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By Jim Kneiszel,  
Editor

# LET HAPPY CUSTOMERS SELL YOUR SERVICE

It's coming on the start of the busy season for most septic service companies and, as poet Alexander Pope once succinctly put it, *hope springs eternal*.

So what are you doing to set your company up for success this year? Did you take advantage of Education Day or shop for a new piece of equipment or timesaving technology last month at the Pumper & Cleaner Environmental Expo in Indianapolis? Are you unveiling a new marketing plan built around your website or social media? Maybe you're adding a new service offering to build revenues?

## TIME-TESTED TECHNIQUE

I have a simple idea to get the phone ringing and help fill in the appointment book over the next few months. In today's world of Facebook and Twitter, this is an old-fashioned - but never out of fashion - marketing ploy: Start asking your satisfied customers for referrals.

Recently, marketing blogger David Frey sent out a short dispatch containing two interesting statistics about business referrals. In a survey of financial services customers in Canada, 92 percent of respondents said they would refer their financial advisor to friends if they were asked. Answering a follow-up question, 90 percent of those surveyed said their financial advisor had never asked for referrals.

As Frey observes, the survey points to a missed opportunity to develop business for financial advisors. Could you also be missing out on an opportunity to broaden your customer base for septic service? You'll never know until you give it a try. Here's a simple process you can use to encourage customers to start talking about your fantastic service:

## Just ask

A few days after you pump a tank or inspect a system, call or email a customer and ask if they were satisfied with your service. If they respond in the affirmative, ask if they would be willing to recommend you to friends or neighbors with septic systems. If they answer *yes*, offer to send them business cards or brochures to distribute as the need arises. Make it as easy as possible for satisfied customers to spread the word about your good work.

## Try a referral program

Sometimes customers will be happy with your service, but require an incentive of some sort to step out and make the recommendation. Set up a referral program in which they receive a modest reward - say a discount on their next service call - if they bring you a new customer. These rewards keep the good will flowing between you and satisfied customers. The more value they receive for their loyalty, the more likely they'll be to keep the referrals coming.

## ALL ABOUT RELATIONSHIPS

A personal referral is a rock-solid lead for new business. Sure, advertising in the local newspaper will produce results. A website has loads of potential for expanding your customer base. And don't forget the promotional power of a well-maintained truck with eye-appealing graphics and logo rolling down the road every day.

But the referred customer wants to hire you before making the call ... and is more likely to choose the quality service they've heard so much about over shopping around for the lowest possible price.

Best of luck digging up new business this year! ■

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# Is Office Feng Shui Worth a Try?

## CONSIDER THE ROLE WALL COLOR AND SUBTLE INTERIOR DECORATING CHANGES MIGHT PLAY IN GIVING YOUR BUSINESS A BOOST

By Pat Heydlauff

An office should energize workers and reflect a successful business. The colors on the walls should be conducive to productivity and the entrance should be clutter-free and welcoming. Each workspace should provide supportive energy for focus, productivity and income generation. Is this the case in your office, or are things looking a little grim?

It used to be an office only needed a desk and chair, something to write with, a telephone and perhaps a typewriter. Today, the technological and electronic needs are vast. Global communication systems, cellphones and smartphones, wireless laptops and voicemail systems are just a few of the tools of a productive 21st century office.

With all of this high-tech equipment, the more subtle energy requirements are often overlooked. These provide a balanced atmosphere, allowing workers to stay focused, productive and in control of their time. A productive, success-oriented office can be achieved by incorporating some basic Feng Shui principles and personal design preferences with the high-tech requirements. This creates an office that is less stressful and more productive, which yields more profitability and personal satisfaction.

The first step in energizing an office for success is to unclutter it. If an unorganized office is energized, the clutter will be energized and even more clutter will be created. Take the paper from the desktops and organize it, file it or get rid of it. Then you are ready to move on.

### CREATE A BALANCED ENVIRONMENT

• **Energize the entrance.** Eliminate any clutter here too. Have the entrance well lit, remove wastebaskets from the area and make sure the door can swing open. This is not only the entrance to your productivity, but also the entrance to new clients, new business and profitability. The front entrance and its welcoming statement affect the success of the entire business.

• **Use color.** Paint office walls colors that provide supportive energy for the work being done. Sales, marketing and professional offices should be a soft terra cotta or earth tone colors, which is conducive to building good

relationships with clients. Avoid the hard, stress-oriented energy created by white walls.

High-tech electronic multi-tasking offices can be balanced with soft green on the walls and wood furniture. Avoid white here as well.

White does work in a small space to increase motivation. Paint the walls of your individual workspace white and surround yourself with less wood and more metal objects. When focus is a problem white will provide energetic tension needed for focus and productivity.

• **Consider wall décor.** To encourage focus, productivity and generate income, use motivational art and posters that energize. Art depicting success, teamwork and a winning attitude are great. Frame them in silver or gold and hang them on west and northwest walls. Family pictures in an office can be distracting, so limit them to either a small grouping or a collage in one frame - place them in the southwest area of your desk or office to energize relationships, both work and personal.

**HAVE THE ENTRANCE WELL LIT, REMOVE WASTEBASKETS FROM THE AREA AND MAKE SURE THE DOOR CAN SWING OPEN. THIS IS NOT ONLY THE ENTRANCE TO YOUR PRODUCTIVITY, BUT ALSO THE ENTRANCE TO NEW CLIENTS, NEW BUSINESS AND PROFITABILITY.**

• **Add some greenery.** In the east and southeast area of your office, energize both new business and wealth generation by adding plants that reach upward like bamboo. Silk plants or artwork of large trees like redwood or sequoias also will add energy to income generation.

• **Go with the flow.** Adding artwork with water in it on the north wall can energize. Be sure the water in the picture has movement to it like a flowing river rather than tumultuous waves crashing on the shore or stagnant water with no movement. A small tabletop water fountain with a gentle bubbling sound also works well.

• **Use a round table.** For meetings with clients and staff members the complete energy of the oval or round table is conducive to negotiating, sales, problem solving and conducting productive brainstorming sessions. To feel "in charge" when sitting at this table, the power position is opposite the door.

Balancing the office for supportive energy and aligning design tastes with the type of work to be done can improve focus, productivity and lead to more success. Creating balance eliminates many of the energy drainers in the workplace and reduces stress.

Ideally, an office should support company goals and objectives as well as what workers need to accomplish on a given day. A balanced and properly energized office or business leads to a calmer, in control, more successful person. ■

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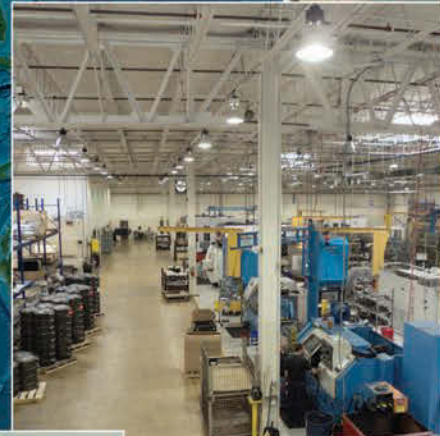
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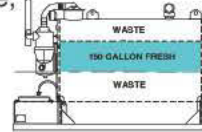
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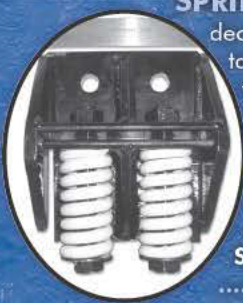
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# Risk & REWARD



## Profile

**Georgian Bay Sanitation Inc.**  
Penetanguishene, Ontario, Canada

**OWNERS:** Martin, Keith and Laurie Robillard

**FOUNDED:** 1964

**EMPLOYEES:** 7

**SPECIALTIES:** Septic service and portable sanitation

**SERVICE AREA:** 100-mile radius of Penetanguishene

**AFFILIATIONS:** Ontario Waste Haulers Association, Portable Sanitation Association International (PSAI)



(From left) Keith, Laurie and Martin Robillard are shown with their 2010 Kenworth vacuum truck with 3,600-gallon tank made by Presvac Systems. The family of pumpers believes in updating equipment and technology to strengthen the business. (Photos by Mike Guilbault)

**CANADA'S  
GEORGIAN BAY  
SANITATION STEPS  
OUT TO PROVIDE  
NEW SERVICES  
AND INVESTS IN  
NEW TECHNOLOGY  
TO KEEP THE  
BUSINESS FRESH AND  
PROFITABLE AFTER  
NEARLY 50 YEARS**

**By Ken Wysocky**

Taking risks comes with the territory for business owners. But Keith Robillard upped the ante considerably in 1994 when he moved to diversify his father's Canadian septic-service business, Georgian Bay Sanitation Inc., by buying 12 portable restrooms - with money he and his then-fiancée, Amy, were saving for their wedding.

"She almost killed me when I told her," Robillard says. "But I had calculated what they would cost, and how much I could make renting them, so I was confident I could pay it back before the wedding.

"I bought them in April, and they all were rented out by May," he adds. "In about three months, I'd made back my initial investment. It worked out so good that we took money we got as wedding gifts and bought 30 more restrooms."

That anecdote illustrates one of several reasons why Georgian Bay, based in Penetanguishene, Ontario, has grown dramatically since that gamble 18 years ago. A third-generation owner of the company along with his sister Laurie and father, Martin, Robillard helps fuel the company's growth through solid business instincts coupled with an emphasis on new technology,

*(continued)*

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Keith Robillard

innovation, diversification and cost-reducing land application of waste.

### CALCULATED RISK

The move to diversify into portable restrooms paid dividends, but it was hardly a knee-jerk decision. Robillard thoroughly weighed the pros and cons – including the fact that his main competitor was about an hour's drive away. He figured he could compete on price because Georgian Bay would benefit from lower transportation costs and could provide better service via closer proximity to customers.

But Robillard knew he would have to invest his own money in the venture and not rely on the company to take the risk. He said his father viewed the new service as a way to test his son's resolve.

"I knew it was going to have to be my gamble, not the company's. It was a test, too. I was young and just out of school and he wanted to see me follow through on it," Robillard recalls.

"I also wanted to bring something to the company that was different," he continues. "I didn't want to just join the family business and do something my grandfather had started. I wanted to put my own spin on things.

"My big goal was to own 100 portable restrooms because I knew the income I could make from them would support myself, allow me to buy a truck and make a good living," he says. "And if septic was slow, there'd still be good, steady income with 100 units and a truck."

### GROWING FLEET

Today, the company's business volume is split fairly evenly between septic service and portable sanitation, with about two thirds of the restroom business generated by construction and weekend rentals, and the rest from special events.

The company owns about 300 units from PolyJohn Enterprises; a 60-foot restroom/shower trailer bought used and outfitted by Robillard; and 20 PolyJohn hand-wash stations. To service the restrooms, the company owns a 1985 Ford 7000 with a self-made, 800-gallon steel tank, mounted

sideways so the rig can carry six restrooms; a 1999 Ford F-350 4 x 4 with a 350-gallon waste/200-gallon freshwater slide-in unit, made by Vacutrux Ltd.; and a 2001 Ford F-550 with a 350-gallon waste/200-gallon freshwater Vacutrux slide-in unit (also mounted sideways, which allows the truck to carry four restrooms).

In addition, Georgian Bay relies on a 2008 Ford F-550 4x4 with a 500-gallon waste/300-gallon freshwater Vacutrux tank. It's unusual in that the freshwater tank is located in the middle of the waste tank; if viewed from the end, it would look like the hole in a doughnut, Robillard says, noting he came up with the innovative concept.

"We designed it that way so the weight is always evenly distributed," he explains. "As you load up with restroom waste, you lose freshwater, so if the tank runs lengthwise, the back of the truck gets heavier and the front gets lighter. And if the tank sits sideways, the left or right side would



Laurie Robillard unloads a restroom at the company yard. The company keeps an inventory of 300 PolyJohn Enterprises restrooms.



Keith Robillard uses a custom-made wand for pumping a dual-compartment tank. The wand is made from a 3-inch PVC pipe about eight feet long with a 90-degree elbow to allow cleaning tank corners better. A cam fitting attaches the wand to a Tiger Tail hose.



Laurie Robillard prepares to deliver another load of restrooms with her 2001 Ford F-550 with a 350-gallon waste/200-gallon freshwater Vacutrux slide-in unit.

(continued)



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# NEW TECHNOLOGY RAISES PRODUCTIVITY

Keith Robillard, co-owner of Georgian Bay Sanitation Inc., believes in adapting to new technology to increase efficiency and profitability. A good example is the Gamajet hands-free portable restroom cleaning system, made by Gamajet Cleaning Systems Inc.

Powered by a 5 hp engine, the device uses 360-degree rotating jets of water (up to 1,500 psi at 4 gpm) to mechanically clean the holding tank and interior of restrooms. To clean holding tanks, the Gamajet mounts on a splashguard that sits on the tank opening; to clean the rest of the interior, it mounts on a stand.

"We bought it at the last (Pumper & Cleaner Expo)," Robillard says. "We hook the hose up to the truck or a spigot. It does the job in about 3 1/2 minutes. You basically put it in one unit, and start taking the toilet paper out of the others while it's working. Once we get going in assembly-line style, it should increase productivity."

In other instances, the company relies on old-fashioned ingenuity to work faster and more efficiently. For instance, Robillard's father and grandfather developed a wand device that minimizes the need to bend over when pumping septic tanks.

"It saves our backs and does the job better and faster," he explains. "We used 3-inch diameter plastic pipe to make a wand that's about eight feet long with a 90-degree elbow, which allows us to clean tank corners better. We use a camlock fitting to attach it to our Tiger Tail hose. You can stand nice and square and save your back."

be too heavy or too light. This design eliminates that problem."

For septic service, the company uses a 2010 Kenworth T470H with a 3,600-gallon tank made by Presvac Systems, and a 2006 International 7600 with a 3,600-gallon steel tank built by Vacutrix. It features wrap-around trays so it can hold the Tiger Tail hose, made by Flexaust, without a bungee cord. Both trucks rely on PV 750 vane pumps from Presvac.



Jessica Pauze and Shannon Jackson load restrooms for delivery in the company yard.

## SEPTIC SERVICE ROOTS

Georgian Bay is a far different company now than it was when Robillard's grandfather Fred Bidian started out in 1964 as a snow-removal and septic-service company. Robillard began working for his father and grandfather part time when he was 12 years old, and worked for the company full time during summers while he attended college to earn a nursing degree.

"But then Dad started having health issues and I didn't like working inside, so I joined the company full time when I was 20 years old," he says. "I became a part-owner in 1999, when I was 25."

Growth came quickly. By 1999, the company owned 300 restrooms, in part because it purchased 115 units in 2002 to help handle a huge special event: a visit to Canada by Pope John Paul II. Robillard says he was unconcerned about that large purchase creating an inventory glut.

"I knew we'd use them eventually because we'd often need to take restrooms from construction sites for special events if crews weren't working on those weekends," he says. "It didn't take long and all the restrooms were booked for the summer. At that point, there was no problem paying them off by the end of the year or by early the next season."

## LAND SPREADING

To cut expenses, Georgian Bay land-applies residential septic waste when weather permits; all other waste goes to sewage treatment plants. No land application is allowed from December to April; during that period, the company must

take all waste to a treatment plant. The rest of the year – as long as there's no snow or no heavy rain occurring or forecast – the company land-applies waste on 28 acres of leased land that's no more than a 30-minute drive from anywhere in the company's service area.

“ THE WASTE HAS TO GO SOMEWHERE. THEY'LL HAVE TO COME UP WITH SOMETHING. IN THE MEANTIME, WE'LL JUST KEEP WORKING TO FIND A SOLUTION. I'M NOT TOO WORRIED ABOUT IT. WE'LL DO WHATEVER WE HAVE TO DO. ”

Keith Robillard

"We land-apply waste because it's cheaper for our customers and none of the three local municipal (treatment) centers can handle all the waste generated in the area," he says. "We pay \$236 (Canadian) per 1,000 gallons of waste to dispose in Midland, plus 13 percent tax. That's one of the

(continued)

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The Georgian Bay Sanitation team includes (from left) Sheri King, Shannon Jackson, Jessica Pauze, Keith, Laurie and Martin Robillard, and Paul LeFaive.



Paul LeFaive (left), Keith Robillard and Sheri King review daily service routes in the Georgian Bay Sanitation office.

highest rates in Canada. So it costs us about \$800 per load with the bigger trucks. Customers pay 100 percent of the disposal cost - there's no profit at all for us in disposal."

To increase waste-disposal efficiency, the company bought the Kenworth with a 3,600-gallon tank, enabling route drivers to service more customers per trip than smaller trucks.

"We plan routes by location and the size of the tank to ensure we're not going out for nothing," he says. "We want every kilometer we drive paid for in both directions. It pays to know the gallonage ahead of time so we can plan accordingly."

### DIGITAL RECORDS

The company runs more efficiently because of a customer-database software program Laurie designed in 1997 and has upgraded four or five times. She took all the company's paper customer reports and input critical data - such as customer name, address and phone number and the size of the tank - for easier access.

To diversify its business base, Georgian Bay also inspects septic systems for banks, lawyers

and real estate companies. It makes the company a one-stop shop for waste services, Robillard says.

"It gives us the opportunity to be the first person a customer calls, because we do restrooms, tanks and inspections," he says.

The company also promotes a filter-cleaning maintenance program that provides three cleanings a year. "It's good because it lets us provide another service and gives us a contact, so if a pump-out is needed, they use us," he says. "We use a car or pickup truck to do cleanings, which take about five minutes to perform. If we route the cleanings efficiently, and can do 30 a day, we can make some money."

In addition, Georgian Bay pumps out holding tanks at five or six local marinas during summers. "We do about 2,000 to 3,000 gallons per pump-out," he says. "We're also licensed to pump out grease traps, but we don't do a lot of them because the disposal costs are so high."

### CHALLENGES AHEAD

Disposal issues will challenge Georgian Bay in the years ahead. Increasingly tighter land-application regulations and treatment facilities reducing operating hours and limiting the amount of waste they accept creates logistical nightmares for routing trucks. The plants accept less waste in part because the restrictions on land-application have created more demand than the plants can handle, he says.

Add on ever-increasing fuel, wage and insurance costs, and Robillard sees limited growth potential in the coming years.

"The closest treatment plant (in Midland) is now only open from 7 a.m. to 5 p.m. and limits the gallonage it accepts," Robillard explains. "The next closest treatment plant is in Collingwood, which is a two-hour roundtrip away and also only open from 7 a.m. to 5 p.m."

"Eventually, I think we may have to use the Collingwood plant all the time," he adds. "So, if we need to dispose of two loads a day, that cuts out half a work day, which means we'll need another truck in order to do the same amount of pumping in the same amount of time. It's going to make it tough to survive."

However, Robillard and other operators are working with local government officials to develop solutions that can satisfy political concerns about land-applying waste without financially punishing pumping contractors.

"The waste has to go somewhere," Robillard says. "They'll have to come up with something. In the meantime, we'll just keep working to find a solution. I'm not too worried about it. We'll do whatever we have to do."

Except borrow more money from a wedding fund. ■

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# Florida Considers Easing Statewide Septic Inspection Mandates

**F**lorida's Senate Environmental Preservation Committee approved a measure that would limit mandatory onsite inspections to counties with first-magnitude springs. The bill (SB 820) is an alternative to an all-out repeal of a 2010 law requiring septic tank inspections every five years.

A House committee unanimously accepted a proposal by the state Department of Environmental Protection to bypass stricter federal water pollution rules and apply state standards. The proposal still must be approved by the U.S. Environmental Protection Agency and withstand a legal challenge from a statewide environmental advocacy group.

## Minnesota

The Minnesota Pollution Control Agency issued a more concise onsite inspection form that became effective in February, as did regulations

requiring service providers, advanced inspectors, and advanced designers to be licensed, and onsite professionals to use only registered treatment and distribution products. The rules are at [www.pca.state.mn.us](http://www.pca.state.mn.us).

## Missouri

Officials said rural and urban residents of Linn County were not following regulations requiring inspections of onsite systems for the sale of property. County sanitarian John Maloney stated that new people have moved in, but his office was never called for an inspection. The county commission proposed sending a second mailing to real estate agents and brokers about the legislation.

## Wisconsin

Beginning in January 2013, Wisconsin septage haulers must file annual land application reports electronically with the Department of Natural Resources. Contractors must complete the Switchboard Registration form at <http://dnr.wi.gov/environmentprotect/switchboard/sbregistration.html>. The site has a registration tutorial and detailed summary of the process.

## Idaho

The Department of Environmental Quality is considering new guidance on the use of evapotranspiration/infiltration systems. The proposed regulations are available on the agency website. "The guidance describes the site and design considerations for these types of systems to account for wastewater discharge into the surrounding soils," according to a public notice.

## Maryland

Gov. Martin O'Malley's legislative plan for 2012 includes a new bill dealing with septic system restrictions, replacing a similar proposal that failed in 2011. After last year's bill failed, O'Malley formed a task force to study the use of septic systems in the state. According to a news release, the proposed Sustainable Growth and Agricultural Preservation Act would include "a four-tiered comprehensive plan to guide growth on central sewer and septic systems and ensure the land use and pollution impact of future Marylanders is minimized." Opponents counter that the bill discourages septic systems in favor of centralized sewer systems. ■

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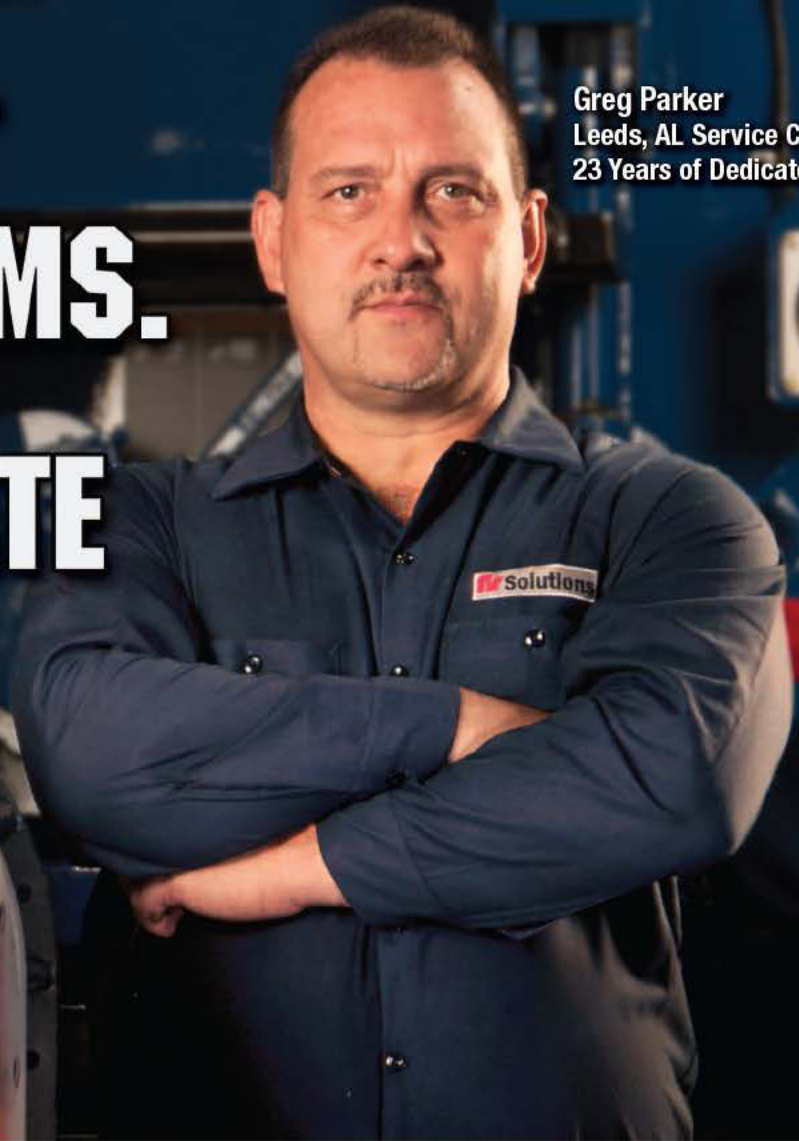


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TRAINING

## LaVerne Charlet Reflects on Long Career, Growing Industry

After spending about 45 years manufacturing and marketing vacuum equipment for the liquid waste industry, I am retiring as owner of LC Tanks Inc. I want to thank hundreds of customers, friends, suppliers and associates for their support over the years. I am going to single out five entrepreneurs who influenced my life and the liquid waste industry.

In the late 1960s, Leland Pearson and his brother started a company that built liquid manure spreaders using vacuum pumps. He approached me with his idea of putting vacuum tanks on trucks for pumping septic tanks and asked me to lead this company. In 1973 we started I.M.E. I think of him often with many fond memories of our travels.

Eugene Henry "Hank" Schlomka, one of my first customers, bought a tank and pump from me in 1967 and many more over the years. Hank was my best unpaid salesman and has helped many people in his area start pumping companies. A loyal supporter of the pumping industry, he has attended every trade show.

Keith Huber, who I knew from when he was in high school. We were from the same hometown and Keith worked for me at I.M.E. We traveled together for a couple of years and had more fun than any two people deserve. Keith started his own company that became a leader in the industry. After Keith's untimely death in 2008, his daughter Suzi took control. She has the same drive as Keith and will keep the company an industry leader for many years. I miss him; we laughed together often.

In 2002, whirlwind entrepreneur Mel Paul told me he would be interested in building aluminum vacuum tanks. I supplied him with an engineer and a talented production foreman. He told me he would make me a Progress distributor. So I started LC Tanks.

Last, but not least, the man who has done the most for everyone in this industry, in my opinion. A special thanks to Bob Kendall and COLE Publishing for the work and vision to give the pumping industry a medium to find suppliers for their needs and a trade show to meet manufactures and distributors and kick the tires on all the shiny new equipment. At the Pumper & Cleaner Expo, companies display and sell the support products you use every day. The Education Day classes keep pumpers informed on laws and regulations. The monthly *Pumper*, *PRO*, *Cleaner*, and other COLE magazines keep you up to date on what's new in your industry.

I have sold the assets of LC Tanks Inc. to Mike and Marie Kauffman, owners of L.T. & E. Inc., in Arcola, Ill. They have assembled many vacuum tanks and pumping systems for me since 2002. They take pride in the quality and expertise of their workmanship.

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# The GOAL TENDER

C & W Portables & Septic Service owner Chris Vandermeulen (center) stands with (from left) son Dylan, wife Nicole, daughter Paige and employee Mike Cox. (Photos by Jodie Fletcher)

**THE OWNER OF MICHIGAN'S C & W PORTABLES & SEPTIC WORKED OUT AN AGGRESSIVE BUSINESS PLAN, THEN USED HARD WORK AND CREATIVE MARKETING TO HIT ALL THE TARGETS**

By Dee Goerge



**W**hen Chris Vandermeulen purchased C & W Portables & Septic Service in 2005, he did something that seems counterproductive to most entrepreneurs. He struck a deal to turn over some of his septic service work to another pumper.

Despite the unorthodox move to give away some of his business, the McBain, Mich., business owner had goals for revenue growth that he reached earlier than he expected. In just six years Vandermeulen was pumping five times as many tanks a year and doubled his portable restroom business.

His cooperation with competing business owners continues as he expands the company.

## CAREER PINBALL

A welder by trade, Vandermeulen grew tired of traveling to the oilfield where he worked. In 1999, a friend told him about a job opening with a pumping/portable restroom business in Cadillac, Mich. Raised on a farm, and possessing the required CDL license, Vandermeulen decided to try driving a septic truck and servicing restrooms.

"I took a liking to it," Vandermeulen says. "I enjoyed working with all the people and going to different areas every day. It kind of clicked."

The job ended after a couple of years, however, when the owner sold the restrooms to another business. Vandermeulen returned to the oilfields and quickly grew tired of the lifestyle.

A friend who worked in excavation suggested a portable sanitation business, and Vandermeulen bought one used unit. He rented it out and

when he had enough money, he bought a new one, then four new units and so on as he made money to pay for them. He eventually sold the company to a friend and started a welding business.

But in 2006, a friend who owned C & W wanted to retire. The business had been around for 45 years and was well established and respected. Vandermeulen and his soon-to-be wife, Nicole, became C & W's fourth owner.

## GIVING UP SEPTIC ... FOR NOW

"I had a game plan," Vandermeulen explains. "The goal was to grow the portable toilets to a sustainable size for the area. In order to do that, I knew I couldn't hire a lot of help, and I had to get away from the septic work for a while. I made a deal with a local pumper so I could focus on toilets for a couple of years. It's paid me back tenfold."

The friendly competitor in nearby Manistee focuses on septic and excavation work, and, because of their cooperative agreement, rents C & W restrooms for jobsites. Vandermeulen has forged a similar agreement with a business in Mason County.

Vandermeulen grew the portable restroom business from 230 units to 420 by 2010. Plus, in 2010, he purchased the fledgling business he'd started years earlier, which had 120 restrooms. As a result, he met a goal of having more than 500 units sooner than he expected.

With that specialty established, he started pushing the septic side of the business. He had kept customers in several counties outside of Manistee, and

(continued)



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## Profile

### C & W Portables & Septic Service, McBain and Manistee, Mich.

Owners: Chris and Nicole Vandermeulen

Founded: 1960, purchased by Vandermeulens in 2005

Employees: 4

Service Area: Northwestern Michigan

Services: Portable sanitation, septic service, camera inspection, line cleaning, light excavation, line replacement and installation

Associations: Michigan Septic Tank Association

Website: [www.cwportables.com](http://www.cwportables.com)



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Chris Vandermeulen



Nicole Vandermeulen, who helps her husband, Chris, with office work, reviews a job order with employee Mike Cox.

the business he purchased was pumping 80-100 tanks a year.

“We’re now pumping 500-plus tanks a year – within two years,” he says. “Growing it is the result of a lot of advertising as well as majorly educating people. We try to push maintenance pumping before having to respond to an emergency.”

#### DIVERSE CUSTOMERS

The regular maintenance message is particularly effective with two groups of customers. The first is rental property owners. Because of Michigan’s tough economy, rental properties have increased due to foreclosures. Avoiding emergency calls from renters appeals to property owners who live in other parts of the state. Vandermeulen seeks them out and offers annual inspection and maintenance service.

The second group that frequently goes with maintenance contracts are new homeowners who move from the city and aren’t familiar with maintaining a septic system.

About 60 percent of C & W’s pumping business is residential. The commercial side includes recreational, charter boats and camping sites. “For some reason, we’ve seen a large growth in canoe liveries and fishing,”

Vandermeulen says. “We take care of pit toilets, and we do a lot of RV pumping.”

Vandermeulen attributes the work from recreational customers to the bold C & W name emblazoned on his trucks that move up and down the scenic M-55 highway corridor along Lake Michigan. His restroom units also are well marked and provide mobile billboards for his offerings.

Another large commercial client is a meat processing plant that requires pumping two tanks of grease every week, along with their washdown water. He services restaurants quarterly.

“When we do grease, we strain it,” Vandermeulen says. A biodiesel fuel manufacturer picks it up, and only the leftover material needs to be taken to the treatment plant.

#### UP TO THE JOB

Vandermeulen’s welding skills also save him money.

“We subcontract only about 10 percent of work to outsiders. Everything else is done in-house,” he says. He works out of a well-equipped pole barn. He built his own specialty tools to roll and bend metal and is skilled at welding stainless steel and aluminum. Consequently, he builds out his own vacuum trucks and restroom transport trailers. In fact, Vandermeulen built his own restroom trailer for special events.

“We came up with a machine I fabricated to fill our sanitizers, which is a huge money savings,” he says.

In 2005, C & W had several trucks and portable restrooms. The fleet included a 1994 Ford L-9000 with a stainless steel shop-built 1,000-gallon waste/300-gallon freshwater tank and National Vacuum Equipment Inc. pump; a 1999 Ford F-550 with a 600-gallon waste/200-gallon freshwater Imperial Industries Inc. tank and National Vacuum Equipment pump and a 1996 Ford F-350 delivery truck. He had a variety of portable restrooms, mostly from PolyPortables Inc. and PolyJohn Enterprises.

He has added a 2001 International 4900 with a 2,500-gallon Wee Engineer Inc. tank with a National Vacuum Equipment Inc. pump; a 1998 International 4900 with a 2,000-gallon tank made in C & W’s shop and a Wallenstein pump; a 1996 Kenworth T300 with a 1,000-gallon waste/300-gallon freshwater Marsh Industrial tank and National Vacuum Equipment pump; a shop-built trailer unit with a 300-gallon waste/120-gallon freshwater tank and National Vacuum Equipment Inc. pump; and 2002 and 2011 Ford delivery/service trucks.

Most recently, the company added a 1999 Freightliner with a 1,100-gallon waste/400-gallon freshwater Imperial tank and Masport pump. Each of the trucks is fitted with Burks DC-10 washdown pumps.

Further showing his self-reliance in the shop, Vandermeulen built a waterjetter. And he invested in a GraffTech R-31 vinyl sign plotter

(continued)



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Dylan Vandermeulen helps his dad, Chris, load a hand-wash station on the back of a pickup to bring it back to the shop.

“

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”

Chris Vandermeulen



After a pumping job is done, Mike Cox gets his truck ready to hit the road back to the shop.

machine to make C & W signs that he plasters everywhere - on trucks, portable restrooms and along the highway.

### PROMOTE, PROMOTE, PROMOTE

While the signs work well to keep the business name in front of potential customers, Vandermeulen is pleased with new websites he launched last year - one through a phone book company and the other on his own. "The online stuff is doing the most for us," he says. He estimates about 50 percent of his new customers come from the websites, 30 percent from word-of-mouth and 20 percent from phone book advertising.

The business website features advice on septic maintenance and charts comparing household sizes, tank sizes and standards on how often the tanks should be pumped. It's part of Vandermeulen's emphasis on educating customers.

As he gets more customers on a regular maintenance schedule - organized with the help of Peachtree computer software - Vandermeulen has more time to reach out to potential customers.

"I have a list of people I talked to through the summer," he says. "In the fall, I have appointments to meet with them. If I get 10-15 percent growth, I'll be extremely pleased." For property owners who live out of the area, he uses email and teleconferences to tout proper maintenance.

### STAY FOCUSED

Vandermeulen stresses the importance of keeping machines working. "I don't keep equipment that doesn't make a profit. I stay away from something that's for occasional use," he explains. "That's where my relationships with an excavator comes in handy."

C & W specializes in vacuum services and portable restrooms, but also does line and drainfield installation and line replacement. Because he doesn't maintain big equipment needed for some of the jobs, he hires an excavation company to do most installations. In return, Vandermeulen gets the associated pumping and portable restroom work.

Though he maintains a strict business focus, Vandermeulen understands the importance of being flexible and diversifying.

"A couple years ago we took a hard hit from the building industry. A large company we serviced went bankrupt, and we lost some winter work. That prompted us to plow snow." The Snowbelt-based company still offers the service.

Based on the rule that equipment must turn a profit, Vandermeulen plans to add a tractor/tanker trailer to his fleet

(continued)

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# YES WE CAM!

When Chris Vandermeulen purchased a UEMSI Chaser camera in 2006, it was to help him diagnose septic problems and find obstructions. "I wanted it to tell what the issue was before we tried to correct the problem," he says. Since then he's been amazed at how many ways it can be used.

"It's a hot-ticket item. The camera makes me good money," he says. Most often he uses it to

diagnose problems in residential septic systems. "I can show a customer what's going on with the system and why they are having trouble. It helps us diagnose the issue with the system more efficiently and effectively so I'm not spending a lot of extra time."

Area municipalities have also used the camera to inspect their sewer and water lines. Word-of-mouth that he owns the camera has led to calls from local businesses. An electrician ran the camera in a

wall to help fish wires. Water well installers use it, as do railroad-car inspectors. "Merit Energy uses the camera on their oil wells to check wells to see how much scale is on the pipe," he adds.

Vandermeulen also purchased Prototek line locating equipment to help find septic tanks and lines. Both pieces of equipment have been good investments, he says, generating income, whether for the services he offers or being leased for sideline jobs.

to haul to a wastewater treatment plant 70 miles away. Though it is twice as far as the plant he now uses, the cost of disposal is less than half. He could also transport trailers of milk or other commodities with the tractor to justify the purchase. The former farmer is already using his Ford F-250 trucks and gooseneck trailers to haul hay and equipment for customers.

## DOING IT RIGHT

Vandermeulen's wife, initially reluctant about the purchase of C & W, appreciates the benefits of owning a business. Nicole plays an active role in the office, delivering, washing and picking up restrooms and helping clean filters and grease traps, for example. She's had less time to help since the couple had a baby in 2010. The Vandermeulens enjoy traveling, going to the Pumper & Cleaner Environmental Expo International and getting to know their customers.

The company's success is due, in part, to maintaining C & W's longstanding good reputation as well as Vandermeulen's personal expectations.

"When we leave a jobsite, we make sure it's in the condition it was when we got there," he says. "We cut the sod nice and set it aside when we dig up a tank and put it on a tarp. I don't want to see any tracks, any footprints. That's something we take pride in." ■



Chris Vandermeulen boards his vacuum truck to make another daily run to maintain septic tanks and pump restrooms.

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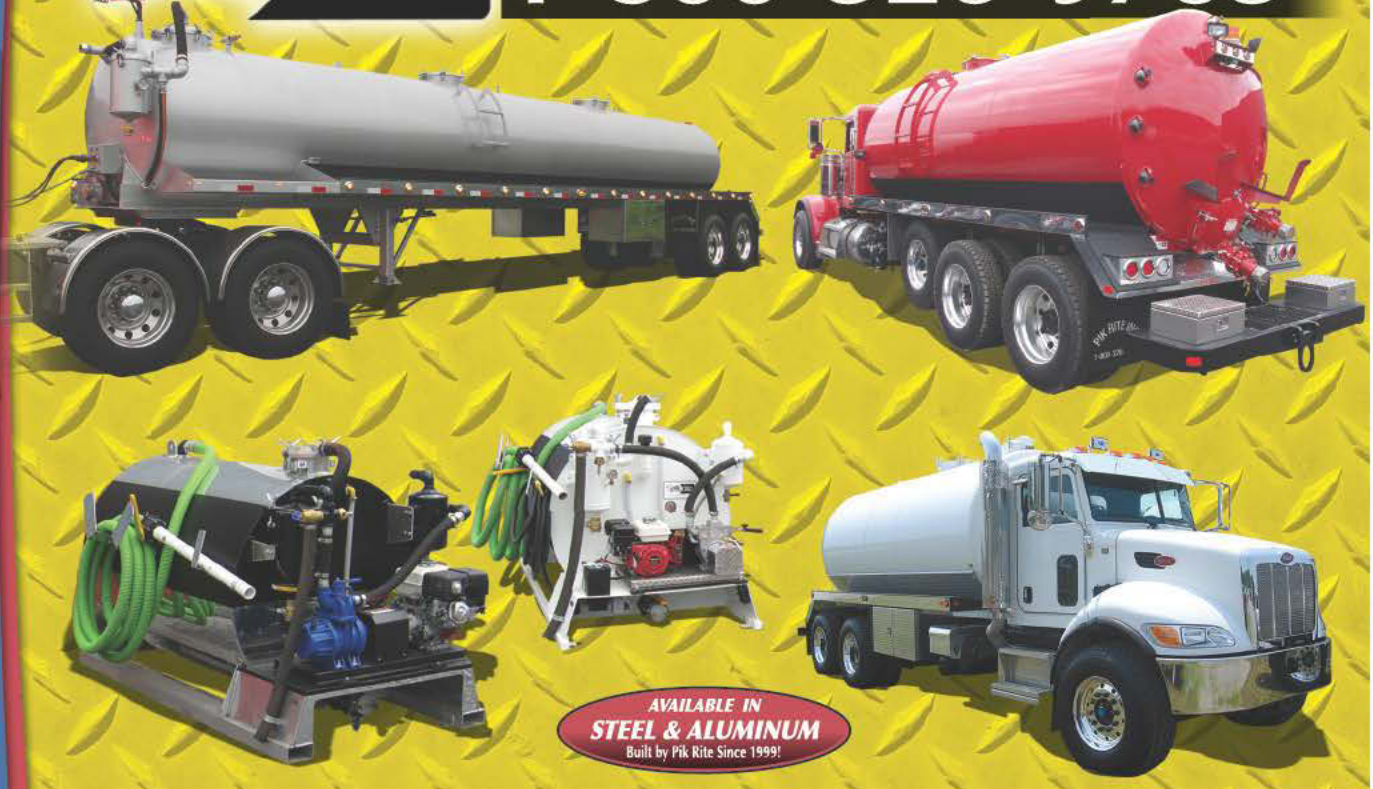
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# A RESTROOM RESURGENCE

## SIGNS POINT TO A STRENGTHENING PORTABLE SANITATION INDUSTRY, BOTH THROUGH A REBOUNDED ECONOMY AND AN AWARENESS OF THE NEED FOR PROFESSIONAL STANDARDS

By Doug Day

**“T**he worst is behind us,” says Jeff Wigley, owner and founder of Pit Stop Sanitation Services Inc. in Atlanta. He figures it’s time for the economy to finally recover, and he hopes portable restroom companies are prepared for it.

He has seen the ups and downs of the industry since leaving the corporate world for the portable sanitation business in 1995. “I had read that portable sanitation was going to be needed for the 1996 Atlanta Olympics,” he says. “We got enough business from that to make a name for ourselves and here we are in 2012 and the doors are still open.”

Wigley started with a truck and 30 portable units. He now has a dozen employees. Pit Stop has about 800 units in the field, which is about half from the company’s peak in 1997. Even though he has about 1,200 units in the yard, he is optimistic about his company’s future. Wigley, president of the Portable Sanitation Association International during the trade association’s 40th year, has the same positive outlook about the industry.

### **Pumper: What’s your forecast for portable sanitation?**

**Wigley:** I have good friends in the industry in different parts of the country. The consensus seems to be that we may have taken that first step toward an uptick in business. It might have to wait until after the gridlock of the presidential election, but I think we’re pointed in the right direction.

### **Pumper: Have you done anything at Pit Stop to be ready?**

**Wigley:** We’ve spent a lot of time refurbishing units and maintaining our inventory. Our units are ready to go when the phone starts ringing. When customers want your units out in the field, it’s not the time to start cleaning and fixing them.

### **Pumper: Slow times sometime make people take stock of their situation. What should they look at?**

**Wigley:** The core is getting down to knowing your actual cost. We have to offer value and we need to treat our industry as a valuable service, not a commodity, so when business starts to take off, we can get the prices we need to operate successful businesses.

Try to break costs down so you know the cost of a service call, and that includes more than salary and healthcare and the cost of goods. You also have property tax, vehicle insurance, utility costs and other overhead. Small operators may say they don’t have that much because they do it themselves, but you also have to place value on your own time.

Over the last two years, PSAI has presented a lot of seminars about analyzing the cost of your business. We have spreadsheets on the PSAI website anyone can download. It asks all the questions to analyze all your

operating and equipment costs so you can make a profit and make enough to invest back into your business.

### **Pumper: Is any new equipment in the industry capturing your attention?**

**Wigley:** As we all try to get more efficient, we can use things like GPS and other technologies. We have GPS in all our trucks so we can evaluate a route and help drivers, instead of having them parked on the side of a road looking at a map.

### **Pumper: Being president of PSAI, you get an early view of the regulatory environment. What’s on the horizon?**

**Wigley:** Certification of portable restroom operators is becoming much more common. It will be required here in Georgia later this year and we won’t be the first. The PSAI certification course is recognized in all the states that require certification and many states recognize PSAI functions and the Pumper & Cleaner Expo Education Day for continuing education credits.

### **Pumper: What’s involved with the PSAI certification?**

**Wigley:** Each student gets our Certification Manual, which is roughly 100 pages. Classroom instruction lasts four to five hours and all items in the manual are covered in detail with time for questions. There is a 50-question, one-hour, multiple-choice test. The manual and tests are available in Spanish.

Passing the test certifies the person for three years. You renew your certification by reviewing a copy of the latest version of the manual. After three more years, you must sit in another classroom session but do not have to take the test again. Certification is on an individual basis and if someone moves from one company to another, certification goes with them.

### **Pumper: You were one of the pumpers who organized a small association, and then teamed up with the Georgia Onsite Wastewater Association. What drove that?**

**Wigley:** We started in the spring of 2007 with six portable restroom companies when sales tax for portable restroom companies became an issue. Are we providing a service, which is not taxable, or providing a product that is taxable?

Also, some municipalities in the Atlanta area didn’t look too kindly at accepting our waste at that time. Then the possibility of certification of portable restroom operators came up. We came together to try to help our

industry, so we figured we needed a lobbyist, which is expensive. GOWA approached us about forming a portable restroom division. GOWA has a lobbyist, a legal team, and they're well entrenched in the state.

And it worked. GOWA has been a blessing for us and helped make us more of an established industry; any portable restroom operator can join now.

The state ended up passing a law that specifically exempts portable restroom companies from sales tax. GOWA has helped us on the certification issue because they had experience with pumper and installer certifications. And we've been able to educate wastewater plants about our wastewater so they understand it better and are more accepting of it.

**"OUR INDUSTRY IS LOOKED ON MORE FAVORABLY AND PEOPLE ARE REALIZING THAT PORTABLE RESTROOMS ARE AN INTEGRAL PART OF SPECIAL EVENTS."**

**Jeff Wigley**

**Pumper: Do you see the same increase in acceptance from the public?**

**Wigley:** Our industry is looked on more favorably and people are realizing that portable restrooms are an integral part of special events. We're seeing more hand sanitizing units and restroom trailers being used. We can offer flush units, restrooms with sinks, standalone sinks, units with lights; people like those options. Special events have helped us diversify from the construction and commercial sectors. Handicapped accessible units, I think, are going to increase in popularity.

Portable restrooms have even become more popular in public parks, especially during festivals and big events when the permanent bathrooms aren't enough. People are more agreeable to supplement those permanent restrooms with our portable units.

**Pumper: You've done some work on portable restrooms and the impact on conserving water. Tell us about that.**

**Wigley:** We had a tremendous drought two years ago in Georgia and we provided portable restrooms to parks that closed down permanent restrooms to save drinking water. One hundred people can use a portable restroom that starts with five gallons of water, and that's 100 times they aren't flushing drinking water down the drain.

PSAI is working with some agencies, including the Centers for Disease Control and Prevention to determine how many gallons of water portable restrooms save. I have heard something like 125 million gallons a day across the world; that's 45 billion gallons a year. We're trying to fine-tune that number. A lot of the manufacturers are telling me their business has increased in some of the developing countries where they are saving a lot of drinking water.

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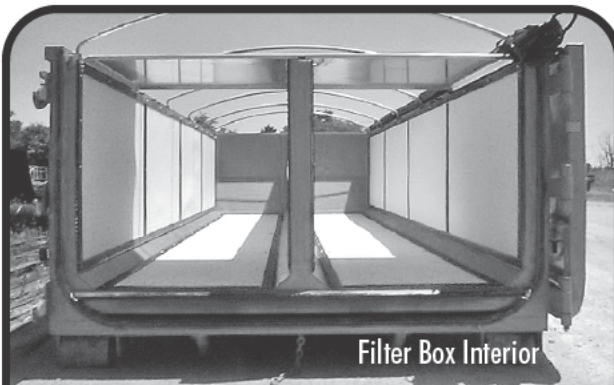
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# PUMPERS SPREAD CHEER

## CONNECTICUT-BASED STEPULE'S SANITATION LIT UP ONE OF ITS SERVICE TRUCKS TO CELEBRATE THE HOLIDAYS

By Jim Kneiszel

For Brenda Stepule, nothing gets you in the Christmas spirit like decorating a pump truck! The co-owner of Stepule's Sanitation Service Inc., Glastonbury, Conn., had a great time working with her husband, Brian, and the pumping crew adding more than 5,000 twinkling lights to their backup vacuum truck for the 2011 holiday season.

Stepule's lit its truck and parked it at a downtown shopping mall leading up to the holidays in response to a *Pumper* story about an Alaskan company that decorated a pumping rig for Christmas the past few years. Peninsula Pumping of Soldotna, Alaska, featured in the November 2011 issue, received a lot of good public relations for its Christmas display of a lighted vacuum truck. So owner Sean Cude issued a challenge to other pumpers to show off their own decorated work vehicles.

Brenda Stepule said she and her crew were glad they took up the challenge.

### LOTS OF SMILES

"We were inspired to spread holiday cheer in our town too," she says. "Decorating the truck was a challenge, but once we displayed it downtown several nights during the holiday season, we realized it was so worth it to see all the smiles. People loved it. They took pictures and stopped to talk to our guys about it. And a picture was sent in to our local newspaper too."

**"PEOPLE HAD GREAT THINGS TO SAY ABOUT IT ... IT WAS DONE IN THE NAME OF SPREADING HOLIDAY CHEER, BUT GETTING EXPOSURE FOR THE BUSINESS AT THE SAME TIME."**

**Brenda Stepule**

As Stepule explains, "We parked the truck at a local busy shopping plaza. And we drove it home or back to the shop each night. A couple times it was driven home with all the lights on. Lots of people saw it then, too (going by their homes). We used a generator for the electricity.

The truck Stepule's used is a 2003 International 8600 that could be taken out of service for a while during the slow season. To decorate the rig, Stepule started with small-bulb net lights joined together in a large quilt



It took more than 5,000 lights and a portable generator to pull off this rolling Christmas decoration. (Photo courtesy of Stepule's Sanitation Service Inc.)

of lights using zip ties. She laid out the lights in the yard at home, then had her crew spend a few evenings fixing the lights to the truck using ties and bungee cords. To form the greeting, Stepule drilled holes forming letters in a piece of wood, then strung the lights through the holes. Wreathes were added to the wheels.

A 2000-watt portable Honda generator was used to light the display. Because they could keep the truck lit while driving down the road, Stepule said she hopes to enter the truck in area nighttime Christmas parades in the future.

Stepule secured permission from the mall owner to park the truck in the lot facing a busy street and Brian or a worker stayed near the truck – sometimes handing out candy canes – from dusk to early evening six or seven nights before Christmas.

### NEW ANNUAL TRADITION

"It went off really great. People had great things to say about it," Stepule says. "It's something we'll do every year, and every year it will probably get a little better. It was done in the name of spreading holiday cheer, but getting exposure for the business at the same time."

Did you decorate your service truck for the holidays? If so, share your story and send a photo to [editor@pumper.com](mailto:editor@pumper.com). ■

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**2006 Freightliner M-2**, Cat 230 HP, 6 spd, AC, low miles, **new** 2300 gallon steel vac tank, **new** Jurop PN-84 vac pump.

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**2002 Mack RD688S**, Mack 350 HP, 9 spd, jakes, AC, double framed, low miles, **new** 3360 gallon steel, **new** liquid cooled HXL-400 Masport vac pump.

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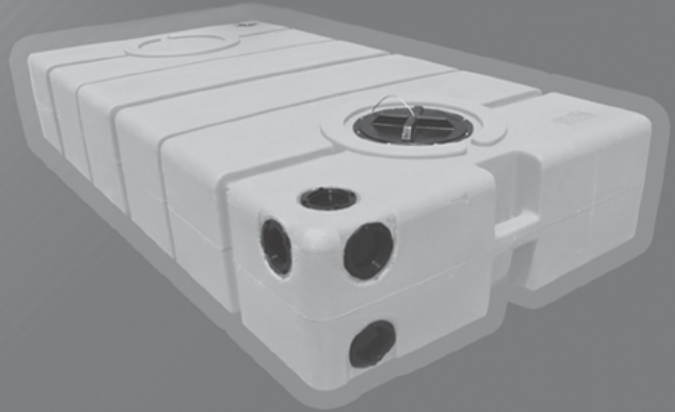
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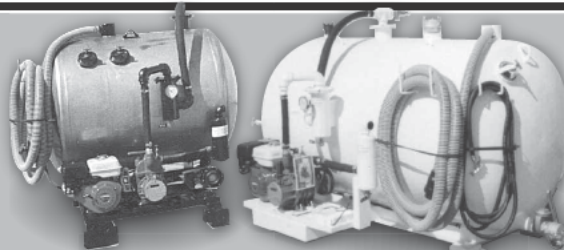
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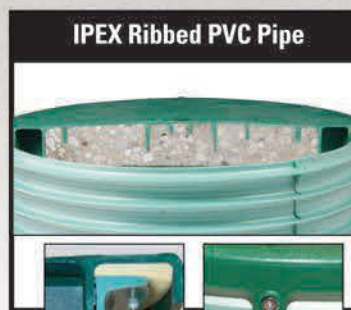
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## ON THE LEVEL

### THE ANSWERS VARY WHEN A POSTER LOOKS FOR THE BEST WAY TO MEASURE HOW MUCH WASTE IS IN THE VACUUM TANK

*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](http://www.pumper.com).*

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

#### Question:

What does everyone use for truck tank levels? My truck has a sight glass, which, once dirty, is useless. Any other ideas?

**ON MY LAST FOUR TRUCKS, I HAVE HAD THE MORO ACCU-LEVEL TANK LEVEL INDICATOR INSTALLED. YOU'RE ABLE TO SHOW CUSTOMERS EXACTLY WHAT'S ON YOUR TRUCK BEFORE YOU GET STARTED AND AFTER YOU FINISH. IT LEAVES NO QUESTIONS IN ANYONE'S MIND.**

#### Answers:

Sight glasses and keep cleaning them. Small PSI gauge and do the math?

Garnet Instruments makes an electronic liquid level indicator.

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I have always used sight glasses and kept them clean, which has worked great. But in my area everyone charges by the gallon, which has led to more than a few people lying about gallons to their customers and at the disposal site. So four or five years ago on my last four trucks, I have had the Moro Accu-Level tank level indicator installed. You're able to show customers exactly what's on your truck before you get started and after you finish. It leaves no questions in anyone's mind. I like it so much that on my last truck I didn't even have sight glasses installed.

#### Question:

What are some things you provide with septic inspections? I know everyone does it a little differently.

#### Answers:

A bill! All joking aside, the bill is certainly the most important. Most all of the real estate customers I've dealt with have their own specific forms and things they want filled out, so I cater to their exact needs. It's usually the lenders that call for inspections and they are glad to tell you exactly what they want. Just like everything else in this business, make them happy by giving them exactly what they want and price it accordingly so that you're just as happy when you make the deposit!

NOWRA (National Onsite Wastewater Recycling Association) provides a guideline for septic inspections that I feel covers what most pumpers should be looking for. It may vary slightly depending on your part of the country.

The NAWT (National Association of Wastewater Transporters) has a certification program that has forms with it. It is a pretty basic program.

The most important statement to include in your septic system report is to state that the inspection report is based on current usage, and not a guarantee that the system will continue to perform in the same manner for the next owner. I always state that the system should be checked in one year so a pumping schedule can be determined based on the new owner's usage.

If there is not a water meter to determine usage, adding one is the only way to protect yourself if the new owner has problems with a system you have passed. I had another pumper tell a customer the system I had passed was garbage. It turns out the homeowner ran the water well dry. The previous owner had never had a problem with either the well or septic. ■

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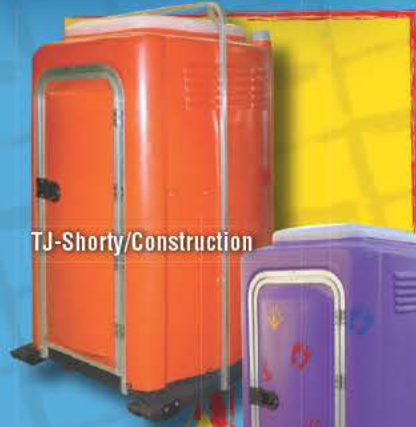


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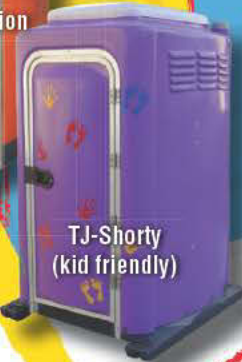
# TUFF-JON



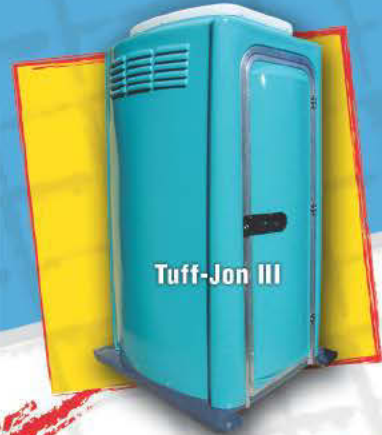
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By Ed Wodalski

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## Active Deployment Systems

Super Toilet (24 stalls, 6 urinals) or Super Node (36 stalls, 44 urinals) trailers from **Active Deployment Systems** provide an alternative to large banks of portable restrooms. One trailer replaces 80 units in half the footprint. Features include climate control, flushing toilets and hand-wash stations. Each self-contained trailer

has three divisions for men, women and family. Ready for water and sewer hookup, waste can be transferred to a storage tank or vacuum truck up to 500 yards away. 866/975-4201; [www.activedeployment.com](http://www.activedeployment.com).

## Ameri-Can Engineering



Ameri-Can Engineering

The 814 Tailgater restroom trailer from **Ameri-Can Engineering** has a 640-gallon waste and 176-gallon freshwater tank. The 8-foot by 14-foot trailer features stainless steel bar sink with

potable water, refrigerator, portable bar, extra electric outlet and wine chiller. The women's section has two china, flushing, water-saver stools, two sanitary receptacles and baby-changing station. The men's section has one flushing, water-saver stool and flushing water-saver urinal. Both sections have wood louvered doors and glass mirror with backlight. Options include winterization, hot water system and heat package. 574/892-5151; [www.ameri-can.com](http://www.ameri-can.com).



Aglow Systems

## Aglow Systems

The motion-activated Firefly solar light from **Aglow Systems** attaches to the interior roof of portable restrooms. Sunlight shining through recharges the batteries. No external solar panels or drilling are needed. The light sensor only operates in the dark. Features include four LED bulbs, waterproof enclosure, automated design and secure installation. Other features include

infrared motion detector and internal timer. 865/312-7312; [www.fireflysolarlights.com](http://www.fireflysolarlights.com).



AMS Global

## AMS Global

The J-Series J-5ADA restroom trailer from **AMS Global** features remote suspension lowering that allows the trailer to rest on the ground for added convenience and safety. Trailers have a 10,000-pound axle and 500-gallon waste and 250-gallon freshwater capacity.

Measuring 7 1/3 feet wide and 19 1/2 feet long, the trailers feature a JETS vacuum toilet system with macerating pump for onboard waste collection or direct sewer connection. The pump can move liquefied waste up to 100 feet. Interiors include waterproof composite wallboard, porcelain sinks and shatterproof mirror. Standard units have a 13,500-Btu, roof-mounted air conditioner with heat strip. 888/574-4222; [www.amsglobal.us](http://www.amsglobal.us).



Allied Forward Motion LLC

## Allied Forward Motion LLC

The Mini-Metro Mover from **Allied Forward Motion LLC** has a load capacity of 525 pounds. The portable, collapsible restroom mover fits on a truck, weighs 56 pounds and has four pneumatic tires, formed steel construction and black acrylic E-coat finish. 920/493-2987; [www.minimetromover.com](http://www.minimetromover.com).



Amthor International

## Amthor International

The three-compartment, aluminum 1,800-gallon portable restroom service vehicle from **Amthor International** has a Masport HXL4 pump, rear stationary restroom holder, driver's side workstation and two tank-mounted cabinets with extruded doors. Mounted on a 2012 International 4300 chassis, other features include LED lighting with rear top strobe, two rear work lights, spring rewind hose and dual bucket fills. 434/656-6233; [www.amthorinternational.com](http://www.amthorinternational.com).

(continued)

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Armal Inc.

## Armal Inc.

The Top Line portable restroom from **Armal Inc.** features ultra-smooth walls, integrated air vents, 60-gallon holding tank with ergonomic seal and anti-contact bends and three-roll paper holder with utility shelf. The impact-resistant, single-block floor has a non-slip surface and raised seams to prevent dirt accumulation. The unit weighs 185 pounds and is 90 inches tall, 43 inches wide and 47.2 inches deep. A 7 1/2-gallon, internal hand-wash sink is available. 770/491-6410; [www.armal.biz](http://www.armal.biz).

## McKee Technologies

Explorer Transporter trailers from **McKee Technologies** range from 8 to 48 feet in length and can accommodate up to 24 restrooms. Adjustable carrier slats secure most restroom skids, including multiple sizes. Trailers feature independent suspension axles. Wind deflectors to protect restrooms from road spray and stones and hot-dip galvanizing are available. 866/457-5425; [www.explorertrailers.com](http://www.explorertrailers.com).



McKee Technologies

## Best Enterprises Inc.

The 1,100-gallon waste/400-gallon freshwater service vehicle from **Best Enterprises Inc.** features a 304 stainless steel tank with PTO warning light in the dash. Sensors shut down the PTO when the secondary begins to fill. Other features include heated toolboxes and stainless coils that heat water and grease, clutch systems that eliminate the need for hydraulics, inside washdown system and spring-assisted restroom carrier. Slide-in units, septic trucks, grease trap trucks and roll-off tanks are available. 800/288-2378; [www.bestenterprises.net](http://www.bestenterprises.net).



Best Enterprises Inc.



Five Peaks Technology

## Five Peaks Technology

The Matterhorn II ADA-compliant portable restroom from **Five Peaks Technology** features a UV-stabilized twin wall Cor-X polypropylene surface. Steel-reinforced corner extrusions and wrap-around stainless steel handrails add strength. Other features include exterior grab handles and pneumatic door closer with safety chain. The unit has a 74-gallon drop tank, extended bench for easy transfers from wheelchair to seat, ground-level access, dual coat hooks, mirrors and three-roll paper holder. 866/293-1502; [www.fivepeaks.net](http://www.fivepeaks.net).

## FMI Truck Sales & Service

The WorkMate 800 (500-gallon waste, two 150-gallon freshwater tanks) portable restroom service truck from **FMI Truck Sales & Service** features equal weight distribution of the sidewinder tank for extended brake life and improved handling.



FMI Truck Sales & Service

Two poly water tanks are plumbed to provide brine, freshwater, premix or any combination. The ergonomically designed workstation has 60 cubic feet of storage space. Made to carry four restrooms on the bed, E-track load securement systems eliminate the need for ropes. Features include hot tar hose, Masport components, marine-style wiring and watertight electrical panel with automatic reset circuit breakers. Hoses, wand, nozzle, bucket, straps and hydraulic liftgate are included. 800/927-8750; [www.fmitrucks.com](http://www.fmitrucks.com).

## Chempace Corp.

PowrX non-formaldehyde treatment from **Chempace Corp.** combines the performance and longevity of Con 2 Plus with the odor control properties of Bionic for effectiveness up to seven days. Additives assist in breaking down waste and scale buildup in the holding tank. Available in a variety of fragrances, the non-staining, blue-dye restroom treatment is biodegradable. 800/423-5350; [www.chempace.com](http://www.chempace.com).



Chempace Corp.

## Crescent Tank Mfg.

The patented all-in-one rectangular vacuum tank from **Crescent Tank Mfg.** has a low-profile design for a lower center of gravity with bed for hauling portable restrooms, hand-wash stations and other equipment. Liquid waste is held inside the rectangular tank with a separate freshwater poly tank. The vacuum tank can be configured for volumes of 100 to 1,000 gallons. 585/657-4104; [www.crescent-tank.com](http://www.crescent-tank.com).



Crescent Tank Mfg.

## Deal Associates

The Hitch Hauler from **Deal Associates** enables a pickup or sport utility vehicle to carry a portable restroom. Designed for one-person loading, the hauler mounts to a Reese-style hitch receiver and does not block the tailgate, allowing for full use of the truck bed. 866/599-3325; [www.dealassoc.com](http://www.dealassoc.com).



Deal Associates



Imperial Industries Inc.

## Imperial Industries Inc.

The Imperial Tradition portable restroom from **Imperial Industries Inc.** features a one-piece continuous doorframe with five-point integral polyethylene door hinge and 60-gallon holding tank. Weighing 170 pounds, the unit is available in seven standard colors and mix/match color schemes. 800/558-2945; [www.imperialind.com](http://www.imperialind.com).

## JAG Mobile Solutions

Fantastic Series mobile restrooms from **JAG Mobile Solutions** are available in 15- to 32-foot models (four to 12 rooms) and 625- to 1,300-gallon waste tanks. Features include maple-stained wood cabinetry, wood wainscoting, chair rail and crown molding, recessed ceiling lights, Corian countertops, black porcelain toilets and urinals and six-panel full-privacy doors. Each unit has wide retractable steps with large porch and full handrail. Other features include waterless urinals, water-saving faucets and LED exterior lights. Options include LED interior lights, granite countertops, sink and urinal shelves, electric flushing toilets, hands-free faucets, full-length mirrors, TV with DVD players and media feeds, exterior TVs, onboard freshwater tank and pump and winterization package. 800/815-2557; [www.jagmobilesolutions.com](http://www.jagmobilesolutions.com).



JAG Mobile Solutions

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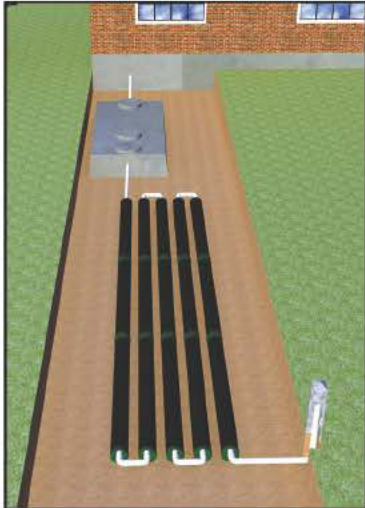




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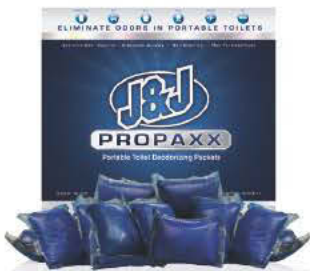


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J & J Chemical Company Inc.

## J & J Chemical Company Inc.

ProPaxx portion control, non-formaldehyde deodorizer packets from **J & J Chemical Company Inc.** are made for portable restrooms, buses, boats, trains, RVs, vault toilets, holding tanks, recirculating toilets and other self-contained restrooms. Designed to eliminate odors and break down solids, packets are available in Gold for extreme heat and heavy traffic and Silver for moderate heat and traffic as well as special events. A variety of fragrances are available. **800/345-3303; www.jjchem.com.**



Ledwell & Son Enterprises Inc.

## Ledwell & Son Enterprises Inc.

The LC 1500 portable restroom service truck from **Ledwell & Son Enterprises Inc.** has a PTO-driven, 4-way valve, carbon or stainless steel tank, rear work lights, dual restroom carrier with self-supporting bed, LED side and rear marker lights, freshwater systems, trailer hitch receiver, high-performance vacuum pump, 2-inch suction hose with ball valve, spring-loaded hose reel with auto rewind and storage compartments. **888/533-9355; www.ledwell.com.**



Lely Manufacturing Inc.

## Lely Manufacturing Inc.

The 600-gallon waste/300-gallon freshwater portable restroom service vehicle from **Lely Manufacturing Inc.** has a 17-inch top manway on the waste compartment with primary and secondary shutoff, two 5-inch sight glasses, 3-inch top inlet elbow and 3-inch discharge valve (side or rear). The water compartment has a 16-inch manway with 10-inch quick-fill opening, two 5-inch sight glasses, bucket fill gravity flow and bucket holder and Burks 12-volt water pump (40 psig, 6 gpm). The unit has a Masport HXL3V (85 cfm) or MEC 400 (131 cfm at 15 inches Hg) vacuum pump, right-angle gearbox and cable or electric shift PTO for standard transmissions. Other features include two aluminum toolboxes, 10-gallon chemical tank, fender hose tray/decking combination, fold-up dual restroom rack, vacuum and pressure relief valve and liquid fill gauge. **800/334-2763; www.lelyus.com.**

LMT Inc.



## LMT Inc.

The two-compartment (1,100-gallon waste/400-gallon freshwater) PT Series service vehicle from **LMT Inc.** has a 1/4-inch carbon steel tank, Hertell KDP6500, 220 cfm vacuum pump, two 36-inch aluminum toolboxes and two-unit rear restroom rack. **800/545-0174; www.tanksandpumps.com.**



Mid-State Tank Co. Inc.

## Mid-State Tank Co. Inc.

The 1,300-gallon waste/450-gallon freshwater stainless steel tank from **Mid-State Tank Co. Inc.** has a 20-inch top manway with primary, hose supports, storage cabinets, workstations on both sides, restroom carrier, work lights, sight eyes for the waste compartment and sight gauge for the water compartment. **800/722-8384; www.midstatetank.com.**



NuConcepts

## NuConcepts

Solar-powered, self-contained restroom trailers from **NuConcepts** are designed for the entry level special events market where space, capacity, electrical or water connections might be limited. Features include 65-gallon waste and 40-gallon freshwater tanks, incandescent lighting, enclosed stainless steel sink and flushing china toilet. Each restroom offers an average of 125 uses (500 total for a Quad VIP trailer). Options include 110-volt air conditioning, powered roof vents, hot water heaters, interior heaters, power converters and winterization units. **800/334-1065; www.nuconcepts.com.**



PolyJohn Enterprises

## PolyJohn Enterprises

The Waterworks self-contained freshwater delivery system from **PolyJohn Enterprises** provides water on demand for restrooms or showers without water or sewer hookups. The system provides 95 gallons of water using a built-in, on-demand pump. A 250- or 300-gallon holding tank can be added for greater capacity. **800/292-1305; www.polyjohn.com.**

## PolyPortables

The Vanity hot water hand-wash station from **PolyPortables** has a 2.5-gallon water heater and pump that operate through a 110-volt power supply. The unit is available in an office trailer (no self-contained graywater tank) or in a special-event configuration with saddle-bag graywater tank. Built-in, recessed wheels and hand holds enable the cabinet to be rolled into position and placed flush against a wall. Measuring 28 inches wide, 36 inches high and 19.5 inches deep, the unit has a 5-gallon, replaceable bottle water supply. **800/241-7951; www.polyportables.com.**



PolyPortables



Porta Pro Chem. Co.

## Porta Pro Chem. Co.

Non-toxic, non-allergenic liquids and deodorizing packets from **Porta Pro Chem. Co.** are free from phosphates, formaldehyde, Dichlorobenzene, enzymes and heavy metals. The deodorizer neutralizes odors by forming a non-volatile complex with the odorant, bonding the odor in solution rather than chemically modifying it. A variety of fragrances are available in totes, drums or pails. **888/673-5846; www.ccountrysupply.com.**



Safe-T-Fresh

## Safe-T-Fresh

Graffiti remover from **Safe-T-Fresh** removes paint, markers, pencil and ink. The biodegradable liquid contains no environmentally harmful solvents and does not run when sprayed on vertical surfaces. The graffiti remover is available in 32-ounce bottles or 1-, 6- and 55-gallon containers. **877/764-7297; www.safetfresh.com.**

## Satellite Industries

The entry-level Global portable restroom from **Satellite Industries** features a Dirt Buster base and open-grid floor design. Molded-in vent screens provide additional ventilation and eliminate the need for replacement screens. Other features include corner shelf, extra roll of toilet paper and a large door latch that can be elbow-operated to lessen the spread of germs. The door has a five-point integral hinge to eliminate sag. The unit has a 66-gallon tank and comes in several colors. **800/328-3332; www.satelliteindustries.com.**



Satellite Industries

(continued)

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## ScreenTech Imaging

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TOICO Industries

## TOICO Industries

The secondary containment tray from **TOICO Industries** is made for portable restrooms and to assist in compliance with containment issues related to the Clean Water Act. Units rest level in the slots provided to assure secure placement. 888/935-1133; [www.toico.com](http://www.toico.com).



Truck Works Inc.

## Truck Works Inc.

The 1,500-gallon (35-barrel) vacuum tanker from **Truck Works Inc.** is made for cleaning portable sanitation units, liquid street cleanup, sewers, septic systems, contaminated oil or the cleaning of storage tanks and spills. Features include steel tank (aluminum and stainless steel available) with full-length aluminum hose trays and drains, PTO-drive rotary vane 320 cfm Jurop pump system, 110-gallon freshwater tank with auxiliary water pump and 30-foot hose and reel mounted in enclosed cabinets. The tank is mounted on a 2012 Ford F-650 chassis. 602/233-3713; [www.truckworksinc.com](http://www.truckworksinc.com).



T.S.F. Company Inc.

## T.S.F. Company Inc.

The compact TJ-Shorty portable restroom from **T.S.F. Company Inc.** can be attached to a trailer and transported from job to job. It measures 80 inches tall (with lifting bracket for high-rise construction placement), 50 inches long and 46 inches wide. The restroom has a 56 1/2- by 24-inch door opening, 60-gallon holding tank and 3-inch caster under the skid. The child-friendly restroom (77 inches tall, 44 inches wide and no urinal) can be decorated for children's special events. An auxiliary step helps them reach the seat. 800/843-9286; [www.tuff-jon.com](http://www.tuff-jon.com).



Vacutrax Ltd.

## Vacutrax Ltd.

The PickupTanx portable vacuum unit from **Vacutrax Ltd.** has separate waste and freshwater compartments. Made of carbon steel, the unit features a Wallenstein vacuum pump and Honda engine. It's available in 300-, 450-, 660-, 840-gallon sizes suitable for portable sanitation, as well as larger sizes. 800/305-4305; [www.vacutrax.com](http://www.vacutrax.com).



Walex Products Company Inc.

## Walex Products Company Inc.

Porta-Pak portion control holding tank deodorizer from **Walex Products Company Inc.** is biodegradable and formaldehyde-free. Featuring a deep blue, non-staining color, the deodorizer is available in three sizes for extreme to normal climates and special events. 800/338-3155; [www.walex.com](http://www.walex.com).

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



# UTILIZING SMALL CLAIMS COURT

## WHEN IT COMES TO MINOR BUSINESS DISPUTES, DON'T FORGET THIS VALUABLE AND ECONOMIC TOOL TO RIGHT WRONGS AND COLLECT ON PAYMENTS DUE

By Fred S. Steingold

**W**ith lawyers charging \$250 to \$400 an hour in many cities, going to court can be a big pain in the pocketbook. But there's a way that a small or mid-sized business can often avoid this cost: consider representing yourself in small claims court.

Naturally, you wouldn't want to be your own lawyer in defending a \$100,000 contract case or a \$1 million personal injury suit. But how about suing a customer for an unpaid bill? Or a supplier for a \$5,000 breach of contract? Or a driver who knocked down a \$2,000 sign in your parking lot?

In cases like these, the small claims court – a court specifically designed for non-lawyers – may be just the ticket. This user-friendly court provides a speedy, inexpensive resolution of disputes that involve relatively small amounts of money.

According to Nolo, the publisher of *Everybody's Guide to Small Claims Court*, you can sue for up to \$6,000 in Maine, \$4,000 in Kansas and \$7,500 in Minnesota. These are typical amounts, but there's considerable variation. Tennessee, for example, has a \$25,000 limit while Kentucky limits cases to no more than \$1,500.

If you're doing business as a corporation or limited liability company (LLC), check the law in your state. In a few states, even if you're the sole owner of your corporation or LLC, you're not allowed to represent the business in court. The reasoning is that the corporation or LLC is a separate legal entity. Appearing in court for the business would amount to practicing law without a license.

Most states, however, let you designate someone – a corporate officer or employee, for example – to appear for the company in small claims court. Even better, in some states, you can send your bookkeeper to testify in a case involving unpaid debts.

### KEEP A LID ON COSTS

To understand how you can use the small claims court to your advantage, consider the strategy of a real estate appraiser I'll refer to as George. Occasionally, George has clients who ignore his bills. It drives him up the wall to think that people are ripping him off by not paying what they owe. Several years ago, he decided to pursue every nonpaying client if the amount involved was significant and there was a reasonable chance of collection.

Initially, George spent some time with his lawyer to become familiar with court procedures and to discuss pre-court strategies such as sending an effective collection letter. Over the years, George has done very well in collecting unpaid accounts. Occasionally, if matters get complicated, he calls or visits his lawyer. Phone calls rarely last longer than 15 minutes and visits rarely last longer than a half hour.

Wisely, George groups several problems so he can discuss them at the same time. Occasionally, George has his lawyer draft a legal pleading or a notice or letter. Over the years, he's collected most of what's owed to him – at a minimal cost.

You can do the same. Small claims procedures are easy to master. Basically, you pay a small fee, file your lawsuit with the court clerk, see to it that the papers are served on your opponent, show up on the appointed day and tell your story. Check with the court clerk for the specifics.

You can sometimes use small claims court even if your case is for slightly more than the court's limit. The secret is to ask for just the jurisdictional limit and forget about the rest. For example, suppose you're in the lighting fixture business, and an interior decorator owes you \$3,200 for some lamps. If the jurisdictional limit in your state's small claims court is \$3,000, in the long run it may be less expensive for you to forget about the \$200 excess. Hiring a lawyer and going to regular court would be even more expensive. Just sue for \$3,000.

**SMALL CLAIMS PROCEDURES ARE EASY TO MASTER. BASICALLY, YOU PAY A SMALL FEE, FILE YOUR LAWSUIT WITH THE COURT CLERK, SEE TO IT THAT THE PAPERS ARE SERVED ON YOUR OPPONENT, SHOW UP ON THE APPOINTED DAY AND TELL YOUR STORY.**

### YOUR BEST SHOT

Now, a few pointers for using the small claims court effectively.

Before you file a lawsuit, be reasonably sure of your legal position. Do you have a decent chance of proving in court that the defendant refused to pay a fair bill, or broke a contract, or negligently damaged your property? If not, any talk about going to small claims court is just an idle threat that will hurt your credibility.

Also, make sure you've done your best to get paid outside of court. Let the other side know that you're preparing to sue. Call first and then follow up with a letter. If you do end up in court, the letter will help the judge see that you made every reasonable effort to get paid before filing suit.

And before you file your case, think about whether you'll be able to collect on a judgment if the defendant doesn't pay. It helps if the defendant has a job or a bank account or owns property on which you can place a lien. If not, no matter how well you do in court, collecting the money will be a real hassle.

After you've filed your case, start getting your evidence together. Round up any relevant contracts, invoices, photographs, charts – in short, anything that will help prove your case. And make sure any employees or other witnesses you need to testify are available on the hearing date set by the court.

In small claims court, the rules of evidence and procedure are informal. Usually, each side simply tells the judge its story and presents its witnesses and other evidence.

Give a brief summary of your case and then lay out the important facts in chronological order. Address your testimony to the judge, not to the other side. Avoid arguing with the other side.

The judge might interrupt with questions. Always respond directly to the point the judge is inquiring about. Then go back to making your points.

At the end of the case, ask the judge to award you costs as well as the amount the defendant already owes you. If you win, you're normally entitled to have the other side pay your filing fee, any fees for service of papers and any fees you paid to witnesses you had to subpoena. ■





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# Pathway to PROFITS

**PUMPER & CLEANER ENVIRONMENTAL EXPO EXHIBITORS USE THE BIG STAGE IN INDIANAPOLIS TO UNVEIL THE LATEST INDUSTRY PRODUCTS AND INNOVATIONS**

By Jim Kneiszel



**P**roduct innovation is the lifeblood of the Pumper & Cleaner Environmental Expo International, and professionals in the liquid waste industry found it in spades when the massive trade show moved to the Indiana Convention Center Feb. 27-March 1. From new vacuum truck designs to accessories built for pumping convenience, attendees had 500,000 square feet of equipment to examine.

Held for the first time in Indianapolis, the Expo offered 501 exhibits and attracted 8,595 attendees representing 3,875 companies in a range of water, wastewater, environmental service and gas and oil service industries.

The Expo's red carpet was a pathway to profits for pumpers looking for new ways to boost revenue and upgrade equipment inventories. Manufacturers serving the industry brought their best and attendees responded enthusiastically. Here's a rundown on some of the products for the liquid waste industry displayed at the Expo for the first time in 2012:

## Additives, labeling

### 1 Natural drain cleaner

Septic treatment and cleaner from Drainbo is a bacillus-based, natural alternative to toxic drain products. Formulated for use in all home drains, it digests household waste such as grease, soap film, oils, fats and other common proteins. The USDA-certified, biobased treatment increases digestion in the septic tank and digests and removes sludge deposited in the leach system. **877/372-4626; www.drainbo.com.**

### 2 Complete septic treatment

PRO-PUMP TST PLUS (Total System Treatment) from Ecological Laboratories is designed to improve line flow, eliminate drain odor and restore biological action in septic tanks and drainfields with a single monthly application. It is a microbial formulation that contains no enzymes or surfactants. **800/326-7867; www.propump.com.**

### 3 Product labels

Roebic Laboratories has created new packaging labels for its Roetech line of treatment additives, including grease trap treatment, a bacterial augmentation for institutional food service and hospitality industries where large amounts of food grease occur. The product reduces grease in grease traps, septic tanks, lift stations, cesspools, pipes and traps. **203/795-1283; www.roebic.com.**

### 4 Updated packaging

Statewide Supply introduced new packaging for its BioClean Septic Packets. Boxes contain a year's supply of 12 packets, along with a Clean Gene electronic refrigerator magnet that reminds users to make their monthly treatments. **800/553-5573; www.statewidesupply.com.**

## Inspection systems

### 5 Wireless video cameras

Wireless video inspection cameras from Forbest can transmit images up to 500 feet to control stations or laptop computers for viewing over the Internet, enabling multiple users at various locations to simultaneously view video from a single camera. **650/757-4786; www.forbestusa.net.**

### 6 Compact televising system

The UEMSI Predator Advantage portable mainline system features a compact reel for a televising unit that can be transferred from truck to truck and access back yards and narrow easements. The unit, designed for televising 6- to 60-inch sewers, comes standard with 500 feet of cable and can be ordered with 600-foot or 1,000-foot options. The heavy duty unit is accompanied by the Prowler and optional Trax Jr. wheeled tractors and Explorer Zoom pan-and-tilt camera. Other standard features include a 10.4-inch color LCD monitor, built-in DVR with 160 GB hard drive, USB port, built-in SD card holder and wired handheld remote. **800/666-0766; www.uemsi.com.**



## Jetters, pipe thawing

### 7 Electric and gas-powered jetters

Electric and gas engine jetters from Shark deliver up to 3,000 psi. Available in seven models, features include Pulse Technology that guides the hose through tight bends and turns within the pipe. Electric models include a hand-carry version and two portable units that operate on 115 volts at 1,500 psi. Designed for use on 2- to 4-inch pipes, other features include roll cage steel chassis, triple pumps and Baldor motors. Models feature Honda and Vanguard engines and deliver from 4-8 gpm and up to 3,000 psi. The three gas models utilize gear drive; one is portable direct-drive. 800/771-1881; [www.sharkpw.com](http://www.sharkpw.com).

### 8 Versatile truck jetter

The Dyna-Vac Equipment Dyna-Jet 6520 Truck Jet features a 65 gpm, 2,000 psi truck-mounted PTO-drive jetting system with a 600-foot hose reel for use on larger sewer lines, culverts and storm drains. The swivel reel provides easy access on both sides of the truck and to line up with manholes. It stows inside the insulated, heated box on the back of the truck to prevent freezing. 888/298-8668; [www.dynavacequipment.com](http://www.dynavacequipment.com).

### 9 Trailer drain jetter

The EJT series of economy drain jetters from Cam Spray feature a 28 hp Honda engine with flows and pressures of 7 gpm at 4,000 psi or 11.5 gpm at 2,700 psi. Models include a manual reel with 250 feet of 3/8-inch or 1/2-inch hose for jetting 6- to 10-inch lines. Features include an industrial three-plunger pump with stainless valves and ceramic plungers, power pulse valve, air purge and recirculation for freeze protection, a 5-gallon fuel tank, heavy-duty trailer, 2-inch ball hitch and 150-gallon water tank with auto-shutoff. 800/648-5011; [www.camspray.com](http://www.camspray.com).

### 10 Water pipe thawing

The ThawMaster 3000 system from ArcticHeat thaws frozen water pipes without using steam or water. It works on 1/2- to 2-inch pex, poly, PVC, copper and steel pipe. The heating device travels up the line on a push cable (150 feet supplied). The heating element has a Type K thermocouple. The control panel has a durable frame, carrying handle, and digital temperature readout. The temperature is preset at 130 degrees F at the factory but can be raised or lowered by the user. 800/846-0309; [www.arcticheatLtd.com](http://www.arcticheatLtd.com).

## Trucks

### 11 Vacuum truck series

The OmniVac Series of vacuum trucks from Wastequip's Cusco Division and distributed by Jack Doheny Companies feature five operating modes: 1,400 cfm wet in both vacuum and pressure modes, 1,400 cfm dry in vacuum mode and 360 cfm industrial in both vacuum and pressure for smaller jobs or for jobs where hydrocarbons are present. The trucks offer additional bag-house filtration and air cannon pulsation cleaning system. 888/936-4369; [www.dohenysupplies.com](http://www.dohenysupplies.com).

### 12 Versatile hydroexcavator

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

### 13 4,000-gallon septic truck

The SepticTrux vacuum truck from Vacutrux Limited features a 4,000-gallon hot dip galvanized steel tank and Wally 753HRVPA pump producing 350 cfm at 15 inches Hg. The septic service truck is built on a 2012 International 7500 WorkStar chassis with 350 hp engine and 10-speed transmission. Features include stainless steel hose trays, full height tank baffles, 22-inch top dome hatch and 24-inch rear cleanout, 3-inch primary check valve, 3-inch secondary moisture trap, 3-inch oil catch muffler and heated collars. 800/305-8331; [www.vacutrux.com](http://www.vacutrux.com).

### 14 2,000-gallon vacuum truck

The 2013 Hino 258ALP vacuum truck has a 2,000-gallon Amthor International aluminum tank, Masport pump and rear fold-up restroom carrier. Powered by a Hino JOBE-VC engine and Allison 2200 RDS 6-speed automatic transmission, the truck produces 220 hp at 2,500 rpm and 520 ft.-lbs. of torque at 1,500 rpm. Standard cab equipment includes air conditioning, cruise control and two-way adjustable driver's seat. [www.hino.com](http://www.hino.com).



2012 EXPO  
Product Roundup

(continued)



### 15 Expanded distribution

Crescent Tank Mfg. is distributing Progress Tank trucks and displayed a septic service truck built on a 2012 Freightliner M2 chassis with 2,800-gallon aluminum tank and Masport HXL15V 350 cfm pump. The truck is powered by a Cummins ISB 250 hp engine and Eaton Fuller 6-speed transmission. Features include 20-inch NVE manways on top and at the rear, 4-inch inlet and 6-inch outlet, three 5-inch sight glasses, hose trays and hose hangers on the rear head, toolbox, marker and work lights. 585/657-4104; [www.crescent-tank.com](http://www.crescent-tank.com).

## Truck accessories

### 16 Catch basin cleaner

The Catch Basin Plus from Vactor Manufacturing has a fan and air-routing system that delivers increased vacuum pressure in single-stage and dual-stage fan configurations. Ergonomic controls make it easy to operate and maintain. 800/627-3171; [www.vactor.com](http://www.vactor.com).

### 17 Hydroexcavator display panel

The MC Advanced Series hydroexcavator from GapVax Inc. features a monitoring system that enables the operator to observe and troubleshoot from a single display (one inside and one outside the cab) as well as control hydraulics, blower and water pump operations with a complement of gauges. 814/535-6766; [www.gapvax.com](http://www.gapvax.com).

### 18 Hoist cylinders

Single acting telescopic hoist cylinders from Muncie Power Products, available this summer, will include a 5- to 8-inch bore and three to five stages. All stages are machined from a single piece of solid tube to hold dimensions and tolerances tighter, requiring less oil capacity and providing more lifting force. The cylinders will be available in both an A Series pin mount and B Series trunnion mount. 800/367-7867; [www.munciepower.com](http://www.munciepower.com).

### 19 Remote monitoring

Offered by Vac-Con, the OmniView data logging and telematics system keeps track of where vacuum trucks travel using GPS tracking. It also tracks numerous truck functions, including fuel usage on the main and auxiliary engines, vacuum and pump run times, hose footage, water quantity onboard, system pressures, vehicle rpm, and vehicle and auxiliary engine hours (for maintenance interval tracking). A total of 70 functions are monitored. 904/284-4200; [www.vac-con.com](http://www.vac-con.com).

### 20 Wet-dry material handling hose

The Tigerflex Amphibian AMPH series of heavy-duty, polyurethane-line wet or dry material handling hose from Kuriyama of America Inc. features a triple-resistant liner, static-dissipative cover and "cold-flex" that keeps the hose flexible in cold temperatures. 847/755-0360; [www.kuriyama.com](http://www.kuriyama.com).

## Pumps, blowers

### 21 Low-profile plunger pump

The HPL 120-30 low profile, reciprocating plunger pump from Myers Pentair Water is designed for mobile sewer jetting applications. The pump delivers up to 120 gpm at a maximum discharge pressure of 3,000 psi. Features include side-gear reduction, open cradle, independent and removable stuffing boxes, spin-on oil filter and pressurized power end lubrication. 419/289-1144; [www.myersaplex.com/hpl120](http://www.myersaplex.com/hpl120).

### 22 Symmetrical plunger pump

The MW Series of high-pressure triplex plunger pumps from General Pump can run dry for up to 30 minutes without causing damage to wet-end components. The pump is designed to be symmetrical from top to bottom so it can be converted in the field for use in either a right- or left-hand crankshaft configuration. Simply remove the manifold and crankcase cover and flip the pump. Engineered for 80 gpm, 2,000 psi machines, the pump has a maximum inlet pressure of 45 psi, maximum fluid temperature of 140 degrees F and weighs 540 pounds. 888/474-5487; [www.generalpump.com](http://www.generalpump.com).

### 23 Air-cooled hydraulic pump

The Masport VK-650 Plug-N-Play air-cooled hydraulic vacuum pump produces 377 cubic-feet-per-minute of vacuum and will run continuously at 23 inches Hg. The unit comes with a complete bolt-on package and has an integral oil tank and pre-filter, vacuum relief valve, mechanically driven oil pump, and hydraulic motor mount on the drive end. It features a changeover valve with an easy-turn handle to switch between vacuum and pressure mode. The unit is designed to be used in trailer-mounted applications where high vacuum levels are required but there is no access to water cooling. 800/228-4510; [www.masportpump.com](http://www.masportpump.com).

### 24 Direct drive unit

The SDS 6HD Direct Drive PowerPak from Westmoor Ltd. provides SDS performance in a direct drive configuration. The unit includes a 9 hp Honda engine and centrifugal clutch that allows no-load starting and engine-to-idle without the vacuum or water pump operating for longer life. The unit is ideal for 500- to 1,000-gallon tanks. 800/367-0972; [www.westmoorltd.com](http://www.westmoorltd.com).



### 25 Truck mount tri-lobe blowers

The Wallenstein HVB Series tri-lobe blower line from Elmira Machine Industries includes five units that produce 800 to 5,300 cfm for applications running from septic service to industrial cleaning and hydroexcavating. Known as the "Wally," the blowers are capable of producing 28 inches Hg for dry or wet material handling. They feature a self-cooling design for continuous use and do not require liquid cooling or heat exchangers. 800/801-6663; [www.elmiramachine.com](http://www.elmiramachine.com).

### 26 Liquids and solids handling

Priming-assisted Prime Aire Plus pumps from Gorman-Rupp Co. offer venturi/compressor priming systems along with increased head and flow and enhanced maintenance features. Models in sizes up to 8 inches are suitable for clear liquids and liquids that contain large solids. Features include externally adjustable running clearances, ductile iron body and impeller, oil-lubricated bearings and fuel-level monitoring system. 419/755-1011; [www.gormanrupp.com](http://www.gormanrupp.com).

### 27 Controllers

EMS PRO and EMS PRO Lite pump controllers from FW Murphy meet the varying needs of industrial, engine-driven equipment applications. The EMS PRO all-in-one controller is made for use across multiple engine lines. It features numerous start/stop and throttling options via the back-lit operator interface mounted behind a lockable door. 918/317-4100; [www.fwmurphy.com](http://www.fwmurphy.com).

### Pump accessories

#### 28 Digital activation

The Pro Series Ultimate Sensor from PHCC provides reliable on-off pump operation by using Triac digital switches proven in high-power applications such as microwave ovens and toasters. In operation, an embedded computer sends a signal down the 3.5-inch sensor rod. When the water level touches the rod, the signal gets absorbed and modified. When the controller receives the modified signal from the sensor, it powers the digital Triac circuit, activating the pump. 800/991-0466; [www.stopflooding.com](http://www.stopflooding.com).

#### 29 Programming via laptop

The EZ Series In-Site CL data logging control panel from SJE-Rhombus connects to a laptop computer for system programming, monitoring and reporting. A programming screen lets users establish pump and sensor settings and control panel parameters. A daily events screen provides a graphical display of what is happening with the system. A daily flow screen summarizes gallons flowing through the system. 800/342-5753; [www.sjrhombus.com](http://www.sjrhombus.com).

### Restrooms and accessories

#### 30 Heated hand-wash

A larger sink basin and heated water are highlights of the HandStand hand-wash station from PolyJohn Enterprises. The larger sink bowl and higher sink tap allow access to wash arms up to the elbow or for food vendors to wash utensils. The unit has a 17-gallon freshwater tank that heats water to 110 degrees, a 19-gallon graywater tank and an integrated drain hose that can be dumped through floor drains. Features include integrated wheels, handles, soap and towel dispensers. The unit comes in granite and pewter gray finishes. 800/292-1305; [www.polyjohn.com](http://www.polyjohn.com).

#### 31 Compact, dual-basin hand-wash

The Breeze II hand-wash station from Satellite Industries is designed with dual basins and fingertip-to-elbow washing. The compact, 66-pound unit fits inside most portable restrooms, and includes two integrated handles for easy lifting. It has 20-gallon sealed freshwater and 22-gallon graywater tanks with center tower and space for paper towels and various soap dispensers. The unit is gray and ice blue and has extended bumpers and a bottom plate for added durability. Drain plugs are tethered. An electric water heater is available. 800/328-3332; [www.satelliteindustries.com](http://www.satelliteindustries.com).

#### 32 Metal restroom labels

Durable embossed aluminum and dimensional plastic restroom decals from Dynamic Decals & Graphics Inc. are designed to last for the life of a restroom and beyond. The 0.024 thick clear anodized or painted aluminum and 0.055 thick plastic decals are screwed or riveted to the restroom wall. 800/472-0285; [www.dynamicdecals.com](http://www.dynamicdecals.com).



(continued)



## Deodorizers

### 33 Pouch packet

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

### 34 Long-lasting urinal screen

Scented formaldehyde-free urinal screens from Walex Products Co. offer 10 times more fragrance than vinyl urinal screens, 30-day performance, and release optimized bacteria to clean the urinal and eliminate odors. The decorative flexible screens reduce splash-back while optimizing fragrance release and are available in mango and mint scents. **800/338-3155; [www.walex.com](http://www.walex.com).**

## Restroom trailers

### 35 Full-lowering ADA

The three-station lowering ADA restroom trailer from JAG Mobile Solutions features men's, women's and unisex ADA-compliant stations available in a choice of interior packages. Options include 200-gallon freshwater tank, winter package, custom exterior colors, hands-free faucets, TVs and baby-changing station. **800/815-2557; [www.jagmobilesolutions.com](http://www.jagmobilesolutions.com).**

### 36 Restroom interior

The five-station, Alpine 815 restroom trailer with Craftsman Décor from Rich Specialty Trailers features bright, waterproof fiberglass and composite interior walls. Interior features include composite baseboard trim, composite chair rail and water-resistant rubberized flooring. Entrance doors are 30 inches wide (38-inch wide doors available). Other features include slide-resistant, easy-glide steps, double-sealed membrane roof, electric heat strip (electric water heater available). The 530-gallon holding tank is made of acid-resistant, 1/2-inch thick polymer (sealed, steel waste holding tank available). **260/593-2279; [www.richrestrooms.com](http://www.richrestrooms.com).**

### 37 Limited edition

The Alpha 2 Limited Edition restroom trailer from Alpha Mobile Solutions is built with luxury features to appeal to the wedding and special events markets. The trailer comes in two-stall 12-foot, three-stall 16-foot and 10-stall 24-foot models and features custom woodwork and trim along baseboards and ceilings, Corian countertops with vessel sinks, TV, DVD player, FM stereo with CD, air conditioning, heat strips and LED porch lighting standard. The aluminum exterior comes in champagne and 10 other colors. **877/789-1213; [www.alphamobilesolutions.com](http://www.alphamobilesolutions.com).**

### 38 Luxury restroom

The 828 Royale Limited luxury restroom trailer from Ameri-Can Engineering features a steel frame, champagne beige aluminum exterior, insulated holding tank, and eight new interior décor options. The unit has four stalls on the women's side and two stalls and four urinals with dividers on the men's side. Features include hot and cold water, water-saving flushing china toilets, double solid-surface sink tops, wall recessed towel dispensers and waste receptacles, framed glass mirrors, oak doors and coordinating wood trim and cabinetry and sound system. **574/892-5151; [www.ameri-can.com](http://www.ameri-can.com).**

## Software, equipment tracking

### 39 Records management

The Found OPS system offers online management of all aspects of small and mid-sized businesses, including employee and vehicle records. The system tracks customer service contracts, automates dispatching and pushes invoices directly to QuickBooks. Applications run on PC or Mac computers. All information is accessed on mobile devices, including Android phone and tablet, BlackBerry and iPhone and iPad. The program is designed for companies dispatching one to 25 trucks daily. **765/688-0006; [www.foundops.com](http://www.foundops.com).**

### 40 Scaled-down route program

Route Management Lite from Ritam Technologies is a simplified business software program aimed at new businesses or small businesses just starting to consider software products. A simple jobsite entry screen is available to organize customers and service routes. Route sheets can be built for drivers. The program is offered free through April 30 and for a fee afterward. **800/662-8471; [www.ritam.com](http://www.ritam.com).**

### 41 Fleet management

The ManageIt GPS fleet management system from Ituran USA offers personalized reporting, the ability to observe any vehicle's movement in real time, and the power to maintain productivity and profitability. The system provides geofencing technology, notification when a vehicle speeds or idles for extended periods, access to optimized route planning, custom reports and vehicle histories. **866/543-5433; [www.ituranusa.com](http://www.ituranusa.com).**





#### 42 Anywhere records access

The TAC Online program from Clear Computing can be accessed with a PC or Mac, smartphones or tablets. The Total Activity Control system offers full control over data, real-time vehicle tracking, verbal route driving directions in vehicle and credit card processing. It is fully customizable with work orders and invoices, fonts and colors and grid layouts. 888/332-5327; [www.clearcomputing.com](http://www.clearcomputing.com).

#### 43 Equipment tracking

The StreetEagle asset management system with barcode scanning from InSight USA provides fleet managers with real-time monitoring of equipment in the field. The scanner allows a service technician or delivery driver to scan each piece of equipment during delivery or pickup or at any service stop. The handheld scanner provides proof of service, prevents equipment loss, verifies current locations and helps manage inventory. 301/866-1990; [www.streeteaglegps.com](http://www.streeteaglegps.com).

#### 44 GPS tracking system

The NTX5B under-dash GPS tracking device from US Fleet Tracking enables companies with a few or 500 trucks to follow vehicles in real-time as they run routes for maximum productivity. The system updates latitude, longitude, heading and speed of a vehicle every 10 seconds, and keeps 90 days of history. Records can be saved for up to a year. The system works with third-party software for dispatching. Data is sent through satellite networks. 405/749-1105; [www.usft.com](http://www.usft.com).

### Wastewater systems

#### 45 Energy-efficient treatment

The Platinum residential wastewater treatment system from Anua provides low power consumption and reduced maintenance. Its only moving part is a small air delivery system that needs little electricity. It produces high-quality effluent in a small footprint and installs below ground, conserving yard space. It operates almost silently and produces no odors. 336/547-9338; [www.anua-us.com](http://www.anua-us.com).

#### 46 Lightweight aerobic treatment

The Singulair Green aerobic treatment unit from Norweco incorporates advanced aerobic treatment in a durable, watertight polyethylene tank. Weighing less than 900 pounds, it is designed for easy installation with one backhoe, even on challenging jobsites. Integral support ribs ensure structural integrity while an aeration basin chamber allows bacteria to convert waste into stable substances. Flow equalization maximizes biological oxidation and ensures 24-hour retention and treatment of all wastewater. 419-668-4471; [www.norweco.com](http://www.norweco.com).

#### 47 Homes and clusters

The MicroFAST treatment unit from Bio-Microbics (shown in a tank from Infiltrator Systems) processes wastewater from homes, clusters of homes or small communities. A remote-mounted above-ground blower, the system's only moving part, adds air to the treatment module to facilitate robust circulation of water through the media's channeled flow path. Fixed-film media provides a high surface-to-volume ratio for microbe growth during low, average or peak usage. 800/753-3278; [www.biomicrobics.com](http://www.biomicrobics.com).

#### 48 Electrocoagulation treatment

Electrocoagulation systems from Ledcor Environmental Solutions use electric current to remove a variety of contaminants, including *E. Coli* and heavy metals, from septage or municipal wastewater. The system provides fast removal of contaminants with less than 20 minutes retention time, plus destabilization of emulsions and removal of suspended solids. Typical results include 86 percent BOD removal and 98 percent TSS removal. 702/320-8203; [www.ledcor.com/environmental](http://www.ledcor.com/environmental).

#### 49 Residential/commercial clusters

AdvanTex AX-Max treatment systems (scale model shown at right) from Orenco Systems accommodates flows to 1 mgd. These modular, fully plumbed units are sized for commercial or residential developments. The system is built in a lightweight, watertight, insulated fiberglass tank and can be installed singly or in multi-tank arrays. A control room is optional. On domestic wastewater, the system produces effluent with approximately 5 mg/L CBOD/TSS. The unit can be designed to meet strict nutrient limits or reuse standards. 800/348-9843; [www.orenco.com](http://www.orenco.com).



2012 EXPO  
Product Roundup

(continued)



## Septic tanks, accessories

### 50 Low-profile

Available in capacities from 500 to 1,500 gallons, low-profile septic tanks from Norwesco are rotatorially molded with no seams. No special backfill or water filling is required during installation. The units can be installed with 6 to 36 inches of cover. Tanks can be pumped dry during pump-outs. Tanks are offered in single- or dual-compartment configurations. Domed lids add structural strength. 800/328-3420; [www.norwesco.com](http://www.norwesco.com).

### 51 Added filter support

The multi-purpose case adapter from Bear Onsite suits applications that require added support for effluent filters. In grease trap applications, a filter can become heavy as it filters out material. The case adapter allows installers to build support legs using common 2-inch Schedule 40 PVC pipe. The legs slip into the adapter. 901/831-5155; [www.bearonsite.com](http://www.bearonsite.com).

### 52 Large access lid

BrenLin Co. offers a 42-inch circular Seal-R plastic lid for septic tanks. The green, lightweight lids are designed to be durable and install quickly using four stainless steel lag screws that fit preformed holes. The lid allows easy access for servicing. 888/606-1998; [www.seal-r.com](http://www.seal-r.com).

### 53 Flat riser lid

Tuf-Tite offers a 20-inch circular heavy-duty multi-purpose flat lid that fits most commercially available risers. The lid includes a molded-in, permanent gasket made of polyurethane. The cover is secured by eight vertical and two horizontal safety screws. The center is designed to hold 60 pounds of concrete for added safety. The lid can be insulated to R10. 800/382-7009; [www.tuf-tite.com](http://www.tuf-tite.com).

### 54 Concealer with vent and filter

The Model 107 rock from DekoRRa products includes an activated charcoal filter and air vent. It is designed to conceal onsite system features including well pipes up to 18 inches tall, septic system vent pipes up to 20 inches tall, pressure vacuum breakers, and electrical outlets. The rock is 15 inches long, 14 inches wide and 23 inches high and weighs 6 pounds. 888/635-8585; [www.dekorraproducts.com](http://www.dekorraproducts.com).

### 55 Pump protection screen

The 15- by 48-inch pump screen from SIM/TECH FILTER protects pumps with a 1/8-inch perforated polypropylene mesh and comes with a built-in float tree bracket. The unit weighs less than 16 pounds. The base accepts concrete for extra weight if needed. The mesh provides more than 850 square inches of open area with more than 69,000 1/8-inch round holes. 888/999-3290; [www.gag-simtech.com](http://www.gag-simtech.com).

### 56 Fixed-film intra-tank treatment

Ecopod Series advanced treatment units from Delta Environmental are designed to be simple to install and maintain while effectively reducing nitrogen, BOD and TSS. The odorless fixed-film systems consist of an intra-tank bioreactor that can be inserted into average-sized treatment tanks or vaults. Units treat 500 to 1,500 gpd. It is designed especially for single-family homes, cluster systems, and small to medium-sized commercial installations. 800/219-9183; [www.deltaenvironmental.com](http://www.deltaenvironmental.com).

### 57 In-field sand tester

The Spec-Check system from Presby Environmental enables onsite system installers to check and verify the quality of sand for mound systems or filters in the field. It includes a set of concentric screens in a cylindrical container, along with simple measuring devices. A series of manual tests lets users determine the percentage of fines in a sand sample and determine whether the material was delivered as specified. 800/473-5298; [www.presbyenvironmental.com](http://www.presbyenvironmental.com).

## Waste handling

### 58 Debris strainer

The LD Strainer from Flo-Trend Systems Inc. is designed to remove debris from septic and portable sanitation waste as part of the waste receiving station. Waste is blown through a top valve and distribution header, then strained through a basket with 1/2-inch spreader bars and pushed out valves on the bottom of the unit. The basket can be pulled out of either end of the main unit for trash removal. The carbon steel unit can be custom built in sizes from 26 to 36 inches in diameter. The basket can be ordered in aluminum, stainless steel or plastic-covered carbon steel. The unit comes with high-pressure gauges above and below the basket. 713/699-0152; [www.flotrend.com](http://www.flotrend.com).

### 59 Compact polymer mixing system

The FPP MaxiBlend system from Fergus Power Products is a compact system for producing a completely made solution from any type of liquid polymer. Its microprocessor-based controller is designed for precise control of polymer solution concentration. A simplified mixing process design limits moving parts and reduces maintenance. An integrated calibration tube provides flooded suction to the polymer pump, eliminating priming issues. 218/736-6772; [www.ferguspowersystems.com](http://www.ferguspowersystems.com).



#### 60 Fiberglass pretreatment units

Proceptor pretreatment systems from Green Turtle Americas are designed as grease, oil and solids separators and as cost-effective holding tank systems. The distribution tee and elliptical tank create a laminar flow pattern designed not to disrupt grease and sediment layers. At full rated flow, most units can hold 45 to 50 percent of their volume in fats, oils and grease while delivering high effluent quality. 877/428-8187; [www.greenturtletech.com](http://www.greenturtletech.com).

#### 61 FOG metering

The FS Solutions F.O.G. Buster system from Vactor Manufacturing meters the amount of detergent used to clean pipes that have a buildup of fats, oils and grease, such as sewer lines near restaurants. The unit comes with a 25-gallon detergent tank and can be retrofitted for an existing work truck or specified for a new truck. The detergent solution goes down the line, foams up over 10-15 minutes to liquefy greases and coats the pipe to prevent buildup. The meter improves efficiency, reduces water usage and can be shut off when not needed. 800/822-2253; [www.fssolutionsgroup.com](http://www.fssolutionsgroup.com).

#### 62 Indoor/outdoor grease interceptors

Great Basin grease interceptors from Schier Products include eight models in liquid capacities up to 1,250 gallons, designed for interior and exterior installations. Influent enters through a pre-calibrated flow control. An integral air relief/anti-siphon relieves air pressure downline to the next available vent. The flow descends to the unit's center, minimizing disruption of grease and food waste layers. Flow is diffused to the main chamber, where grease is forced upward and food waste downward. Clear effluent flows through the outlet. 800/827-7119; [www.schierproducts.com](http://www.schierproducts.com).

#### 63 Vehicle wash and treatment

PIT BOSS treatment formulation from One Biotechnology is designed to help treat water from vehicle cleaning operations as well as wastewaters containing petroleum and its byproducts, organics, and pollutants from detergents. It is a blend of concentrated live vegetative, naturally occurring bacteria with metabolically versatile cultures chosen for their ability to degrade petroleum hydrocarbons. 800/951-4246; [www.1biotechnology.com](http://www.1biotechnology.com).

#### Miscellaneous

#### 64 Compact, expandable gas monitor

The GX 2012 confined-space multi-gas monitor from RKI Instruments weighs 12.3 ounces. It uses micro-sensor technology to measure oxygen, methane, carbon monoxide and hydrogen sulfide. A fifth sensor can be added. The detector has glove-friendly large buttons and high-impact protective rubber covering. It uses an easy-read automatic backlight during alarms and is powered by lithium-ion or alkaline batteries. 800/754-5165; [www.rkiinstruments.com](http://www.rkiinstruments.com).

#### 65 Compact loader backhoes

Terramite X-Series compact loader backhoes from TerraQuip Construction Products have undergone a complete redesign affecting engines, hydraulics and styling. Units include the T5X with 25 hp gasoline or diesel engine, 8-foot 6-inch dig depth and 2,000-pound loader lift; the T7X with 26 hp diesel engine, 9-foot dig depth and 2,100-pound loader lift, and the T9X with 37.5 hp diesel engine, 10-foot dig depth, and 2,300-pound loader lift. 800/428-3772; [www.terramite.com](http://www.terramite.com).

#### 66 Valve with stainless steel ball

The 2- and 3-inch full-port stubby valves with stainless steel ball from Banjo Corp. provide improved durability over valves with plastic interior components. The stainless steel ball limits scoring inside the valve, while the stainless steel stem and handle provide greater durability. The valves have a maximum pressure of 100 psi. 765/362-7367; [www.banjocorp.com](http://www.banjocorp.com).

#### 67 Septic service branding

A Corp/Rooter-man introduced the SewerMan national brand for residential septic system and sewer solutions. Services under the brand include septic system pumping, repair and inspection, sewer jetting, and pipe lining. The brand complements the company's existing Rooter-man franchising. The marketing program includes a locally optimized Internet marketing website and exclusive use of a toll-free phone number that rings directly to the franchisee. 978/667-1144; [www.rooterman.com](http://www.rooterman.com). ■



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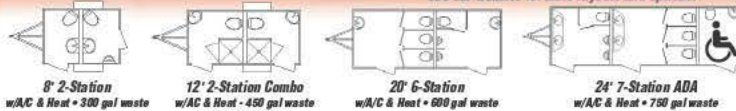
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*Jim Anderson, Ph. D., is an emeritus professor at the University of Minnesota Department of Soil Water and Climate, education coordinator for the National Association of Wastewater Transporters, and a recipient of the pumping industry's Ralph Macchio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



# LIFE IN THE SEPTIC TANK

## YOU'LL BE BETTER EQUIPPED TO HELP YOUR CUSTOMERS IF YOU UNDERSTAND HOW THE ONSITE SYSTEM WORKS AND WHAT CAN THROW IT OUT OF KILTER

By Jim Anderson

**QUESTION:** What can affect septic tank biology?

**ANSWER:** One question often asked by pumpers and other service providers who regularly see the inside of operating septic tanks is: Why do I see such a wide range of conditions? And what can cause septic tanks to operate improperly?

Before addressing factors that can affect the performance of a septic tank, I offer a brief review of what a properly operating septic tank should look like and what is happening in the tank in terms of treatment.

### BREAKING IT DOWN

A properly operating septic tank will have three distinct zones. There should be a sludge layer at the bottom, a clear zone and a floating scum layer. Effluent delivered from the clear zone should have values of 150-175 mg/L BOD-5; 40-60 mg/L TSS (total suspended solids) and no more than 20 mg/L FOG (fats, oils and grease). A septic tank will usually have a pH between 6 and 7.5; and for bacteria activity to occur, a temperature above 40 degrees F.

Treatment in the tank consists of providing a quiet zone for settling of the gross solids (sludge) and through use of baffles capturing and storing the floating soap and grease scum at the top of the tank. When the percentage of the combined sludge and scum depth versus the operating depth of the tank exceeds 25 percent, the tank should be pumped. The bacterial digestion process in a septic tank is anaerobic; that means it is occurring without the presence of dissolved oxygen (<1 mg/L).

There are three general types of bacteria: aerobic, facultative and anaerobic. Aerobic bacteria require the presence of free oxygen to survive and flourish. Facultative are organisms that can operate in the presence or absence of oxygen. Anaerobic bacteria can operate in environments where the only oxygen present is bound within other compounds; they can split these compounds and utilize the oxygen.

Aerobic bacteria are more efficient at breaking down and utilizing the organic waste as their food source. They are larger in size than anaerobic bacteria. They are more sensitive to environmental changes. Aerobic bacteria and treatment processes are used for treatment in aerobic treatment units and media filters. Anaerobic bacteria are smaller and less efficient in breaking down the waste; but they are tougher and can withstand larger changes in the environment.

### UPSETTING THE SYSTEM

What can cause a tank to be "upset" and not exhibit the three distinct layers? As in any troubleshooting process, we need to evaluate the water-use

habits inside the house and the use of high water-consuming devices that do not allow settling and separation to occur. Examples of this may be as simple as washing multiple consecutive loads of laundry or dishes.

This can both hydraulically overload the tank and - in the case of dishwashers - add a large organic load. Most new dishwashers have built-in garbage disposals that add solids to the tank and are harder to break down. In both cases the hydraulic surges can stir up septic tank contents. On a positive note, if the tank has an effluent screen in place, the solids are being captured by the screen and not delivered to the soil treatment unit, where the soil will become plugged leading to failure.

Another similar situation is found with the use of large-volume whirlpool tubs. Not only can the tubs create higher water usage, but drained water can build several feet of head if delivered from the second or third floor of the house. That gives water entering the septic tank a higher pressure, resulting in turbulence in the tank.

In all of the cases described, the service provider can work with the homeowner to reduce flows and spread out the wash and cleaning events to minimize the hydraulic impact on tank operation.

Once it is determined that flow or water use is not the problem, look at chemical products being used. These products can interfere with biological activity and/or cause chemical reactions resulting in bulking of the sludge. This means gas is emitted around the sludge, making it buoyant so it is floating or suspended. Before effluent screens, these solids were often delivered to the soil treatment area before anyone was aware there was a problem.

**CLEANING PRODUCTS CAN HAVE CUMULATIVE EFFECTS IN THE TANK. MOST CLEANERS NOW HIGHLIGHT ANTIBACTERIAL PROPERTIES. AND IF THEY ARE ANTIBACTERIAL, THEY DON'T DISCRIMINATE BETWEEN THE BACTERIA KILLED ON THE SINK, TOILET OR COUNTERTOP AND THE BACTERIA PRESENT IN THE SEPTIC TANK.**

### CLEANING PRODUCT USAGE

When used excessively or regularly, cleaning products can have cumulative effects in the tank. Most cleaners now highlight antibacterial properties. And if they are antibacterial, they don't discriminate between the bacteria killed on the sink, toilet or countertop and the bacteria present in the septic tank.

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The common use of antibacterial liquid hand soaps also can cause a problem, slowing down the already slow anaerobic digestion process and leading to increased sludge and scum buildup and requiring increased maintenance. Use of automatic cleaners should also be discouraged. These are primary related to toilet bowl cleaning. Again, automatic probably indicates more product is used than necessary.

Homeowners should be encouraged to look at the labels of all cleaners ultimately flushed down the drain. If the product is labeled with the word "danger," it will kill bacteria and its use should be minimized. If the label says "warning," it means limited use of the product should have little impact. And if the label says "caution," the product should have minimal impact. Toxic drain cleaners that remove clogs and blockages from plumbing usually fall into the danger category.

One item that has become more of a problem over the last decade is the increased use of bath and body oils. This can lead to elevated FOG numbers, which if passed on to the soil treatment area can increase development of biomat, reducing the ability of the soil to accept water. Again, working with the homeowner to limit use of these products is recommended.

Prescription drugs are another area of concern. Some of these drugs kill bacteria or inhibit their ability to break down waste. Solving this problem can require additional tank maintenance.

As we perform more rigorous maintenance on systems in the future, we will identify additional problems and better understand how to keep septic tanks operating properly. ■

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Go to [www.COWA.org](http://www.COWA.org) for registration

April 16-17, Tucson, AZ  
Univ. of AZ - NAWT Soils Class  
Contact: Kitt Farrell-Poe at (502) 621-7221

April 27-28, 2012 - Helena, MT  
Montana DEQ & NAWT  
Contact: Solid Waste Section at (406) 444-5300

August 27-28 - (TBA) Arizona  
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Contact: Kitt Farrell-Poe at (502) 621-7221

**Installer Workshops**  
June 26, 2012 - San Diego, CA  
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More information to come. Email: [info@nawt.org](mailto:info@nawt.org)

September, 2012 - (TBA) California  
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Instructors: Mike Treinen or Kit Rosefield  
Go to [www.COWA.org](http://www.COWA.org)

November, 2012 - (TBA) California  
Operation & Maintenance, Level 2  
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**AWARDS**

# HONORS IN INDY

## THE LIQUID WASTE INDUSTRY HONORED DIFFERENCE-MAKERS AND ANNOUNCED A SCHOLARSHIP WINNER AT THE PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL

By Jim Kneiszel

Major annual awards in the liquid waste industry were presented during a meeting of the National Association of Wastewater Transporters Feb. 29 at the Pumper & Cleaner Environmental Expo International in Indianapolis.

NAWT presented its 2011 Excellence in Service Award and announced the winner of its 2011 William Hapchuk Memorial Scholarship. In addition, Expo sponsor COLE Publishing presented the 2011 Ralph Macchio Lifetime Achievement Award.

### King wins Excellence in Service Award

Jack King, inspector for the New Mexico Environmental Department, is the winner of the NAWT Excellence in Service Award for his work in promoting professionalism in the onsite wastewater industry. Jace Ensor, president of Mountain Top Inc., Ruidoso, N.M., and president of the New Mexico Onsite Wastewater Association, nominated King for the award.

“His work has inspired a respect for people in the industry and raised the bar for the quality of services delivered. Jack King is a rare combination of tough inspector and good friend,” Ensor said. “He is among the first



Outgoing NAWT president Roger Winter (left) presents the annual Excellence in Service Award to Jack King, inspector for the New Mexico Environmental Department. (Photos by Jim Kneiszel)

inspectors and regulators I’ve known who recognizes there’s a co-dependency between installers and inspectors.”

Five years ago, King started meeting with the ATS (Advanced Treatment Systems) Summit Group

in New Mexico, which has improved industry communication and professionalism, Ensor said.

King said he was overwhelmed and gratified by the award.

“I’ve enjoyed working with these guys and we’ve put together a program that has really been effective. We’ve seen a lot of growth in the installers in our area, not only in professionalism, but in the way they work and communicate with their customers and with other regulators,” King said.

“We took a picture of past recipients of the (Excellence in Service) award and it’s overwhelming to see what these people have done for the industry. To be up there with a group of guys like that, it’s kind of heartwarming,” he said.

**“YOU CAN SEE THE GROWTH FROM YEAR TO YEAR AND THE SOPHISTICATION OF THE EQUIPMENT AND THE INDUSTRY ITSELF. IT’S NOT JUST THE MOM AND POPS ANYMORE. IT’S A BIG INDUSTRY AND IT TAKES SOME GOOD PEOPLE TO RUN IT.”**

**Lou Siphkema**

### Siphkema wins Macchio Award

Lou Siphkema, president of PresVac Systems in Burlington, Ontario, Canada, was presented with the Ralph Macchio Lifetime Achievement Award for distinguished service to the industry. COLE Publishing owner Bob Kendall presented the award, praising Siphkema for serving the industry for 40 years as a truckbuilder.

Siphkema started his business in 1972, and soon after met the award namesake Macchio and others in the fledgling industry. He was present at the first Pumper & Cleaner Environmental Expo 32 years ago and has been a fixture as the vacuum truck industry matured to where it is today.

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Lou Sipkema, president of Presvac Systems, received the Ralph Macchio Lifetime Achievement Award. He is pictured with NAWT president Roger Winter (left) and COLE Publishing owner Bob Kendall (right).

"You can see the growth from year to year and the sophistication of the equipment and the industry itself," Sipkema said. "It's not just the mom and pops anymore. It's a big industry and it takes some good people to run it."

Sipkema recalled the development of the pumping industry, with septic service companies at first handling a wide

variety of waste streams, and then companies moving toward handling the septic waste - nonhazardous materials - or branching off into a specialty hauling hazardous materials. Along the way, PresVac has served haulers on both sides.

Sipkema said he was honored to receive the prestigious award and is pleased to continue to serve pumping professionals. He's impressed with an ever-changing industry that's always looking to answer the next challenge in handling liquid waste.

"It doesn't stand still. Every day there is something new and we're always changing our designs to meet (the pumpers') specific needs," he said. Sipkema plans on continuing his work and attending the Expo.

"It's just great to be here and meet the people we have dealt with for such a long time," he said. "I'm well past retirement age, hitting 70 soon.



Several past winners of the NAWT Excellence in Service attended the awards ceremony. They were (from left) Tom Ferrero, Dave Hapchuk, Tom Frank, Tim Frank, Jim Anderson, Dave Gustafson, Jack King and Hollis Warren.

Some people are coming up to me and asking when I'm going to retire. I have no intention to retire. I enjoy it too much."

## 2012 William Hapchuk Scholarship Recipient

The 2012 William Hapchuk Memorial Scholarship was presented to Craig Moskowitz, who attends Columbia University. The essay by Moskowitz addressed how he would handle giving a client the news that they need a new septic system. Scholarship applicants are required to write a 500-word essay; the NAWT scholarship committee then scores essays. Each year a topic is posted for the essay and the deadline is in January. ■

# Classy Truck

OF THE MONTH



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**O**wner Buddy Pope had this white Peterbilt 335 with a 2,800-gallon aluminum tank built out by Amthor International. The rig is powered by a Paccar 300-hp engine married to a 6-speed Eaton Fuller transmission. Vacuum is provided by a NVE 367 Challenger pump. The truck features chrome accents, a topside manway, rear sight glasses, heated collars, aluminum wheels and a custom-built, diamond-plate toolbox. Interior creature comforts include stereo, air-ride seats and air conditioning. Graphics were provided by RPM Graphics. Pope runs the truck himself and pumps septic tanks and grease traps.

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*Got a truck with real WOW appeal? Show it off to Pumper readers! Send photos of your truck after it has been lettered with your company name. Any industry-related truck is acceptable. Please limit your submission to one truck only.*

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

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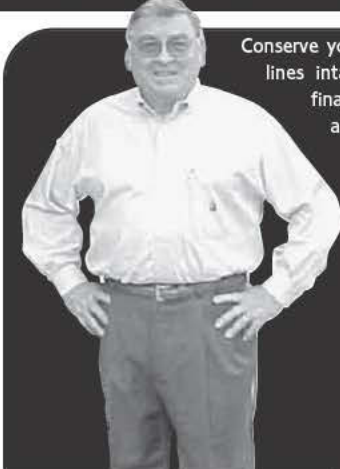
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**SHOOT-OUT**

# SHOWING THEIR SKILLS

## THE NAWT SHOOT-OUT AT THE PUMPER & CLEANER EXPO PUT TECHNICIANS TO THE TEST

The National Association of Wastewater Transporters Shoot-Out competition was held at the 2012 Pumper and Cleaner Expo, Feb. 27-March 1, in Indianapolis. Expo attendees competed in four timed events and won prizes from exhibitors and show sponsor COLE Publishing.

NAWT members paid \$5 and nonmembers paid \$10 per event, with proceeds going to future association education efforts at the Expo. Prizes provided by the sponsors were valued at \$8,000.

If you missed out on the event, these were the four sponsored events and the winners of the 2012 Shoot-Out.



Larry Ward II (left) the winner of a Fruitland RCF 500 pump is shown with Fruitland Tool & Mfg. representative Keith Myers.



A contestant in the timed event to change vanes in a vacuum pump is shown racing the clock in an attempt to win the Fruitland pump valued at \$5,200.

### Vacuum Truck Hose Set-Up

**Sponsors:** Progress Tank, Kuriyama of America, and Fergus Power Products

The timed event consisted of connecting two (30-foot, 4-inch diameter) Tiger Green hoses onto the Progress Tank and racing the end of the second hose into a riser.

**Award:** Two Tiger Green hoses went to the winner, Chris Hartman, with a time of 21 seconds. Kuriyama of America donated an additional two Tiger Green hoses and a 10-foot Tiger Green drop hose, which were sold with proceeds going to NAWT.

### Vacuum Pump Vane Replacement

**Sponsor:** Fruitland Tool & Mfg.

The timed event consisted of changing out pump vanes.

**Award:** The Fruitland RCF 500 Pump, valued at \$5,200, went to the winner, Larry Ward II, of Hillbilly Pumping & Hauling, Joplin, Mo., with a time of 2 minutes, 21 seconds.

**“PUMPERS WANT TO KNOW THE PROPER WAY TO PERFORM SERVICE TASKS – WHAT’S RIGHT AND WHAT’S WRONG. IT’S A CHANGE IN ATTITUDE. WE TALKED ABOUT TREATING YOUR EQUIPMENT RIGHT. ALL THE TIME WE WERE TEACHING AS WE WERE RUNNING THE COMPETITION.”**

**Tim Frank**

### Portable Restroom Race

**Sponsors:** PolyPortables Inc. and Allied Forward Motion

The timed event involved pushing a portable restroom through a course and using the Mini Metro Mover to pull the PolyPortables Inc. unit back to a designated mark.

**Award:** The PolyPortables Inc. restroom and Mini Metro Mover went to the winner, Dave Kibbe, owner of Complete Septic Service of Belcherton, Mass., with a time of 19 seconds.

### Tank Alarm Installation

**Sponsors:** SJE-Rhombus and COLE Publishing

The timed event was to install an SJE-Rhombus septic tank alarm.

**Award:** A donation by COLE Publishing of \$100 and four 2013 Pumper & Cleaner Expo passes went to the winner, John Hignett of Mr. Rooter Plumbing of Cordova, Md., with a time of 1 minute, 30 seconds.

NAWT president Tim Frank thanked the sponsors, volunteers and contestants for the Shoot-Out’s success. He further thanked COLE Publishing for hosting the competition.



Many onsite system professionals competed to see who could install an SJE-Rhombus septic tank alarm the fastest. The winner received \$100 from COLE Publishing and four passes to the 2013 Pumper & Cleaner Environmental Expo International.

Frank said attendees were enthusiastic about the competition, which prompted contractors to share their best techniques for working in the field. The information sharing will prove to raise professionalism among technicians, helping the entire industry.

“The industry has changed a lot. Pumpers want to know the proper way to perform service tasks - what’s right and what’s wrong. It’s a change in attitude,” Frank said of the discussions. “We talked about treating your equipment right. All the time we were teaching as we were running the competition.”

Frank said the 2012 Expo drew the largest number of new NAWT memberships ever, and he said that had to do with the visibility of the Shoot-Out competition, as well as many other NAWT activities at the Expo.

In addition to the Shoot-Out, NAWT hosted pre-Expo training and certificate opportunities before the show through the two-day, 12-hour, Inspector and Operation and Maintenance courses. NAWT also hosted a Vacuum Truck Technician course for new owners and employees who operate vacuum trucks. On Education Day, Feb. 27, NAWT presented an education track with six hour-long seminars. The association also held board meetings during the Expo. ■

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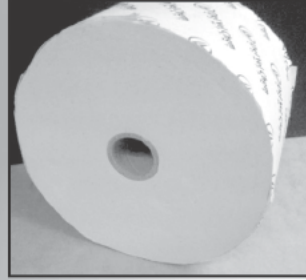
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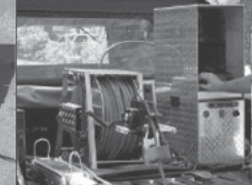
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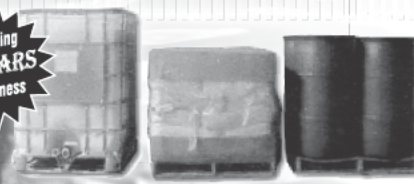


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## Hino receives customer satisfaction recognition

Hino Trucks ranked highest in customer satisfaction among conventional medium duty trucks according to the J.D. Power and Associates 2010 Medium Duty Truck Customer Satisfaction Study. The engine and customer satisfaction studies measured customer perceptions of 2010 model-year Class 5, 6, and 7 trucks equipped with both gasoline and diesel engines.

## Kenworth names 2012 Dealer Council

Kenworth Truck Co. named its Dealer Council for 2012. Members include Tim Murphy, chairman; Tom Bertolino, Brett Hartman, Bob Mitchell, Jim Moeller, Mike Murphy and Vince Tarola. Jim Hartman serves as the Kenworth American Truck Dealers line representative and Kyle Treadway serves as ATD chairman.



Chris Durborow

## J & J Truck hires regional sales manager

J & J Truck Equipment, division of Somerset Welding & Steel, hired Chris Durborow as regional sales manager. Based in Camp Hill, Pa., he will be responsible for truck equipment sales throughout eastern Pennsylvania and has 10 years of industry experience.

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## Wisconsin Review approves peat fiber biofilter

Anua has received approval from the Wisconsin Safety and Buildings Division Plumbing Product Review to use its Puraflo peat fiber biofilter open-bottom modules in conjunction with in-ground and mounded pad effluent dispersal configurations. The system uses peat fiber with high lignin content for long media life. The system is designed to handle 150 gpd and produce effluent with less than 10 mg/L BOD and TSS and less than 5 mg/L ammonia.

## SJE-Rhombus redesigns website

SJE-Rhombus redesigned its corporate website, www.sjerrhombus.com. The site enables users to access information through market segments, product specifications, descriptions in seven languages, news events, video and newsletter registration.



SJE-Rhombus website

## Lenzyme offers private labeled brochure

Lenzyme offers a private labeled educational brochure for contractors to hand to customers, informing them of additional services, such as riser installation, filters and drainfield biomat balancing.

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## Amthor builds plant addition

Amthor International is building an 8,000-square-foot addition to its plant in Gretna, Va. The \$500,000 investment will enable the company to increase both first and second shift production.

## Sioux Corp. redesigns website

Sioux Corp., manufacturer of pressure washers, steam cleaners and steam generators, redesigned its website, www.sioux.com, adding videos, slide shows and related content.



Sioux Corp. website



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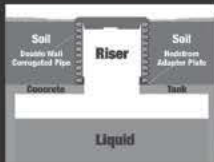


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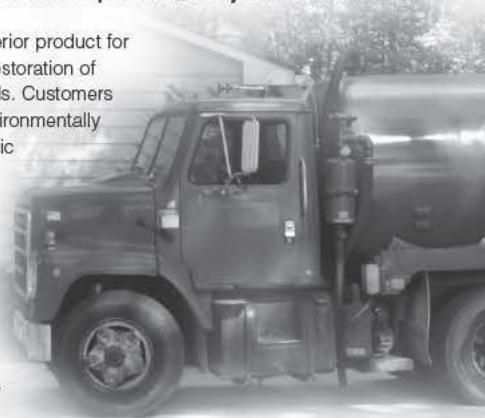
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By Scottie Dayton

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The Soil Web application for iPhone and Android smartphone platforms uses GPS to access the phone's location, then downloads real-time soil survey information anywhere in the lower 48 states. The graphic summary includes links to descriptions of soil layers and to laboratory data archived at the National Soil Survey Laboratory in Lincoln, Neb. Visit <http://websoilsurvey.nrcs.usda.gov>.

## ARIZONA

### Agency Reactivates Advisory Committee

The Arizona Department of Environmental Quality reactivated its Onsite Wastewater Advisory Committee to critique regulations. The department chose these Arizona Onsite Wastewater Recycling Association members: Richard Bartholomew, Bryan Chiordi, Suzanne Ehrlich, Lowell Fagen, Kitt Farrell-Poe, Jake Garrett, Dusty Lewis, Dawn Long, Justin Ramsey, Charles Moses and Richard Sinclair. Other committee participants were Paul Miller, Stu Spalding, Ed Swanson and Paul Trotta.

## CALIFORNIA

### Educational Conference

The State Onsite Regulators Alliance and Captains of Industry Conference is June 28-30 at the Marriott Marquis and Marina in San Diego. Held with the National Environmental Health Association Conference, it offers a forum for regulators and industry representatives to discuss wastewater issues and manufacturers to present their products. Educational tracks cover technology, research, environmental health issues and new federal regulations affecting the onsite industry.

The California Onsite Wastewater Association collaborated with NEHA and the National Association of Wastewater Transporters to include its annual educational conference in the event and to produce more than 15 hours of online educational materials. Visit [www.nesc.wvu.edu/sora](http://www.nesc.wvu.edu/sora) and [www.neha2012aec.org](http://www.neha2012aec.org), or [www.cowa.org](http://www.cowa.org).

## DELAWARE

### Onsite Conference

The Delaware Onsite Wastewater Recycling Association Conference and Exhibition is Oct. 9-10 at the Dover Downs Casino and Conference Center in

Dover. Call Niki Glanden at 302/359-2210, Hollis Warren at 302/284-9070, or visit [www.dowra.org](http://www.dowra.org).

## KANSAS

### Association Saves Home

Members of the Kansas Small Flows Association helped a family in Pottawatomie County avert the condemnation of the home they purchased without knowing that it had a failed onsite system. KSFA offered to install a new system in exchange for the \$1,500 in state cost-sharing money and used the installation for training.

Charlene Weiss of Weiss Water and Wastewater Consulting and Tod Hettenbach of Kansas Pumping Service conducted the soil profile. KSFA president Mark Sheppard worked with the fundraising chairman to enlist donations. To continue the program, KSFA asked members to contact the board if they knew of families needing assistance with a system repair or replacement. The board of directors list is at [www.ksfa.org](http://www.ksfa.org).

## CANADA

### Tire-Derived Aggregate

As of July 2011, installers in Nova Scotia had access to approved tire-derived aggregate for use in drainfields. Waste Water Nova Scotia produced a training video on the installation of a raised C2 (mound) disposal field, one with chambers and another with gravel and pipe.

### Measuring Temperatures

The lack of data on sewage temperatures in winter prompted the Ontario Rural Wastewater Centre in Guelph to monitor them. The study found that temperatures varied throughout the year, but day-to-day variations were small. Researchers are now studying the effect of insulating the tanks.

## 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 unless stated otherwise:

- May 2-4 - Advanced Installer II Class
- May 23-25 - Basic Installer Class
- June 21-22 - Continuing Education Class, Dothan

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

### Arizona

The University of Arizona Onsite Wastewater Education Program has these classes:

- May 7 - Inspecting Pumps and Using Them in Designs for Arizona Onsite Systems, Payson
- May 8 - Inspecting Subsurface Drip Dispersal Systems and Using Them in Designs for Arizona Onsite Systems, Payson



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## California

The California Onsite Wastewater Association is offering these NAWT classes:

- May 17 – Principles of Plan Checking, Sacramento
- June 26 – Installation of Onsite Systems (NAWT course), San Diego
- June 28 – Outreach (NEHA schedule), San Diego.

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

## Florida

The Florida Onsite Wastewater Association Training Center is offering these courses with master credit hours in Lake Alfred unless stated otherwise:

- May 9 – Advanced Treatment Systems II, Tallahassee
- May 10 – Operations and Maintenance B, Jacksonville
- May 14 – Master I: Onsite Wastewater Concepts, Mats, Regulation and Application Process
- May 15-16 – Master II: Intro to Florida Soils and Site Evaluation
- May 17-18 – Master III: Onsite Construction Permits and Inspections
- June 19 – Operations and Maintenance A, Fort Myers
- June 20 – Operations and Maintenance B, Fort Lauderdale
- June 21-22 – Alabama and Florida Combined Training Sessions, Dothan, Ala.

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

## Iowa

The Iowa Onsite Waste Water Association has these courses:

- May 11 – Operation and Maintenance Workshop, Creston
- June 14-15 – Habitat for Humanity Systems Installs, Waverly

Contact Alice Vinsand at 515/225-1051, [execdir@iowwa.com](mailto:execdir@iowwa.com), or visit [www.fowaonsite.com](http://www.fowaonsite.com).

## Kentucky

The Kentucky Onsite Wastewater Association has six hours of continuing education for certified installers of onsite wastewater disposal systems on June 15 at the Bluegrass Community Technical College in Lawrenceburg. Call 270/401-2301 or visit [www.kentuckyonsite.org](http://www.kentuckyonsite.org).

## Minnesota

The University of Minnesota Water Resources Center has these classes:

- May 1-4 – Service Provider, Mankato
- May 22-24 – Basic Onsite System Designs, Farmington
- May 30-June 1 – Soils, Grand Rapids
- June 5-6 – Inspecting Onsite Systems, St. Cloud
- June 7 – Soils Continuing Education, Rushford Village
- June 14 – Soils Continuing Education, Detroit Lakes
- June 19-21 – Soils, Rochester
- June 27 – Soils Continuing Education, St. Cloud

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:

- May 3 – Functional Inspections

# Calendar

### April 2-5

National Onsite Wastewater Recycling Association Technical Education Conference and Fourth Northeast Onsite Wastewater Short Course, Biltmore Hotel, Providence, R.I. 800/966-2942; [www.nowra.org](http://www.nowra.org).

### April 15-17

Ontario Onsite Wastewater Association Conference and Exhibition, Deerhurst Resort, Huntsville. Contact Denis Orendt at 905/372-2722 or [dorendt@yahoo.ca](mailto:dorendt@yahoo.ca); [www.oowa.org](http://www.oowa.org).

- 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
- June 6 – Soil Basics for the Onsite Wastewater Contractor
- June 13 – Advanced Soil Morphology
- June 14 – Hands-On Component Installation
- June 21 – Bottomless Sand Filter Design and Installation
- June 27 – Advanced Soil Morphology

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

## North Carolina

North Carolina State University has the following courses:

- May 9 – Why We Study Soil, Web based
- May 16 – Formation of Soil, Web based
- May 23 – Identification and Classification of Soil, Web based
- May 30 – Physical Properties of Soil – Texture, Structure, and Density, Web based
- June 6 – Cycling of Water Through Soil, Web based
- June 13 – Chemistry of Soil, Web based
- June 20 – Role of Soil in Plant Nutrition, Web based
- June 27 – Soil Ecosystem, Web based

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

## North Carolina

The North Carolina Pumper Group and Portable Toilet Group has educational seminars on new laws, motor vehicle rules, and step-by-step instructions on how to pump a grease trap, June 16 in Bern. Call Joe McClees at 252/249-1097 or visit [www.ncpumpergroup.org](http://www.ncpumpergroup.org) or [www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org).

## Washington State

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:

- May 1-2 – O & M Certification for Proprietary Devices
- May 16 – Design of High-Strength Waste Systems
- May 22 – Electrical Control Panels, Bremerton

Call WOSSA at 253/770-6594 or visit [www.wossa.org](http://www.wossa.org).

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

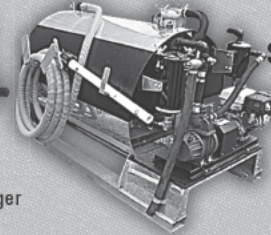
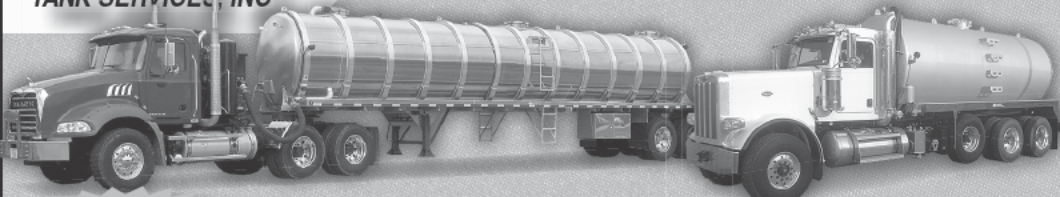
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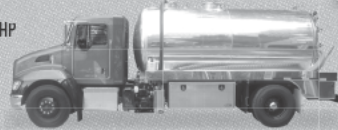


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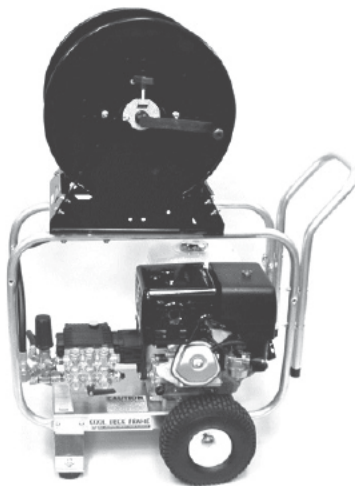
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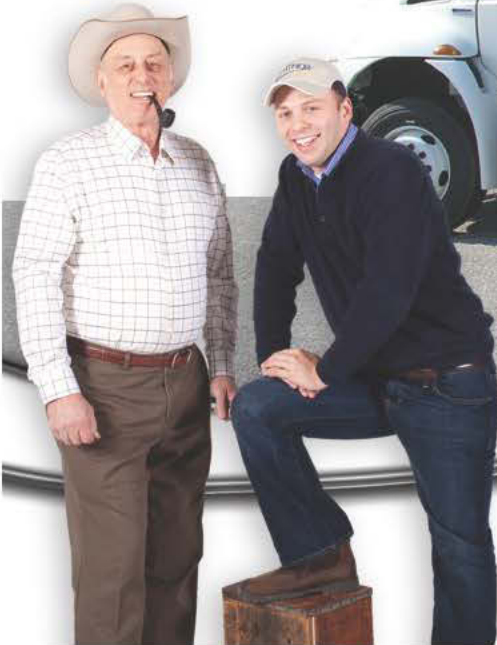
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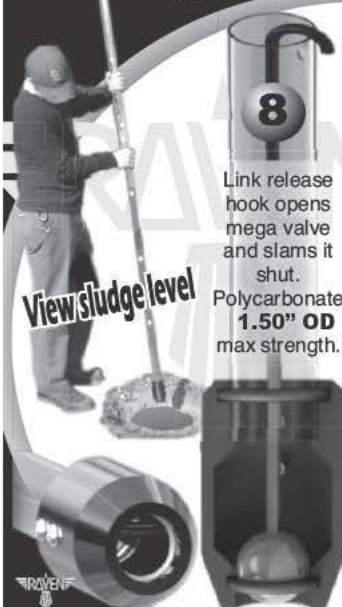


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1993 White GMC vacuum truck, triple axle, 2875-gallon tank, 176,585 miles. \$19,500 OBO. Lenny 818-612-5148, CA. (PBM)

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

1998 Mack RD6885 with a 3,000 U.S. gallon DOT certified, carbon steel vacuum tank unit. (Stock #6653V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)

## HAZARDOUS WASTE UNITS

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

## HYDRO EXCAVATING EQUIPMENT



**2008 International 7400 Vector HXX Prodigy Hydroexcavator:** 16" Hg PD blower, 2,500 psi, 10 gpm water pump, 425K BTU water heater, remote control, 17,000 miles. \$165,000. Four Way Auto & Truck Sales, New Holland, PA.  
717-354-3199 P04

Vector series 2112 hydroexcavator mounted on a 2001 Sterling cab and chassis. (Stock #5850C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648). (PBM)

## JETTERS-TRAILER



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

## JETTERS-TRUCK



**Used 2001 Super Products CAMEL model 200:** 6 yard dump Volvo truck, CAT diesel engine, VEC7C-275, 275 hp, PD blower, re-built Allison automatic transmission, approximate 32,000 miles, unit in stock, F.O.B. NJ. \$64,895  
Call Joe @ 856-981-5668 P05

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

## JET VACS

2002 Sterling cab and chassis, Vac-Con industrial machine mounted on a pre owned. (Stock #6917C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648). (PBM)

2000 Sterling cab and chassis, Vector series 2110, industrial machine mounted on a pre owned. (Stock #5358C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648). (PBM)

2000 Vector 2100: 1,000-gallon water, 8-yard debris body, single fan, single rear axle, 60 gpm, CAT front with 5,700 hours, JD rear with 4,100 hours, 23,200 miles, municipal unit, \$80,000. 906-337-0591, MI. (P04)

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

CUSTOM BOOM ELBOWS HOLDING INC. Need a heavy duty boom elbow? Maybe we can help. We make up 70 & 90 degree 8" elbows that are 1/2" thick. Call for prices 604-835-0199, mcraeway@hotmail.com. (P04)



**1998 Sterling LT8501 Vector 2115:** Roots 15" PD blower, Allison auto trans, 80 gpm Rodder pump, extend-a-boom and hose reel, cold weather recirculation, new tires and brakes, multi-flow, very well maintained unit, ready to work. Asking .....\$89,500  
Call 248-345-3993 P04

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

## JET VACS

1999 Sterling Cab & Chassis with a Vector 2100 combination Vacuum Loader. (Stock # 2775C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648). (PBM)



**1995 Ford LN8000/Vaccon VPD4212THA:** Cummins 8.3, Eaton RT7608LL, great chassis, all major Vaccon components have been pulled for use. Debris tank is in great shape with hoist. JohnDeere 4039T starts on demand, hydrostatic pump has been pulled. Unit is available at the Ritchie Brothers Chehalis, Wa. Auction March 29th. Full set of records at Auction site.  
206-793-3971 P04



**1996 Ford LN8000/Vaccon V312X-HAE:** Cummins 8.3, Allison MD3060 AT. 3 stage fan, 12 yard debris, 80 gpm @2,000 psi, high pressure excavation, mileage 201,676, 8,190 hours, truck works everyday. Very well maintained, full set of records at auction site. Available at Ritchie Brothers Chehalis Auction, March 29th.  
206-793-3971 P04



**1989 Volvo-White Vector 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

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

## LEASE/FINANCING

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

## PORTABLE RESTROOMS

Barely used 20 +/- dark green Armal standard units w/ misc. parts/pieces. Low use, some in great condition. Make an offer. Located in Charleston, SC area. Call 843-296-4242. (PT04)

For Sale: Blue and tan Tuff Jon portable toilets, 50-100, plastic bottoms, good condition. \$50 each. roto-rooter@hotmail.com, 1-800-284-1311. (P04)

100 used Satellite Tuffway units: Aqua in color, good condition. Asking \$250 each. 919-954-8585. (P04)



**Handicap Accessible portable restroom/toilets:** In EXCELLENT condition, up to 50 available. \$1,100-1,200/ea depending on volume. Email [mike.todd@gullifordservices.com](mailto:mike.todd@gullifordservices.com) or call 217-344-5004. P04

For Sale: Special event, construction, handicaps, high-rise units, handwash stations. \$150-\$325. Call Manny at 305-970-9837 or email proequip1@yahoo.com. (P04)

We buy used portable toilet equipment, toilets, handicaps, handwash stations, trailers, tanks & trucks. Contact Manny at 305-970-9837 or email proequip1@yahoo.com. (P04)

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

Taurus (green), Satellite Tufway (blue), Poly-Portable (silver or brown) units: Fair to excellent condition, 400+ available. \$180-320. Poly-John "hi-lifts" (stall on casters) 12 & \$280. Some sinks still available. St. Louis area pickup. Email [gggreeno@aol.com](mailto:gggreeno@aol.com) or 800-241-0418 for questions, request for pictures etc. (P06)

WANTED TO BUY: 20 used portable restrooms, good to excellent condition. Oregon, Washington or Idaho. 360-398-0864 or [mcmel@comcast.net](mailto:mcmel@comcast.net). (P04)

## PORTABLE RESTROOM HAULER

34' 16 unit, 3 axle, great shaped, pics available. \$5,500. CALL JACK at 815-877-9770. (P04)

## PORTABLE RESTROOM TANKS

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

## PORTABLE RESTROOM TRAILERS

Special event trailers: 1-10x32, 1-10x42, 2008 models, like new, a/c, heat, etc. \$17,500 each. 816-238-3000. Made by William Scotsman, MO. (PT05)

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. (P04)

2008 Olympian 24' restroom trailer, (3) women stalls and (1) sink. (1) mens stall, (3) urinals and (1) sink. Heat, A/C and hot water. \$22,000. 866-883-9538, NY. (P04)

1997 Olympian, 24' restroom trailer: (3) women stalls and (1) sink, (2) men stalls and (3) urinals and (1) sink, A/C, hot water and stereo in good shape. \$9,500. 614-496-5571. (PBM)

## PORTABLE RESTROOM TRUCKS



**2007 Chevy Duramax Motor:** 6-speed, 177,000 miles, air brakes, 26k lb (under CDL), very good tires, Abernethy, 1,500-gallon, split 1,100 waste, 400 fresh, pressurized water hose, 2 storage boxes, Masport HXL75-V, dual side service, scent box, 2 unit hauler rack, asking price.....\$35,000  
[roto-rooter@hotmail.com](mailto:roto-rooter@hotmail.com)  
1-800-284-1311 P04

## PORTABLE RESTROOM TRUCKS



**2006 FORD F-750:** CAT C-7, Allison AT, Jake, locking diff., 350C/1200W/450F Progress aluminum tank, 119K miles, 25,995 GVW, dual side service. \$44,500  
[bwyongjr@hotmail.com](mailto:bwyongjr@hotmail.com),  
610-587-6159 PA P04

2002 International 4300: DT 466, 236,000 miles, Keith Huber body, 1,000 waste, 500 fresh water. LOTS OF EXTRAS! \$30,000. 207-227-4205, ME. (P05)

2006 F-550, 6.0 liter diesel automatic, Satellite built, 207,100 miles. \$8,500. In daily use, looking for quick sale. 724-752-1408, PA. (P04)



**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](mailto: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)

2007 INTERNATIONAL 4300, 2,000 gallon, pressure washer, dual sides, excellent condition, California, under cdl. \$59,000. Call Scott: 714-943-4461. (P04)

Need backup? 1995 International diesel/auto flatbed, 800 waste: \$9,000. 1999 Ford F450 PD (300 waste) diesel/std. with lift gate: \$11,000. 1998 GMC C6500, diesel std., flat bed with 800 waste: \$7,000. Lane Vacuum tank (off F550) 600/300: \$1,500 w/vac., 300 gallon, slide-in also available. St. Louis area. Email inquiries [gggreeno@aol.com](mailto:gggreeno@aol.com) or 800-241-0418. (P05)

## PORTABLE RESTROOM TRUCKS

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](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (PBM)

2007 Ford F-550 4x4 XLT: Auto satellite, 950 service body, Burk fresh water system, well maintained, 180K miles, clean, sharp. 641-420-5310. (P04)

2005 Ford F-550 diesel: 300 fresh/600 waste, Marsh Industrial tank, two unit lift gate, 126,000 miles, 4WD. \$25,000. 231-633-2141, MI. (P05)

2000 Chevy 3500 with 350 gas engine. Tires are 75%, 300-gallon waste tank, 100-gallon fresh water tank. Also it has a heavy duty 2 toilet carrier that folds up. The pump is new with an electric start Honda engine, has a 70-gallon wash down tank. Vehicle has 107,000 miles and has been parked most winters. Asking \$9,850. For more info and pictures call 920-573-3646, WI. (P04)



**2006 International 4300 DT 466:** Air brakes, 26k lb (under CDL), very good tires, auto, 173k, Abernethy, 1,500-gallon split 1,100 waste, 400 fresh, pressurized water hose, 2 storage boxes, Masport HXL75-V, dual side service, scent box, 2 unit hauler rack. ....\$39,000  
[patflynn2@aol.com](mailto:patflynn2@aol.com)  
1-800-475-0049 Pat OH P04

**2004 Freightliner M2,** MBE 900, 210 hp, manual 6-speed, non-CDL, air brakes, 151,578 miles, PresVac system, 400 fresh/1,000 waste, dual side service, 2-unit carrier. \$22,000.

**1999 International 4700,** DT466, non-CDL, 223,055 miles, Lely body, 300 fresh/1,250 waste, MEC 6500 pump, dual side service, 2-unit carrier. \$16,000. OHIO, 614-497-1776, [www.billjr@potty4u.com](http://www.billjr@potty4u.com). (PBM)

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

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## PUMPS-VACUUM

2000 JUROP PNR122 VACUUM PUMP and INSTALL KIT: 430 cfm, recent rebuild w/new housing, includes pumpstand, MUNCIE TG series PTO kit, 1.25" gearbox, driveshaft, pressure relief, VERY GOOD CONDITION. \$2,500. 419-629-3695, Ohio. (P04)

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

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

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

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

## PRESSURE WASHERS



**NLB 10,000 Lb. Pressure Washer:** Diesel, approximately 800 hours.....\$15,000  
**617-212-0162 MA** P04

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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.vsiRentalsInc.com.** (PBM)

## SEPTIC TRUCKS

1988 GMC Autocar, 4,000 gallon, rebuilt motor, new tires, comes with hoses, ready to work for you. \$37,000. Call 321-441-6436, FL. (P05)

## SEPTIC TRUCKS



**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



**2005 Peterbilt 379:** Caterpillar C-15 500 hp, 581,742 miles, new heavy duty 5,000-gallon U.S tank with 5 year warranty, doubled framed chassis, Jurop LC-420 liquid cooled pump (425 cfm), 1 year warranty, aluminum hose trays, dual rear aluminum toolbox, full float front tires, 20,000 lb. tag axle, aluminum wheels, rear work lights, new custom paint, chrome front bumper, heavy duty rear bumper with tow hooks & drip tray, all new valves, large 12-gallon cyclone secondary. 1 year/100,000 mile engine warranty nationwide. See dealer for more details.

**George 954-558-0816  
or Mike 786-554-0892  
www.nationaltruckcenter.com** P04

**2002 Sterling:** 18/40's, CAT engine, automatic, full diff lock, a/c, power windows, cruise, 3,200-gallon hoist, vibrator, Fruitland pump, htd valves, 261,000 miles. 1-800-826-2308, WI. (PBM)

**(2) 2004 FL70's:** CAT engine, 6 speed, a/c, cruise, 106,000 and 146,000 miles with new 2,500-gallon tanks, Masport pump, 3" & 4" valves, work lights coming soon, call for details. **2002 Sterling tandem:** 18/40, ISC engine, 10 speed, dbl frame, diff lock, a/c, cruise, 167,000 miles with new 3,600 steel tank, NVE pump, 4" & 6" valves, work lights, toolbox, coming soon, call for pricing. 1-800-826-2308, WI. (PBM)

## SEPTIC TRUCKS

Well maintained 1991 International 4900: 350,000 appx. miles, 75,000 on rebuilt DT 466, Hendickson, 13-speed rebuilt Eaton Fuller, 2011 Masport liquid cooled pump, 3,000-gallon aluminum tank, new tires. \$31,500. 208-255-9093, bjohnson208@gmail.com. (P04)



**2007 Kenworth T-800:** CAT-C15, 475 hp, 13 speed, Jake brake, 374,000 miles, A/C, C/C, NEW 110 barrel tank w/5 year warranty, NEW 607 NVE liquid cooled pump, rear working lights, NEW alum hose trays, alum. wheels, NEW butterfly valves, heated collars, dual rear alum. toolboxes, sight tube, double frame chassis, NEW custom Dupont paint, 20K front axle w/full float tires, NEW 13.4 tag-axle steerable, 44 lbs. rears, NEW heavy duty rear bumper. 1 year/100,000 mile ENGINE WARRANTY NATIONWIDE. Ready for immediate delivery...\$128,000  
**Call Angel at 786-258-3384** P04



**1993 Volvo:** Cummins, 9-spd., 1996 3000 gallon tank, Mec 8000, 3" inlet, 6" heated with air control. ....\$19,900  
**1-800-826-2308 WI** PBM

1998 Mack RD688S cab and chassis, pre owned 4,000 U.S. gallon, carbon steel vacuum tank; with a NVE 367 vacuum-pressure pump installed. (Stock 4912C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

2000 International 4900 series with a 2,150-gallon Presvac tank, Masport HX-L75WV water cooled pump. (Stock #4619C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2012 Peterbilt 388 cab and chassis, new 4,600 U.S. gallon, carbon steel vacuum tank; and a RCF 500 vacuum-pressure pump. (Stock #13511A-F) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (P04)

## SEPTIC TRUCKS



**2007 International 8600:** 16 lbs. front 44 lbs. rears, 10 speed, 238,000 original miles, A/C, C/C, NEW 4,000-gallon tank w/5 year warranty, NEW 500 NVE Challenger pump, rear working lights, NEW alum. hose trays, alum. wheels, NEW gate valves, dual rear alum. toolboxes, sight tube, double frame chassis, NEW custom Dupont paint, NEW heavy duty rear bumper. 1 year/100,000 mile ENGINE WARRANTY NATIONWIDE. Ready for immediate delivery.  
.....\$86,000  
**Call Angel at 786-258-3384** P04



**2000 International, 466 DT:** 4900 series, 104,000 miles, 2,500 gallons, liquid cooled Masport pump, In very good condition. ....\$26,000  
**Phone 610-754-8517** P04

2000 Freightliner pump truck, good for grease/septic with 3,350-gallon tank. Call 480-354-9590, email IDEALSEPTIC@GMAIL.COM. \$25,000, OBO. (P04)



**1983 Ford F7000:** Runs great, vacuum pump just rebuilt. ....\$7,000 OBO  
**901-490-1931 MS** PBM

1998 Ford LT9513, cab and chassis, pre-owned, Cusco, 5,000 U.S. gallon, carbon steel, vacuum-pressure tank with a Wittig RFL-100 vacuum pressure pump package. (Stock #7300V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

## SEPTIC TRUCKS



**2006 Freightliner Columbia. M. Benz.:** 460 hp, 10 speed, Jake brake, A/C, C/C, NEW 4,500-gallon tank w/5 year warranty, NEW 607 NVE liquid cooled pump, rear working lights, NEW alum. hose trays, alum. wheels, NEW butterfly or gate valves, heated collars, dual rear alum. toolboxes, sight tube, double frame chassis, NEW custom Dupont paint, 20K front axle w/full float tires, NEW 13.4 tag-axle, steerable 44 lbs. rears, NEW heavy duty rear bumper. 1 year/100,000 mile ENGINE WARRANTY NATIONWIDE. Ready for immediate delivery. ....\$95,000  
**Call Angel at 786-258-3384** P04



**1993 Volvo:** Cummins, 9-spd., 1996 3000 gallon tank, Mec 8000, 3" inlet, 6" heated with air control. ....\$19,900  
**1-800-826-2308 WI** PBM

1993 Ford LTL 9000: 2,500-gallon tank, 3176 Caterpillar engine, 9 speed, Thompson pump. Biggs, CA. \$30,000. Phone 530-868-5569. (P06)



**1988 Freightliner:** 2,600-gallon USG Thompson tank, 1-year-old Jurop pump, 3406 CAT Engine, 9 speed, 560,000 miles, MUST SELL. ....\$22,000  
**928-303-5966 AZ** P04

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

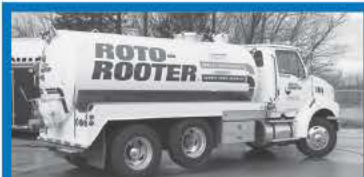
## SEPTIC TRUCKS



**2002 Kenworth T300:** Cab and Chassis, 285 hp Cummins, Allison automatic transmission, 33,000 GVW, 323,000k, good condition. ....\$19,900.  
**Any questions call 585-813-7736** P04



**1989 Freightliner:** 400 hp, Cummins, 9 speed, 616K miles, 2004 3,600-gallon Erickson tank, new paint. ....\$49,250  
**509-785-2955**  
**www.ericksonstank.com** P04



**1996 Ford I8513:** Cummins 8.3 Diesel, Jays 2,850-gallon tank with NVE 360 vac pump, 126,000 miles. Asking .....\$31,000 OBO  
**563-388-9100** P05



**2005 Freightliner w/250 cat:** 232,487 miles, 6-speed trans., 2,500-gallon tank (6 month's old), 553 Wallenstein pump (6 month's old), a/c and cruise. New paint, tire's and clutch. Great running and looking truck, work ready.  
**Phone: 419-774-0323 OH** P04

2001 International 2500 DT466E: 250 hp, 2,500-gallon tank, 5 speed, high/low (split) rear-end, Masport Jurop, approx. 600 cfm's, 101,912 miles, air condition, cruise. One owner, ready to work! \$30,000 Call 603-659-8150 or email mrstn@comcast.net. (P05)

## SEPTIC TRUCKS

2004 Chevy 7500 series: 250 hp, 2,500-gallon tank, HD 6-speed Fuller, Masport Jurop approx. 600 cfm's, 97,853 miles, a/c. One owner, ready to work! \$40,000 Call 603-659-8150 or email: mrstn@comcast.net. (P05)



**2005 Sterling A9500:** Caterpillar C-11, 425 hp, 222,495 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. 1 year/100,000 mile engine warranty nationwide. See dealer for more details. ....\$82,000  
**George 954-558-0816**  
**or Mike 786-554-0892**  
**www.nationaltruckcenter.com** P04



**2007 Peterbilt 385:** 482,286 new heavy duty 5,000-gallon U.S tank with 5 year warranty, doubled framed chassis, Jurop LC-420 liquid cooled pump (425 cfm), 1 year warranty, heavy duty rear bumper, aluminum hose trays, aluminum toolbox, 13,000 lb. tag axle, aluminum wheels, rear work lights, new custom paint, all new valves, large 12-gallon cyclone secondary plenty in stock. 1 year/100,000 mile engine warranty nationwide. See dealer for more details.  
**George 954-558-0816**  
**or Mike 786-554-0892**  
**www.nationaltruckcenter.com** P04

Mini other low millage used trucks available. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (PBM)

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## SEPTIC TRUCKS



**2002 International 4300:** DT-466, 245 hp, 6 speed, 159,509 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. See dealer for more details. ....\$49,000  
**George 954-558-0816**  
**or Mike 786-554-0892**  
**www.nationaltruckcenter.com** P04



**2006 Kenworth:** CAT C-13, 475 hp, 81l, 361,477 miles, new heavy duty 110 barrel "straddle tank," built by 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, chrome package, dual aluminum toolbox in rear, aluminum hose trays, factory double framed chassis, new custom paint, large 12-gallon cyclone secondary, full float tires, full length sight tube, 13,000 lb. steerable tag axle, 46,000 lb. full locking rears, chrome front bumper, heavy duty rear bumper with tow hooks & drip tray, 1 year/100,000 mile engine warranty nationwide, see dealer for details.  
**George 954-558-0816**  
**or Mike 786-554-0892**  
**www.nationaltruckcenter.com** P04

1988 Ford L9000, 386,000 highway miles, 1,800-gallon tank, 1 year old Battalion MEC11000 vacuum pump, L10 Cummins, 9-speed transmission, mechanically 100%, tires 70%, \$9,500. 518-651-6345, snyders\_2001@yahoo.com, NY. (P04)

1996 Ford: LTS 9000 cab and chassis with pre-owned Cusco, 5,000 U.S. gallon, carbon steel, vacuum-pressure tank, Wittig RFL-100 vacuum pressure pump package. (Stock #7343) **www.Vacuum SalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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## SEPTIC TRUCKS

1999 Ford F550, 7.3 diesel, 132,000 miles, Satellite unit,, 600 waste, 250 water, Kondisix pump, 2 unit carrier. \$20,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (PBM)



**2000 GMC C7500 6/7.2:** 126k miles. Reman trans. and clutch at 103k. New paint/sand blasting in 2010. 2,500-gallon tank with pressure pump - Transway. ....\$35,000  
**Call 508-477-8877 MA** P104

2004 Freightliner, 210 cab, 6 plus 1 trans., double frame, new 2,000 gallon tank, under CDL, new Jurop pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (PBM)

2007 Sterling, 430 hp MBE engine, 68,000 mile, 10 speed, Tuff Track suspension, 18 fronts, 46 rears, 4,200-gallon back tank, Masport pump. \$89,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (PBM)

2004 Mack E7, 330 hp engine, 10 speed, 54,000 lbs. GVW, NEW 3,365 back tank, NEW Masport HXL 400 WB pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (PBM)

2005 F550, diesel, auto 4x4, NEW flatbed w/ lift gate, NEW steel slide-in, 300 waste, 150 water, 5.5 Honda engine w/ Kondisix pump. \$36,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call Mike @ 303-478-4796 or JR. @ 720-253-8014, CO. (PBM)



**For Sale: 1990 International,** Cummins engine, rebuilt, 100,000 miles on engine, 10-speed transmission, 2,300-gallon tank, heated side valve, brand new drive tires, all new belts.....\$15,995  
**For more information call**  
**Kris 715-623-6767**  
**snopro32@charter.net** P04

## SEPTIC TRUCKS



**1987 Mack 600:** 300 engine, 6-speed air shift transmission, 12F-38R, 3,000-gallon tank, 24" rubber, 1 year old Fruitland pump, newly refurbished. ....\$20,000 OBO  
**Call Dick 413-498-5592 MA** P04

1994 GMC Topkick, CAT engine, 6-speed, Masport water-cool pump, 2,500-gallon tank. \$22,000. 706-829-5206. (P04)



**2004 International:** DT466 engine, auto transmission, A/C, cruise. New: 2,200-gallon tank, Jurop vacuum pump, paint and tires. Super nice truck! \$39,500  
**Phone: 740-988-7878** P04



**2004 Freightliner M2 Business Class:** CAT, 225 hp, 6 speed, manual transmission, 33k GVW, 153k miles, BRAND NEW 2500-gallon vacuum tank, Jurop LC420 vacuum pump, 100' 3" suction hose. ....\$46,000

**Call Dave**  
**@ 734-731-5256** P04

1958 Ford C700, 534 gas, runs great, 5 speed/2 speed, axle, 2,280-gallon tank, org. calf truck. Can email for pics. \$3,800. Call 308-631-5635, NE. (P04)

## SERVICE/REPAIR

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

## SLIDE-IN UNITS

FOR SALE: 2 Imperial 2008 aluminum slide-in units. Heated/garage kept, never used. 300 gallon capacity with 200 waste & 100-gallon fresh. Conde pump-GX160, Honda motor. \$5,750 each. 248-634-3383, MI. (P04)

1978 Rich Mac steel slide-in: 300 W/125 F, Kohler Magnum motor, Conde pump, water tank leaks, good back up unit. Warren: 816-304-0210, MO. \$1,000/OBO. (P04)

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**401-623-0347, RI** P04

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

## TOOLS

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

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## TOYS

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

## TRUCKS-BOOM

1998 Ford: CAT power, 10 ton Fassi knuckle boom, 81 Mack, 10 ton trolley crane, 99 Komatsu, 100 trachoe, 2-3 compartment septic tanks. Call for price. 225-647-4851. (P06)



**1990 International 4900:** 7 ton, Delzotto boom, 177,000 miles. \$29,950  
**920-336-1551 WI** P04

## TV INSPECTION

1993 E-350 Ford Superduty, runs great, new transmission & radiator, has 2006 Aries CCTV system. Two tractors, pan/tilt color camera, self-winding electric winch-1,000 ft 3/8 SS cable. \$38,000. Call David 904-571-4688. (P04)

1995 Chevy HD 300: Aries CCTV box truck, new tires, new transmission, two tractors, pan/tilt color camera, self-winding electric winch-1,200 ft. Onan generator. ARIES Saturn II portable mainline closed circuit color TV system for inspecting 4' to 24' diameter sewer lines, 570 ft. cable. RIDGID COLOR SEESNAKE SEWER CAMERA INSPECTION SYSTEM 150 ft. cable. 786-970-0010, FL. (P04)

## TV INSPECTION

2008 Ford E-150 HD with 2005 Cyclops equipment (VN-004), color, pan, tilt, zoom over 700 ft. cable. Nice van 73k, 5.4 gas, automatic, AC, with rear heat and AC. Just sent unit to Cyclops factory in Texas for updates and service. Ready to make money for you. Nice compact unit. See more at: <http://www.truckpaper.com/listingsdetail/detail.aspx?OHI D=2650751&dlr=1&pcid=2000801049> (stock #08-01). \$39,500. 719-338-3767 (more cctv vans from \$24,950.) (C06P05)

RST TV System: It includes a mainline cable reel and controller motor, tractor, and an Omni 2 camera. All equipment is in working condition. \$7,500. Pictures at [www.empireequip.com](http://www.empireequip.com). 714-639-8352. (CPBM)

## VACUUM LOADERS

For Sale: 2-Guzzler, 4816 Vacuum Loaders (both need repair), several NLB/HPWB, 10/20K, trailer mounted, in Ohio. 423-667-5525, between 8-5 M-F EST. (P04)

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

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**1994 Volvo WG64:** 300 hp, CAT, 8LL, 18/46 axles, rubber block suspension, full lockers, 65,703 miles, Mastervac Cusco mfg ser #94-0829, blue in color. Asking .....\$39,900  
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Wanted to Buy: Vactor 2100s and late model Guzzlers. Cash. Phone 800-336-4369. (CPBM)

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WATER JETTING EQUIPMENT: We sell, repair and retrofit water blasters. Visit us at: [www.waterjettingequipment.com](http://www.waterjettingequipment.com) or phone 714-259-7700. (CPBM)

2009 NLB model 10275, 325 hp diesel powered, on trailer, like BRAND NEW Lance hose, foot valve, 10K head and also 24K head, 710 hours. Price: \$72,500. Canada. Jason: [info@accuworx.ca](mailto:info@accuworx.ca), 416-410-7222. (P06)

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