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PIONEER A REED BED DISPOSAL SYSTEM**

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Goulet Takes Lemons, Makes Lemonade

By Jim Kneiszel

When state or local environmental department officials want to slow the use of land-application of septage - and plenty of pumpers across the country are facing this issue now - how pumpers react to the potential loss of a convenient and often economical disposal option is very important.

An affected hauler could strike back and accuse the government of being anti-business, and many folks would say rightfully so. It would be easy to focus on the negative and expend a lot of time and energy fighting what's likely a losing battle.

Or they could handle it the way **René Goulet** did. The owner of Goulet Septic Pumping & Design, in Green Valley, Ontario, Canada, took a different, more proactive path. And he should be applauded for it.

Confronted by Ontario Environmental Ministry authorities while land-spreading on his farm several years ago, Goulet pulled out a letter from provincial officials confirming he was within his rights to spread septage over the frozen ground. But he was told that, no, his authorization wasn't correct. And further, he had to cease the practice immediately. In his rural area, Goulet had no other feasible options for disposal.

He could have grumbled until the cows came home and who would blame him? This was a serious blow to his small family business. But instead of dwelling on what seemed like the unfair handling of his situation, Goulet got proactive and started looking for a solution.

What happened next is the subject for our cover story, "Nature's Way," by writer **David Steinkraus**. At first the prohibition on winter land-spreading frustrated Goulet, but he soon set out to find a better way to solve his disposal dilemma. Research led him to Chris Kinsley at the University of Guelph Wastewater Centre. The pair worked with the Environmental Ministry to develop an experimental reed bed septage dewatering system on Goulet's farm.

As you'll read in the story, the reed bed system has been a great success, and is serving as a model for rural wastewater systems in Canada and with wastewater officials in other parts of the world who have visited the test site. Goulet is excited about his role in shaping new processes to dispose of septic waste in sustainable, environmentally friendly ways.

"I think we have to take care of the environment, and this is the family farm. My father bought here in 1950," he says in the contractor profile. "I live here. My kids live here. I have neighbors, and I just don't want to pollute the place."

Goulet's response and enthusiasm for learning about and adapting to new, greener methods for septage disposal is inspiring. At a time when too many people associate the entire pumping community with a handful of corner-cutting contractors with nasty old trucks and tired potty humor slogans, Goulet promotes professionalism, uses the latest science to solve problems, and shows a concern for the environment.

Goulet's reed bed pilot program is good for the community, good for his business, and it definitely has a positive impact on the environmental services industry. We're excited to feature his family's septic service business in this issue dedicated to septage disposal management. ■



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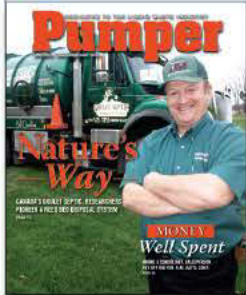
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When Canada's Goulet Septic ran into a jam with a land-spreading program, it partnered with Mother Nature and university researchers to pioneer an environmentally sound reed bed disposal system

By David Steinkraus

Nature's Way



A crew pulls the heavy liners into place when building a reed bed. (Photo courtesy of Goulet Septic)

René Goulet didn't set out to be involved in Canada's cutting-edge septage research. He was busy operating his rural pumping business in Green Valley, Ontario, just a few miles from the Quebec border. Everything changed when government inspectors showed up. They were from the Ontario Ministry of the Environment, and one day in October 2005 they appeared at the Goulet family farm, which is also home base for Goulet Septic Pumping & Design.

Following common practice for the time, Goulet was spreading septage onto frozen farm fields from his truck. He even had a letter – called a certificate of approval – from the ministry saying he could do that when the ground was frozen or snow-covered.

It was fall. The ministry representatives said the certificate clause allowing septage spreading on frozen or snow-covered ground was not valid. They demanded Goulet stop direct spreading immediately and build a lagoon to store water through the colder months. What could he do?

"And the guy says, 'That's not my problem,'" Goulet recalls.

It was Goulet's problem, and there was no easy solution. Green Valley is a community of about 600, and Goulet Septic serves the rural area within a 40-mile radius. Hauling septage to a local municipal wastewater plant wasn't an option because there are none.

Profile

GOULET SEPTIC PUMPING & DESIGN, Green Valley, Ontario, Canada

OWNER: René and Brenda Goulet

FOUNDED: 1987 (installation, pumping 1990)

EMPLOYEES: 1

SERVICE AREA: Eastern Ontario

SERVICES: Septic service, minor repairs, inspection, drainfield rejuvenation

ASSOCIATIONS: Ontario Association of Sewage Industry Services, Ontario Onsite Wastewater Association, Raisin Region Conservation Authority



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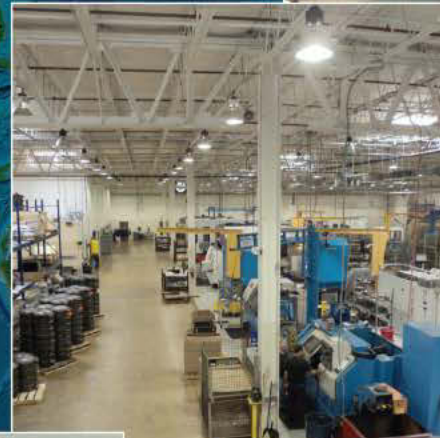
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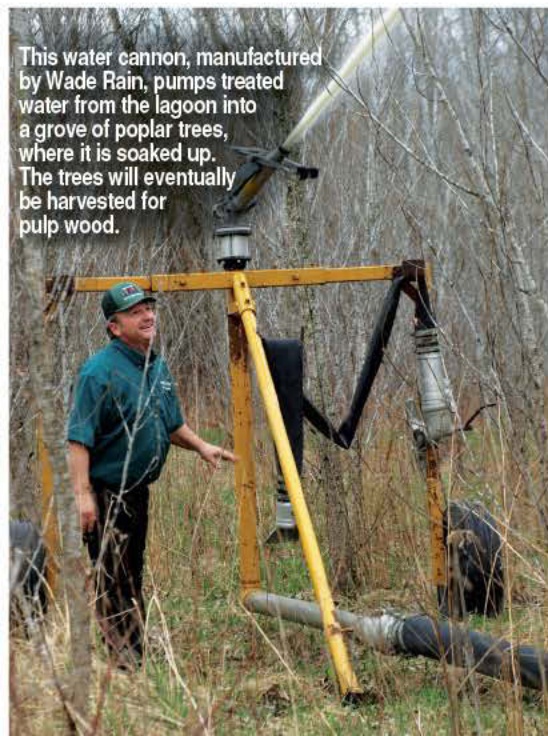
The jar on the left contains sewage before it goes through the reed bed system. The effluent at the right is as it comes out of the reed beds. (Photo courtesy of Goulet Septic)



Abram Penner watches as the septage moves through a 6-inch pipe into a reed bed. (Photos by Steve Warburton)



Goulet points out the clear effluent, having been treated in the reed bed, as it pours into the lagoon for further settling.



This water cannon, manufactured by Wade Rain, pumps treated water from the lagoon into a grove of poplar trees, where it is soaked up. The trees will eventually be harvested for pulp wood.

Goulet built that lagoon, but he didn't stop there.

NATURE CALLS

By searching the Internet he learned of people in France and New Zealand experimenting with reed beds for dewatering septage. Then he found someone closer: Chris Kinsely, a professional engineer at the Alfred campus of the University of Guelph who has worked at the university's Wastewater Centre since its founding in 1998.

Goulet and Kinsley talked. Kinsley had been experimenting with beds to treat waste for the town of Alfred in Ontario and in the nation of Morocco. Goulet later attended a conference where he met an Environment Ministry official who had heard of Kinsley and was interested in helping Goulet and Kinsley experiment with the technology.

The idea is simple as Goulet explained it, and the technology is as old as nature. You dig a bed and put in a rubber liner. (In Goulet's case there is also an outer felt liner to protect the rubber from the stony ground.) Then put in pipes to aerate the bed, coarse gravel on top of the pipes, a layer of 1-inch washed gravel, and a layer of coarse cement sand.

You plant reeds, and let nature take over. The Goulet installation uses a plant called *Phragmites australis*. It's an invasive species, which can be found in any ditch, Kinsley says, but any reed should work.

The plants suck up the water leaving behind a bed full of dewatered septage that composts itself.

With help from the ministry and guidance from the university, Goulet put in three square beds, each about 50 feet on a side. Two have reeds. The other contains only sand and has been used as a comparison to see what difference the reeds make. As the reeds grow, die, and collapse into the bed, they and the sludge form layers of peat that becomes part of the filtration.

ADAPTING TO PLANT FILTERS

At first, the team had to make some modifications. There was a lot of trash in the septage when they started, Goulet says.

From the truck, septage flows through a homemade bar screen to filter out the plastics, sanitary napkins and other debris. Goulet's on his third design made from a 2,000-gallon tank, which he cut in half. The screen is made of stainless steel rods he had on hand. He installed a 6-inch outlet in the side. The remainder of the tank is used on the other reed bed.

But these aren't working well, Goulet says. He welded the rods 3/8 inch apart, but the screen plugs too quickly so he plans to change to 1/2-inch spacing. He also wants to put the outlet in the bottom of the tank. Dirt and other solids settle out now, and he must occasionally flip the tanks upside down to clean out sediment.

After passing through the screens, septage flows directly to the beds. A pair of 5 hp pumps moves the filtered water to a small tank where university researchers collect samples, and on to the lagoon.

At first they dumped 9,000 gallons a week into each bed. Now the sand bed is starting to fill. It's down to receiving only 3,000 gallons per week while the two reed beds are receiving 6,000 and 9,000 gallons, Goulet says.

The largest amount of septage dumped in a year was 292,174 gallons or about 1.5 truckloads per week. That's an average, and Goulet says he could increase the load during the summer because business slows in the winter. That average is also above what engineering calculations suggest for a 50-by-50 foot bed: 188,355 gallons.

SETTLE AND SPRAY

Any septage in excess of what the beds can handle goes into the lagoon where solids settle. The lagoon serves only to store the filtered water.

Goulet has not had to do anything with the reeds. They take up metals, too, so they become almost hazardous waste by themselves, he says. But at the moment they're taking care of themselves. Old ones die and fall over. New ones grow in the spring.

The filtered water from the lagoon is handled within the borders of Goulet's 170-acre farm.

When the lagoon is full, Goulet pumps out the water. The intake pipe floats so it doesn't disturb solids settled on the bottom, and the power take-off on his tractor pumps water through a pipeline that runs to his tree plantation. Hoses lead from the pipeline to his spray guns. He recently added new Nelson SR100 Big Guns, which shoot water up to 225 feet. They're on wheels and while one is spraying he repositions the others.

The water nurtures a plantation of hybrid poplars. Goulet chose them because they naturally absorb a lot of water and nutrients, much more than a field of corn, while growing 3 to 6 feet per year.

The dewatered sludge from the reed beds will likely have to be removed in seven to 10 years and spread on nearby farmland. Ontario law doesn't set a firm limit for sludge but varies the amount allowed according to the nutrient needs of the crop, Goulet says. Goulet's permit does not allow the harvest of any crop less than one month after application, and forbids harvest for domestic consumption until after 12 months.

When it comes time to empty the beds



The Goulet team includes (from left) Abram Penner, René Goulet, Jessica Goulet and Brenda Goulet.

they'll use an excavator, and then change the slope of the sides so in the future they can drive in with a loader/backhoe. Maybe they'll have to plant new reeds; maybe the reeds will grow back on their own.

Sludge in the lagoon will stay there, Goulet says. He plans to add more reed beds to dewater all his septage.

NO GLITCHES

Since the system was constructed in 2006 there haven't been any problems, Goulet says. There was a mistake in the beginning when the team calculated the density of the initial reed plantings. They thought it should be one plant every square meter. Turns out it should have been one plant per square foot.

"The first bunch of reeds we planted, we kind of choked them out," Goulet says.

That happened because they started by dumping in a lot of sewage. For any new installation it would be better to start with holding tank waste so the initial planting isn't smothered by heavy sludge, he says.

Then there was the day when Goulet's hired man accidentally dumped 12,000 gallons of septage into one bed in one day.

"And we ended up getting 3 feet of liquid over the top of the sludge already there," Goulet says. The hydraulic load rammed water through the system, and on the other end where the university put in its sample collecting points, "Well, that water there was black."

But, he says, the heavy sludge didn't get pushed through. Eventually the water cleared, and Goulet and the researchers realized the reed bed system could handle abuse.

Although the system is outdoors, it has proven resistant to cold. Even in a Canadian winter there's enough latent heat from the earth, sand, and bacteria to keep the water flowing, Goulet says. Only once did the system completely freeze up.

NOSES CAN TELL

Tests have not shown much difference in

"I think we have to take care of the environment, and this is the family farm. My father bought here in 1950. I live here. My kids live here. I have neighbors, and I just don't want to pollute the place. Whatever I know, if I can help somebody I'm open."

- René Goulet

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IS REED BED TREATMENT FOR YOU?

Want to put in your own reed bed installation? In most jurisdictions that will require an engineering design, says engineer Chris Kinsley of the University of Guelph. He intends to put a fact sheet, his research report, and some design recommendations on the university website: www.orwc.uoguelph.ca.

Kinsley says this technology is widely used in Europe to treat sludge from wastewater plants. There are perhaps a dozen such systems in the United States. For septage treatment, reed beds are still in the pilot phase, he says.

For more information, contact Kinsley at 613/679-2218, ext. 609, or email him at ckinsley@alfredc.uoguelph.ca. René Goulet can be reached at 613/525-3759.

René Goulet shares the story of his reed bed disposal system in a Pumper Podcast with writer David Steinkraus, which is found at www.pumper.com/podcast.

dewatering capability between the sand and reed beds, Goulet says. But his nose tells him of one: Reed beds seem to do a better job of controlling odor. Once that wasn't important, he says, when the countryside around Green Valley was populated primarily by farmers.

The smell of septage beds mingled easily with the smell of manure and offended no one. But now more people are moving out from

cities – people not used to country odors. Goulet believes the de-odorizing nature of the beds will help keep neighbors happy. The closest house is about 600 feet from his property, and Goulet says he has never had a complaint.

Goulet runs his entire operation with one truck.

It's a 2012 International WorkStar with a 4,000-gallon steel tank and a Wallenstein 1054 dual-cooled pump from Vacutrix Limited. There's a 30-ton, four-stage hydraulic dump system, stainless steel toolboxes and hose trays, and a 2,500 psi pressure washer with a 100-gallon stainless steel freshwater tank. The LED lighting system includes amber safety beacons.

On the tank is an image of plants to reflect the company's reed-bed dewatering system. Vacutrix created and applied the graphics, which are reflective vinyl for better visibility at night.

Goulet Septic pumps 1,200 to 1,300 tanks annually. Household septic tanks in his area are between 800 to 1,000 gallons, while the holding tanks he pumps average 2,000 gallons.

THE NEXT STEP

Goulet has provincial approval for new reed beds, and he will build them deeper, 10 feet instead of 6 feet. That will allow 8 feet of sludge per bed, while still meeting the provincial rule of 2 feet between the sludge and the top of the beds. The additional beds will be about 62 feet by 71 feet and when added to the existing beds the system will have a combined design flow of about 2.4 million gallons of septage per year.

Photographs make his system look complex and expensive.

"It is expensive whenever we're setting up liners and gravel and monitoring wells," Goulet says. "But once it's set up, it almost doesn't cost anything to run."

It is expensive whenever we're setting up liners and gravel and monitoring wells. But once it's set up, it almost doesn't cost anything to run.

- René Goulet

It's also been fun, he says. Encouragement has come from many friends, neighbors and the college. It's about more than that.

He wants to be ahead of the regulators. If the province prohibits fertilizing with untreated human-derived waste, he'll be ready. And the pilot project he hosts has been visited by people from around the globe, but he says he's not trying to change the world.

"I'm just a little guy trying to do things better than what they are. I'm just lucky to be the spot where the experiment is being done," Goulet says.

"I think we have to take care of the environment, and this is the family farm. My father bought here in 1950," he says. "I live here. My kids live here. I have neighbors, and I just don't want to pollute the place."

"Whatever I know," he says, "if I can help somebody I'm open." ■



Construction of the reed beds included placing a layer of stone over the liners. (Photo courtesy of Goulet Septic)

MORE INFO

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Terry is a Seattle-based business coach with 30 years of experience consulting with large and small companies. He founded and writes blogs for the business portal, The Biz Coach. Reach him at www.bizcoachinfo.com.

Go With the Cash Flow

Follow these tips to keep raising revenue through good times and tough times

By Terry Corbell

If it's a challenge to keep your small business swimming instead of sinking in a challenging economy, you're not alone. Maintaining sufficient cash flow and profitability is key to building your pumping or portable sanitation business.

The good news is not all small companies have cash flow issues. And you can be confident in knowing that, as a small businessperson, you're an important part of the nation's economy.

The Small Business Administration's website provides salient information about the accomplishments of small business: Small businesses comprise 99.7 percent of all employers. They employ more than 50 percent of all workers, account for 44 percent of private-sector payroll, have created 64 percent of all jobs in the last 15 years, are responsible for more than 50 percent of the nation's non-farm private gross domestic product. Small business entrepreneurs generate 13 times more patents than their big-business counterparts, fueling great innovation.

CASH FLOW TIPS

For successful small companies, strong cash flow doesn't just happen. They've got a system. They plan and swim with precision. Here are tips to stay afloat:

Write a gratitude list.

Digest and relish what's working in your career and life. Beleaguered business owners spend too much time worrying about what's not working. Instead, be proactive and do things like consistently saying "thank you" to your customers, vendors and employees. Forget the hackneyed phrase, "Have a nice day." An attitude of gratitude will help brighten each day and will make you more receptive to new ideas.

Write a to-do list of daily priorities.

Focus on just one thing at a time. Scratch each accomplishment off the list. Feeling burned out is also a common symptom. Start an affirmation list of your qualities - personal and business. Review it daily and remind yourself of your qualities. No item is too small to list.

In cash flow, practice the two M's - monitor and manage.

Take inventory of your situation. Assess where you are by performing a break-even analysis. Predict spending and what trivial expenses can be cut. Make sure, though, you don't cut muscle - marketing and human resources. Treat your employees as human capital. And make sales and marketing an important part of every day.

Understand profitability.

Think about how your business should profitably function with business processes, and what is truly necessary for your survival. That, of course, includes key performance indicators (KPIs), setting goals and measuring results. KPIs will range from products to customer satisfaction.

Network.

Develop strategic partners to save costs and to promote your business. Be seen as a team player. Promote your industry. By building up your profession, you will help yourself. Become the go-to person in the eyes of the community and news media. Besides, it's true that rising tides raise all boats.

By brightening your small-business economic environment, cash flow will turn green for everyone, including you. Picture yourself not being uptight about money - there's enough to go around. Just look out for your industry and company.

Use the three R's - recycle, reuse and reduce.

Unlike a large business, you don't have big cash reserves and large customer base. Leverage all the possible money-saving tools in your business and personal life.

Fine-tune as you go, but in general, stick with your roadmap. Don't panic and steer off course. There are no magical miracles or detours. If you've done your strategic planning, don't engage in worry or self-doubt. Do the planned footwork.

Stay focused.

Fine-tune as you go, but in general, stick with your roadmap. Don't panic and steer off course. There are no magical miracles or detours. If you've done your strategic planning, don't engage in worry or self-doubt. Do the planned footwork.

Look for opportunities to multiply your sources of revenue.

That includes buying out competitors, especially, if you get a favorable price, terms and valuable talent. Check with your accountant to see if a leveraged buyout is workable. You'll save cash flow.

Take advantage of technology.

Staying current on technology will help you save time and money, while increasing revenue. The more mobile you are, the more competitive you'll become.

Look around to help someone less fortunate.

It will help you keep a smile on your face. Customers, vendors and employees will love it.

A FINAL WORD

Use these basic tools, and you, too, will stay afloat. Moreover, you'll enjoy the swim. ■



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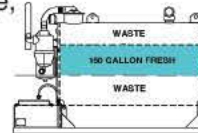


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Bill Introduced in Alabama Targets Sewer Fees

By **Scottie Dayton and Doug Day**

Alabama counties would be barred from instituting sewer fees on properties not connected to their sewage systems under a proposed bill. A measure similar to House Bill 306 passed the Alabama House of Representatives last year but didn't get through the state senate. Rep. Dickie Drake (R-Leeds) has re-introduced the measure in the House and contends it's not fair to charge people for something they don't use.

MINNESOTA

The Minnesota Pollution Control Agency ruled that licensed pumpers may store 50,000 gallons of septage in registered underground tanks without a state disposal system permit when fields are inaccessible. The agency is drafting a general permit for businesses needing to store more than 50,000 gallons of septage. The agency will limit permitting to larger storage and treatment facilities. The Program Management Decision on Septage Storage is at www.mowa-mn.com.

GEORGIA

The Septage Disposal bill (SB 467) in the state senate allows pumpers to dewater septage, return the recovered liquid to onsite systems, and dispose of the solids in landfills. An amendment to the waste management bill (SB 110) in the state senate would postpone implementing the Department of Natural Resources land application rules from July 2012 to 2014. The proposed Septic Tank Owners Protection Act would prevent municipalities and counties from forcing single-family property owners or farms with functioning onsite systems to connect to sewers.

MICHIGAN

House Bill 4578 has passed, making it mandatory that communities provide a septage processing facility if they ban land spreading of septage. The bill was signed by Gov. Rick Snyder on March 6.

FLORIDA

Lawmakers repealed a 2010 law mandating septic tank inspections every five years. It does require counties and municipalities with large springs (called first magnitude springs) to have a local evaluation program, but local governments can opt out of the state regulation with a majority vote, plus 1. Gov. Rick Scott is expected to sign the bill.

NEW MEXICO

Bernalillo County commissioners voted to postpone a decision until September on a program requiring the inspection of the oldest onsite systems in the county. The proposal would have required systems at least 30 years old and on lots 0.75 acre or smaller to be inspected. About 450 systems would be subject to inspection immediately; about 750 systems by 2020.

WYOMING

The House of Representatives passed legislation (SF85) allowing the Department of Environmental Quality to sidestep a court ruling and continue

issuing blanket general permits for septic tanks and wastewater discharges. The permits cover an entire area of a project rather than requiring permits for individual systems.

Last year's court decision stated that general permits had to go through the rulemaking process, which requires approval by the state Environmental Quality Council, secretary of state, and the governor.

NEW JERSEY

The Department of Environmental Protection adopted rules requiring the abandonment of cesspools when any correction is needed or when the property is sold. Additional new requirements include NSF/ANSI Standard 46 effluent filters in septic tanks, risers to grade, watertightness testing of tanks after installation, and a protocol for inspecting systems during transfers of property. The rule also provides for drip dispersal and reduced size disposal fields when NSF/ANSI Standard 40 and 245 devices are used.

The department also adopted a rule allowing officials to waive environmental legislation that produces unreasonable, unfair, or unintended results that undermined the goal of the regulations. Requests for waivers begin Aug. 1.

OHIO

The Stark County Health Department instituted regulations requiring more than 4,000 homeowners to hire a company registered with the agency to inspect and service onsite systems. Owners can do the work themselves provided they notify the department. Of the 583 systems the county inspected last year as part of its property transfer program, 101, or 17 percent, failed the inspection.

RHODE ISLAND

The state Department of Environmental Management revised regulations for onsite systems in salt pond areas, allowing most homeowners to increase the footprint of their homes by 600 square feet without installing previously mandated denitrification systems. The regulation, scheduled to expire Nov. 1, 2014, also invites vendors with denitrification systems approved in other states to test their technologies in Rhode Island without first being re-evaluated. Between three and 10 households would need to participate in a pilot project with monitoring and testing done by an independent third party.

INDIANA

Owners of about 30 homes destroyed by a tornado in March in Clark County may need new septic systems to get permits to repair or rebuild their homes. County officials say more effective septic systems will be required because the soil conditions in the community don't support the older style systems that were in use. Most homes will probably require new mound systems. Some of the lots, however, may be too small for mounds. ■



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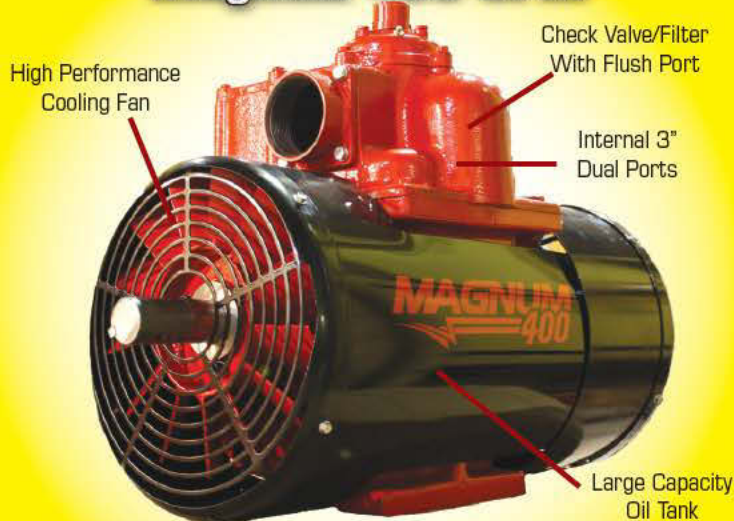
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MONEY

Well Spent

Hiring a consultant and a salesperson wasn't cheap, but Rob Ratta says the business-building moves have paid off in rising revenues

By Ken Wysocky

Rob Ratta of Ayer, Mass., revved up an old-line septic service company by hiring a business consultant and sales representative. Here he's shown with a 1986 Peterbilt 359 built out by Keith Huber Inc. (Photos by Ed Collier)



As a third-generation pumper, Rob Ratta is as old-school as they come. But the owner of R.M. Ratta Corp. in Ayer, Mass., also embraces new, unconventional strategies - such as hiring a business-consulting firm and an in-house sales rep - to increase business volume, break into new markets and boost profitability.

"I always try to look ahead of where I am at the moment," Ratta says. "And I like thinking outside the box. I got that from my old man, no doubt about it.

"I knew there was room for improving the business - there's always room for improvement," he continues. "So I figured I had nothing to lose by giving it (the consultant) a shot and finding out what we can do better ... and take things to the next level."

Ratta estimates he paid New Gainsborough Associates of Boston about \$46,000 over the last three years to have the management consulting firm "take the company apart" and figure out its strengths and weaknesses - and how to help it grow. The process included examining every aspect of the company's operations, with an emphasis on pinning down exact operating expenses and overhead.

"You can't make a buck if you don't know what it costs to open the door, turn the lights on and send out trucks every day," he notes.

The consulting cost about \$1,500 a day, and started soon after Ratta fielded a telemarketing cold call from the company. From a time standpoint, the consulting was front-loaded, consuming a lot of time during the first six months, then tapering off after that.

"It was the best thing we ever did," Ratta says. "It was worth every penny because it's paid for itself."

The proof is in the numbers: Ratta estimates the company's revenue increased 60 percent as a result of the consulting firm's advice.

Profile

R.M. Ratta Corp., Ayer, Mass.

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EMPLOYEES: 6

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ADDING SALES POSITION

Ratta says the review of his company's business practices didn't reveal anything drastically wrong. But high overhead costs – a good portion of it stemming from a \$1 million investment in a new, 12,000-square-foot shop building with five service bays – required a significant increase in sales volume.

The answer? Hire an internal sales representative to dig up new clients.

"So we hired someone to go after commercial septic pumping," Ratta explains. "Residential business alone was not enough to feed the monster."

You can't make a buck if you don't know what it costs to open the door, turn the lights on and send out trucks every day.

- Rob Ratta

"We have a lot of competition ... and commercial pumping fills in a lot of the gaps," he adds. "Around here, you get seven or eight months of good weather, then residential business goes right down the toilet and doesn't come back until around the end of March. So our mission became making more of commercial opportunities than we ever did before. It's mind-boggling how much is out there."

Ratta attributes some of the sales increase to attracting new clients and some to renewing

relationships with old customers lost through things such as price-cutting by competitors. Whatever the case, having sales rep Mark McKenna aboard allows Ratta to focus on what he does best, while leaving sales – which he admits is not his strong suit – to a specialist.

"I'm not a salesperson – I hate it," Ratta says. "I'm not an office person. Once the door is open, I can walk in and take it from there. But getting the door open is just not my forte."

SERVICE PLANS

Sometimes Ratta attracts new customers by offering better prices than competitors. But for the most part, it's a matter of explaining that Ratta Corp. is a third-generation, family-owned business that offers great customer service.

"Mark will ask them (potential customers) if they're happy with their current service," Ratta says. "He's relentless. He doesn't give up, even if it appears that they don't have any interest in us. Because all of a sudden, if they have a problem, or someone they're using makes them mad, they'll call us."

After a few visits to a new customer, Ratta designs an individual service plan designed to save problems over the long term. This boosts efficiency and often saves the commercial customer money.

"Most times, they also need some repair work," Ratta says. "We put together a package, get them on a time frame and all of a sudden life is good for them."

"They get an email the day before we come out, and they get one at the end of the day of service," he says. "We're in constant communication with them. It's working ... it all

Tankers Reduce Transportation Costs

Everyone knows it's cheaper to buy things in bulk. Rob Ratta, owner of R.M. Ratta Corp. in Ayer, Mass., extends that strategy to waste transport, relying on large tankers to minimize fuel and other transportation expenses and boost productivity by reducing trips to disposal plants. Ratta owns a 9,000-gallon aluminum vacuum trailer and three 8,500-gallon aluminum transport tankers.

"After cleaning runs, we come back and dump into our transport tankers, then haul the waste in bulk," Ratta explains. "We can haul about 2 1/2 times the amount of waste our conventional vacuum truck can carry."

"As a result, our drivers can make eight or 10 calls a day because we're not wasting so much time traveling up and down a highway," he says. "The closest treatment plant is 15 miles away and the farthest is 60 or 65 miles. We choose between three or four in our area, depending on where we are. Only one is open 24 hours a day – that's our primary plant and the closest one, too."

There are exceptions, of course, because sometimes a driver's route travels closer to a treatment plant than to the company's shop. But for the most part, using the tankers makes more sense, Ratta says.

"On a good day, two trucks can do 15 to 20 calls," he says. "So if you're getting in two or three extra calls a day in a normal 10-hour work day, you've got to be making an extra \$300 or \$400 a day, even with wear and tear, gasoline, labor and other expenses. Why waste all that time running to treatment plants?"

Ratta is no stranger to using tankers for septage waste hauling. A family friend who worked in the transport business used to haul septage for Ratta's father, Jim. Spurred by that method's success, Ratta never considered transporting waste another way when he struck out on his own.

"It does create more overhead, in terms of additional registrations, insurance, tires, another person to drive – the whole nine yards," he admits. "Insurance and registration costs \$6,000 to \$7,000 a year. That's a lot of money. So a lot of guys look at that and think it's too expensive."

"But by the same token, it opens the door for so much more income because you can do that much more work," he says. "It never added up wrong for me."



Rob Ratta connects a suction hose to one of his big aluminum tanker trailers built by Acro Trailer Co. He runs several large tankers, with others from Fruehauf and Trailmobile.

(continued)

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Rob Ratta readies his tanker truck for a run where he will pump the septic system at a town house complex in nearby Harvard, Mass.

comes down to giving people what they deserve and what they're paying for."

THE BIGGER THE BETTER

To maximize productivity and reduce operating costs, which helps the company maintain competitive pricing, Ratta relies on a well-maintained fleet of equipment. He strongly believes in vacuum trucks with large-capacity tanks (the smallest vacuum tank is 4,000 gallons), a preference he picked up from his father, Jim.

"Back in 1973, it was unheard of to have a truck that big. He's still running that truck to

this day," Ratta says of his father. "I can't justify running anything smaller because it just doesn't make any sense. When you can make three or four calls in a row and then go dump, it's more cost effective than a smaller truck, where you have to go dump after two cleanings."

The company owns a 1979 International 2674 with a 4,000-gallon steel tank, built by Industrial & Municipal Engineering Inc.; a 1986 Peterbilt 359 with a 4,000-gallon steel tank, built by Keith Huber Inc.; a 2004 Peterbilt 379 with a 4,500-gallon steel tank, built by Andert Inc.; a 1997 Kenworth W900L tractor with a 9,000-gallon aluminum vacuum trailer manufactured by Acro Trailer Co.; three 8,500-gallon aluminum transport tankers, two made by Fruehauf and one by Trailmobile (a brand owned by Manac Inc.); and 2005 Ford F-350 and 2006 Ford F-450 service trucks.

In addition, the company relies on a Ratche Electronics pipeline inspection camera system; a 2005 Link-Belt 225 excavator, made by LBX

Company LLC; a 2010 John Deere 50 mini-excavator; a 2001 John Deere 444H wheel-loader; a 2005 John Deere 410G rubber-tire backhoe; a 2006 Caterpillar 277B skid-steer; a 2004 John Deere 110 rubber-tire utility backhoe; a 2000 40-ton trailer manufactured by the Fontaine Trailer Co.; a 26-foot dump trailer manufactured by Summit Trailer Sales Inc.; and a 1986 Peterbilt 359 dump truck.

The pride of the fleet is a 1979 Ford F-350 flatbed service truck that Ratta says he drives only when there's sunshine and clean roads.

FAMILY OF PUMPERS

Ratta says he has been in the septic-pumping field "since I was born." His grandfather, Fred Ratta, owned a pumping business, and Ratta worked for his father before branching off on his own in 1996.

"Working in a family business can be tough at times," he says of his departure. "I just needed to spread my wings a little more."

Ratta started out with a truck and a dump trailer, hauling things such as dirt and equipment for other contractors, including his father. In July 2003, he took over the septic-pumping portion of his father's business.

"We've been growing it ever since then," he says. The keys to his success? "Long days



The crew at R.M. Ratta includes (from left) Jimmy Sticklor, Scott Goodman, Rob Ratta, Todd Ehwa and Mark McKenna.

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- Rob Ratta

and a lot of hard work, seven days a week. In the beginning, most of our business came from word-of-mouth. We had good name recognition in the area because of my grandfather and father."

Offering a diverse array of services also helps. Ratta's company also does water, sewer and septic-system installations, which account for between 25 and 30 percent of the company's business volume, and also cleans grease traps and performs other service work. Overall, Ratta estimates that residential work accounts for 60 to 75 percent of the company's pumping business,

with the rest coming from servicing commercial accounts, such as condominium complexes and restaurants.

"Diversity is imperative to keep the business rolling ... especially with our main business being so seasonal," he notes. "The type of stuff we do is difficult to do when there's two or three feet of frost. So we do a half dozen different things, from home septic-system inspections and small septic repair work to commercial pumping and transport equipment ... whatever it takes to survive."

JOB DONE RIGHT

In the end, though, hiring a business consultant or hiring a sales rep doesn't matter one iota if the company fails to treat customers fairly and honestly. And from Ratta's perspective, doing so doesn't require anything all that complicated, either.

"The most important thing you can do for any customer is treat them the way they want to be treated," he says. "If you tell a customer you'll be at their place at a particular time and tell them what you're going to do, you show up and do what you said you were going to do, and do it right. It's a lot easier to do a job right than it is to do it wrong." ■

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Disposal in Dakota

With the oil exploration industry swelling to more than 20,000 workers in North Dakota, the state looks to regional lagoons and continued land application to handle the waste stream

By **Scottie Dayton**

Small towns throughout the sprawling spaces of western North Dakota treat their wastewater in lagoon systems. The nearest large-scale municipal treatment plant is in Bismarck, some four hours away.

As the oil exploration workforce in the Bakken Shale and Three Forks formations rose from 5,000 in 2005 to more than 20,200 in 2011, towns accepted septage from pumpers with whom they had contracts, but closed the door to new arrivals. Worker camps and more than 200 drilling rigs – the greatest source of hydraulic volume – generate 2 million gallons of septage per month.

The area has 17 pumping companies operating nonstop, but only six do some or all land application, which the state has always approved. This year's mild winter allowed land-spreading to continue, and helped postpone the disaster of too much wastewater and nowhere to put it.

In response to the crisis, Mountrail County declared a moratorium on worker camps until the situation is under control and sound planning exists for expansion. Three oilfields have accepted responsibility for their wastewater and brought in mobile treatment package plants. Only Mon-Dak Water and Septic Service in Stanley has seized the initiative and is building the first 10-million-gallon, three-cell lagoon system in the state.

"When I looked back at the situation, I could see the domino effect as one plant after another turned pumpers away," says Marty Haroldson, septic pumper program coordinator of the Wastewater Division for the state Department of Health. "By the time we realized what was happening, we were caught in the middle of it unprepared."

Pumper: How is your department dealing with the crisis?

Haroldson: We're rewriting the septic rules and regulations. One big kicker is how we classify wastewater from the oilfields, because that affects dispersal. Currently, wastewater in holding tanks is classified as septage. Sewage is anything passing through public-operated treatment works. Camps and rigs are small cities with holding tanks, but the wastewater has the same characteristics as raw sewage. It isn't concentrated like the sludge in septic tanks.

Our rules and regulations don't have a lot of explanations because they were written when people used common sense. They understood that they couldn't over-apply and everyone followed the maximum allowable nitrogen application or MANA rate. However, now we're seeing that the nutrient content isn't the driving issue. It's the soil's absorption rate because the hydraulics are outweighing the nutrient load.

I've asked pumping companies to test wastewater for nutrient content. So far, one sends consistent data that I'm using as a monitoring guideline. This year, I'll check the test sites and ask the farmer how the crop is growing. Once we have scientific data, we can change application rates.

Pumper: Have you asked other states for advice?

Haroldson: Yes, we're talking to northern states with similar climates to make sure our rules are fair, equitable, achievable and appropriate for when the issue of sheer volume goes away. Our current rules allow pumpers to land-apply in winter and suggest that they have best management practices (BMP) in place. We are looking into greatly reducing the volume applied on frozen ground versus frozen with little or no snow cover.

We don't want to ban winter application without implementing a timeline for pumpers to build more storage tanks and mandating that regional lagoon systems or small package plants are in place around the state. That all takes time, which we don't have. Therefore, we're looking at classifying sites by volume. The more the land is utilized, the more we will scrutinize the operation to verify that BMPs are holding runoff to super minimal. Pumpers would need a variance, and we would check the site for compliance.

Our efforts could all disappear if the majority rejects winter application without an alternative solution in place. That could trigger our worst fears of rules so stringent that pumpers begin midnight dumping or dumping down the road.

Pumper: How prevalent is illegal dumping?

Haroldson: I receive calls about it, but they're difficult to substantiate and no one gets a license plate number. We do have some ongoing investigations with enforcement action pending.

Companies are expanding their fleets, others are coming from out of state, and more in-state people are considering entering the business. It's only when they call here with questions that they realize pumping isn't as easy as they had imagined.

- Marty Haroldson

Pumper: How many waste-hauling trucks are licensed with the state?

Haroldson: As of 2011, I had 146 licensed companies owning 265 licensed units. This was the first renewal cycle where I ran out of license plates and had to order 75 more to fill new applications. Companies are expanding their fleets, others are coming from out of state, and more in-state

people are considering entering the business. It's only when they call here with questions that they realize pumping isn't as easy as they had imagined.

To ensure that everyone knows how to land-apply properly and document it, I sent a six-page summary of the 503 regs with every pumper license renewal. I also check established sites several times per month and try to visit newly licensed sites and talk to the pumpers. Our oil spill response crews occasionally check on things, too.

Pumper: How were you able to help Curt and Beau Vachal of Mon-Dak Water & Septic Service with their proposal for a treatment lagoon?

Haroldson: When Curt discussed his idea for a regional facultative lagoon system, I took him to environmental engineer Dave Bergsagel in our Municipal Facilities division, who provided the information his engineering firm would need to design the system to our specifications. They'll build the three cells in phases with the goal of recycling the effluent for hydraulic fracturing so they don't need a discharge permit.

Early this year, Curt and Beau took me to the proposed lagoon site to make sure it was in a location where haulers would still use it after the oil boom subsides or evaporates. It's just off a major highway and the city commission approved the site. The closest farmstead is 1.5 miles away.

Pumper: What opportunities do you see in the energy exploration picture for pumpers to expand their business?

Haroldson: Besides adding to their fleets, I'm not hearing much from pumpers about purchasing mobile package plants because of their price and the difficulty in obtaining discharge permits. That brings us back to rewriting the rules regarding what classification of operator do we need for these plants and can we have a general permit for them.

Nobody has ever mentioned bringing in dewatering presses, although I've thought about it. The closest anyone has come is one camp with mechanical treatment. It uses the activated sludge system and dewateres it into a 55-gallon drum. When it's full, they take it to the landfill. Another camp with mechanical treatment is putting in a holding pond for when they can't discharge. It could be a \$1 million bill by the time they're done.

Pumper: Is it likely that more camps will begin treating their own wastewater and take the pressure off pumpers?

Haroldson: The public outcry for it is certainly there. However, I understand from some camps I've visited that the owners did try. They wanted to build the camps close to water so they could install mechanical treatment and discharge to streams, but the county Planning and Zoning Board wouldn't issue a permit. That left putting the waste in holding tanks and hauling it off. Now we're living with the consequences of that decision, and it's been going on for four to five years in places.

Pumper: What hope do you see on the horizon?

Haroldson: I'd love to see more regional lagoon systems to handle wastewater during inclement weather or when pumpers can't land-apply. I hope we can balance pumping and land application with the public outcry to crack down on pumpers and making the rules so stiff that no one can comply. There is a huge educational curve to overcome. ■

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Hauling excess liquid can be time consuming and a burden on your bottom line. When looking to save on disposal fees and transportation costs, the latest dewatering equipment, storage systems and accessories are a few products you might consider.

Dewatering for Dollars

By removing liquids from a variety of collected wastes, busy pumping professionals can save on labor, disposal and transportation costs

By Ed Wodalski

AQUA-ZYME DISPOSAL SYSTEMS INC.

The **30-cubic-yard dewatering unit** from **AQUA-Zyme Disposal Systems Inc.** processes approximately 22,000 gallons of septic, municipal sludge and/or trap grease at 1 1/2-percent solids in 24 hours. Approximately 80 percent of the waste will drain off as effluent and can be routed to a wastewater treatment plant, land-applied or used in composting. The remaining dewatered sludge cake is 18 to 20 percent solids and acceptable at most landfills. The dewatering unit can be transported by a standard roll-off truck, hauled to the landfill or compost site. After a quick rinse, the unit is ready to process the next load. The unit works equally well on trap grease, septic and municipal sludge. Trap grease, however, has a remarkable odor and naturally low pH. By mixing the grease with other wastes, odors decrease and pH increases, eliminating the need to add lime. **979/245-5656; www.aqua-zyme.com.**



models. Each features 9-gauge steel construction and 2-inch by 6-inch by 0.25-inch tubing main rails. Stainless strips hold the media filter in place. Behind the media filter is 3/16-inch thick perforated metal. Construction includes perforations and media on the interior sidewalls and front door, while 3-inch nipples with caps on all sides and bottom aid in draining and cleaning. Options include center wall to increase dewatering capacity, roof covers with or without seals if odor is a problem and choice of either 340 or 700 micron media. **800/635-8335; www.con-fab.com.**

CRYSTAL ENVIRONMENTAL

PolyWick Dewatering containers from **Crystal Environmental** are built by Buck's Fabricating from high molecular weight polyethylene (HMWPE) for light weight and high pH resistance. Made for processing lime-stabilized septic and grease trap waste, containers are available in 20-yard (22 feet long by 42 inches high) and 30-yard (22 feet long by 62 inches high) models. Options include small or large hooklift, cable/hooklift combination, Heil hookup, Dempster Dino hookup, rear splash guard and urethane, epoxy or hot-dipped galvanized frame. **800/328-9720; www.crystalenv.com.**



BRIGHT TECHNOLOGIES

Belt filter presses from **Bright Technologies** range from 0.8 (2.62 feet) to 3.2 meters (10.5 feet) in size and feature stainless steel construction, inclined gravity zone for efficient separation of liquids and solids, and radius wedge zone that automatically applies gentle pressure for optimum sludge conditioning. Other features include drainage roller with 50 percent open area, skid- or trailer-mounted designs, folding and removable operator platforms and user-friendly controls and layout. Units are available for purchase, lease or long- and short-term rental. **800/253-0532; www.brightbeltpress.com.**



HUSKY PORTABLE CONTAINMENT

Portable containment bladder tanks from **Husky Portable Containment** are available as custom bladders or pillow tanks in a variety of sizes, shapes, fittings and valves. Bladders range from 25 to 50,000 gallons with PVC, aluminum, stainless steel or brass fittings from 0.75 to 6 inches in diameter. Features include stainless steel hardware, access panels, maneuvering panels near the corners and every five feet down the sides. Other features include flame arrestors, double T-style vents and mushroom vents. Storage bags are included. Optional ground cover and sunscreens are available in various sizes, as well as field repair kits. **800/260-9950; www.huskyportable.com.**



CONSOLIDATED FABRICATORS CORP.

Dewatering roll-offs with filtration media from **Consolidated Fabricators Corp.** are available in 6,000-gallon (22 feet by 67 inches) and 3,000-gallon (16 feet by 50 inches)



I.D.S. ENTERPRISES INC.

The **35-yard, round bottom De-Cast Tainer dewatering filter box** from **I.D.S. Enterprises Inc.** is



made for dewatering sludge, mud, slurry, fly ash, pulp, liquid waste, sewer, septic, grease, grit, oils, chemicals, drill turnings and other materials. The box includes extension/splash guard, loading manifold, front ladder, trench drains, drain ports and wash-out ports. Filter media material is installed on the outside walls, center wall, front wall and door. Features include heavy-duty rear door with quick-release handle and safety latch, roll-over tarp system with straps, ratchets, aluminum tarp riser with built-in wind guard and fiberglass bows. Options include vibrators and brackets side-mounted to reduce dewatering time up to 50 percent. Power options include 110-volt, 220-volt air or hydraulics with or without timers. **800/575-6620; www.idsfilterboxes.com.**

IMPERIAL INDUSTRIES INC.

The **Ultimate debris collector** from **Imperial Industries Inc.**

is available for holding tanks or septic systems. Made of aluminum for light weight, the 39-inch-long debris collector has a 12-inch diameter. Options include 4- or 6-inch discharges and stainless steel combs (screens) for holding tanks or septic systems. The quick-connect Wide Spray attachment is made for land application with 4- and 6-inch discharges and 0- or 35-degree pitch. **800/558-2945; www.imperialind.com.**



IN THE ROUND DEWATERING

The **horizontal sludge dewatering system** from **In The Round Dewatering** has a stainless steel, self-cleaning drum with perforated plastic tile lining. The drum is mounted on a roll-off frame for easy transportation and unloading. A typical batch of sludge consisting of 18,000 to 25,000 gallons is mixed with polymer before being filtered in the drum during rotation. The drum is driven by a 1/4 hp variable-speed electric motor with heavy-duty chain and sprocket. The turning action eliminates crusting and wet pockets. Sludge is dewatered and ready for disposal in one night. **317/539-7304; www.itrdewatering.com.**



PRIME SOLUTION INC.

The **Prime Rotary Fan Press** from **Prime Solution Inc.** uses continuous pressure differential technology to dewater sludge and slurries. The system features slow rotational speed (less than 1 rpm), semi-automated operation, self-cleaning and low maintenance. Skid-mounted systems include a central operator control panel, feed pump, polymer system and inline mixing. Plant integration controls are available. The unit is easily transported and available as a trailer-mounted system. **269/694-6666; www.psirotary.com.**



RAVEN ENVIRONMENTAL PRODUCTS INC.

The **Coretaker Max septic sludge sampler** from **Raven Environmental Products Inc.** provides a clean visual of the layers in a septic tank. The sampler has a no-drip CNC-machined check valve and is made of 1.5-inch diameter clear polycarbonate. The Link Release Mega Valve takes up the heaviest sludge and slams shut. A pull on the shepherd's



hook purges the sample into the tank or container. The sampler is available in 8- and 5-foot one-piece models. **800/545-6953; www.ravenep.com.**

SPECTRUM EQUIPMENT PARTNERS

The **Phase Separator dewatering roll-off unit** from **Spectrum Equipment Partners** is completely enclosed to contain volatiles and odors. Available in 25-cubic yard vacuum roll-off containers, 20- and 30-cubic yard roll-off containers and 1- to 5-cubic yard self-dumping hopper, the solids handling system offers up to 520 square feet of filter area and handles material that cannot be pumped due to lumps, chunks or trash. **800/806-1016; www.spectrumequipment.com.**



WASTEQUIP

Dewatering containers from **Wastequip** are designed to handle liquid waste at waste-water treatment facilities, spill sites, construction sites, refineries, mines, manufacturing facilities and similar applications. Containers have gasketed doors and are hydro tested to ensure against leakage. Other features include perforated 7-gauge 1/4 inch steel floor, 7-gauge sides and easy-to-remove shells for quick cleanup. With shells removed, the unit can be used as a sludge container. Liners to aid in cleanup and disposal are available. Dewatering containers can be custom configured, including the number and location of drains and valves. Lid options include side-to-side roll tarps or single piece, side-to-side plastic or aluminum lids. Containers are available in round bottom or rectangular design in 20- or 25-cubic-yard sizes. **877/468-9278; www.wastequip.com.**



FLO TREND SYSTEMS INC.

Sludge Mate container filters from **Flo Trend Systems Inc.** can dewater sludge and waste, producing cake that passes the paint-filter test and transports to landfills for dumping, alum, ferric, lagoon and digested sludge, septic tank, grease trap and slaughterhouse waste, wastewater residual and sump bottoms. It dewateres on site and is available in three styles: roll-off, trailer mounted and tipping stand mounted. Sizes range from 5 to 40 cubic yards. The closed-system design provides total odor control, no spillage, reduced maintenance and weather independence. The unit has 10-gauge steel reinforced walls and 7-gauge carbon steel floor. Available designs include peaked roofs with gasketed bolt-down hatches, drainage ports, inlet manifolds, floor filters and side-to-side rolling tarps. **713/699-0152; www.flotrend.com. ■**





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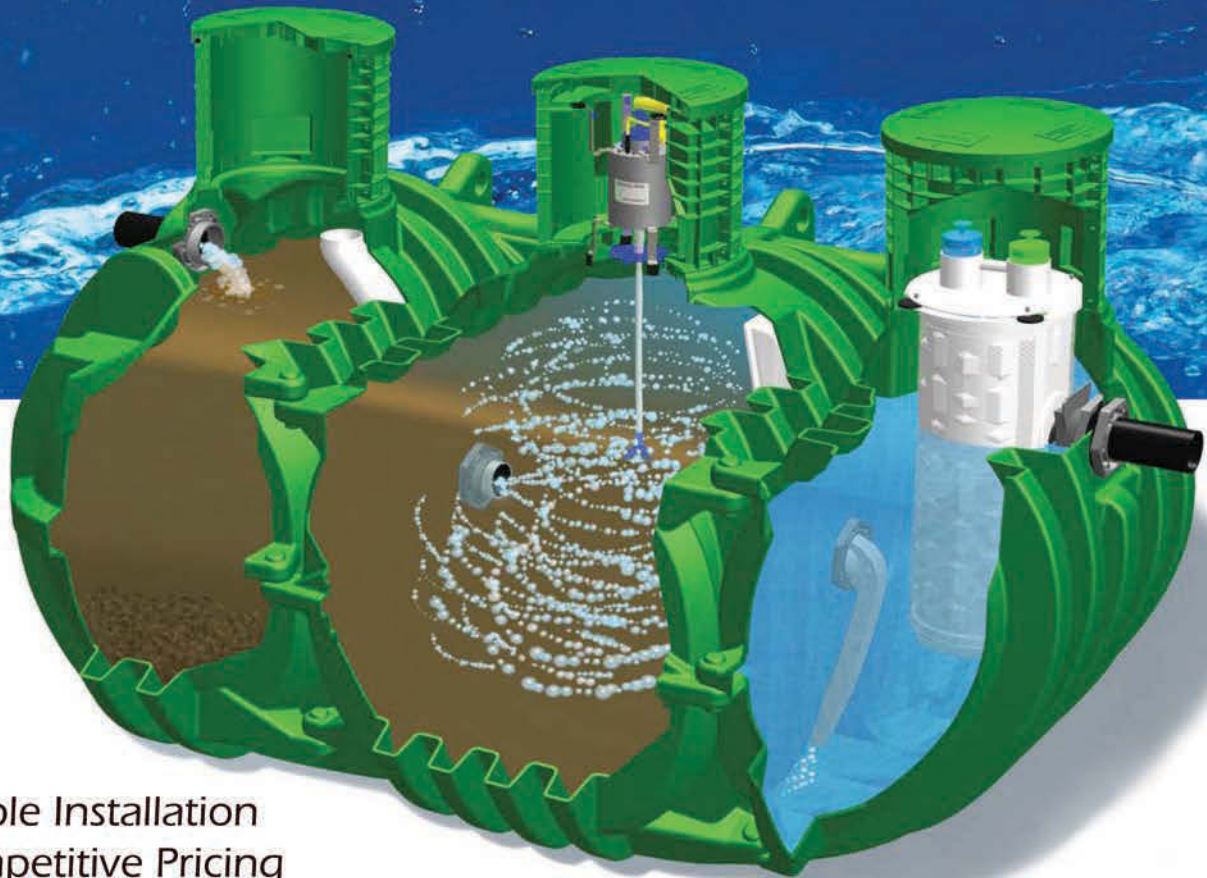
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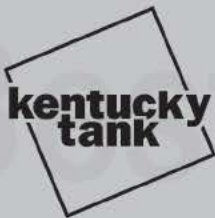
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Fred practices law in Ann Arbor, Mich. He is the author of *Legal Guide for Starting and Running a Small Business* and *The Employer's Legal Handbook*, published by Nolo.

Avoid the Courtroom

As lawyers' fees and lost time pile up, there are no winners in a legal dispute. Take these steps to lawsuit-proof your business.

By Fred S. Steingold

Trials look like fun on TV and in movies. Don't believe it. It's one thing to be an unaffected spectator and quite another to be an active participant in a legal battle.

For one thing, juries are unpredictable. If your business gets sued, it could be socked with a huge verdict. In addition, because of the time, energy and money it takes to defend a case, even if you win, you lose.

And plaintiffs often fare as badly as defendants. Either side in a lawsuit can look forward to long sessions in a lawyer's office. Pre-trial discovery – the process that lawyers use to learn about the opponent's case – will gobble up additional hours. And you'll probably need to answer lengthy written questions and be cross-examined at a deposition.

Even if the case gets settled before trial, your bank account will feel the strain. Perhaps worst of all, you'll be surprisingly distracted from your normal business duties.

It's smart to stay out of court. True, it's not possible to avoid all lawsuits. But with a bit of planning, your business can come close. Here's a 12-point strategy that can help.

1. **Watch what you say.** If you make negative statements about an employee or customer, you can be sued for libel or slander – or even invasion of privacy or intentional infliction of mental distress. If you badmouth another business, you can be sued for defamation or interference with business relationships. Words have consequences. Before you speak ill of someone, be certain you have facts to back you up – and a good reason for passing along the bad news. When in doubt, clam up.
2. **Put it in writing.** Business deals often end up in court because parties proceeded on only a handshake. It's far better to summarize your deal in a written contract or letter so everyone is clear about the terms. This can help even if you and the other party know each other well and trust one another. People who act in good faith can still have poor memories. The task of writing down an agreement forces both people to think through the issues and to resolve differences before they become a problem. Don't assume you and the other person see things the same way.

Even if you have a ton of insurance, you shouldn't ignore hazardous conditions. The insurance will pay the injured person's claim – up to the policy limits – but won't compensate you for your time and effort in helping defend against the claim.

3. **Do a safety check.** Lawsuits by people who have been injured at someone's store, office or workshop are common. Even if you have a ton of insurance, you shouldn't ignore hazardous conditions. The insurance will pay the injured person's claim – up to the policy limits – but won't compensate you for your time and effort in

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helping defend against the claim. Check periodically for dangers in your workplace. Visitors can slip and fall on a wet floor or trip over a cord. Poor lighting can increase the risk of an injury. Your insurance company can recommend a safety checklist for your business.

4. **Read your lease.** Make sure all the terms are clear before you sign it. You don't want to litigate with your landlord about whether you can expand your product line or the services you offer. And questions about the rental rate if you renew your lease or who pays for replacing the boiler should be answered in the lease – not in a courtroom.
5. **Use care in collecting debts.** Laws protecting consumers contain pitfalls for the unwary business. Push too hard for payment from a slow-paying customer and you can end up as a defendant in a lawsuit. Avoid early morning or late night calls, and don't discuss the debt with the customer's employer. If the debtor has a lawyer, deal through the lawyer. A simple way to steer clear of collection problems is to not extend credit at all, but accept charge cards instead. It costs a bit, but shifts the burden of collection to the charge card company.
6. **Think twice before fighting unemployment claims.** Most employers hate to see an ex-employee file for unemployment benefits so their first impulse is to fight the claim. Resist that impulse. The unemployment laws strongly favor employees so usually it's a big waste of time to fight the claim. Besides, battling the ex-employee may increase the bitterness of a job loss and nudge the former worker into suing you for wrongful discharge. Use discretion. Fight claims only if you have a very good chance of winning. Even then it may not be worth it.
7. **Check out land use regulations.** A zoning ordinance tells what kind of business you can conduct at a given location. If you violate the ordinance, the city can take you to court to close you down. There are also private rules known as deed restrictions or conditions, covenants and restrictions. These allow neighboring property owners to take you to court for violations. Make sure your business complies with these public and private regulations.
8. **Plan for the business divorce.** The breakup of a relationship with a co-owner can be as devastating and costly as the breakup of a marriage. You and the co-owners of your business should have a written agreement saying what happens if you can no longer agree on how to run the business – or if one of you dies or wants to sell out.
9. **Update your employment practices.** In recent years, some of the most expensive litigation has involved an employee's claims that he or she was unjustly fired. Don't promise job security unless you intend to follow through. And give employees ample notice if their performance is slipping and their jobs are in jeopardy. A firing shouldn't come as a surprise. If you document warnings in an employee's file, you greatly reduce the risk of being sued. To avoid discrimination charges, enforce your rules equally.
10. **Choose your business name carefully.** Check business names in your county and state to make sure another business didn't get there first. If the name has special value or you're planning to do business in more than one state, it pays to have a national name search made. You don't want to have to go to court to defend your business name.
11. **Consider alternative dispute resolution.** Think about putting an arbitration clause in all contracts. Arbitration is usually quicker and less expensive than litigation for resolving business disputes.

If you don't have an arbitration clause in a contract, you and the other party can always agree to arbitration after the dispute arises. Mediation, too, can help. Although mediation isn't binding on either party, an experienced mediator can usually settle a dispute.

12. **Get preventive legal advice.** It's less expensive to get legal advice before a problem arises than afterward. Keep your lawyer informed of your business plans and seek advice if you think you're getting into a sensitive area. Educate yourself on legal issues by taking a course at a community college or by checking out a book or two at your local library. Scan the newspaper for trends in business law. ■

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Time to Dump

A poster new to the liquid waste industry wonders how treatment plants differ in handling the offloading of septic waste

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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 are the procedures that most waste dumping sites have for drivers? I am new to the industry.

ANSWERS:

Once you are registered with the dump station, you pull up, sign a ticket that has your information on it, then hook up to their hose, if they have that setup, or you use your own if dumping into a pit. You can either blow out when all the liquid is out, or if you have a lift on your tank you can use that. Disconnect and leave and they send you the bill at the end of the month. That's how the municipalities have it set up around me anyway.



Same around here. But they take a sample out of every load.



We pull up anytime, day or night, scan a card reader, hook up our hose and open the valve. The system monitors pH and conductivity and so no testing is required ahead of time, it will just shut you down if you bring in a toxic load. They don't like us to pressure off but we run the pump and regulate pressure with our three-way valve on the pump to maintain about 2 or 3 psi, just enough to help it flow a little faster. We get a bill at the end of the month.

Oh, and then there's the landfill. Weigh in, go back up to the pond and pressure it off as fast as possible. We built a chute out of 4-inch pipe to keep our truck clean. We receive monthly billing there as well.



We have one private dumpsite where they do all the work for us. We back in and they pump the truck off with a dual diaphragm pump. Then we sign the ticket and leave. Pretty easy. At three other sites, we hook up, punch the code in and dump. One requires us to check pH first; the other two do it during the process.

At one of the sites, it used to be the equivalent of dumping in a manhole. That was a quick offload. It had a nice slant where you parked too. With a 6-inch dump, my 3,400-gallon truck was empty by the time I got the paperwork done. I miss that setup. ■

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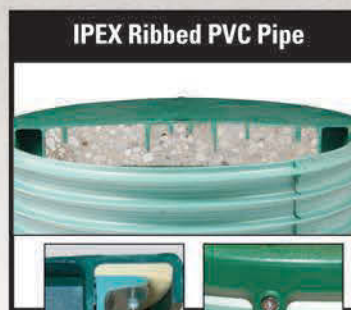
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Deal with Credit Report Errors

Erik Gunn



Erik is a business writer in Racine, Wis. Readers may direct inquiries to him by contacting this publication at 800/257-7222 or emailing editor@pumper.com.

When a reporting mistake upsets your credit rating, there are ways to fix it – but don't delay

By Erik Gunn

The bottom line to keeping your business and personal credit strong is straightforward: Don't borrow more than you can afford, and pay all your bills on time.

But what happens when your credit report includes a mistake – especially one that makes you look less creditworthy than you are?

Credit report mistakes do happen, although there's some disagreement about how frequent they are. The big credit bureaus – TransUnion for consumers, Equifax and Experian for both consumers and businesses, and Dun & Bradstreet for businesses only – insist their error rate is low – with just one half of 1 percent of customers getting dinged for a higher interest rate because of an error. Yet even that small percentage could affect as many as 1 million people, as a *USA Today* editorial recently noted. And errors have led to thousands of lawsuits in the last five years and tens of thousands of complaints each year to the Federal Trade Commission.

GETTING THE BAD NEWS

So how do you even learn of a mistake in your report?

The obvious way is to check your report periodically – more on that in a moment. But the sad truth is, you probably won't learn of it until something bad happens: You get a higher interest rate than you planned on for an equipment loan, or you get a call from your credit card company telling you they're dropping your credit limit because of an alleged delinquency.

If you experience a denial or reduction in credit in this way, it will be because of a report from one of the credit bureaus to the creditor. Ask the creditor in question which bureau supplied the damaging information. You are entitled to a free copy of your report from that bureau.

(In addition, the federal Fair Credit Reporting Act requires the credit bureaus to give you a free copy of your credit report once a year. Log on to www.AnnualCreditReport.com, call 877/322-8228, or download an Annual Credit Report Request Form from www.annualcreditreport.com/cra/order. Fill out the form and mail it to Annual Credit Report Request Service, P.O. Box 105281, Atlanta, GA 30348-5281. Business reports aren't covered by the FCRA.)

MAKING THINGS RIGHT

Whether you get the report in response to a bad event, or simply from your annual request, look it over carefully. If you see an error, act right away.

One type of error results from outright identity theft – someone has opened a new account in your name and, in all likelihood, run up a mass of bills. Overcoming a case of identity theft requires immediate action and will probably involve filing a report with the appropriate law enforcement agency. (See the *Money Manager* column from the October 2011 issue for more information.)

The other, though, is probably from some sort of error made by one of your actual creditors – a bill mistakenly reported paid late, for example, or not paid at all, when in fact it was.

To correct it, immediately report it in writing to the credit bureau, along with copies of verifying documentation. Credit reporting companies have

30 days to investigate, and must forward data you provide to the original creditors who reported the information that led to the downgrade.

You might find that the lender who received the negative report will actually help you through the process of getting connected to the credit bureau it came from. That's what happened to a business owner I know whose business credit card suddenly dropped his line of credit due to a negative report, even though he'd always paid that lender on time and without dispute. A customer service representative from the credit card helpfully guided him through the process of filing the dispute with the credit bureau.

But remember, the wrong information in the report originally came from a creditor, too – and you'll need to deal directly with that source as well.

If that creditor's own records show you're clean, and that there was some mistake in their reporting to the credit bureau, get a written statement to that effect. On the other hand, if the creditor's records also are mistaken, you'll need to submit a dispute in writing.

No one wants to have to deal with the headache of a credit report black mark – especially if it's a mistake. But the reality is that they happen. So if you have to fix it, the most important thing is, don't dither.

FOLLOWING UP

Once the investigation is finished, the credit reporting company must give you the results in writing, along with a new, free copy of your report if the dispute has led to a change.

"If you ask, the credit reporting company must send notices of any corrections to anyone who received your report in the past six months," says the FTC in a helpful, step-by-step guide to fixing credit bureau errors. "You can have a corrected copy of your report sent to anyone who received a copy during the past two years for employment purposes." (You can see the rest of the FTC's advice at www.ftc.gov/bcp/edu/pubs/consumer/credit/cre21.shtm.)

Sometimes the investigation still won't end the dispute. In those cases, have a statement of the dispute included in your credit file and in future reports. Also, the credit bureau will send a statement to anyone it has sent your credit report to recently – but you'll probably have to pay a fee for that.

No one wants to have to deal with the headache of a credit report black mark – especially if it's a mistake. But the reality is that they happen. So if you have to fix it, the most important thing is, don't dither.

Make the call, write the complaint, get the information to back it up, and get moving. That will be the quickest way back to a clean report that gives you all the credit you're due. ■



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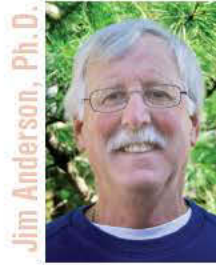
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Jim Anderson, Ph.D.

Jim 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 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.

So you're going to ramp up inspection work for real estate transactions? Don't forget these steps to providing a thorough report for your customers.

By Jim Anderson

As part of a presentation I gave during the Pumper & Cleaner Environmental Expo International in February, I discussed different kinds of inspections we in the industry become involved with. I pointed out each of those inspections has a specific purpose, and while there are similarities in the way they are conducted, there are also major differences; due to the different purposes.

I lumped the inspections into three general categories: new system inspections, existing system inspections for real estate transactions, and existing system inspections conducted for system management (operation and maintenance). As expected for such a broad topic, the presentation has triggered a number of questions. I will cover the questions in this and future articles.

YOUR FIRST QUESTION

The first question that arose was, "You had a list on one of the slides of what a *proper inspection* for a real estate transfer involved. What are the proper steps?" Here are the items listed on that slide, and as I mentioned at the time, there were a number of other items to be considered: locate tanks; uncover lids; observe water level; pump; check tank integrity; locate and uncover parts of drainfield; observe, determine type and amount of treatment area; 6 to 8 hours; permission required from owner to "dig up" property; release of liability.

As a general list, this is probably not too bad, but it leaves a lot of gaps to fill in if someone is not familiar with the inspection process. So here are some additions to the list and a little discussion about some aspects of the list. I welcome comments, questions, additions and subtractions to what is provided.

The list assumes the inspector (I use this term only to indicate that the person is inspecting the system, they could be a pumper, site evaluator, installer, service provider, etc.) is already on the site and beginning the field investigation phase of the inspection.

As the inspector of an existing system - particularly for real estate transactions - I want to find out as much about that system as possible before beginning to identify and open any part of the system. That means when the call comes for an inspection, I collect all of the information I can about the system and the location.

For safety, I make sure the utilities will be located because there will be some digging and probing. I look at soil survey data for the area. I contact the local county or permitting authority for records they may have and, if possible, go through a series of homeowner questions about use and care of the system. Sample forms and questionnaires are available from a number of sources.

In initial discussions with the client, I would ask if all parts of the system have been located and are accessible or if I am to do the locating and the digging. If the latter is the case, I present a *locating fee schedule* along with the actual inspection fee.

MAPPING IT

Once all components have been identified and located, enter them on a scale map or drawing of the site. This information will be valuable in the future when the property changes hands again and another inspection is required.

I would recommend walking over the entire area looking for evidence of problems. After all of this groundwork, it's time to open the system's tank

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or tanks and observe the contents, including liquid levels, scum and sludge depth, evidence of backups, etc. When the lid of the manhole is removed, the inspector should check its integrity, which can tell a lot about any safety concerns and the tank's water tightness.

Now the tank should be pumped and its integrity evaluated, along with condition of the baffles. Check for cracks, roots and any evidence the tank has operated above the normal operating level. This evidence might include a black line higher in the tank or toilet paper hanging from the top of the tank.

One note here: If it's obvious at this time that the system will not pass inspection, consult the customer about proceeding with the pump-out. If the tank will need replacement, it will need to be pumped at that time, and the customer may not want to pay for pumping twice.

After the tank or tanks, the soil treatment area should be evaluated. If there are inspection ports, they should be opened to determine liquid levels in the trenches. If there are distribution or drop boxes, open and evaluate them for integrity and indications of system backups or other problems. Determine the size and location of the soil treatment area. Look for evidence that effluent is or has recently surfaced. Note odors, wet spots and areas with changes in vegetation.

In some locations the inspector is asked to determine whether the size of the treatment area is adequate for the building. This requires estimating the daily sewage flow and knowing the soil type and the soil sizing factor. A soil boring should be conducted to confirm the soil texture and any other soil characteristics in local or state inspection requirements.

IT TAKES TIME

The six- to eight-hour time estimate refers to time spent on the inspection if all the steps and procedures are followed. This is usually a

surprise to homeowners and real estate agents who expect the inspection will take a few minutes. The cost of the inspection is related to the time and the activities involved, and a comment I often hear is that when an inspector does a thorough job, they are priced out of the market. As an industry, we need to set the standard and educate homeowners, real estate agents and building inspectors about what it takes to do a good inspection and show the value of knowing how well a system is operating.

As an industry, we need to set the standard and educate homeowners, real estate agents and building inspectors about what it takes to do a good inspection and show the value of knowing how well a system is operating.

The last item on my list is something that should be discussed with the homeowner up front - that there will be some disturbance to the yard and some digging. However, the inspector should put everything back in place. This may require taking up the sod and storing the soil on a plastic tarp and replacing after the inspection. If there are any major safety issues connected with the system, the inspector should report those to the homeowner. It is important that the inspector conveys professionalism and remembers that cleanup is as important as the first meeting and discussion. ■

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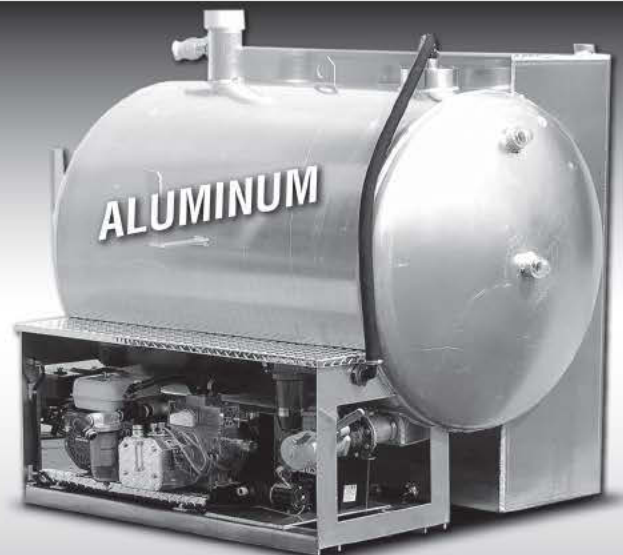


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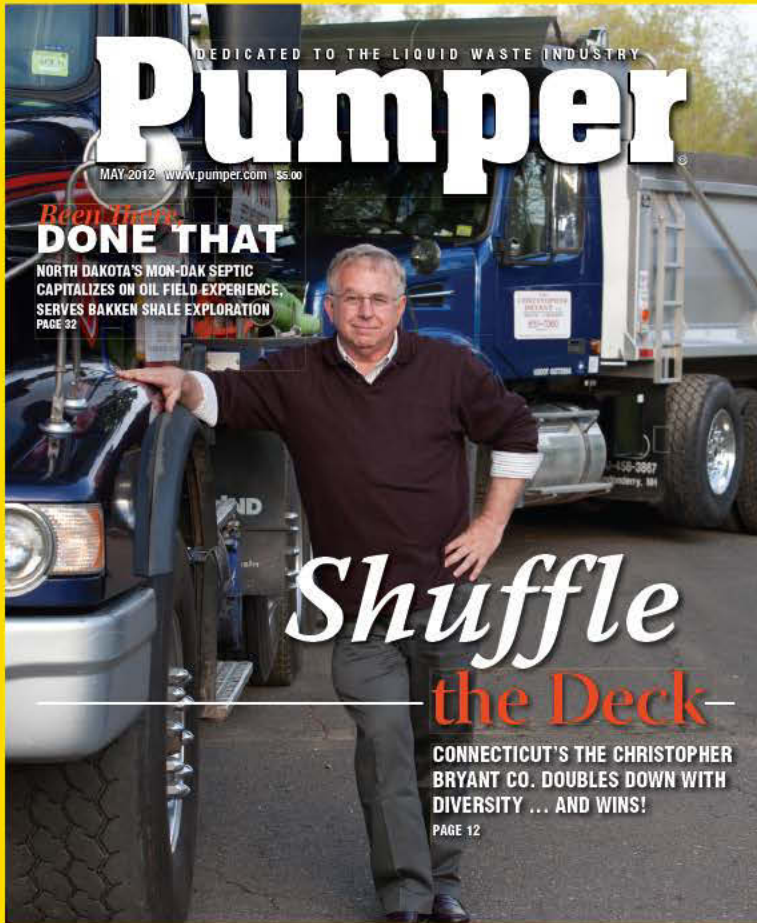
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Your Classy Truck submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you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

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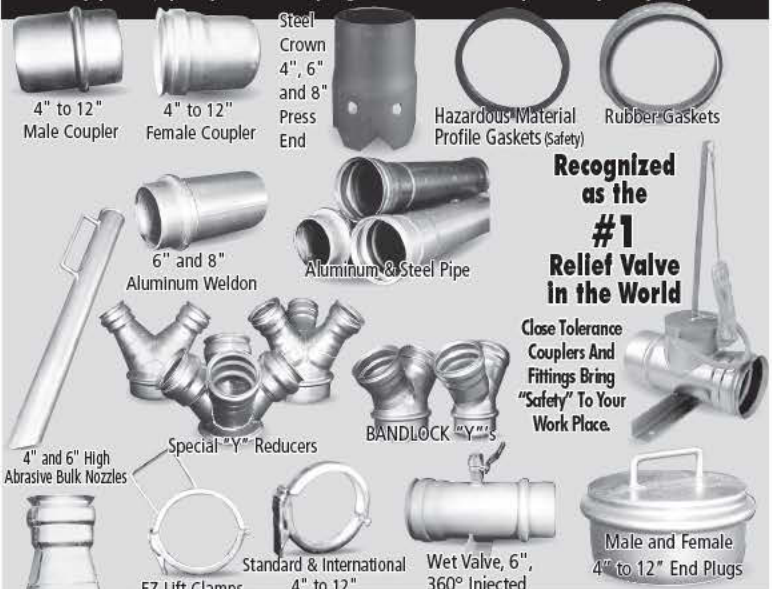


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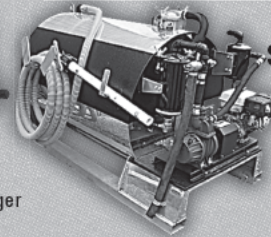
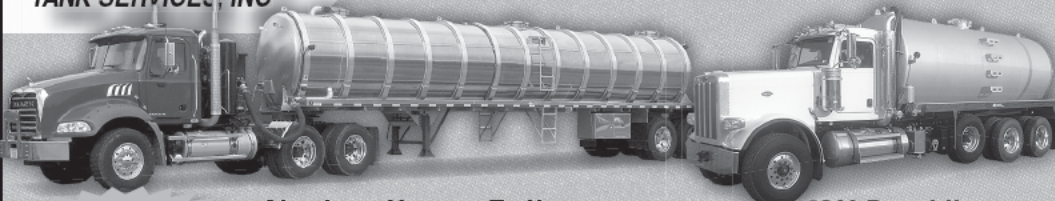
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Frank Completes Business Internship, Creates Valuable Cost Analysis Tool

By Courtney Peterson

Two years ago, the National Association of Wastewater Transporters Education Committee identified two areas it had been studying that needed additional time and effort to bring to completion. The first was the feasibility of sponsorship of NAWT education programs, and the other was to collect information on the cost of operation of septage treatment facilities.

IMPORTANT ANALYSIS

About that time, student Todd Frank expressed the desire to perform one of his required internships through Ashland University's College of Business and Economics. Todd, the son of Tom and Carol Frank and grandson of Tim Frank, current NAWT president, felt this was a way he could contribute to NAWT and the industry. Todd was a recipient of the William Hapchuk Memorial Scholarship awarded annually through NAWT.

Todd worked with NAWT on a plan for the internship, which was submitted to and approved by the university. For completing an internship with NAWT, Todd would earn three credit hours of experience toward his degree.

Todd worked with a NAWT team including the executive director, education coordinator and the Education Committee to prepare a survey, collect and analyze information from waste treatment facilities on how the size of pumping companies relates to technology usage. This information will help with future NAWT education programs on establishing and operating septage and grease trap facilities.

As a part of this process, Todd developed a spreadsheet for businesses to create a detailed analysis to determine if a treatment facility is economically viable. This spreadsheet is not meant to be the final answer, but rather a tool businesses can use to evaluate their unique situation. Taking this information and working with their consultants, business owners can determine whether they should move forward on building a facility.

PRESENTED AT EXPO

As a culmination of this effort, Todd made a presentation of the spreadsheet during the NAWT track of seminars on Education Day at the Pumper and Cleaner Environmental Expo International in Indianapolis. This was a very well attended session and Todd did a great job of presenting the information.

NAWT members can access the spreadsheet at the NAWT website. Contact Courtney Peterson, NAWT executive director, to learn how to gain access.

As a final note Todd just graduated from Ashland University and will be joining the family business. Congratulations Todd! ■

NAWT

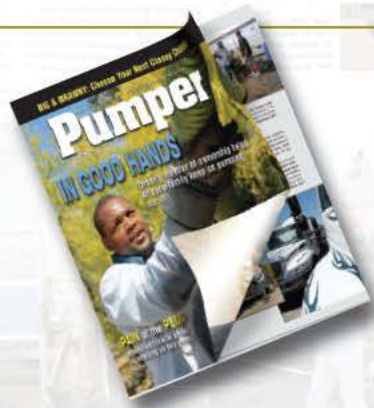
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day, utilizing a three-chamber system. In the first, or pretreatment chamber, material that won't break down settles to the bottom. In the second, or aeration chamber, an aerator introduces oxygen into the wastewater, which creates a favorable atmosphere for bacteria growth.

"We use a motor and an aspirator shaft instead of a compressor," Benton

explains. "And all components go below grade, so it's a very clean installation — there's nothing sticking up that a homeowner can see or hear."

In the third, or clarification chamber, a Norweco Bio-Kinetic filter prevents remaining debris from entering the drainfield, and a non-mechanical surge-control feature ensures wastewater remains in the system long enough to get properly treated.

"It equalizes surges within the tank, so wastewater can't just push through," Benton notes.

The filter is certified to NSF International Standard 46, if customers want an optional disinfection device that consists of adding a feeding tube and Norweco Blue Crystal chlorination tablets. The Singulair Green system overall is certified to NSF Standards 40 and 245, Benton says.

To ensure quality, Norweco processes and blends its own polyethylene resins used to make the tanks, which can support up to three feet of dirt fill on top. That makes it easier to match inlet heights in retrofits, and prevents flotation in areas with high water tables, Benton says.

The Singulair Green can operate as a gravity-fed system or with a pump, and features a three-year warranty and lifetime exchange program for components.

"For example, if the aerator goes bad after the warranty expires, the customer can exchange the aerator for a new one and pay a discounted, pro-rated price based on the age of the component," Benton says. "It protects the consumer from ever having to pay full retail price for new components."

In addition, the system is designed to run for only 30 minutes per hour, which reduces operating costs. **800/667-9326; www.norweco.com.**



RMT SAFETY CAMERA SYSTEM

The **TRACK-VISION safety camera system** from **RMT Equipment Inc.** has a 115-degree field of view in any direction, eliminating blind spots to the front, rear and sides. The system has a shockproof 7-inch, high-resolution LCD monitor for clarity in low light, enabling the operator to view up to four cameras. **450/622-0682; www.track-vision.com**



WENNSOFT WORK ORDER MANAGEMENT

WennSoft Evolution work order and asset management software from **WennSoft** is built on the Microsoft xRM framework. The program delivers asset management, maintenance agreements, simple and segmented work orders, field service, advanced dispatching and scheduling, mobile solutions for field technicians, quotes, purchasing and invoicing.

The program can operate by itself or be integrated with Microsoft Dynamics ERP products, as well as other business application software services. **262/821-4100; www.wennsoft.com.**

SJE-RHOMBUS EZ SERIES CONTROL PANEL

The **EZ Series In-Site CL data-logging control panel** from **SJE-Rhombus** is designed to connect to a laptop computer for system programming, monitoring and reporting. The panel can control one or two 120-, 208- or 240-volt single-phase pumps in water and sewage installations. It has a Modbus port on the inside door and connects to a Windows-based PC to download system events, including pump run times, cycles, alarm conditions, HOA (hand/off/automatic) settings, power outages and service calls.



The In-Site software automatically formulates system data and reports (up to 4,000 events) for monitoring and correcting conditions. 888/342-5753; www.sjerhombus.com.

GRADALL HIGHWAY-SPEED EXCAVATOR

The **5100 IV highway-speed excavator** from **Gradall Industries** has a six-speed AutoDrive Allison automatic transmission and transfer-case that enables the excavator to travel up to 60 mph. Weighing 57,670 pounds, models are available with either a 6 by 4 or 6 by 6 drivetrain. Powered by a 6-cylinder, Detroit Diesel Mercedes OM926 Tier 4i engine (282 hp at 2,200 rpm), the excavator has a maximum reach of 33 feet, 9 inches at grade, full-tilting boom, maximum dig depth of 24 feet, 5 inches and maximum loading height of 18 feet. The rated bucket force is 24,900 pounds. Attachments include excavating, trenching, ditching, dredging and pavement removal buckets, fixed thumb grapple, Telestick, tree limb shear, boom extensions and grading blade. 330/339-2211; www.gradallindustries.com.



WITTE VIBRATION ISOLATORS

Vibration isolators from **The Witte Company Inc.** are available on fluid bed dryers, coolers, screeners, pellet classifiers and other machinery. The isolators permit installation on mezzanines, platforms, upper floors, in clean rooms, and other sensitive locations by absorbing vibrations at the source and inhibiting their transmission through the building, enabling processing lines to be expanded or reconfigured and available space to be maximized. 908/689-6500; www.witte.com.



DITCH WITCH WALK-BEHIND TRENCHER

Ditch Witch RT12, RT16, RT20 and RT24 walk-behind trenchers from **The Charles Machine Works Inc.** feature a hydraulic drive system, solid, adjustable trail wheel and skid-steer type steering. Models RT12, RT20 and RT24 are powered by 12, 20 and 24 hp Honda engines. The RT16 is equipped with a 16 hp Vanguard Briggs & Stratton engine. 800/654-6481; www.ditchwitch.com.

CLARUS SPIDER VALVE PRESSURE MANIFOLD



The **Spider Valve pressure manifold** from **Clarus Environmental** is designed for odd-shaped lots and can be configured to properly split flows to laterals of different lengths. 800/928-7867; www.clarusenvironmental.com. ■

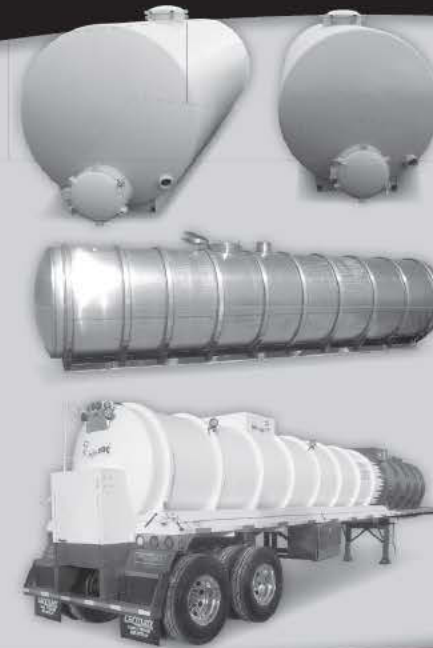
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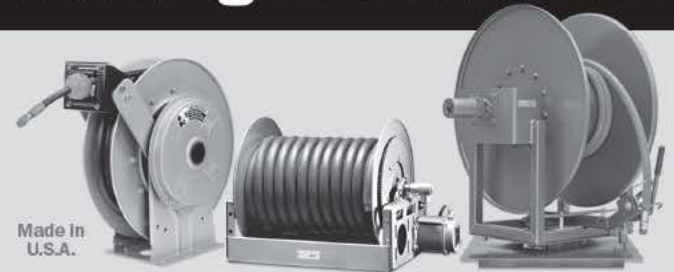


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INDUSTRY NEWS

Vac-Con manufactures 6,000th unit



Vac-Con Inc. manufactured its 6,000th unit, a custom built, dual-blower XX-Cavator. The machine, completed in March, was built for Multi-Construction Services of Gotmley, Ontario, and is the fourth of its kind.

Mr. John featured in Only in America episode

Portable sanitation company Mr. John was featured in a February episode of *Only in America with Larry the Cable Guy* on the History Channel. A film crew visited Mr. John's Glen Gardner, N.J., facility to shoot footage for the episode, offering a behind-the-scenes look at the business.



Amthor forms tank program with UD Trucks

Amthor International and UD Trucks North America formed a tank program for the refined fuel, propane, vacuum/septic and related tank industries. Dealers for UD Trucks of Greensboro, N.C., will be trained on the sales, marketing, installation, service and maintenance of Amthor Tanks mounted on a UD chassis.

D & W Diesel expands production center

D & W Diesel added 55,000 square feet to its production and distribution center in Auburn, N.Y. The expansion is the fourth for the company. The 110,000-square-foot-facility houses inventory and a bar-coding system. The expansion is expected to add 25 new positions over the next three years.

Wabash National to acquire Walker Group Holdings

Wabash National Corp. agreed to purchase Walker Group Holdings of New Lisbon, Wis., and its Progress Tank and Tri-State Tank divisions. Based in Lafayette, Ind., Wabash specializes in the design and production of refrigerated vans, dry freight vans, flatbed trailers, dropdeck trailers, truck bodies and intermodal equipment.

Camex releases equipment finder app

Camex Equipment launched an equipment finder app for smartphones (iPhone, BlackBerry and Android). The Web-based app enables users to browse Camex's inventory from their cellphone. The application displays, sorts and categorizes the company's line of oil field trucks, including bed, winch and picker trucks, fluid-handling trucks and trailers. The app can be added by typing www.camex.ca/mobile into the phone's Web browser. ■

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

WISCONSIN

New association president

The Wisconsin Onsite Wastewater Recycling Association elected as its new president Aaron Ausen, a civil engineer specializing in concrete engineering at Dalmaray Precast Concrete Products in Janesville. Mark Wieser of Wieser Concrete Products in Portage was elected vice president and Roger Fanning and Len LaFrenier joined the board of directors. The association chose George Klaetsch as executive director and Klaetsch Public Affairs Strategies as its management firm and lobbyist. Erin Krueger is the association manager.

The Robert Lindner Memorial Scholarship was awarded to Kelly Anne Guyse, daughter of Tom and Sheri Guyse of TG Soil and Water in Lyndon Station. Brandon Arndt, son of Dale Arndt of Arndt & Sons Plumbing in Brooklyn, received the Gretchen McQuestion Scholarship.

MINNESOTA

New board directors

The Minnesota Onsite Wastewater Association board of directors elected Lori Ende president, Brian Koski vice president, Chris Le Clair treasurer and Andy Winkler secretary.

The MOWA board and Minnesota Pollution Control Agency are working to create a general permit for pumpers to store more than 50,000 gallons of septage for short periods when fields are inaccessible.

The agency is creating educational material for homeowners and requests help from anyone interested in helping. Call 800/657-3864. The agency also needs certified people to help develop new certification to design and inspect Type IV systems with small flows. Contact Mark Wespetal at 800/657-3864 or mark.wespetal@state.mn.us.

PENNSYLVANIA

Legislative voice

The Onsite Institute in Mechanicsburg, Pa., invites industry professionals wishing to change the state's onsite laws to offer their proposals at www.onsiteinstitute.com/your-voice. Visitors will find the current law, which they can download, mark up, and return for submittal to a legislative committee.

TRAINING & EDUCATION

Point-of-Sale Fact Sheet

The University of Arizona Cooperative Extension released a four-page fact sheet on "What You Should Know When You're Having Your Septic System Inspected for the Transfer of Ownership Program." Although based on Arizona code, most material is generic and is designed to help buyers, sellers, inspectors, and real estate agents know their responsibilities before, during, and after sale of a home with an onsite system. The document is a free download at <http://cals.arizona.edu/pubs/water/az1554.pdf>.

Summer Soils Seminar

The Minnesota Onsite Wastewater Association has a soils seminar July 20. Contact Carla Tourin at 952/345-1145 or mowacarla@aol.com, or visit www.mowa-mn.com.

Alabama

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

- July 12-13 - Pumpers Class
- July 18-20 - Advanced Installer I Class
- Aug. 9-10 - Continuing Education Class, Guntersville
- Aug. 15-17 - Advanced Installer II Class

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>.

California

The California Onsite Wastewater Association is offering a Low-Pressure Pipe Drainfield and Drip Dispersal Design class July 26 in Chico. Call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

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Florida

The Florida Onsite Wastewater Association Training Center has an Operations and Maintenance A class July 10 in Gainesville. Contact FOWA at 321/363-1590 or www.fowaonsite.com.

Georgia

The University of Georgia's Center for Urban Agriculture is offering an Onsite Wastewater Management class on July 26 in Gainesville. Contact the Continuing Education Center at 770/229-3477, conteduc@uga.edu, or www.ugaurbanag.com.

Iowa

The Iowa Onsite Wastewater Association has its Site Evaluations and Soils course on Aug. 17 in Charles City. Contact Alice Vinsand at 515/225-1051, execdir@iowwa.com, or visit www.iowwa.com.

Minnesota

The University of Minnesota Water Resources Center has these classes:

- Aug. 7 - Soils Continuing Education, Willmar
- Aug. 10 - Soils Continuing Education, New Ulm
- Aug. 21-24 - Service Provider, 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:

CALENDAR OF EVENTS

JUNE 28-30

State Onsite Regulators Alliance, Captains of Industry, and National Environmental Health Association Conference, Marriott Marquis and Marina, San Diego, Calif. 800/624-8301; www.nesc.wvu.edu/sora.

- July 12 - Microbiology for Wastewater Professionals
- July 26 - Surveying Techniques for the Wastewater Professional
- Aug. 9 - Surveying Basics for the Onsite Wastewater Contractor
Call 401/874-5950 or visit www.uri.edu/ce/wq.

Oregon

The Chemeketa Community College in Salem has an Installer class on Aug. 15. Call 503/399-5181 or visit www.chemeketa.edu/busprofession/ccbi/customizedtraining/deq/classes.html.

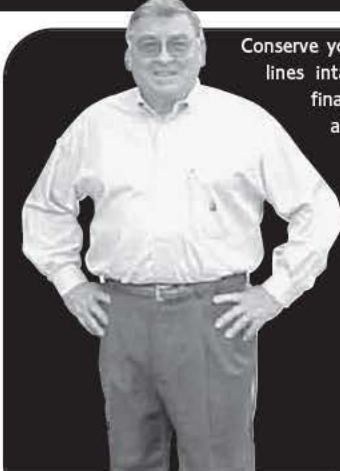
Pennsylvania

The Pennsylvania Septage Management Association is offering these Onsite Wastewater Treatment System Inspection courses:

- July 17-18 - Advanced Onlot Wastewater Treatment System Inspection, West Chester
- July 25-26 - Basic Onlot Wastewater Treatment System Inspection, Chesterfield, N.J.

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P06

BUSINESSES

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

DREDGES

1998 H&H Dredge model MDS-120, 6", 120 hp Cummins engine, cab with heat & air, only 1,130 hours, EXCELLENT CONDITION. Call for more information or pictures, 419-483-5451. (P07)

HAZARDOUS WASTE UNITS

2006 Peterbilt 335 with a 2006 Presvac, 3,200 U.S. gallon, carbon steel, D.O.T., 412 full open rear door dump type unit. (Stock #8189C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)

2005 Peterbilt 335, cab & chassis with a 2004 Presvac, 3,300 U.S. gallon, carbon steel D.O.T. vacuum tank unit. (Stock #5427C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)

HAZARDOUS WASTE UNITS

Pre owned Presvac: 5,000 U.S. gallon, stainless steel D.O.T. certified, vacuum pressure trailer with a front porch mounted PVB-750 vacuum pressure pump, driven by a Deutz, air-cooled diesel engine. (Stock #5013) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)

2001 Freightliner with Cosco 3,200-gallon stainless steel dump door, D.O.T. certified tank, Demag pump, CAT engine. KLM Companies, 617-909-9044. (PBM)

Pre owned Acro, 6,500 U.S. gallon, aluminum, D.O.T. 412 vacuum tank trailer. (Stock #0368C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)

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

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

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

2000 Gap Vax HG57 WET/DRY on Volvo WG64, 5,500 cfm, 27" Hibon blower, Cummins engine, chassis tank and bag house, in good condition, ready for work. KLM Companies, 617-909-9044. (PBM)

2000 Supersucker 6225 WET/DRY, 5,800 cfm, 1025DJV, 27" roots blower, CAT power with Fuller trans., work ready. KLM Companies, 617-909-9044. (PBM)

2000 Cosco Turbovac high dump, high rail, DOT certified vacuum tank, 27" blower with 450 cfm, off loading pump, DFM high rail gear. Must see. KLM Companies, 617-909-9044. (PBM)

New 3,200 U.S. gallon carbon steel DOT certified 407/412 vacuum tank. Dump type with full open rear door and Presvac PVB 750 vacuum-pressure pump installed on a 2013 Peterbilt 348 cab and chassis. (Stock #13511V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

2012 Peterbilt 365 POWERVAC 3800, 3,000 U.S. gallon carbon steel Vacuum tanker with a Hibon PD blower, 3800 SCFM with vacuum to 27" mercury. Dump type; D.O.T. 407/412 regulations. (Stock #13478V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)

HAZARDOUS WASTE UNITS

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

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

HYDRO EXCAVATING EQUIPMENT

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

JETTERS-TRAILER

US Jetting, 600-gallon trailer unit, 35 gallon at 4,000 psi, 600 feet 1/2-hose with 100 feet 1/4, less than 20 hours, \$40,000 new, \$30,000/OBO. Very nice and new. 850-902-9044, FL. (P06)

2001 Sewer Equipment Company of America, model 747-FR-2000: 700-gallon polyethylene tank, water pump: 40 gpm @ 2000 psi replaced in 2007, includes automatic level guide and lateral kit. Call 856-478-4333. Asking \$12,000. (CMPI06)

Jetters by General: J-2900C gas jetter, 11 hp, triplex pump, 3,000 psi, 200' of 3/8" hose, JN 50 nozzle set (never used), J-1600 electric jetter, 1-1/2 hp motor, 115v, 13 amp with GFI triplex pump, 1,500 psi, 1.7 gpm, 115' 3/8"-hose, JN20 & JN0 nozzle set (used once), CR-300 cart with 150' 1/4"-hose (never used), all carts has pneumatic tires, pressure gauges, rubber gloves, tool box, hose guard, remote foot pedal, spray wand, and a manual. Price: \$4,300. Contact Les @ 413-297-1513, MA. (P08)



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

JETTERS-TRUCK

2007 International with 12.8 gpm, 4,000 psi, Harben jetter, HATZ diesel, 500' of hose, hydraulic reel, 6 tips, 600 gallons of water. Email sgillespie@onsitecos.com for pictures. Beautiful unit!! Syracuse, NY. Will deliver. \$42,500. (P06)

2006 GMC TC6500 cab and chassis trunk mounted jetting unit, with JET EYE camera system, 3,000 psi at 50 gpm, 1,000-gallon water, 600 ft of hose, 500 cfm blower and 1/2 yard debris tank and attachments **\$115,000 purchase price.** (Stock #13234) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

JET VACS

1994 Vac-Con, 16-yard debris tank, 1,250-gallon water tanks. Telescoping boom with articulating hose reel, 3-stage vacuum. L8000 Ford chassis, 127,545 miles. \$35,000. Call 601-373-3736. (CPBM)

2002 Sterling cab and chassis, Vac-Con industrial machine mounted on a pre owned. (Stock #6917C) 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(888)VAC-UNIT(822-8648). (PBM)

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, mcraway@hotmail.com. (P07)

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

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



1989 Volvo-White Vector 810C Combination Jet Vac: Cummins 300 hp diesel, 41,897 miles, 10-yd. debris, 665 rear engine hours.....\$10,000
Frank King
Cell: 978-758-6265 MA PBM

LEASE/FINANCING

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

MISCELLANEOUS

Hanna Instruments for P.H. measuring one pHep Champ, new two Checker pocket size P.H. meters with electrodes, one new, one used, one new electrode for Checker meters. \$14,500 for all. 616-698-6349, MI. (P06)

PORTABLE RESTROOMS

FOR SALE: Special event, construction, handicaps, high-rise units, handwash stations. \$150-\$325. Call Manny at 305-970-9837 or email proequip1@yahoo.com. (P06)

We buy used portable toilet equipment, toilets, handicaps, handwash stations, trailers, tanks & trucks. Contact Manny at 305-970-9837 or email proequip1@yahoo.com. (P06)



Portable toilets for sale: 2005 Poly-Portables Integra 2, in immaculate condition, over 200 in stock, barely used, can be yours for only \$250. Hurry while the supplies last. Contact Anthony or Jorge for further information.
561-582-6688, FL P08

500 white Olympic fiberglass toilets, construction grade, \$50 each, handicaps \$250. Located in Albuquerque, NM. Call 505-345-3965 or email aaapumping@hotmail.com.(P10)

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

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 or 800-241-0418 for questions, request for pictures etc. (P06)

PORTABLE RESTROOM TANKS

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

PORTABLE RESTROOM TRAILERS

Wanted to buy: Used restroom trailers, looking for 10' through 24' ACSI trailers, but will consider all brands. Please call 703-273-7100 and ask to speak to Mark or Jim. (P06)

3 Decons, McKee portable toilet transport trailers, 1-12 pack and 2001 ASCI 16' Presidential. 315-437-1291, NY. (P06)

Now in stock Restroom, and Gap Trailers, various sizes. Special pricing on a 2012 20' restroom trailer embassy series model E20-P. A Restroom Company LLC (Art), 269-435-4278 or www.arestroomtrailer.com. (PTBM)

PORTABLE RESTROOM TRUCKS

2011 750-Ford, Cummins diesel, Allison automatic, Progress tank, 1,500 W/500 F, Masport pump, dual service, NEVER BEEN USED, 1,580 miles. 239-860-6997. Asking \$87,900. (P06)

2003 Ford F-650: Cummins 5.9 diesel with Allison trans., 3 compartment dual service Satellite tank system, 850/300/100, Masport HXL4 pump, non CDL. Well maintained, great service truck, ready to go. \$23,900. Call 617 872-4236, MA. (P06)



2006 Ford F550: 131,000 miles, runs good, 850-gallon tank, 500 waste/350 water. Asking\$23,000
Please call 800-551-5570 WA P06

2006 International 4300, DT466, Allison automatic, 2,000-gallon Progress tank, 500 fresh/1,500 waste, 25,900 GVW with air-brakes, 2 toilet carrying rack. \$37,000. Call 863-655-2940 or laceymidfla@embarqmail.com. (P07)

2008 Dodge 5500 diesel: 1,000 waste/300 fresh Lane's Vacuum Tank, dual side service, auto transmission air, and engine brake, hydraulic driven Masport pump. \$48,000. Call Steve @ 301-582-5317 or email: sfulton@acandt.com. (P06)

PORTABLE RESTROOM TRUCKS

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@poty4u.com. (PBM)

1999 Ford 450, diesel, auto, 155,000 miles, 500 waste, 300 fresh: \$12,500. Also, Dodge Cummins auto: \$10,500. Pictures online. 937-674-7288, OH. (P06)

1997 F-450, Keith Huber tank, rebuild Masport pump, 600 waste/300 water, 7.3 L, diesel, good work truck. \$8,495/OBO. Call 931-553-8200, TN. (P06)

2000 GMC 6500, gas, automatic, air, 1,000/400. \$12,900. Call John: 770-655-5375. (P07)

2002 Ford F-550: 7.3 liter diesel, automatic, air, 600 waste, 250 fresh, pressurized water hose, 2 storage boxes, 2 unit hauler rack, transmission rebuilt 2011, injectors replaced 2010. \$19,500/OBO. 989-620-5530, MI. (P06)

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

For sale: 1992 GMC Topkick portable truck, 307,893 miles, 8 hp Honda motor on a Masport pump, 100-gallon fresh, approx. 450 waste. \$5,000/OBO. Call 517-425-0600, MI. (P06)

POSITIONS AVAILABLE

Seeking water blaster operators and supervisors. 2-3 years experience required, clean CDL, TWIC card, competitive salary/benefits. Fax or email resume with references to 813-248-2120 or sei2info@tampabay.rr.com. (P06)

PUMPS-VACUUM

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

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

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

RENTAL EQUIPMENT

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

2012 Mack GU533, cab and chassis, new 4,200 U.S. gallon, aluminum, vacuum tank with a Masport HX-L400WV, liquid cooled, vacuum-pressure pump. (Stock #13501V) **www.VacuumSalesInc.com(888)VAC-UNIT(822-8648).** (PBM)

ROLL-OFF TRAILERS

2007 Bee Lee roll-off trailer with full auto tarp system, can be used, pup trailer attachment, like new. KLM Companies, 617-909-9044. (PBM)

2002 Int. \$27,500: 2000 Int. \$19,500: 1996 Int. \$4,100: 1995 Int. \$16,500: 2000 Int. \$19,500: 2001 Int. \$21,500. 256-757-9900 or www.pbsos.com. Equipment for sale. (PBM)

SEPTIC TRUCKS

2009 Ford 750: 2,500-gallon aluminum, 5,700 miles, septic truck and a septic tank finder. I can no longer maintain both companies. The price is a cash price and there is no financing. 203-515-8260, Norwalk, CT. \$85,000. (P08)

2004 International Transway, 2,500-gallon steel, original owner, 72,000 miles, new unit on order, lift axle and hoist. \$58,000. 203-879-2050, CT. (PBM)

1996 Ford LN8000, 6 speed, 2,500 gallon, Boyd unit, Masport pump, one owner, GOOD CONDITION, 203,000 miles. \$23,000. Call for details, 330-494-3000, OH. (P08)

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)

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).** (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

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. (P06)


2004 FL70's: CAT engine, 6 speed, a/c, cruise, 138,000 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)

1999 Freightliner pump truck: P.T.O. engaged vacuum pump, 1,200-gallon tank. 985-640-6190 or jblanchard24@yahoo.com. \$15,000. Call or email for pictures. (C07P06)

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



1999 Sterling Vacuum Truck
engine hours: 126,389 / mileage: 213,135
1999 Sterling: C12 engine, Eaton Fuller 8LL transmission, 18k front, 46k locking rear, 2007 Progress 4,200-gallon, hoisted open end gate, aluminum vac tank, 2007 (900 cfm) NVE blower. \$55,000
Contact Larry 651-775-5782, MN P06




1987 International: Diesel pump truck, 2,000-gallon. Truck Inspected and approved for state of Georgia.....\$10,000/firm.
Call Phillip: 770-364-7375, Locust Grove, GA. P07

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

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

SEPTIC TRUCKS



1998 Volvo: Quad axle with new 5,000-gallon roll off tank, new Moro pump, new auto tarp system, electric with air to rear with Pintol hitch, Cummins with 220,000 original miles, must see.
KLM Companies 617-909-9044 PBM

1999 Mack CH613: Cab & chassis with a 3,000-gallon Carbon steel tank & a Masport pump. (Stock #8498) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

2003 GMC 7500: Caterpillar Allison auto, 1,500-gallon tank, 6,400 miles, 25,900 GVW, picture online. \$37,500. 937-674-7288, OH. (P06)

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

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



2011 Ford Truck: 60,000 miles. \$52,000
Contact Rodney Lane 270-832-3793 P06

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

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SEPTIC TRUCKS



1978 International: 242,608 miles, new paint, 2,500 gallon tank, 400 Masport pump, 9-speed Eaton transmission, 290 hp, cummins.\$15,000
253-606-6360 P06



2004 Sterling A9513: CAT 315 hp, 10 speed, EF Fuller trans, 280,000 miles, new tank, Masport pump, 2 year warranty, new Tranil pump & hoses.\$50,000
770-466-0454
678-758-6566, GA P06



2007 Ford F-750: Cummins engine, auto transmission, under CDL, a/c, cruise, airbrakes, Abernethy tank, 1,200 waste, 300 fresh, Masport vacuum pump, Pump-ech water pump, 2 pot carrier on rear, new paint and aluminum wheels.\$37,900
740-988-7878, OH P06



2005 Chev 4500: (Isuzu) portable toilet truck (model Keith Huber Tugger), 100,950 miles, auto, ideal for new company start up.\$16,500
Contact Frank King
978-452-7750 MA PBM

SEPTIC TRUCKS



2007 Peterbilt 385 (3 avail.): CAT C-13, 475 hp, 9 speed, 474,341 miles, new heavy duty 4,000-gallon U.S tank with 5 year warranty, Jurop IC-420, liquid cooled pump (425 cfm), 1 year warranty, chrome front bumper, heavy duty rear bumper, sight glass, aluminum hose trays, aluminum toolbox, aluminum wheels, rear work lights, new custom paint, all new valves, large 12-gallon Cyclone secondary, 1 year/100,000 mile engine warranty nationwide. Easy financing, starting at\$85,000
Call George 954-558-0816
or Mike 786-554-0892,
www.Nationaltruckcenter.com P06



2001 Sterling A9500: 4 avail., 12.7L detroit 480 hp, 170,234 miles, Fuller 7 speed, new heavy duty 4,000-gallon U.S Tank with 5 year warranty, Jurop R260 (363 cfm) pump, rear work lights, all new valves, a/c, aluminum hose trays, aluminum toolbox, double framed chassis, new custom paint, large 12-gallon Cyclone secondary. Easy financing available. Starting at\$67,000
Call George 954-558-0816
or Mike 786-554-0892,
www.Nationaltruckcenter.com P06



1994 Mack: tri-axle, 193,000 miles, good paint, 4,000-gallon tank, 400 Masport pump, water cooled, heated valves, 8 speed Eaton transmission, 350 hp Mack.\$38,500
Call John 973-296-0004 P06

SEPTIC TRUCKS



2005 Kenworth T-800, CAT C-13, 475 hp, 8ll, 384,594 miles, new heavy duty 110 barrel, (4,620 gal.) tank built by U.S. Tank with 5 year warranty, Jurop IC-420 liquid-cooled pump (425 cfm) with 1 year warranty, rear work lights, new butterfly valves, heated collars, aluminum wheels, 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, 20,000 lb front axle, 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. Easy financing.\$117,000
Call George 954-558-0816
or Mike 786-554-0892,
www.Nationaltruckcenter.com P06



2005 Freightliner Columbia: 10 speed, 448,850, Detroit 12.7L, new heavy duty 5,000-gallon U.S Tank with 5 year warranty, Jurop IC-420, liquid-cooled pump (425 cfm) with 1 year warranty, rear work lights, all new valves, aluminum wheels, aluminum hose trays, full float tires, aluminum toolbox, double framed chassis, 20,000 lb tag axle, new custom paint, large 12-gallon Cyclone secondary, 1 year/100,000 mile engine warranty nationwide. See dealer for more details.\$84,000
Call George 954-558-0816
or Mike 786-554-0892,
www.Nationaltruckcenter.com P06



1997 Freightliner FLD120 Juggler: 5,000 gallons (3,500/1,500), Juggler system is 2004 model, Progress aluminum tank. Call for details.\$145,000/OBO
Chris @ 321-436-0150 FL P10

SEPTIC TRUCKS

1992 GMC Topkick: 3116 CAT diesel, 1,600-gallon steel tank, vacuum pump, used daily, good working condition. \$14,000/OBO. 574-654-3754 or e-mail lori@k-fex.com, IN. (P06)

2010 International 4400, DT 466, 260 hp, 6-speed Eaton Fuller manual trans., 2,650-gallon steel tank, 14k miles, 396 cfm pump, Transway system. \$78,000. Call 860-628-7355, CT. (P07)

2002 GMC Topkick: 190,000 miles, 3,500-gal. tank, single axle with pushers, runs everyday. \$20,000/Firm. 518-696-4500. (P06)

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

2000 Pete 365 tri-axle with new 4,000-gallon septic tank roll off combination. New Moro vacuum pump, 435 hp, Detroit 75k Galbreath hoist, excellent condition. KLM Companies, 617-909-9044. (PBM)



2000' IH: 3,750-gallon tank, Challenger pump, 3" and 6" heated valves, air discharge, work lights, toolboxes, 271,500 miles, call for pricing.
1-800-826-2308, WI P06



2004 Peterbilt 379: 225,000 miles, 4,600-gallon tank, Jurop LC 420 pump, heated valves, aluminum hose trays, toolbox, all new in 2010, 46,000 locking rear, 13,000# steerable lift, aluminum wheels, double frame, excellent condition, lost contract.\$70,000/OBO
814-435-6374, PA P06

1991 KW T-800 set truck: Hyd. boom, very strong 10-ton Anderson trailer, 2008 Kubota 161 Excavator, ready to set tanks. \$55,000. 850-537-9833, FL. (P06)

SEPTIC TRUCKS



2007 International 8600: 16 lbs front, 44 lbs rears, 10 speed, a/c c/c, NEW 4,000-gallon tank w/5 year warranty, NEW 500 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 P06



2006 Kenworth T-800: CAT-C13, 470 hp, 10 speed, Jake brake, 374,000 mile, a/c c/c, NEW 110 barrel tank w/5 year warranty, NEW 607 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.
Call Angel at 786-258-3384 P06



2005 Chevrolet C7500: CAT C-7 engine, 230 hp, auto Allison transmission, NEW 2,400-gallon tank w/5 year warranty, NEW 500 NVE Challenger pump. NEW rear working lights, NEW alum. hose trays, NEW alum. toolbox, a/c, c/c, NEW custom Dupont paint, NEW rear bumper, 36" Manway rears, 2-4" inlets, 1-6" discharge, site glasses, 100,000 mile ENGINE WARRANTY NATIONWIDE. Ready for immediate delivery. ...\$43,000
Call Angel at 786-258-3384 P06

SEPTIC TRUCKS



2005 and 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 20k tag axle, 44 lbs rears, NEW heavy duty rear bumper, 1 year/100,000 mile ENGINE WARRANTY NATIONWIDE.\$87,000
Call Angel at 786-258-3384 P06

1995 Freightliner: 3,600-gallon tank, Mill Cummins Moro pump, 9 speed, very good truck, ready to work. \$55,000. 850-537-9833, FL. (P06)

2010 International 4400: 2,500-gallon Abernethy unit, septic pumper, Allison-auto transmission, jetter system like new, 55,000 miles. \$98,000 new, asking \$82,000/OBO. 850-537-9833, FL. (P06)



2006 5900 INTERNATIONAL ISX: 475 hp, 8LL Transmission, 218,000 miles, air ride, 20,000 front, 46,000 full rear lock up, 06' 5,000-gallon Imperial tank, 6" dump valve, (2) 4" load valves, all heated, 400 Masport pump, sea level gauge, water tank, tool boxes. New unit on order. Asking.....\$126,000
715-595-4892 WI P08

SERVICE/REPAIR

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

SLUDGE APPLICATORS

2000 Balzer Magnum, 3,000 gallon, liquid vacuum spreader with 4 rear injection knives. This spreader is in excellent condition. Call 330-525-7319, OH. (P07)

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T&T Tools: Probes, Hooks. Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. **www.TandTtools.com.** Phone **800-521-6893.**(CPBM)

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.** (PBM)

TRAILERS - VACUUM/TANKER

1988 Polar and 1987 STE stainless steel bulk tankers: Both MC-307-SS and 6,500 gallon, great condition. \$12,500 each. 269-823-1501. (P08)

1984 Peterbilt w/7,500 gallon aluminum semi trailer. Transport or store grease or septic. No vacuum, good reliable tractor-loader, Cummins, Jakes, day car. Price: \$19,900, NO CALIF BUYERS PLEASE. Call Buddy @ 951-227-5623, photos available. (P08)

TRAILERS - VACUUM/TANKER

1999 Presvac, carbon steel vacuum pressure trailer, 5,500 U.S gallons, equipped with Armstrong sea level digital gauge. Please call 607-776-7997 for price and details. (P06)

1998 Presvac, carbon steel vacuum pressure trailer, 5,500 U.S. gallons, equipped with Armstrong sea level digital gauge. Please call 607-776-7997 for price and details. (P06)

2000 Pioneer, carbon steel vacuum pressure trailer, 6,300 U.S. gallons, gross weight 50,000 lbs, newly sandblasted and painted, equipped with a digital Armstrong sea level gauge. Owner will sell as a unit (tractor 2011 Mack) or just the trailer. Please call for price and details. 607-776-7997. (P06)

2006 Arco alum. vac tanker: 8,000 gallon, 1999 Mack, Ch613 tractor, Masport vac pump, nice unit, job ready. \$85,000/OBO. Call Barry 256-832-7867. (P07)

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 Boom-Truck: 7.5 ton, Del Zotto boom, 177,000 miles, excellent condition.
\$30,000
920-336-1551 WI P07

TRUCKS (DUMP, SEPTIC, MISC.)

1986 Ford LTL9000: 300 Cummins motor, 10-speed transmission, newer 3,200-gallon vacuum tank, 3' utile vac/pressure pump, air PTO, no rust, new paint, garage kept. \$18,500/OBO. Call Vinny: 845-674-7790. (P06)

FOR SALE: 1998 International, single axle patrol truck, model 2554, 6-speed Allison auto. This truck comes fully equipped with a 12' Monroe reversible front plow, 11' reversible underbody, 8' wing and a 9" tailgate spreader. This truck has only 41,841 miles and has been well taken care of. Asking price is \$30,000. For more information contact John Stevens Pine Lake Town Shop Foreman at 715-362-2657. Pictures can be seen at **www.townofpinelake.com/truck.html.** (OCMPTGI-BM)

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TRUCKS (DUMP, SEPTIC, MISC.)



2005 IH 4400: DT466, 260 hp, Eaton 10 speed, 161,479 miles, new 2,500-gallon aluminum tank, Masport 400 plug & play Truck#669.....\$74,247
Call Erick 509-785-2955 P06



2011 CHU613 Mack: VIN# 1M1A-N07Y5BM007507, 90,000 miles, Mack engine, 505 hp, 18 speed, 24.5 tires, Tandem axle, 14,600 lb front, 46,000 lb rear. This truck is in excellent condition, priced to sell. Owner will sell as a package with trailer or just the truck. Truck also has Masport blower pump.
Please call 607-776-7997 for details and pricing P06

TV INSPECTION

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. (CPBM)

Goel Services (<http://www.goelwastewater.com/>) is seeking TV operators for state of the art CUES TV Inspection trucks. For more information call 202-465-6900 or email pj.goel@8a.com. Top Pay in industry offered. (P07)

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Goel Services (<http://www.goelwastewater.com/>) is seeking VACCON operators to operate Combo Vac's in the Mid Atlantic region. Must have CDL with certifications. For more information call 202-465-6900 or email pj.goel@8a.com. Top Pay in industry offered. (P07)



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Coby McGuire
Sales: 864-573-9313x28 P07

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1991 Guzzler XCR on Ford L9000 chassis, 300 hp Cummins, 5,000 cfm, 18" blower, 18/46 lbs axles, truck is in use now, needs nothing, ready for work, in MA, Asking \$40,000 or BRO, call Tom at 508-889-5289. (P06)

Six (6) late 90's Presvac Powervac 3800 Vacuum Loaders for Sale: Fresh paint, various conditions, four ready to work, two project/parts trucks. Buy individual unit(s) or all six for great deal. Located in Texas. 251-510-5194. (P11)



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Call 717-933-9792 P09



1997 International 2654: 4,000-gal., Presvac tank, DT-530, Allison auto., 46,000 rears, 1-owner, 70,670 miles.
\$33,900
814-696-4343, PA P06

VACUUM LOADERS

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

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

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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 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, 416-410-7222. (P06)

NLB 10-325, 10K max, 51 gpm max, NLB 10-235, 10k @ 34 gpm, THE-500UH, 50K bareshaft pump. Wheatley 125, 10K @ 20 gpm, Jetstream 4220, 20K psi @ 17 gpm, Aqua-Dyne C 450-DS, 20K @ 33 gpm, Allis-Chalmers 10x8x22, 700 hp. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (CPBM)

2004 NLB 8425: Cummins engine with a Fuller transmission, 2,270 hours, skid mount on 5th wheel trailer, also has 17k fluid end. \$75,000/OBO. 269-823-1501. (P08)

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 Location: cedar springs, MI



2002 Kenworth Pump Truck
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