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Published monthly by

COLE publishing

COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes, WI 54562

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In U.S. or Canada call toll-free 800-257-7222. Elsewhere call 715-546-3346.

Email: info@pumper.com • Website: www.pumper.com

Fax: 715-546-3786

Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

SUBSCRIPTION INFORMATION: A one year (12 issue) subscription to *Pumper* in the contiguous 48 U.S. states costs \$16 (24 issues for \$26; 36 issues for \$36). Subscriptions to Canada or Mexico cost \$28 per year (24 issues for \$54). Subscriptions to all other foreign countries cost \$150 per year (\$290 for two years). Subscribers are guaranteed monthly delivery of the magazine. To subscribe, send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

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CIRCULATION: 2011 circulation averaged 25,185 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

REPRINTS AND BACK ISSUES: Visit www.pumper.com/order/reprints for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 (715-546-3346) or email jeff@colepublishing.com. To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email nicole@colepublishing.com.

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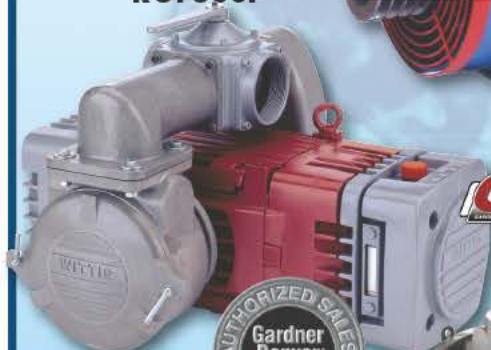
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From left: Crosier's employees Tommy Chapman and Bobby Evans prepare to service a local restaurant grease trap in Oak Hill, WV.

Growth Through GREASE

LONG-ESTABLISHED WEST VIRGINIA PUMPING CONTRACTOR CROSIER'S SANITARY SERVICE INC. BUILDS REVENUES BY CLEANING GREASE TRAPS, HAULING BULK WASTE AND PROCESSING BROWN GREASE FOR SALE

By Ken Wysocky

When Ron Crosier bought his father's portable restroom and septic pumping business, he set his sights on diversifying into more lucrative markets: cleaning grease traps and hauling waste from coal mines and privately owned treatment plants.

That was in 1995. And by several measures, the diversification efforts were right on target. Thanks to steadier long-term demand for grease-trap cleaning and sewage hauling and the development of a grease-disposal and reclamation process, Crosier took a business focused largely on restroom rentals and generating about \$225,000 in gross sales and turned it into a \$2 million-a-year enterprise.

Grease-trap cleaning spurred much of that dramatic growth and has supplanted restroom rentals as the primary focus for Crosier's Sanitary Service Inc. These days, the sales volume breaks down to approximately 50 percent grease traps,

about 25 percent septic tanks/sewage hauling and roughly 25 percent restrooms (mostly located at coal mines).

"We collect about 150,000 to 200,000 gallons of grease a month," Crosier says. "We serve customers in the Shenandoah Valley in Virginia, eastern Kentucky and southeastern Ohio. To build a market, you have to go where the people are."

By comparison, the company makes just more than 800 restroom service calls a week, down from a peak of 1,500 three years ago, Crosier notes, pointing to a decrease in coal strip-mining and construction restroom rentals.

Over the years, the company's fleet of trucks and equipment expanded to meet the diversified service offerings. Today, Crosier's owns 11 service trucks; about 1,500 restrooms, mostly manufactured by Satellite Industries; and roughly 30 hand-wash stations, made by PolyPortables Inc.

A SAVVY STRATEGY

A former engineer who graduated from the West Virginia Institute of Technology in 1986 and later earned a master's degree in business administration from Marshall University, Crosier put his business skills to work after buying the company his father, John, founded in 1964.

Grease-trap cleaning and sewage hauling attracted Crosier for several reasons, including less competition and better profit margins than he enjoys in the portable sanitation and septic service areas.

"Because it's hard work, fewer people are interested in providing those services, and less competition means higher profit margins," Crosier says. "And there are high barriers to market entry in grease traps because of disposal issues, and in hauling sewage because the tanker trucks are expensive. And the higher the barriers to entry, the more profit there is to be made."

(continued)

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The Crosier's office staff includes (left to right) Terri Sutton, Josh Leshner, Mary Crosier, Ron Crosier, Kim Allen, Kathy Flint and Jim Hendrixon.

Profile

Crosier's Sanitary Service Inc.,

Lansing, W. Va.

Owner: Ron Crosier

Founded: 1964

Employees: 22

Specialties: Grease trap and septic service, portable sanitation, hauling septage and bulk sludge

Service Area: West Virginia and parts of Virginia, Ohio and Kentucky for grease traps; 75-mile radius of Lansing for portable sanitation

Affiliations: National Association of Wastewater Transporters Inc. and PSAI

Website: www.crosiersinc.com



"In the restroom business, anyone with a few dollars can buy a slide-in unit and 20 restrooms and they're in business," he continues. "That's what depresses prices in this business, which is a real shame."

Grease-trap business is steady because it's not completely dependent on the economy, explains Crosier, who services restaurants, hospitals, prisons and schools.

"People always eat out," he says. "In a recession, they may go to McDonald's instead of Red Lobster, but they still eat out. And schools and prisons still feed people, no matter how the economy does."

Moreover, state regulations dictate regular grease trap service, but not so with septic tanks. In

addition, Crosier says grease traps afford a degree of flexibility for cleaning, as long as it's reasonably close to the required service interval. That's not the case with restrooms, which require cleaning at the same time and place every week – a rigorous schedule that can be disrupted by employee absenteeism, truck breakdowns and bad weather.

The state's mountainous terrain, which prevents construction of long sewer lines, also influenced Crosier's diversification strategy because it spurred development of many small, privately owned sewage treatment plants that require sludge hauling. And remote coal mines, which don't have access to treatment plants and can't build septic systems in the bedrock left by mining, rely heavily on holding tanks for waste storage.

DISPOSAL ISSUES EMERGE

Initially, Crosier composted grease-trap waste on company-owned land. It was relatively inexpensive because the organic material required to make compost was readily available in the form of sawdust from nearby sawmills. The mills were paying haulers to remove the sawdust, so they were happy to fill Crosier's semi trailers at no charge.

"Then demand for wood pellets picked up, and suddenly the mills wanted \$500 a trailer load for the sawdust," he says. "That's when we started looking at other technology."

At first, Crosier invested in two 40-yard dewatering boxes. But they were labor intensive and difficult to use in winter. So he developed and



Working in the Crosier's yard are (left to right) Bobby Evans, Tommy Chapman, Red Lanham, Jody Danley and Jeremy Lilly.

(continued)

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Ron Crosier

patented his own system, which heats grease-trap waste in two, 10,000-gallon insulated steel tanks until it’s pasteurized.

“At that point, the grease stratifies, with the (reusable) brown grease on top and water and food products on the bottom,” he says. “Then we pump off the brown grease and sell it for about \$1 a gallon to brokers, who bid on it. Companies use it to make an animal-feed additive or for fuel.”

The system can process a maximum of 20,000 gallons of grease-trap waste daily, enabling Crosier to save money on transportation and disposal costs. It also reduces the company’s fuel costs because the boiler that heats the tanks runs on brown grease. The company uses about 10 percent of the brown grease it produces, and sells the rest.

“It’s a very economical system, so the (profit) margins are good,” he says. “In our business, we have to compete on price with restaurants, not service. And being able to dispose of waste economically is what lets me compete on price.”

Because it’s pasteurized, the remaining food and water waste can be land applied on farmland for free, he adds.

BIG TRUCKS

To haul grease waste, Crosier’s uses two 1998 9400 International semi-tractors that pull 7,000-gallon aluminum tanks manufactured by Acro Trailers Co. For septage and sludge hauling, the company relies on two 2006 Sterling LT 9513s with 4,500-gallon steel tanks, made by Imperial Industries Inc., and a 2005 International 5900 with a 4,500-gallon steel Imperial tank.

To service restrooms, the company depends on three 2000 International 9100s with 2,000-gallon aluminum tanks, made by Amthor International; a 1998 Peterbilt 385 with a 2,000-gallon, stainless steel tank made by Dyna-Vac Equipment; two 2007 International 4900s, one with a 2,000-gallon aluminum tank from Progress Tank and one with a 1,000-gallon, stainless steel Dyna-Vac tank; and two 2003 GMC 4500 flatbed delivery trucks.

For cleaning things such as car-wash pits, sewer lines and stormwater drains, the company uses a 1999 International 8100 with a 2,500-gallon waste/500-gallon freshwater steel tank, made by Satellite Industries. The company also owns a Terramite T9 tractor loader backhoe, manufactured by Terraquip, and a John Deere 450 excavator.

For restroom service trucks, Crosier prefers to buy used large, heavy-duty, single-axle road tractor truck chassis with rust-free aluminum-and-fiberglass cabs, then buy and install new tanks and pumps. “We buy them with 200,000 or so miles on them because the engine and cab will last until about 800,000 miles,” Crosier says. “The trucks also have 35,000-pound gross vehicle weights, as opposed to 26,000 pounds for a typical restroom truck.

“That’s important because to service restrooms, we drive in very mountainous terrain, and coal mines are located amid very rugged terrain,” he explains. “We’ll put 40,000 to 50,000 miles a year on the engine. The transmissions in these trucks are huge and hold up to abuse.”

How tough are driving conditions? Crosier says his drivers deal with seven- or eight-mile-long stretches of 7 percent grades on some interstates, and haul roads in coal mines with up to 15 percent grades. And they often drive alongside mining haul trucks with tires that are taller than Crosier’s trucks. The conditions require additional insurance, and mines require Crosier’s

(continued)



Crosier’s maintains a fleet of vacuum trucks built out by Imperial Industries Inc., Amthor International, Dyna-Vac Equipment, Satellite Industries and Progress Tank.



Red Lanham (left) and Jeremy Lilly pressure wash a receiving facility located at Crosier’s Inc. after dumping a load.

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drivers to attend an annual eight-hour course that certifies they're trained for driving on mine property.

"You might drive through 6-inch-deep mud for hours," he notes. "These mines are big ... and it's like driving on the surface of the moon. If you have 50 restrooms to service, for instance, you could be in the mine for six hours easily. It's incredible."

"THERE ARE HIGH BARRIERS TO MARKET ENTRY IN GREASE TRAPS BECAUSE OF DISPOSAL ISSUES, AND IN HAULING SEWAGE BECAUSE THE TANKER TRUCKS ARE EXPENSIVE. AND THE HIGHER THE BARRIERS TO ENTRY, THE MORE PROFIT THERE IS TO BE MADE."

Ron Crosier

ENJOYS INDUSTRY SUPPORT

Crosier is a big believer in joining professional organizations, such as the National Association of Wastewater Transporters and the Portable Sanitation Association International. The groups are a great source of information about regulations, products, and business operations – not to mention camaraderie.

"It's good to spend time with people who endure what you endure in business," Crosier says. "It provides you with encouragement and motivation to continue. It allows you to see that you can do this successfully and make money."

Even though he's been involved in the industry for many years, Crosier says he still learns a lot of good business lessons from his peers. As an example, Crosier cites what he's learned about damage waivers for portable sanitation customers. He says that a modest \$5



From its modern headquarters building to updated equipment, Crosier's works hard to maintain a professional image.

Service Inc. in Lansing, W. Va.

"Bathroom humor is just degrading, and why would you degrade your industry?" he says. "Why would you make fun of yourself publicly? Maybe it'll

Using bathroom humor to market portable restroom services hurts the industry's image and makes it more difficult to maintain profitable pricing, says Ron Crosier, the owner of Crosier's Sanitary

make someone grin, but I don't think it's going to make someone call you."

Crosier says that if he owned, say, a \$500,000 home, he wouldn't want a big truck adorned with a giant skunk parked in the driveway, with big letters saying, "We're No. 1 in the No. 2 business."

"Plus, when you de-value the industry, it makes it difficult to raise prices," he says. "It makes it tough to charge what you're worth when you make fun of what you do."

Crosier points out that the restroom industry looks deceptively simple, but running a profitable restroom company is actually a logistically complex venture.

"You're not going to grow in this industry unless you're intelligent and sophisticated," he says. "So if you're capable of growing a portable restroom



Jeremy Lilly checks the level of brown grease kept in a storage tanker trailer at the company yard.

Bathroom Humor is No Laughing Matter

business, why would you want to make fun of your accomplishments? Attorneys often are the subject of ridicule, too, but you don't see them joking about it by hanging signs with shark jaws outside their office."

Crosier notes that when he built a new office building, he went out of his way to make it look like a business office suitable for a professional service provider like a doctor or dentist.

"I felt that my guys should come to work at a place that is at least as nice as what attorneys or doctors have, because what we do is every bit as important and deserves respect," he says. "I could've built a much cheaper building and bought myself a real nice car, but I wanted to make a statement about this industry."

waiver fee per month on 300 restrooms would net \$18,000 per year.

"Before I attended PSAI meetings, maybe 10 percent of my customers bought the waiver," he says. "Then I attended a PSAI meeting where damage waivers was a roundtable topic. I learned the right way to sell a damage waiver and have had more than 90 percent takers ever since."

GOOD CAREER MOVE

Overall, Crosier has no regrets about leaving the corporate world 16 years ago, trading the perks that come with working as a structural engineer for the world of portable restrooms, grease traps and septic tanks.


"I had a nice office with a wonderful view and a great staff," he says. "When I told my co-workers what I intended to do, they thought I was nuts. They couldn't understand why someone would leave that sort of work and a comfortable office for this kind of work."

"But they don't realize that when someone in this business needs you, they *really* need you," he continues. "And when you fix their problems, they're genuinely grateful that you're there, doing what you do. I didn't get that kind of gratification working in an office." ■




Tommy Chapman (left) and Bobby Evans pump a restaurant grease trap.


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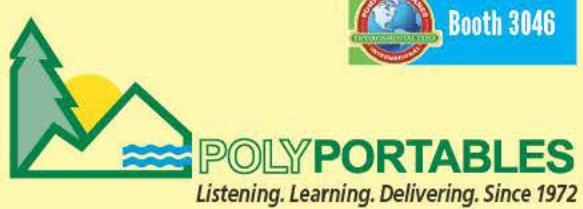
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Size Doesn't Matter

YOURS CAN BE A ONE-PERSON OPERATION WORKING FROM THE KITCHEN TABLE, BUT YOU MUST PORTRAY A PROFESSIONAL IMAGE TO KEEP CUSTOMERS COMING BACK FOR MORE

By Terry Corbell

Appearances and professionalism can make your small business seem huge. If you look as though you're substantial and that you can handle anything thrown your way, your odds for success improve dramatically. That's especially true in this economy. Clients and customers will often prefer dealing with you as a small firm – if the job doesn't appear too big for you to handle. So it's best to look the part.

First impressions are critical. You have about three seconds to create a favorable first impression – whether it's your advertising, Internet presence, in-person contact or on the telephone.

It all starts with branding: A distinctive logo that tells your story about delivering desired results, a three- to five-word slogan also reflecting value, five value propositions or benefit statements.

PROFESSIONALISM COUNTS

Does your business card look professional? A meaningful logo with contact information on high-grade card stock will suffice. Your email address should indicate your website's domain name, not, for example, joesmith30@sprinter.com.

Contrary to conventional wisdom, clients are very accepting of a home business, if you look professional.

If you have a physical location where people visit you, cleanliness and orderliness are paramount. Smart businesspeople have clean windows, sidewalks, parking lots and workstations every day. Even if you have a home office and don't receive visitors, cleanliness and orderliness will help keep your optimism and efficiency at a high level.

Is your telephone answered before the third ring? Do you have a person answering your telephone? You can certainly get by with an automated system and voice mail more easily if you have professional branding on and offline. But a live person works best, even if it's just a virtual answering service.

Return all phone calls from clients ASAP. Never let customers or important vendors feel as though they're hanging by a thread while waiting to hear from you. Unless I'm in a meeting, I never let the person wait more than two hours for a return call.

In the case of email, it's best to confirm receiving the message right away, even if you don't have an answer to a question. (Naturally, make certain your smartphone is turned off when you're in a meeting.)

DRESS THE PART

If it's not customary in your industry to wear a suit and tie, do what's best for your style, and be in distinctive, good taste. Remember Socrates' statement: "Know thyself."

As a business-performance consultant since 1992, I'm a dark suit person with a relatively small clientele on a regular basis. I've had both an outside office and a home office.

I want clients to know it's a special event for me to work with them. That's been the company uniform for employees, too. No matter what anyone says – it's still the professional appearance that will command respect, and separate the winners from the wannabes – especially when a lot of money exchanges hands.

Once, when a blue-collar marketing client seemed worried that I usually wore a business suit, I started to remove my coat and reassured him, "You'll find I know how to roll up my sleeves to get strong results." He was immediately convinced.

If such folks still seemed uncomfortable, they've always chuckled when I've said, "By nine o'clock, I always seem to spill coffee on my tie." They appreciated my humanness and quickly relaxed. (It's true about the spilled coffee).

All such clients have accepted my preferred style. Moreover, they have come to expect it.

I'll never forget when I'd been in business just a few years on a Friday afternoon at the start of a three-day holiday weekend, I was dressed casually when I dropped off a marketing document at a valued client's office. Normally, I visited such clients two to three days per week in business attire. (This was a client who spent a hefty five figures a month with my firm.)

RETURN ALL PHONE CALLS FROM CLIENTS ASAP. NEVER LET CUSTOMERS OR IMPORTANT VENDORS FEEL AS THOUGH THEY'RE HANGING BY A THREAD WHILE WAITING TO HEAR FROM YOU. UNLESS I'M IN A MEETING, I NEVER LET THE PERSON WAIT MORE THAN TWO HOURS FOR A RETURN CALL.

He seemed shocked. He took me aside and quietly asked me, "What's wrong?" "What do you mean?" I asked.

"Where's your suit? I've never seen you in jeans and boots. Is everything OK?"

I laughed and said: "Everything's fine. This is how I sometimes dress when I leave town to visit my parents in rural Oregon, but today I wanted to make sure you didn't have to wait for this paperwork before I jump on the freeway. I'm really just a cowboy at heart."

At that point, I learned how much he grew to value my uniform, which leads me to another point. Clients like consistency in all dealings.

HANDSHAKES & THANK YOU

For me, that also means consistently showing gratitude and preventing buyer's remorse.

My client-meeting agendas always start by bringing up her/his concerns. This immediately alleviates any tension the client might have. I do my best selling when the client does most of the talking. I ask a lot of pertinent questions, list the results of my work, and never end a meeting without saying "thank you" with a handshake. The attitude and gratitude goes for all memos and emails, too.

If the client doesn't thank me, I subtly ask for strokes, too, such as: "So you like the results?" Over time, this grooms the client to show appreciation for my results. I've learned it's vital to have appreciative customers.

If you don't receive appreciation for results, you won't be doing business with the customer for very long. ■

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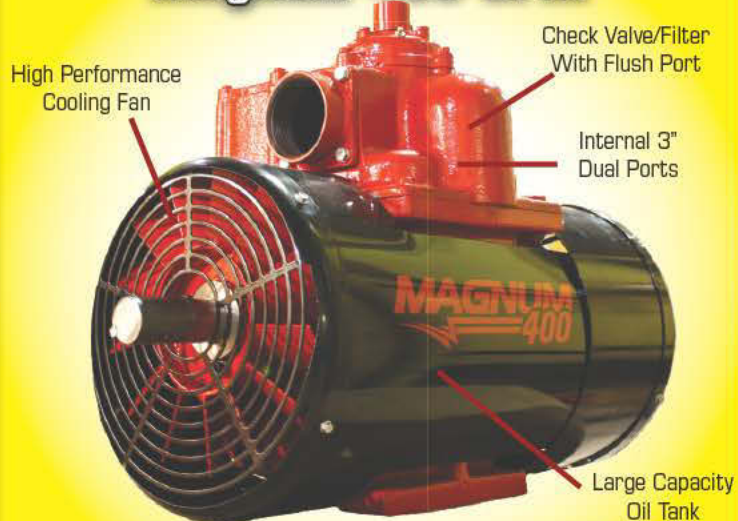


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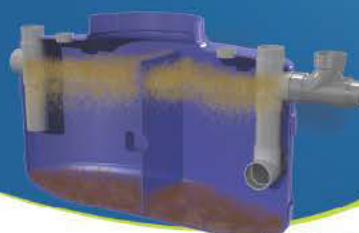
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By Jim Kneiszel,
Editor

GOLDEN OPPORTUNITY

A SHINY NEW SERVICE RIG IS 2011 CLASSY TRUCK WINNER
A.J. McDONALD CO.'S BEST CALLING CARD FOR NEW BUSINESS



Jim (left) and Mike McDonald, of A.J. McDonald Co. Inc., with the 2011 Classy Truck of the Year in Baltimore. (Photo by Shannon Lee Zirkle)

To **Jim McDonald's** mind, running a great vacuum truck is one of several prerequisites to showing customers you're a quality septic service provider. A proper rig needs to be efficient and reliable, have good looks and exude the essence of class. *Class*, to McDonald's way of thinking, means glossy paint, sparkling chrome accents and professional, tasteful graphics.

Jim and his brother **Mike**, owners of **A.J. McDonald Co. Inc.**, Pasadena, Md., fired on all cylinders when designing their most recent truck, a 2011 Peterbilt that celebrates the family company's 70th anniversary. And their solid spec'ing paid off big, as the McDonald brothers take home the *Pumper* 2011 Classy Truck of the Year award.

"What an honor," Jim McDonald exclaimed when told his rig was chosen as the sixth annual Classy Truck winner. "I feel like we've come a long way over the years and this is an acknowledgement of being out there providing quality service and having a nice truck."

The genesis of the winning truck came at Peterbilt of Baltimore, where the McDonalds, with the help of their recently retired father, **Anthony John McDonald**, chose a Pete chassis painted an unusual color for a vacuum truck. The dealership called the metallic paint "pewter," but the McDonalds think the faint gold color is more accurately described as "sandstone." They spec'ed the truck with a 350-hp Cummins diesel tied to an Allison 6-speed automatic transmission. Interior conveniences from the factory include a 7-inch backup camera, power windows, locks, tilt, cruise, AC, air-ride seats and a stereo.

Then the truck was off to Lely Manufacturing Inc., where it was outfitted with a 3,000-gallon steel tank, 3- and 4-inch valves, triple rear-mounted sight glasses and top- and rear-side manways. For ample pumping power, a Wittig RFW 150 water-cooled pump was added. For durability and good looks, accents including diamond-plate hose trays, aluminum storage boxes on both sides and other chrome features were added.

BUILT FOR THE WORK

Before it hit the road in November 2010, the Pete's blank steel canvas was prettied up by artists **Chuck Gamber** and **Joe Westphal** at Jack of Arts in Ellicott City, Md. The custom graphics company is known for extreme work truck makeovers, but Jim McDonald requested a tame, but bold look that brought attention to the company name and gave a nod to its 70th year in 2011. The result was coordinating brown accents painted and pinstriped onto the cab and tank and a gold leaf anniversary emblem on the tank.

The truck is built with its workload in mind, 80 percent grease trap and 20 percent residential septic service, most of the work done in suburban Baltimore, where heavy traffic is the norm.

"First and foremost, we wanted a big pump. We do a lot of back-flushing trying to do the job properly, and the pumps on our other trucks took a while to recover," McDonald says. In the past, trucks were ordered with pumps in the 300 cfm range; this one delivers 500 cfm. "That makes a difference when you're out trying to get the jobs done in a reasonable time."

The auto trans is another key to the workability of the new truck, McDonald says, explaining that the city highway traffic was a gear-jammer's nightmare on previous trucks.

"We have to run the beltway and deal with that traffic. Sitting in stop-and-go traffic for an hour at a time, you really learn to love an automatic," That, combined with the cab creature comforts make this one cushy ride compared to earlier company rigs. "It's kind of like a Cadillac. Well, put it this way: I don't mind driving it," he says.

McDonald credits Gamber for listening to his ideas for graphics, then coming up with his own take. While Gamber is known for hand-painting full scenes on the side of a work truck, McDonald asked him to dial it down a bit. The compromise fits the more conservative marketing approach of the old-line septic company.

STARTED IN 1941

The company's rich history began in 1941, when shipyard welder A.J. McDonald was injured and could no longer perform the work. He turned to the septic service business, then a fledgling industry, running a 1938 Ford truck with a 500-gallon wooden, tar-lined tank and a lift-and-force pump.

His second truck was another Ford, bought in 1945, when he received special government permission to purchase a vehicle despite rationing during World War II. His septic service was deemed an essential service. In the late 1940s or early 1950s, he brought vacuum into play, drawing pressure from the exhaust manifold on his truck.

The original A.J. handed the business down to A.J. Jr., the father of Jim, 40, and Mike, 37. The sons carry on the family tradition of adapting to new truck trends and technologies, and one day hope to pass the business down to their children.

The new Pete represented sort of a rite of passage for Jim and Mike McDonald. It was the first truck they really had a free reign to put together after their father retired.

"Before that, he'd humor us, and then decide the way to go. Now that he's retired, I put my foot down and he said, 'All right, whatever you want,'" Jim McDonald recalls. "It's proven to be a pretty good truck."

WELCOME THE NEW ANSWER MAN

This issue marks the first for our new *Septic System Answer Man* columnist **Jim Anderson**. He follows longtime Answer Man **Roger Machmeler**, who wrote the column for about 20 years. Jim will provide some continuity to the column, as he and Roger were colleagues at the University of Minnesota Department of Soil, Water and Climate for many years.

Many of you are acquainted with Jim from workshops he's conducted at the Pumper & Cleaner Expo and across the country through the National Association of Wastewater Transporters. Though he retired from the university in 2008, he continues to be active in the industry by serving as education coordinator for NAWT. He maintains the title of emeritus professor at the university and has taught wetland soils classes since retiring.

Jim has worked on onsite systems for more than 40 years and is a recipient of the industry's Ralph Macchio Lifetime Achievement Award. It was an honor to have Roger involved with *Pumper* readers for so many years and we're extremely happy to have Jim on board and available to answer your questions moving forward.

When you see Jim at the Expo this month, join me in congratulating him on his new post as the Answer Man. And whenever you have a question about a septic system, remember we're at your service. Please send your questions for Jim to me at editor@pumper.com.

ARE YOU EXPO BOUND?

I'm looking forward to meeting as many of you as possible at the Pumper & Cleaner Expo as it moves to Indianapolis and its new digs at the

Indiana Convention Center. The Expo offers a great opportunity to rekindle old business friendships and expand contacts in the pumping community. I find there's no nicer group of small business owners anywhere. Pumpers are friendly and approachable, and shrewd businesspeople. I learn so much from the contractors who attend the Expo, and that knowledge serves to improve the content of this magazine.

So if you make it to Indy, look me up and let's talk shop! ■

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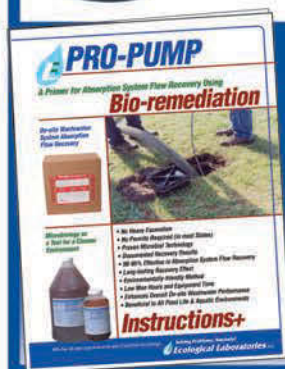


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Portable restrooms fulfill two roles, depending on where they are deployed. In the United States and other developed countries, they are viewed as a convenience. In the rest of the world, they can be lifesaving because they prevent the outbreak of infectious diseases.

Americans take portable restrooms for granted and probably don't even think about their benefits beyond the immediate convenience they provide at a special event or on a work site. If we would educate users of our products so they understand the positive impact we are having on health and the environment, the perceived value of what we provide would increase.

We recognize the end user often has a negative view of a portable restroom. If we elevate their impression – and we believe we can do that by highlighting the benefits they provide – then we can expect a shift in perception where users see themselves participating in the effort to protect our natural resources.

The public would be interested to know the portable restroom industry saves approximately 125 million gallons of fresh, drinkable water each day.

That's enough water to fill four lakes, each the size and depth of a large football stadium, every single day. Annually, the amount of water saved is over 45 billion gallons. In an era when freshwater is becoming increasingly scarce this is a significant savings. The fact is, operators who deploy restrooms and the people who use them are thereby part of an important water conservation activity – and they probably don't even recognize it.

Operators understand that placing portable restrooms at work sites conserves fuel and increases worker productivity. Rather than having to take breaks from work and drive to remote, permanent toilet facilities, workers are able to have the convenience of facilities right at their work sites.

A portable restroom lasts 15-30 years. In that time, it will appear in many locations. Truly, a portable restroom is a green product. It contains recycled plastic and is recycled each time it is brought to a new site. Imagine the expense of having to build something more permanent at every work site or having to send workers to remote locations to use the toilet. Worse would be if people reverted to not using a restroom at all and we were faced with contaminated groundwater similar to that in undeveloped nations, where 40 percent of people have no bathroom facilities.

Developed countries may face the threat of disease from human waste after a natural disaster. Once the immediate concerns of saving lives and preventing further injuries is addressed, the next phase in recovery is providing clean water, sanitation and electricity. Countries with the ability to provide these resources are very fortunate. Many disasters would be far worse if portable restrooms were not deployed quickly, because a sanitation- and health-oriented environmental problem would compound the problems caused by a natural disaster.

In developed countries, it is difficult to explain how bad the situation would be if portable restrooms were not placed where people expect them to be, whether at a work site, at the scene of a natural disaster or at a big event.

At most, members of the public might have been to an event where the organizers failed to plan well and had more people attend than expected, thereby creating an inconvenience – specifically, longlines – to use restrooms. Yet few people have probably ever been in a situation where the lack of portable sanitation would create a big problem. To explain the magnitude of the potential problem, it is instructive to describe a situation where portable toilets are not available, but are desperately needed.

India presents an example, where thousands of people will descend on a city for several days to take part in a religious festival. Without adequate portable sanitation options, people relieve themselves on the ground. Outbreaks of sickness are a result for several months and some people die because of the lack of proper sanitation.

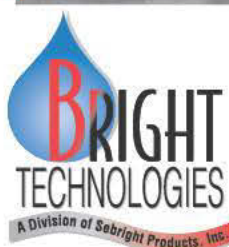
The fact that we don't have problems like this in the developed world is testament to the positive impact the portable restroom industry has and to the critical role it plays in a civilized society. Our purpose is greater than our own little world. We should be proud of the service we offer, and we want operators to think that way. Our industry is saving lives, and on top of that, we were "green" long before it became fashionable.

Todd Hilde, president and CEO
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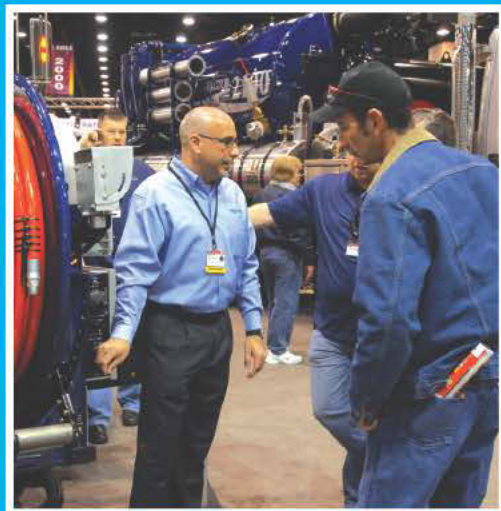


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The 2011 Expo was Billy Bell's first, and he attended with five colleagues. “The most impressive thing was the new technology – the cameras, sewer cleaning equipment and rehab equipment on the exhibit floor,” he says. “New technology has helped us tremendously. It's amazing how far it has come from the past. The sales representatives were very helpful. Any questions about the products, they could answer. You really have to see this for yourself.”



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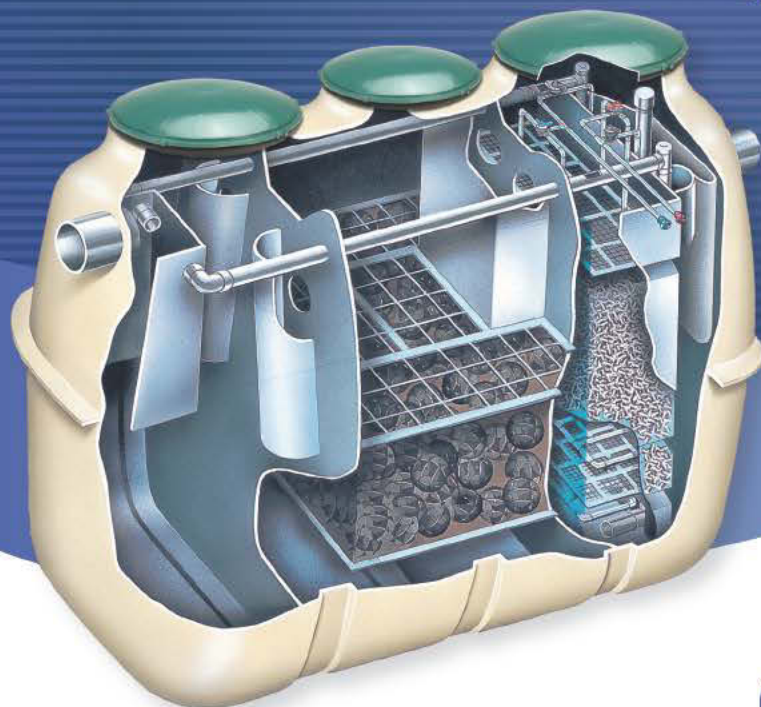
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BEATING THE PRICE CUTTERS, PART 2

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 in Pumper Discussion, an email-based forum for industry professionals sponsored by COLE Publishing. Pumper Discussion provides for the exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemicals and additives. To find out more about Pumper Discussion, or to subscribe, visit www.pumper.com.

Information and advice in Overheard Online is offered in good faith by industry professionals. However, readers should consult in depth with appropriate industry sources before applying such advice to a specific business situation.

Question:

Every industry has fools whose prime method of getting business is cutting established prices in an area. If you happen to be one of those 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.)

Answers:

Be the expert. Take out an ad in the local newspaper explaining septic systems, how to take care of them and what goes into disposing of the septage properly. Make a point to have the reader ask their pumper where he dumps his loads. Let the reader know how you go about disposing of your septage in a legal, sanitary way. This will at least shake up the competition a bit.

The more professional you are, the more favorably you will be viewed by your customers and the community in general. You cannot beat them on price. You have costs to cover.



Another way to survive storms like this is to keep track of all of your jobs and remind customers when they need to be pumped again. Keep notes of what kind of condition the tank was in, the location if it doesn't have a riser, the location of the drainfield, and photos if you have the ability. Then have the information at your fingertips when they call.

Keep your head, don't panic and good luck! Yeah, I've done the flier thing door to door. It may not generate immediate business, but often they'll keep it for later. Refrigerator magnets too.



I have just changed my newspaper ad to inform potential customers that my loads are disposed of environmentally. I only have two main competitors in town with 10,000-plus tanks. One uses the same disposal as

me (the one causing me grief at the moment) and the other has very primitive ponds, which are not environmentally friendly.

One other thing I will be doing soon is a business profile in a local magazine. I think I am heading along the right track; the advertising people love me at the moment. By the way, at the moment the best and cheapest advertising is the Yellow Pages online.



Don't get hung up on what anyone else is doing! Pumpers can only put themselves out of business by working cheap and offering gimmicks and freebies. Set your price where it works for you and don't be afraid to miss a job because you're not the cheapest. And if the phone isn't ringing, get out there and shake hands and knock doors! Between 8 and 10 a.m., you can catch managers at restaurants and ask them if they are happy with their current grease trap service, which is a very good way to get steady commercial work. Print fliers and hand them out in the country, and if you see someone in their yard, don't pass by without stopping to let them know who you are and what you do! These two ideas alone are enough to put you to work immediately and build a solid business.



Every situation is a little different, requiring different approaches to remedy the problem. I give price cutters enough rope to hang themselves and wait until they make that big error in judgment (and they all do). It's like the barber who was dealing with a cheap barber who moved in across the street and charged only \$5 for a haircut. After a few weeks, he put up a sign reading, "I fix \$5 haircuts."

PUMPERS CAN ONLY PUT THEMSELVES OUT OF BUSINESS BY WORKING CHEAP AND OFFERING GIMMICKS AND FREEBIES. SET YOUR PRICE WHERE IT WORKS FOR YOU AND DON'T BE AFRAID TO MISS A JOB BECAUSE YOU'RE NOT THE CHEAPEST.

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Safe & SOUND

The J.B. Myers team includes (front row, left to right) Andrew Pervamik, Chad Hamill, Clair Russell, Guy Jackson; (back row) Lori Dudzinsky, Tim Harris, Justin Johnson, Janice Clark and John Myers. (Photos by Bill Pribisco)



DROPPED INSURANCE COVERAGE WAS A WAKE-UP CALL J.B. MYERS ENTERPRISES NEEDED TO IMPLEMENT AN AWARD-WINNING SAFETY PROGRAM

By Sally Garbo Wedde

The owners and employees of J.B. Myers Enterprises Inc. of Blairsville, Pa., went from being dropped by their auto and worker's compensation insurance company as a bad risk to being nearly unsurpassed in safety and accident prevention over the course of several years. The Pennsylvania Department of Labor & Industry recognized this extraordinary transformation by giving the company the Governor's Award for Safety Excellence in 2010.

How this longtime family company orchestrated a turnaround in safety in the face of an insurance crisis offers a lesson in small business preservation involving a topic that seldom makes headlines. As one of the company's owners, Lori (Myers) Dudzinsky aptly observed: "If you don't have insurance, you don't have a business, especially if you have trucks going down the road."

Bringing stability back to the company's liability picture involved recognition of a problem that threatened long-term profitability, temporarily paying hefty insurance costs, starting a safety program from the ground up with the help of experts, and making sure the workforce followed through on these new safety initiatives.

IN THE BEGINNING

The state safety award represented a satisfying outcome to the classic family business story: Brother and sister John B. Myers III and Dudzinsky bought the company in 2003 from their father, who retired and moved to Florida. John Myers Jr. had formed J.B. Myers Enterprises Inc. after he purchased two existing portable restroom rental companies and a septic service company in the 1980s.

Today they provide portable sanitation and septic system and grease trap service and employ nine people - more seasonally - in the three divisions. On the restroom side, work has evolved from handling small events and parties to larger weekend festivals. The company also has added service to oil and gas exploration companies to its customer base.

A few miles from the office, natural gas wells are being drilled in the active Marcellus shale play. Drilling crews live and work on a site 24 hours a day, seven days a week, in all weather. This requires portable restrooms, clothes washing, and the associated work for J.B. Myers, including pumping holding tanks and hauling wastewater to area treatment plants.

Profile

J.B. Myers Enterprises Inc., Blairsville, Pa.

Owners: John B. Myers
III and Lori Dudzinsky

Founded: 1978

Employees: 9

Service Area: 70-mile radius
of Blairsville

Specialties: Septic and grease trap service,
portable sanitation.

Associations: Portable Sanitation Association
International, Pittsburgh Builder's Exchange,
Latrobe Business & Professional Association,
Ligonier Chamber of Commerce, Johnstown
Visitors Bureau.

Pennsylvania



Above left, Janice Clark (left) and Lori Dudzinsky pose with the Governor's Award for Safety Excellence. At right, Dudzinsky with her brother, John Myers, company owners.

TRUCKS AND RESTROOMS

The company runs a variety of service vehicles. It has three Ford service trucks, two 2008 and one 2004, all from Satellite Industries, with 600-gallon waste/350-gallon freshwater steel tanks; three delivery trucks – 2004 and 2006 Ford F-350s that haul up to six restrooms, equipped with 400-gallon waste/120-gallon freshwater steel tanks and Conde Super 6 pumps from Satellite, and a 2002 Ford F-350 with four-wheel drive and a 400-gallon waste/150-gallon freshwater steel tank and Jurop pump from Pik Rite Inc.; and two septic service trucks, one a 2002 Sterling Acterra with a 2,500-gallon aluminum Progress tank built by Lely Manufacturing Inc. and a 367 Challenger pump by National Vacuum Equipment Inc. The company recently added an International Paystar semi tractor with a 5,500-gallon aluminum Progress tank with a Wittig RFL 100 pump from Thompson Tank Inc. In addition, J.B. Myers has three flatbed trailers for hauling six, 10 and 12 units.

The company carries an inventory of 800 restrooms, mostly from PolyPortables Inc., PolyJohn Enterprises and T.S.F. Company Inc. It has about 50 special event units and a supply of holding tanks from PolyPortables.

Accessory equipment includes a tank locator from Prototek Corp. and a Kubota backhoe.

RECEIVING BAD NEWS

A year after taking company ownership, the siblings received a non-renewal notice from their auto and worker's compensation insurer due to an out-of-the-ordinary number of accidents and claims. It was a rock-bottom day. "It was a really hard, stressful time," Dudzinsky says. "We didn't know if we were going to be able to have our trucks go down the road anymore." The future of the family business was at stake.

So they contracted with a new insurance company, Gooder Agency of Ligonier, Pa. Agent Tom Hoover "truly put forth tremendous efforts" to get them back on the right track, Dudzinsky says.

Myers and Dudzinsky met with a loss control specialist and set goals. They started a fleet safety program, daily safety communications, and annual first-aid and CPR training for every employee. They hired an on-site mechanic to do routine and preventive maintenance on vehicles. In short, they developed a new focus on safety.



J.B. Myers runs a host of vacuum service trucks from builders Satellite Industries Inc., Lely Manufacturing Inc., Pik-Rite Inc. and Thompson Tank Inc.

(continued)

Between 2006, when the company formed a state-certified safety committee, and 2010, it experienced zero accidents and injuries. As you might expect, the climb from rejection to success was conscientious.

After getting the non-renewal notice, the company went on the state's worker's comp plan – "You get picked up by the state if nobody will cover you," Dudzinsky notes. "Being picked up by the State Workers Insurance Fund for worker's comp insurance is very costly. There was a 51 percent increase in both our workers comp and commercial auto policy premium that year."

The owners created "how-to" safety plans for every task. Among the plans are pre-trip and post-trip truck inspections by each driver. Before leaving the shop, drivers use a Heli forklift to load restrooms onto the truck, secure them and ensure that the truck has all supplies, including a fire extinguisher, first-aid kit, wheel chock, dolly, cell phone and personal protective equipment.

Returning to the shop after a daily route, drivers complete paperwork, fill out an inspection form that is given to the mechanic, and help prepare for the next day's run. They use a pressure washer to clean the truck, and replenish supplies including toilet tissue and deodorizer.

ACTION LIST

The siblings' vision for improving the company safety record included the following actions:

1. Do not hire drivers without a good Motor Vehicle Report from the state.
2. Partner new drivers for two weeks with an experienced employee who shows them, for example, how to properly load and unload equipment onto the truck.
3. Give new hires an employee handbook that contains policies, procedures and general safety rules.
4. Show new hires a video about techniques to be used in the job to prevent accidents and injuries.
5. Administer a pre-employment drug test for all new CDL drivers.
6. Require new drivers to get a physical exam and carry a medical card to show they are physically fit for the job.
7. Equip each truck with a set of wheel chocks so the truck does not roll while the employee works. Previously, two of the accidents the company experienced occurred when emergency brakes failed and trucks rolled away.

Chad Hamill runs a portable restroom route. At right, Clair Russell works the hose on a pumping job.



8. Supply dollies for each truck to ease strain on backs.
9. Support drivers in communicating with customers about safe placement of restrooms for users and service technicians.
10. Require the customer to dig necessary access holes to reach buried tank lids, lowering employees' risk of back injury.

DEVELOP GOOD HABITS

Notice the emphasis on new hires. "It's harder after people have gotten into bad habits to change those habits," Dudzinsky says. "We try to start everyone off doing things the safe way from the beginning."

The owners and all employees attend monthly safety meetings in which they talk about any incidents, situations or "near misses" they encountered, Dudzinsky says. "At each meeting, employees are able to

"AT EACH MEETING, EMPLOYEES ARE ABLE TO SPEAK FREELY ABOUT HOW THEY HANDLED DIFFERENT SITUATIONS THAT MAY HAVE BEEN THROWN AT THEM."

Lori Dudzinski

SWEET SIDE BUSINESS

John Myers Jr., founder of J.B. Myers Enterprises Inc., bought his daughter a candy store when she was 16. In addition to her family's wastewater enterprise, Lori Dudzinsky continues to sell candy and cake-baking supplies, and makes gourmet chocolates in the side business, called 4th Avenue Confectionary in Derry, Pa.

"It's retail, so there is that face-to-face with people. I find it enjoyable," Dudzinsky says. "The previous owner helped to teach me how to make chocolates. I also created new recipes by trial and error. I have learned that the best part about making chocolate is that you can eat your mistakes!"

When Dudzinsky was 3, the family moved to Blairsville, Pa., from Baltimore, where her father was food service director for Johns Hopkins University School of Hygiene & Public Health. In addition to buying four companies, Myers bought rental properties, which now include apartments, condos and a single-family home. Dudzinsky manages those, too.

Myers said the diversification has served the purpose of setting his daughter up for success in business.

"When deciding to purchase the business, I was thinking of my daughter's future, and wanted

her to be successful in life," Myers explains. Early on, he also purchased Dirt Rider Specialties, a motorcycle parts and accessories business for his son, John, with the same thought in mind. The family no longer runs that business.

"I have always wanted the best for my kids," he says. "And I'm proud of their accomplishments."

speaking freely about how they handled different situations that may have been thrown at them."

J.B. Myers also worked with its local insurance agent to increase umbrella liability coverage, which includes catastrophic coverage. "We want to protect our assets to the fullest" with the policy, Dudzinsky explains. "Every company has to decide for themselves whether they need the (expanded umbrella) policy or not. For us, it's an added sense of security."

The company is privately insured for worker's compensation again, having gone from a 1.89 to a 0.85 Experience Modification Rate, a measure of expected losses expressed in a formula that includes a percentage of payroll for similar sized businesses. A 1.00 rating is average, and the lower the score, the better. For example, if a company has a 4.00 EMR, it is paying four times the average cost for worker's compensation.

Dudzinsky is gratified with the improvements that reduced the number of accidents and brought its insurance costs down. She says the safety program will help ensure the continued viability of a family business. "We've done well with the company. We are proud that we were chosen for the safety award. It's definitely an honor."

A VISIT FROM THE STATE

J.B. Myers was one of seven winners of the Pennsylvania safety award. In the state, 8,800 businesses have safety committees, covering 1.1 million workers. Of those companies, 85 were nominated for the governor's award. Companies with state-certified workplace safety committees are eligible to save 5 percent on worker's compensation premiums.

When the nominees were whittled to 13 finalists, representatives from the state Department of Labor &

Industry Safety and Labor Management toured the J.B. Myers facilities to see what the company was doing.

The award and certificate were presented during the annual Governor's Occupational Safety and Health Conference in October 2010. The certificate notes the company's "exemplary commitment to safety in the workplace through labor/management cooperation and implementation of successful accident and illness prevention programs and practices."

"Dad went with me to accept the award," Dudzinsky says. "There was a presentation about us on a big screen, and we were in front of 900 people. It was exciting!" ■

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Rockin' Rodney Atkins

RED-HOT COUNTRY SINGER AND AUTHENTIC AMERICAN SUCCESS STORY RODNEY ATKINS WILL "CUT LOOSE AND HAVE FUN" AT THE PUMPER & CLEANER EXPO

By Jim Kneiszel

Rodney Atkins rose from a hardscrabble beginning as a sickly orphan to the heights of country music stardom, producing back-to-back *Billboard* top country songs for 2006 and 2007 and continuing to churn out popular anthems of real life and love.

Atkins' compelling American success story continues with his next musical challenge: Entertaining the throngs at the 2012 Pumper & Cleaner Environmental Expo International. Atkins will bring a bushel basket of heartfelt hits when he arrives on the stage on Tuesday, Feb. 28, at the grand ballroom of the JW Marriott Hotel in Indianapolis.

Atkins' 7 p.m. performance will follow the ever-popular Industry Appreciation Party - with its festive atmosphere and 25-cent tap beers - which begins at 5 p.m. The evening of fun caps off the opening day of the Expo exhibits at the adjacent Indiana Convention Center in downtown Indy. The Industry Appreciation Party and Atkins' live performance are included with full Expo registration.

Atkins is well-known for a string of top 10 hits that started in 2003 with "*Honesty* (Write Me a List)" from his first album entitled *Honesty*. A familiar voice on country radio for almost a

decade, Atkins struck gold in 2006 and 2007, when his singles, "*If You're Going Through Hell* (Before the Devil Even Knows)" and "*Watching You*," hit No. 1 and were named the top country songs of the year by *Billboard* magazine.

Rags to riches

While country music fans can hum along with Atkins' many hits, they might not be so familiar with his inspiring personal story.

After being born in Knoxville, Tenn., in March 1969, he was put up for adoption and was twice returned to the Holston Methodist Home for Children by prospective parents who couldn't deal with his numerous illnesses. Though his ailments worsened, Margaret and Allan Atkins, from Cumberland Gap, Tenn., adopted the boy.

With his dedicated adoptive parents, Atkins thrived and became interested in music during high school. After school, he eventually signed a recording contract, but didn't release his first album until *Honesty*. The string of hits has never stopped, with the album *If You're Going Through Hell* gaining platinum status and producing additional No. 1 hits in "*These Are My People*" and "*Cleaning This Gun* (Come On In Boy)."

Atkins followed with his third album *It's America*, with a single of the same title, then

"15 Minutes," and "Chasin' Girls" heading up the charts. In 2010, Atkins hit with "Farmer's Daughter," and he's currently touring with the lead-off single of his fourth album, the title cut "Take a Back Road," which hit No. 1 just a few months ago.

While he's built a solid career in Nashville, Atkins is proud of the family he's built, including his wife, Tammy Jo and his son Elijah. Along the way, he's found it important to give back to others. He is a spokesperson for the National Council for Adoption and often returns to the orphanage that helped him find a loving family. In 2011, Atkins headlined the Nashville Give Back Concert to support tornado-ravaged communities through the American Red Cross.

A helping hand

"It is important for us to give to all of those in need. As an artist, I have performed in just about every town that has been hit by the many storms and I feel that this concert is a great way to reach out and help as many people as we can," he told the Nashville Convention & Visitors Bureau, which helped promote the relief effort. "We wanted to ... call people to action to continue to support the American Red Cross Disaster Relief Fund in any way that they can."

While Atkins is devoted to family and causes he finds important, he hasn't taken his

foot off the accelerator, musically, either. According to his website, Atkins has sold four million singles in the past five years, and the sales have been going viral for "Take a Back Road." He credits the easy, heartfelt lyrics and laid-back, identifiable message of the song.

"'Farmer's Daughter' was one of the craziest download songs we had. It was peaking at 15,000 to 16,000 a week," Atkins says. "And now 'Back Road' is knocking on 40,000 a week. That was a validation for me to follow my heart ... It's one of those songs that, the first time I heard it I thought, 'Boy, that feels good.' And then it's catchy and something you want to just crank it up. But then, the more you hear it, you realize it's not just a ditty; it's about ... getting right with your soul, coming down to earth."

"Back Road" is about discovery ... both literally - exploring the beauty found in your backyard countryside, and symbolically - the simple joys of family and life. The emotional tune and the album in general present a winning formula for the thoughtful Atkins.

"I've had some success with my songs, and you've got to sit back and ask yourself, 'Why did these songs connect?' With a lot of songs, the approach is about how perfect things are, or how messed up things are - It's one or the other," he explains. "But for me, real life is there are ups and downs, and if you can, get both sides of that in a song."

And he's taken a reality check when it comes to love songs, too. Atkins says he was never interested in recording conventional love songs until he found several tunes that scratch beneath the surface of complex relationships. He includes several of these on the latest album. And they're songs hardworking family business owners who attend the Pumper & Cleaner Expo can surely relate to.

"Love is not all blue skies and no bills," he says. "It's gutters leaking and the cat messed in the fireplace. It's not convenient at all, and you've got to make time for it - that's the toughest part of it."

A treat on stage

Love songs, simple slice-of-life songs, or just about anything Atkins performs, he promises an energetic live show. He likes to change up the set list night after night to keep the audience and band in tune and engaged. Expo attendees can expect an edgy and fun time with Atkins and his band.

"Sometimes you just want to cut loose and have

"SOMETIMES YOU JUST WANT TO CUT LOOSE AND HAVE FUN, AND YOU HAVE TO DO SOMETHING UNEXPECTED ... YOU JUST HAVE TO KIND OF ROLL WITH IT. THAT'S HOW I TRY TO BE ON STAGE."

Rodney Atkins

fun, and you have to do something unexpected... You just have to kind of roll with it," Atkins explains. "That's how I try to be on stage, and the shows get better the more spontaneous they are, the less the band knows what's going to happen."

"I'm low-key, but I get excited on stage. I think that if I didn't have that outlet of playing live, I'd be frustrated a lot," he says. "Music was definitely my savior. It's a way of saying things that, hopefully, because it's in the form of music, will stay around awhile." ■

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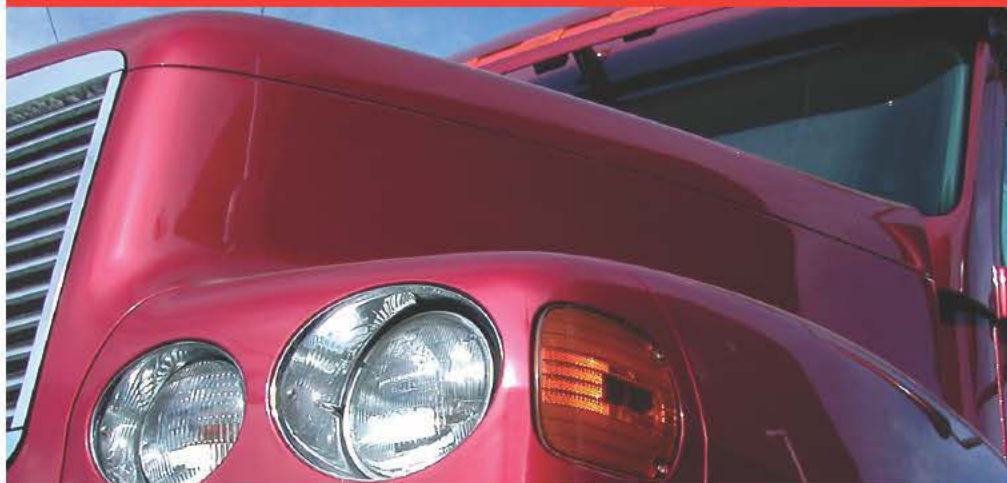
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HOG-WILD PUMPER

WHEN LUKE DESHOTELS TAKES A RARE BREAK FROM BUSINESS, HE HEADS INTO LOUISIANA'S BACKWOODS TO WRESTLE WILD HOGS AND BRING THEM OUT ALIVE

By Patrick Durkin



Luke Deshotels is shown with his family and their hog-hunting dogs. The family includes Luke's wife, Jonell, her mother, Audrey Bergeron, and children Alec, Robert, Balli and Tina. (Photos courtesy of Luke Deshotels)

No one will ever accuse Luke Deshotels of searching for hobbies to fill his free time. After all, time is money for this entrepreneurial pumper from Mamou, La. Those who know him say his primary pastime is building businesses upon every square inch of his schedule.

Even when Deshotels, 46, makes time for fun and recreation, he still finds ways to earn a little money from it. For instance, his hobby since age 15 is wrestling and tying up wild hogs each winter, and selling them to nearby hunting preserves.

Landowners often call Deshotels to remove problem hogs that root up fields, destroy plants and eat crops. In fact, wildlife agencies nationwide are increasingly alarmed as wild hogs expand their range and population. States with feral hogs usually allow year-round hunting seasons with no bag limits in hope of controlling them.

Not everyone wants them shot, however. In some cases, Deshotels and his friends subdue hogs other groups couldn't live-capture. Among the largest hogs they've caught are 400- and 500-pounders, but most run smaller. By removing ornery hogs from one property and releasing them where they're valued for their meat and hunting opportunities, Deshotels satisfies two customers at once. Depending on the hog's size, he earns \$50 to \$300 per pig when releasing them inside a preserve the same day they're captured.

But Deshotels says this is more about sport and heritage than profit. His father learned the craft during the 1930s for food and profit, and passed the expertise onto him. Likewise, Deshotels taught those skills to his son. The tradition resembles those of families who have hunted alligators for generations.

"This is an extreme sport," Deshotels says. "I don't carry a gun. We look forward to finding a worthy opponent; one that makes you pay attention.

(continued)



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Luke Deshotels is shown with his Sterling vacuum truck from Tri-State Tank.

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Leave it to Deshotels to embrace a hobby requiring work, willpower and an occasional butt-whoopin'. He likes challenges requiring versatility and quick

thinking. Consider the diverse services he provides as owner/operator of Big Mamou Bio-Solids Inc., and Luke Deshotels Construction in Mamou, La.

For starters, Deshotels' companies install, pump, clean and inspect septic tanks. They also sell equipment for septic tanks, and sell and repair septic-tank parts. At the same time, they build Hoot Home Sewer Treatment plants for rural residents, and clean grease traps and rent trailer homes. And if that's not enough work, they built and operate their own wastewater treatment facility, where they process 20,000 gallons of septage, grease-trap and portable-toilet wastes daily.

No matter who calls or the nature of the job, Deshotels and his crew have the trucks, equipment and expertise to help. Their primary trucks are a 2005 Sterling LT 8500 with a 4,000-gallon Progress aluminum tank and 400-cfm Wittig pump. The rig was assembled by Tri State Tank. The truck also carries a Water Cannon jetter system. They also use a 2005 International 7600 with a 4,000-gallon steel tank and 300-cfm Wittig pump and a Harben jetter system from Presvac Systems Ltd. Their standby truck is a 1995 International 4900 with a 2,500-gallon steel tank and a 300-cfm Fruitland pump built by LMT Inc.

HUNTING HOGS

When it comes to chasing and catching wild hogs, Deshotels says it's all about his dogs, not his trucks. Yes, pickup trucks carry him, his friends and all-terrain vehicles to the properties they hunt. Pickups also carry captured hogs to their new homes after successful chases, but none of that's possible without trained hunting dogs.



From left, Big Billy Elridge, Millen Gala, Deshotels and Larry Smith. The hogs live-caught at Northfork Lodge in Olla, La., weighed 320 and 380 pounds.

Robert Deshotels, left, with his dog, Duke; and Larry Smith with his dog, Magnum. This hog weighed 504 pounds.



And who trains the dogs for their demanding work? Deshotels, of course. He prefers a tracking breed called the yellow blackmouth cur. The dogs have a bit of hound bred into them to boost their endurance and determination.

"You don't just pick up a dog off the road to hunt hogs," he says. "You need good ancestry in your hog dogs. After you turn them loose, they stay silent while tracking. If they start barking too soon, that pig will run all the way to Texas. They don't start baying until they get the hog to stop."

"YOU NEED GOOD ANCESTRY IN YOUR HOG DOGS. AFTER YOU TURN THEM LOOSE, THEY STAY SILENT WHILE TRACKING. IF THEY START BARKING TOO SOON, THAT PIG WILL RUN ALL THE WAY TO TEXAS. THEY DON'T START BAYING UNTIL THEY GET THE HOG TO STOP."

Luke Deshotels

Deshotels releases three curs to find a hog's scent and track it to the source. Some tracking jobs are as brief as five minutes and as short as a quarter-mile. Others, however, require Deshotels' crew to return to their trucks or hop aboard their all-terrain vehicles. In extreme cases, they'll roam the back-roads for up to five hours and cover 15 miles before closing the deal on foot.

When hogs stop to face the tracking dogs, they pick a spot that gives them the advantage over their pursuers. By limiting the tracking job to three dogs, Deshotels ensures the dogs don't grow overconfident. A pack of five dogs, for instance, would likely close on the hog and try to kill it, risking their own safety in the process. "You don't want them biting the hog's legs and body cavity," he says. "They know to keep their distance and wait for the 'finisher' to show up."



Hog hunter, Leslie Torez, tries to extract his ATV from the water.

The 'finisher' is Deshotels' pit bull terrier, the key to ensuring live-captures. Unlike most dogs, pit bulls bite once and don't let go. With the hog distracted by the curs, Deshotels brings in the pit bull from downwind, ensuring the hog won't catch their scent and flee. When they're about 20 yards away, he releases the "finisher" and runs alongside it to the hog. As the pit bull latches onto the hog's head, Deshotels joins the fray to secure its legs with rope. He'll use handcuffs if the hog weighs more than 300 pounds.

"Things can get pretty wild," Deshotels says. "If the hog wins, the hog wins. Sometimes they're the worthier opponent. We'll regroup and try again. We often get

called in to catch hogs other guys couldn't get. There's an art to it; a strategy. It's not about overpowering the hog, but it helps that I'm 6-2 and 245 pounds."

Despite its risks and dangers, Deshotels says catch-and-release hog hunting is good for the soul. "During the most intense portions of it, you forget all about your other problems," he says with a laugh. "That's where we get our real reward." ■



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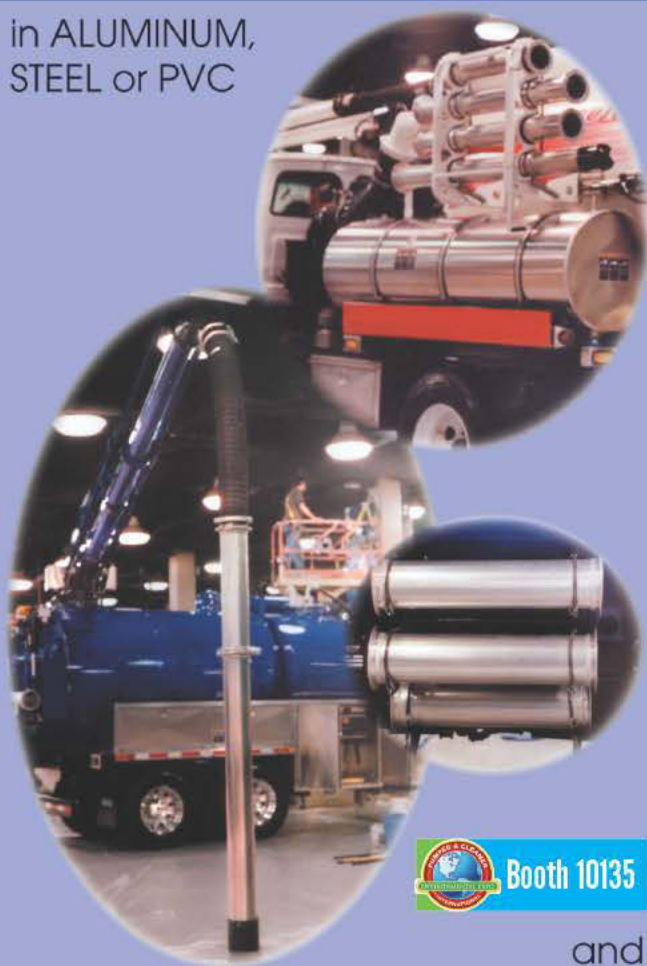
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Maryland Study Blasted for Blaming Septic Systems for Pollution

A Carroll County commissioner says the State of Maryland is “cooking the books” in a study of the contribution of septic systems to pollution of the Chesapeake Bay. In a letter to the *Baltimore Sun*, Richard Rothschild disputed a claim that septic systems release 10 times more nitrogen than urban wastewater treatment plants.

“To reach this number, they include estimates of lawn fertilizer per household and compare old septic technology to the most advanced treatment plants,” he wrote. “When adjusted for these factors, septic systems and sewers are virtually identical.”

He goes on to say the state inflated how much nitrogen entering the bay comes from Maryland, claiming the report attributes to Maryland releases from New York, Pennsylvania, Delaware, Virginia, West Virginia and Washington, D.C. “Using their inflated measures, septic systems still only contribute a modest 4 percent of the total,” he says. “Yet they argue in the future, septic systems will contribute 76 percent of all new nitrogen.”

Meanwhile, a legislative task force has proposed tripling Maryland’s flush tax to speed upgrades of treatment plants and septic systems and control of stormwater. The \$2.50 monthly fee is included in bills for those on sewer systems. Homes on septic tanks are charged the fee on their property tax bills. The proposed increase would double the fee at first, and increase it to \$7.50 a month by 2015.

Meanwhile, an audit of septic system upgrade contracts has been sent to the criminal division of the attorney general’s office. Changes have since been made in the program, designed to upgrade septic systems to prevent problems found by the audit.

Through November 2011, the report says, more than 3,000 systems had been improved. The audit revealed that a former state employee received a consulting contract from the program, in apparent violation of state law. There also are questions about a few septic system installers who charged much more than others.

Florida

Florida commissioner of agriculture Adam Putnam, attorney general Pam Bondi, and numerous industry representatives filed opposition to U.S. Environmental Protection Agency-mandated water pollution standards for the state.

Arguing that federal intervention is unnecessary, they asked the court to invalidate the January 2009 EPA numeric nutrient criteria standards that opponents state would be nearly impossible to meet and extremely costly.

The filing argues that the agency failed to provide a record to support its 2009 decision and exaggerated the impact and threat of nutrients generally and the situation in Florida specifically. The EPA will establish final standards by Aug. 15 unless the state Department of Environmental Protection develops its own rules, which the federal agency must approve.

Indiana

A petition drive by the citizens group Indiana Freedoms aims to persuade the state legislature to change the law requiring homeowners with onsite systems to connect to a sewer if their property is within 300 feet of the pipe. The group contends that forcing property owners with working septic systems to tie into sewers violates their rights.

State Sen. Jean Leising introduced a bill that would have required sewer boards that are now appointed to be elected, and would have prohibited sewer districts from forcing property owners with functioning septic systems to connect to sewers. The bill never made it out of committee. Leising said she may submit another bill that would require sewer boards to be elected. The state has some 1 million onsite systems with 25 to 30 percent estimated to be in failure.

New Hampshire

State Rep. Adam Schroadter submitted legislation that would add a tax to sewer bills and a separate annual tax of \$25 per toilet for onsite system owners. The revenue would go to a state fund for upgrading wastewater treatment plants to reduce nitrogen reaching Great Bay and possibly lead to expanded sewer service.

Washington

Clark County Commissioners, serving as the Board of Health, approved an ordinance that replaces a 6-cent-per-gallon sewage tipping fee with \$16.50 added to the property taxes of 34,000 onsite system owners. The fee would fund a county operations and maintenance program. Depending on the type of system, state law requires inspections every one, two or three years, and tanks pumped every three to five years.

Alaska

The U.S. Senate passed an appropriations bill that included \$23 million for building onsite systems, piped systems and holding tanks in rural Alaska native villages.

California

State officials spent months explaining new septic system rules. The reworked proposal puts more power in the hands of local water quality boards and depends less on statewide standards, required system testing, and other steps opponents said were not flexible enough. Public hearings are expected this spring. A California Water Board fact sheet states that 95 percent of septic system owners will not be affected by the changes – only those with failed systems or who live near a polluted stream, river or lake.

Iowa

A high school student is now responsible for solving the problem of septic systems that don’t meet state standards. Jeremy Minnier, 18, was elected mayor of Aredale in November. Along with fixing the septic tank situation, he’d like to get roads in better shape and improve the look of the downtown.

Missouri

State officials say they will likely forgive fines for a tavern owner who has failed to renew his septic system permit, which expired in 2007, or file reports since as far back as 2004 – if the owner comes into compliance with state law. If not, the tavern owner faces fines of up to \$10,000 a day for each violation, or more than \$97 million.

Michigan

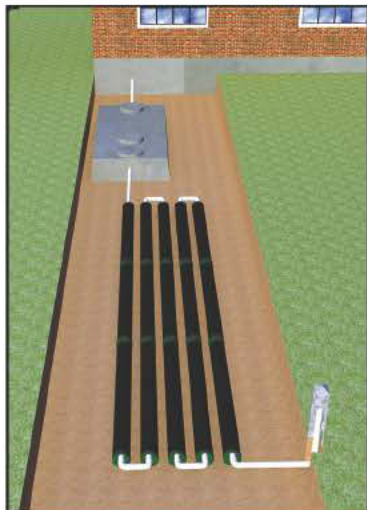
Grand Traverse County is considering a tax on septic and holding tank owners to cover the cost of operating a septage plant that collapsed shortly after it began operating in 2005. The Grand Traverse County Septage Treatment Facility is expected to lose \$400,000 in 2012. Local officials say the plant is receiving half the septage it was projected to get. The annual tax of about \$35 per homeowner would help cover the cost of operation, while the charge for disposing of septage would be cut in half, to 6 cents per gallon. Local officials reached a \$725,000 settlement for the flawed design and construction of the plant. Several local townships are on the hook for the project because they guaranteed the bonds used to finance the plant. ■



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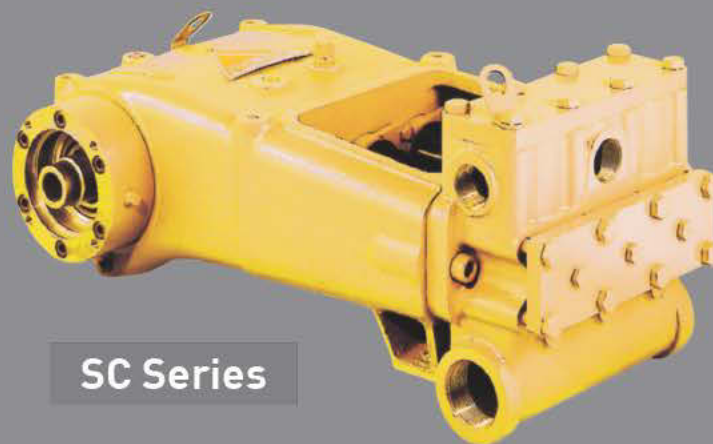
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YOUR BEST BET TO COLLECT DEBT?

CIRCUMSTANCES WILL DICTATE WHETHER YOU EMPLOY A COLLECTION ATTORNEY OR COLLECTION AGENCY WHEN YOUR OWN ATTEMPTS TO SEEK PAYMENT FAIL

By Judy Kneiszel

If you've got a customer with significant outstanding invoices, and you've done all you can as far as calling, sending letters, and trying to arrange personal meetings to arrange a payment solution, your next step may be to involve a debt recovery professional.

There are two options when it comes to hiring debt recovery assistance: a debt collection agency or a lawyer who specializes in debt collection. And there are several factors to consider when choosing the option that will best serve your business.

WHEN TO HIRE A PROFESSIONAL

First consider the amount the delinquent customer owes. Hiring a collection professional for a minimal debt is impractical. But you have to decide what a practical cut-off amount is for your company ... \$100? \$500? \$1,000? Also consider how important it is to your business to have this particular customer pay back the debt in question. If it's someone you never plan to do business with again, hire a collection professional as soon as possible. If it's a long-term customer you'd like to retain in the future, you may want to continue trying to work out payment arrangements with them privately.

A good rule of thumb is to get serious about collections when an invoice is 90 days delinquent (120 days after it's sent out). But number of days isn't the only indicator that you aren't getting paid. Aside from missing payments, there are other warning signs a customer is not planning to pay. These include:

- Relocating without submitting a change of address with the postal service
- Refusing to respond to your phone calls, bills or final notice letters
- Denying that he or she owes you money
- Disputing the quality of service provided in an attempt to justify refusal to pay.

If your debtor shows any of these signs, you may not want to wait past 30 days to hire a collection professional. Time is of the essence because, in general, after three months you can expect to collect only about 75 cents of every dollar owed. After six months the amount drops to about half. After a year you're lucky to get a quarter of the delinquent amount.

THE COLLECTION AGENCY ROUTE

Collection agencies essentially do the same things you do when a customer is delinquent - make calls and send letters - however, they have the time, personnel, equipment and technology to do it efficiently and effectively.

When it comes to technology, make sure the collection agency you hire employs skip tracing. This means if your debtor moved without leaving a forwarding address and has disconnected the telephone, the collection agency can access databases to locate them.

Also make sure the agency you are considering is licensed in the states where the debtor is located. You don't want your debt illegally collected through an unlicensed agency.

Finally, verify the collection agency has errors and omissions insurance. This protects you and the collection agency if a debtor sues over tactics used to collect on behalf of your business.

The cost of hiring a collection agency varies, depending on the amount of business you bring them as well as the amount of debt in question. Most agencies keep 25 to 30 percent of the amount they collect, but it can go as high as 50 percent.

THE COLLECTION ATTORNEY OPTION

The main difference between a collection agency and a debt collection attorney is that the latter can ultimately take your delinquent customer to court. If the debt is large enough to sue over and you are willing to go the distance and take the delinquent client to court, hiring a collection attorney from the beginning makes sense.

A collection attorney may charge an hourly fee, retain about one-third of the amount recovered, or both. Some attorneys have a set minimum fee, or require the debt be of a minimum amount. Court-related fees and any other charges related to a lawsuit will be your responsibility. Considering this, if you're not willing to take your customers to court over a past-due account, then there's probably no reason to hire a debt collection attorney.

MAKE SURE THE COLLECTION AGENCY YOU HIRE EMPLOYS SKIP TRACING. THIS MEANS IF YOUR DEBTOR MOVED WITHOUT LEAVING A FORWARDING ADDRESS AND HAS DISCONNECTED THE TELEPHONE, THE COLLECTION AGENCY CAN ACCESS DATABASES TO LOCATE THEM.

MORE ABOUT COSTS

Before you hire either a collection agency or collection attorney, ask firms you are considering to provide a client list. It may be a benefit to you if they have other clients in industries similar to yours. Meet the owner or manager of the collection agency, or the partner in the law firm before you decide. Consider their success rate, any upfront or hourly fees and the percentage of collections they retain.

If an agency's success rate is 70 percent, meaning they collect 70 percent of every dollar they go after, plus they retain 20 percent of any amount they collect, and you hire them to help collect a \$20,000 debt, they'll retain \$3,080 ($\$20,000 \times 70\% = \$14,000 \times 22\% = \$3,080$). In other words, probably the most you can expect to recover of a \$20,000 debt you put in this agency's hands is \$16,920.

To avoid any surprises, get rates in writing up front. It's not always wise to base your decision on which firm comes in with the lowest rates, however. There is an argument to be made that the agency that keeps a higher percentage of any debt it recovers will be more motivated to bring in the cash. ■



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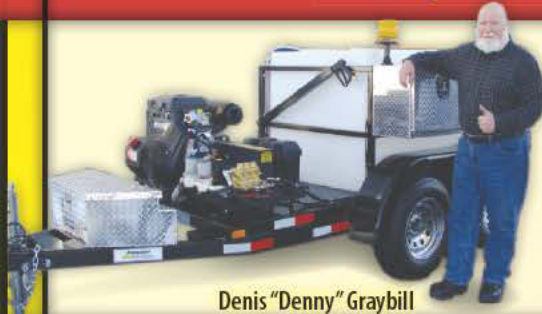
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Welcome New Association Partners in Alberta and Nebraska

By Courtney Peterson

The National Association of Wastewater Transporters is pleased to work with the Nebraska Onsite Wastewater Association (NOWWA) and Alberta Onsite Wastewater Management Association (AOWMA). Through these relationships we are able to offer a range of training, certification and continuing education programs. The NAWT Operation and Maintenance (O & M) Training course is one of the educational tracks at both the NOWWA annual conference in Lincoln, Neb., and the AOWMA annual conference in Edmonton, Alberta, Canada.

The NAWT course concentrates on the operation and maintenance of conventional technologies: septic tanks, gravity trenches, pumps and low pressure pipe systems, while introducing participants to media filters and aerobic treatment units.

At the end of the session, an exam is given for service providers who want to be listed as NAWT-certified in Operation and Maintenance, Part 1. This course is a prerequisite for Operation and Maintenance Part 2, which takes a close look at how aerobic treatment systems and media filters operate, and what needs to be done to maintain them. In addition, disinfection methods are discussed, including chlorination and ultraviolet.

Just as with the NAWT certified inspectors, contact information for service providers who have passed the Part 1 certification exam will be posted on the NAWT website. This course also qualifies for recertification credit for the NAWT Inspection Certification.

If you, or your state, local or regional association that represents members of the onsite wastewater treatment industry is interested in partnering by offering training and certification, contact the NAWT office at 800/236-NAWT (6298). NAWT provides education tracks in Onsite Wastewater Treatment System Inspection, Operation and Maintenance (I & II), Vacuum Truck Technician Training, and Onsite Installer Professional Training.

Join NAWT Training at the 2012 Pumper & Cleaner Environmental Expo

It's hard to believe at the end of this month so many of us will be heading to Indianapolis to attend the Pumper & Cleaner Environmental Expo

International. I am sure the city will still have the lingering energy of hosting Super Bowl XLVI. The Indiana Convention Center next to Lucas Oil stadium will be prepped and ready for everyone attending the world's largest annual trade show for environmental service professionals.

The two days prior, Feb. 25 and 26, NAWT will host a pre-Expo training opportunity where you can become certified or get recertified. The two-day Onsite Inspector Training Course or the Operation and Maintenance Course will be offered as well as the one-day Vacuum Truck Technician Training Course.

Thinking about becoming a NAWT member? Well, this is the right time because you cannot get a better value for your dollar, and the membership will pay for itself. An Independent/Company Membership is \$150/\$300. With this membership you will get \$100 off registration for the training and certification at the pre-Expo, one free admission to the Expo – a \$70 value – free annual *Pumper* subscription, and many of our other membership benefits.

Following our two-day warm-up, the real show begins full of exhibits, networking, educational opportunities and more. Monday, Feb. 27, is Education Day and NAWT is providing a lineup of speakers with valuable information for you and your company. Join us and welcome these representatives and experts from the industry:

8 a.m. Bob Kolvey, *What I Need to Know About Trucking Safety.* Learn about new compliance, safety and accountability requirements and how they impact drivers and companies.

9:30 a.m. Kit Rosefield, *Setting the Dose, Establishing The Pump Delivery Rate and Relative Control Sensor Adjustment.* Learn about various types of pumps and sensors, measuring tank capacities, performing a drawdown test, and determining the pump delivery rate and how it all relates.

11 a.m. Jim Anderson, *Certification and Septic Inspections.* Learn the importance of inspection compliance, inspection and evaluation, and the value of inspection certification.

1 p.m. Tom and Todd Frank, *Is There Value in Processing My Own Sludge?* Providing a tool to evaluate and determine treatment facility costs. Individual appointments may be scheduled with the Franks to discuss specific situations.

2:30 p.m. Jeff Rachlin, *Maintenance Frequency Standards and Requirements.* Learn the protocol required for maintenance of onsite wastewater disposal systems based on the technology and factors affecting the system performance.

4 p.m. Dave Gustafson, *Working with Small Communities: System Management.* This will be a template overview and discussion of the activities surrounding management for small communities' soil-based treatment systems.

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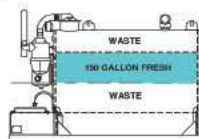
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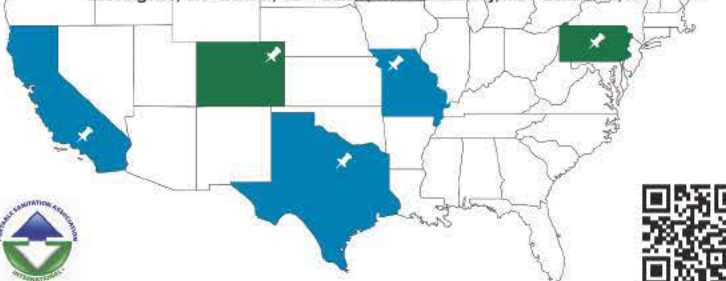
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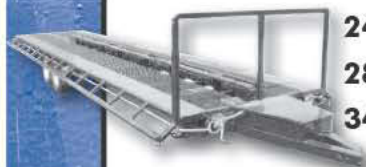
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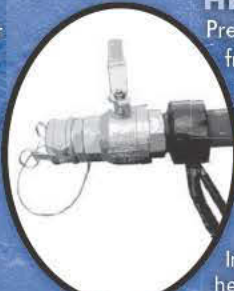
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TECHNOLOGY AND SOCIAL MEDIA WILL HELP YOU MAKE THE MOST OF THE PUMPER & CLEANER ENVIRONMENTAL EXPO

By Judy Kneiszel

Not long ago, all a trade show attendee needed to make the most of the event was a stack of business cards and a comfortable pair of shoes. But look around the 2012 Pumper & Cleaner Environmental Expo International and you'll see organizers, attendees and exhibitors armed with smartphones, tablets, notebook computers or laptops. They will be texting, tweeting, emailing, blogging, photographing and recording video. At the end of each day, complaints of tired, aching feet may be accompanied by complaints of tired, aching thumbs.

Like it is the other 51 weeks of the year, social media is a source of news and information during the Expo. But, during Expo week when so much is happening in one place at one time, social media can be even more crucial to your business communications. While attending the Expo you can use social media both to keep track of what is happening at the show and to share information with others at the show and back home.

SOCIAL MEDIA AT THE EXPO

If you are on Twitter, search for comments about the Expo using hashtags and also use them in your own tweets so other people interested in the show can find them. The hashtag symbol (#) used before relevant keywords in a tweet categorizes the tweet to show more easily in Twitter search. Clicking on a hashtagged word in any message shows you all other tweets in that category.

Similarly on Facebook and LinkedIn, you can announce your company's attendance at the Expo as well as any related news and events. You'll also want to keep an eye on Facebook to see what's being posted at www.facebook.com/PumperMag and www.facebook.com/pumpershow, and share thoughts and impressions about the show.

COLE Publishing, which creates this magazine and organizes the Expo, will have a mobile site for attendees to use at the event. The site will feature a searchable list of exhibitors and

booths, a general schedule, and a more detailed educational schedule. Check out the mobile site at <http://m.pumpershow.com>.

One thing you don't want to do is waste time at the Expo, so make sure your team has Internet-ready smartphones or tablets set up with the right applications for social media use. Be sure to bring chargers to power up devices at night and have a large enough memory card if you are going to take a lot of pictures or video.

In general, using social media at a trade show is easiest on a mobile device. A laptop computer can be inconvenient and cumbersome to carry around on the floor, but handy when you want to download photos off your phone at the end of the day.

While at the Expo, you can send out real-time updates of what's going on all around you using Facebook or Twitter. You can also use YouTube to stream videos and Flickr to upload photos.

Another use for technology on the Expo floor could guarantee you get the "show discount" on

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a purchase. Suppose you see a product you like, but need authorization to buy it. Now you don't have to wait to discuss it after you get home. Simply snap some photos and email them to the boss. If he or she doesn't understand how the item works, make a video of the sales representative demonstrating it.

I SPY ... QR CODES

While walking around the Expo, you may see QR codes on printed materials in some exhibitors' booths. QR stands for "Quick Response" and refers to those black and white squares that are really a two-dimensional barcode readable by a variety of devices including smartphones.

The amount of information that can be contained in a QR code is about 4,300 characters. That's enough for a business professional to include contact information and some personal background or product information, which is more than will fit on a standard business card.

Newer smartphones come with QR code readers installed. If your phone doesn't have one installed, try Google Goggles or on an iPhone, the App Store to download a free reader.

Once you have the QR code reader installed, simply activate the application and take a quick snapshot of the data label with your camera.

If you'd like to use a QR code on your own company materials, the technology for creating

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them is usually free. There are also dozens of Web services that will create them for you.

There are plenty of places a QR code can be used, especially at a trade show. Try putting a code that contains all your contact information on your business card and then attach it to your show badge so people you meet can simply scan your card. If you want to be more memorable, have the QR code put on a baseball cap and ask people to scan you!

You can also put a QR code on flyers, brochures and other print collateral. That way, people have the option of scanning or taking these items with them. Those who are more technology oriented will appreciate you lightening their load. You may find after the show you've distributed fewer business cards, but made more contacts. And having your contact information scanned to someone's phone makes it much less likely to get lost.

THE PARTY ISN'T OVER

When the show is over and you're back at the office, don't assume your Expo social media efforts are over. Follow up with the leads you generated by connecting with them on LinkedIn or sending follow-up notes via email. Upload more media and recap the event for those who couldn't make it this year.

And then ... begin planning your social media strategy for next year's Expo. Did you observe other attendees using technology and social media applications in ways you hadn't thought of but would like to try? Could some of the things you tried have been done more effectively or efficiently? You've got a year to gear up for next year's Expo! ■



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KEEP AN EYE ON LAWMAKERS

VIGILANT WISCONSIN PUMPERS BEAT BACK LEGISLATION TO ALLOW SURFACE DISCHARGE AND LAX HOMEOWNER SEPTIC SYSTEM INSPECTION ... FOR NOW

By Doug Day

During an already contentious budget battle in the Wisconsin state legislature, a little-known, and last minute, amendment almost made surface discharges allowable for septic systems in the state. Since it was part of the budget bill, there were no hearings on the issue, no debate, and no public notice. But the Wisconsin Onsite Water Recycling Association was able to get the language removed. "Within an hour of getting it removed, it was made clear that a stand-alone bill will be introduced with the same language," says WOWRA President Todd Stair.

According to Stair, the bill would have removed surface discharge as a reason county inspectors could require replacement of a septic system, unless the discharge crosses the lot line. If the homeowner could divert the discharge from the lot line, replacement would not be required. "A homeowner could conceivably have a 3-acre pond of sewage and not be required to replace the system," Stair wrote in a message to WOWRA members.

The budget language also said a county could not require replacement unless the household had an income that exceeded the poverty level by 300 percent and homeowners could get a grant to cover 75 percent of the cost.

Stair says the law would still require replacement if wastewater would get into surface water, groundwater, zones of saturated soil, bedrock or even drain tiles. "I would like someone to explain to me with a straight face how wastewater entering drain tile is more dangerous than at the surface where pets, children, insects, flies, and mosquitoes can come in direct contact with it and easily transport pathogens," Stair says.

Stair adds that a few state regulators have supported adding another provision that would allow residents to determine on their own if their septic system needs pumping. They can do that now if they take classes to become a POWTS Maintainer, but some regulators have expressed support for removing the training requirement.

Stair talked to *Pumper* about the surface discharge provision, how WOWRA learned of it, how they fought it, and what others can learn from the situation in Wisconsin:

***Pumper:* How did you learn of the proposal to allow surface discharges?**

Stair: I learned of the budget provision from two different sources at about the same time. I heard of it from a WOWRA board member who is involved in county code administration, and from Pat Essie, our executive director and lobbyist.

"WE HAVE TO CONTINUE TO LET ELECTED OFFICIALS KNOW THAT ONSITE SYSTEMS NEED TO BE TAKEN SERIOUSLY AND ALLOWED TO BE DESIGNED, INSTALLED AND REGULATED IN A WAY THAT PROTECTS PUBLIC HEALTH, NOT IN A WAY THAT MAKES AN ELECTED OFFICIAL LOOK GOOD TO THEIR CONSTITUENTS FOR POLITICAL REASONS."

Todd Stair

***Pumper:* What did it take to get the provision removed from the budget bill?**

Stair: We sent emails to legislators and had members contact their legislators. Pat personally went to the Capitol and had several days of face-to-face contact with the person who drafted the budget item as well as legislators who would vote on the budget. He let them know that we didn't think it was prudent to insert it into the budget rather than drafting a bill, that it would overturn decades of protection of public health, and that it was a very dangerous thing.

It was important that people in our organization worked together to bring this to everyone's attention, get the word out, contact our elected officials, and to have our lobbyist at the Capitol, at the 11th hour, to give our side before they passed something.

***Pumper:* Given the economy, is this something other states should worry about?**

Stair: It's very possible. Everyone should worry about allowing surface discharge or ponding of any effluent or septage. In Wisconsin, we've considered any surface discharge to be a failed system, so to just allow



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WISCONSIN IS NOT ALONE

Parker County, Texas, voted to allow homeowners to conduct their own septic inspections, without training, rather than having systems checked by a licensed contractor. The provision also would allow homeowners to maintain their own systems if they've had six hours of training.

a person who is not knowledgeable to arbitrarily make this code change based on constituent requests is just absolutely dangerous. The Wisconsin onsite wastewater industry has long prided itself as a no-surface-discharge state that has led the nation in protecting public health through uniform codes used by licensed professionals.

Pumper: Do you have suggestions for individuals and industry organizations about staying on top of such things?

Stair: If I wasn't a member of WOWRA, I don't know how I would have found out about this. If our organizations didn't have members who were part of county code administration or didn't have a lobbyist who was very sensitive to our issues, this could easily have been snuck through the budget process.

We have to continue to let elected officials know that onsite systems need to be taken seriously and allowed to be designed, installed and regulated in a way that protects public health, not in a way that makes an elected official look good to their constituents for political reasons. We have a code change process that opens it up to public comment and scrutiny.

Pumper: What are you doing to fight any new bill that would be proposed?

Stair: We're keeping our eyes and ears open to see if it's going to come back as a stand-alone bill. At least at that point we will have the normal opportunity to scrutinize it, debate it, and to tell our side to those who have to vote on it so they can understand what they are voting on. We are talking to our legislators now so that if the bill does come back, they will be well-informed of our position and will be aware of the dangers of allowing surface discharges.

Pumper: What lessons have you learned?

Stair: There is power in numbers. Being part of a larger organization not only helped us catch this but it also helped us mobilize many people to deal with the elected officials. Many groups were helpful that week during the budget process, including the Wisconsin Counties Association, Wisconsin County Code Administrators, Wisconsin Builders Association, Associated General Contractors, the Wisconsin Ready Mixed Concrete Association, the Department of Commerce, the Department of Natural Resources, Wisconsin Precast Concrete Association, and the Wisconsin Land and Water Conservation Association.

Last year, we had legislation dealing with crane and heavy equipment licensing that was introduced at the last minute that we had to defeat. I wonder how a person who is not involved in something like WOWRA would know these things are occurring. Legislators will listen to small businesses, so it's very important to stay in tune with what is being proposed legislatively and to stay in touch with your elected officials to let them know the consequences of things they are trying to pass. ■

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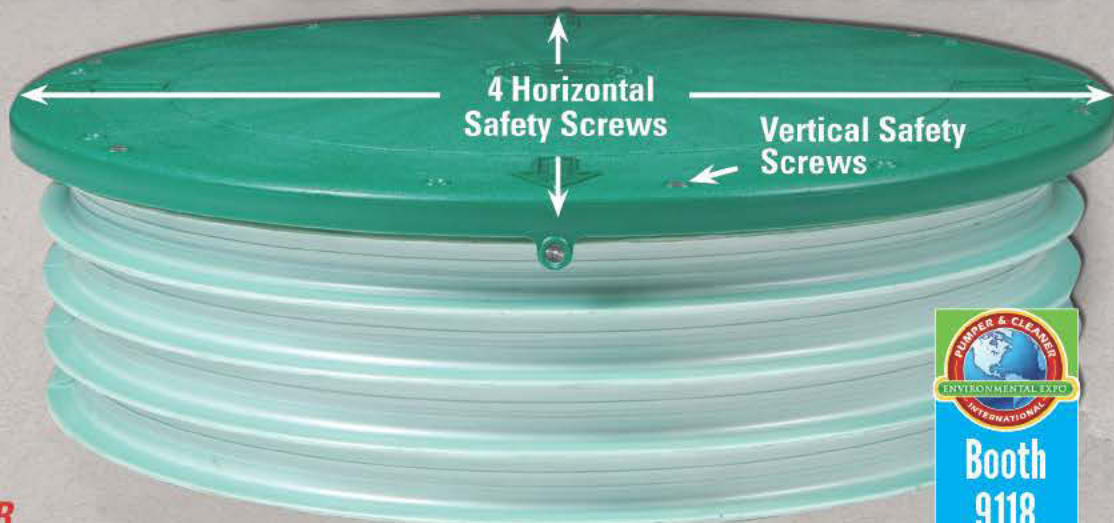
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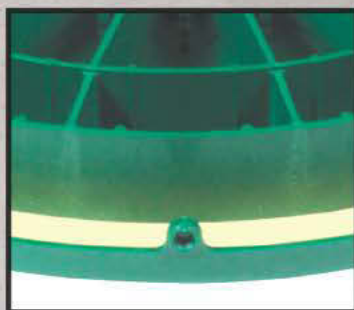
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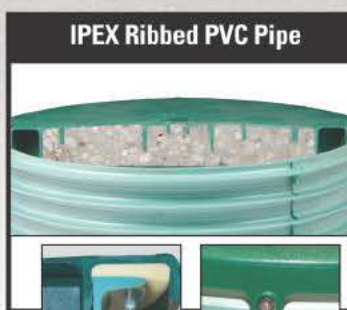
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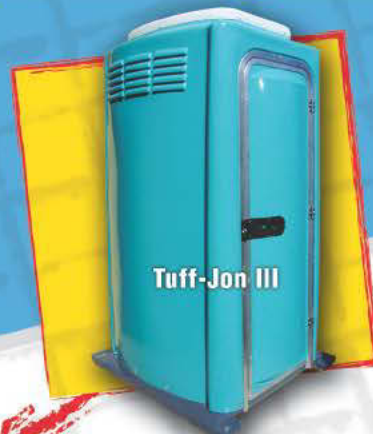
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By Ted J. Rulseh

Fountain Square Theatre, a two-minute cab ride and only a mile-and-a-half from downtown Indianapolis at the intersection of Virginia Avenue at Shelby and Prospect streets, was the first commercial historic district in Indiana. Its buildings span more than a century from 1871 to the present.

Extensively renovated starting in 1993, the building houses entertainment and events in the Fountain Square Theatre, art galleries and studios, two restaurants, seasonal rooftop dining, a cocktail bar, and duckpin bowling in either of two vintage alleys.

Duckpin bowling was born in Baltimore in 1900 and was a favorite of Babe Ruth. It uses smaller balls and pins and has different rules. The Action Duckpin Bowl has been restored with authentic 1930s vintage bowling equipment and eight lanes. A café area seats up to 120 guests, and surrounding windows give a great view of downtown.

The Atomic Bowl Duckpin, in the building's basement, has seven lanes with authentic 1950s and 1960s bowling equipment, along with displays of mid-century bowling collectibles. A café seats up to 90 guests. Visit www.fountainsquareindy.com.

Bar and lounge

The **ball & biscuit**, two minutes from downtown at 331 Massachusetts Ave., is a bar and lounge set in the cultural corridor of the Mass Ave neighborhood. True to its eclectic surroundings, it has the laid-back atmosphere of a Prohibition-era speakeasy.

From the 150-year-old quarter-sawn wood floor, to the distressed leather chairs, the exposed brick walls and the tin ceiling, the place is a neighborhood bar at heart. The menu includes craft beers, boutique wines and unique cocktails that range from pre-Prohibition classics to modern concoctions. Unique bar foods are served in an atmosphere of background music conducive to good conversation. Visit www.ballandbiscuit.com.

Casual dining

Black Market is a new gastro pub at 922 Massachusetts Ave., four minutes from the Convention Center. It serves up "comfort food" with an Indiana

flavor along with local beers and wines. Foods made with old-fashioned pickling and preservation methods often appear in the restaurant's dishes. Entrees like ale steamed mussels, rainbow trout, mushroom dumplings and the Black Market burger are served in a casual atmosphere where diners in a suit or jeans are equally welcome. Entree prices range from \$12 to \$22. Visit www.blackmarketindy.net.

Historic site

Dominating the five-block picturesque setting of War Memorial Plaza in downtown Indianapolis, the **Indiana World War Memorial** sits 210 feet above street level. This mausoleum-style limestone and marble memorial honors Hoosiers killed during World Wars I and II, the Korean War and the Vietnam War.

The memorial, at 431 N. Meridian St., includes multiple standing figures that symbolize courage, memory, peace, victory, liberty and patriotism. The Shrine Room, with 24 stained glass windows, provides the setting for a 17-by 30-foot American flag suspended from the ceiling. A military museum in the basement follows the history of Indiana soldiers from the Battle of Tippecanoe through the most recent conflicts. Visit www.in.gov/iwm.

Shopping

Midland Arts & Antiques in downtown Indy can keep you occupied for hours with four floors full of art and antiques from more than 200 dealers from around the Midwest. Located at 907 E. Michigan St., four minutes from the Convention Center, the market has been a destination for more than 15 years. Merchandise includes decorative items, works by local artists, furniture, pottery, vintage jewelry, 1950s collectibles, china and a great deal more. Visit www.midlandathome.com. ■

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A LINE IN THE SAND

IF THE LONG TERM ACCEPTANCE RATES DON'T ADD UP FOR TRENCHES IN SANDY SOILS, A NEW SYSTEM MAY REQUIRE PRESSURE DISTRIBUTION

By Jim Anderson

QUESTION: In previous articles in *Pumper* and *Onsite Installer*, soil sizing charts were mentioned that identify rapid perc rate, fine sandy soils as being comparable to loamy soils in sizing capacities and treatment capabilities. Our state of Nebraska is reviewing several possible regulation changes and I would like to get the addition of a fine sand classification included in these changes. Our regulatory group was not aware of any research data to support the assumptions that the fine sands and loamy soils have the same treatment characteristics.

Our current regulations require soils with perc rates faster than 5 minutes per inch be "modified" through the physical process of removal and replacement with a loamy sand liner, with the final objective being that this modified liner perc between the rates of 15-20 minutes per inch. This entire process is not only very time consuming and extremely unpredictable; it may be unnecessary if the soil performance assumptions above can be supported.

ANSWER: In essence, the question is: Why are loading rates used for the design and installation of soil treatment areas different for different types of sandy soils? The articles the questioner refers to were written by Dave Gustafson and myself for *Onsite Installer* three years ago and a recent Answer Man article.

BIOMAT 101

Before answering the question directly, let's briefly review what happens when septic tank effluent is introduced into soil using gravity distribution.

Effluent flows from the septic tank into the soil treatment trench through a few of the 1/2-inch holes in the distribution pipe, then through the distribution media to the soil surface. When the effluent reaches the soil, a condition called biomat is created. The biomat is formed by anaerobic bacteria in the effluent and any finely sized organic suspended solids carried over from the septic tank. The bacteria secrete a sticky substance around the outside of soil and rock particles. The biomat develops along the trench bottom and ponds the effluent in the trench. As the liquid in the trench rises, biomat develops along the sidewalls.

The main result of biomat formation is dramatic slowing of the infiltration rate of the effluent into the soil, creating unsaturated flow conditions. This is ideal for growth of aerobic bacteria and other soil organisms that help with treatment of pathogens and other contaminants. This is good news, and explains why the biomat – when properly managed – is a necessary component of soil treatment capabilities. In addition, the biomat reaches equilibrium. If effluent quality is maintained, the biomat will have the same thickness and permeability over time.

This condition is referred to as the Long Term Acceptance Rate, or LTAR. The LTAR is related to soil texture class, soil structure and consistency to predict the loading rates in soils where the biomat is fully developed. Research on these relationships has been conducted since the early 1970s and in fact, the condition was recognized as early as the 1950s.

SANDY SOILS ARE DIFFERENT

These relationships are reflected and used in almost all current state codes dictating the design and installation of onsite sewage treatment systems. Sandy soils are the one exception.

Since the sandy soils particle size is larger (0.05-2.0 mm), the size of the pores are also larger, allowing effluent to move rapidly into and through the

Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil Water and Climate, education coordinator for the National Association of Wastewater Transporters, and a recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Send Anderson questions about septic system maintenance and operation by email to editor@pumper.com.



sand, often without forming a biomat. This rapid movement does not allow time for treatment. So in the early '70s and again as recently as 2006, column studies were conducted looking at virus removal in sands under different loading rates. These studies showed good virus removal in 2 feet of sand if the loading rate does not exceed 1.2 gallons per square foot/day. This is the loading number for sands found in most of our codes today.

COLUMN STUDIES WERE CONDUCTED LOOKING AT VIRUS REMOVAL IN SANDS UNDER DIFFERENT LOADING RATES. THESE STUDIES SHOWED GOOD VIRUS REMOVAL IN 2 FEET OF SAND IF THE LOADING RATE DOES NOT EXCEED 1.2 GALLONS PER SQUARE FOOT/DAY.

In the early- to mid-1980s, we conducted research looking at the hydraulic performance of a proprietary product designed to replace rock as the distribution media in soil treatment trenches. One of the research sites was on a sandy outwash plain. Here the sandy soils consisted of greater than 50 percent fine and very fine sand particle sizes.

One unexpected result of this study showed a thin biomat formed in the soil and this biomat was very effective at reducing the flow rate into soil. Over several years of study, the biomat showed an acceptance rate of 0.6-gallons/square foot/day. This was confirmed over the next several years and the loading rate was incorporated into the Minnesota state code.

Another interesting note on how these sandy soils react to septic tank effluent: If you conduct a percolation test, the rate would be in the range of 30 seconds to 3 minutes per inch; so you would not distinguish these soils from other types of sands on the basis of percolation rates.

THE BOTTOM LINE

So what about the treatment approaches in these soils? For the coarse and medium sandy soils, the only way to ensure the loading rate doesn't exceed 1.2-gallons/square foot/day is to spread the effluent out evenly over the entire soil treatment area. This means that a low-pressure distribution system is used. This assures adequate time for treatment to occur.

In the "old days" we said gravity trenches were suitable for fine sands if the system was divided into four equal parts and loaded sequentially to quickly form a biomat. Recently, we have moved away from this approach because the biomat hasn't formed as rapidly or as uniformly as we thought. Minnesota now requires pressure distribution in these sands as well.

Another question that arises: Can't we add some finer textured material (sandy loam for example) to the trench to provide treatment? While this can be successful, it is time consuming and expensive. In addition, if you have too many fines (silt and clay size particles) in the material, you run the risk of reducing the acceptance rate below 0.6-gallons/square foot/day. So the most cost-effective approaches are dividing the system into four equal parts or using pressure distribution. ■

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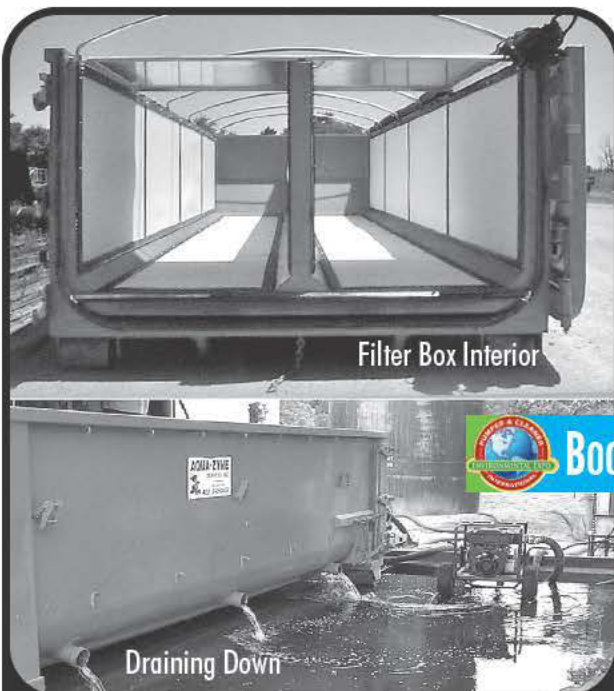
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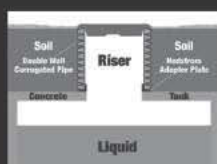
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Infiltrator Acquires Advanced Drainage Systems

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.

NSF Publishes Water Reuse American Standard

NSF International published an American national standard for commercial and residential onsite water reuse treatment systems, NSF/ANSI 350. The standard establishes criteria to improve awareness and acceptance of water reuse technologies that reduce impacts on the environment, municipal water and wastewater treatment facilities and energy costs.

SSPMA Revises Certified Pump Listing

The Sump and Sewage Pump Manufacturers Association revised a listing of sump, sewage and effluent pumps that meet or exceed industry standards. Pumps bearing the SSPMA-Certified seal have been tested and rated in accordance with SSPMA industry standards. Participating companies include Champion Pump, Crane Pumps and Systems, Franklin Electric WTS, Glentronics, Liberty Pumps, Pentair Water, Wayne Water Systems and Zoeller Co. The complete listing of certified model numbers can be found at www.sspma.org.



Rita Smith, executive director of NCADV, accepts a donation from Grant Salstrom and Godwin's Charitable Contributions Committee.

Godwin Donates to National Coalition Against Domestic Violence

Pump manufacturer Godwin made a donation to the National Coalition Against Domestic Violence. The organization works to eliminate domestic violence, empower battered adults and children, promotes and unifies direct service programs, alerts and educates the public and promotes partnerships.

Godwin Pumps Changes Name to Xylem Dewatering Solutions

Godwin Pumps of America Inc. changed its name to Xylem Dewatering Solutions Inc., effective Jan. 1. Godwin will remain the brand name for the company's Dri-Prime series of pumps.

Hino, Allison Sign Multi-Year Agreement

Hino Trucks and Allison Transmission Inc. signed a multi-year agreement that will make Allison the exclusive transmission for all current and future Hino conventional trucks in the U.S. ■

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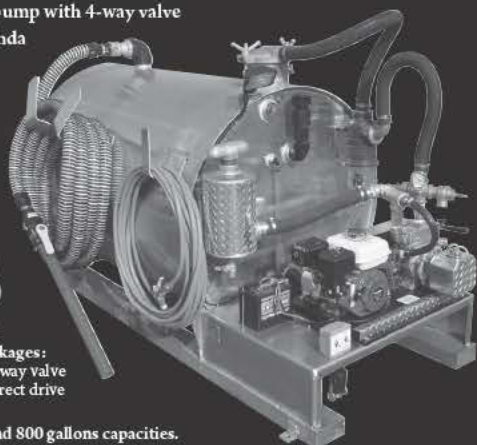
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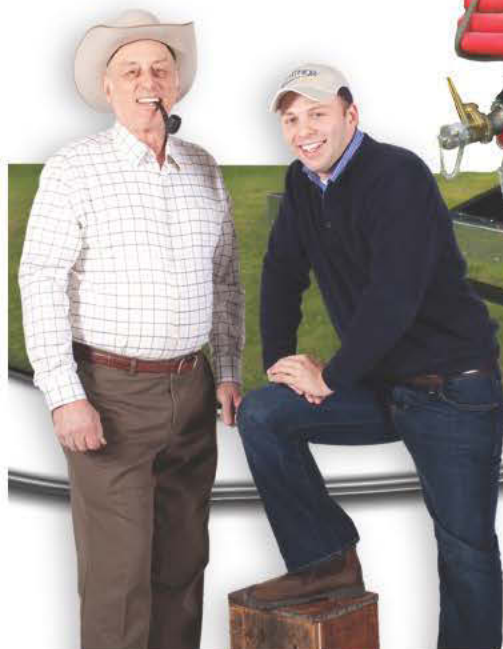
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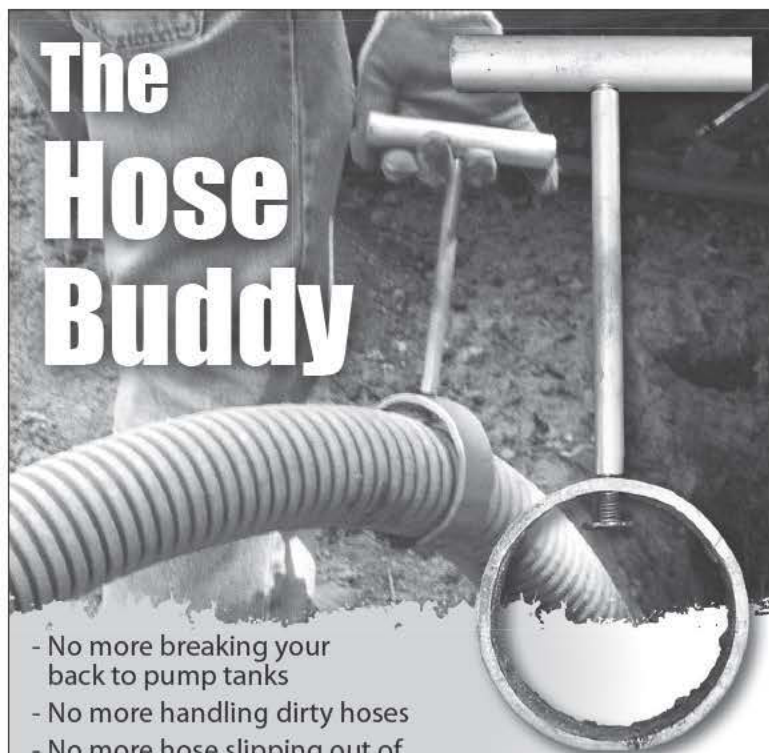
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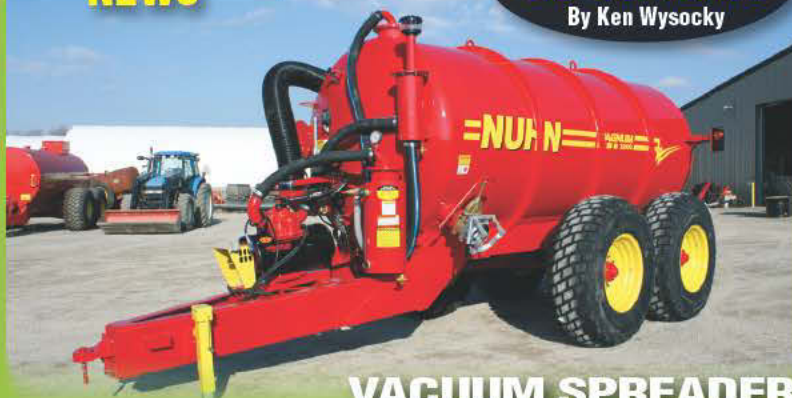
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Product NEWS

in the SPOTLIGHT

By Ken Wysocky



VACUUM SPREADER OFFERS LAND-APPLICATION VERSATILITY AND PRODUCTIVITY

The Magnum vacuum spreader from Nuhn Industries Ltd. helps liquid waste haulers boost productivity and profitability and offers injection capability, which eliminates the odors typically associated with land application.

"Time is money," says Ken Prince, the company's operations manager. "The faster you can load and unload, the more profitable you can be."

"Your equipment costs the same amount of money, you can only drive a certain speed, and you can only spread so fast in a field," he continues. "So the only place where you can really save time is during loading and unloading. And if you can cut loading and unloading time, you can increase your number of service calls per year."

Prince says the spreader can load 6,500 gallons of sludge in about two minutes and 20 seconds. A more powerful, dual-ported rotary vane vacuum pump delivers the increased loading and unloading speeds. Two pumps are available: on the Magnum 400, the pump can produce 400 cfm at 15 inches Hg, and the pump on the Magnum 600 can generate up to 600 cfm at 15 inches Hg.

"We upgraded our vacuum pumps," Prince says. "The advantage is that they achieve higher vacuum levels as well as higher cfm's because there aren't any restrictions in the housing. Because of the dual ports, air can go out as fast as it comes in. They also run cooler and use less oil than conventional vacuum pumps."

Made of heavy-duty, 1/4-inch steel, the spreader's unibody-construction tank carries a five-year warranty. Capacity ranges from 600 to 7,500 gallons. A dual-

tank configuration, called the Quad Train, provides capacity of up to 13,500 gallons. The tank includes a large, 5-inch, bubble-type fill gauge. The tandem model offers extra inlet ports at the front and rear, Prince says.

An optional 22-foot-long vacuum arm, which hydraulically retracts onto a cradle built onto the side of the tank, enables operators to off-load waste without driving transport trucks into fields.

"Environmentally, it's the cleanest and most efficient way of moving sludge – no mess or dropping (waste) on the ground," Prince says. "Highway vehicles stay on the highway, where they belong. You don't want trucks going out into the field and then dragging sludge or manure back onto the roads. It's a big issue."

The spreader can either inject or top-dress waste. Prince says more customers prefer to inject waste because of the odor elimination.

"In populated areas, that's an advantage," he says. "Plus, if you can smell the waste, that means you're losing nutritional value in soil. If you top-spread liquid manure, you lose 40 to 60 percent of the nutrient value (nitrogen) in a 4- to 6-hour period."

Other features include an 8-foot, 6-inch tongue for better handling and visibility; a clevis or pintle hitch; an 11-foot width, which matches road and tractor widths; an in-tank wash system; pressurized unloading, which allows for even spreading no matter how full the tank is; and a spreader control valve on the front of the tank, where the operator can see it while driving. 877/837-7323; www.nuhn.ca.

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GroundGrid soil stabilization from DuPont Landscape Systems is a geotextile that uses a three-dimensional honeycomb grid structure to provide ground stabilization for landscape and construction projects. www.dupont.com.

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The multi-duty heating blanket from Powerblanket can thaw frozen ground (up to 24 inches deep) and protect construction materials and machinery from freezing. Featuring GreenHeat technology, the blanket uniformly distributes an insulated barrier of heat while consuming low levels of energy. Blankets range in size from 2 by 2 feet to 11 by 23 feet. Custom sizes are available. Standard blankets are rated to -10 degrees F. Arctic blankets are rated to -40 degrees F. 877/398-7407; www.powerblanket.com.



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The Vario Speed HMI variable frequency drive for pressure control applications from SJE-Rhombus is pre-programmed, meeting specific irrigation needs up to 500 hp. 800/746-6287; www.vfdpanels.com.



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Envir-o Linear air pumps from **Charles Austen** and distributed by Blue Diamond Pumps are designed for use with advanced treatment units. Featuring a weatherproof compact alloy casing, the frost- and rain-proof pumps have an electromagnetic diaphragm that keeps wear to a minimum. Powered by an electric motor, the pumps operate at 40 dBA. Models range from 30 lpm (7.93 gpm) to 200 lpm (52.84 gpm). 770/831-1122; www.bluediamondpumps.com.



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The Durasucker liquid vacuum truck from **Super Products** is DOT/ASME approved for use in industrial and environmental cleanups. The truck has a 3,200-gallon capacity and is designed for removing and transporting liquids, sludge and semi-solid waste. The 72-inch carbon steel tank has a maximum working pressure of 35 psig internal and 15 psig external (full vacuum). 800/837-9711; www.superproductsllc.com.

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The HeadMaster flushing portable restroom with climate control from **Callahead Corp.** has a 75-gallon freshwater holding tank and porcelain bowl. The aluminum restroom has 1/4-inch-thick walls and circular design. It comes with air conditioner and heater. Weighing 800 pounds, it stands 9 feet, 3 inches tall. Features include urinal, dual toilet paper holder, convenience shelf and coat hook. 800/634-2085; www.callahead.com/portable-toilets/headmaster.htm. ■



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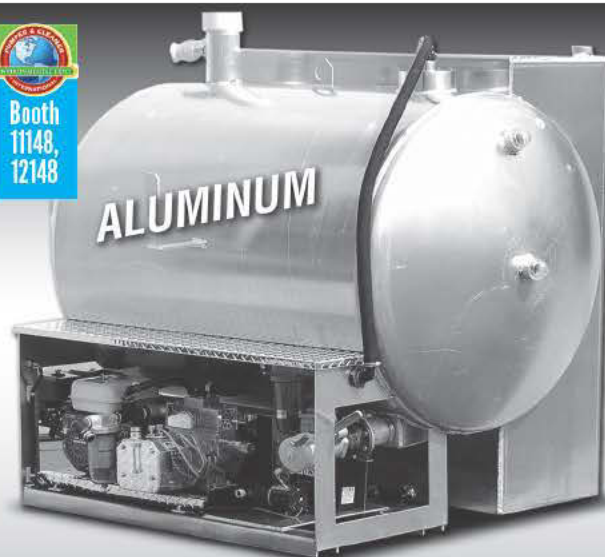
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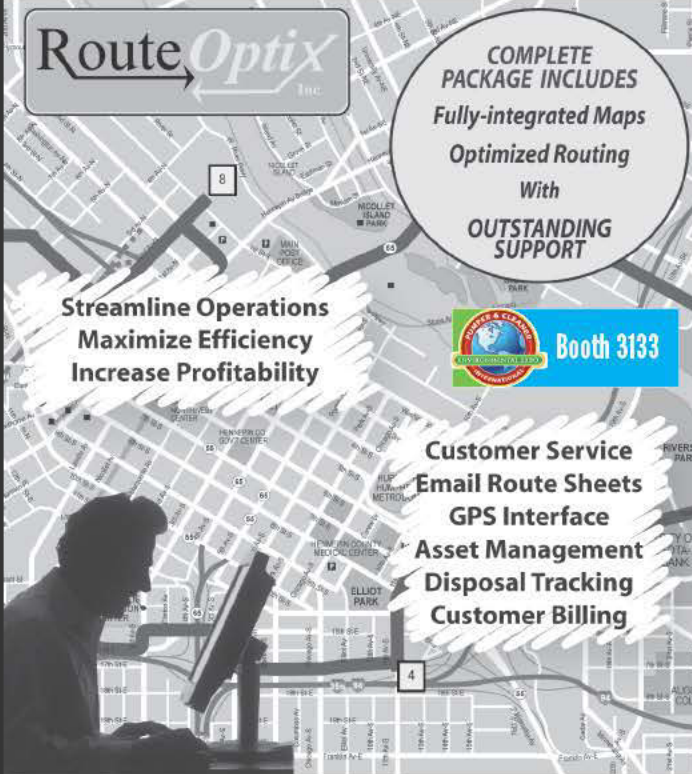
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By Scottie Dayton

MICHIGAN

Land Application Demonstrated

Michigan Septic Tank Association director Chris Sloan and family opened Sloan's Septic Tank Service in Oakley to legislators, enabling them to view proper procedures for land application of septage.

State Rep. Ken Goike, a former MSTTA director and author of a bill that would require local governments to provide receiving stations if they banned the practice, suggested the tour to satisfy his colleagues' concerns and set the stage for action on his legislation. A bill that would grant Michigan septic haulers a weight exemption during the spring weight restrictions also will be introduced in the legislature.

Onsite System Guidelines Rewritten

Larry Stephens and Ron Lindsay of the Michigan Onsite Wastewater Recycling Association assisted the state Department of Environmental Quality in rewriting the 1994 Michigan Criteria for Subsurface Sewage Disposal, which provides guidelines for the design and approval of onsite systems above 1,000 gpd. A Yahoo discussion forum has been formed. To subscribe, email MOWRA-subscribe@yahoogroups.com.

MINNESOTA

Advanced Certification Required

As of Feb. 4, Minnesota onsite professionals conducting design, inspection, and service on Type 4 or 5 systems and those with design flows greater than 2,500 gpd must have an advanced certificate. The Minnesota Pollution Control Agency will enforce the requirement. The two-part Advanced Design and Inspection course from the University of Minnesota Water Resources Center provides the proper certification.

OREGON

Members' Voices Heard

Testimony and letters from members of the Oregon Onsite Wastewater Association were instrumental in having an improved onsite code approved by the state Department of Environmental Quality. Recommendations included filing annual maintenance reports on new sand filters and pressure distribution systems, creating a time-of-sale inspection program for the state's coastal zone, and improving the approval process for alternative treatment technologies.

An article in the association's summer newsletter by Yamhill County regulator Kim Aldrich tells of a giant root mass found by Dennis Gibbens,

owner of Price-Rite Septic Tank Service in Newberg. Responding to a service call, Gibbens excavated to find a round, vertical septic tank with a 9-inch-thick root mat in the shape of the tank.

"It looked like an alien slug," Aldrich writes. Roots from a maple tree eight feet away had penetrated between the lid and base of the tank, then followed the piping to the drainfield. Aldrich invites other service providers with root stories to email them to aldrichk@co.yamhill.or.us.

WISCONSIN

New Association Manager

Essie Consulting Group hired Kimberly Cunningham as manager of the Wisconsin Onsite Wastewater Recycling Association.

Training & Education

Alabama

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

- March 7-9 - Advanced Installer I Class
- May 2-4 - Advanced Installer II Class
- May 23-25 - Basic Installer Class

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

Connecticut

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

Iowa

The Iowa Onsite Wastewater Association has these courses:

- March 16 - Operation and Maintenance Workshop, Coralville
- March 23-24 - CIOWTS Installation Overview and Test, Ainsworth
- April 27 - Operation and Maintenance Workshop, Emmetsburg

Contact Alice Vinsand at 515/225-1051, execdir@iowwa.com, or visit www.iowwa.com.

Minnesota

The University of Minnesota Water Resources Center has these classes:

- 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
- April 2-4 - Introduction to Onsite Systems, Cloquet
- April 5-6 - Installing Onsite Systems, Cloquet
- April 11-13 - Basic Onsite System Designs, Brainerd
- April 18 - Design Continuing Education, Alexandria

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- April 18-19 – Designer/Inspector Continuing Education Combo, Alexandria
- April 19 – Inspector Continuing Education, Alexandria
- April 24-27 – Advanced Design and Inspection of Onsite Systems, Part 2, St. Cloud
- April 30-May 2 – Maintaining Onsite Systems, Mankato
- April 30-May 4 – Maintainer/Service Provider Combo, Mankato

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

New England

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

- April 12 – Bottomless Sand Filter Design and Installation
- April 19 – All About Series: Septic Tanks
- April 26 – Conventional Onsite Wastewater System Inspection
- April 26-27 – Conventional Onsite Wastewater System Inspection and Field Training
- May 3 – Functional Inspections
- May 10 – Innovative and Alternative Technologies
- May 17 – All About Series: Sand Media
- May 31 – Installing Advanced Onsite Treatment Systems
- May 31 – Innovative and Alternative Technology Field Training at Peckham Farm

Call 401/874-5950 or visit www.uri.edu/ce/wq.

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

North Carolina

North Carolina State University has the following courses:

- March 13 – Basic Troubleshooting of Onsite System Malfunctions, Mills River
- March 14 – Advanced Troubleshooting of Onsite System Malfunctions, Mills River
- March 27 – Redoximorphic Features, Soil Wetness, and Water Table Relationships, Wilmington
- March 28 – Water Movement and Treatment Through Soils, Wilmington
- April 17 – Subsurface Wastewater System Operator Training School, Raleigh

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

Virginia

The Virginia Center for Onsite Wastewater Training has these classes at Pickett Park unless stated otherwise:

- March 20-21 – Wastewater Basics
- March 27-28 – Water Movement in Soils
- March 19-May 31 – Department of Professional and Occupational Regulation Test Review, Hybrid
- April 2-May 31 – Understanding the Septic Tank, Web based

Contact Lydia Shepherd at 434/292-3101 or lydia.shepherd@southside.edu or visit www.southside.edu.

Calendar

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, Northfront Business Resource Center, Davis Applied Technology College, Kaysville. Contact Judy Sims at judith.sims@usu.edu.

Feb. 10

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

Feb. 10-11

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

Feb. 18

Saskatchewan Onsite Wastewater Management Association Convention and Trade Show, Saskatoon. 877/489-7471; www.sowma.ca.

Feb. 21-22

Texas Onsite Wastewater Association Conference, Waco Convention Center, Waco. Call Tim Taylor at 888/398-7188; 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, Ind. 866/933-2653; 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 lesleyd@shaw.ca.

March 4-7

Pennsylvania Association of Sewage Enforcement Officers Conference and Trade Show, Holiday Inn, Grantville. 717/761-8648; www.pa-seo.org.

March 19-20

Granite State Designers and Installers Association Spring Septic System Conference & Expo, Radisson Hotel and Conference Center of New Hampshire, Manchester. 603/228-1231; www.gsdia.org.

March 29-30

Alabama Onsite Wastewater Association Trade Show, Pelham Civic Complex, Pelham. Call Dave Roll at 334/396-3434 or visit www.aowainfo.org.

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:

- March 7 – Troubleshooting and Repairs
- March 15 – Design of Subsurface Drip Systems, Bellingham
- March 28-29 – Exam Review for Designers
- April 4 – Maintenance Basics
- April 11 – Design of Subsurface Drip Systems
- April 18 – Pumper, Mt. Vernon

Call WOSSA at 253/770-6594 or visit www.wossa.org.

Wisconsin

The Department of Safety and Professional Services is offering a Plumbing and Private Onsite Wastewater Treatment System course March 6-8 at the Ramada Plaza Hotel in Green Bay. Visit <http://dsps.wi.gov/sb/SB-DivContinuingEducation.html>.

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

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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



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

For Sale: Full service septic, sewer/drain cleaning company, Citrus County, Florida. Includes all equipment and accounts, great opportunity for the right person. \$90K. Call Jake at 1-800-625-2608. (P04)

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

BUSINESS OPPORTUNITIES

USED COOKING OIL RECYCLING. Now is the time to enter into the lucrative used cooking oil recycling industry. A must for anyone in the pumping or bio-diesel business. Prices are at an all-time high and fuel credits are in place. Call for consulting services or to order our non-technical, easy to read manual on how to recycle used cooking oil. Visit WWW.GREASERECYCLING.COM or call 321-202-6688. (P02)

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

BUSINESS OPPORTUNITIES

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

BUSINESSES WANTED

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

COMPUTER SOFTWARE

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

DEWATERING

ALAR 660 AUTOVAC DEWATERING PLANT. HUGE SAVINGS ON DISPOSAL COSTS!!! MUST SELL. Price reduced to \$10,000 OBO. Moving Sale, must sell! Complete plant, like new. Vac skid with electrical control panel, fully automated system. Grease interceptor and septic separation primary use. All electric, location plans, manuals. Too much to list! CALL TODAY. 808-848-1569. (P02)

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



20 YD DEWATERING FILTER BOX: Complete roll-over tarp system with fiberglass bows, filter media, center wall, loading manifold, drain and wash-out ports, rear door with quick release handle and quick close latch. Also complete polymer system available. \$18,000. Call for more info.

863-984-8994 or visit
www.idsfilterboxes.com FL

oCMP02

DEWATERING

22-yard dewatering box w/steel rolling tops. Does not include filter media or polymer injection system. Asking \$18,000. 770-917-0377, GA. (PBM)

Parkson, 1 meter belt press with rotary drum thickener used to process septic and portable toilet waste. For more info and price call 541-269-5050. (P02)

DRAINFIELD RESTORATION

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

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

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

EASEMENT SEWER FLUSER



2000 JET-AWAY SEWER EQUIPMENT WITH TRAILER: Lombardini diesel engine. Only 75 Hours!\$9,500
Call Tommy at 423.240.9737 or
see photos at www.usienviro.com

P02

HAZARDOUS WASTE UNITS

2001 Cusco vac tanker, 5,500 gallons, 2000 Mack C613 wet kit. \$70,000 OBO. Call Jim at 904-791-9992, FL. (P02)

1995 Mack/Cusco stainless steel MasterVac, DOT certified, MC412, 3,200-gallon dumping tank. 27' Hibon blower with Demagg RFL 100 vacuum pump. KLM Companies 617-909-9044. (P02)

90 KW T800 with 3,000 gallon, DOT certified, Presvac stainless steel vacuum tank, Presvac PV750 vacuum pump. KLM Companies 617-909-9044. (P02)

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

HAZARDOUS WASTE UNITS

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

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

1997 Freightliner with Presvac, 2,300 gallon, DOT certified vacuum tank, Presvac PV750 vacuum pump with new paint and tank inspections. KLM Companies, 617-909-9044. (P02)

1994 Brenner, 6,000 gallon, stainless steel, non-code, straight barrel vacuum trailer. Air ride suspension with 6" discharge. KLM Companies, 617-909-9044. (P02)



1996 International 4900 Vacuum Truck: 32,900 GVWR, DT466, Allison auto trans., IBEX, 1,750 gallons. DOT tank, IBEX pump, ONLY 6,071 ACTUAL MILES, 11,000 GVWR front, 21,900 GVWR rear, 11R, 22.5 tires, tank serial# 9611001, DOT SPEC, DOT 407/412, SHELL material SA516 GR70, HEAD material SA516 GR70, WELD material MS, TRUCK MILEAGE 6,071, PUMP HOURS 1,723. Asking.....\$29,900 **Contact Brian at 765-561-0599** P03

2009 Freightliner with Presvac, Powervac wet/dry vac with 3,200 gallon, DOT certified vacuum tank with dump and door. Remote controls with full boom and vacuum off-loading pump. 450 hp, tri-axle unit with all options. 900 hours, 15K mileage. Must see. KLM Companies, 617-909-9044. (P02)

2012 Freightliner M2 with new Presvac, 3,200 gallon, stainless steel, DOT certified, dump and door vacuum tank, 900 cfm blower, 330 hp. KLM Companies, 617-909-9044. (P02)

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

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

HAZARDOUS WASTE UNITS

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

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

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

HYDRO EXCAVATING EQUIPMENT



1992 Volvo C&C with Vector 2100 series: 60,715 miles, 2,968 hours, work ready, clean truck\$74,000 **Call for more details!** **503-969-9545 / 503-682-8000 OR** P03



2004 Vactor 2112 HXX Hydro Excavator: Refurbished & rebuilt hydro excavator mounted on 2004 Sterling, CAT C12, 355 hp, like NEW with LOW HOURS/MILES. **www.internationalinkllc.com Call 856-599-4838** P02



1992 AutoCar with Vac-Con Vacuum System: John Deere aux, 101,308 miles, Cat 3406, 400 hp, leaf spring, 12-yard debris, tandem axle, 8LL, work ready.....\$99,500 **503-682-8000 OR** P02

JETTERS-TRAILER

2011 Power Line 10' jetter trailer system, new 4/5/11, 6.8 hours, \$30.5K. New, 35 hp, Hot H2O, tool boxes, 500 ft. 3/8 hose, 100' fill hose, 3/8 Wart Hog, \$25K OBO. 410-937-1887, Jim. MD. (P02)



2002 4018 US Jet with 1,000 hours for sale: 4,000 psi @ 18 gpm, \$14,500. Runs like a new one. You won't find a better deal than this. Comes with 3 heads and new Jetter hose. We will deliver within 500 miles of Atlanta for free. It is in great shape and we will give a 30 days warranty. New tires 3 months ago. Pivot reel that extends. We purchased a Jetter truck and this unit only used 1-2 times per month. Garaged kept. **678-906-0712 GA** P02

2004 O'Brien 3510 trailer jet, 350-gallon water tank, 400" of 1/2" hose, Giant water pump, 10 gpm @ 2,500 psi, 20 hp Honda engine with electric start. Great for 3" to 8" pipe. Garage kept. More info call 608-444-9588. \$6,500. (P02C03)



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

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. Retail for \$210,000. (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

JETTERS-TRUCK



Used 2001 Super Products CAMEL model 200: 6 yard dump Volvo truck, CAT diesel engine, VED7C-275, 275 hp, PD blower, rebuilt Allison automatic transmission, approximate 32,000 miles, late January 2012 availability, F.O.B., NJ.\$64,985 **Call Joe @ 856-981-5668** P03

JET VACS

1993 Vacuum Truck: Volvo WHGM, triple axle, demug pump, 2,875-gallon tank. Quick sale, \$27,000 or better offer. Phone: 818-612-5148, CA. (P04)

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)



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

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)

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)

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)

MISCELLANEOUS

Three Amthor aluminum tanks, 1,500 waste, 500 fresh, tanks deteriorating. Priced to sell. For more info call 931-320-2255. (P03)

PORTABLE RESTROOMS

FOR SALE: Special event, construction, handicaps, high-rise units, handwash stations. \$150-\$325. Call Manny at 305-970-9837 or email proequip1@yahoo.com. (P02)

We buy used portable toilet equipment, toilets, handicaps, handwash stations, trailers, tanks & trucks. Contact Manny at 305-970-9837 or email proequip1@yahoo.com. (P02)

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: 15 PolyPortable Integra II units @ \$350 each and 4 Ambassador II units @ \$700 each. 1 Tuff-Jon sink @ \$475. Majority of units have never been used, others are in excellent condition. 1 Robinson slide-in pump unit, 300 waste x 135 fresh water @ \$5,000. Offers considered. 301-401-2031, MD. (P02)

For Sale: Used Satellite portable toilets (blue). \$175-\$275 each depending on condition. (1) 2000 F-550 Satellite pumper truck 600/250. \$12,999 OBO. 253-833-3111, WA. (P02)

TRADE: 105 new orange portable toilets and stainless steel, 450 slide-in unit for 1995 or newer t-800 Kenworth vac truck with 3,500-gallon tank or bigger. No junk accepted!!! Perferrably dump unit. 850-305-6022, Florida. May consider Peterbilt heavy duty only. (P02)

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 6,000 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: 2 homemade 40' trailers, haul 20 regular units. Dual axle, 2 5/16" ball. \$2,500 each. Ohio. Call 800-473-3205, GARNER@LRBCG.com. (P02)

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. (P02)

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)

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



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

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

2004 Ford F-550: 2004 Satellite tank, auto, 650W, 300F, 2-unit carrier, 78,000 miles, \$14,950. 646-645-6794, NY. (P02)

1997 Ford F-450 Super Duty, strong 7.3 diesel, Keith Huber 600 waste/250 water tank, rebuilt Masport HXL4F pump. \$8,900. OBO. 931-553-8200, TN. (P02)

PORTABLE RESTROOM TRUCKS



2003 GMC 7500: 3126 Cat, 225 hp., 26,000 GVWR. Abernethy 1,500-gallon tank with heated fresh water tank. Alum wheels, dual side service, two unit carrier with four storage boxes.\$36,500 **Contact Jason at 336-250-9848 or jason@64portables.com, NC** PBM

2005 Ford 550, diesel 4x4, auto, air, 97,000 miles, one owner, never driven in the winter, 950-gallon Transway tank. Call will give more info. Call for pricing, 802-895-4445, VT. (PBM)

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)



2000 International 4300, DT466, 118,014 miles, Conde pump, hydraulic, pressure washer, 500 waste/290 water.\$21,500 OBO **Contact Randy or Cody @ 419-877-5351 OH** P03



1994 Volvo pump truck: Truck is in good shape and runs great. Truck was used only once a year for a large event. Strong vacuum pump.\$19,500 **Call 707-445-0830** P02

2006 F-550's, 6.0 liter diesel automatic, Satellite built, 207,100 miles, \$7,500, 185,000 miles, \$9,500. In daily use, looking for quick sale. 724-752-1408, PA. (P02)

PORTABLE RESTROOM TRUCKS



2000 Ford 550: Standard transmission with Mico E brake, 248,000 miles, new paint on tank and work boxes...\$17,500 **Call 707-445-0830 CA** P02

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. (P02)

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)

PUMPS



Roland's Blue Diamond Diaphragm Air Pumps & more: Works on Delta Clear stream, Hydro-Action & other Mfg., 18 month warranty, free Freight. E-T-80.....\$225 E-T-100.....\$280 **1-800-717-8807, www.cprservice.org IL** P02

PUMPS-VACUUM

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

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PUMPS-VACUUM

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

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

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

PRESSURE WASHERS



NLB 10,000 Lb. Pressure Washer: Diesel, approximately 800 hours.....\$15,000
617-212-0162 MA P02

RENTAL EQUIPMENT

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

SEPTIC SYSTEM COMPONENTS



Roland's Multi-Filter Socks: As multi-flo, "Same Standard," free shipping. Sold sets of 30.....\$335
1-800-717-8807,
www.cprservice.org IL P02

SEPTIC SYSTEM COMPONENTS



Roland's Fungi: 12 to a case, You're name in print.....\$8.00/box
1-800-717-8807
www.cprservice.org IL P02

SEPTIC TRUCKS

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)



1998 RD Mack: 350 hp, 8LL, 180K miles, 4,300-gallon stainless steel tank.
866-720-4999 PG02



2010 Kenworth: 300 hp, auto trans., 30K miles, 2,800-gallon aluminum tank, NVE pump.
866-720-4999 PG02



2007 Freightliner: Juggler J10A liquid-solid-grease separator, Mercedes-410 hp, Allison automatic, Jake brake, 86,000 miles, service grease traps & septic tanks with no chemicals. Reduce your operational costs by up to 80%!
.....\$149,000
Please Call 717-933-9792 P05

Mini, other low mileage used trucks available. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P02)

SEPTIC TRUCKS



2003 International: 5,200 aluminum tank, 19K miles, 6 X 6, 350 hp, Auto trans. Juggler filter can be removed.
866-720-4999 PG02



2001 Volvo: 350 hp, 8LL, 3,500 steel tank, 3,500 psi, jetter, 94K miles, aluminum wheels.
866-720-4999 PG02



1999 Peterbilt: 300 hp, 8LL, 2,300 steel tank.
866-720-4999 PG02



1989 Autocar Pump Truck Chassis: 3,500-5,000 gallon tank, ready, 355 hp Volvo, 13 speed, 46 rears, 20 front. Juro R-260 pump, muffler, hose/tool rack & bumper. Good condition, many new parts and paint. Ready for tank. Ledyard, Ct.
.....\$9,800
860-464-8852 P02

2011 International 2500 Abernthy 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)

2004 Freightliner, 210 cab, 6 plus 1 trans., double frame, new 2,000 gallon tank, under CDL, new Juro pump. www.pumpertruck sales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P02)

SEPTIC TRUCKS



1979 Peterbilt 359 A Pump Truck: Re-built Masport 350 pump, 3400 gal. tank, 400 Cummins, Jake, new heads, new paint.....\$15,000 OBO
253-381-2119 WA P02



1995 Ford L8000 septic truck: 2,300-gallon steel tank. Masport pump HXL15, 6 speed, 225 hp, 8.3L, 258K miles.....\$23,500 OBO
Phone: 267-329-9506 more details
@ www.bzseptic.com/truck P02



2008 MACK PINNACLE VACUUM TANK: 340 hp, MP7, Eaton 10-speed, GVWR 68,000 lbs, only 84,000 miles, tag axle, aluminum wheels, aluminum fuel tanks, air horn, chrome front bumper, new rear tires, air brakes, air seat, driver information center, 3,500-gallon tank, Moro vacuum pump. More pictures on our website at www.carcotruck.com.....\$118,000
Contact Tom at 320-393-3687 MN P03

1999 International 4900 DT466, non-CDL, 230 hp, 6 speed with lo-hole, new 1,850-gallon Colt tank, new PN84 Juro pump. www.pumpertrucksales.com. Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (P02)

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. (P02)

2000 Freightliner pump truck, good for grease/septic with 3,350-gallon tank. Call 480-354-9590, email IDEALSEPTIC@GMAIL.COM. \$25,000, OBO. AZ. (P03)

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SEPTIC TRUCKS



1984 Mack Econodyne R686ST: Mack 350 engine, Camelback, 350K miles, 1998 3,300-gallon steel tank, NVE pump.\$19,500

518-527-2178 NY P02



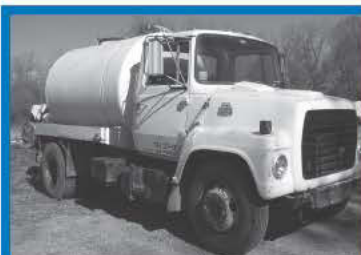
2008 Freightliner M-2112: 4,000 gal., 410 hp, 4500 rds., 79k GVW. Juggler, 3,600 gal. front, 1,200 gal. rear. Hyd. reel, power wash, NVE 943 blower, 3 in stock, 45k-50k miles.\$169,500

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



1993 International 4900 DT466: 6+ transmission, Fruitland pump, right angle gear drive, air brakes, 2,100-gallon tank with Armstrong digital gauge. Non-CDL. 226K miles. Was \$17,500, now reduced to\$16,000

409-313-0327 dkptoo@aol.com TX P03



1983 Ford F7000: Runs great, vacuum pump just rebuilt.\$9,000 OBO

901-490-1931 MS PBM

SEPTIC TRUCKS

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)



1993 Volvo: Cummins, 9-spd., 1996 3,000 gallon tank, Mec 8000, 3" inlet, 6" heated with air control.\$24,900

1-800-826-2308 WI P02

1990 Ford L9000, single axle truck with 2,300-gallon Badger tank, Ford engine, 6 speed transmission, AC 4 Moro vacuum pump, 33,000 GVW, good working condition, asking price \$18,500. 717-860-9530. Ramsey's Septic Service, PA. (P03)



2005 Sterling A9500: Caterpillar C-11 425 hp, 250,605 miles, new heavy duty 3,600-gallon U.S. tank with 5 year warranty, Jurop R260 (363 cfm) pump, rear work lights, all new valves, aluminum hose trays, aluminum toolbox, double framed chassis, new custom paint, large 12-gallon cyclone secondary. 1yr/100,000 mile engine warranty nationwide. See dealer for more details.

George 954-558-0816 or Mike 786-554-0892 P02



2004 International 430: DT466 engine, 6-speed transmission, under CDL, A/C, cruise. New 2,200-gallon tank and Jurop PN84 vacuum pump. Beautiful truck with new paint and all accessories.\$39,500

740-988-7878 OH P02

SEPTIC TRUCKS



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



2004 Kenworth T-300: C-7, 300 hp, 287,234 miles, 10 speed, new heavy duty 3,600-gallon U.S. tank with 5 year warranty, Jurop R260 (363 cfm) pump, rear work lights, all new valves, aluminum, hose trays, aluminum toolbox, double framed chassis, 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 P02



2007 Kenworth T-800 Frac Truck: 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.

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SEPTIC TRUCKS



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 or 100,000 mile engine warranty nationwide. See dealer for more details.

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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 P02



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

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SEPTIC TRUCKS



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