card, and then missed a couple of payments. Over the years he had slowly managed to bring the balance down, but that bad patch still stained his personal credit profile and dinged points off his credit score. And that hurt his ability to get credit for his business.

PERSONAL AND BUSINESS

Joe is not a real person, but his situation is very real indeed. When it comes to evaluating how sound your business really is, your company's credit scores and profiles aren't the only thing a lender or other creditor looks at. Your personal data will be part of the evaluation, too.

You've seen your personal credit report and credit score recently if you've applied for a mortgage on a new home or perhaps a car loan. But anyone who owns a business actually has two credit profiles and two sets of credit scores: one business and one personal. The two are separate, but if your business is going to grow, both must be healthy.

Your business credit report helps determine how much interest you'll pay on a business loan; how much it will cost you to buy a surety bond to guarantee your work, and how much you pay in premiums for business insurance.

But your business credit profile isn't all that matters, says Barry Paperno, consumer operations manager for FICO, also known as the Fair Isaac Corp. When you go to a bank to borrow money for the company, for instance, "chances are very good that they are going to look at your personal credit report and your score," Paperno says.

"DON'T APPLY FOR CREDIT UNNECESSARILY. ONLY APPLY FOR WHAT YOU NEED. YOU WON'T HURT YOURSELF THAT WAY."

Barry Paperno

REPORTS AND SCORES

Credit reports and credit scores aren't the same thing. The *report* is "just the facts, ma'am," as Sgt. Joe Friday might put it. It's a listing, based on what lenders have voluntarily reported to the nation's three credit bureaus, of all your past and present debts and related data.

It includes what you still owe, your payment record, and whether you have any stumbles like bankruptcy, loan defaults, court judgments or tax liens. "They're not analytical in and of themselves," Paperno explains.

But credit *scores* are: Whoever creates the score plugs all the data about your borrowing into a formula that yields a number. "It's a risk analysis of the information on that report," Paperno says. "It tells a prospective lender what kind of risk they would be taking by lending to you based on the information in your credit report."

FICO is one of the leading credit-score companies, but there are others, each using its own proprietary formula. FICO happens to be the preferred scoring firm for 90 of the 100 biggest banks and for the top 25 car lenders and credit card companies. FICO scores are used in underwriting 75 percent of all home mortgages, Paperno says.

OBTAINING REPORTS

Even though your personal and business financial data are separate – and the information in one isn't included in the other – lenders, insurers and others are likely to look at both to decide how to charge you for their services. That's why it's a must to stay abreast of your personal and business credit profiles and scores and to keep in mind how they can affect each other.

Personal consumer credit reports are compiled by three firms: Experian, Equifax and TransUnion. Experian and Equifax also compile business credit reports, while another firm, Dun & Bradstreet, reports only on business.

The federal Fair Credit Reporting Act requires the three consumer firms to give you a free copy of your personal credit report once a year. You can get yours by going to www.AnnualCreditReport.com, by calling 877/322-8228, or by downloading an Annual Credit Report Request Form from www.annualcreditreport.com/cra/order. Mail the form to: Annual Credit Report Request Service, P.O. Box 105281, Atlanta, GA 30348-5281. Business reports aren't covered by the FCRA.

A caution: *Don't bother* with similarly-named services such as FreeCreditReport.com, no matter how catchy their TV jingles are. The Better Business Bureau has a long list of complaints in which consumers allege they were unwittingly charged for credit monitoring services they didn't know they were buying or they thought they had canceled during a "free trial period."

Either your business or your personal report can have errors, so review the report carefully. If you see an error, report it in writing to the credit bureau. Also, dispute it in writing with the creditor providing the erroneous information.

IMPROVING YOUR PROFILE

Once you have your personal and business reports and your scores and have made sure they're accurate, you'll want to do whatever you can to make them stronger. For that, the rules are pretty straightforward. "Whether it's your business account or your personal account, paying on time is going to be the most important thing," Paperno says.

Second, keep your personal and business debt level as low as possible. You shouldn't be afraid of sensible business debt that can help your operation expand, but avoid needless debt so that when you really do need to borrow, you'll do so at a better rate. Low debt and a record of on-time payment account for about 65 percent of your FICO score.

One other piece of advice: "Don't apply for credit unnecessarily," Paperno says. Too many credit applications – whether you end up getting credit or not – will ding your credit score. "Only apply for what you need," Paperno says. "You won't hurt yourself that way."

Follow these simple steps, and when the time comes for you to get a loan or a bond, or negotiate a new insurance premium, you're likely to get all the credit that you're due. ■



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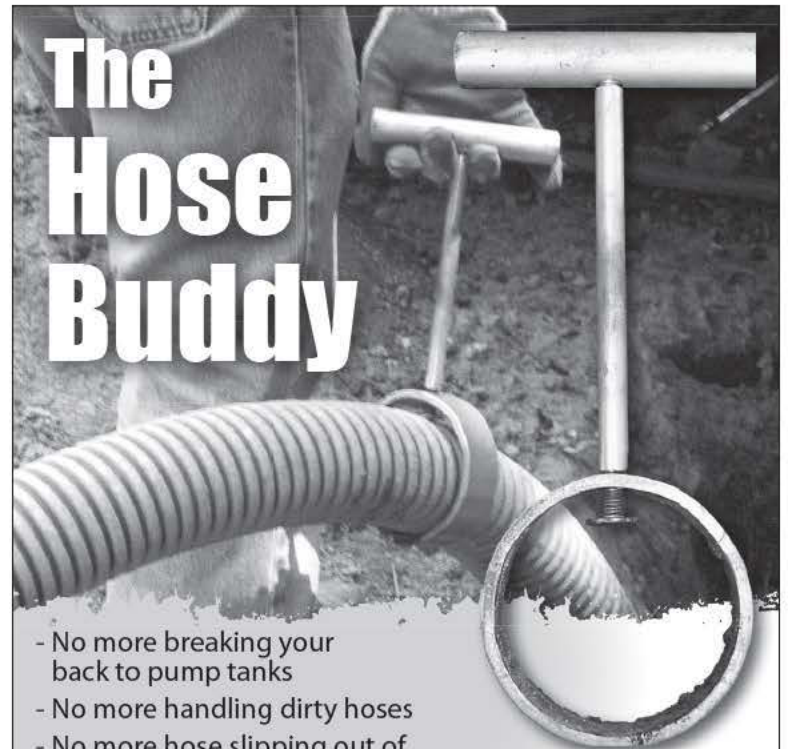


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With the beginning of a new year, **Let's Talk** and explore opportunities for 2012.

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Classy Truck

OF THE MONTH



Goulet Septic Pumping & Design GREEN VALLEY, ONTARIO, CANADA

Owners Rene and Jessica Goulet added this all-metallic green 2012 International WorkStar with 4,000-gallon steel tank and Wallenstein 1054 (Elmira Machine Industries Inc.) dual-cooled pump from Vacutrix Limited to their fleet. The truck features a 30-ton four-stage hydraulic dump system, a high-level pump exhaust with inline muffler directed to the diesel stack, stainless steel toolboxes and hose trays, a Giant 2,500 psi pressure washer and 100-gallon stainless steel freshwater tank, and an LED lighting system including amber safety beacons. The tank graphics are made of reflective vinyl for better night visibility and depict natural reeds to reflect the company's reed bed septage dewatering system. Vacutrix created and applied the graphics. The interior features air-ride seats and wood-grain trim. Driver Abram Penner uses the truck to pump holding and septic tanks, as well as grease traps.

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



\$26,500

1996 Freightliner FI-70 Vacuum Truck, 5.9L Diesel Engine, 6 Spd Eaton Standard Trans., A/B, Lely Tank System, 1500 Gal Waste, 500 Gal Water, Jurop Pump, 15" Intake Valve, 15" Discharge – 4" Valve.
Lot #3116964



\$42,500

1998 INTL Combo Sewer Truck, Int'l DT466 Diesel Engine, Allison Auto Trans., A/B, Vactor 2103-16 Combo Sewer Cleaner, Hydrostatic Drive, 4 Ft. Tele Boom, 500 Gal Water Tank, Multiflow 35 GPM Water Pump. Lot #3116974



\$27,500

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

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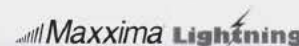
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NAWT Reaches Thousands With Education Programs, Introduces Treatment Plant Spreadsheet

By Courtney Peterson

The National Association of Wastewater Transporters has been an industry leader in the education of practicing professionals. Recently we were asked to report on our education activities as part of the U.S. Environmental Protection Agency Memorandum of Understanding discussions.

Since 2007, NAWT certification courses on system inspection, operation and maintenance, system installation, vacuum truck driver training and septage treatment facilities have been offered 79 times with 2,900 professionals attending. While these are good numbers, we hope to do even better in the future as we expand our programs to additional states and begin to establish online education opportunities. NAWT continues to explore new ways to educate industry professionals and provide leadership to address the needs of the profession through education activities.

If you visit the NAWT website, www.nawt.org, you will have the opportunity to review and comment on a set of draft standards to conduct a hydraulic load test during system inspections for point-of-sale real estate transactions. There have been many questions raised about how such tests should be conducted, and the NAWT Education Committee has taken on the task of providing a specific approach. If you are interested, please review the draft standards and comment. We will summarize comments and modify the standards based on the feedback we receive from practicing professionals.

Another resource available to NAWT members on the website is a spreadsheet to help estimate the costs of starting a dewatering facility for the treatment of septage. Todd Frank, while working for NAWT last summer as an intern, in conjunction with the Education Committee, developed the spreadsheet. It was introduced at the October waste treatment workshop in Jackson, Calif., and received excellent reviews from the professionals in attendance. The spreadsheet also will be highlighted during the NAWT sessions at the Pumper & Cleaner Environmental Expo International Education Day in Indianapolis. Continue to read this column for updates on these activities and others in the future.

NAWT OFFICER NOMINATIONS

Approval of candidates will be requested at the NAWT annual meeting held in Indianapolis during the Pumper & Cleaner Expo. Additional nominations must be made in writing two weeks prior to the annual meeting for names to be placed on the official ballot. Nominations must be received in the NAWT Three Lakes, Wis., office by Feb. 13 or submitted electronically at info@nawt.org.

NAWT BOARD MEETING AND STATE ASSOCIATION BREAKFAST

On Monday evening, Feb 27, following Education Day courses at the Pumper & Cleaner Expo, the NAWT Board of Directors will conduct a face-to-face business meeting in Room 109 at the Indiana Convention Center. Members of state associations and others interested in learning about NAWT affiliation are welcome to attend and get to know us.

On Wednesday at 7:30 a.m., Feb 29, we will hold the state association breakfast, where the NAWT Excellence in Service award, COLE Publishing Ralph Macchio Lifetime Achievement Award, and the Wm. Hapchuk Scholarship will all be announced. The breakfast also will be held in Room 109 at the Indiana Convention Center. Please come by, have a complimentary breakfast and take part in the award recognition. Also, anyone interested in forming a state association or sharing their problems should attend.

FEEDBACK REQUESTED

Please go to our website, www.nawt.org, and review the Education Subcommittee draft presentation on Hydraulic Load Test Standards and submit comments to info@nawt.org. ■

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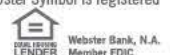
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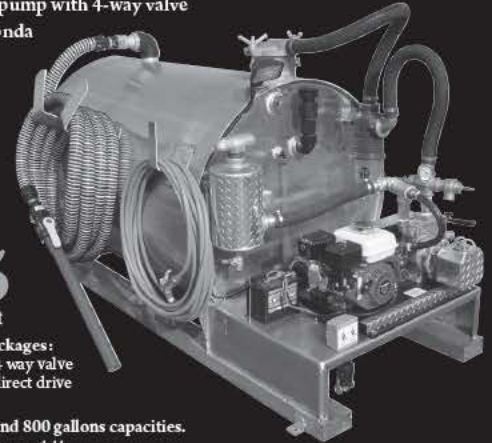
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Joe Mayers

Septic Experts - Wantage, N. J.

“If you don't go to the show, you miss out.”

Joe Mayers came to the Expo looking for new products. “We definitely found them,” he says. “We like to see the latest and greatest and bring it home and apply it here in our state. We're always looking for products to make onsite septic systems better and have that competitive edge when we do installations. Then we take the classes to understand the systems and technology – it makes us more well-rounded.”



February 27th – March 1st, 2012

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Education Day

Monday, February 27th

SSCSC

Southern Sections Collection Systems Committee

- 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. The State of the Industry: The Forecast, The Strategy, The Tools

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?

BUSINESS TRACK

General Business - Scott Hunter

- 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

WASTEWATER EDUCATION

in Association with NOWRA

- 8 a.m. Social Media: Friend or Foe?
- 9:30 a.m. Taking it to the Web, Infinity and Beyond!



DETAILED SESSION INFORMATION AVAILABLE AT:

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Indianapolis 2012

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.** How Your Portable Toilet Company Can Save Money By Saying "No"
Joel Smith - Clear Computing
- 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.** Making the Most of Mobile Marketing
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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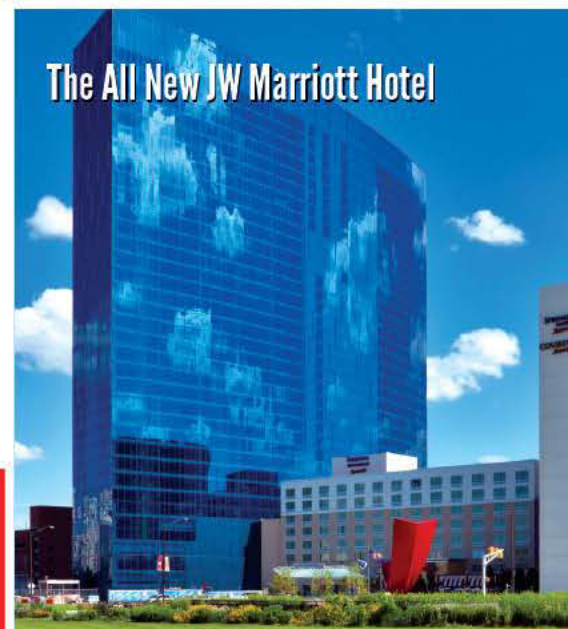
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A photograph of Rodney Atkins, a country music artist, wearing a dark polo shirt and a baseball cap. The text "Rodney Atkins" is overlaid in a stylized green font with a white outline.

Rodney
Atkins

Tuesday

February 28th, 2012 • 5 p.m.

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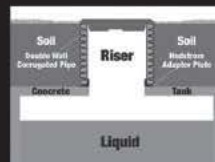
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Anua's PuraM Receives Title 22 Certification

Anua's PuraM membrane bioreactor, engineered for the decentralized municipal and commercial water reuse market, received approval under California Recycling Criteria Title 22 from the State of California Department of Health. Title 22 regulation requires technologies to meet certain specifications for recycled water filtration applications. North Carolina State University tested PuraM at the Bord na Mona Innovation Center at the TZ Osborne Water Reclamation Facility in Greensboro, N.C., to confirm compliance.



Mike Morehouse

Roth Hires Regional Sales Manager

Mike Morehouse joined Roth North America as regional sales manager with Roth Plastics division for the Eastern United States.

Advanced Waste Receives Permit Modification

The Advanced Waste Services residual waste processing facility in New Castle, Pa., received modification to its solid waste permit from the Pennsylvania Department of Environmental Protection. The modification will allow the company to accept for processing municipal waste generated from residential, commercial or institutional sources that exhibit characteristics similar to residual waste through the Form U Process, including car wash sediments, service station oils and coolants, municipal wastewater treatment sludges and nonhazardous chemical discharges.

Vacon to Deliver Drives for Winches in Norway

AC drive manufacturer Vacon will deliver liquid-cooled AC drives for active heave-compensated winches onboard a Norwegian-built inspection, maintenance and repair ship. Delivery of the 17 drives is scheduled for March.

PPG Forms Distribution Partnership with Jet Inc.

PPG Industries formed a distribution partnership with Jet Inc. to be a nationwide master wholesale distributor for its Accu-Tab wastewater tablets. The tablets provide a source of chlorine to kill bacteria, control algae and destroy organic contaminants.

Groeneveld Expands U.S. Dealer Network

Groeneveld Group, supplier of oil management devices and safety systems, expanded its U.S. dealer network with the addition of North American Trailer as exclusive dealer for Southern California and the enhancement of FQS Bear Equipment's territory in the Southeast.

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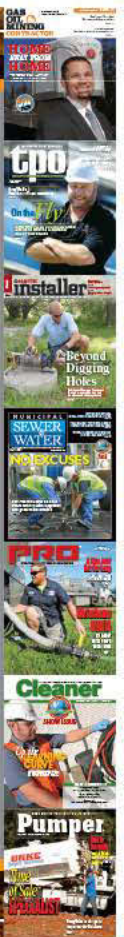
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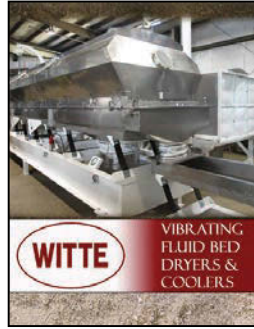


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Signature Systems Names VP of Heavy Matting

Signature Systems Group LLC, formerly Signature Fencing & Flooring Systems LLC, named Don Douvillion vice president of heavy matting. He has extensive experience in product development, market penetration and technical sales and will be responsible for the company's MegaDeck product line.

JAG Restroom Voted Nation's 4th Best

A JAG Mobile Solutions 28-foot Fantastic Series mobile restroom owned by Don's Johns of Chantilly, Va., placed fourth in the 10 Best Restrooms in America contest. The 2010, 10-station restroom features granite countertops, black marble pattern walls, custom wood cabinetry, wood wainscoting, crown molding, recessed lights and internal and external TVs. The unit was set up for the 2009 presidential inauguration and has been showcased at elite golf tournaments. First place went to the Field Museum in Chicago. The Renaissance Arlington Capital View Hotel was second and the Scottsdale Center for the performing Arts was third. Fifth place went to Snowbasin Ski Resort in Huntsville, Utah.

PolyJohn Celebrates 20 Years of Service in Texas

The PolyJohn Central Region Service Center in Mansfield, Texas, is celebrating 20 years of serving customers in Texas and neighboring states. The first service facility, a 3,000-square-foot warehouse in Arlington, opened in 1991. The company purchased its current 20,000-square-foot facility in 2002.



Northern Disposal Owners Win Entrepreneur Award

Katy and David McGregor, owners of Northern Disposal & Sanitation in Katrine, Ontario, Canada, received the 2011 Young Entrepreneur Award as part of the Northern Ontario Business Awards. The company was featured in a February 2011 "On Location" article in *PRO* on servicing the Subaru Ironman Muskoka 70.3 competition.

Infiltrator Acquires Advanced Drainage Systems

Infiltrator Systems Inc. acquired the assets of Advanced Drainage Systems Inc. and its subsidiaries. As part of the acquisition, ADS entered into a long-term, non-exclusive distribution agreement with Infiltrator Systems and will continue to market and sell its Arc and BioDiffuser product lines. Terms of the transaction were not disclosed. ■



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By **Scottie Dayton**

White Papers Champion Decentralized Systems

The State Onsite Regulators Alliance developed two white papers to increase awareness and help decentralized wastewater systems be viewed as permanent infrastructure. "Decentralized Onsite Wastewater Technologies: Sustainable Green Infrastructure Protects Source Water Quality and Public Health" makes the case that state and national officials should view these technologies as environmentally effective and economically viable options for wastewater treatment.

"Decentralized/Onsite Wastewater Projects and Programs: Opportunities for Funding" advocates that these systems should be eligible for clean-water state revolving loans and other programs that fund centralized public sewer projects. Download the papers at www.nesc.wvu.edu/SORA.

Grassroots Effort Garners Success

The Michigan Septic Tank Association Legislative Committee testified twice in support of HB 4578, legislation that would require local govern-

ments to provide a receiving station if they ban land application of septage. State Rep. Ken Goike, a former MSTA director and author of the bill, MSTA legal consultant Joseph Quandt, board members Mark Scott and Joe Williams, and MSTA Legislative Committee Chairperson Dave Snyder answered questions from the committee. The House of Representatives passed the bill in Oct. 2011.

Alberta Promotes Self-Enforcement

As part of the Alberta Onsite Wastewater Management Association enforcement initiative, installers reported 15 witnessed accounts of installations that do not uphold industry standards. The association then alerted the local inspector and Alberta Municipal Affairs Assistant Deputy Minister Ivan Moore. To help him make more informed decisions, Moore asked the association to provide milestone dates that outlined enforcement actions the department should take.

COWA Approved as Accrediting Agency

The California Onsite Wastewater Association has been approved by the Department of Public Health as an Accrediting Agency for the Registered Environmental Health Specialists continuing education program. The Septic Education Outreach Forum offers continuing education credits for Registered Environmental Health Specialists who must complete 24 hours of such training every two years.

Calendar

Jan. 11-12

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

Jan. 15-16

Nebraska On-Site Waste Water Association Annual Convention, Lancaster Center, Lincoln. Contact Jason@h2oboy.net.

Jan. 16-18

Missouri Smallflows Conference, University Plaza Hotel and Convention Center, Springfield. Call Tammy Trantham at 417/739-4100 or visit 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.pasma.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

Washington Onsite Sewage Association Conference, Yakima Conference Center, Yakima. Call John Thomas at 253/297-2837 or visit www.wossa.org.

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.

Jan. 30-31

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

Jan. 30-Feb. 1

Minnesota Onsite Wastewater Association Convention and Exhibitor Showcase, Sheraton South, Bloomington. 952/345-1145; mowacarla@aol.com.

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 and Trade Show, 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. 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, Indianapolis. Call 866/933-2653 or visit www.pumpershow.com.

March 2-3

Onsite Wastewater Management Association of British Columbia, Coast Capri Convention Centre, Kelowna. Call Lesley Desjardins at 877/489-7471 or email lesleyd@shaw.ca.

Training & Education

Georgia

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

- Feb. 1 - Hazlehurst
- Feb. 7 - Griffin
- Feb. 14 - Griffin

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

Soil Science Inc. in Crawfordville, Ga., has Soils and the Landscape CEU-approved classes on:

- Feb. 1 - Americus
- Feb. 8 - Tifton
- Feb. 15 - Carrolton
- Feb. 22 - Buford
- Feb. 24 - Dublin

Call Thomas Macfie at 770/307-7311 or visit www.earthandwaterclasses.com.

Minnesota

The University of Minnesota Water Resources Center has these classes:

- Feb. 6-8 - Introduction to Onsite Systems, St. Cloud
- Feb. 9-10 - Installing Onsite Systems, St. Cloud
- Feb. 22-23 - Installer Continuing Education, Bemidji
- Feb. 23 - Pipelayer, Bemidji
- March 5-6 - General Continuing Education, Willmar
- March 7-9 - Advanced Design and Inspection of Onsite Systems, Part 1, St. Cloud

- March 14-16 - Maintaining Onsite Systems, Brainerd
- March 19-21 - Introduction to Onsite Systems, Farmington
- March 22-23 - Installing Onsite Systems, Farmington
- March 27-28 - Solutions for Difficult Sites, St. Cloud
- March 29-30 - Pumping/Maintainer Continuing Education, Brainerd

Call Nick Haig at 800/322-8642 (612/625-9797) or visit <http://septic.umn.edu>.

Oregon

The Chemeketa Community College in Salem has these CEU classes:

- Feb. 15 - Installer
- Feb. 22-23 - Maintenance Operator

Call 503/399-5181 or visit www.chemeketa.edu/busprofession/ccbi/customizedtraining/deq/classes.html.

Washington

The Washington On-Site Sewage Association and Washington State Department of Health in cooperation with Washington State University are offering these certification courses at the training center in Puyallup unless stated otherwise:

- Feb. 8 - Electrical Control Panels, Spokane
- Feb. 15 - Safety Management for Small Business Owners
- Feb. 22 - Design: Matching System to Site Conditions, Mt. Vernon
- Feb. 29 - Maintenance Basics, Port Angeles
- March 7 - Troubleshooting and Repairs
- March 15 - Design of Subsurface Drip Systems, Bellingham
- March 28-29 - Exam Review for Designers

Call WOSSA at 253/770-6594 or visit www.wossa.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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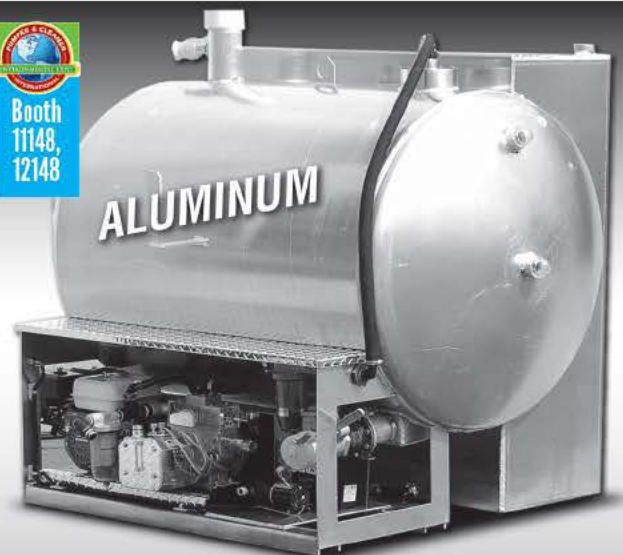
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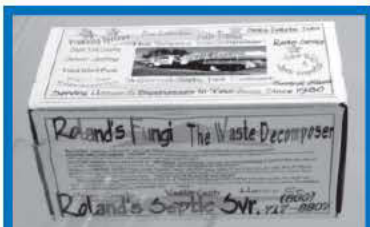
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Xtreme Flow Hot/Cold Jetter! Model# HJ2TA8536, tandem axle trailer, 35 hp Vanguard 8.5 gpm @ 3,600 psi, 325 gal. water tank, 300' hose, General pump. **Fully loaded! Call for special pricing!** List \$34,995. On sale for \$29,995.
800-213-3272,
www.hotjetusa.com CPBM

1995 Sreco model 2060, barely used, high velocity trailer Jetter. Ford industrial, gasoline motor, 600 gallon water tank, 3/4" hose, some nozzles, garaged. Brian 815-282-8800. \$10,000. IL. (P01)

JETTERS-TRUCK

2006 GMC TC6500 cab and chassis with Pipe Hunter trunk mounted jetting unit, 3,000 psi at 50 gpm with a 1,000-gallon water tank, rear mounted hose reel with Jet Eye camera system, 6,800 original miles, like new. \$119,000 sale price. Retailers for \$210,000. (Stock #13234) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

JET VACS

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



New 2010 Peterbilt SuperVac 2000 Combination Truck: 3800 CFM blower, 65 gpm @ 2,000 psi, new warranty.....\$360,000
Call 888-432-9070 or
info@usedvacuumtrucks.com,
www.usedvacuumtrucks.com QC P01

JET VACS



2008 International 7400: MAXX-FORCE 330 hp, 10 Speed Fuller trans. 12,606 miles. Ejector Camel Vac truck. 80 gpm at 2,500 PSI water system. 10.8 cu.yd tank. S/N 07361489.....\$205,000
Call Steve 503-969-7591 OR P01



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



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)

2003 VACALL Volvo, new PD blower, new jetter pump 80 gpm. Truck is in awesome shape. Truck in Montreal, Quebec. 450-627-1616. \$145,000. (P01)

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JET VACS

2008 Sterling LT7501 with a VacAll AJV1015, 10-yard 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 years in the industry. Contact **Tom Myers - 877-804-2274.** (CPBM)

PORTABLE RESTROOMS

PolyPortable units, 10 to 26 \$185.00, 26 to 50 \$160.00, 50 up \$150.00. For the most part these are really good units 850-653-9406, Talk to me or leave message. (P01)

FOR SALE: Special event, construction, handicaps, high-rise units, handwash stations. \$150-\$325. Call Manny at 305-970-9837 or email proequip1@yahoo.com. (P01)

52 new orange PolyPortables, plus 52 new PolyJohn's, also orange, 2 new orange handicap units, also 1 new stainless steel, 450 slide-in units, located in northwest tip of Florida. \$63,000, invested \$53,000, for all save \$10,000. 850-902-9044. (P01)

We buy used portable table toilet equipment, toilets, handicaps, handwash stations, trailers, tanks & trucks. Contact Manny at 305-970-9837 or email proequip1@yahoo.com. (P01)

Standard units, various makes, models, colors and condition. Prices vary depending on quantity. Units available in North Idaho and Western Washington. Call for details 208-929-0213. (P02)

For Sale: White fiberglass, fair to very good condition. \$75-\$150. 609-859-3629. NJ. (PT01)

PORTABLE RESTROOMS

For Sale: Approximately 50 wheelchair accessible (white fiberglass). Good condition: \$500. Great condition: \$750. 609-859-3629. Price negotiable with quantity. NJ. (PT01)

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

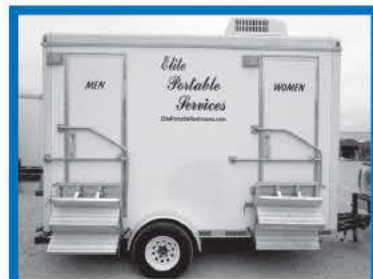
PORTABLE RESTROOM TRAILERS

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)

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. NY. (P01)

Fantastic 2010 JAG Mobile 28 foot trailer: 4 women's stalls, 2 men's, 4 urinals. Black stools, urinals, granite, maple wainscoting, wood grain flooring, crown molding. FM, CD, DVD, IPOD, 37" HDTV mounted in exterior wall. Beautiful trailer, lightly used. \$54,250. Eastern, PA. 215-766-8164 (P02)

(2) 2 Unit NuConcept trailers. No A/C, 2002, used for special events, sat for two seasons, needs TLC. \$4,000 each. 215-766-8164. PA. (P02)



Two Blacktie 12' Opti 2007/2008: 4 station restroom trailers, 300-gallon waste tank. \$14,000 each or make offer.
Call 504-377-6787 LA P02

PORTABLE RESTROOM TRAILERS

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

Restroom trailer, one stall with toilet flush, one stall urinal, holding tank under trailer, light and electric. 304-524-7917. \$6,500. Also wanted good used Porta-Jons. (P01)

Maryland Restroom Trailers is up grading inventory for the new year and has several restroom trailers for sale. All are Olympia brand. (5) 26' trailers, (6) 19' trailers and (3) 14' trailers. These are housed indoors year round. Please contact rick@mdpt.com for pricing or 410-365-0098. MD. (P03)

PORTABLE RESTROOM TRUCKS

1995 International 4700 auto, IME setup, 1,100 waste, 400 fresh, NVE pump, 293,000 miles, new tires, well maintained, 2-unit carrier, 12V burk washdown. Asking \$11,750. Call 419-656-1825. OH. (P01)



2006 International 4300 DT 466: air brakes, 26k lb (under CDL), very good tires, auto, 173k, Abernethy, 1,500-gallon split 1,100 waste, 400 fresh, pressurized water hose, 2 storage boxes, Masport HXL75-V, dual side service, scent box, 2 unit hauler rack.....\$45,500
patflynn2@aol.com
1-800-475-0049 Pat OH P01

Two(2) 1993 International 4700, 1,000 waste/250 fresh, still in service. \$10,000. Call 800-843-9286. IN. (P01)

2009 Dodge "Hemi" 3500 reg. cab auto, with Best Enterprises S/S 450/150 tank. Service ready, approx. 40K miles. \$26,500. See website for pictures. www.pottyman.net or 229-226-0252. GA. (P02)

2003 Chevy 7500, 26,000 GVW, 280k, C-7 Cat, Allison automatic, 1500 gallon waste, 300 gallon stainless fresh water, 100 gallon aluminum washdown tank, carries 2 units, truck is used daily. Needs some work. \$23,000. 203-654-5538, Anthony. CT. (P01)

PORTABLE RESTROOM TRUCKS



2002 Dodge 3500: 5.9L Cummins, 5 spd., 234 miles, 355 waste, 190 water, 150 Wallenstein pump, pressure washer, hauls 6 toilets.....\$10,000.00 OBO
519-294-6500 ON P01



2005 Ford Superduty Diesel Flatbed: built in all stainless steel, holds 8 units perfect to mount a slide in tank. Automatic, AC, low miles, in showroom condition.\$19,900.00.
Call 1-800-634-2085 NY P01

1990 Ford F-450 Superduty, 500 waste, 200 fresh Porta-Jon truck, new rear end, \$5,000. Call Rich 724-747-1141. (P01)

2004 Mitsubishi flatbed delivery, holds 10 units, 60 gallon water tank, 143,000 miles, \$6,500. Call 609-859-3629. (P01)

2007 International 4100, under CDL, 109k miles, 350 fresh/750 waste Crescent tank, dual side service, carries 8 toilets, pressure washer, lift gate, new Masport pump, excellent condition. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P01)

2002 Int. 4300, \$27,500; 2001 Int. 4700, \$25,500; 2000 Int. 4700, \$20,500; 1995 Rolloff, \$17,500. 300 restrooms, \$100 - \$300 each. Call 256-757-9900 or visit www.pbsos.com for more info and pictures. (PBM)

PORTABLE SINKS

Portable sinks: Good to excellent, good: \$250, excellent: \$300. Shrink wrapped and placed on your truck for shipping from STL area. 30 available. Credit cards accepted. 800-241-7951. IL. (P02)

POSITIONS AVAILABLE

Looking to expand industrial hydro-blasting and vacuuming services into Decatur, AL and/or Tampa, FL areas. Looking for Operations Manager with contacts in these areas. Call Tommy at 423-240-9737. TN. (P01)

PUMPS-VACUUM

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

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

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.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



Roland's Blue Diamond Diaphragm Air Pumps & more: works on Delta Clear stream, Hydro-Action & other Mfg., 18 month warrantee, free Freight. E-T-80.....\$225
E-T-100.....\$280

1-800-717-8807,
www.cprservice.org IL P01

PRESSURE WASHERS



NLB 10,000 Lb. Pressure Washer: Diesel, approximately 800 hours.....\$15,000
617-212-0162 MA P01

RENTAL EQUIPMENT

Liquid vacs, wet/dry industrial vacs, combination jetter/vacs, vacuum street sweeper & catch basin cleaner, truck & trailer mounted jettors. All available for daily, weekly, monthly, and yearly rentals. **VSI Rentals, LLC, (888) VAC-UNIT (822-8648) www.vsirentalsllc.com.** (PBM)

SEPTIC SYSTEM COMPONENTS



Roland's Multi-Filters Socks: as multi-flo, "Same Standard," free shipping. Sold sets of 30.....\$335
1-800-717-8807,
www.cprservice.org IL P01

SEPTIC TRUCKS



1994 International DT 406: Runs great, automatic transmission, portable toilet rack on back, separate water tank, 1,000 gallon tank. Great for a first starter truck!\$12,000 OBO
815-926-2088 P01

FOR SALE: 1992 Freightliner, 10 wheeler, 3200 gallon, wastewater tank, 250 gallon fresh water tank, 13 speed transmission, Cat 3306 motor, Masport 400 vacuum pump. \$23,500. Call Steve or Dean @ 209-295-7234. (P01)

FOR SALE: 2000 Freightliner septic/grease pump truck, 3,350 gallons. Call Keith @ 480-354-9590. \$25,000 OBO. AZ. (P01)

Retiring 1990 International 8200, 6x4, 3,300 gallon with Masport pump, Cummins 350, 9-speed, Jake, seasonal use only. \$35,000. Call 530-623-5958. CA. (P02)

SEPTIC TRUCKS



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



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-gallon tank, Masport pump\$89,500
715-546-2680 WI PBM



2001 International 4900, Sewer Equip. of America: DT466, 230 hp, 69,896 miles, auto, 12,000 front, 23,000 rear, Poly tank, 65 gpm, 2,000 psi, 396 hours, new truck alternative. (Stock #4391).
608-842-3040 P01

2011 International 2500 Abernathy with jetter, only 30,000 miles, like new condition, 100,000 new, now only 85,000, save \$15,000 plus FET taxes. 800-794-9232. No financing individual seller. FL. (P02)

1990 International 7100, Int'l DT 466 22 hp 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. Asking price \$48,000. For more information call Mark @ 504-415-6067 or Kelli @ 985-535-3000, ext. 215. mroussel@pelichem.net. (P01)

SEPTIC TRUCKS



1994 International 8100: M11 Cummings engine with a 9 speed transmission, 280 hp, 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, and free air capacity. Asking price \$48,000

Mark 504-415-6067
Kelli 985-535-3000, ext. 215
mroussel@pelichem.net LA P01



1990 International septic truck: Tank hold 900 gallons total. 600 waste, 300 fresh. Questions contact JR.
936-591-1262 TX P01

Mini, other low millage used trucks available. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. CO. (P01)

1999 International 4900 DT466, non-CDL, 230 hp, 6 speed with lo-hole, new 1,850-gallon Colt tank, new PN84 Jurop pump. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014 CO. (P01)

2004 Freightliner, 210 cab, 6 plus 1 trans., double frame, new 2,000 gallon tank, under CDL, new Jurop pump. www.pumpertruck sales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. CO. (P01)

2005 International, 7400 DT 466, 300 hp, double frame, 127,000 miles, new 3360 vac tank with Masport 400 8LL trans. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014. CO.(P01)

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

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SEPTIC TRUCKS



2008 Freightliner M-2112: 4,000 gal., 410 hp, 4500 rds., 79k GVW. Juggler, 3,600 gal. front, 1,200 gal. rear. Hyd. reel, power wash, NVE 943 blower, 3 instock, 45k-50k miles.\$169,500

Call John Ross
816-410-2831. MO. P02

2007 Mack 4000 with water cooled National pump, very nice truck, ready to work, only 100,000 miles since new, \$85,000.00 firm. 850-902-9044. FL. (P01)



1983 Ford F7000: runs great, vacuum pump just rebuilt.\$9,000.00 OBO.

901-490-1931 MS PBM

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)

1998 Volvo WG64, quad axle, roll-off truck with new 4,500-gallon 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, working roll-offs and vacuum tank with the same truck. Must see. 617-909-9044. KLM Companies. MA. (P01)



2001 International 4700: DT 466E, 6 speed, 6 plus 1 trans., 2008 2,300-gallon Michigan vac tank, heated rear valves, 400 Masport.

Mike @ 303-478-4796
or JR @ 720-253-8014, CO
www.pumpertrucksales.com P01

SEPTIC TRUCKS



1974 Mack 6 wheeler: powered by Cat 3208 with turbo, 5 speed, Spicer transmission, clean truck \$5,500 OBO. Plus 3,000-gallon carbon steel tank with catwalks. 36" rear manway opening.\$4,500 OBO.

Truck & tank together\$8,000
Please call Mike 631-433-8031 P01



2003 International Pump Truck: Model DT466 pumper, unit by Abernethy, 2100 gallon tank capacity, 56,000 actual miles, great tires and hoses, annual inspection just completed. YOU WON'T FIND A NICER TRUCK.\$45,000

239-437-0123 FL P01



2003 International 4300: DT-466, 245 hp, 6 speed, 236,602 miles, heavy duty 2,200-gallon U.S. tank, new Jurop R260 (363 cfm) pump with 1 year warranty, new valves & camlocks, aluminum hose trays, sight glasses, new custom paint, 1 year/100,000 mile engine warranty nationwide. See dealer for more details.\$49,000

Call George 954-558-0816
or Mike 786-554-0892. P01



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 P01

SEPTIC TRUCKS



2003 Freightliner Columbia: 12.7L Detroit, 403,830 new heavy duty 5,000-gallon U.S. tank with 5 year warranty, Jurop LC-420 liquid-cooled pump (425 cfm) with 1 year warranty, rear work lights, all new valves, aluminum wheels, aluminum hose trays, full float tires, aluminum toolbox, double framed chassis, 20,000 lb tag axle, new custom paint, large 12-gallon cyclone secondary. 1 year/100,000 mile engine warranty nationwide. See dealer for more details.

Call George 954-558-0816
or Mike 786-554-0892. P01



2005 Peterbilt 379: Caterpillar C-15 500 hp, new heavy duty 5,000-gallon U.S. tank with 5 year warranty, double framed chassis, Jurop LC420 liquid cooled pump (425 cfm) with 1 year warranty, heavy duty bumper, aluminum hose trays, aluminum toolbox, full float front tires, 20,000 lb tag axle, chrome package, aluminum wheels, rear work lights, new custom paint, all new valves, large 12 gallon cyclone secondary. 1 year/100,000 mile engine warranty nationwide. See dealer for more details.

Call Mike 786-554-0892
or George 954-558-0816 P01



2005 International 4300 DT466: 85,000 miles, 2500 gallon tank with 200' of hose, Masport 400W pump, 6 plus transmission, new clutch, brakes and includes tools, very clean ready to work.\$49,500.00

843-729-8995 PBM

SEPTIC TRUCKS



2006 Peterbilt 357: ISM 470 hp, 10 speed, 141,378 miles, new heavy duty 110 barrel, 4,620-gallon U.S. tank with 5 year warranty, Jurop LC-420 liquid-cooled pump (425 cfm) with 1 year warranty, new custom paint, aluminum wheels, aluminum hose trays, new butterfly valves, heated collars, full length sight tube, rear work lights, 20,000 lb front axle, 46,000 lb full locking rears, large 12-gallon cyclone secondary, chrome front bumper, dual rear aluminum toolboxes, heavy duty rear bumper with tow hooks & drip tray, factory double framed chassis, 1 year/100,000 mile engine warranty nationwide. See dealer for more details.\$135,000

Call George 954-558-0816
or Mike 786-554-0892. P01



2007 Kenworth T-800: Cat C-13 475 hp, 8LL, 297,656 miles, new heavy duty 110 barrel, 4,620-gallon U.S. tank with 5 year warranty, Jurop LC-420 liquid-cooled pump (425 cfm) with 1 year warranty, rear work lights, new butterfly valves, heated collars, aluminum wheels, dual rear aluminum toolboxes, full length sight tube, aluminum hose trays, factory double framed chassis, new custom paint, large 12-gallon cyclone secondary, full float tires, 20,000 lb front axle, 13,000 lb steerable tag axle, 46,000 lb rears, heavy duty rear bumper with tow hooks & drip tray, 1 year/100,000 mile engine warranty nationwide. See dealer for details.\$139,000

Call Mike 786-554-0892
or George 954-558-0816 P01

1993 International 4900 DT466, 6+ transmission, Fruitland pump, right angle gear drive, air brakes, 2100 gal tank with Armstrong digital gauge. Non-CDL. 226K miles. \$17,500. 409-313-0327, dkptoo@aol.com TX. (P01)

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SEPTIC TRUCKS



1999 International: M-11 Cummins, 370 hp, 10-speed, A/C, cruise, 3,600 gallon tank and new Jurup R260 vacuum pump. New paint and accessories..... \$38,000
740-988-7878 OH P01



2001 Mack CH-613: E-7 330 hp, 10 speed, 323,594 miles, new, 3,600-gallon U.S. tank with 5 year warranty, double framed chassis, Jurup LC-420 liquid cooled pump (425 cfm) with 1 year warranty, heavy duty rear bumper, aluminum hose trays, new custom paint, aluminum wheels, aluminum toolbox, all news valves, rear work lights, large 12-gallon cyclone secondary. See dealer for more details.\$69,000
George 954-558-0816
or Mike 786-554-0892 P01

1989 International septic truck. 4000 gallon vacuum tank built 1997. Fruitland pump 2 years old. 400 hp Cummins motor with 100,000 miles on rebuilt motor. 4" inlet 6" dump. GOOD WORKING TRUCK, VERY RELIABLE. \$12,500 Call 302-436-5047. (P01)

Need a tank and truck, any size, any make truck? Let us help you get the best deal. Custom built to your specs. For information and a price quote call 800-545-0174. www.tank sandpumps.com (PBM)

1999 International DT466, 6 speed, 2,500 gallons, stainless hose trays, Jurup PNR82D, new tires 245,000 miles. \$29,500. Call 1-609-859-3629. (P01)

Need a tank and truck, any size, any make truck? Let us help you get the best deal. Custom built to your specs. For information and a price quote call 800-545-0174. www.tank sandpumps.com (PBM)

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

SEPTIC TRUCKS



2000 Sterling, Imperial tank: Masport, 400, all new 1 year ago, c12 Cat, 8LL, 20 front, 40 rears, 20 tag, less than 18,000 miles, ECM doc.
612-221-6416 MN P01

1997 F800, 210 hp, 5.9 Cummins 6 spd., 2,500 gal. transway tank, new T.S.I. 250 pump in 2009, good tires, runs, pumps, and drives great, does need painting. \$26,500.00 OBO. Call 315-778-5371. NY. (P01)



IBEX tank: Hoist, full opening rear door, new front tires, rears 70%, 18 front, 40 rears, fresh DOT, 150,000 miles, DT466, 10 speed, partial trades considered, delivery available.\$33,500
612-221-6416 MN P01



2001 Sterling: 250 hp Cat, Fuller 9 speed trans., Imperial 2,670-gallon vac tank, Jurup pump. Sharp truck.
Mike @ 303-478-4796
or JR @ 720-253-8014, CO
www.pumpertrucksales.com P01

2008 Peterbilt 367, 23,682 miles, every option, Allison automatic, Progress 4,000 gallons, Masport. Super deal: \$149,995. htcwy@aol.com Call Jack @ 406-696-2919, MT. (P02)

SERVICE/REPAIR

Flint Michigan: LOOKING FOR ONE GOOD MAN... Want a CAREER in the septic business, not just a job? Aggressive, expanding plumbing company searching for experienced, dynamic septic tank installation and maintenance man to develop and spearhead a new division. Excellent pay, benefits, 401(k) and career opportunities where the sky is the limit. Passion, drive, commitment and dedication required, along with the ability to work with an aggressive team, that likes to have fun. Convince us you're our man (or woman!) mail resume to skii.triss@gmail.com. EOE, MI. (P01)

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

SLIDE-IN UNITS

2007 Aluminum slide-in unit, 300 gallon, 5.5 hp, Honda electric start, Conde pump. Email for info and pictures at rpenvironmental@yahoo.com. \$5,300 OBO. 805-714-2363. CA. (P01)

2003 Imperial S-300 Slide-In Unit. Honda 8 hp, Jurup pump, hose reel, Poly fittings, stored inside, nice condition, \$4,950 OBO. 231-924-8994. MI. (P02)

FOR SALE: New steel, 170 waste/80 water, Conde model 3, 5.5 Honda electric start, water pump, 30' vacuum hose, garden hose etc. \$5,500.00 + tax. Will be ready for work in 14 days. Delivery for a fee. 315-375-7867. NY. (P01)

TANKS

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

2 ea. 10,000 gal. roll-off liquid storage tanks, completely enclosed, 3" mixing lines, corrugated side walls. Wisconsin. \$7,000.00 each. Call 262-483-6380. (P01)

3300-gallon dumper vacuum tank. Comes with full rear opening door and 500 cfm rotary vacuum pump. 541-269-5050. \$12,500.(P01)

For Sale: 3500 gallon, Core 10, steel tank. Approx. 8 years old. Located in WI. Asking \$8,000 OBO. For more information or pictures, please call 1-888-345-8848. Serious inquiries only please. (P01)

TANKS



Stainless Portable Vacuum Tank: 700 waste/300 freshwater with 100' tiger hose. Brand new Honda 270 pump engine, never cranked. Used less than 1 year to pump toilets. Manufactured by BEST for \$17k. Still a beauty!...\$10,000
Call Donna @409-504-8879 TX P01

Vacuum tanks, 100 to 6000 gallons. All options available; hatches, primary, secondary, valves, catwalks, ladders, etc. Everything needed to build your own septic truck. Choose mild, stainless, or galvanized steel. Ask about full open doors. 800-545-0174. www.tanksandpumps.com. (PBM)

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