

July 2012 www.pumper.com §5:00

EVENT RESTROOM

504-838-0358

3 Serviced 261

FAYETTE

GULFCOAST

Bayou Breakthrough

EVENT RESTROOM STAKES ITS CLAIM FOR HIGH-PROFILE WORK IN CAJUN COUNTRY PAGE 26

Be Prepared

9ml

QUICK ACTION, TIMELY COMMUNICATION MINIMIZE IMPACT AFTER A PUMPING SPILL PAGE 58



new

2012 Models In-Stock!



We have a new line of Peterbilt restroom and septic trucks available for 2012.

If you are looking for a premier single or double-axle truck, we can build it according to standard specifications or customize it to exactly what you need to get the job done.

Investing in quality has its rewards in longevity and resale value. At Satellite, we believe building on a Peterbilt chassis will give you both.



MD 1600 Automatic \$97,148



MD 2150 Automatic \$102,402

MD 2500 Automatic \$117.995

MD 4000 Automatic 10-speed / 8LL \$129,435





(Satellite)

Wes Tuttle General Manager Need help deciding which truck suits you best? Our managers will be happy to assist you with any questions you might have.

office: 800.328.3332 fax: 763.551.7240 2530 Xenium Lane North Minneapolis, MN 55441



"Quality Pumps & Components"

IGNITE Your Profits With Masport

HXL400WV Plug & Play

25" Hg Continuous • 400 CFM
Saves Time & Money On Installation

RB-DV 45 Plug & Play •27" Hg Continuous ion •494 CFM



CALL US AT 1-800-228-4510 OR VISIT www.masportpump.com



JIM THOMAS

We work hard to get our customer's credit approved. We have been involved in the environmental and liquid waste industry for over 35 years. We understand the competitive nature of your business and are prepared to act quickly. If you are having difficulty getting the Credit you need call Jim Thomas.

Toll-Free 877-333-4539 • JimThomas@KeyCommercial.com

Septic Solutions - Grease Solutions - Drainfield Solutions

FREE Private Labeling

1-800-223-3083



www.transwaysystems.com

1-800-263-4508

Take advantage of our quality & experience.



2013 Peterbilt 348 \$129,500.00

US Funds - FOB Buffalo NY





2013 International 7500 \$121,500.00

US Funds - FOB Buffalo, NY

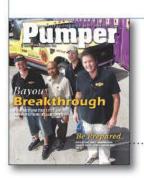


ALL TRUCKS INCLUDE THE FOLLOWING OPTIONS:

-3600 Gallon Capacity -396 CFM Fan-Cooled TSI 500 Vacuum Pump -Two Baffles -20" Top Manway -20" Rear Manway -Heavy Duty Primary and Secondary Shut-off -Sight Glasses -Heavy Duty Rear Bumper -Full Length Hosetrays -6" Discharge and 4" Intake -Toolbox -Complete Factory Specifications Available upon Request Transway Systems Inc. Direct: 1-905-578-1000 Fax: 1-905-561-9176 sales@transwaysystems.com

314 Lake Ave., N. Hamilton, ON L8E 3A2

IN THIS ISSUE July 2012



ARTICLES

26 **Bayou Breakthrough**

- Peter Kenter

Louisiana's Event Restroom stakes its claim to local film work and the biggest high-profile parties in Cajun Country, and asks for more! ON THE COVER: Event Restroom president Steve Young (right) is shown with his crew, (from left) Heath Crabtree, Carlos Arita and Ricky Lincoln at the Fair Grounds Race Course & Slots during the New Orleans Jazz & Heritage Festival. (Photos by Sean Gardner)

12 **Reading Between the Lines: Inspection** Expectations

Who is qualified to sign off on the health of septic systems in your hometown? A trend in local inspection certifications may offer some surprising answers. - Jim Kneiszel

16

Building the Business: The Power of Testimonials

A customer's positive report about your services is marketing gold. Here's how to mine it. - Pam Lontos

22

Rules & Regs: Maryland legislature votes to double 'flush tax' - Scottie Dayton and Doug Day

36

Get Off the Phone

Federal cellphone ban for commercial drivers carries hefty fines and stricter CDL rules likely will be adopted at the state level. - Doug Day

42

Product Roundup: Best in Class

The latest luxury restrooms, shower trailers and accessories offer a step up in service and comfort for your special events customers. - Ed Wodalski

50

Rising to the Occasion

Targeting upscale customers with top-shelf services, New York's Elegant Essentials has grown quickly in lean economic times. - Sharon Verheten

58

Be Prepared

Quick thinking, effective communication with regulators and having two technicians on the truck can minimize the impact of a pumping mishap. - Robb Barnes

66

Overheard Online: Restrooms Anyone?

A poster wants to add portable sanitation services to his septic-pumping business and asks for advice on how to get started.

REGULAR FEATURES

70

Money Manager: Crunching the Numbers

Accounting software options make it easy to stay on top of small business finances. - Erik Gunn

74

Septic System Answer Man: Pop It & Pump It

Telltale clues found inside a freshly pumped tank can prove a septic system is working as it should or in need of significant repairs or replacement. - Jim Anderson

78

Classy Truck of the Month

We feature Austin's Pumping Service, Strafford, Mo.

80 **Industry News**

82

NAWT News: NAWT Offers Online Training **Opportunities** - Courtney Peterson

84 **Product News**

86

Training & Education, Calendar

Coming in AUGUST

SPECIAL ISSUE: VACUUM TRUCKS

- CONTRACTOR PROFILE: Arizona pumping crew works
- on its own trucks SEPTIC SYSTEM ANSWER MAN: Tank types explained



www.pumper.com



Published monthly by

OLEpublishing

COLE Publishing Inc. 1720 Maple Lake Dam Rd. P0 Box 220 Three Lakes, WI 54562

Copyright 2012 COLE Publishing Inc. No part may be reproduced without permission of the publisher. In U.S. or Canada call toll-free 800-257-7222. Elsewhere call 715-546-3346. Email: info@pumper.com • Website: www.pumper.com Fax: 715-546-3786

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

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

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Nicole at nicolel@colepublishing.com.

CLASSIFIED ADVERTISING: Submit ads online at www.pumper.com/order/ classifieds. Minimum rate of \$25 for 20 words; \$1 per each additional word. Include a photo for an additional \$125. All classified advertising must be paid in advance. DEADLINE: Classified ads must be received by the tenth of the month for insertion in the next month's edition. PHONE-IN ADS ARE NOT AC-CEPTED. Fax to 715-546-3786 only if charging to MasterCard, VISA, Discover or Amex. Include all credit card information and your phone number (with area code). Mail with check payable to COLE Publishing Inc. to the address above. CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTER-NET. Not responsible for errors beyond first insertion.



DISPLAY ADVERTISING: Call Jim Flory or Winnie May at 800-994-7990. Publisher reserves the right to reject advertising, which in its opinion is misleading, unfair or incompatible with the character of the publication.

CIRCULATION: 2011 circulation averaged 25,185 copies per month. This figure includes

all circulation regions (nationwide) and international distribution.

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

2013 PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL

Education Day: February 25, 2013



Exhibits Open: February 26 - 28

Indiana Convention Center, Indianapolis www.pumpershow.com



KNOWLEDGE EXPERIENCE PASS

Our pump experts can come to you. Call us 800-383-6304

TEN

to speak to a qualified technician.

MORO VACUUM PUMPS

Over 55 years of field proven performance

AIR COOLED PM60A - 252 cfm PM70A - 322 cfm PM80A - 417 cfm

FAN COOLED PM707 247 cfm

FAN COOLED 350 cfm

FAN COOLED PM1007 460 cfm

WATER COOLED PM60W - 252 cfm PM80W - 417 cfm PM110W - 630 cfm

LIQUID COOLED PM200 677 cfm

LIQUID COOLED PM2600 Storm 824 cfm

Learn more about Moro pumps, visit us at www.morousa.com

"You'll be able to reach one of our field technicians anytime, anywhere, day or night to get your questions answered quickly." Jeff Jaillet Pittsburgh, PA Sales Office

W PUMPS

AIR . FAN . WATER

and UNA



MORO USA, INC. (800) 383-6304 U.S. Toll-free ousa.com • sales@morousa.com

MORO

VACUUM PUMPS 800-383-6304 Ent: 114-808-4679 Webwett: 314-808-308

-

SALES OFFICE PITTSBURGH, PA Toll Free: (800) 383-6304 Tel: (412) 415-0421 ST. LOUIS OFFICE UNION, MO Toll Free: (866) 383-6304 Tel: (636) 584-8844



Dave Clavenna 314-608-4679 314-608-3089 East Region Midwest Region



ALL MORO VACUUM PUMPS COME WITH A 2-YEAR WARRANTY

ADVERTISER index 2012

27

Clear Computing, Inc......36

Comforts of Home Services..77

Schmitz Bros., LLC 72

n

Deal Associates, Inc......81

Del Vel Chemical Co......81

E

Ecological Laboratories, Inc., 16

Elastec/American Marine....87

Elmira Machine/Wallenstein

ENVIROTUB

Vacuum Pumps68

Envirotub20

Erickson Tank & Pump85

F. S. Solutions.....47

Fergus Power Pump34

Five Peaks......35

Flo Trend Systems, Inc. 54, 75

Fruitland Tool & Mfg......32

GapVax, Inc.....53

by PolyPortables, Inc..15

H

Hannay Reels79

Green Way Products

Green Way Products

Hannay Reels

Comforts of Home

CRUSTERS

Crust Busters/

DA

Deal Assoc. Inc

FLASTEE

ERICKSON Trat of

SOLUTIONS =)

Altar

PO TRENO

Manufacturing

AmericanMarine

wallenstein

27th TRUEKS INC. 27th Trucks, Inc......38

Δ ABBOTT RUBBER Abbott Rubber Co., Inc......4

ABERNETHY Abernethy Welding & Repair.. 18

(ACRO) Acro Trailer Company......14 AlturnaMATS, Inc......46

MACHINERY Amazing Machinery, Inc.43

Aqua Ben Corporation34



Aqua-Zyme Disposal Sys...62 a Han Arcan Enterprises, Inc......81

ARMSTRONG EQUIPMENT INC. Armstrong Equipment......9

Atlanta Rubber & Hydraulics Atlanta Rubber & Hydraulics, Inc.....40

R BANDLOCK AMESBURY GROUP Bandlock Corp......85

B BEST ENTERPRISES Best Enterprises, Inc.73

Seal-R Brenlin Company, Inc.76

SAUDON BRUDON Air Vac/Kay Intl...76

C CAG Truck Capital.....13



Cape Cod Biochemical Co. 64



chempace

8 Pumper • July 2012

Chempace Corporation ... 54, 78

Hedstrom Hedstrom Plastics......79

July 2012

Ŧ Imperial Industries, Inc.34

In the Round Dewatering In the Round Dewatering 18



K KeeVac_ KeeVac Industries, Inc......56 Keith Huber, Inc.....48

Kentucky Kentucky Tank, Inc.56 Key Commercial Corp.4

Ľ LANE'S VACUUM TANK, INC. Lane's Vacuum Tank, Inc....87

- (III)-Lely Manufacturing, Inc. 17

Lenzyme Lenzyme, Inc.....4

Longhorn Longhorn Tank & Trailer72

M Marsh Marsh Industrial54

Masport Masport, Inc......3

EXPLORER McKee Technologies, Inc./ Explorer Trailers/68 Mid-Atlantic Waste Sys......76

Mid-State Tank Co., Inc.75

MRP Milwaukee Rubber Prod.24



Moro USA, Inc.7 LELY MTC Tank & Waste

Solutions.....61

NVE National Vacuum Equipment 49 NAWT. Inc.....70, 77

Norweco, Inc.....55 Norwesco, Inc.....29

NOCONCEPTS NuConcepts.....72

NUHN=

P People's United Equipment Finance Corp......40

pikrite Pik Rite, Inc.71

P PolyJohn Enterprises......99

POLYLOK. Polylok/Zabel98

POLYPORTABLES PolyPortables, Inc......65 PowerFlo Products, Inc. 14

PL Pressure Lift Corporation....40

PRESVAC Presvac Systems, Ltd...... 100

progress vactruck Progress Vactruck 10-11

R RCS II, Inc.....76

Summit Ritam Technologies LP76 Robinson Septic Service Inc.)

Robinson Septic Service81

Roto Solution: Rush

Rush Refuse Systems 67

S SAFE TREES Safe-T-Fresh......69

(Satellite) Satellite Industries Inc.2, 57

Septic Services, Inc. Septic Services, Inc......64

THE SLIDE IN WAREHOUSE Slide-In Warehouse46



Southwest Products Corp...62

Specialty B Specialty B Sales......83 Superior Gearbox Co......31

SURCO Surco Products71, 77

Sweet Septic Systems......18

Т

T&T Tools, Inc.....48



TankTec TankTec41

TTS Transport Truck Sales, Inc..23

[Magshar Transway Systems, Inc......5

REMCAR U.S.A. INC.

Tremcar, Inc.....20

Tri-State Tank24

TSI TSI Tank Services, Inc., 37, 79

檎 TUF TITE Tuf-Tite, Inc......39



Incittrity

VARCO VAR Co.....21

W WALEX

Walex Products25

WATER Water Cannon, Inc.....77

WF



Westmoor Ltd./Conde......63 Classifieds......90 Marketplace......88

REGIONAL ADVERTISERS

Midwest Supplement

(after page 74)

1 dvance Advance Pump & Equip......3

Pakateated Marengo Fabricated Steel 5

PAT'S PUMP + Pat's Pump & Blower......6

TA BARANE MC R.A. Ross & Associates NE..4

-RIDER-) Rider Agri Sales & Svcs......7

ToLine Equipment, Inc. T-Line Equipment, Inc.....2

V&H Inc.6

Eastern Supplement

(after page 74)

1 dvance Advance Pump & Equip......3

(A1) Clear Choice Wastewater Treatment LLC.....1

CRESCENTTANK MFG. Crescent Tank Mfg......6

Manchester Hose & Coupling. 4

Marengo Fabricated Steel 5

Pat's Pump & Blower......6

R.A. Ross & Associates NE..4

Vacuum Sales, Inc.....7

Scan the code with your smartphone

見必見

......6

HOSE & COUPLING

* Manual

PAT'S PUMP+

VAH INC.

V&H Inc

VSE

CARDEN ME. MO

COMPRONSE Masport HXL400WV At Armstrong Equipment, we believe life

and business require certain compromises, but not on those things on which your business and family depend. A beautiful, new and shiny vacuum truck with a burned out pump is nothing more than uncomfortable transportation at four miles per gallon.

Your customers depend on you! Your employees depend on you! Your family depends on you!

We think you should be able to depend on **us!** That is why we sell the most dependable vacuum pumps, parts, valves and tank components available. When it comes to quality and reliability in the tools that make your business successful, there should be:

"No Compromise."

Wittig RFL100

RCF500F

Sutorbilt

107 CHALLENGE

onde

4M

We proudly stock Masport, Jurop, NVE, Condé, Fruitland and G-D Wittig vacuum pumps, Sutorbitt blowers, Garnet Instruments SeeLevel gauges, Clearflow Heavy Duty valves and most other vacuum truck components and accessories. We can also provide replacement pumps and repair kits for most major brands. For more information call us toll free at **800-699-7557**.

ARMSTRONG

EQUIPMENI

800-699-7557 11200 Greenstone Ave. • Santa Fe Springs, CA 90670 562-944-0404 • Fax: 562-944-3636 www.vacpump.com Hablamos Español

INC.





TRI STATE TANK 888-281-9965 Phil Hodes phodes@tristatetank.com www.tristatetank.com



888-428-6422 Steve Nelson snelson@tanktec.biz www.tanktec.biz



877-582-2626 Rob Matthew / Russ Crane Calgary, AB, Canada sales@canamequipment.com



866-789-9440 Kevin Keegan kevin@keevac.com www.keevac.com



POJPESS VAELPUEK

Western Star 4800SD Chassis 4,200 Gallon 2-Compartment 304 SS Tank Robuschi TRB-DV85 Blower Package 1600 CFM CAT 600 10 G.P.M., 3,000 PSI Jetter



2011 International 7500 *Manual transmission* **3,600 Gallon Progress Aluminum** 400 CFM water cooled pump system, 48" tool boxes each side.

Also Available... 2011 International 7600 4800 Gallon Aluminum 10 speed transmission, steerable pusher axle, NVE 866 500 CFM pump





2012 Hino 258 1,700 Gallon Progress 304 Stainless Steel Tank Masport HXL4V

2012 Ford F750 2,500 Gallon Two Compartment Tank



Restroom, Septic, Grease & Oilfield Pumpers Vacuum Trailers • Code & Non Code Aluminum, Stainless & Carbon Steel

2011 International 7500- 58,000lb. GVW MaxForce 10 - 350H.P. 3600 Gallon Carbon Steel *Aluminum hose trays* Masport 400 CFM Water Cooled

It's a STEEL!

Carbon steel tanks are now available through your **Magness MacIntel**. distributor.

Single & Tandem Axle 'Ready to Work' ON THE GROUND. IMMEDIATE Delivery.



2500 Gallon Carbon Steel*Aluminum hose trays*Masport HXL15 pumping package,4" inlet, 6" discharge and 48" toolbox.

2012 International Maxforce 7 - 260 H.P.

0000

Vacuum Trailers 5,500 Gallon Stainless 6,300 Gallon Aluminum Full length hose trays Pump packages to specifications

DOT 407 Code Units Available Straight Tanks or Front Lift / Rear Opening Aluminum & Stainless Steel

> Slide-In Vacuums Self- Contained Systems 300, 450 & 600 Gallon Capacities Custom Sizes and Pump Options

www. *progress Pactures* *****.* **com** *Contact your Master Distributor for complete specifications, availability and price.*

DLRPMPR712



Contact Jim with your comments, questions and opinions at editor@pumper.com.

Inspection Expectations

Who is qualified to sign off on the health of septic systems in your hometown? A trend in local inspection certifications may offer some surprising answers.

By Jim Kneiszel

ur goal is to protect the public health," a county environment and water quality official in the state of Washington told a local newspaper, explaining a new septic system inspection initiative under consideration. The county had formulated a plan to certify inspectors for periodic onsite system inspections in an environmentally sensitive area along the Puget Sound near Seattle.

Finally, I thought, here's someone who values the work of routine inspections by onsite system professionals. I guess the liquid waste industry is getting its message through about the importance of proper maintenance and its role in ensuring clean water. The work many pumpers are doing to promote maintenance contracts as a way of preserving expensive septic systems is paying off.

NOT SO FAST

But wait, there's more to the story. The proposed ordinance in Washington offers homeowners the opportunity to pay \$10 and attend a class to become the certified inspectors and place them in charge of evaluating their own systems. The online or in-person classes would qualify homeowners to determine the effectiveness of their onsite systems between required professional inspections coming at either six- or nine-year intervals, a longer period for systems in high-risk watersheds.

I've been seeing a number of these proposals for homeowner selfinspection programs cropping up across the country over the past year and I have to speak up. Taking homeowners who've never so much as flipped a septic tank lid and certifying them as inspectors for \$10 and a quick online class is reckless, irresponsible and an insult to pumping professionals. Can I be any clearer about my opinion?

Do local building inspectors charge homeowners \$10 to certify them as electricians so they can upgrade the wiring? Does a department of transportation charge car owners \$10 and certify them to determine the roadworthiness of their vehicles? Does the local health department charge citizens \$10 and declare them qualified to perform their own physicals to put off going to the doctor?

The Washington proposal and others like it send a message that in the time it takes to attend a brief classroom session, any homeowner can attain the technical expertise necessary to protect their \$20,000 septic system and the good health of their neighbors. These rules say, indirectly, there is no significant value in hiring a trained professional to keep your system in tip-top shape.

I guess all those continuing education classes pumpers attend and the 20 or 30 years of experience in the field many of you have are not so important after all. I guess a homeowner with little knowledge about onsite systems and little motivation to find – and therefore have to pay to repair – a problem is a suitable replacement for professional diagnostics.

Of course, that is absurd. You and I know the skills to detect issues with a septic system aren't developed overnight. It takes years of training and experience to build these skills and a significant investment in equipment to perform thorough and reliable inspections. This is your livelihood and your profession, and you take pride in your expertise.

You and I know the skills to detect issues with a septic system aren't developed overnight. It takes years of training and experience to build these skills and a significant investment in equipment to perform thorough and reliable inspections.

Beyond that, your work is insured, which should give customers further confidence that their systems are being well cared for. What confidence are most homeowners going to have in their own self-inspection? Would most truly believe their look into a full septic tank is going to replace – or even adequately delay – a professional examination?

CUSTOMER EDUCATION

It seems odd that at a time when concerns about pollution and public health are ramped up on many fronts, local and state governments are looking for ways to slack off on oversight of backyard wastewater treatment systems. With so many aging systems, and with the complexity of many new systems going in the ground, the last thing regulating bodies should be doing is certifying untrained people as inspectors.

It's a great idea to involve homeowners in the care and upkeep of their septic systems. Consumer education is a vital component in extending the life cycle of a personal wastewater system. Pumpers everywhere are looking for ways to improve customer education programs because they know the value of an informed user.

And I would allow that a few high-functioning do-it-yourself homeowners would be up to the task of performing a legitimate inspection with training and practice.

But bestowing an official inspection certification to anyone with \$10 and an hour to kill is like handing a badge to Barney Fife and expecting no problems in Mayberry.

UNLOCK THE CASH IN YOUR TRUCK! Own A Truck? Get the cash for whatever your business needs RIGHT NOW!

Loans for \$15,000 - \$50,000 EASY Monthly Payments FAST Cash - Within 72 Hours!

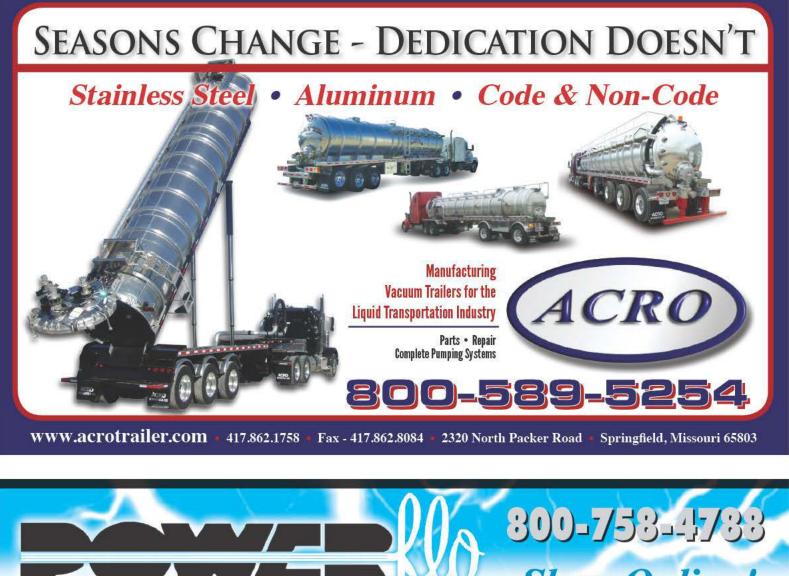
- Portables, Accessories, Etc..
- Taxes, Tax Liens
- Working Capital
- · Repairs, Overhauls, Etc.
- Downpayment On New Equipment

If you own a truck, we loan you money on your collateral - it's as simple as that. There's no need to be worried about past credit problems or even bankruptcy, we help small businesses just like yours every day!



Call Today And Access The Cash In Your Vehicle! Toll Free: 800.932.2274 ext. 110 Or: 484-678-8030 Email: jcosgrove@cagcorp.com | Web: www.CAGTruckCapital.com

We Finance Trucks Too!





POWERFLO PRODUCTS INC. • 5573 Market Pl. • Cypress, CA 90630 • Phone: 562-997-0720 • Fax: 562-997-0724

HOW DO YOU LIKE YOUR SAVINGS? WFT OR DRY?

<complex-block>



SAVE \$\$\$\$\$ ON DEODORIZERS IN EXCLUSIVE FRAGRANCES

Our Fragrance of the Month discount deodorizer program offers you a choice – either BlueWorks, our most powerful liquid deodorizer; or DriPax, our water soluble, portion-controlled product. It's your choice and the savings are BIG! Just call **Cindy** at **(800)241-7951** or your PolyPortables division manager for details.

All purchases from Green Way Products qualify for Blue Bucks. Like money in your pocket, Blue Bucks spend like cash on PolyPortables or Green Way Products.



99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800) 241-7951 or (706) 864-3776 • Fax (706) 864-8111 • www.polyportables.com

Only PolyPortables offers high-performance Green Way Products

TOILET DEODORIZERS • TOILET CLEANERS • AIR FRESHENERS

All Green Way deodorizers, cleaners and air fresheners are earth-friendly, people-friendly products. They are developed and manufactured in our facilities in Dahlonega, Georgia by Green Way Products, a PolyPortables sister company.



The Power of Testimonials

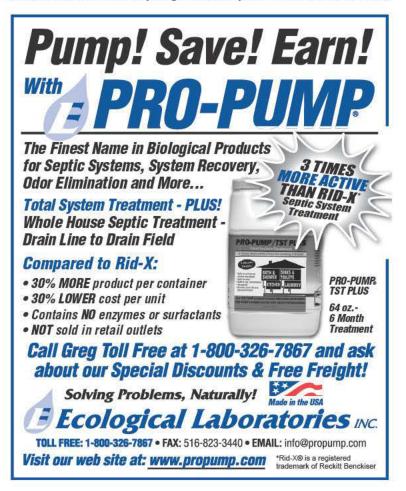
A customer's positive report about your services is marketing gold. Here's how to mine it.

By Pam Lontos

Which are you more likely to believe: a company representative telling you how great their product or service is, or a recommendation from another person about how it worked for them? If you're like most people, the words from a fellow consumer pull a lot of weight when making a buying decision. That's why no matter what product or service you're selling, you need to use testimonials from satisfied customers in every ad and marketing piece you create.

One of the main reasons why people don't buy something is that they're fearful of making the wrong decision. So when they see a product or service endorsed by someone else – someone in their same situation – fear is minimized. Therefore, testimonials are a great way of influencing others to feel comfortable about calling you for septic or portable restroom service.

Unfortunately, few business professionals actively seek customer and client testimonials. They mistakenly wait for people to give them testimonials, and when they do get them, they don't know how to use them



effectively. In reality, getting and using a list of strong testimonials is easier than you think. The following tips will help you land testimonials to increase your profits.

GET THEM

Choose satisfied customers.

The best testimonials are written by people who are similar to your ideal customer. Therefore, be specific about who you solicit a testimonial from. Look over your customer files and choose people who exemplify the best case scenario for your product or service. Say to them, "I'd love for you to share your experience with my service. Would you please write a short testimonial?" Most people will cheerfully say yes. Since you want more happy customers just like these, let their words sell for you.

Offer to write the testimonial.

Often, if someone declines your request to write a testimonial, it's because they're too busy or feel they don't have adequate writing skills. In that case, offer to write the testimonial for them. Simply say, "I'll be glad to write the testimonial for you. Just tell me what you'd like to say about the product. You can review what I write and we can use it as is or you can change it." Most people will leave the testimonial as is.

Review notes and correspondence.

Chances are you're sitting on a pile of testimonials and don't even know it. Go back through your past emails and correspondence from customers and clients. Are there a few nice sentences in some of those messages? If so, ask the person if you can use their words in your marketing materials. They'll often agree.

WRITE THEM

Show results.

Whether you write the testimonial or your customer does, it needs to specifically show what results the person experienced from the product or service. A testimonial that simply says what a wonderful company you have or how nice you are is not saying anything meaningful for the reader. A specific testimonial will speak to results, for example: "Dick Smith's Pumping saved my septic system." "Joe's contracting remodeled my kitchen for \$2,000 less than other bidders." "Jones and Johnson CPA Firm reduced my tax liability by 30 percent." The more specific a testimonial is, the stronger it sells for you. Specific testimonials help people feel safe about the purchase.

Keep it short.

Each word of the testimonial should have value. If someone writes you a page-long testimonial, edit out words that don't directly address the end





result he or she received from your service or product. This doesn't mean you change the meaning of what someone writes; you simply edit out the parts that don't contribute to the message. For example, if someone writes a page about everything your company did to help them save 30 percent on their heating and cooling bills, you can condense it to one sentence: "As a result of ABC Co.'s inspection of our home, we saved 30 percent on our utility bill." Often, the more words you take out, the stronger the testimonial becomes.

Each word of the testimonial should have value. If someone writes you a page-long testimonial, edit out words that don't directly address the end result he or she received from your service or product.

Include a name and title when possible.

Rather than attribute your testimonial to "John S., Nebraska," use the person's real name, company name, title, and/or location whenever possible, as in "John Sanders, salesperson at Acme Co.," or "John Sanders, Omaha, Neb." This makes your testimonial more believable. Most people will be happy to include their full name and other information, because the strongest human desire is to feel appreciated and recognized.

USE THEM

Include a testimonial in marketing.

Whether you're doing a print, online, radio or TV ad, be sure to include some testimonials. For print, it's best to have testimonials stand alone from the text rather than try to weave them into the ad copy. For radio and TV, either the announcer or an actor can recite the testimonial, or if your customer is agreeable, have him or her appear in your radio or TV spot to give the testimonial personally. Other marketing pieces that should feature your testimonials include your website, brochures, direct mail pieces, postcards, billboards, newsletters and even social media updates.

Keep a file.

Each time you receive a kind letter from a customer or client, highlight the key parts (the parts that state benefits to the customer), put the letter in a clear plastic sleeve, and compile it in a binder. Keep this book or binder of testimonials in your store or office for customers to browse while they're waiting. Or, if your business is online, create a page where you feature all your testimonials. There's no limit to how many testimonials you can include in your book or on your page. If you get a lot of foot traffic at your business, frame and display some of the best testimonials.

THE ULTIMATE SALES TOOL

The next time you're writing copy for an ad or marketing piece, go to your testimonials. It's always better when someone else sings your praises, so let your customer sell for you. The sooner you start using testimonials in every marketing message you create, the sooner you'll realize that testimonials really are the ultimate sales tool.

LELY **Commercial Wastehandling Equipment**

Put Our Experience to Work for You

Aluminum Tanks • Full Open Door Hoist Tanks ASME DOT 407/412 Code Tanks

- Standard and custom tanks
- Carbon steel and aluminum available
- (400 6000 Gal.)
- A tradition of reliable service
- Large range of sizes
- Complete line of parts



- Maxforce engine 330 HP
- 10-speed transmission
- Aluminum fuel tank
- Aluminum wheels
- Chrome sun visor
- Chrome bumper
- 3560 gallon steel tank
- 4" front pumping ♦ 4" inlet
- ♦ 6" discharge Jurop vacuum pump 500 plus CFM
- Air shift PTO
- 2-Toolboxes

Call for Special Pricing!

Portable Toilet Trucks

Available On All Models

- Hot Shift PTO with Automatic Transmission
- Balanced PTO Axle
- Heavy Duty Toilet Carrier
- Trailer Hitch
- Spring Rewind Reel (Optional Dual Service)
- 2" Bucket Quick Fill Driver Side Work Station
- Dual Side Tool Box
- Electric Water Pump 40 PSI 6 GPM
- (Air Pressurized Optional)
- Coated Water Compartment
- Full Set of Working Lights
- 50 ft. Water Hose with Nozzle Vacuum and Pressure Relief Valve

Truck-Lite Lights



We are pleased to announce we are entering a joint program with Lilley International to offer a new program that will offer RENTAL UNITS for septic and portable toilet, also RENT-TO-OWN. Check with us on very attractive finance rates

Lely Manufacturing, Inc. P.O. Box 789 Wilson, NC 27893 800.334.2763 sales@lelyus.com

-partners in wastehandlingwww.lelyus.com



If it will Floc, it will work.

ITRDewatering.com or call: 317-539-7304



their events for over 52 years

The TSF Company Inc. | 2930 S St. Phillips Rd. | Evansville, IN 47712 Toll Free: 1-800-843-9286 | 812-985-2630 | Fax: 812-985-3671 E-mail: tsftuffjon@sbcglobal.net | Web Site: www.tuff-jon.com











CALL TO ORDER TOLL FREE 866-872-1224 www.varcopumper.com

7P12

Maryland legislature votes to double 'flush tax'

By Scottie Dayton and Doug Day

The "flush tax" in Maryland is set to double after both houses of the state legislature passed bills this year. The \$30 annual fee will increase to \$60 to fund programs to protect the Chesapeake Bay, including wastewater treatment plant renovations, septic system upgrades, and cover crop programs to help farmers prevent soil erosion. A new provision of the tax exempts areas where wastewater is not discharged to the Bay.

The tax was instituted in 2004. The fee is paid on sewage bills for those on municipal systems or on property tax bills for those who have septic systems. An amendment that would end the tax in 2030 was defeated in the Senate. Before the most recent session, a legislative committee recommended tripling the fee to \$90 by 2015.

The legislature passed another plan from Gov. Martin O'Malley designed to further protect the Chesapeake Bay. Counties will have to develop a fourtiered system to control where septic tanks can or cannot be used. The bill was amended to put that power in the hands of the counties rather than the state, and it prevents the state from overturning county plans.

GEORGIA

The Georgia Onsite Wastewater Association worked with legislators to delay for two years the implementation of the Department of Natural Resources land application and permitting rules. The postponement gives members and lawmakers time to rewrite the language before the rules become effective in July 2014.

Association members stated that the new rules were expensive and harsh and would force many out of business because they could not afford to comply. The rules also made it more difficult to dispose of septage. GOWA president Dart Kendall spent two days at the state Capitol discussing the problem with legislators and winning support for the delay. GOWA lobbyist Bruce Widener worked with them to draft the amendment.

COLORADO

The oil boom in the northern U.S. is prompting at least one county in Colorado to investigate illegal worker camps – temporary dwellings for workers who can't find housing. According to the *Denver Post*, an overflowing septic tank at an RV park in Weld County revealed its owner may have been renting illegally. The newspaper reported that 11 modular trailers housed six to 10 people each, and others were living in 36 smaller RVs. County officials say oil and gas workers are welcome, but there is enough available housing for those who want to rent or buy.

INDIANA

Fears that some homes damaged or destroyed by spring tornadoes could not be rebuilt until their septic systems were updated have been calmed. A disaster declaration made recovery funds from the Federal Emergency Management Agency (FEMA) available to residents in five counties. The funds will help pay for septic repair and replacement; homeowners and renters also could apply for housing assistance while their homes were repaired or rebuilt.

Counties will have to develop a four-tiered system to control where septic tanks can or cannot be used. The bill was amended to put that power in the hands of the counties rather than the state.

IOWA

The state Department of Natural Resources is considering several changes to its regulations covering private sewage disposal systems. A public notice of the rulemaking states no significant changes were proposed. Updates to the Iowa Time of Transfer rules for septic systems were designed to "simplify the inspection process" in accordance with a 2010 law, according to the notice. Other technical changes were intended to improve consistency and uniformity.

MICHIGAN

Five counties have teamed up to develop regional septic system regulations to protect waters around Saginaw Bay of Lake Huron. Bay, Tuscola, Huron, Arenac and Iosco counties make up the Saginaw Bay Coastal Initiative.

The regulations now in development would rank septic systems by age, require permits for installation and operation of systems, and mandate regular inspections. Bay County has established a low-interest loan fund to help homeowners repair faulty systems, and other counties hope to develop their own programs.

DELAWARE

Changes to Delaware's onsite wastewater rules are under consideration following a public comment period and hearings. The changes include expanded requirements for large onsite systems above 2,500 gpd, incorporating rules for spray irrigation and rapid infiltration basins, and new licensing requirements. Work on the revisions began with workshops for interested parties in 2009. ■

Rules and Regs is a monthly feature in *Pumper*. We welcome information about state or local regulations of potential broad interest to onsite contractors. Send ideas to editor@pumper.com.

TRANSPORT TRUCK SALES, INC. Ask for Scott or Frank – 888-395-7551 After hours call Scott at 816-590-4076



What Does It Take To Be A "Qualified Chassis"?



Pass a D.O.T. certified inspection!

Pass the warranty inspection!

What Does All This Do For You?

 Nationwide drive train warranty for
 2 years/ 200K miles! (restrictions apply)

 A tough truck that is ready to work as hard as you do!

YOUR TRADES ARE WELCOME!

Searching For A Brand New Chassis? We Have Them In Stock!

TransportTruck.com



2005 Volvo VNL64T, Cummins ISX 500 HP, 10 spd, jakes, AC, double framed, low miles, **new** 3360 gallon steel vac tank, **new** liquid cooled HXL-400 Masport pump. Call For Pricing!

2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY



2002 Freightliner FL-112, Cat 410 HP, 10 spd, jakes, 18# fronts, AC, double framed, low miles, tri axle, **new** 4200 gallon steel vac tank, **new** liquid cooled HXL-400 Masport vac pump. Call For Pricing!

2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY



2005 Freightliner M-2, Cat 210 HP,6 spd, AC, low miles, new 1870 gallon steel vac tank, new Jurop PN-84 vac pump. Call For Pricing!

2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY



1999 Freightliner FL-112, CAT C12 410 HP, 10 spd, jakes, AC, double framed, low miles, **new** 3360 gallon steel vac tank, **new** liquid cooled HXL-400 Masport pump. Call For Pricing!



2007 Peterbilt 385, C-13 Cat 430 HP, 9 spd, jakes, AC, new 3360 gallon steel vac tank, new liquid cooled HXL-400 Masport vac pump. Call For Pricing! 2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY



Multiple New 5460 gallon vac trailers, IN STOCK, inner lining, full cat walks, spring susp. or air ride susp., full hose trays, 50# lb susp., 11R24.5 tires, NVE, Fruitland and Jurop pumps IN STOCK as well!

Delivery Available Anywhere in the Lower 48!!

Carbon Steel Single & Tandem Axle ON THE GROUND. IMMEDIATE Delivery.

2011 International 7500 - 58,000lb. GVW MaxForce 10 - 350H.P. 3600 Gallon 'Carbon Steel' Aluminum hose trays Masport 400 CFM Water Cooled \$122,715





2012 International Maxforce 7 - 260 H.P. 2500 Gallon 'Carbon Steel' Aluminum hose trays Masport HXL15 pumping package, 4" inlet, 6" discharge and 48" toolbox. 694.235

DELIVERY ARRANGED

'ri State Tank (ts' Contact Phil Hodes 888-281-9965

FINANCING AVAILABLE •

Fax: 913-279-3151 • phodes@tristatetank.com • www.TriStateTank.com



Skid Mounted Aluminum Slide In

Additional tank sizes and pump options available.

TST712PMR



PARTS

THE #1 BEST SELLER



Get Unsurpassed Performance with the Best Deodorizer Money Can Buy

Porta-Pak sells the most because of advantages the competition can't match!

• THE STRONGEST ODOR CONTROL.

Powered by advanced **WAVE2** Technology developed by the Walex R&D Group, delivering customer satisfaction around the world.

NON-STAINING COLOR.

Deep, dark EVERBLUE color that never stains surfaces - beware of cheap, staining dyes in other products.

• THE SAME GREAT PRODUCT EVERY TIME.

Our manufacturing process ensures product consistency, so you always know you're getting the best for your money.

See for yourself why Porta-Pak is the #1 best selling portion control product worldwide!

Other Great Portion Control Products from Walex





Week-Long Odor Control for Mild Climates



PORTA-TAB®

Quick-Dissolve Holding Tank & Waste Treatment Tablets (Available in standard and Porta-Tab XL sizes)



BIO-PAK[®] Natural Enzyme Holding Tank Deodorizer & Waste Digester



800.338.3155

WWW.WALEX.COM

PUMPER PROFILE

Bayou **BŘEAK-**THROUGH

Louisiana's Event Restroom stakes its claim to local film work and the biggest high-profile parties in Cajun Country, and asks for more!

By Peter Kenter

🖰 till a young company, Event Restroom has built on its strengths in New Orleans and Lafayette, La., by recognizing and capitalizing on new opportunities that make the most of the company's existing expertise.

The family company provides a broad range of portable sanitation services to clients ranging from wedding parties to sporting and special events, the construction market, military bases, film productions and disaster response teams.

"I grew up in the rental business," says Event Restroom president Steve Young. "My dad ran a general equipment rental when I was in college and among the things he rented were tents and party supplies, a business he sold to my brother Richard in 2002."

In 2005, Steve Young bought two Wells Cargo restroom trailers with the intent of providing luxury restroom service. Early on, he used the trailers to support the movie crews working on the Denzel Washington film Deja Vu, which was shooting in New Orleans.

HURRICANE KATRINA

Weeks later, Hurricane Katrina devastated the city.

"There's no doubt that I was in the right place at the right time to help," Young says. "The movie schedule was rolled back and I put the two trailers into service for disaster relief, bought three other Wells Cargo trailers and rented more from others." Young slept in a parking garage in the weeks after Katrina and learned how to manage his fleet of equipment.

At that point, Young outsourced the servicing, but the following year, as New Orleans recovered, he invested in his first vacuum service truck, a 2003 Ford F-550 flatbed with a Best Enterprises 900-gallon waste/100-gallon freshwater tank.

"My wife (Robin) and mother (Diane Schaefer) would service the trailers and I would pump them out," Young says. "We did all of the work ourselves until we started to hire employees in late 2006."

Steve Young, president of Event Restroom, is shown at the New Orleans Jazz and Heritage Festival. (Photos by Sean Gardner)



Profile Event Restroom, New Orleans, La.

OWNER: Steve Young FOUNDED: 2005 MARKET AREA: Louisiana, Texas, Mississippi, Alabama, Florida SERVICES: Portable sanitation, site services Louisiana **EMPLOYEES: 23 AFFILIATIONS:** American Rental Association. Portable Sanitation Association International, New **Orleans Convention & Visitors Bureau, Louisiana Emergency Preparedness** Association, Gretna Economic Development Association, National Association of Wastewater Transporters, Home Builders Association, Association of Builders WEBSITE: www.yourrestroomdelivered.com

A state tax credit system for motion picture production provided the business with a steady stream of trailer rental income.

"I met all of the different location managers and it became a big industry for me," Young says. "There's a lot of competition, but it all comes down to service. New companies usually try to chip away at the business



by lowballing it, but our service always brings the client back to us." Over the years, the company has provided service to productions including *The Curious Case of Benjamin Button, Green Lantern,* and *G.I. Joe: Retaliation.*

BURGEONING INVENTORY

As Young moved further into the film industry, he was asked to provide not only restroom trailers for the location department but restrooms for construction when crews built sets.

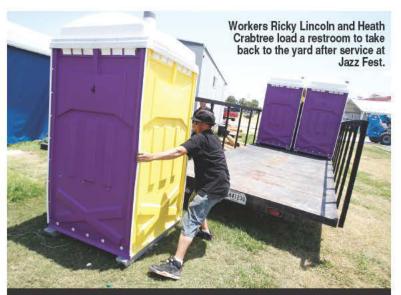
"At first I didn't want to do (single restroom units), instead subbing all of the contracts to friends in the industry," he says. "But that also made me dependent on others to bid on the large festival contracts. It was inevitable I had to get into portable toilets simply out of fear of losing any of the business that transpired from festival activity."

The company currently sources restroom and shower trailers from a variety of manufacturers, including JAG Mobile Solutions, NuConcepts, Wells Cargo, Advanced Containment Systems Inc. (ACSI), Ameri-Can Engineering and Forest River. Its largest festival trailers are 53 feet long and serve up to 20 users at a time. A large stock of hand-wash stations and restrooms come from PolyPortables Inc. These include units with running water, ADA-compliant models and upscale Ambassador models.

Storage space isn't a problem. The company's five-acre yard in Gretna is minutes from downtown New Orleans. Another seven acres owned by Richard Young is available when needed.

EMERGING MARKETS

Natural disasters again sparked a call for Event Restroom services in 2008, with the arrival of hurricanes Gustav and Ike. The company was one of the primary suppliers of restroom and shower trailers, tents, generators, lighting, pump service and potable water to the National Guard, government agencies such as the Federal Emergency Management Agency and others.



Diversification is key for Event Restroom

Event Restroom, based in New Orleans, La., is in the process of purchasing a yard in Baton Rouge, La., to house a new location to focus primarily on oil refinery business and roll-off containers. And president Steve Young's latest enterprise is a partnership in the development of a wastewater treatment plant on the site of a former ethanol refinery in Port Sulphur, an hour southeast of New Orleans.

"The site will be able to handle anything from oil and water separation to industrial wastes and bilge water using multiple treatments from activated sludge to oxidation ponds," Young explains. "We may become the only portable toilet rental company in the state with a private sewage treatment plant large enough to handle a small city as well as reclaim and process oil."



The business expanded to Lafayette, about two hours to the west, in 2009. The Lafayette location provides service to a range of festivals and special events, including Festival Internationale, Downtown Alive, and the Louisiana Cattle Festival.

The company operates a third yard in Hattiesburg, Miss., a storage facility serving rapid emergency deployments in the area and providing a safe harbor to get equipment out of harm's way during hurricanes.

Event Restroom again found itself assisting in disaster response in the spring of 2010 as BP's Deepwater Horizon oil spill spread across the Gulf of Mexico to the Mississippi Delta.

FESTIVAL CRUNCH TIME

The company's two busiest months are April and October. "That's when we have the least amount of rain and the prettiest weather," Young says. "That's also peak season for us because of a combination of regular festivals and serving our traditional clients."

Last October saw Event Restroom working at music events including Gretna Fest and Voodoo Music Experience. The spring season is busier still. In March and April, the company worked at Mardi Gras events, the PGA's Zurich Classic of New Orleans golf tournament, the New Orleans Jazz and Heritage Festival (Jazz Fest) and the Festival International de Louisiane in Lafayette – the latter three festivals overlapping.



There's a lot of competition, but it all comes down to service. New companies usually try to chip away at the business by lowballing it, but our service always brings the client back to us. Steve Young

Steve and Robin Young

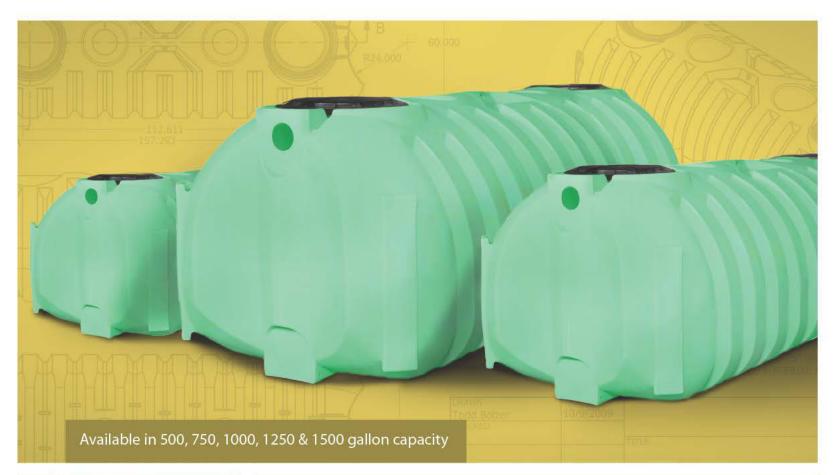
"In April, we need to triple our staff size to about 60 people, just to handle all of the business," Young says. "We recruit family members, friends and others to fill all of the positions we need to handle the peak season."

Jazz Fest is the crux of April's schedule. The event takes place over two extended weekends at the New Orleans Fair Grounds and entertains crowds of up to 200,000. Event Restroom has been working the festival for four years, but 2012 marked the first time the company took on the entire contract.



Strength, Convenience And Value

Introducing Norwesco's New Low Profile Septic Tanks





Rotationally molded rugged one-piece tank with no seams to leak

No assembly required, reducing installation time and effort

No special backfill or water filling required during installation, making tanks ideal for difficult installation sites

🔠 NORWESCO

800-328-3420 www.norwesco.com



Technician Willie Dixon Jr. pumps out the holding tank of a PolyPortables restroom at Jazz Fest.

The company provided more than 500 restrooms, including 100 units for restaurants, food and arts and crafts vendors, as well as seven restroom trailers, two 53-foot restroom trailers, a VIP trailer and 100 to 150 holding tanks. Crews worked 8 p.m. to 2 a.m. servicing equipment around the outside of the venue at bus stations and other event-related areas.

SCREEN WASTE, THEN DUMP

"Servicing can be a real problem, because at these events there's more trash in the toilets than in the trash cans," Young says. "We have to pump out everything from beverage cups to T-shirts, which we pass through a screening system before taking everything to a specific location on site where we dump.

"We have an agreement with the city to dump all of the waste on site. We take three or four trucks and have them off-load at one time. The trucks fill up so fast, you really have to have your systems in place or it will drag out all night."

The PGA event overlaps the first weekend of Jazz Fest, requiring 120 portable restrooms, 10 to 12 restroom trailers and 10 holding tanks.



Technician Carlos Arita attaches a hose to the tank of his service vehicle during the New Orleans Jazz and Heritage Festival.

All of Gretna's 10 vacuum trucks are in service during the peak period. The trucks include International, Ford, Kenworth, Peterbilt, Isuzu and Chevrolet with steel and stainless steel tanks by Best Enterprises, Crescent Tank Mfg. and Keith Huber. A Ford F-250 and F-350 delivery truck are converted to vacuum service using Best Enterprises slide-in tanks. A Kenworth T-800 carries a 3,000-gallon potable water tank. Masport and Conde (Westmoor Ltd.) pumps provide vacuum for all Event Restroom trucks.

With additional trucks subbed from other contractors, Event Restroom devotes 12 rigs to Jazz Fest and the PGA event.

The Lafayette location operates a Chevy Silverado 2500 and Ford F-550 with Best Enterprises tanks and an FMI Truck Sales & Service vacuum trailer. Lafayette also supports the New Orleans office for the second week of Jazz Fest.

The company bids on contracts in neighboring states and farther afield. It has taken restroom trailer contracts at the South by Southwest music festival in Austin, Texas, and in Tuscaloosa, Ala., in Sturgis, S.D., and even an Audi dealer meeting on Alcatraz Island off San Francisco. Young says bidding on long-distance contract requires effective partnering with other portable sanitation providers.

"This is random stuff and requires cooperation with other companies in the area who can service the trailers, just as we would for them," Young says. "It's all about everyone trying to make a little money, instead of being greedy."

EXPANDING ORGANICALLY

Event Restroom continues to expand organically from areas where it's well established. It now offers generators, for example, to service events where trailers are located away from traditional power sources.

"We're also finding that clients in the festival, special events and construction fields use a lot of portable fencing, so we're now providing that as part of the package," Young says. "On construction contracts, we're also often asked if we can supply roll-off containers and garbage trucks, and it also makes business sense for us to enter that market because the organization, delivery and paperwork are similar to what we already do."

Event Restroom employs a sales staff of three. Dylan Langdon, vice president of sales, handles large-scale events and special projects. Jamie Verdin handles film and television sales and assists in office operations. Gene Duncan is devoted to expanding the company's construction business.

The company also develops business through NOLA Marketplace, a New Orleans-area business directory.

"Although we know we get a large amount of business through the website, we haven't yet analyzed exactly how many clicks turn into business for us," Young says. "Even though we're extremely busy, we still want to be



MORE INFO

Advanced Containment Systems, Inc. 713/987-0336 www.acsi-us.com

Ameri-Can Engineering 574/892-5151 www.ameri-can.com

Best Enterprises, Inc. 800/288-2378 www.bestenterprises.net (See ad page 73) Conde 800/367-0972 www.westmoorltd.com (See ad page 63)

Crescent Tank Manufacturing 585/657-4104 www.crescent-tank.com (See ad page 6, Eastern Regionals)

FMI Truck Sales & Svc. 800/927-8750 www.fmitrucks.com Forest River, Inc. www.forestriverinc.com

JAG Mobile Solutions 800/815-2557 www.jagmobilesolutions.com

Keith Huber, Inc. 800/334-8237 www.keithhuber.com (See ad page 48)

Masport, Inc. 800/228-4510 www.masportpump.com (See ad page 3) NuConcepts 800/334-1065 www.nuconcepts.com (See ad page 72)

PolyPortables, Inc. 800/241-7951 www.polyportables.com (See ad page 65)

Wells Cargo, UltraLav 877/301-3837 www.ultralav.com

A lot of operators are one step away from making it up to the next level, but they get scared and back off. If you see a contract opportunity, really analyze that inventory and see where you fall short, sub-rent if you have to, and if you're looking at a three-year event contract, buy that next truck or trailer. **Steve Young**

able to differentiate between the work we get from the Internet and through word-of-mouth."

BUILD THE BUSINESS

Young's advice to smaller contractors who are looking to expand?

"A lot of operators are one step away from making it up to the next level, but they get scared and back off," he says. "If you see a contract opportunity, really analyze that inventory and see where you fall short, sub-rent if you have to, and if you're looking at a three-year event contract, buy that next truck or trailer.

"Do what it takes to get the business," he offers. "You may not make money in the first year of the contract, but by year two it should turn profitable and give you the boost you need to grow your business."



Steve Young, president of Event Restroom, is shown with his crew (from left) Carlos Arita, Heath Crabtree and Ricky Lincoln at the Fair Grounds Race Course & Slots during the New Orleans Jazz & Heritage Festival.

WHEN RELIABILITY MATTERS... YOU SHOULDN'T HAVE TO WORRY.



Just as a chain is only as strong as its weakest link, so too is your powertrain and its geardrive. To ensure worry-free performance, make sure you request a Superior Gearbox. Since 1975 we have used our talents and expertise to set performance and reliability standards in the mobile liquid pumping industry.

YES, THERE IS A DIFFERENCE.

Of course there are cheaper alternatives, but do you really want to trust a cheap, unproven gearbox to drive your powertrain? We've developed a proud reputation as the premiere geardrive manufacturer; and truly superior mobile liquid pumping equipment like yours requires truly Superior gearboxes like ours...plus, we eliminate your worries.



superiorgearbox.com

- AUTHORIZED DISTRIBUTORS:

National Vacuum Equipment | Traverse City, MI | 800.253.5500 | www.natvac.com Masport Incorporated | Lincoln, NE | 800.228.4510 | www.masportpump.com

FRUITLAND VACUUM PUMPS



Associates

Eliminate your problems and your competition with one easy package.

All you do is bolt it on, hook it up and go to work. It's that easy!

Available for RCF 500 or RCF 370 packages in diesel, angle gear box or hydraulic drive.

Fruitland Tool & Manufacturing

"Committed to Quality, Reliability and Guaranteed Performance"

Contact us today:

1.800.663.9003 Visit us at www.fruitland-mfg.com for more info.

WITH IMAGINATION

Wee thank Lance Petrasek for letting us equip his truck with a 3600-gallon tank and NVE 866 vacuum pump.

SPRING MOUNTS

Best Heavy-Duty Portable Toilet Trailers on the Market 24 ft....⁵8,800 28 ft....⁵9,100 34 ft....⁵9,990

Our customers are pleased with the time they save loading and unloading toilets.



Let us design and build a unit to your custom specifications.

Join us on Facebook!





TRUSTED IN OVER 80 COUNTRIES Providing Millions and Millions of Services Every Year!



Whether you are in need of septic system treatment or portable toilet deodorizing packets J&J offers a wide range of innovative solutions such as NuTank and Propaxx that will provide powerful and effective results.

Call today to experience the J&J advantage...It's real!

Learn more about J&J's Quality Deodorizers, Fragrances & Guaranteed Prices Today! **1-800-345-3303** • www.jjchem.com • sales@jjchem.com





YOU DESER ONAL YOU DESERVE IMPERIAL **DESIGNED AND MANUFACTURED IN STEEL - ALUMINUM - STAINLESS**

Thank you Bill from IMS Environmental Services for your order

Available

Aug

Thank you Larry from Torti Septic for your order

CO

GALLON TRAII



Instant view with Smart Phone's **OR Code Reader** Don't Have a smart phone call 800-558-2945 for details

A FULL LINE OF **VACUUM PUMPS & PARTS** AVAIL ABL



Allen Luebbe 800-236-2044 ext. 4104 allenl@midstatetruck.com

USED STERLING 3600 GAL ALUM USED STERLING 3600 GAL STEEL CALL FOR FURTHER DETAILS ON STOCK UNITS 2012 PETERBILT 2500 GAL ALUM CALL FOR PORTABLE RESTROOM SPECIALS

2012 PETERBILT 4000 GAL ALUM ALSO AVAI LABLE **PORTABLE SERVICE UNITS - RESTROOMS - SINKS - SANITATION STANDS**

www.imperialind.com

THE PROUD TRADITION CONTINUES...



MING IN AUGUST

CALL FOR DETAILS

READY FOR DELIVERY

2002 STERLING 3200 GAL STEEL DOT

jim@imperialind.com

Randy Tischendorf randy@imperialind.com

Coagulants and Flocculants for Septic, Grease, Municipalities and Industry · Dewatering polymers for all dewatering equipment All forms: Dry and Emulsion EARS. Variety of packaging sizes to meet customer needs Both East & West coast shipping points · Expert technical staff · Specific solutions for our Save Money • Save Time • Save Polymer customers Agua Ben Corporation A Call Toll-free: B 1390 N. Manzanita St. • Orange, CA 92867 771.6041 www.aquaben.com • sales@aquaben.com



The Standard of

4

The contemporary designs of our portable restrooms give you a unique opportunity to stand out from a crowd with a variety of color options and an elliptical shape design that exudes integrity and strength. On the inside, luxury items come standard with a hover handle, oversized stainless mirror, self-draining nonskid floor, shelves, coat/purse hook and a rugged large capacity tank with stylish sloping lines to keep the tank top dry and clean-all accessible through the largest door opening in the industry! Five Peaks offers a full line of portable restrooms, hand washing sinks, support products and accessories.

Give us a call today at 866.293.1502 for a free quote on our stylish and affordable units.



866.293.1502 www.fivepeaks.net

Get Off the Phone

Federal cellphone ban for commercial drivers carries hefty fines and stricter CDL rules likely will be adopted at the state level

By Doug Day

alking on most cellphones is being banned for drivers of all commercial vehicles in the United States – all 4 million of them. If the law doesn't apply to you right now, it will within three years, according to Bob Kolvey, safety director for Motor Carrier Compliance & Safety Co.

Since Jan. 3., it has been illegal in most instances to use a mobile phone while operating a commercial vehicle involved in interstate commerce (across state lines). The rule will eventually apply to all commercial drivers. All states have three years to adopt the rule. Many states have adopted it or already had banned use of phones while driving. So it is important to know the regulations in your state and others where you operate.

Other changes have been made to regulations covering commercial driver's licenses (CDLs), including changes to medical card requirements.

INDUSTRY SUPPORT

The crackdown on distracted driving by the U.S. Department of Transportation is supported by the American Trucking Association. "Studies have shown that actions like texting and dialing a phone can greatly increase crash risk," ATA president and CEO Bill Graves says in a news release. "Taking steps to curb these behaviors holds great promise to improve highway safety."

Tim Frank, president of the National Association of Wastewater Transporters and retired owner of Tim Frank Septic Cleaning Co. of Huntsburg, Ohio, says NAWT hasn't taken a position on the law, but stresses that people need to be aware of it. The association sponsored an Education Day seminar about the new laws at the Pumper & Cleaner Expo last February.

Frank says NAWT may offer a full day or half day at the 2013 Expo covering the cellphone restrictions and other new rules related to CDLs. For instance, CDL laws don't just deal with the weight of the vehicle being



driven. They include the combined weight of the truck and equipment towed or carried.

"We just bought a new jetter, and we have to get the pickup driver a CDL to pull it," Frank says. "Many people don't realize they may not need a license plate for a jetter, but when you hook it to a commercial truck, you may need a CDL for the driver."

Studies have shown that actions like texting and dialing a phone can greatly increase crash risk. Taking steps to curb these behaviors holds great promise to improve highway safety. Bill Graves

SEVERE PENALTIES

The new cellphone law does not require companies running commercial trucks to have a written policy or training programs, but the owners are responsible for drivers' conduct. Employers may not allow or require drivers to use handheld phones.

The fine for violating the new cellphone regulation is \$2,750 for the driver and \$11,000 for the employer, per violation. Drivers convicted of violations twice in three years will be disqualified from operating for 60 days, and for 120 days for three convictions in three years. States also can suspend CDL licenses for multiple violations.

The new law applies only to cellphones – not to company radios or CB radios. In essence, it bans the use of cellphones, including hands-free devices, if the driver has to push more than one button to make or answer a call. "If you have something like Bluetooth that answers and hangs up the phone with one button, then you can use it," Kolvey says. "They want you keeping your eyes on the road."

The law also bans reaching for or holding a phone while driving or dialing a phone, unless it is a hands-free device with voice-activated dialing. Push-to-talk phones, which allow use of cellphones like walkie-talkies, are not allowed because they require pushing a button more than once.

"They want cellphones out of all automobiles, too," Kolvey notes. Though the U.S. DOT doesn't have that power, he expects all states eventually to have

CHECK IT OUT

CDL and commercial vehicle laws vary from state to state. Please consult your state's laws for more specific information. The new cellphone regulations are amendments to the Federal Motor Carrier Safety and Hazardous Materials regulations. They were adopted by two agencies of the U.S. Department of Transportation: the Federal Motor Carrier Safety Administration and the Pipeline and Hazardous Materials Safety Administration. Learn more about distracted driving at www. distraction.gov.

similar cellphone bans. The ATA also supports such a ban. "While the federal government cannot enact such bans for drivers of passenger vehicles, ATA urges all states to follow the lead and take steps to ban these dangerous activities for all drivers," Graves says.

LIFESAVING INITIATIVE

U.S. Transportation Secretary Ray LaHood announced the ban last November, noting that when drivers of large trucks, buses or vehicles carrying hazardous materials take their eyes off the road for even a few seconds, the outcome can be deadly. "I hope that this rule will save lives by helping commercial drivers stay laser-focused on safety at all times while behind the wheel," LaHood says.

The Federal Motor Carrier Safety Administration points out that distracted driver studies have had mixed results, but they do show that commercial drivers are three times more likely to be involved in a crash or other incident when reaching for an object, such as a phone, and six times more likely while dialing a handheld phone.

The National Highway Traffic Safety Administration reports that more than 5,400 people died in distracted-driver crashes in 2009, another half million were injured. It says 16 percent of traffic fatalities in 2009 were related to distracted driving.

MEDICAL CARD CHANGES

In addition to the cellphone rules, changes to CDL medical card requirements became effective Jan. 30. Intrastate or interstate CDL license holders now must self-certify to the state by Jan. 30, 2014. "Interstate drivers must also submit a copy of their medical card so their state Bureau of Motor Vehicles has it on file," Kolvey says.

The new regulations require most interstate CDL drivers to submit the medical card for new, renewal, upgrade, duplicate and state-to-state transfer license applications. The U.S. DOT also hopes to have that information available in a federal database. CDL drivers fall into one of four categories with different requirements:

• Interstate commerce and subject to Part 391 requirements – must provide a federal medical card to your state DMV.

- Interstate commerce and excepted from Part 391 requirements (certain farming and beekeeping activities, school buses and several others) – do not need a federal medical card (your state may require it, however).
- Intrastate commerce must have a federal medical card.
- Excepted intrastate commerce do not need a federal medical card (your state may require it, however).

All CDL licensees should have received or will receive the proper forms from their state. \blacksquare



(Cooper's Glass Cleaner, Cooper's Maintain Metal Polish, Cooper's Aluminum Polish, Cooper's Dressing)

Our aluminum polishing products for the transportation industry are far superior to that of any other aluminum product in the market today! All of our products are **BIO-DEGRADEABLE** and **ENVIRONMENTALLY FRIENDLY!!** Our CTI 503HD is an aluminum cleaner and polisher all in one easy step. It keeps all high polished wheels, fuel tanks, trailers & tankers looking in show quality condition — *A Mirror Shine!* Straight out of the barrel CTI 503HD contains no hydro-flouric acid, therefore, **IT WILL NOT DULL** or whiten any high polished component. Our 503HD will also protect the aluminum from corroding and pitting. It's easy to apply and rinse off with a high powered pressure washer — **COLD WATER ONLY! (3,000 PSI)** Manufacturers that use our CTI 503HD when the trailer is built will enable the owner to maintain this "new trailer look" year after year with proper maintenance and use of our CTI 503HD and other fine soaps.





NUHN INDUSTRIES LTD www.nuhn.ca 877.837.7323

Precision Metered Automatic Oiling 2 Gal. Oil Tank 4 OEM & Distributor Inquiries Welcomed

4" Dual Ports



For a Complete Catalog and Pricing Call 1-800-382-7009



HEAVY DUTY MULTI-PURPOSE

Fits most commercially available:

- Risers
- IPEX PVC Ribbed Pipe
- Corrugated Pipe

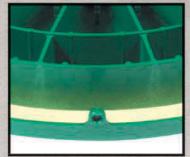
FREE FREIGHT **ON FULL CARTONS!**

LID MAY BE USED WITH OR WITHOUT CONCRETE CENTER



Secured by 6 Vertical and 4 Horizontal Safety Screws. Screws Included.

Corrugated HDPE Pipe



Foamed-in Permanent Polyurethane Gasket.

Corrugated PVC Pipe



Holds up to 70 lbs of Concrete for Added Safety.



Water-TITE™ Vertical and Horizontal Safety Joint Screws



Joint







TUFTITE

Safety Screws

Water-TITE™ Joint





Tuf-Tite®, Inc. 1200 Flex Court, Lake Zurich, IL 60047 www.tuf-tite.com 800-382-7009

© 2010 Tuf-Tite®, Inc All rights reserved



4 Horizontal

Vertical Safety Screws

· Kanaflex® Hose • Quick Coupling Adapters • Brass Valves • Flanges • Jetting and Sewer Hose • Safety Products • Gloves • Rain Suits • Boots • Eyewear • Threaded Couplings • Look no further, for the highest quality Atlanta Rubber products at the most competitive price & Hydraulics Our customers are our main priority. We offer a vast selection of Pumper & We believe in honesty, integrity and fairness and apply those principles Cleaner products to meet across every aspect of our business. The result is a level of customer your specific service you won't find anywhere else. Discover for yourself what sets needs. Atlanta Rubber & Hydraulics apart from the competition. 3" x 25' Green Black Septic Suction Hose -Coupled M X F Aluminum Quick Couplings) Move 1000 Marble Mill Circle, Marietta, GA 30060 Toll Free: 800-282-6272 PH: 770-955-5225 FX: 770-955-2377 Email: sales@atlantarubber.com Value Adding Special Packaging **Custom Assembly Work** DISCOVER VISA Services: **On-Site Troubleshooting** Visit Our Online Store www.AtlantaRubber.com Fabrication

Kanaflex® Hose • Quick Coupling Adapters • Brass Valves • Flanges • Jetting and Sewer Hose • Safety Products • Gloves • Rain Suits • Boots • Eyewear • Threaded Couplings •

People's United Equipment Finance Corp.

A subsidiary of **Pepple's United**

- Industry Finance Specialists
- Industrial and Commercial Equipment Financing
- Manufacturer Programs Available
- Acquisitions Financing

PLEASE CONTACT YOUR LOCAL REPRESENTATIVE

Perry Siler Cell: 231-745-3495 C Area: MN, WI, IL, IN, MI, OH, IA, ND, NE

 JD Magness
 Robert "Bob" Marino

 Cell: 804-694-6183
 Cell: 215-360-1776

 Area: Eastern VA, MD, DC, NJ, DE
 Area: PA, NY, CT, RI, MA, NH, VT & ME

Chris Bisanz Cell: 404-217-4270 Area: North & East GA, TN, KY, SC, MO

D, NE MD, DC, NJ, DE NH, VT & M *Kevin Parry* Cell: 704-650-2635 Area: NC, WV, Western Area: TX, OK, VA. Inside Sales LA. NM, AZ

Bob Pritchett Cell: 205-999-4214 Area: South & West GA, FL, AL, MS, AR

A Premier

Commercial

Finance Company

that specializes in

financing & leasing

equipment in the

Waste &

Environmental

Industries

SERVING THE NEEDS OF

THE WASTE INDUSTRY

FOR OVER 20 YEARS

POWER BOOSTER

Power Booster Sizes:

New Release

3, 4,

Discover how over 30 years industry experience

and proven technology will increase your vacuum truck

performance. By providing limitless vertical lift and

construction make the Power Booster™ the ultimate

pumping solution. Unsurpassed execution in highly

viscous applications.

distance capability, this unit will shorten project time.

Solid engineering coupled with rugged, lightweight

POWER BOOSTER™

Designed to increase the VERTICAL LIFT of liquid waste and sludge and eliminate long hose run obstacles.

PRODUCT USES:

Agriculture Construction Environmental Mining Municipal Waste Marine Onshore Drilling Offshore Drilling Offshore Drilling Sewer & Pipe Cleaning Proudly made in the USA

972.355.0550 • pressurelift.com See our video at www.PressureLift.com



In Stock or Custom Built Financing and Lease Options Aluminum or Stainless Steel 300-6000 Gallon Trailers Many Trucks In Stock





Space-saving restroom trailers, showers, flushing toilets and the latest in interior comfort and décor, as well as water-saving faucets, private rooms and selflowering systems for ease of entrance can provide a profitable option for servicing special events.

Best in Class

The latest luxury restrooms, shower trailers and accessories offer a step up in service and comfort for your special events customers

By Ed Wodalski

ACTIVE DEPLOYMENT SYSTEMS INC.

Super restroom trailers from Active Deployment Systems Inc. have from 30 to 40 restroom stalls inside a 53-foot unit. The 40-stall trailers can be linked to create an 80-station group or node, replacing large groups of individual restrooms. 866/975-4201; www.activedeployment.com.



ALPHA MOBILE SOLUTIONS

The Alpha 2 Xpress from Alpha Mobile Solutions, an economical alternative to the standard Alpha 2 model, includes waste and freshwater tanks, allowing for more than 760 flushes. The 6- by 16-foot trailer has two 6-foot by 4-foot, 8-inch private restrooms. Features include all metal vanities with lockable doors,



solid composite countertops, stainless steel sinks and one-piece, colorcoordinated heavy-duty vinyl flooring. Other features include three roofmounted max air vents, flip-down steps and swing-away grab rails. 877/789-1213; www.alphamobilesolutions.com.

AMERI-CAN ENGINEERING

The Royale Limited Series luxury restroom trailer from Ameri-Can Engineering features private floor-to-ceiling toilet suites with stile-and-rail doors, floating sink tops with under-sink mood lighting and mix-and-match floor plans. Standard features include upgraded framed mirrors and light fixtures, hot water and multi-source music system. 574/892-5151; www.ameri-can.com.



AMS GLOBAL

The Omega J-Series 5ADA restroom trailer from AMS Global features a remote-controlled lowering suspension, JETS vacuum flush toilet system and heavy duty macerating pump that allows for direct sewer connection. The 10,000-pound trailer has a 500-gallon waste tank for up to 4,000 flushes.

Other features include diamondplate steel floor for support and added strength, 16,000-Btu roofmounted air-conditioning unit with heat strip and retractable tongue for a sleek look on site. The insulated trailer has five private rooms, shatterproof mirror, porcelain sink



with metered faucet and LED lighting. The ADA portion includes landing area with winch and easy-storing ramp. 888/574-4222; www.amsglobal.us.

ARMAL

The SCENTBOX portable restroom from Armal features fragrance-scented panels, ensuring a pleasant smell during use. Weighing 185 pounds, the unit has a 60-gallon waste tank and measures 90 inches tall, 43 inches wide and 47.2 inches deep. Scents include Strawberry Field, Apple Blossom, Pinewood trail, Rose Sensation and Vanilla Balm. Features include wind-resistant, heavy-duty spring coil door, overlapping wall assembly with hidden rivets and curved corners for easy grip. Other



features include urinal and drain cover and lodging for the urinal block and three-roll tissue holder. Accessories include recirculating kit, hand-wash and freshwater flush. 866/873-7796; www.armal.biz.

ART CO. LLC

The E20-P restroom trailer from the ART Co. LLC is designed for easy setup and a streamlined appearance. Optional hydraulic jacks enable pushbutton leveling. Steps store beneath the trailer and automatically lock into place when



extended. The 20-foot trailer can accommodate up to four stalls on the women's side with one stall and three urinals on the men's side. Standard features include hidden dump valve, 770-gallon waste tank, unibody frame, integral trailer skirting, 25/16-inch hitch and tongue jack, lockable exterior storage compartments, maple cabinetry, solid-surface countertops with integrated sinks, heat and air conditioning. Upgrades include hands-free faucets, pushbutton flush toilets, pocket stall doors, simulated hardwood vinyl flooring, AM/FM MP3 stereo, heat and winter packages and onboard freshwater storage. 269/435-4278; www.arestroomtrailer.com.

AMAZING MACHINERY Your Equipment SUPERSTORE Since 1995

Complete Details At www.AmazingMachinery.com

2288 Gunbarrel Rd, Ste. 111-151 • Chattanooga, TN 37421

Sewer Camera Repair Center Now Open Call 1.800.504.7435

Custom Drilled 2-25 Orifices

1-800-504-7435



Generators / Air Compressors / Pressure Washers / Trash Pumps

COMFORTS OF HOME SERVICES INC.

The emergency eye wash and shower trailer from Comforts of Home Services Inc. has a 12-foot by 8-foot, 4-inch steel frame, fold-down ramp, tandem axle, 450-gallon waste tank, one-piece aluminum seamless roof and fiberglass wall panels. Options include wash-down package, spray-in rubberized floor, exterior lighting, 400-gallon onboard freshwater tank and heaters. The trailer complies with all OSHA requirements. Additional eye wash and shower station, generators, shower, restroom, break room, office air conditioning and heat are available. **877/382-2935; www.cohsi.com.**



FIVE PEAKS

The Aspen Elite portable restroom from Five Peaks features a freshwater flushing system and hand-washing sinks that incorporates a separate freshwater tank behind the waste tank. The 64-gallon system holds 19 gallons of freshwater and 45 gallons of wastewater. The foot-pump operated flush system provides hands-free usage, while the flip-style tank lid makes for easy servicing. The restroom includes the 21-gallon capacity, footoperated Sierra Forearm hand-wash sink with large basin for complete washing of hands and forearms. The lid flips open for filling and is secured by a



locking latch. Graywater drains directly into the holding tank. The freshwater upgrade is available for all Five Peaks portable restrooms. **866/293-1502; www. fivepeaks.net**.

GREEN WAY PRODUCTS BY POLYPORTABLES

Turbo Series portion control restroom deodorizers from Green Way Products by PolyPortables are available in both a water-soluble, self-mixing dry packet and ultraconcentrated liquid packet. The Earth-friendly and people-safe 1st Gear Turbo DriPax and Turbo Tubes were developed for weekend special events, RVs, buses and cold weather



applications. The self-mixing deodorizer features a biodegradable paper wrap that will not stick in high humidity and provides extra protection from water damage, guards against accidental activation and extends shelf life. All deodorizers are available in two additional strengths to meet specific service needs. **800/241-7951; www.greenwayproducts.net.**

IMPERIAL INDUSTRIES INC.

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



JAG MOBILE SOLUTIONS INC.

The tandem axle nine-station plus ADA restroom trailer from JAG Mobile Solutions Inc. features unisex, ADA compliant, wheelchair access men's and women's restrooms with lowering system for one-step entry. Designed for one-person setup, features include two solid, 8,000-pound retractable axles and



ball-valve toilet in the ADA room. Interior packages include the Versa, Cottage, Fantastic, Commercial or Industrial. Standard features include four stalls with two sinks for women and two stalls, three urinals and two sinks for men, 785-gallon waste tank, aluminum ramp, air conditioning with heat strips, solid surface counters, stainless steel sinks, seamless gel-coat exterior and large internal service area with exterior access. Options include extreme winter package, CD player with iPod connection, HDTVs, aluminum wheels, custom exterior paint colors and hands-free faucets. **800/815-2557; www.jagmobilesolutions.com.**

NUCONCEPTS

Solar-powered, self-contained restroom trailers from NuConcepts are designed for the entry level special events market where space, capacity, electrical or water connections might be limited. Features include 65-gallon



waste and 40-gallon freshwater tanks, incandescent lighting, enclosed stainless steel sink and flushing china toilet. Each restroom offers an average of 125 uses (500 total for a Quad VIP trailer). Options include 110-volt air conditioning, powered roof vents, hot water heaters, interior heaters, power converters and winterization. **800/334-1065; www.nuconcepts.com.**

POLYJOHN ENTERPRISES

The BRAVO heated two-station sink from PolyJohn Enterprises has a 22-gallon freshwater tank with visual levels and hands-free foot pump for 1,408 pumps of water and 60-gallon graywater tank for 350 washes. Other features include 1,000-sheet paper towel capacity and two 30-fluid-ounce soap dispensers. The heated sinks meet sanitation standards for restaurants, agriculture and other industries. The 70-pound (empty) sink has built-in lift handles and siphon port for easy pump-outs. The station fits inside most portable restrooms for transportation. **800/292-1305; www.polyjohn.com.**



POLYPORTABLES

The oversized (5-foot by 5-foot) Boudoir special event restroom from PolyPortables is built to the same dimensions as the wheelchairaccessible Enhanced Access Unit, but also includes a recirculating freshwater flushing waste tank, 22-gallon interior hand-wash station and large wall-mounted mirror. Other features include battery-powered, motion-activated lighting, vanity



shelf, anti-bacterial toilet seat cleaner and multiple coat hooks. Available in 12 colors, options include Koala baby-changing station and trash can. **800/241-7951; www.polyportables.com.**

RICH SPECIALTY TRAILERS

The Cascade seven-station restroom trailer from Rich Specialty Trailers has one stall, three urinals, two sinks with vanity on the men's side and three stalls, two sinks with vanity on the women's side. The floor plan allows for baby changing stations or full-length wall



mirrors. When offered with the Ritz package, features include vessel sinks, water-conserving, self-closing faucets, cherry décor with hardwood trim and cabinet doors, six-panel interior stall doors lined to match the interior. The trailer has an LED light package and 700-gallon waste tank. A winter package and freshwater tank are available. **260/593-2279; www.richrestrooms.com**.

SATELLITE INDUSTRIES

The High Tech II portable restroom from Satellite Industries has a fresh flushing system, stainless steel bowl, internal wash station, overhead solar light, built-in paper towel receptacle and large mirror. A foot pump operates the flushing system and hand-wash station for hands-free, germ-free use. Wider than a standard restroom, the High Tech II features a freshwater reservoir with freshwater for flushing stored in the base. Other features include double-walled, cap-style roof and twin-sheet side walls for added support. **800/328-3332;** www.satelliteindustries.com.



SUPERIOR-SPEEDIE PORTABLE SERVICES INC.

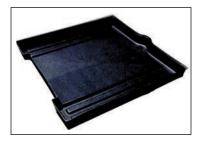
Shower trailers from Superior-Speedie Portable Services Inc. have eight shower heads, two doors and four showers with private changing area on each side. Features include two sinks, mirror and electrical outlets, Corian counter tops, stainless steel sinks, heat and air conditioning, vent fans,



on-demand hot water tanks, onboard freshwater tank and 1,300-gallon wastewater tank. **800/475-0049; www.superiorportables.com.**

TOICO INDUSTRIES

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

















PROUD DISTRIBUTOR OF:



INDUSTRY LEADING INNOVATION & CUSTOMER SERVICE. EXPECT MORE. 800.342.0887 CHANDLEREQUIPMENT.COM

TANK COMPONENTS • VALVES • VACUUM PUMPS



WE DON'T FIX PROBLEMS. WE ELIMINATE THEM

Make Your Next Repair Last By Repairing The Problem, Not Just The Symptoms.

ństoppa

Solutions

Machines break, parts wear down. And it always happens at the worst possible time. Don't gamble on a quick fix that only patches the problem, it will end up costing you more money and opportunities in the long run. Our team of experts will repair or maintain your airmoving or waterblasting equipment (all makes–all models) quickly to keep you going strong for the long haul.

Visit www.fssolutionsgroup.com or call 1-800-822-8785 to find the FS Solutions Service Center nearest you.



Solution

Bill









HOOKS...

- > Several different styles of heat-treated hooks are available
- > Top Poppers are great to open manhole covers
- > The Handy Hooks allow two handed use

PROBES...

- > Insulated, standard, and specialty soil probes
- > Metal shaft sizes: 3/8" round, 3/8" hex, or 7/16" hex
- > Replaceable tips are threaded on and hardened
- > A "slide" allows the handle to pound the shaft into the ground

Celebrating 30 Years of Supplying Quality Equipment

Established 1982

to the EVERYDAY

800-334-8237 keithhuber.com



A Partnership for Success



800.253.5500 | natvac.com

Rising to the Occasion

Targeting upscale customers with top-shelf services, New York's **Elegant Essentials has grown** quickly in lean economic times **By Sharon Verbeten**

anielle Borelli doesn't sell and tell. Her company's client list includes the wealthy and celebrities, but she won't name names. That level of discretion is part of expected customer service, especially when servicing the elite and affluent - a major clientele of Elegant Essentials (a division of HeadMaster Industries), the Hicksville, N.Y. portable sanitation business co-owned by Borelli and her husband, Michael, along with close friends Glenn and Gina Russo.

Careful customer service and carrying topof-the-line products has served the "moms-andpops" company well, even in lean economic times. In just three years, the company has grown steadily, and now has 11 employees and more than 500 restroom units.

Despite their success, portable sanitation was the furthest thing from the minds of the Borellis and Russos just a few years ago.

BEYOND WALL STREET

Michael Borelli and Glenn Russo started their careers trading on the floor of the New York Stock Exchange, eventually becoming partners

Profile HeadMaster Industries/Elegant Essentials, Hicksville, N.Y.

OWNERS: Glenn and Gina Russo, Michael and Danielle Borelli FOUNDED: 2008 SERVICES: Portable sanitation SERVICE AREA: Northeastern New Jersey and Long Island **EMPLOYEES: 11**

New York



WEBSITE: www.headmastr.com or www.elegantessentials.net AFFILIATION: Portable Sanitation Association International

Danielle Borelli, a partner in HeadMasters/Elegant Essentials, is shown on location at a customer's home. (Photos by Darren Levine)

adMaster Industries

try Sanitat

77-495-IOH)

BLENDING WORK AND FAMILY IS A SUCCESS STRATEGY

In the late 1950s, the Del-Vikings had a hit with "Come Go with Me." The young Borelli and Russo children weren't around to hear that song, but they've adapted their own surprisingly similar slogan for their parents' business.

"The kids made up a cheer," says Danielle Borelli, co-owner of HeadMaster Industries/Elegant Essentials in Hicksville, N.Y. " 'Come GO with us!' They do it when they're all together," especially, she says, when they're riding past a jobsite with the company's units.

Borelli's three school-age children, along with Glenn and Gina Russo's two children have adapted well to their families' new service business, for the most part.

"My one daughter, when she found out this was the type of business we were starting, she was a little taken aback," Borelli says. But the kids have gotten used to it, especially since Borelli is dedicated to her business and her family.

"How do I do it?" Borelli asks. "Smartphone!" The corporate 800 number links to Borelli's cellphone instead of an office. "Some prefer texting; I can do it all," she says, lauding the benefits of today's mobile technology.

While the kids don't necessarily help out on the jobsites, they will come along to venues such as carnivals and others that might interest them.

Elegant Essentials set up this PolyJohn Applause hand-wash station at a residential job. The company provides portable sanitation equipment at many small, high-end parties at homes at the same company. Some decades later, after changing firms, the stock market began to decline, and, according to Danielle Borelli, "They both moved on with their jobs. The industry had changed, and it was time to move on."

The close friends didn't go back to work immediately – instead, they tossed around ideas for starting their own business. A family friend working in portable sanitation and septic services in a non-competing region sparked the idea.

"There were many ideas," Borelli says. "They had talked about that idea and revisited a lot of business opportunities. They kept coming back to (portable sanitation).



Michael Borelli places a PolyJohn PJN3 restroom at a residential construction site.

"I think one of the reasons why we finalized that decision is because it is a necessity, especially on construction sites, and we were able to do a lot of homework."

About four years after their Wall Street careers ended, the couples financed the launch of HeadMasters Industries, with a spin-off division called Elegant Essentials.

"We realized the upscale end to it," Borelli says. "It would be a specialized company within the company; this is something that I would really take and run with."

Each co-owner has a niche role with the company: Borelli is marketing/ sales; Gina Russo (the company's primary shareholder) is bookkeeping, purchasing, graphic design and computer work. The men primarily work the routes and maintain the units and fleet.

THE RIGHT EQUIPMENT

The workhorse equipment includes a 2003 Mitsubishi Fuso with a 1,500-gallon waste/500-gallon freshwater stainless steel tank, a 2008 Ford F-550 with a 270-gallon waste/130-gallon freshwater stainless steel tank and a 2010 Ford F-550 with a 650-gallon waste/300-gallon freshwater stainless steel tank; all tanks are made by Boston Steel & Mfg. Co.

HeadMasters began small, with 50 green units from PolyJohn Enterprises, 15 to 20 white flushable Fleet regular and ADA models, 10 Applause hand-washing stations and two 22-foot restroom trailers from Rich Restrooms.

The restroom trailers have become the company's most requested product, squarely hitting that high-end clientele Elegant Essentials was seeking.

Today, the company has grown to 500 PolyJohn restrooms, including ADA-compliant units, flushable units and Poly Lift units for high-rise construction projects.

"The increase (in units) was gradual over the years to keep up with demand from the construction portion of our business as well as the special event business," Borelli says. "We always need to have enough units on hand because we make it a point to never turn away business."

ELEGANCE APPRECIATED

An inviting ambience – complete with electric fireplace, marble countertop and stereo system – has surprised clients at upscale events Elegant Essentials has served.

"As a woman, the thought of using an outdoor restroom ... I would shun the whole idea," says Borelli, the mother of three school-age children. "It was such a contradiction. You'd be all dressed up, and you had to use the bathroom and it made you feel like you were going into a construction site."

But her own reaction to some negative portable restroom experiences made her more convinced to get into the business to provide clean service.

"The trailers are really helping sell business. Ours are fully loaded ... even down to very beautiful soap dispensers to just make it a little more high-end," she notes. "Women, more than men, will come up to me and say they can't believe this even existed."

The restroom trailers have been utilized for a wide variety of events, from small parties to larger events. The investment has clearly paid off, so much so that HeadMasters has two more 12-foot trailers on order from Rich Restrooms.

"It's less expensive, and it targets a certain amount of guests," Borelli says of the new compact units. "This is kind of your happy medium" between the larger trailer and the company's Fleet units. "We try to have a product that suits everyone's budget and needs."

You have to be out there and talk about what you do. Once you do that, then that subject starts to roll ... people are very genuine, and they really want to help you, especially one woman to another. They want to see you succeed.

- Danielle Borelli

SPREADING THE WORD

Elegant Essentials isn't encountering a lot of competing PROs when going after discriminating customers, charity events and celebrity clients, according to Borelli. She says her marketing arsenal has two powerful tools – networking and tapping into the party industry.

"Before this (business) was even an idea, we had more time and interest with three children to get involved in the community, charities and building more roots (here)," Borelli says. "Over those years, I have met different types of people in different types of positions and just networked."

Now when she mentions their fledgling business in community circles, she can transform some of those contacts into clients. Party planners and vendors also have provided a vital network. "I've even gone to the people I've rented from," such as tent companies, and asked who they use for portable sanitation needs," Borelli says.

And when she attends a party, she's talking up her business as well. "You have to be out there and talk about what you do," she says. "Once you do that, then that subject starts to roll ... people are very genuine, and they really want to help you, especially one woman to another. They want to see you succeed."

ON THE GROW

The couples have been pleased with incremental growth and betterthan-expected financial performance for a fledgling company.

"We grew quicker than we thought, which, in turn, meant investing in more product," Borelli says. "But we knew going into it that those first few years ... there would be a lot of growing pains."

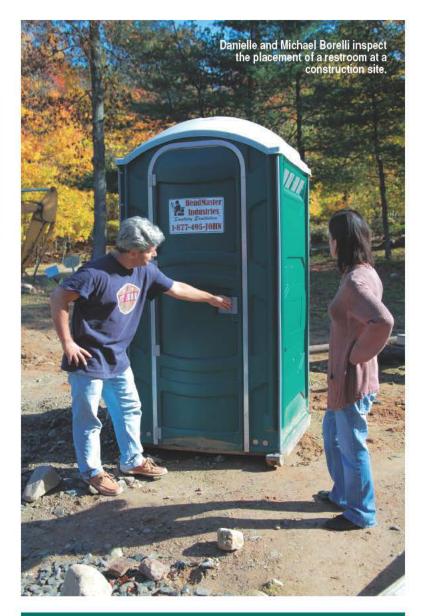
Borelli says it's hard to estimate the percentage breakdown of their work

orders, between special events and construction. While they focus much of the marketing efforts on upscale clientele, they work hard to be known in both areas. The construction business would be better 10 years ago, she admits, but it's better than they thought it might be in a down economy.

"I wouldn't say it's booming, but I would say this area is more metropolitan than maybe some other areas." Much of their service territory is within a 15-minute commute to New York City.

But no matter what the venue, HeadMaster/Elegant Essentials is committed to making their journey from Wall Street to Main Street a successful one.

"If you asked us 10 years ago, would we see us doing this, the answer would definitely be no," Borelli admits. "But times change. Circumstances change. Priorities change. In this case, we had to reinvent ourselves."



MORE INFO

Boston Steel & Mfg. Co. 781/324-3000 www.bostonsteel.com

PolyJohn Enterprises 800/292-1305 www.polyjohn.com (See ad page 99) Rich Specialty Trailers 260/593-2279 www.richrestrooms.com YOUR #1 CHOICE VACUUM

MANUFACTURING COMBO JETVACS,

INDUSTRIAL VAC LOADERS,

HYDRO-EXCavators,

F C 🚻

SPECIALTY SKID-MOUNTED VAC UNITS

inn? 20431590

AND SO MUCH MORE SINCE 1989!

PARTSEXPRESS 10% off ALL Clamps, Reducers, Elbows, Vac Relief Valves, and Vac Tubing July 9-20



INCREASE SALES AND MAXIMIZE PROFITS

Engineering the future of water

d wastewater treatment

- Simple Installation
- **Competitive Pricing**
- NSF Standard 40 Listed
- Single-Tank Convenience
- Extremely Durable & Lightweight
- Industry Leading Warranty & Exchange Program

DEALERSHIPS AVAILABLE 1-800-**norweco**®

1-800-667-9326

www.singulairgreen.com



Scan with your smart phone to obtain a FREE information package

It's a STEEL!

Single & Tandem Axle 'Ready to Work' **ON THE GROUND. IMMEDIATE** Delivery.

2012 International Maxforce 7 - 260 H.P. 2500 Gallon Carbon Steel Aluminum hose travs Masport HXL15 pumping package, 4" inlet, 6" discharge and 48" toolbox. \$94.235



2011 International 7500 - 58,000lb. GVW MaxForce 10 - 350H.P. 3600 Gallon 'Carbon Steel' Aluminum hose trays Masport 400 CFM Water Cooled \$122,715

Restroom & Septic Vacuum Trucks Aluminum, Stainless & Carbon Steel New and Used Vacuum Tanks Trucks 2011 International 7500 3,600 Gallon Aluminum, 400 CFM 304 Stainless Steel Tank Masport HXL4V www.keevac.com orogress tani

Denver, CO · Bellefonte, PA · Kansas City, MO

Manual transmission

2012 Hino 258 1,700 Gallon Progress



visit www.kentuckytank.com/pumper

like us on facebool

KV0712

Pro Pumper 250 Low Profile Holding Tank

- 16" x 46" x 93.5" with 250gal Capacity.
- Interlocking/Stackable for easy shipping and in-lot handling
- In-Mold fork lift skids NO pallet required!
- In-Mold handle makes positioning and pumping easy.
- One 10" pump out lid with steel tether included
- 7 Threaded Inlet Fittings
- Can be heated we carry approved heaters
- Patent Pending
- 16 Available Colors

kentuckytank.com 1.888.4KY.TANK Pro Pumper 250

Mitch Is Really A Nice Guy, Until He Gets To Work.





The Global, Tufway and Maxim 3000 come with our exclusive 10 year limited warranty.

Paid To Be Nasty

Mitch takes his nephews fishing and watches hockey games on TV. Normal stuff for a guy from Minnesota. But, when Mitch gets to work he turns crazy, like a Packer fan on Sunday afternoon. Why does that matter to you? Because Mitch is our product tester.

For 22 years Mitch has beat the tar out of our restrooms. Does he do it because he likes it? Maybe. He does it so we can continue to offer you a 10 year limited warranty on all our standard restrooms.

Frankly, without Mitch you would be operating a repair shop not a rental business. And Satellite would be like the other guys who wish they could offer a 10 year warranty.

Quality may cost a little bit more, but Mitch can tell you, its worth the investment.



SAFETY FIRST



Robb is the owner of King's Pumping Service, Dallas, Ore. Contact him at kingspumping@gmail.com.

Be Prepared

Quick thinking, effective communication with regulators and having two technicians on the truck can minimize the impact of a pumping mishap

By Robb Barnes

ur small septic pumping company recently had one of those "teachable moments" occur while out in the field. I hope our unfortunate experience can serve to help other pumpers prepare for unforeseen accidents.

It was the second day in service for our newest vacuum truck and we had just finished pumping our third 1,000-gallon septic tank. The truck has an aluminum 3,400-gallon waste/200-gallon freshwater tank. The freshwater compartment has a sight tube showing the water level, while the waste compartment has four tempered glass sight windows set at 1,000, 1,500, 2,000 and 2,500 gallons.

THERE SHE BLOWS

We had finished cleaning the septic tank and my co-worker Mitchell Padilla turned off the truck and was in the cab writing up the paperwork



Technician Mitchell Padilla

while I picked up the freshwater hose and the hand tools. Suddenly, Mitchell heard a "hissing" sound, immediately followed by a crack as the bottom glass sight window shattered. Septage immediately started escaping through the 4-inch opening.

The torrent hit the bracket that the sight window retaining screw is threaded through and split into two opposing

streams. One stream had such force it pushed three of the 3-inch suction hoses off the driver's side hose tray, while the other stream hit the backside of the hoses where they were held captive by the hose bracket on the back of the tank.

Mitchell shouted that we had "a problem" and I needed to come quickly. (He is a master of understatement!) I stood for a few seconds trying to figure out what to do. The only thing I could think of was to do my best imitation of the little Dutch boy with his finger in the dike. I closed my raingear to the top button, pulled on the hood, jumped on the rear bumper and shoved both my gloved hands over the 4-inch hole.

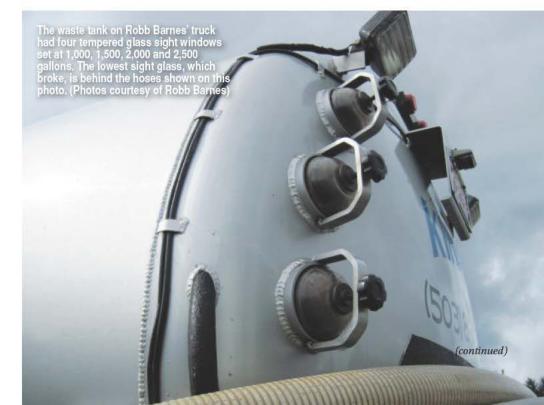
By bracing myself against the bumper and the retaining screw bracket I was able to stop the flow. I then told Mitchell to find something to cover the hole. He grabbed a brick, which was too thick to fit inside the bracket. I covered the hole again until he returned with a short length of 2-by-4 scrap wood, which covered all but about 3/8 inch of the opening. Another narrow section of wood then covered the gap. I wedged a pry bar under the bracket to hold the wood securely, then found another scrap of wood for a more secure fit.

By this time, the truck had dropped about 900 gallons of septage onto the customer's yard. I used my cellphone to contact the Department of Environmental Quality onsite office to report the incident. The DEQ representative said I needed to clean up the spilled septage as quickly as possible and sanitize the area. They called the state spill response line and told me to contact the local health department.

INFORMED THE HOMEOWNER

We quickly arranged for Mitchell to be picked up and taken back to the shop, where he loaded our second vacuum truck with lime and a duckbill attachment for the vacuum hose. While he was getting the truck, I contacted the homeowner and explained what had happened, who we had contacted, what the cleanup procedure would be and the estimated timeframes.

He was understanding and appreciated being informed and said he trusted my judgment as to whether to use lime or bleach water to sanitize the area. I told him I preferred to use the lime since we could see where the







EXPERTISE

TECHNOLOGY

RESPONSIBILITY



Knowledge is Power

What makes the Omnibus Control System the most intelligent operating system in the industry? One simple control operates ALL the vacuum and water system functions of the Vac-Con Combination Sewer Cleaner. This coordination of systems allows you to use only as much power as is needed, saving time and fuel expended on the job.

The Omnibus Control System is precise, economical, and expandable. Not to mention it's backed by a worldwide network of trained distributors.

Omnibus is what happens when you blend the power of experience with the power of technology. For more information visit **www.vac-con.com**

A HOLDEN CINDUSTRIES Company



969 Hall Park Road • Green Cove Springs, FL 32043 • Tel: 904-284-4200 • Fax: 904-284-3305 • vns@vac-con.com Vac-Con is a subsidiary of Holden Industries, Inc., a 100% employee-owned company. Pump controls on the new truck are located directly below the sight glass that broke.

material had been applied versus using bleach water.

When Mitchell arrived with the second truck, we vacuumed the entire side yard twice to remove any surface material that had spilled from the truck. Then we spread lime over the entire spill area, opened a top manway on the disabled truck and vacuumed its contents into the other truck.

As we applied the lime, the local health official returned my phone call and I explained what had happened, who we had called and what we had done to clean up the spill. He confirmed we followed proper procedures, but said he needed to inspect the site to confirm work was completed satisfactorily.

Later, the local health inspector told me he couldn't believe how fast and thorough the cleanup had

been. Had he not seen the lime on the ground, he said he wouldn't have known the location of the spill. He also confirmed talking to the homeowner and informing him the spill had been properly cleaned up.

A DAY LATER

The next day I called the DEQ rep I had spoken to during the emergency, explaining the procedures followed and that the cleanup was inspected and approved. The DEQ person asked a number of questions about the cause of the spill, if this equipment failure occurred often and who manufactured the part that had failed. After answering his questions he asked for a written narrative for the file due to the unusual circumstances.

While the situation is one I never want to experience again, I did learn valuable lessons that could benefit any septic service company. A main point is that pumpers should have a plan in place to address spills before an accident like this happens. Consider these tips to help respond to the unexpected:

Carry spare critical parts on each truck. Had I had a spare sight glass and pressure disk or a properly sized plug, the amount spilled would have been greatly reduced.

Keep emergency contact numbers handy. In our case, within a few days I had small laminated cards made for each employee and taped to the dash of each truck, listing my cell number, our office number, the spill response number (to be used if a waterway is impacted), the state DEQ number and the local health department number.

Stock effective protective work gear. We work in full waterproof Gore-Tex rain suits during the fall, winter and spring and waterproof leggings



during the summer. In summer, a complete set of protective gear is kept in each truck. Good vinyl or waterproof gloves should be mandatory for all pumping jobs with spare gloves carried on the truck at all times. Protective gear for each truck should include eye protection, eye rinse solution and antibacterial hand sanitizer.

A history of running quality equipment, high levels of competency and honesty in your dealings with local and state regulators can be a tremendous help in an emergency.

Have two people on each truck. I know for many pumpers this is cost prohibitive, but once you see the time savings and increased work performed by having two people on the truck, you may rethink the idea. Having two people on the job reduces lifting injuries, saves wear and tear on equipment and, most importantly, can save a life in an emergency. While I was able to plug the leak with my hands, I would have been a hostage to the situation without a helper to find materials to block the hole, respond with the second truck and help secure the spill site.

Have equipment available to clean up a spill. It was fortunate that we just put a new pump truck in service and had the second truck to respond. If you only have one truck, consider contacting another pumper in the

area and work out an emergency reciprocity program or research outside contractors who respond to emergency cleanup calls. We were able to get the cleanup process started within 30 minutes by having the necessary tools and supplies on hand.

Develop an emergency action plan. Train your employees and drill them on the plan and how to implement it in the case of an emergency.

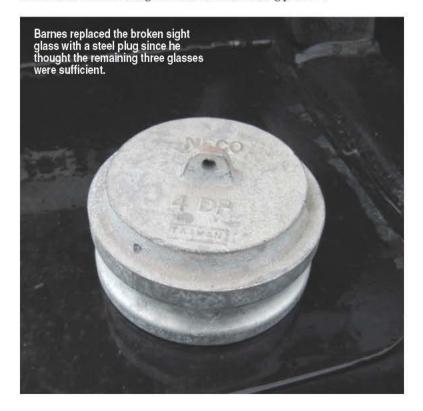
Keep notes and records of an emergency response. Note what happened, when it happened, who was called and what was said. This is valuable when reconstructing the situation for regulators, insurance companies and legal counsel should it come to that. Review the incident with employees as soon as you get back to the shop. Each party involved will have a slightly different story based on their involvement, actions taken, visual perspectives, etc. This helps build a more complete picture of the situation.

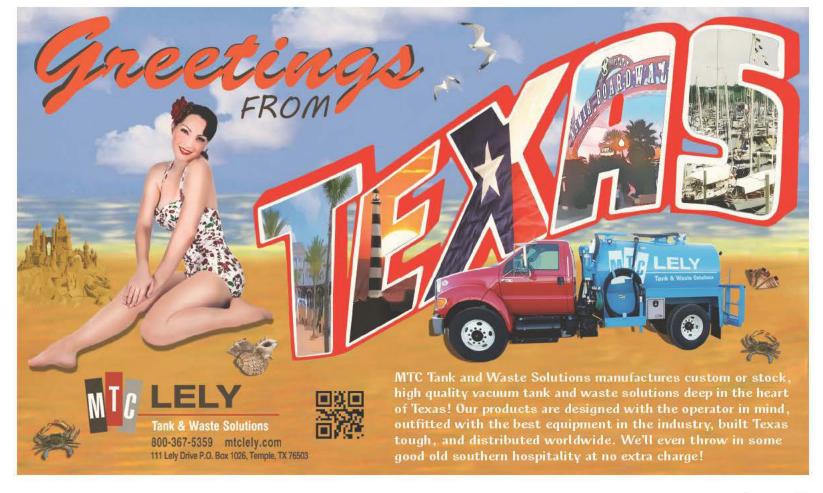
Develop a good relationship with regulators. A history of running quality equipment, high levels of competency and honesty in your dealings with local and state regulators can be a tremendous help in an emergency. Also, do not wait to make initial emergency calls. The quicker you let regulators know of a problem the better. Do not try to cover up a serious situation and hope that it never comes to light. Irresponsible action will greatly compound the gravity and consequences.

THE OUTCOME

For the record, within 24 hours of our spill incident, we contacted the supplier of the sight glass and asked if they had previous cases where a glass broke. No one at the supplier, the distributor or the truck assembly shop had

ever heard of a new sight glass shattering like that. Still, we decided to replace the lowest sight glass on both trucks with metal plugs rather than tempered glass windows. We also replaced the remaining three sight windows on the truck with new glass windows as a precaution against the possibility of a bad batch of windows coming out of the manufacturing plant.







Custom Pump, Fuel, and Service Trucks 877-779-3581 www.southwestproducts.com

Trucks and Tanks in Stock and Ready to Go!

Portable Toilet & Service Trucks 2000 Gallon Capacity Truck - Trailer - Slide-In's

Custom Vacuum Trailers Self-Contained & Non-Self-Contained

Vacuum & Pumper Trucks Stock & Custom Units 3500 Gallons **Call Jerry Kirkpatrick**

602-501-3792





OUALITY MADE IN THE USA

since 1939

DIESEL ENGINE VACUUM PACKAGES





GAS ENGINE PACKAGES 35 TO 230 CFM **COMPLETE TANK ACCESSORIES**



RUGGED

RELIABLE

PRO

EXTREMELY QUIET

PUMPS @ 120 GPM

BUILT IN EXHAUST DEODORIZER



IS A **PROFESSIONAL MACHINE** THAT PAYS FOR ITSELF **OVER & OVER AGAIN!**

USER FRIENDLY EASY ACCESS FRONT CONTROLS

IDEAL FOR INSIDE GREASE TRAP PUMPING

VISIT US ONLINE - WWW.WESTMOORLTD.COM

MANUFACTURED BY WESTMOOR LTD. P.O. BOX 99, SHERRILL, NY 13461

PHONE: 800-367-0972 FAX: 315-363-0193 EMAIL: PUMPS@WESTMOORLTD.COM

Ready for that Back Yard Wedding?

When people plan special events at home or away, they rarely consider the nightmare that could be created by a failing septic system. Nothing could be more horrifying than having your daughter's back yard wedding spoiled by the odor of an overflowing tank. Or how about the garden club standing knee-deep in septage in the back yard? Our tip: GET THE TANK PUMPED before the event. Our other tip: keep the septic system running properly with regular application of a bacterial additive.

At Cape Cod Biochemical Company we have been formulating products exclusively for septic contractors since 1976. Our products are made to address the issues that you see on the job every day. We have hands-on experience in the field; and we speak your language. When you call us for advice, we give you honest advice. We don't just try to sell you something.

Please consider these pumper-specific products to enhance your capabilities and your bottom line:

CCLS: USDA-Approved liquid bacteria/enzyme product for residential and commercial septic tanks. This is the answer to the question, "Is there anything I can put in my tank...?"

BIO-REM E-D: extremely high-count, USDA-Approved granular bacteria/enzyme product with very good grease capability, for use in small grease traps and to help restore drainage to sluggish drain fields and leaching structures.

DrainMaster: liquid bacteria-enzyme concentrated drain cleaner removes buildup and has good grease capability for automatic injection into larger grease waste systems.

AfterShock: oxidizer-enhanced bacteria bioremediation restorative. The best of our products at opening clogged drain fields and leaching structures.

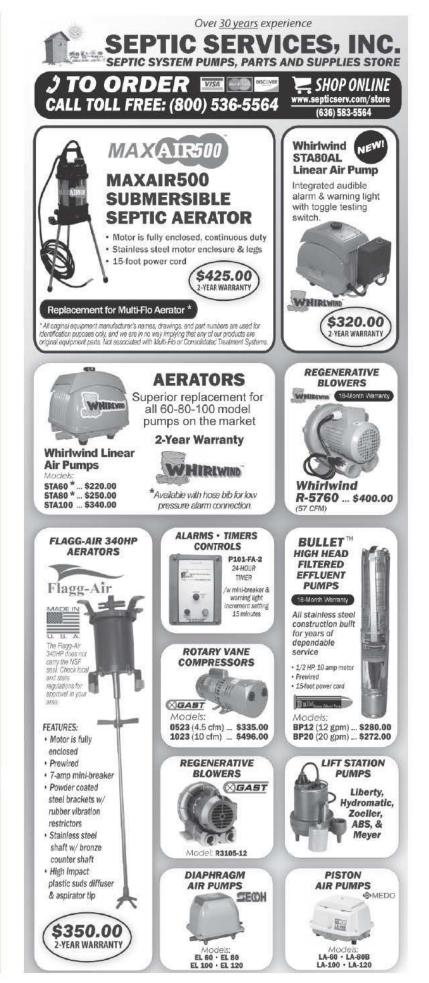
Since we do 95% of our business with septic contractors, these products have evolved in response to the needs of <u>YOU</u>, the septic contractor.

For details on these products, as well as our program of "Better Business Through Customer Education" please call us at 1-800-759-2257. We'll send you our complete catalog—including prices and all educational materials—or visit us at SepticOnline.com.

Please call today. Your customers and your bank account will appreciate it, and so will we! Thank you.

- Rick Howe, President





SOME CALL THEM TOILETS, OTHERS CALL THEM BUILDING BLOCKS.

YOU CAN BUILD A BUSINESS WITH US.

It takes guts and hard work to build a portable restroom business. And the Pumpers we know measure up all the way. That's why many of them use the Integra as the cornerstone of their business. It's tough, versatile, practical, and it won't let you down.

Here are 6 reasons the Integra can help you build your business:

- 1. Practical design for easy handling and servicing
- 2. Parts interchange with other PolyPortables models
- 3. Seventeen in-demand, readily-available colors
- 4. Choice of low profile, or higher Keystone roofs
- 5. Multiple skid choices to fit any job

Integra restroom

6. Variety of handwash, sanitizer and upgrade accessories



PORTABLE TOILETS • HANDWASH STATIONS • DEODORIZERS • CLEANERS • TRUCKS 99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800) 241-7951 or (706) 864-3776 • Fax (706) 864-8111 • www.polyportables.com

All Green Way Products' deodorizers, cleaners and air fresheners are high-performance products developed and manufactured in our facilities in Dahlonega, Georgia specifically for portable restroom operators. They are all environmentally safe.



Restrooms Anyone?

A poster wants to add portable sanitation services to his septic-pumping business and asks for advice on how to get started

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

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

QUESTION:

I've been thinking of starting to offer portables along with our septic business. I have many questions, but understandably enough am having a hard time getting info from guys in the area on where and what are the better units to buy and so on. Any help or thoughts would be helpful.

ANSWERS:

I was thinking about this too. I don't know anything about portables. My last boss just did septic pumping, and he told me there is little money in portables. Unless you keep a tight route.

I kind of agree with keeping them close until you get your feet on the ground. But as was the case when we started doing septic work, within reason we went out to the calls, we kind of had a rule, anything outside 50 miles we charged extra, explained to the customer why we charged extra, made it a point to do the best job we could on the tank, and also had a rule not to cut the other guy's prices. No one makes money doing that; we are staying quite busy doing septic work now. In my area, folks don't give a lot of attention to their restrooms, only one company, in my opinion, keeps them clean. Good-looking units and keep them serviced. And I see his units at a lot of special events.

I don't feel you could depend on portables to show a huge profit until you get your units paid for. But I do feel portables would be a good idea to get you through slow times. Just got to figure out details.

* * *

I agree. So hurry up and buy them and get this started. Then come back and let me know what to do and what not to do. When I bought the company I have now, I ended up with 19 units. While they are not a big moneymaker, they do make money. Where I have an advantage is the company I bought had the local special events for years. So I had customers from day one. So far I have found day rentals for parties to be my best paying jobs. The special event stuff is OK, but if you like holidays off, then they are not for you. With Memorial Day, Fourth of July, the county fair and such, I was moving and servicing units all over the place.

In this area, the contractors have not been forced to use restrooms, so the construction job rentals are not a lot and the contractors do not like to have weekly servicing as they don't want to pay. I have walked away from a lot of contractor jobs due to that. I like to bring them back to the shop for a thorough cleaning. I have very clean older units. On-time cleaning is a must with special event units.

With restrooms, a happy customer is a repeat customer, regardless of cost and within reason, and they are the best advertising you will ever get.

I am in the middle price range of my local competition. On average, I grossed about \$600 per unit last year with a cost of \$250 per unit. The cost per unit included payment on the loan, which will be paid over three years. The cost per unit does not include the cost of licenses or insurance, as I carry those just to pump septic. I would like to add about 10 units, but I really don't have steady enough work for 10 more. I deliver and service up to 15 miles one way. More than that, I charge per mile one way.

The hard number to come up with is the cost per unit. But I am a numbers geek and keep very tight accounts. When I got into this I was told not worry about the fuel mileage, as it is what it is. But by tracking my mileage, I was able to determine just how much to charge per mile and when to charge per mile. The previous owner just charged what he felt the job was worth, but he was under-billing and doing a lot of work where it cost him money.

With restrooms, a happy customer is a repeat customer, regardless of cost and within reason, and they are the best advertising you will ever get. One bad job and your name is mud pretty quick in a small town. ■



When it comes to pumper trucks, no one offers you more.

NEW AND PRE-OWNED SALES | RENTAL | LEASING | PARTS | SERVICE | BODY SHOP | FINANCING



Peterbilt Model 348 with 4000 **Gallon Aluminum Vacuum Tank**

Automatic or standard transmission, 4000 gallon Imperial aluminum tank. Liquid cooled pump. Aluminum hose trays. Tank options can be added before delivery. Two stage engine brake included. **Call for pricing.**



efuse Systems

ATT:

REFUSE SYSTEMS

rushrefusesystems.com

otonbi

Peterbilt Model 348 Standard with 3600 Gallon Vacuum Trucks

Automatics and standards in stock. Non-code 3600 gallon, Pik-Rite tank. Masport HXL400WV liquid cooled pump, aluminum hose trays. 10 yr tank warranty standard. Tank options can be added before delivery. Call for pricing.



Peterbilt Models 365 and 388 with 110 BBL 4700 Gallon Water Trucks

All triaxle, MX 485HP and Cummins ISX15 500 HP engines, 8LL and 18-speed transmissions and Peterbilt Air Trac suspension. Tank options can be added before delivery. Call for pricing.

877-661-4511

Refuse Sales Team: Gregg Wilkinson | Jason Guzauskas | Jesse Fullilove | Hal Holloway | Alex Drabant | Art Lasanta refusesales@rush-enterprises.com 8810 IH-10 East San Antonio, TX 78219

WALLENSTEIN VACUUM



•Complete Truck Mount Solutions •with Gearbox or Hydraulic Drive •Heavy Duty Galvanized Stands

> Rvailable from Leading Tank Manufacturers Contact Elmira Machine Industries for a Distributor / OEM in your area

www.wallypvmps.com • 1-800-801-6663





Quality Brass Valves

OEM Distributor Opportunities



From 15 to 5300 CFM, Wally is North America's Only Full Line of Vacuum Pumps and High Vacuum Blowers

We Have Your Size...1 to 24

0 0

King's Site Service

Grosse Isle, MB (204) 467-9010

Explorer's full line of Transporter Trailers means we have a solution that suits you. NEW 1 or 2 toilet Transite Trailers with steps, stabilizers and removable tongue.

We Have Your Trailer...Call Today!

Ted Hoover

Crossfield, AB (866) 587-7262

Built Tough - No Worries!

EXPLO

Transport safely by directly clamping each toilet skid to the carrier slats. Flexibility to haul many styles of

toilets, including ADA and specialty.

Steve Baie Ent.

Apopka, FL (386) 265-1973

A Great Finish.

Hot dip galvanizing for 100% corrosion protection, or quality finish coatings in your company colors.

Manufactured in Ontario, Canada by McKee Technologies

Columbia Sanitary Golden, CO (303) 526-5370 Tom Woyt Jacksonville, TX (903) 586-6493 Plumas Sanitation Portola, CA (530) 832-0370

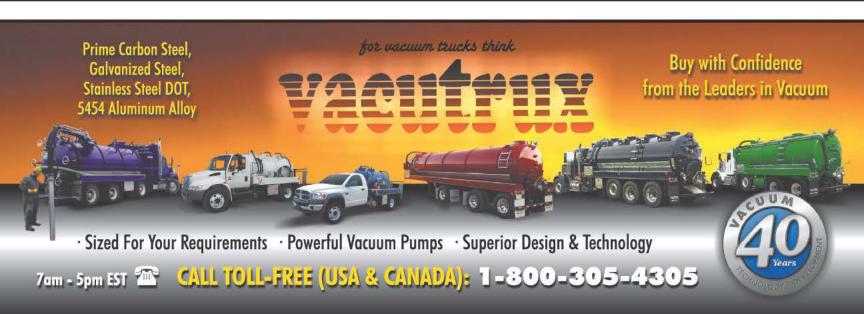
explorertrailers.com Exp

Explore the Finest in Sanitation!

pumps

(500) 002 0010

1-866-457-5425



Satellite Industries

Minneapolis, MN (800) 328-3332



Image is everything. Protect it with Graffix.

- biodegradable
- neutral scent
- ·soy-based formula
- •no harsh fumes
- thick formula prevents dripping & streaking

877.ROI.PAYS (877.764.7297) / safetfresh.com

spray it on, wipe it off



MONEY MANAGER

Crunching the Numbers

Accounting software options make it easy to stay on top of small business finances

By Erik Gunn

ould you run your septic service or portable sanitation business without the essential tools for the job - a vacuum truck, restrooms or an adequate supply of wrenches?

Of course not. What you might not realize, however, is that business accounting software is nearly as important to your operation as any of those pieces of hardware.

Sure, you can keep your books on paper - I hope you're at least doing that, and not just stuffing receipts and bills into a shoebox somewhere. But if you restrict yourself to an old-fashioned ink-on-paper ledger, you're probably burying tons of important information about your business that the right software could help you unearth and learn from.

A wide range of business management and accounting software products are available, with prices ranging from less than \$50 to well over \$1,000. Probably the biggest challenge will be deciding exactly which one is



right for your particular business. This column offers an overview of some of the more broad-based, general management programs. Specialized, industry-specific products also are available for consideration.

Gunn

Erik

QUICKEN, QUICKBOOKS

Quicken is a hugely popular program that allows you to keep your checkbook register on your computer. Several versions are available, including Quicken Home & Business (http://quicken.intuit.com/personalfinance-software/home-and-small-business.jsp, \$79.99 discounted), which just as the name sounds is for organizing both personal and small business finances. It includes budgeting features and reminders for bills as well as income, and it helps track business expenses.

With Quicken Home & Business you can probably get by and even have a leg up on your paper-based system. But just as you need more than your checkbook and ledger to run a business, Quicken has limitations.

If you want a computer-based business application that also includes invoicing - and you really should at least consider that - you'll need to step up to QuickBooks Pro (http://quickbooks.intuit.com, \$183.96 discounted). In addition to tracking all your sales and expenses, QuickBooks generates invoices and also maintains a customer contact database.

For significantly more - \$249.95 a year, or \$29.95 monthly - you can upgrade to QuickBooks Pro Plus. This version allows you access to your data from a smartphone and provides regular updates to the program as well as round-the-clock telephone support.

Yet another variation is QuickBooks Online (http://quickbooksonline. intuit.com, \$12.95/month to \$63.16 a month, online). The easiest way to explain this version is to say that it's like using a website to read and store your email instead of downloading it to a program like Outlook Express. With QuickBooks Online, you can log in and manage your business finances from any computer, so long as you have an Internet connection. It also has smartphone access.

SAGE/PEACHTREE

The Sage Group, a global marketer of business management software based in England, has two basic product lines for small businesses. Sage Simply Accounting (http://us.simplyaccounting.com, \$79.99 - \$2,699.99, depending on features and number of licensed users) comes in several versions. The most basic focuses on managing your ledger of income and expenses. Pro includes invoicing, cash flow management and project management features, while premium adds inventory management, forecasting and other features to the mix.

Sage also owns Peachtree, another long-established accounting management software provider it acquired in 1998. Sage Peachtree Accounting (www.peachtree.com, \$229.99 - \$2,549.15, depending on

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.

features and number of licensed users) also comes in multiple versions. The Peachtree line is priced at a higher tier than Simply Accounting, based on a richer complement of features, which can include utilities for tracking inventory, managing labor costs and progress billing.

There is a less expensive version, Sage Peachtree First, priced at under \$130 MSRP and under \$50 on Amazon, but reviewers have complained of poor customer service and early obsolescence with the bottom-rung version.

A LOW-COST SOLUTION

Bookkeeper (www.avanquest.com, \$39.95) is surprisingly inexpensive, but reviewers at the online site TopTenReviews.com reported that it is a bargain with good features. Besides the usual check-register functions, it provides invoicing, inventory management, payroll and purchasing features.

"We found Avanquest customer service to be extremely responsive and the software comes with full embedded support as well as a 318-page user's guide," TopTenReviews reported. One missing feature, however, is "a comprehensive tool for tracking fixed assets."

Labeling software to assist in sending invoices and checks is included, along with a card reader for credit and debit card transactions.

At the other end of the spectrum are a number of specialized companies, including ones that produce software tailored to or customizable for specific businesses. Evaluating those is beyond the scope of this column.

Check with your accountant or financial services professional to see if he or she has a preferred application. If you know other people in service businesses, find out what they use and whether it has particular benefits for your business.

MAKING A CHOICE

With such a wide variety of options available, it's easy to get overwhelmed when picking an accounting software solution, but you don't have to go it alone.

Check with your accountant or financial services professional to see if he or she has a preferred application. If you know other people in service businesses, find out what they use and whether it has particular benefits for your business – or drawbacks that you'd find especially unsatisfactory.

The low-priced alternative may suit you fine, and if it's low enough, you can probably afford a certain amount of trial and error in making a selection.

But the cheapest approach isn't always the best, and there is another alternative: Many software packages provide a 30-day free trial if you download them – although usually with much more limited functionality. That can be enough to get your feet wet and help you judge whether the program you've selected works for you.

If you decide to go with a more expensive, customized option, of course, the same rules apply as with any major investment in a professional service: Get to know your provider, get good references, and perform a due diligence inquiry before signing a long-term contract.

Whatever product you ultimately choose, get to know all the features and make the most use of it. You'll find that it really is as important to your business as anything in your garage or toolbox.



Longhorn Tank Company

Truck Mounted Tanks for Septic, PortableToilets, Grease Traps, Etc.

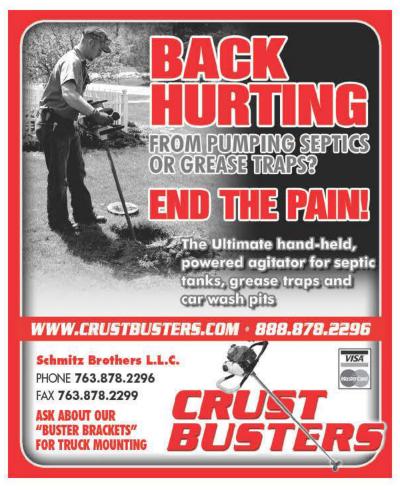


Aluminum, Stainless, and Steel VacuumTrailers in any Size

Call or Email Us For a Quote Today

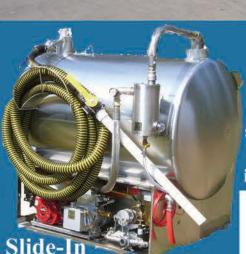
 800-422-9840
 sales@longhorntank.com

 PO Box 1147
 Gravette, AR 72736
 Fax 479-787-6935





BEST ENTERPRISES, INC. All 304 Stainless Steel Toll Free: 1-800-288-2378



www.bestenterprises.net

www.youtube.com/bestentinc

Units

Custom

Design

3513 W. Mountain Springs Road Cabot, AR 72023 (501)988-1905 / Fax: (501)988-2880

Use your smart phone to scan the image below.



Custom Built to meet your specifications! Call us today to design yours!

Custom

Design

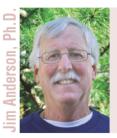
Slide-In

Units

Design

Custom

Pop It & Pump It



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.

Telltale clues found inside a freshly pumped tank can prove a septic system is working as it should or in need of significant repairs or replacement

By Jim Anderson

ast month I discussed the elements involved in a "proper existing system inspection for real estate transfer." This was a result of a presentation that I made at the Pumper & Cleaner Environmental Expo International in February. Another question that came up over and over after the seminar was: What should I look for when I inspect the septic tank?

A septic tank holds a wealth of information about the operation and performance of the entire onsite system. Some states only require inspecting the tank because they assume that every question about how the system is operating is determined in the tank. From the information in last month's *Answer Man* column, I hope we all agree that is not true.

OPENING ACT

To learn all we can from the tank – either as an inspector or as a service provider troubleshooting the system – requires the tank is fully opened. This means at least opening the manhole or manholes. The tank cannot be inspected through the 4-inch observation pipes over the baffles. A number of service providers have told me the only way they can get an adequate view is to remove the entire tank cover. This only happens in areas where systems are installed very shallow.

Assuming the lid is removed, the first task is evaluating the condition of the lid. If it is a concrete lid and there is exposed rebar, the lid is unsafe and likely there are structural problems with the tank. A cracked or damaged lid also means the tank is not watertight. When scum or toilet paper cling to the bottom of the lid, that's an indication the tank has operated above the normal operating level, a clue there have been system backups.

If there are risers, they should be inspected to see if they are attached properly to the tank to prevent unwanted water or sediment from entering. Connections also are important to keep roots from penetrating.

The operating depth of the tank should be at the invert of the tank outlet. Make sure the tank was installed properly and is level. If the water level is above the invert, there is some type of backup in the system. This could be due to a plugged outlet or a backup from the soil treatment unit.

Take a look at the tank contents. If there is floating material that does not belong there, such as plastic products or undigested food, the owners likely have abused the system and more problems will be discovered with the system.

The tank should develop three distinct layers if it is operating properly. A scum layer will be on top, clear water in the middle and a sludge layer on the bottom. When the layers do not form, it is often because some type of chemical has been added that affects the bacteria, or there are baffles missing. Sometimes it can be due to turbulence in the tank if water is being pumped into the tank.

SEE THE SCUM

The scum layer should not be excessively thick; it should always be greater than three inches from the bottom of the outlet baffle to ensure that scum is not leaving the tank. The scum layer should not be higher than the outlet baffle or overflowing the baffle and into the outlet. Excessive scum may simply indicate the tank needs to be pumped. Or it may indicate the wastewater has high levels of soap or grease. Users of the system may be able to reduce the amount of soap or grease, or they just need to have the tank cleaned on a more frequent basis.

Another component of scum can be undigested food. Scum that is thick and contains a large amount of food indicates a problem in the house. It could be excessive use of a garbage disposer or a resident with a medical problem, such as bulimia. The users of the system will have to deal with those issues.

Other problems to check for include feminine hygiene products, baby wipes, other cleaning wipes and condoms. These materials should not be in the septic tank. They will not sink or float, instead they tend to flow through the system. In these cases, having an effluent screen at the outlet baffle helps keep these products from moving downstream, causing plugging problems.

The sludge layer should be measured and it should not be within 12 inches of the bottom of the outlet. Sludge will not settle properly if the water is turbulent. These conditions can result from using too much water or having a pump in the basement adding high volumes of water keeping the tank stirred up. It may simply mean the tank is not large enough to handle the amount of wastewater being put in.

Users may be able to reduce water use and improve tank performance. If excessive material, such as coffee grounds, soil, hair and soap cannot be broken down, the only way to remove them is to pump the tank. Again the users may be able to reduce the amount of these materials put into the tank.

A TIGHT TANK

After evaluating the contents the tank should be pumped. Watertightness is the key to proper septic tank operation. Excess water entering the tank from surface runoff can result in overloading the soil treatment area, causing failure. Untreated wastewater entering the soil through cracks in the tank poses a risk to human health and environmental problems. Examine the tank walls to verify they are watertight.

Cracks or leaking around a seam will show up darker than the surrounding area. Check the bottom of the tank. Tank floors can be cracked during installation and sometimes drain holes in the bottom of the tank were not sealed.

All penetrations into the tank should be inspected including inlet, outlet, manhole riser, lid and inspection pipes. All of these should be made watertight. If roots penetrated the tank, it is not watertight.

The inlet and outlet pipes should be evaluated and free from obstruction. The piping in and out should be straight; if not it is subject to plugging and the tank may not vent properly causing excessive corrosion at the outlet baffle. Verify there is enough free space between the inlet pipe and the baffle to allow the free flow of both water and solids. There should be two to four inches between the pipe and the baffle.

People outside the industry or new to the industry don't always understand how service providers and inspectors can tell so much about how a system is operating simply by looking in the tank. I hope this gives an idea of why a proper inspection of a system requires the tank be opened and pumped.



Mid-State Tank manufactures dependable stainless steel and aluminum pressure / vacuum tanks for the septic and portable trucks. Semi trailers are a recent addition to our fine line of tank models.

Contact:

Don or Gene for a quote or check on stock tanks



Dewatering Made Simple

Flo Trend® Systems Inc. • (713) 699-0152 • (800) 762-9893 • www.flotrend.com • sales@flotrend.com



From coast to coast the most economical and simple way to dewater sludge. Do away with aging drying beds. Quit hauling water for disposal just because 1-2% are solids. Don't even consider complicated, expensive and hard to maintain mechanical dewatering devices. The Sludge Mate[®] together with the Poly-Mate[®] forms a dynamic duo of dewatering, only from Flo Trend[®].









Membership Benefits

- \$100 Off Training & Certification*
- One Free Admission to the 2013 Pumper Expo \$70 Value
- Free Annual Pumper Subscription
- 19% Off Verizon Wireless*
- Endorsed Property & Casualty Insurance
- National Representation & Industry Professionalism
- NAWT's National Training & Certificate Programs

More info at www.nawt.org *Certain restrictions apply.



CLASSY TRUCK OF THE MONTH





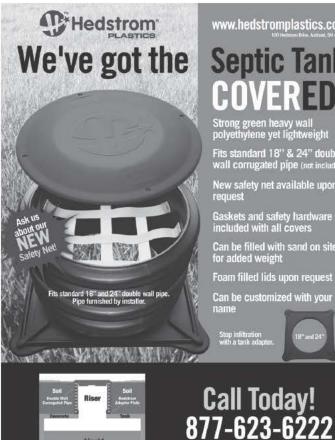
perating principal Douglas Hurrelbrink bought this 2011 International 4300 at the 2011 Pumper & Cleaner Environmental Expo International. It was built out by KeeVac Industries with a 2,000-gallon Progress aluminum tank getting vacuum from a Jurop RV360 liquid-cooled pump. The truck has a MaxxForce 7 powerplant tied to an Allison 2500 RDS 5-speed transmission. The truck has a 20-inch top manway, 36-inch rear manway, heated 4-inch inlet, 6-inch discharge and three diamond-plate toolboxes that carry equipment for real estate inspections, repairs and a custom portable jetter for grease trap work. The truck also has a custom bumper and hitch receiver. Graphics were by The Print Shop. The interior has air-ride seats, air conditioning, a stereo, TomTom GPS unit and laptop computer for easy access to customer information. The truck also features a DC-powered ice chest for refreshments and a box of treats for customers' dogs. Hurrelbrink is the primary driver. The truck is used most often for restaurant grease trap service.

SHOW US YOURS!

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

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





www.hedstromplastics.com

Fits standard 18" & 24" double wall corrugated pipe (not included)

New safety net available upon request

Gaskets and safety hardware included with all covers

Can be filled with sand on site for added weight



Hannay Reels handle the toughest treatment.



You face severe conditions every day. We build custom reels that perform even in the harshest environments.

- · Built to spec for washdown, jetting, pipeline inspection and more
- · Heavy-duty design and construction
- Standard reels ship within a week

Let us solve your reel issues, so your crew can get back to business.



Find your reel solution: hannay.com or 877-467-3357

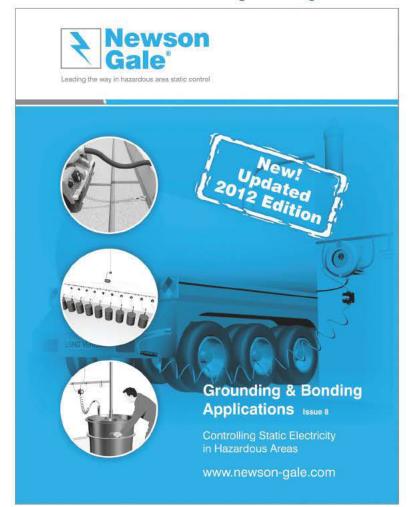


INDUSTRY NEWS

Gamajet launches website

Gamajet Cleaning Systems Inc. launched its redesigned website, www. gamajet.com. The site is divided into three main sections: How it works, Choose by tank size and Applications.

Newson Gale releases static grounding handbook



The Newson Gale handbook, *Grounding & Bonding Applications*, includes an introduction to the danger of static electricity, 17 illustrated applications, a guide to hazardous area equipment selection, a comparison of North American and European codes and safety checklist. The handbook is available from the company's website, www.newson-gale.com.

RIDGID Reputation Roadshow in full gear

The nine-month RIDGID Reputation Roadshow will make 54 stops across 27 states and four Canadian provinces before concluding in September. Each stop will feature inspection products, utility locators, drain maintenance and pressing technology. A schedule is available at www. ridgid.com/roadshow.

Ditch Witch presents service, Chestnut awards

The Charles Machine Works Inc., manufacturer of Ditch Witch underground construction equipment, presented the Superior Service and Support Excellence Award for 2011 to Kelly Clark and the Harold Chestnut Award to Jimmy Creecy, parts manager of Witch Equipment Co. The Chestnut award is presented annually to the parts marketing manager who best exemplifies the enthusiasm, dedication and creativity that Harold Chestnut brought to his profession for 30 years.

PowerFlo moves to new facility



PowerFlo Products Inc. moved to a new and larger facility in Cypress, Calif. The company had been operating from its Los Angeles County location since 1994.

ADS purchases Quality Culvert pipe assets

Advanced Drainage Systems Inc. purchased the high-density polyethylene (HDPE) corrugated pipe assets of Quality Culvert Inc. Production will be relocated to various ADS manufacturing facilities.

SJE-Rhombus buyer receives SPSM certification

SJE-Rhombus buyer Brenda Houts received Senior Professional in Supply Management (SPSM) certification, completing interactive online courses in purchasing fundamentals, analysis and spreadsheets, contract law, negotiation, best practices and sourcing.



W. Virginia approves Anua Platinum system

Anua's Platinum submerged aerated filter system received approval from the West Virginia Department of Health and Human Resources. The approval allows for Platinum SAF treatment systems to be installed in West Virginia under the same circumstances as Standard 40 Class I certified home aeration units.

ATL pillows used in tanker cleanup

Pillow tanks from Aero Tec Laboratories were used by the New York City Fire Department in the cleanup of a fuel tanker accident. The truck, carrying 12,000 gallons of gasoline, overturned while negotiating the Bruckner



Interchange in The Bronx, N.Y., spilling 1,700 gallons of fuel. Hazmat teams were able to safely transfer fuel from the leaking tanker to multiple bladders until it could be loaded into a second tanker. ■







TOILET TISSUE 2500 SHEETS 1 PLY Small core. 24 rolls/case. TOILET TISSUE 1500 SHEETS 1 PLY 60 rolls/case.

OTHER SIZES AVAILABLE!

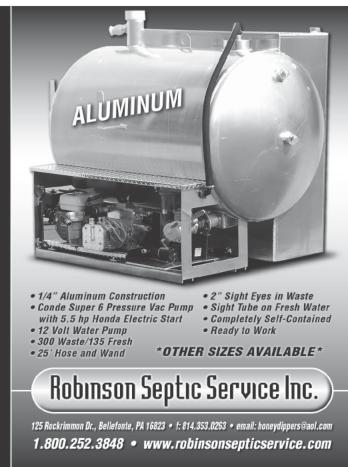
Portable Toilet Chemicals Deodorant Sprays Graffiti Remover Paper Products Hand Sanitizers Urinal Blocks Cleaners

Offering A Complete Line of Portable Toilet & Septic Needs



SERVICING THE INDUSTRY WITH PRIDE SINCE 1974

609-714-2424 Fax: 609-714-3030 800-699-9903





Used by More Professional Pumpers to Increase Their Business

Backed By Science Proven with Experience Many Satisfied Homeowners

Septic-Scrub[™] is a superior product for the maintenance and restoration of septic system drainfields. Customers appreciate that it is environmentally safe, contains no organic chemicals and does not produce any toxic by-products. Most importantly, Septic-Scrub works. It breaks down sulfide buildup in the biomat and soil to allow for better water absorption. Learn more about Septic-Scrub at www.arcan.com.



For information on increasing sales and providing a valuable service to your customers, call Arcan Enterprises at 888-35ARCAN (352-7226)



NAWT EXECUTIVE ADMINISTRATOR: Courtney Peterson

NAWT BOARD OF DIRECTORS:

Roger Winter, President, ON Tim Frank, Vice President, PA Ralph Macchio, Treasurer, NY Tom Ferrero, Secretary, PA Tom Frank, Past President, OH Jim Anderson, MN Tom Johnson, N Gene Bassett, NM Jace Ensor, NM Bob Kendall, WI Larry Frost, ME Frank King, MA Bill Hall, CT Stuart Mead, IN

Tom Johnson, NY Jeff Rachlin, PA Arthur Joubert, NH Kit Rosenfield, CA Bob Kendall, WI Susan Ruehl, OH Frank King, MA Mark Scott, MI

PO Box 220, Three Lakes, WI 54562 • 1-800-236-NAWT (6298) • Fax 715-546-3786 • www.nawt.org

NAWT Offers Online Training Opportunities

By Courtney Peterson

e are listening to you, and the National Association of Wastewater Transporters has been receiving an increasing demand for online course work that can be taken from the convenience of your home or your office. NAWT is looking at different opportunities and ways for you to obtain continuing education units (CEUs) while maintaining busy lives and work schedules.

NAWT strives to provide a national standard platform for education and practical up-to-date knowledge that is needed. These educational opportunities give you and your business the opportunity to learn about the latest developments and technology in the industry. All of the selections listed below will meet the requirements for eight hours of CEUs to maintain your NAWT Certification, and may additionally fulfill your state requirements for education.

Set yourself and your business apart with not only excellence in service but on a foundation of nationally recognized education.

Installer Online

Recently, NAWT partnered with the National Environmental Health Association (NEHA) and the California Onsite Wastewater Association (COWA) to offer an online course to become a Certified Installer of Onsite Wastewater Treatment Systems. This nationally developed credential was designed to provide the skills and abilities needed for the installation

Every day is Earth Day."



"We're met with a new challenge each day. Whether it's the sewer or water department ... we take our jobs very seriously, and the key thing is knowing that we're in compliance and not polluting our waters."

Jeff Chartier An Original Environmentalist SUPERINTENDENT Town of Bristol (N.H.) Sewer and Water Department

Read about original environmentalists like Jeff each month in *Treatment Plant Operator.*

FREE subscription at www.tpomag.com

of an onsite wastewater treatment system. These guidelines established onsite wastewater systems working properly with the correct design and installation. This eight-hour course covers installing tanks, construction, installing pumping systems, installing soil treatment systems and installing media filters.

Vac Truck Online

NAWT continues to provide a Vacuum Truck Technician Training course that is available online and is targeted to those who own or operate a vacuum truck used to clean septic tanks, aerobic treatment units, holding tanks or grease traps. Owners and employees would benefit from this course, as a solid base of information is needed to perform day-to-day tasks essential for operation. Completion of this course will give you another credential. Additionally, this course might provide you the unique opportunity to take a different class to maintain a different NAWT Certification that you may already have.

ARTICLES COMING

Have you ever run into the problem where you have some CEUs but not quite enough? NAWT is working on providing a number of scholarly articles that can be purchased for a nominal fee, read at your leisure, and a short quiz. This new choice would provide you another way to obtain CEUs and give you the opportunity to read up on what's new in the industry. There would be a selection of articles to choose from covering a number of different areas of study.

Next up are webinars. These are nothing new in terms of education, but a new tool for NAWT to use and provide interactive, real-time learning experiences. It almost feels like you are in a classroom but you can do it from your computer at home.

YOUR FEEDBACK WELCOME

NAWT hopes you know by now that feedback is always welcomed and we encourage it. So please let us know if these unique educational presentations would interest you and what topics you might suggest.

TANKS TO YOUR DESIGN		TEEL & STEEL UNITS - R INFORMATION	TANKS SHIPPED TO YOUR LOCATION
PUMP DISTRIBUTOR * BATTIONI * JUROP * BOWIE * MASPORT * FRUITLAND * MORO Pump Rebuild Kits In Stock	Call Today For Information Or Prices On Tanks, Pumps And All Parts	Secondary Shutoffs 12" Primary Shuto Image: state	Sight Glasses, Valves & Couplings
2500 GALLON\$6740 3570	affles • Primary Shutoff fop and Rear Hatches n Bottom of Tank	800.364.7307	2100 EAST BOOTH ST. • SEARCY, AR 72143 Fax: 501.279.0003 • E-mail: sbs@cdlworld.net

Are you a regional or national provider of contracted, rental or specialized wastewater services looking to promote your business to other contractors?

You should participate in the

NEW! 2012-2013 Pumper Services & Supplier Directory

See page 97 for details.

PRODUCT NEWS

IN THE ROUND DEWATERING SYSTEM



The new dewatering system from In the Round Dewatering can help septic service contractors improve profitability by reducing sludge disposal costs.

The system uses plastic filter tiles inside a rotating, stainless steel dewatering drum to remove up to 50 percent of wastewater from sludge. The transportable drum - which measures 20 feet long and 90 inches in diameter and weighs 11,500 pounds empty - is mounted on a steel, powder-coated, roll-off frame equipped with integrated tie-down straps, says James Penner, owner and president of In the Round Dewatering.

"It's not unusual for the unit to remove 2,500 gallons of liquid overnight," Penner explains, noting it can be filled multiple times before rotating. "It can process 15,000 to 25,000 gallons of sludge per day."

A standard roll-off truck can haul the unit. Pumping contractors who do not own a roll-off truck can hire a hauling company to take the sludge to a landfill, Penner says.

The drum's interior is almost completely lined with interlocking, replaceable plastic filter tiles. A 1/4 hp motor and a gearbox with a 4,700:1 gear ratio rotates the drum once every 2 1/2 hours on 10 heavy-duty, greaseable ball-bearing rollers. A polymer that helps remove water is mixed with the sludge as it's fed from a holding tank into the drum through a 3-inch hose.

"If you put in 150 gallons of sludge per minute, 100 gallons of clear water per minute comes out the bottom," Penner explains. "So you accumulate 50 gallons of sludge per minute. About two hours is a normal fill time.

"As the drum rotates, solids accumulate in the drum and the clear water runs off into a sewer drain," he says. "We typically get four to seven tons of dry solids after running it overnight. It's so dry you can stand on the pile without sinking into it.

"And the nice thing is, you get the same results every time - no surprises," adds Penner, who is a pumping contractor. "I turn mine on when I leave the place at night and when I come back the next morning, everything is ready to go.'

After dewatering is complete, the operator can clean the tank with a light rinse from a garden hose and a nozzle; self-cleaning tiles eliminate the need for a pressure washer, he notes.

The system is designed with minimal moving parts. It should improve pumpers' profitability through minimal operating costs, reduced payments to waste-treatment facilities, and less wear-and-tear on trucks - the result of less driving to treatment facilities with heavy loads of sludge, he says.

"I pay 11.3 cents per gallon to have sludge treated at a local municipal treatment facility," he explains. "When I run it through this process, the polymer and landfill costs combined are 2.5 cents per gallon. That's where you make your money."

Users without sewer-line access can haul the clear water to a wastetreatment facility, he says. 317/539-7304; www.itrdewatering.com.

SJE-RHOMBUS OIL SPOTTER CONTROL PANEL

The SJE Oil Spotter control panel for elevator sump applications from SJE-Rhombus is designed to provide pump and alarm notifications of potentially threatening water and oil levels in simplex pumping applications, including elevator sump basins, transformer vaults, leachate well applications, garages or any applications requiring ASME A17.1 compliance. Features



include factory-installed Oil Water Switch with four probes (start level, stop level, high water level and reference from ground) and mechanical high oil alarm float. 888/342-5753; www.sjerhombus.com.

VAC-CON, CUES INSPECTION CAMERA

The Inspector Cam camera system from Vac-Con Inc. has a CUES camera that can be mounted on any Vac-Con combination sewer cleaner for inspecting pipes before cleaning. The camera system mounts to the hose reel and is propelled by the high-pressure water system on the machine, similar to a standard cleaning nozzle. The camera system



can be retrofitted on all Vac-Con combination machines. 888/491-5762; www.vac-con.com.

HONDA COLLEGIATE TEAM GENERATOR KITS

The College Skinit Kit cover from the Honda Power Equipment Group is available with college football team logos for the EU2000i Super Quiet Series of generators. The kit consists of a flexible generator cover imprinted with official team graphics, with the choke, check oil and on/off label integrated into the design. The skins are easy to apply and remove. 678/339-2600;



www.powerequipment.honda.com.

JENNY GT-SERIES AIR COMPRESSORS

The GT-Series of electric-powered, twostage air compressors from Jenny Products Inc. feature high-pressure output in 8-, 15-, 17- and 30-gallon tank models. All compressors produce 15.5 cfm at 100 psi or 15.2 cfm at 175 psi and are driven by commercial-



grade, 5 hp motors that operate from a 230-volt, single-phase source. **814/445-3400; www.steamjenny.com.**

HEMCO FIBERGLASS TRAILER FENDERS

Fiberglass fenders from HEMCO Corp. are designed to eliminate road splash and spray on singleand tandem-axle trailers. Fenders are available in standard white, red, primer gray, black and custom colors. The rustproof, lightweight and corrosionresistant fenders include



mounting hardware. 800/779-4362; www.hemcocorp.com.

CLARUS ENVIRONMENTAL GRAVITY FILTERS

Gravity effluent filters from Clarus Environmental are designed to be effective during all stages of the maintenance process. Features include integrated bypass protection, a secondary screen that continues to protect the outlet when the primary filter is removed for cleaning. **800/928-7867;** www.clarusenvironmental.com.









TRAINING & EDUCATION By Scottie Dayton

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

- Aug. 9-10 Continuing Education Class, Guntersville
- Aug. 15-17 Advanced Installer II Class
- Sept. 13-14 Continuing Education Class, Florence
- Sept. 19-21 Basic Installer 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 has an Operations and Maintenance Level 1 class Sept. 13-14 at Mill Valley. Call Kit Rosefield at 530/513-6658 or visit www.cowa.org.

Georgia

The University of Georgia's Center for Urban Agriculture is offering Onsite Wastewater Management classes on:

- Sept. 7 Dalton
- Sept 21 Macon
- Sept. 28 Athens

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

lowa

The Iowa Onsite Wastewater Association has a Site Evaluations and Soils course Aug. 17 at 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
- Sept. 6 Sampling, Cloquet
- Sept. 13 Soils Continuing Education, Iron Mountain
- · Sept. 25-27 Advanced Design and Inspection of Onsite Systems, Part 1, Mankato

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

Missouri

The Missouri Smallflows Organization has these CEU courses:

- Sept. 12 Media Filters, Mt. Vernon
- Sept. 13 Earthen Structures, Mt. Vernon
- Sept. 25-26 Operations and Maintenance, Camdenton

Call Tammy Trantham at 417/739-4100 or visit www.mosmallflows.org.

Nebraska

The University of Nebraska-Lincoln Extension has a state-approved Operations and Maintenance course Sept. 7 at Scottsbluff. Call the extension at 402/472-9390 or visit www.deq.state.ne.us/WasteWat.nsf/ pages/OnsitePDH.

New England

The New England Onsite Wastewater Training Center at the University

CALENDAR OF EVENTS

AUG. 2-4

Florida Onsite Wastewater Association Convention and Trade Show, Ocean Center, Daytona Beach. Contact FOWA at 321/363-1590 or www.fowaonsite.com.

AUG. 24-25

Georgia Onsite Wastewater Association Conference at Stone Mountain Park Memorial Hall, Atlanta. Call Bruce Widener at 678/646-0369 or visit www.onsitewastewater.org.

of Rhode Island in Kingston has these courses:

- Aug. 9 Surveying Basics for the Onsite Wastewater Contractor
- Sept. 6 Conventional Onsite Wastewater Treatment Basics for Installers
- Sept. 13 Innovative and Alternative Technologies
- Sept. 19 Conventional Onsite Wastewater System Inspection
- Sept. 19-20 Conventional Onsite Wastewater System Inspection and Field Training

• Sept. 27 - Innovative and Alternative Technology Field Training, Peckham Farm

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

North Carolina

North Carolina State University has the following courses:

- Sept. 11 Introductory Installer, Mills River
- Sept. 18 Subsurface Wastewater System Operator, Mills River
- Call Joni Tanner at 919/513-1678 or visit www.soil.ncsu.edu/training.

The North Carolina Pumper Group and Portable Toilet Group has a septage management training and land application seminar Sept. 22 in Asheville. Call Joe McClees at 252/249-1097 or visit www.ncpumpergroup. org or www.ncportabletoiletgroup.org.

The North Carolina Septic Tank Association has an Installer Inspector class Sept. 10-11 at Swansboro. Call 336/416-3565 or visit www.ncsta.net.

Oregon

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

Pennsylvania

The Pennsylvania Septage Management Association has a Basic and Advanced Onlot Wastewater Treatment System Inspection course Sept. 11-12 at Montoursville. Call 717/763-7762 or visit www.psma.net.

Utah

Utah State University has these Onsite Wastewater Treatment Certification renewal workshops:

- Sept. 6 Level 3, Logan
- Sept. 24-26 Level 1, Vernal
- Sept. 27 Level 2, Vernal

Call Ivonne Harris at 435/797-3693 or visit http://uwrl.usu.edu/ partnerships/training/classes.html.

Wisconsin

The Wisconsin Onsite Wastewater Recycling Association has a Private Onsite Wastewater Treatment System Evaluator Certification course Aug. 16-17 at the Lakewoods Resort in Cable. The course carries 16 CEUs. Call 608/441-1436 or visit www.wowra.com.





Vacuum head used to intercept liquids or solids and contain it in a 55 gallon drum. Eliminates contaminating your truck on small jobs.



Pneumatic drum skimmers pick up oil & grease while operating off of your truck's air brakes.



www.elastec.com 1309 West Main, Carmi IL 62821 Tel: (618) 382-2525 Fax: (618) 382-3610 E-mail: elastec@elastec.com



SAUK CENTRE, MN

Century Tank & Trailer 39465 415th Street Sauk Centre, Mn. hone: 320-351-TANK (8265) Fax: 320-351-8264 enturytank@mainstreet.com

VACUUM TANKS IN STOCK!



- »3600 gallon 1/4" steel
- »2300 gallon 1/4" steel
- »5600 gallon lightweight stainless steel
- »4200 gallon lightweight stainless steel with hoist and full rear opening door
- »Stainless steel 6000 gallon vacuum trailers



320.351.TANK



Introducing The Most Durable & Economical Septic Lid On The Market Buy Direct from the Source No Middleman! Now Offering Effective 18" & 24

24"

18"

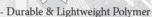
12"

Customize It!

Your Name Your Numbe

Your Logo

RotoSolutions 800.868.0973



- WILL NOT Crack Like
- Concrete!

Pack

Shipping

- Easier to Handle & Transport
- 12", 18" & 24" Available
- Easy Installation
- Optional Sand Fill
- Have It Customized (Name, Number or Logo)
- Green or Black
- Foam Filled (Optional)
- Hardware Included
- 18" or 24" Adapters Available

www.RotoSolutions.com

ustom









1

Simple Solutions

Gas or Diesel More Power per GPM! AmericanJetter.com 866-9HI-FLOW CHECK OUT THE LATEST HUULIA NEWS WWW.WASTEWATERPR.COM View all the Product News To The Rescue" NO ROYALTY ON PERCENTAGE OF SALES Franchise Package \$7,950



Fax (513) 756-1995

www.fluidtechnologyinc.com

Fluid Technology, Inc.

Marketplace Advertising



800.2577222





see photos in color at www.pumper.com

ADVERTISING

SANITATION POSTCARDS & BUSINESS CARD MAGNETS: Remind your customers and prospects with color postcards and magnets. Economical marketing tools. Trade show handouts as well. Call 781-844-8600. Visit www.sanitationpostcards.com. (PBM)

Want to dominate your local city on Google? Bee Page One® will put your business on page on in 90 Days or it's FREE! Starting at \$350/month, hurry we work with only ONE business per city. Competitors are locked out. Beepageone.com. 843-282-7724. (P07)

Salesman needed to cover Southern Illinios and Northern Missouri: Salary + commission, knowledge of combination trucks, flushers, TV camera and parts. Email resume to michele@mahoneysllc.com. (CP07)

AERATORS



ENVIR-O LINEAR PUMPS are designed for aeration in onsite septic systems/ residential sewage treatment units. Used by manufacturers of NSF certified systems. ULAPPROVED.

www.bluediamondpumps.com 770-831-1122 PIO9



Roland's Turbo Replacement Aerator for the Multi-flo, stainless steel cover, \$410.New filter socks for the Multi-flo, 30 per case: \$450. Old filter socks should not be laundered or washed as they will get damaged. If you can see light thru one side of the filter material it is damaged and should not be used. Roland's turbo. 800-717-8807.

WWW.Cprservice.org PBM

BUSINESSES

Well established portable restroom business for sale in Minneapolis/St. Paul Metro. Locally owned and operated with excellent customer base. Standard units, hook units, handicaps, hand-wash stations and trucks, in full operation. Turn-key with still a lot of growth potential. Serious inquiries only. 651-454-4441. (PBM)

FOR SALE: Septic pumping and portable toilet business in north central MN. Includes 2 vacuum trucks, 3,000-gallon tandem and 2,000 gallon, single axle, portable toilet service truck, 1 ton service van, 6 place portable toilet trailer, and 59 portable toilets. Asking \$215,000. Home: 320-676-8638. Cell: 320-630-3640. (P07)

WASH DC & TRI STATE AREA SEWER & DRAIN BUSINESS FOR SALE: Here's a chance to expand your business instantly! Steady, reliable healthy corporation grossing 1 -1.5 mil. with good reliable net for sale. Sewer, drain, septic, grease trap, stormwater and vacuum truck services, commercial, residential, industrial, service trucks, jet trucks, pump trucks, jet-vac trucks, garage pumper, excavator, lateral TV/locators, etc. Company has been in business for well over a half century and still growing with plenty of potential. Owner wants to retire but will provide consulting and training for a reasonable transition period. Warehouse with large lot, sale or flexible lease available. Interested parties should contact: drainbizforsale@aol.com. (P08)

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

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

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

Expand your existing business in the special event market. Exclusive PortaJane distributorship available. Call for details. PortaJane... "Because John Can't Aim!" 888-810-5535. (P07)

BUSINESSES WANTED

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

COMPUTER SOFTWARE

Pumper Plus Billing Software: Regularly \$795. Mention this ad in Pumper.com and purchase for only \$595. Pumper Plus is a billing software package from Galaxy Systems, www.galsys.com/pumperdemo.asp, that handles billing for septic pumping and portable toilet service-type companies. Inquire at solutions@galsys.com or call 800-985-3029. (P07)

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (P07)

DEWATERING

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

Full dewatering plant for sale: Dewatering boxes, Polymer system, rotary screen, flow meter, 45,000-gallon tank, roll-off truck, pumps, mixers and miscellaneous parts. \$120,000. Call Bill at 603-269-3441. (P07)

DRAINFIELD RESTORATION

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

Terralift machine: Includes probe and box of beads, ready to go to work, great moneymaker, looks sharp. \$11,500/OBO. 231-228-7499. (PBM)

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

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 Cusco 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)

HAZARDOUS WASTE UNITS

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)



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

1995 Mack/Cusco stainless steel Mastervac, DOT Certified, MC412, 3,200 gallon dumping tank. 27' Hibon blower with Demag 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)

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^m mercury. Dump type; D.O.T. 407/412 regulations. (Stock #13478V) www.Vacuum SalesInc.com(888)VAC-UNIT (822-8648). (PBM)

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

2010 Peterbilt, 340 cab and chassis with a used 3,200 U.S. gallon, stainless steel, D.O.T. certified vacuum tank, with a Presvac PV 750 vacuum-pressure pump. (Stock #7530V) www. VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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

HYDRO EXCAVATING EQUIPMENT

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



(2) Identical 2009 Vactor HXX PD Blower Hydro-Excavators: Low miles, low hours, fleet maintained, excellent condition, IN-STOCK READY TO WORK......\$335,000 Call Toll Free 888-432-9070 or wisit our website for more

or visit our website for more info and pictures at www.usedvacuumtrucks.com P07

JETTERS-TRAILER



Used Jetter Trailer: John Deere diesel engine, Giant pump, 4,000 psi, 18 gpm, 500' ½" hp hose, can take 600', new heavy duty tandem axles, 300-gallon fresh tank, 4018 Pipe Hunter hydraulic, completely reconditioned. Call for pricing. 866-720-4999 P07



www.hotjetusa.com CPBM

JETTERS-TRAILER



2006 Sewer Equipment Company of America: Model 747-FR 2000, TV trailer jet, in excellent condition, dual hose reel for jetting and televising with the same machine, CAT 4.4L, diesel, 40 gpm @ 3,000 psi pump, 600' of ¾" hose, 400' video cable/hose, DVD recorder, pendent control and wireless, auto level wind, 700-gallon duraprolene water tank, digital footage counter, only 1,250 hours. (Stock #50002E)

Mark Van Gundy 515-864-1036

P07

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)

JETTERS-TRUCK

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' 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



JET VACS

1994 Vac-Con, 16-yard debris tank, 1,250gallon 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, Vactor series 2110, industrial machine mounted on a pre owned. (Stock #5358C) www.Vacuum SalesInc.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, mcraeway@hotmail.com. (P07)

1999 Sterling cab & chassis with a Vactor 2100 combination vacuum Loader. (Stock # 2775C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)

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



1989 Volvo-White Vactor 810C Combination Jet Vac: Cummins 300 hp diesel, 41,897 miles, 10-yd. debris, 665 rear engine hours......\$18,500 Frank King Cell: 978-758-6265 MA PBM

VacCon industrial machine mounted on a pre owned 1999 International cab and chassis. (Stock #3918C) www.VacuumSalesInc. com, (888) VAC-UNIT (822-8648). (PBM)

LEASE/FINANCING

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

PORTABLE RESTROOMS

For sale 100+ grey poly johns, \$175-\$200 each depending on condition and quantity. Most of them are in rentable condition, central Michigan. Call for pic's: 989-588-4140. (P07)

300 Construction grade Portable Restrooms for sale (POLY JOHN). \$150 per toilet. Minimum purchase of 20 toilets. Please call 608-835-3459. (P07)

10 PJ3, nice shape, \$325. Michigan, 231-250-1483. (P07)

FOR SALE: Special event, construction, handicaps, high-rise units, handwash stations. \$150-\$325. Email proequip1@yahoo.com or call Manny at 305-970-9837. (P07)

We buy used portable toilet equipment, toilets, handicaps, handwash stations, trailers, tanks & trucks. Email proequip1@yahoo.com or call Manny 305-970-9837. (P07)



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)

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)

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

PORTABLE RESTROOM TRAILERS

3 Decons, 2001 ASCI 16' Presidential. 315-437-1291, NY. (PBM)

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

2004 Ford F750, CAT 210 hp, auto., new aluminum back tank, 1,500 waste, 500 water, new Jurop pump. \$36,900. www.pumpertrucksales. com. Call JR. @ 720-253-8014, CO. (P07)

1994 Dodge Cummins, Auto, 500 gallonwaste, 300 fresh. Also, 1999 Ford 450 die-sel, automatic, setup for port-a-jon pumping.\$12,500. 937-674-7288.(P07)



2002 International 4300: DT466, air brakes, 6 speed, a/c, 117,000 miles, brand new 1,100/waste, 275/water tank with toilet rack, new Masport HXL4 pump. Truck is in an excellent condition......\$59,500 GARY: 404-514-2923 GA P07



We have four Isuzu pumper trucks for sale: Great condition, year of trucks are 2003, 2005 and 2006. Please contact Anthony Starace or Jorge Munoz for truck specs and details. 561-582-6688 P09

PORTABLE RESTROOM TRUCKS

2007 International 4100, under CDL, 109k miles, 350 fresh/750 waste Crescent tank, dual side service, carries 8 toilets, pressure washer, lift gate, new Masport pump, excellent condition. \$39,900. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (P07)

2001 Chevy diesel, manual speed, non CDL, with Caterpillar engine, 321,785 miles, aluminum tank, 900 waste/300 water, with 2 unit carrier. Located in TX. \$14,000. Call 254-773-3921, ask for pictures. (P07)

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@embargmail.com. (P07)





2005 Chev 4500: (Isuzu) portable toilet truck (model Keith Hubber Tugger), 100,950 miles, auto, ideal for new company start up......\$14,900 Contact Frank King 978-452-7750 MA РВМ

POSITIONS AVAILABLE

Seeking PACP CCTV Operators for growing company. The position is based in Nashville, TN and requires moderate to heavy travel. We offer great working conditions and good pay and benefits. Relocation package considered for the right candidate. Please send work history (resume) and pay requirement to fax: 615-386-9292. (P09)

POSITIONS AVAILABLE

PUMP TRUCK DRIVER, Newport News, VA: Full time with overtime. FULL BEN-EFITS: 80% health, 100% dental, retirement, uniforms, paid holidays, residential & commercial, septic & grease trap cleaning. QUALIFICATIONS: CDL, CLEAR VA driving record, 3-5 years exp. APPLY: theresa@ zieglerplumbing.com, Phone: 757-877-2054, fax: 757-877-1888. (P09)

PROJECT MANAGER, WASTE MANAGE-MENT: C&K Industrial Services, Inc., a Cleveland. OH based provider of vacuum/waste management and water blasting services, is looking for a highly driven individual to join our growing team. This position will be located at our Evansville, IN office. The Project Manager (PM) will be required to manage and work with all field personnel and equipment. This is a "hands-on" position and will require the manager to complete the same tasks as the field crew while still assuming responsibility for the proiect. The PM shall be dispatched to complete specific tasks as required and their schedule shall be based on our customer needs. Scheduled work days and days off shall vary from week to week. In addition, weekend, holiday and emergency response work can also be expected from time to time. Previous experience within the environmental remediation. environmental industrial services, environmental transportation, or construction related environmental field is required. Also necessary is knowledge of OSHA and FMCSA regulations. Competitive Pay & Benefits! Qualified, interested candidates should submit their resume along with salary requirements to JOBS40@ ckindustrial.com Applications submitted without salary requirements will not be considered. M/F/V/H. (P07)

PUMPS - SUBMERSIBLE

Three Hyd. submersible pumps, over 600' of hyd. hoses, 4" discharge, rebuilt then stored. \$75.00. 617-680-4569. (P09)

PUMPS-VACUUM

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

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

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

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.vsirentalsIIc. com. (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





 1998 GMC 6500: CAT diesel, 276,000

 miles, runs great, 1,600-gallon tank.

 \$29,000

 210-722-7156

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)

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

SEPTIC TRUCKS

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



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

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)



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

SEPTIC TRUCKS

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)

1988 GMC Autocar, 4,000 gallon, rebuilt motor, new tires, comes with hoses, ready to work for you. \$37,000. Call 321-441-6436, (P07) FL

2003 GMC, 1.500 gallon tank, 67,000 miles, Caterpillar diesel. Allison automatic. 25.900 GCW. \$37,500. 937-674-7288, pictures available. (P07)

Mini other low millage used trucks available. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (P07)

1999 Ford F550, 7.3 diesel, 132,000 miles, Satellite unit,, 600 waste, 250 water, Kondisix pump, 2 unit carrier. \$20,000. Call JR. @ 720-253-8014, CO. (P07)

2004 Mack E7, 330 hp engine, 10 speed, 54,000 lbs. GVW, NEW 3,365 back tank, NEW Masport HXL 400 WB pump. www.pumper trucksales.com. Call JR. @ 720-253-8014, CO. (P07)

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 JR. @ 720-253-8014, CO. (P07)

2005 International, 3,300 hp Cummins, 10 spd.,new 3,600 aluminum tank, Masport 400 pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (P07)

2006 International, DT 466, 230 hp, 6 speed, new 2,500 steel tank, Jurop pump. \$55,900. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (P07)

SEPTIC TRUCKS



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



1992 Western Star: Ext hood, 425 CAT engine, 10 speed, jake brake, electric windows, air ride, engine and trans. was rebuilt 5 years ago, 3,300-gallon steel tank, LPK Demag pump, 312 cfm, aluminum wheels, good tires, tank needs paint. Works every day. ...\$28,000/OBO 315-783-0803 NY P07 P07

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

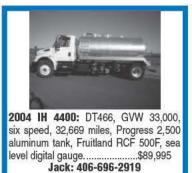
2000 Pete 365 tri-axle with new 4,000-gal-Ion septic tank roll off combination. New Moro vacuum pump, 435 hp, Detriot 75k Galbreath hoist, excellent condition. KLM Companies, 617-909-9044. (PBM)





charge, work lights, toolboxes, 271,500 miles, call for pricing. 1-800-826-2308, WI PBM

SEPTIC TRUCKS



htcmt@hotmail.com P07 2005 Freightliner M2: Business Class with a 225 hp CAT, 6 speed manual transmission and 150k miles, full D.O.T. Inspection, 2,500-gallon vacuum system, Masport HX-L400WV vacuum pump, 2 manways, 3" inlet, 4" discharge, 3 sight glasses, primary and secondary shutoffs, Rhino lined hose trays.

\$45,000. (P07) 1993 International 4600: 2,300-gallon tank, DT466 Allison auto, 209,000 miles, good truck. \$32,500. 334-419-0450, Alabama. (P07)

Call or text Dave @ 734-731-5256 sale price.

1992 Ford L8000: 4,300-gallon tank, NVE vac pump, full locking rears, double frame, re-built transmission and clutch. \$16,000/OBO. Call 608-723-7397.

(P07)



2008 Keith Huber Dominator on Mack chassis: 3,000 waste, 500 fresh, 440 cfm, vacuum pump & 2,000 psi @ 35 gpm jet, 500' of jetter hose and 200' of pump hose. Tires are all virgin steer with 85% left. Excellent shape, hydraulic dump & full opening rear door. Firm 125 hours on pump app., 50 hours on jetter. First \$125,000 takes it. P07 678-906-0712



SEPTIC TRUCKS



2,200 gallon tank, Jurop PN84 vacuum pump, paint, and all accessories. \$39,500 Phone: 740-988-7878 P07



1995 Mack RD: 280 hp, 5 speed, Mack trans., 3,200 gallons, 260,000 miles, heated valves, water cooled, Fruitland pump, good tires......\$32,000 **973-296-0004** P07



2006 Peterbilt: Cummins, 10 speed, power windows, a/c, stereo, back up cam, tilt steering, cruise control, lockable axles, air suspension, 3,500-gallon Lely tank, Masport system, 55k lbs., 268k miles only. \$59,995. All hoses and tools to get you going included. Will consider delivery. Fresh MD inspection. 410-360-3989

ajmcdonald1941@gmail.com PO7



SEPTIC TRUCKS

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. Ask-

715-595-4892 WI

1995 Ford Med. Hvy. Conv: Ford F-se-

ries, waste hauling system, R260 pump,

diesel, 1,800 gallons, Lely Manufactured

unit, excellent condition, ready to work! \$18,500 703-361-4517 or 703-361-7221 P07

2008 Peterbilt 340: One owner, 2008 Aber-

nethy vacuum system, NVE866 Max Pack

system, full dump bed, 36 inch rear manway,

tank vibrator, heated valves, 4 inch curb-side

vacuum/dump valve, complete Rhino lining

of bed and hose trays, all LED lights, 4,200

gallon tank capacity, liquid level indicator, full

stainless steel fenders on rear, air ride driver

seat by Talladega, tinted windows, stainless

steel drop visor, stainless steel hood wing, all

service records, new rear tires, non-smoking

vehicle, owners personal truck, vinyl lettering

easily removed, truck is accident free. The

reason for selling the truck is I purchased two

new 5,000 gallon units. Truck was used to

haul sewage and grease trap waste. Always

garage kept. Buyer responsible for ship-

ping/pickup. Low mileage 56,543. Priced at \$122,500/Nego. 706-234-7252, GA. (P07)

2006 International 7600: Imperial

3.400-gallon hydraulic dumping vacuum

tank, full opening rear tank door, vac

pump, 310 hp Cummins, 10 speed trans-

mission, air brakes, GVWR 60,000 lbs,

very clean.....\$125,000

320-393-3687 MN

ing..

..\$126,000

P08

SEPTIC TRUCKS



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 Anuel at 786-258-3384

www.house-of-imports.com P07



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 www.house-of-imports.com

2001 Sterling A9500 (4 avail.): 12.7L, Detroit 480 hp, 200-300,000 miles, Fuller 7 speed, new heavy duty 3,600-gallon U.S. tank with 5 year warranty, Jurop

George: 954-558-0816, www.Nationaltruckcenter.com PO7

SEPTIC TRUCKS



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 www.house-of-imports.com PO7



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 www.house-of-imports.com P07



excellent condition....\$60,000/firm/FOB Call Wade: 406-580-3221 Bozeman, MT Por

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

P07

SEPTIC TRUCKS



2005 Freightliner, business class M2: CAT C-7, 245 hp, 6 speed, 255,260 miles, new heavy duty, dual compartment 2,500-gallon tank (2,200 gal. waste and 300 gal. fresh water) with 5 year warranty, new Jurop R260 (363 cfm) pump with 1 year warranty, jetter system (optional), new valves, aluminum hose trays, aluminum toolbox, sight glasses, new paint, 1 year or 100,000 mile engine warranty nationwide, easy financing. See dealer for more details.....\$59,000

Call Mike: 786-554-0892 or George: 954-558-0816, www.Nationaltruckcenter.com P07



2005 Freightliner Columbia: 10 spd., 451,826 miles, 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.\$98,000

Call Mike: 786-554-0892 or George: 954-558-0816. www.Nationaltruckcenter.com P07



2007 Peterbilt 385 (2 avail.): CAT C-13, 475 hp, 9 speed, 524,367 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.\$85,000 Call Mike: 786-554-0892 or

George: 954-558-0816, www.Nationaltruckcenter.com P07

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)

SLIDE-IN UNITS

2 SLIDE-IN UNITS AVAILABLE: 1 is 600 gallons & 1 is 400 gallons. Email proequip1@ vahoo.com or call MANNY at 305-970-9837. (P07)

Imperial model S450, steel 2 compartment slide-in, 8 hp Honda, electric start, wash down pump, Jurop model PN 23, vacuum pump, 2" inlet, 3" discharge, and 12" clean-out hatch, pics available. Call Joe @ 414-736-5939. (P07)

200/100 Slide-in, 5 hp, Honda w/Conde plus lots of extras, from my closed business \$5,500, 360-357-4338. (P07)

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)

2000 Balzer liquid vacuum spreader with rear injectors knives, tank hold 3,000 gallons. It's in excellent condition, \$17,000, Call 330-525-7319. (P07)

TANKS

Vacuum Tanks - New: Sizes from 1.900-4.000 gallons. Great deals! Check us out: 3,600 gallons for \$14,000 and 4,000 gallons for \$15,000. All complete! Will make you a great deal! Delivery available. www.JEagle Tanks.com or Jerry at 800-721-2774. (PGBM)



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

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.TandT tools.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. (PBM) com.

TRAILERS - VACUUM/TANKER

2011 VE Industries vacuum tanker: 5,460 gal., 130 bbl steel, walkway, 2 inch blowdown front and rear sight glass, float ball level indicator, Carboline 4500 coating, two tone paint, black with silver tank, chip resistant tires, two tool boxes, led lights, stored inside, no faded paint, all aluminum wheels, two rear load valves, tanker used to haul septage. Tanker is VERY CLEAN and appears new. NO JUNK. \$44,900. 706-234-7252. GA. (P08)

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)



sanitariosyquimicos@hotmail.com 915-239-8919 TX PG07

tion this ad.



1993 Mack Day Cab: 9,200-gallon trailer, NEW Gorman-Rupp pump, NEW canisters and hydraulic hoses, on an all aluminum trailer. Pulled by a 1993 Mack tractor w/wet kit. Ready to work and Priced to Sell. Phone: 920-493-0563 WI P07

TRAILERS - VACUUM/TANKER

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



TRUCKS

920-336-1551 WI

P07

(DUMP, SEPTIC, MISC.)

(2) International BT 466: Cab & chassis, 300 hp, jake brake, 118k and 134k miles. \$35,000, 2003 International DT 466: Cab & chassis, auto., 135k miles, under CDL, with air brakes. \$26,000. 2005 Freightliner: Cab & chassis, 210 hp, 6 speed, 133k miles, under CDL. \$25,000. 2005 GMC: Cab & chassis, TV 500, 7.8 L, 230 hp, Duramax, auto, under CDL. We have in stock both new aluminum and steel tanks from 850 to 4,200 gallons. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (P07)



Pump, 31,000 miles.....\$35,000 530-378-6825 raquel@erickammoninc.com P07

1990 Guzzler GMC, excellent condition, strong, industrial, commerical. \$30,000. Phone: 910-844-5855 or 910-280-2769, NC. (P08)

1987 International Aquateck, new rebuilt engine, rebuilt transmission, good pumper. Price \$12,500. 910-844-5855, NC. (P08)

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.empire equip.com, 714-639-8352. (CPBM)

VACUUM LOADERS

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

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)



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

P09

VANES

American Industrial Components: Our vanes are manufactured from the highest quality laminated materials available and are fabricated to exact tolerances and specifications. 800-272-7557. (PBM)

Bullet proof your pump with Kevlar blades. Powerflo's Dura Flo Vanes are premium guality, long lasting and heat resistant. Same day shipment on most models: Jurop, Battioni, Moro, Masport, Fruitland, Demag. Call Powerflo Products 800-758-4788 or purchase online at www.powerflo.com. (PBM)

WANTED

Wanted to Buy: Vactor 2100s and late model Guzzlers. Cash. Phone 800-336-4369. (CPBM)

WATERBLASTING

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

NLB 10-325, 10k max, 51 gpm max, NLB 10-235, 10k @ 34 gpm, Jetstream 4220, 20k psi @ 17 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)



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 pi.goel@8a.com. Top Pav in industry offered. (P07)

4-wheel drive sewer/Pipeline TV inspection van: RST "Omni" pan, tilt, color equipment with tractor and spare parts, fully operational, city unit, 1,000' cable, capable of working with 6" to 16" pipes, newer equipment mounted in older 4X4 Chev., small ambulance with only 39,000, one-owner, always garaged miles. Let's Roll Autos & Equipment, Colorado Springs, Co., link to full description with many pictures: http://www.truckpaper.com/listingsdetail/detail.aspx?OHID=3626467&dlr=1&pc id=2000801049. \$29,950. (CP07)

VACUUM EQUIPMENT

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)





2003, 1999, 1997 Volvo high vac units: Vactor units, three to choose from, all well maintained, 75% rubber or better, ready to go to work. Were used in the oil\$45,000 field..... P07 1-814-277-6227



Also available (2) 2,500-gallon vacuum trucks (IN STOCK). Parts, pumps, & ser-vice available. Polar Corp......\$141,000 **Coby McGuire** Sales: 864-573-9313x28 P07



2012-2013 Pumper Services & Supplier Directory

Are you a regional or national provider of contracted, rental or specialized wastewater services looking to promote your business to other contractors?

The **October 2012** issue of *Pumper*, which annually includes our Supplier Directory, has now been *expanded* to include a services section. For as little as \$295 you can list your company under industry-specific

Con

Con

Add Toll

Cell We

0

Nor

Sig

categories that you provide. The **October** *Pumper* will reach more than 36,000 contractors, municipalities and organizations that utilize contracted and rental services. Make sure they know who you are!

Please fax (715.546.3786), mail or email this form back no later than September 10, 2012.

Yes, I would like my company to appear in the 2013 Pumper Services and Supplier Directory at a cost of \$295 for my alphabetical listing and up to 10 categories. Each additional category over 10 is \$25 each.

- Yes, for an additional \$50 per placement, I'd like my fullcolor logo to appear in the categories I've marked below.
- Yes, for an additional \$199 I'd like to highlight my company in the alphabetical listings.
- Yes, for an additional \$99 per placement, I'd like to add a QR code to appear in the categories I've marked below.

ompany			
ontact Person			
	City		
Il Free	Phone		
<u>الا</u>	Fax		
leb	Emoil		
:		V Code	Ехр
ame on Card			-回殺將回
gnature			

Complete this form online at www.Pumper.com/2013services

CATEGORY	LOGO	QR	CATEGORY LOGO	Q	R I	CATEGORY LOGO	QR
🖉 Alphabetical Listing	🗆		🗌 Jetting - Drainline	[🖂 Roll-Off Container Rentals	
🗆 Consulting	🗆		🗌 Jetting - Mainline	Ľ		🗌 Septage Disposal	
Dewatering Services	🗌		🗌 Non-Hazardous Vacuum/Cleaning			🗌 Septage Transport	
🔲 Dealer of			🗌 Oilfield Disposal			🗌 Septage Treatment	
Directional Drilling/Boring	🗌		🗌 Oilfield Treatment			🗌 Septic System Service	
Distributor of			🗌 Oilfield Transport			🗌 Septic System Installation/Repair	
🔲 Engineering	🗌		🗌 Pipe Bursting			\Box Site Service Rentals (Fence, Lighting, Barricades, etc.) \Box	
Excavating/Grading	🗆		🗌 Pipe Rehabilitation/Relining			🗆 Solid Waste Services	
🖂 Grease Disposal	🗌		Plumbing/Heating/Cooling			🗖 Temporary Liquid Storage	
🔲 Grease Transport	🗌		🗌 Portable Restroom Service	Ľ		🔲 TV/Video Inspection - Drainline	
🖂 Grease Treatment	🗌		🗌 Portable Restroom Rentals			🔲 TV/Video Inspection - Mainline	
🔲 Hazardous Vacuum/Cleaning	🗆		🗌 Portable Restroom Trailer Rentals			🗌 Waterblasting	
Hydroexcavating	🗆		🗖 Portable Office Trailer Rentals	Г	7	🗆 Other	

Contact us today at COLE Publishing • PO Box 220, Three Lakes, WI 54562 • 800.257.7222 • fax 715.546.3786 • sales@pumper.com



WE HAVE IT ALL! 1.800.701.3942 www.polylok.com

ODOR CONTROL

EXTEND & LOK

EASY AS 128

Before (Cast Iron Pipe)

After (4" Extend & Lok)

With PL-68 Filter & Tee

Solutions for venting & removing odor from septic systems.

Poly-AirTM Now Available Poly-AirTM Activated Carbon Vent Cover 6", 4", 3", 2" & 1.5" Activated Carbon Vent Covers 15", 18", 20", 24" & 30"

EFFLUENT FILTERS



18" & 24" Heavy Duty Covers and Grates for corrugated / ribbed pipe.

800 GPD - 10,000 GPD

HYDRO SHIELD



ORIFICE DIFFUSER



- Fits securely onto either 3/4"-1" pipe or 11/4"-2" pipe.
- Can be installed facing up or down.
- 360° equal flow distribution with impeller.

<image>

TRUST THE LEADER! POLYLOK + ZABEL ENVIROMENTAL ARE THE WORLD LEADERS IN EFFLUENT FILTERS WITH OVER 3,000,000 UNITS SOLD WORLDWIDE!

SEPTIC TANK RISERS & COVERS



Available in

4" & 3"



The only Riser on the market with factory installed gaskets.

PRESSURE FILTER & UV DISINFECTON UNIT



LASTS A LONG TIME.

Built with the highest quality materials in the industry, the PJN3 – like the rest of the PolyJohn product line – is specifically engineered to perform for the long haul. Each PolyJohn product is built to handle the most difficult of environments and is "time-tested tough" under intense outdoor conditions. When you want to own the longest-lasting products for your money, our equipment will be there when you need it. That's a promise.



G

800.292.1305 | 219.659.1152 | polyjohn.com



Bright Finish Aluminum Tanks

0

Septic Tank Unit, 3600 Gallon

Powervac 5300 Stainless Steel 316

16 cubic yards Wet and Dry, DOT 407/412, 8" Telescoping Boom, 5300 CFM Blower, 27" HG Vacuum

Hydro-Trencher

5300 CFM, 27" HG Vacuum, 8" Hydraulic Boom, 3000 Gallon Steel Debris Tank, 1000 Gallon Stainless Steel Water Tank, 9 G.P.M. Water Pump -5800 P.S.I., 980,000 BTU Heater, Sound Enclosure

///PRESVAC

4131 Morris Drive Burlington, Ontario, Canada L7L 5L5 Fax: 905-681-0411

Liquid Trucks -

DOT 407/412 3000 Gallon Liquid Vac with Dump Type

> Nationwide Sales & Service 800-387-7763 • 905-637-2353 www.presvac.com