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Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

# Running Hot and Cold

Whether you're located up north in Alaska or in the desert Southwest, the goal is the same: Pumping for profits

By Jim Kneisel

**P**umpers have a lot in common, no matter if they're a small mom-and-pop operation covering a 10-mile radius around their small hometown or a corporation with 50 employees and trucks spread across a large region.

You all run into your share of septic tanks that haven't been pumped in a decade or more, treatment plants that throw up new roadblocks to dumping services, and the challenges of keeping up with new technology, everything from Facebook to GPS systems.

But geographically speaking, it's hard to imagine two pumpers farther apart than our featured contractors this month. **Shamrock Septic Service** and **Casa Grande Pumping Service** are separated by 3,714 miles. If Shamrock owner **Pat Murray** wanted to drop by and visit Casa Grande owner **Rick Hall**, he'd be behind the wheel for 63 hours and 10 minutes, according to road trip mapping service *Mapquest*. Although both pumpers live and work in America, Casa Grande workers could drive to Mexico for a lunch break, while Murray's crew can famously almost see Russia from their home base.

It's just a coincidence, but it's interesting that we'd pair pumpers in Wasilla, Alaska, and Casa Grande, Ariz., in the same issue of *Pumper*. It's fascinating to imagine how the priorities of these two pumping veterans differ depending on their vastly opposite climate and landscape. One is in the heart of the desert Southwest, while the other is a short drive from some of the worst winter weather served up anywhere. The contrast in working conditions show just how diverse the American landscape can be.

That these two companies use ingenuity to serve their customers effectively in such starkly different situations is something to celebrate. As these contractor profiles show, Shamrock and Casa Grande face many different challenges, but end up providing the same quality of service for their customers. No matter where you live, you've probably imagined how pumpers in either of these extreme climates get the job done. Now you can find out.

## NORTH TO ALASKA

Murray tells writer **Dee Goerge** ("Green & Growing") that when he starting traveling to the Pumper & Cleaner Environmental Expo International in 1989, he was considered a novelty, and many curious pumpers would ask him about working way up north. He had to explain the special considerations caused by hard frosts and long hours working in the land of the midnight sun.

"Being light at night can work you to death. You don't realize it's late," he says. Murray notices it particularly when the emergency calls pile up and

he's responding to one house after another. In winter, when the days are short, a cold snap or early spring thaw can wreak havoc with drainfields and equipment. It all keeps Pat and his wife, Charlotte, plenty busy.

"This is not a job; it's a lifestyle," Pat relates. "It's typical to work 18 hours a day. If Charlotte and I get in only 10 hours, we figure we should be doing something."

The couple seeks a break in the work during holiday seasons, when Shamrock puts on special light shows. Decorations started with a massive Christmas display, but now cover several holidays throughout the year.

Although both pumpers live and work in America, Casa Grande workers could drive to Mexico for a lunch break, while Murray's crew can famously almost see Russia from their home base.

## TUMBLEWEED CONNECTION

At Casa Grande, Hall takes pride in the wrench turning he and his crew do to keep an older fleet of vacuum trucks in tip-top shape. The dry, warm desert climate retards wear and tear on trucks, and while many contractors across the U.S. see corrosion and replace trucks every few years, Casa Grande drivers aren't afraid to jump in a 30-year-old tractor and head down the road.

As he tells writer **Doug Day** ("Forging Ahead"), the business has had its ups and downs over the years. The economic downturn tamped down a hot housing market and took away much of the portable sanitation construction work. But the fact that southern Arizona is one of the fruit baskets of the U.S. has meant a strong market for trailer-mounted restrooms used by migrant workers.

All in all, Hall remains excited about the future of pumping.

"We're doing OK; we're blessed," he says. "We've always had plenty to do. There's always something to do in this business and you can create all kinds of different things if you want to work." ■

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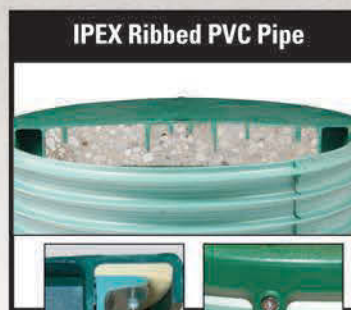
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# Forging Ahead



**The mechanically inclined crew at Arizona's Casa Grande Pumping Service turns wrenches and builds revenue no matter the economic outlook**

By Doug Day

Shown with several of their vacuum rigs in the background, the Casa Grande crew includes (from left) Kevin Yazzie, Marco Sells, Troy Anderson, Victor Begay, Carlos Navarro, Te Ryan Begay, Rick Hall and Ricky Hall. (Photography by Mark Skalny)

**Profile**  
**Casa Grande Pumping Service,**  
**Casa Grande, Ariz.**

When Rick Hall started riding along in his father's septic service truck at age 6, Dwight Eisenhower was president of the United States, Hawaii and Alaska were new to the nation, and gasoline was 25 cents a gallon. A lot of things have changed over the years, but the 58-year-old Hall still believes in the values of hard work and wrench-turning he learned as a kid in the 1950s.

As owner of Casa Grande Pumping Service in Casa Grande, Ariz., with his wife Darlene, Hall is used to getting his hands dirty and solving problems with his equipment. "We're doing OK; we're blessed," he says. "We don't owe a dime on anything. Everything we've got is paid for."

A do-it-yourself mindset and constant diversification of pumping-related services have served the small family company well. There's always been enough revenue and the phone keeps ringing, through good economic times and bad.

"The pumping business is going to stay good," he says. "I don't know about the portable restroom business with the economy the way it is. We haven't seen any construction in nearly three years."

Casa Grande is mainly a septic pumping and portable restroom company, but also offers plumbing, grease trap, sand trap and drain services, septic inspection and repair, electronic locating, lift station work and hydrojetting.

**GET TO WORK**

"We've always had plenty to do," Hall says. "There's always something to do in this business and you can create all kinds of different things if you want to work. Some people leave a lot on the plate because they're too lazy to pull a shovel off the truck and do a little extra work."

Mechanical skills are common across the entire staff at Casa Grande. "We can work on our own trucks, we rebuild our vacuum pumps, and can weld our own tanks," Hall says. "We've been doing it so long it's just second nature to us."

All of the company's vacuum pumps are from Thompson Tank, but they are purchased used and the staff rebuilds them. "They're just Chevy motors with different heads to create the vacuum," he explains.

Of the firm's three vacuum trucks, one is a rebuilt 1973 Kenworth Hall bought used sometime in the 1980s, but broke the frame a few

**OWNER:** Rick Hall  
**FOUNDED:** 2000  
**EMPLOYEES:** 8  
**SERVICE AREA:** Pinal County  
**SERVICES:** Septic and grease trap pumping, onsite system inspection and repair, portable sanitation, plumbing, drain services, electronic locating, hydrojetting  
**WEBSITE:** [www.casagrandepumpingservice.com](http://www.casagrandepumpingservice.com)

years later. "We found a used frame off a 1987 Kenworth and moved everything over. We pulled a vacuum trailer with it for years."

Last year, the crew tore it apart and completely refurbished the old truck, adding a 4,000-gallon I.M.E. steel tank with a 1980 Thompson 454 pump. It pulls an additional 1,500-gallon pup tank trailer. "We cut out the back of the cab so the seat would slide back farther, and added an extended hood from a 1971 Kenworth."

The hood was the first thing put on the new frame. Hall then repositioned the cab to match it up, which required drilling new holes to attach the two. "It has new upholstery and new paint, and we bought a 1996 Kenworth T600 and took

*(continued)*



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## For disposal, location trumps price for Casa Grande

Rick Hall remembers a time when it was very difficult to dispose of wastewater he collected from his septic tank and portable restroom customers. "I've seen it when they would shut us down. We'd only have one place to go, and the rates were sky high."

Today, Casa Grande Pumping Service has a good selection of disposal sites for its septic and portable restroom wastewater. "They've opened numerous disposal sites around Casa Grande," he says. "I've seen it when it was horrible. Everybody was scared of septage 15 to 20 years ago. It's good right now. It's back to where it was 30 years ago when they all took it."

Hall has seven sites around the area; the

prices he pays are "really good." Disposal costs run between 5 and 7 cents per gallon for septage. Grease trap disposal is running from 11 to 18 cents a gallon. Waste from car washes and other special applications is rather expensive, he notes, running anywhere from 18 to 40 cents depending on what the water contains.

The prices are good enough, and consistent enough, that Hall can look at location rather than cost when selecting a disposal site, and save some fuel in the process. "We might pay a little more money just because it's convenient," he says. "You might save 3 cents a gallon going somewhere else, but you can offset that because of the time and the cost of fuel."



Troy Anderson restocks toilet paper on the pump truck.

off the daylight doors. They bolted right on the old Kenworth. So it looks like a brand new truck."

### SERVING PRODUCE INDUSTRY

Hall takes pride in the appearance of his fleet. All the trucks have polished aluminum wheels. They look good and reduce the weight of each wheel by 30 pounds. "The more weight you knock off, the more gallons you can haul," he adds. "Customers like to see a nice, clean truck. We have water on every truck and wash out all the hoses and wash everything down to keep them nice and clean."

The rest of the fleet consists of a 1996 International with a 4,000-gallon aluminum tank and 1979 model 454 Thompson pump. A 2007 International has a 2,000-gallon Progress aluminum tank with a 1975 292J six-cylinder Thompson pump, rebuilt of course.

A 1980 Peterbilt tractor carries a 1984 454 Thompson pump and pulls a 1984 Trailmobile trailer with a 5,500-gallon steel tank. It can also pull a self-contained 1980 Maverick vacuum trailer with a 5,500-gallon steel tank and a two-cylinder Deutz engine that turns a 1980 Thompson 292J pump.

"Nothing is real new," Hall adds. The seven International portable sanitation trucks are a bit newer, ranging in age from 2005 to 2007 models. He has about 300 restrooms out on rental, with a total inventory of 1,000 units from Satellite Industries. Hall offers 70 dual-unit trailers and 50 single-unit trailers with Satellite restrooms and hand-wash stations. All the trailers were handmade by the crew at Casa Grande.

The migrant agricultural community provides much of the portable restroom business

on a seasonal basis. "We do the cantaloupe, watermelons, spinach, onions and potato fields," he says. That sector is seeing more regulations concerning sanitation since 29 people died and 140 were sickened in the summer of 2011 from listeria-contaminated cantaloupe in Colorado.

"They cracked down after that," Hall says. Portable restrooms in the fields must include hand-wash stations, prevent any water from spilling on the ground, and must have proper disposal facilities for paper towels.

### A FAMILY COMPANY

While the Casa Grande business was formed in 2000, Hall is no stranger to being an owner. He started Rick's Pumping Service in Mesa in 1973 and built it into a company that grossed \$1.8 million a year with 18 service trucks on the road. At the same time, he was helping run his dad's business, Lonnie's Sewer and Drain Service. "We'd end up doing all the calls on nights and weekends; never took a day off, didn't take any vacations, we just burned ourselves out."

When an opportunity came to sell the business in Mesa, Hall took it and relocated to Casa Grande to start the new, smaller pumping and portable sanitation company.

Before the economy spiraled downward in 2008, Hall was servicing 1,200 restrooms weekly. That's down to about 300 now. But the septic service has remained steady, at an average of 20 to 30 pump-outs a week.

His son Ricky runs the septic side of the company, while Hall handles the portable restrooms. He says it provides a comfortable living, and it's not as demanding as it used to be. "We have weekends off now; we're usually done by 2:30 or 3 o'clock."

He's ready to run the company.  
He can do anything; he's a genius  
with small engines and electrical  
work, and he can weld.

- Rick Hall

"He's ready to run the company," says the elder Hall of his son. "He can do anything; he's a genius with small engines and electrical work, and he can weld."

Hall says the same of his younger brother Mark, who has worked for him since their parents died about 30 years ago when Mark was just 17. Calvin Johnson and Carlos Navarro run the portable restroom trucks, while Troy Anderson

Check out a video about Casa Grande Pumping Service at [www.pumper.com](http://www.pumper.com).

works with both the portables business and the septic pumping. Darlene runs the office and the Halls' daughter Trica does the books.

### A BRIGHT FUTURE

Hall's do-it-yourself mentality dates back to the early days of the family business. Hall's uncle Mike Cady used to make sewer machines out of old washing machines for Rick's father. "He'd take the drum and cut it down to whatever size was needed," Hall says. "He used the bearings, the motor, and even the belt. We didn't have backhoes. When we put a sewer line in, we dug it by hand."

It's a business that runs in the family's blood; older brother Charlie and two first cousins are in the plumbing and septic businesses as well. Another first cousin is in the used-oil recovery business.

"My birth certificate lists Ben Langis Cesspool Service as my father's employer," Hall says. "They called Ben 'The Judge' and he was quite a talker. In the summer, they'd leave Phoenix with one septic truck. None of the little towns had pumpers back then. Ben would go ahead and set up at the local bar and hustle business, then they'd fish every afternoon. They'd go as far as Colorado, then work their way back down to Phoenix for the winter."

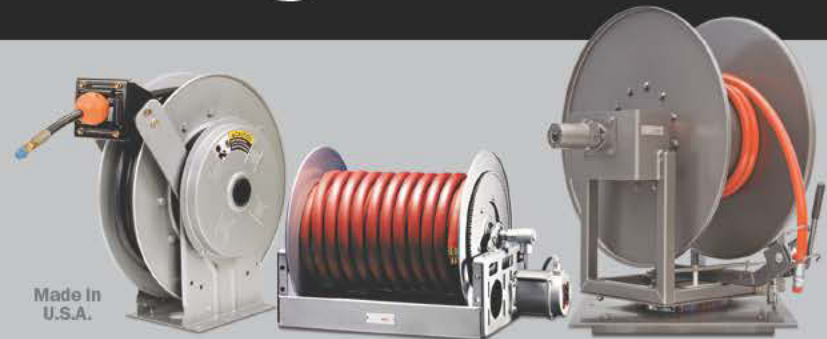
A lot has changed since those simpler days, and Hall sees a bright future for his 25-year-old son in the industry.

"It's a real good business to be in," Hall says. "There's always going to be something to do. If it's not pumping a septic tank, it's cleaning a grease trap or a lift station, or cleaning the bottom of a swimming pool, or pumping rocks out of a sewer line. There's always something you can do with a vacuum truck." ■



Technician Te Ryan Begay looks on as Ricky Hall backfills over a septic tank after a pumping job.

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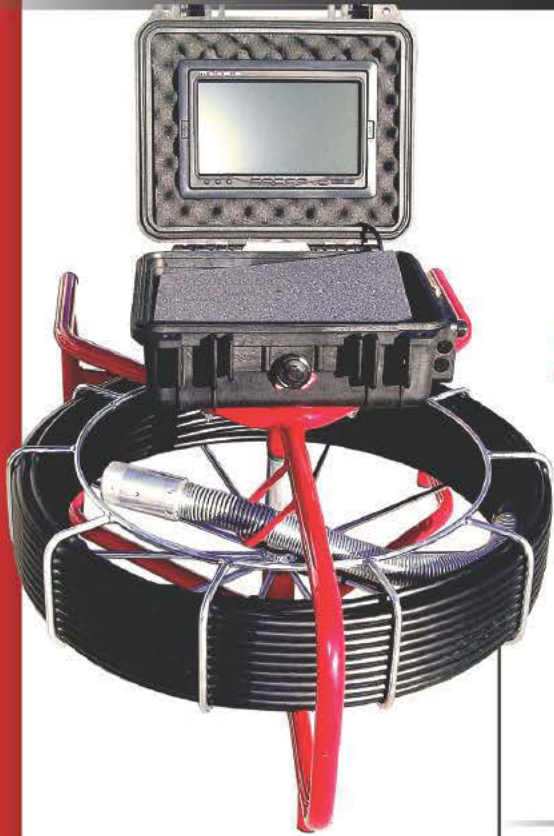
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# New Maryland Regulations Require Nitrogen Removal Technology

By **Scottie Dayton and Doug Day**

The Maryland Department of Environment has proposed onsite regulations to require nitrogen removal technology for new systems located on land that drains to the Chesapeake Bay, Atlantic coastal bays or other impaired waters. The proposed regulations also set minimum operation and maintenance requirements for the life of the equipment. Companies that install or maintain the equipment must complete a state course and be certified by the manufacturer. Existing systems that fail could still be replaced with conventional systems under the proposal.

The Department of Environment estimates the cost of an advanced system to be about \$13,500. [www.mde.state.md.us/programs/PressRoom/Pages/042712NRnewproposedBATreg.aspx](http://www.mde.state.md.us/programs/PressRoom/Pages/042712NRnewproposedBATreg.aspx).

## Hawaii

The U.S. Environmental Protection Agency has issued three fines totaling more than \$140,000 against companies for using large-capacity cesspools that have been banned nationwide since 2005. The EPA reports that 2,800 such cesspools have been shut down in Hawaii, but there are still 1,200 in use. [www.hawaii247.com/2012/05/05/epa-fines-three-companies-over-cesspools](http://www.hawaii247.com/2012/05/05/epa-fines-three-companies-over-cesspools).

## Florida

The Hernando County Commission was the first to opt out of routine septic system inspections. Florida law exempts counties from such inspections if they don't have first-magnitude springs (flows exceeding 64.6 million gpd). The 19 eligible counties must conduct limited inspections unless they opt out by Jan. 1, 2013.

Gov. Rick Scott approved the appropriation of \$1.5 million for phases 2 and 3 of the Nitrogen Reduction Project, an ongoing study to develop alternative, cost-effective, science-based passive nitrogen reduction strategies that can be retrofitted to conventional septic tanks. The money will allow the completion of field testing.

## Pennsylvania

Upper Salford Township officials announced they did not approve a plan for a centralized, publicly owned wastewater system, stating it would be too difficult to implement. The township's Sewage Facilities Plan names onsite systems as the permitted means of wastewater disposal.

[www.montgomerynews.com/articles/2012/05/05/souderton\\_independent/news/doc4fa2e3a90036d325993998.txt?viewmode=fullstory](http://www.montgomerynews.com/articles/2012/05/05/souderton_independent/news/doc4fa2e3a90036d325993998.txt?viewmode=fullstory).

## Virginia

New septic system regulations enable property owners to install alternative systems using peat, plastic or sand because they require less space than conventional drainfields. The changes also removed a requirement that alternative systems have an emergency drainfield in case of failure. To meet the Chesapeake Bay total maximum daily loads, the state Department of Health proposed that all new onsite systems must use alternative technology because they remove nitrogen.

[http://cvilletomorrow.typepad.com/charlottesville\\_tomorrow\\_/2012/05/alternate-septic-systems.html](http://cvilletomorrow.typepad.com/charlottesville_tomorrow_/2012/05/alternate-septic-systems.html). ■

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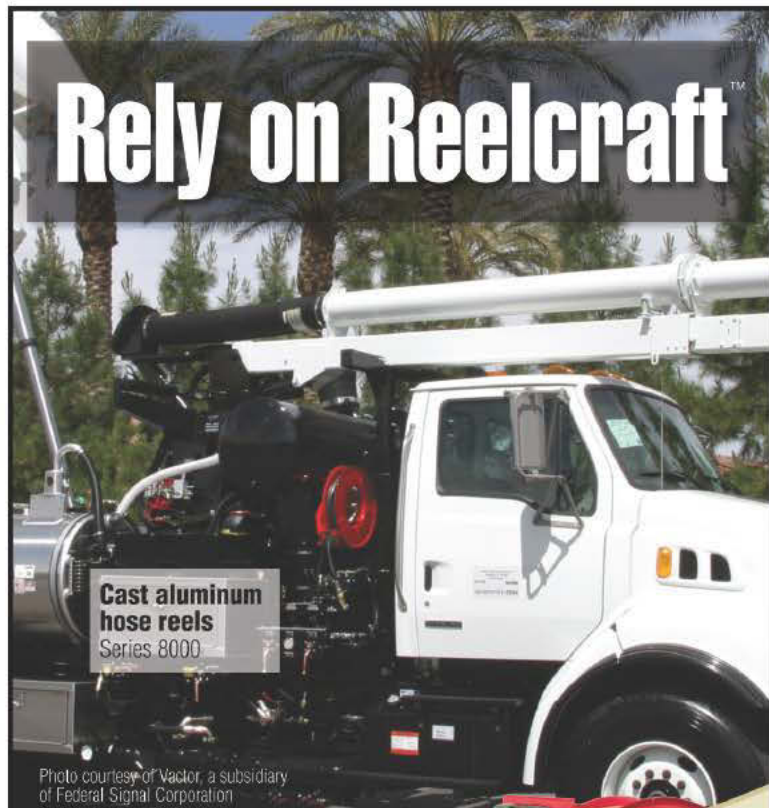
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hydroexcavation, wet/dry pickup, oil spill recovery, oil sump and separator cleanup. When full, a shutoff ball lifts a sight-glass tower, automatically stopping suction. An adjustable bypass valve controls vacuum levels on the drum. The vacuum includes 3- or 4-inch camlock fittings. **618/382-2525; www.elastec.com/vacuums/drumit**

## FORCE AMERICA

The Hydra-Kool integrated cooler-filler-reservoir system is designed for all mobile hydraulic applications where high performance cooling is needed and weight reduction is vital to reducing fuel consumption. Model HK4-20 has a 4-gallon reservoir, 12-volt DC fan motor and measures 20 inches high, 20 inches wide and 20 inches deep. Model HK8-40 has an 8-gallon reservoir, hydraulic fan motor and measures 24 inches high, 20 inches wide and 21 inches deep. Both models have a high-flow integral, 10-micron filter, sight temperature gauge, two 1 1/4-inch suction strainers with bypass and 1-inch I.D. line. **888/993-6723; www.forceamerica.com**



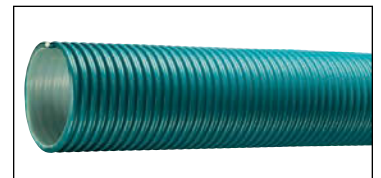
## ITI TRAILERS & TRUCK BODIES

The 12-volt electric valve heater from ITI Trailers & Truck Bodies is designed to prevent pipe and valve freezing on trucks and trailers. Drawing 17 amps, the heater covers 32 square inches and has a surface temperature of 150 degrees F. **888/634-0080; www.itimfg.com**



## KURIYAMA OF AMERICA

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



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Heated collars from L. T. & E. are designed to keep valves from freezing. Made of 304 stainless steel, collars are available in 3-, 4- and 6-inch sizes. Connected to the cooling system, the collars circulate antifreeze and are bolted between two flanges (ANSI or TTMA bolt pattern). They include extra pipe couplings for installing the optional 110-volt heater and thermostat for freeze control when the truck is parked overnight. **888/848-3727; www.ltetanks.net.**



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The VK650 fan-cooled vacuum/pressure pump from Masport features an automatic oil pump, end-thrust protection to prevent rotor-to-endcover contact created by direct PTO drive or misaligned belt-drive systems, integral valve that allows the pump to operate in pressure and vacuum mode, integrated inlet filter and integrated oil tank. The pump delivers 23 inches Hg continuous maximum vacuum and up to 27 inches Hg intermittent vacuum. Other features include Viton oil seals, flushing port and vane inspection port. **800/228-4510; www.masportpump.com.**



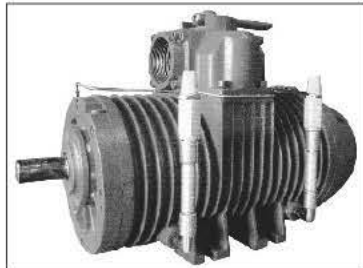
## MORO USA

Preassembled vacuum pump packages from Moro USA are designed for quick installation and minimal replacement time and are offered for all Moro air, fan and water-cooled vacuum pumps with standard perch mount and close coupled orientation (c-faced adaptor). Option I includes choice of vacuum pump, gearbox and coupling assembly with high-strength powder-coated metal base. Option I.5 includes cleanable oil catch muffler. Option II includes muffler with secondary trap and vacuum pressure relief valves and gauges. Accessories are shipped loose but can be delivered fully assembled in the Option III ready-to-mount pump package. **800/383-6304; www.morousa.com.**



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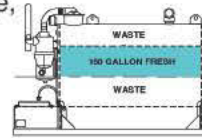
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The Shamrock team includes (right left to right) Bruce Pearson, Phil Kushin, owners Pat and Charlotte Murray and Lacey Gordon. The crew is shown with the company's four Kenworth T-800 rigs. (Photo by Matt Swalling)



# Green & Growing

The leprechauns at Alaska's Shamrock Septic Service earn a pot of gold through quality equipment, customer care and community service

By Dee Goerge

Pat Murray knew that if he ever started a business, he would include "shamrock" in the name. He jokes that everyone wants to be Irish, while his wife, Charlotte, theorizes that shamrock conjures up positive feelings and good luck.

But it's taken much more than just the "luck of the Irish" to make Shamrock Septic Service

successful. There were some lean years, Pat admits, after he started his business in Wasilla, Alaska, in 1989. But commitment and persistence built the business, along with a healthy dose of Irish humor, hospitality and compassion.

## CAREER CHANGE

Pat started with a career working on the Alaskan oil rigs, and he didn't mind the uncertain lifestyle inherent to that line of work. But when he turned 30, got married and had a child, his attitude changed. Later, finding a job at home in Wasilla became an absolute necessity when he became a single father.

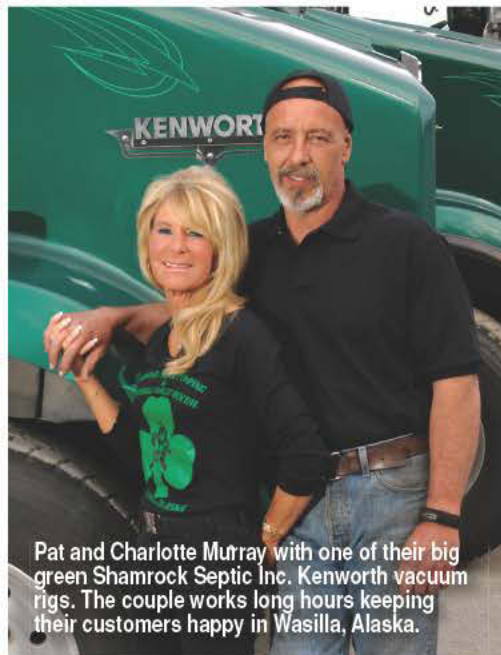
"I had a daughter to raise, so I wanted to be with her in my own business," he recalls.

Then, when Pat had his septic tank cleaned, the pumper told him there was a big need for portable restrooms in the area. The pumper taught him about the business and sold him a truck. With the help of his three brothers, Pat converted the truck to service and haul portable restrooms - as well as pump septic tanks. Often with his daughter tagging

along, he built the business to 650 restrooms, additional trucks and a crew of 13.

But Pat preferred pumping tanks, and in 2004, he and his second wife, Charlotte, sold the restrooms and grew the septic service business. Though he threatened to leave Wasilla if the town installed more than one stoplight, he stayed as the bedroom community for Anchorage grew. Today's customers have typical gravity flow systems, and the septic business is much the same as it is in the Lower 48, Pat says.

"When I went to the (Pumper & Cleaner Expo) in 1989, I was a novelty," Pat recalls, explaining how other pumpers were curious about Alaska. His new friends from the south were surprised to learn he pumped year-round, as Wasilla is located in the state's more temperate southern "banana belt."



Pat and Charlotte Murray with one of their big green Shamrock Septic Inc. Kenworth vacuum rigs. The couple works long hours keeping their customers happy in Wasilla, Alaska.

## Profile Shamrock Septic, Wasilla, Alaska

**OWNERS:** Pat and Charlotte Murray  
**FOUNDED:** 1989  
**EMPLOYEES:** 6  
**SERVICE AREA:** Matanuska Valley, Alaska  
**SERVICES:** Septic service and waterjetting  
**WEBSITE:** [www.shamrockseptic.net](http://www.shamrockseptic.net)



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## Dressed in holiday style

Free coffee, candy and conversation aren't the only things that attract people to the office of Shamrock Septic in Wasilla, Alaska. Each holiday season, folks in the community have an excuse to drive by just to see how the property is decorated. Charlotte Murray is the mastermind decorator. Pat and the staff get the job done.

"Each year we do more and more. The guys say it's just psycho," Charlotte laughs. At Christmas, lights are everywhere – on the gates, trees, a wooden outhouse. Over the years, reindeer appeared to pull an outhouse with Santa inside on top of a Shamrock van, a playhouse was decorated as Santa and Mrs. Claus's North Pole home, and Charlotte pulled off a variety of playful ideas when there were rows of portable restrooms to decorate. The business made the front page of the local newspaper twice with its holiday decorations – once with news that Santa was stolen from the outhouse.

Among the lights and glitz there is a Nativity scene and something special going on

behind the scenes. Each year Shamrock Septic plays Secret Santa to one to five families.

"As a single mom, Christmas one year was tight and someone Secret Santa'd me, and I didn't know who it was until 10 years ago," Charlotte says. With Pat's total support, Shamrock Septic makes Christmas brighter each year for different local families. They play Secret Santa to make sure there is a tree, food and presents.

The spirit of giving continues year-round – including ever-changing decorations. It goes from Christmas to Valentine's Day to Easter to Memorial Day and the Fourth of July, to Halloween. In the midst of that, of course, is the biggest holiday of all – St. Patrick's Day.

"It's one of the fun ones," Charlotte says. With shamrocks on the truck, it's one the Murrays and crew at Shamrock Septic honor year-round.

## ALASKA CHALLENGES

While Shamrock's work is typical in many ways, Alaska does present challenges. The year after he started, Wasilla closed its dumping site, so Pat had to make a 90-mile roundtrip to Anchorage after every job with his 1984, single-axle International truck and 1,600-gallon tank. He later remedied that by installing holding tanks and purchasing a larger-capacity truck. Anchorage's reasonable dumping rate of about a penny a gallon takes the sting out of the long rides.

Alaska's landscape and diverse seasons present challenges, too.

"We deal with glacier-ridden hardpans especially on view lots on ridges. They can't get a good septic system," he says. "In spring, if you have snow and a hard pack of frozen ground that breaks all at once it saturates the leach field. We just keep pumping the tank or from the leach field monitor tubes. Sometimes they call back before we unload."

The spring saturations are impossible to predict, but some years Shamrock workers are kept busy from mid-March to mid-May. Pumping stays hectic and peaks in September

Shamrock foreman Phil Kushin empties his vacuum truck into a holding tank at the end of a day of pumping.





In spring, if you have snow and a hard pack of frozen ground that breaks all at once it saturates the leach field. We just keep pumping the tank or from the leach field monitor tubes. Sometimes they call back before we unload.

- Pat Murray

and October, before quieting down at the end of December through mid-March.

Over the winter of 2010-2011, Shamrock workers were kept extra busy when cold weather hit before adequate snow cover could protect drainfields from freezing. It took awhile for many customers – who had moved from Anchorage to the valley and were accustomed to city sewers – to adopt meaningful water conservation practices. Though Pat and workers leave information sheets about how fast a 1,000-gallon tank fills up, the best lesson comes when homeowners need to have the tank pumped within days, he notes.

Pat keeps his workers on during the winter to fix equipment and trucks, and for scheduled pumping runs. In summer, the pace can be hectic, but Pat schedules normal hours for his workers and handles after-hours commercial jobs and emergencies himself. Since it's light out well into the night in Alaska during the summer, there are plenty of after hours.

"Being light at night can work you to death," Pat explains. "You don't realize it's late."

### SEPTIC 101

It's not uncommon for Shamrock Septic to get cellphone calls from customers at the grocery store, says Charlotte, who works in the office and handles scheduling and bookwork for the business. "They call from the toilet paper aisle and ask, 'What kind of toilet paper am I supposed to buy?'" Avoiding high cotton-content tissue is just one of the tips on the Q & A page of Shamrock's website. The Septic Systems 101 page includes a detailed explanation of how a septic system works. Pat worked with a professional to create the helpful website and plans to expand it.

"Customers appreciate information," he says. "Education is always in my vocabulary. I'd rather see people on a maintenance call than a trouble call."

Unfortunately, many first calls from customers aren't easy jobs.

"We're there until the job is done," he says. "We don't make money on the first job when

the system is abused. But after that, it's about education and maintenance."

That commitment has built the business by word-of-mouth referrals. About 25 percent of Shamrock's business is commercial and the rest is residential, with customers up to 100 miles north and 50 miles south of Wasilla.

### BUILDING A FLEET

The small truck Pat started with has been replaced with new Kenworths outfitted with the right accessories for Alaska, including heated valves.

"We have jettors (10 gpm, 2,500 psi, PTO-driven Cat models) on all of our trucks," Pat says, explaining that septic tank lids are 4- to 15-foot underground so jettors are used to eliminate blockages from grease – and the wrong kind of toilet paper. There also is a growing demand for them in subdivisions where private cluster onsite systems are being installed.

The fleet includes three Kenworth T800s with C15 475 hp Cat engines and 4,000-gallon waste/300-gallon freshwater aluminum tanks – 2002 and 2005 models with Beall tanks and a 2007 rig from Advance Pump & Equipment. A new

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2012 Kenworth T800 with a 555 hp Cummings engine has a 7,000-gallon aluminum Advance Pump & Equipment tank to make the trip to Anchorage three times a day, seven days a week. All have Masport 400 vacuum pumps.

Pat works with a local Kenworth dealer, Kenworth Northwest in Anchorage. But since there are no local tank companies, he travels to Iowa to pick up a new truck after it's been outfitted with vacuum equipment and drives it to Seattle to load on a barge to ship to Alaska. It doesn't add any transportation cost to the vehicle, as Kenworth has a standard shipping fee. But Pat has to take time - and fuel - to get the truck to the barge.

Once at the shop, the tanks are lettered with reflective vinyl and shamrock graphics. The lucky green symbols seem to attract customers. "My customer list has every Mc, Mac and O' in the phone book," Pat laughs. And Shamrock Septic attracts other minority ethnic groups too, including many Russians and Asians who have settled in the area.

Part of customer retention might be the free coffee and candy always available at the Shamrock office, staffed by Charlotte, receptionist Lacey Gordon and Tex, a 26-pound cat who likes to flop down next to visitors.

### LIVING THE LIFESTYLE

"This is not a job; it's a lifestyle," Pat admits. "It's typical to work 18 hours a day. If Charlotte and I get in only 10 hours, we figure we should be doing something."

They worked hard to pay cash for everything and not go in debt, and are finding a few more hours of free time to work on the "park" they have created around their home/business.

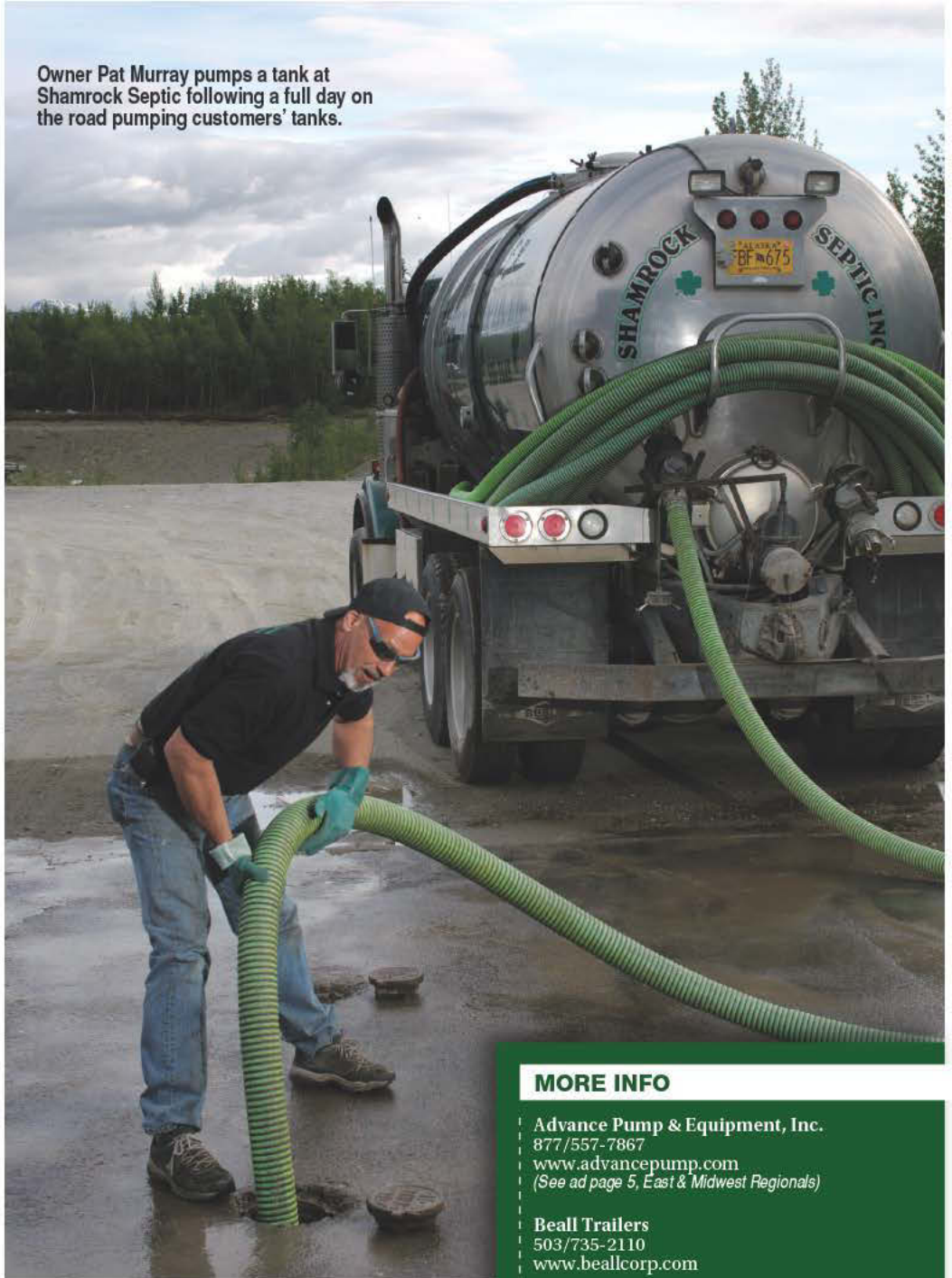
When Wasilla widened a highway in 2001, Shamrock Septic had to move from its acre-lot with highway frontage in town. Pat found an 18-acre used-up gravel pit a mile out of town. The extra room was great - especially when he had the portable restrooms. But the dust and glacial silt killed computers and drove Charlotte crazy. Pat brought in dirt to make a small yard around the house, then serendipitously hit pay dirt.

While doing business for a new hospital being built nearby, he asked what they planned to do with the huge piles of peat. The site had been used for peat disposal from Anchorage and the hospital had to move it again and was looking for a new disposal site.

"I said I had one, and the next thing I know, 30 side-dump trucks are hauling for days," Pat says. The hospital paid the cost to have it hauled, trenched and graded, and the Murrays now have five acres of grass and a wonderful area to grow shrubs, trees, bushes and flowers.

"The hospital and contractor were ecstatic.

Owner Pat Murray pumps a tank at Shamrock Septic following a full day on the road pumping customers' tanks.



I was ecstatic. And my wife was super ecstatic," Pat says.

Like its yard, Shamrock Septic is enjoying green times with a good customer base.

"When I started, we were coming out of a recession. Two out of five houses were empty. It was a bad time to start, but I had to. There were a lot of lean years and perseverance, but it has paid off," Pat says. "People (new business owners) get disheartened with long hours and little pay. But it will eventually pay off. You build customers with quality service."

### GOING THE EXTRA MILE

Sometimes that takes them beyond reasonable expectations. A couple of years ago, Pat learned that a disc jockey had accidentally

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flushed a ring with sentimental value down a toilet. The next time Pat pumped that commercial/office building, he let the load drain more slowly than usual into his holding tank to let the solids settle. Then when it was time to clean the sediment out of the truck, he screened it. Six months after it was lost, Pat delivered the ring to a happy disc jockey.

"The payback is that if I call in a song request, it gets played," Pat says with a laugh. "We take pride in getting the job done right, no matter what it takes." ■

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# Life-Changing Experience

Massachusetts pumper Chris Lanoue wears many hats in his community, but focuses on family during a medical crisis

By Betty Dageforde

Living in a small town like Blackstone, Mass., population 12,000, sometimes calls for wearing many hats. And Chris Lanoue can always be counted on to do just that when there's a need. That's led the owner of ADC Septic into unusual side occupations as a gravedigger and part-time police officer.

But his toughest assignment so far came when his wife, Laura, was diagnosed in 2010 with stage 4 colon cancer. His focus on caring for her and planning for the future for their daughters Ava, 9, and Tess, 6, led him to revise his career plans.

For the last 18 years, Lanoue has worked full time for the Massachusetts Department of Corrections, while also performing septic inspections in his own business. The health crisis prompted a decision to reverse those activities.

"It really changed my thought process," he says. "We talked about it, and with my girls being so young, I wanted to retire so I could be with them. That's why we're pushing septic so much, so I can retire from the state and have a full-time job to work around their school schedule."

## START IN SEPTIC

Lanoue got started in septic by working part time for his father-in-law Butch Marchand, who had a construction/tree trimming company. When Marchand died unexpectedly in 2003 Lanoue stepped in and kept the business going. He eventually narrowed the focus to septic inspections, which he most enjoyed and seemed the most lucrative.

Lanoue's plans now call for him to expand and become a one-stop shop for all septic work. In 2011 he obtained his installer's license and began doing repairs and drainfield rejuvenation. Then he purchased a 1998 Ford



The Lanoue family includes Chris and Laura and their daughters Ava, 9, and Tess, 6.

LN9000 septic truck builder out of business with a 3,500-gallon steel tank and a Fruitland 500 pump from Fruitland Tool & Manufacturing. He also uses Septic Drainer drainfield soil restorative. He expanded his service territory and stepped up his marketing efforts. "I'm proactive. I actually get out in the neighborhoods and promote my business by handing out business cards and describing the septic systems to clients."

And although he's not planning to go into the portable sanitation business in a big way, he purchased five units, mostly to have on hand for backyard parties and community events. "It's advertisement for me," he says of his red, white and blue Glacier models from Five Peaks. He often rents them out at low cost – or even no cost as he recently did for a marathon in the town of Douglas and a Tags 'N Trout fishing tournament.

Earlier this year, Laura felt up to going with him to their first Pumper & Cleaner Environmental Expo International. "We had a fantastic time," he says. "It was extremely educational. It was like having the Internet at your fingertips but you could actually touch everything and compare prices."

He purchased a few miscellaneous tools at the event as well as a Gorlitz Sewer & Drain jetter to add to his equipment inventory, which includes a John Deere skid-steer, a General Tools & Instruments underground inspection camera with locator, and a 35N mini-excavator from IHI Compact Excavator Sales.

## EASING OUT

Lanoue will soon qualify for retirement from the state. With the rank of sergeant and the management title of director of engineering, he oversees facilities in a medium security prison. His staff of 12 includes plumbers, electricians, HVAC technicians, carpenters and groundskeepers, as well as inmate workers. He's proud that his septic expertise has contributed to his value there. "I can offer quite a bit of knowledge to the department based on my experience and my certifications," he says.

## ONE GOES, ONE STAYS

To have more time to work on his septic business and care for his wife as she undergoes chemotherapy, Lanoue took a temporary leave of absence from his part-time job in the nearby town of Millville where he has worked since 1992 as a weekend police officer. Millville is so small



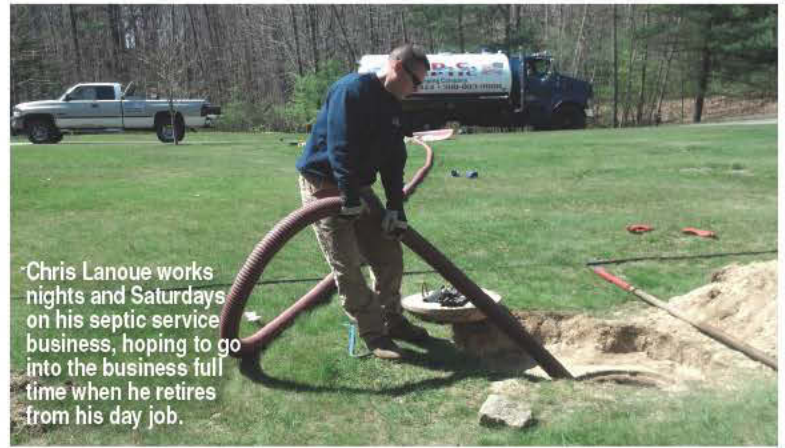
Pumper Chris Lanoue digs a grave for his church using a 35N mini-excavator from IHI Compact Excavator Sales.



that officers on duty work alone. "We did everything – investigations, traffic enforcement, responding to domestic disputes, making arrests. You never know what you're getting into, and you're by yourself."

As harrowing as that could be at times, Lanoue loved the work. "When you can actually help somebody who needs help, and they look for somebody they can trust – I truly enjoy that," he says.

Lanoue has no plans, however, to give up his other side job: grave digging, which began for him in 2010 when his mother passed away. The gravedigger at his church had resigned, and the priest, knowing Lanoue had the equipment, asked him to take over. Lanoue finds the activity strangely peaceful. "It's almost like going to church," he says. "With my hectic lifestyle, digging a grave makes me slow down and be thankful for the things I have. It makes you think about life and what's important."



Chris Lanoue works nights and Saturdays on his septic service business, hoping to go into the business full time when he retires from his day job.

It's almost like going to church ... With my hectic lifestyle, digging a grave makes me slow down and be thankful for the things I have. It makes you think about life and what's important.

- Chris Lanoue

#### WELL ON HIS WAY

With his work motto of "honest and reliable," Lanoue feels he has developed a good reputation in his community and is confident he can reach his goal of 1,400 septic customers before he retires from the state. That's a number he believes would provide a good living for him and his family without requiring him to hire additional people. "I want to keep it on a personal level so that when I go to people's houses, they see me, the owner, and they know that I'm taking care of their system as I would take care of mine."

Lanoue's current schedule has him working at the prison until 3:30 p.m., then doing septic work Saturdays and evenings until 7 p.m., and digging graves as the need arises. But Sunday is strictly a day for family. "If I have to, I'll fit something in, in an emergency," he says. "But I try to spend the day at home."

Lanoue sees the benefits self-employment will bring to his family. He operates the septic business out of his home, so he's able to spend more time with the people he cherishes most. He also enjoys getting his girls involved and having them tag along with him from time to time.

"They go with me to collect payments, and sometimes when I do inspections. They know all about the truck and all about the business." Together they're taking it one day at a time, facing the challenges in front of them. "It's just part of our daily life," he says. ■

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

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

It's very important to our industry to achieve and maintain a standard of professionalism. It takes people like you and me to do that! I'm happy for you!

Go to [pumper.com](http://pumper.com) to view the e-zine.

## QUESTION:

A local guy who pumps part time wants to sell. It sounds like he wants around \$20,000 for everything. The pump truck is older, a 1989 Ford F-800 with a 3,000-gallon tank and a 7.8-liter, 240 hp Ford diesel engine, 6-speed transmission and a Jurop pump. In the last year he put all new drive tires on and did rear suspension work.

He has 460 customers. Would you pay that much? I don't think it's a bad deal and it would be a good way to get my foot in the door.

I'm in the trucking business now. I own a 2006 Mack CV713 tri-axle dump truck. But I always wanted to pump. I ran a vacuum truck for four years until I bought the dump truck. So pumping is not new to me. I would like maybe to grow it and then maybe one day put a tank on my Mack. There is a lot more money in pumping than in running a dump truck.

## ANSWERS:

If it's in decent shape cosmetically and mechanically it should be worth close to that by itself.

The truck alone is worth about that if it's in good running, operable condition. Factor in the customer list, the phone number, historical revenue/profit, any other ancillary equipment, and yes, it's well worth \$20,000.



At wholesale, that truck is probably worth about \$10,000. But, if he has a good reputation with those 500 customers, it's an excellent way to get your foot in the door.



Some old trucks run forever. Find out what he grosses, where he dumps, and what he pays to dump. Find out how many miles he drove last year. Estimate the truck will get 4 mpg, divide that by the mileage per year and multiply by \$4 to estimate your fuel. Use what you pay for dump truck insurance to estimate the insurance cost. And just break it down to what it costs to run the truck. If you can't cover the expenses with profit and labor for the first six months to a year, walk away. And get a 5-year, no-compete contract.



Dumping fees are 1.2 cents per gallon for holding tanks, 1.8 cents for septage and 8.8 cents for grease. I already talked to my insurance man. It will be around \$2,000 less per year than my dump truck. I looked at the truck and it is in a lot better shape than I expected.

I did find out the pump is a 360 cfm Jurop. I ran the numbers and it will work out nicely. One job he does pays \$715 per month for 6,000 gallons. That should pay all my fixed costs. I should be in the septic business.



Good luck and congratulations! Now, find an onsite association to join. Then participate. Our organization has lots of great people who are willing to help you with any issues that might come up. Several are more friends than competitors. It's very important to our industry to achieve and maintain a standard of professionalism. It takes people like you and me to do that! I'm happy for you!



I agree with the professionalism; we need more of it in this industry. I will be joining [www.pdma.net](http://www.pdma.net). A lot of pumpers around my way are members.

I'm happy with how it turned out. I got about \$1,250 in paint and decals. Looks like a different truck. For the better.

I already ran into problems. I was doing my weekly holding tank job and I noticed the truck was taking forever to fill up. So I pulled the hose out and stuck my hand on the end. Very little vacuum. I could hear a small vacuum leak. So I let the vacuum build up and shut the truck down.

Then I pinpointed the leak. There was a hole in the back side of my secondary. It's a little smaller than a dime. So I got some duct tape out and put it over the hole. Worked like a champ. Got the job done. I guess I will run into problems like these with a 22-year-old truck.

So far I pumped 30 tanks, two of them commercial jobs that I go to every 7-10 days. ■

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# Let the Seller Beware

When it's time to move on from your cherished business, protect yourself with these 10 tips for a clean and trouble-free transfer to a new owner

By Fred S. Steingold

There might be business deals you can safely write up on a restaurant placemat. The sale of your business isn't one of them. Yes, the "keep it simple" principle has its limits. To protect your legal and financial interests, you need to put together a detailed sales contract for you and the buyer to sign.

Here are 10 items to consider including in your sales contract:

## What the buyer is buying

Usually the buyer will purchase business assets. These typically include the furniture, fixtures and equipment. The assets also might include lease rights, phone numbers, the business name and a catchall called *goodwill*. While buyers prefer to take assets, if your business is a corporation, there's another way to go: You can sell the corporate stock. The buyer will then own the corporation, which, in turn, owns the assets. There can be some tax advantages for you if you sell the stock rather than the assets. See your accountant for details.

## The buyer's investigation

The buyer might want some time after signing the sales contract to further check out the business – for example, looking into financial statements and tax returns. That's usually no problem. But protect yourself by keeping the checkout period short. Then, if the buyer decides to walk away, you'll be able to quickly resume marketing of the business. Have the buyer acknowledge in writing that your business information is confidential and won't be divulged to others without your permission.

## The down payment

Seller financing is common. The buyer makes a down payment and then pays you the balance (with interest) over the next three to five years. The more the buyer has invested in the business, the more likely you'll get paid on time; the buyer won't want to lose what's been invested. So try for a down payment of at least 25 percent. One-third is even better. Of course, before you agree to terms other than 100 percent cash, you'll want to see the buyer's financial statement and get a credit report.

## Security for the balance

You should retain a security interest in the assets until the full balance is paid. That way, if the buyer gets behind in paying you, you can take back the assets you sold. Another way to protect yourself is to have the buyer's spouse co-sign for the debt so you can reach their jointly owned assets if the buyer doesn't pay. If you're really nervous about being paid – and the buyer is willing – see if you can further protect yourself by having the buyer give you a mortgage or deed of trust on the buyer's house.

## Allocation of the purchase price

Different assets receive different tax treatment. It will smooth things out with the IRS if you and the buyer agree in the sales contract on how the purchase price will be allocated among the different types of assets. In other words, if you're

selling the business for \$500,000, how much of that amount is for equipment? How much for the lease rights? How much for inventory? How much for goodwill? This is another area where your accountant can help.

Try for a down payment of at least 25 percent. One-third is even better. Of course, before you agree to terms other than 100 percent cash, you'll want to see the buyer's financial statement and get a credit report.

## Your lease

If your lease for business space will last past the sale closing date, see if you can assign the lease to the buyer. You might need the landlord's permission to do that. Also consider asking your landlord to release you from further responsibility for rent after the buyer takes over. You might want to make the deal contingent on the landlord letting you off the hook for future rent.

## Warranties

In almost any sales contract, you'll be asked to make warranties – that is, guarantees that certain facts and statements are true. If it turns out you were wrong, the buyer may sue you or use it as an excuse to make large deductions from what's owed to you. Read the warranties very carefully. If you're not absolutely sure of the facts, protect yourself by adding the words "to the best of seller's knowledge." That way, if the facts aren't as you thought they were, you can't be held responsible.

## Non-compete clause

The buyer won't want to pay you for a business and then find out you've become a competitor. Chances are the buyer will want you to agree not to compete for a certain number of years within a designated geographical area. Make sure the area isn't too big and that the restrictions are reasonably needed to protect the buyer. You might still need to earn a living in a related field.

## Prepaid items

If you've paid property taxes or rent in advance, it's smart to provide that those items will be prorated at the closing. In other words, the buyer will reimburse you for the portion that will benefit the buyer.

## Liabilities

The buyer will want you to assume liability for debts or other legal obligations (such as an accident claim) that relate to when you owned the business. That's fair. But it's also fair for the buyer to assume liability for debts and other legal obligations that come up after closing. Sometimes these matters are handled through clauses using the words "save harmless" or "indemnify." ■

Fred S. Steingold



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

# **NEW!** 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 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 full-color 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.

Company \_\_\_\_\_

Contact Person \_\_\_\_\_

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Cell \_\_\_\_\_ Fax \_\_\_\_\_

Web \_\_\_\_\_ Email \_\_\_\_\_

CC \_\_\_\_\_ V Code \_\_\_\_\_ Exp \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_



Complete this form online at [www.Pumper.com/2013services](http://www.Pumper.com/2013services)

CATEGORY	LOGO	QR	CATEGORY	LOGO	QR	CATEGORY	LOGO	QR
<input checked="" type="checkbox"/> Alphabetical Listing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Jetting - Drainline	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Roll-Off Container Rentals	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Consulting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Jetting - Mainline	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septage Disposal	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Dewatering Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Non-Hazardous Vacuum/Cleaning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septage Transport	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Dealer of _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Oilfield Disposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septage Treatment	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Directional Drilling/Boring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Oilfield Treatment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septic System Service	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Distributor of _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Oilfield Transport	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septic System Installation/Repair	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Engineering	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Pipe Bursting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Site Service Rentals (Fence, Lighting, Barricades, etc.)	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Excavating/Grading	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Pipe Rehabilitation/Relining	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Solid Waste Services	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Grease Disposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Plumbing/Heating/Cooling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Temporary Liquid Storage	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Grease Transport	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Restroom Service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> TV/Video Inspection - Drainline	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Grease Treatment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Restroom Rentals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> TV/Video Inspection - Mainline	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Hazardous Vacuum/Cleaning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Restroom Trailer Rentals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Waterblasting	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Hydroexcavating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Office Trailer Rentals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Other _____	<input type="checkbox"/>	<input type="checkbox"/>



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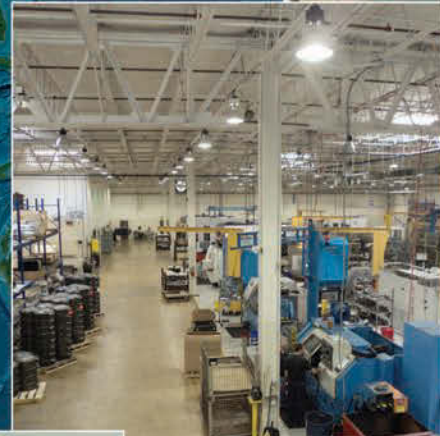
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David is president of Marketing Best Practices Inc., a Houston-based small business marketing consulting firm, and senior editor of the Marketing Best Practices newsletter. He can be reached through his website, [www.marketingblogger.com](http://www.marketingblogger.com).

# Teach and Sell

Education-based marketing tools build trust for your service before potential customers dial your number or click on your website

By David Frey

Over the years I've tried many different ways to drive traffic to my websites. I've employed search engine marketing, pay-per-click traffic, paid banner ads, viral video marketing ... and a host of other methods. Each worked well to a certain extent.

But the best way I've found to steer traffic to my websites is *education-based marketing*, otherwise known as *content marketing*. Content marketing is a method of marketing that uses education as a tool for attracting the attention and interest of potential customers.

These educational tools can be in the form of articles, special reports, audio programs, webinars, PowerPoint presentations, online videos, podcasts, blogs, email courses and eBooks. When potential customers find and consume these educational tools, some very special things can happen.

1. They develop a trust and respect for your expertise.
2. They discover how and where to connect with you.
3. In most cases, you acquire their contact information.
4. They begin to follow you as an expert.
5. They are pre-sold on your products or services.

## What kind of content do you use?

People have problems and they are always looking for solutions to those problems. So if you want people to find you and consume your information, talk about solutions to problems. I've always believed that every industry has really bad, ugly, smelly problems and those problems never change. They were problems 20 years ago and they're still problems today.

Start creating content that solves those problems. For example, if you sell septic system maintenance, create content that addresses the biggest problems in septic service maintenance. The person who is interested in consuming your content will be your best prospect.

## How do you create content?

All great content starts with a great outline or *mind map*. For example, if I were writing an article, here's a simple formula I would use to create content:

- Step 1 - Call out to whom you're writing to.
- Step 2 - Define the problem.
- Step 3 - Explain the consequences of the problem.
- Step 4 - Explain the consequences of not solving the problem.
- Step 5 - Give the solution.
- Step 6 - Tell how the solution solves the problem.
- Step 7 - Tell why the solution is unique.
- Step 8 - Give an actual example of how someone was suffering from the problem.
- Step 9 - Tell how your solution helped solve the problem for the person.

Step 10 - Tell how that person is enjoying the results of your solution today.

Step 11 - Explain how anyone in the same situation can achieve the same results.

Step 12 - Explain how people can find out more about your solution.

Notice how this outline almost reads like a story. The best content tells a story. Stories engage your prospects and touch their emotions. When you can touch a person's emotions, they'll be more likely to act on your call to action.

## Repurposing your content for maximum exposure.

The way McDonald's got so big is by opening up lots of restaurants that sell the same hamburgers. The same goes for your content. If you want to get known, you have to create good content and then get that content consumed in as many places as possible.

For example, let's suppose you perform real estate inspections of onsite systems, and you created an article covering the most common issues found in such inspections and how you would address them. Here are five ways to repurpose that article:

After (1) submitting that article to blogs in your community, you might (2) record an audio version of it and submit it as a podcast to iTunes. Then you might (3) create a quick PowerPoint presentation and record a video of it and submit it to all the video sharing sites. You also can take that PowerPoint and (4) submit it to several slide sharing sites. The next step might be to (5) create a PDF version with a large title page and call it a special report and submit it to eBook download directories.

Now what was just one article has turned into multiple educational tools that are watched, downloaded and listened to by potential customers.

Never forget to post your content to social media sites like Facebook, Twitter and LinkedIn. If it's a really good piece of content, people will start sharing it with their followers on social media. In fact, social media is the top way to make your content go viral.

## Give it a try.

The Internet has made content marketing one of the best ways to get a return on your promotional investment. I honestly believe every business should be, at least partially, promoting their product or service using content marketing. If you're not, you're missing the boat because more and more consumers are going online to research products and services before they buy. You need to get in front of your potential customers and capture their attention before someone else does. ■

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<b>See ad page 66</b> <b>Abernethy Welding &amp; Repair, Inc.</b> 2267 Welding Shop Rd. Vale, NC 28168 800-545-0324 - 828-324-7361 - (f) 828-324-2401 dweaver@abernethywelding.com, www.abernethywelding.com	✓	✓			✓	✓	✓					
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<b>See ad page 87</b> <b>Amthor International</b> 237 Industrial Dr. Gretna, VA 24557 434-656-6233 - (f) 434-656-1101 bramthor@amthorinternational.com, www.amthorinternational.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
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<b>See ad page 25</b> <b>Best Enterprises, Inc.</b> 3513 W Mountain Springs Rd. Cabot, AR 72023 800-288-2378 - 501-988-1905 - (f) 501-988-2880 info@bestenterprises.net, www.bestenterprises.net	✓	✓	✓	✓	✓	✓		✓			✓	
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<b>See ad page 3, East Regionals</b> <b>Crescent Tank Manufacturing</b> PO Box 116 Bloomfield, NY 14469 585-657-4104 - (f) 585-657-1014 sales@crescent-tank.com, www.crescent-tank.com	✓	✓			✓	✓	✓	✓	✓		✓	✓
<b>See ad page 38</b> <b>Curry Supply Co.</b> PO Box 97 Curryville, PA 16631 814-224-0393 jmritchey@currysupply.com, www.currysupply.com		✓		✓			✓					
<b>See ad page 82</b> <b>Cusco</b> 305 Enford Rd. Richmond Hill, ON L4C 3E9 800-490-3541 - 905-883-1214 - (f) 905-883-1778 sales@wastequipcusco.com, www.wastequip-cusco.com	✓	✓	✓	✓	✓			✓		✓		
<b>See ad page 91</b> <b>Custom Boom Elbow Holdings Inc.</b> 26941 48 Ave. Aldergrove, BC V4W 1N4 604-835-0199 - (f) 604-857-0540 mcraeway@hotmail.com, www.customboomelbowsbc.com							✓					✓
<b>See ad page 77</b> <b>Dyna-Vac Equipment</b> 8963 State Route 365 Stittville, NY 13469 888-298-8668 - 315-865-8084 (f) 315-865-8956 sales@dynavacequipment.com, www.dynavacequipment.com	✓	✓		✓	✓	✓	✓	✓	✓		✓	







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<b>See ad page 76</b> <b>Elastec/American Marine</b> 926 Cty. Rd. 1350N Carmi, IL 62821 618-382-2525 - (f) 618-382-3610 elastec@elastec.com, www.elastec.com				✓			✓					
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<b>House of Imports, Inc.</b> 9815 NW 27th Ave. Miami, FL 33147 305-691-4778 - (f) 305-691-4779 houseofimports00@aol.com, www.house-of-imports.com		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓
<b>See ad page 52</b> <b>Imperial Industries, Inc.</b> PO Box 1685 Wausau, WI 54402 800-558-2945 - 715-359-0200 - (f) 715-355-5349 toma@imperialind.com, www.imperialind.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
 <b>See ad page 14</b> <b>Interstate Truck Bodies, Inc.</b> 3215 W Lincoln St. Phoenix, AZ 85009 602-272-2298 - (f) 602-484-0352 mike@interstatetruckbodies.com, www.interstatetruckbodies.com	✓	✓	✓		✓	✓	✓	✓			✓	✓
<b>See ad page 95</b> <b>ITI Trailers &amp; Truck Bodies, Inc.</b> 8535 Mason Dixon Hwy. Meyersdale, PA 15552 888-634-0080 - 814-634-0080 - (f) 814-634-5846 llottig@itimfg.com, www.itimfg.com	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	
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<b>See ad page 44</b> <b>Lely Manufacturing, Inc.</b> PO Box 789 Wilson, NC 27894-0789 800-334-2763 - 252-291-7050 - (f) 252-237-7726 sholland@lelyus.com, www.lelyus.com	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓
 <b>See ad page 89</b> <b>LMT, Inc.</b> 1105 SE 2nd St. Galva, IL 61434 800-545-0174 - 309-932-3311 - (f) 309-932-3155 info@tanksandpumps.com, www.tanksandpumps.com	✓	✓	✓		✓	✓	✓				✓	
<b>See ad page 42</b> <b>Longhorn Tank &amp; Trailer, Inc.</b> PO Box 1147 Gravette, AR 72736 800-422-9840 - 479-787-7910 - (f) 479-787-6935 sales@longhorntank.com	✓	✓	✓	✓	✓	✓		✓	✓			

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See ad page 7, East & West Regionals	<b>Marengo Fabricated Steel</b> PO Box 179 Marengo, OH 43334 800-919-2652 - 419-253-2119 - (f) 419-253-2120 Michelle@mfsltd.com, www.mfsltd.com	✓	✓	✓	✓	✓	✓	✓				✓	
See ad page 83	<b>Marsh Industrial</b> PO Box 1107 Kalkaska, MI 49646 800-952-1537 - 231-258-4870 - (f) 231-258-2019 sales@marshind.com, www.marshind.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
See ad page 28	<b>Mid-State Tank Co., Inc.</b> PO Box 317 Sullivan, IL 61951 800-722-8384 - 217-728-8383 - (f) 217-728-8384 ggood@midstatetank.com, www.midstatetank.com		✓		✓	✓			✓	✓		✓	
	<b>Mid-State Truck Service, Inc.</b> 6335 Packer Dr. Wausau, WI 54401 800-236-2044 - 715-845-2244 - (f) 715-845-3940 allen@midstatetruck.com, www.midstatetruck.com	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓
See ad page 80	 <b>LELY</b> Tank & Waste Solutions PO Box 1026 Temple, TX 76503 800-367-5359 - 254-938-2564 - (f) 254-938-7204 bcurry@mtclely.com, www.mtclely.com	✓	✓			✓	✓	✓		✓		✓	✓
See ad page 3, East & West Regionals	<b>Pat's Pump &amp; Blower, LLC</b> 630 W Church St. Orlando, FL 32805 800-359-7867 - 407-841-7867 - (f) 407-648-2096 patspump@aol.com, www.patspump.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
See ad page 64	<b>Pik Rite, Inc.</b> 60 Pik Rite Ln. Lewisburg, PA 17837 800-326-9763 - (f) 570-523-8175 sales@pikrite.com, www.pikrite.com	✓	✓	✓	✓	✓	✓	✓		✓			
See ad page 104	 <b>PRESVAC</b> 4131 Morris Dr. Burlington, ON L7L 5L5 800-387-7763 - 905-637-2353 - (f) 905-681-0411 sales@presvac.com, www.presvac.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
See ad page 10-11	 <b>progress vactruck</b> 1201 W 31st St. Kansas City, MO 64108 800-467-5600 - 913-279-3029 - (f) 913-279-3190 jbernard@progresstank.com, www.progressvactruck.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
See ad page 91	<b>Robinson Septic Service, Inc.</b> 125 Rockrimmon Dr. Bellefonte, PA 16823 800-252-3848 - (f) 814-353-0263 honeydippers@aol.com, www.robinsonsepticsservice.com	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓
See ad page 35	<b>Rush Refuse Systems</b> 8810 IH 10 E San Antonio, TX 78219 877-661-4511 - (f) 210-835-2278 refusesales@rush-enterprises.com, www.rushrefusesystems.com		✓	✓									
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See ad page 86	 <b>Stahly</b> Setting the standard. 1201 E Bell St. Bloomington, IL 61701 800-678-2459 - 309-662-5344 - (f) 309-662-5409 trstahly@gmail.com, www.stahly.com	✓	✓	✓	✓			✓	✓	✓		✓	✓
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<b>See ad page 43</b> <b>Supervac 2000</b> 1043 Rue Renault Saint-Jean-Chrysostome, QC G6Z 1B6 866-839-5702 - 418-839-5702 - (f) 418-839-1816 info@supervac2000.com, www.supervac2000.com	✓	✓	✓	✓			✓	✓		✓	✓	
<b>Tank Truck Service &amp; Sales, Inc.</b> 25150 Dequinder Rd. Warren, MI 48091 800-261-9009 - 517-507-5045 - (f) 517-803-4185 mlangwor@tanktruckservice.com, www.tanktruckservice.com	✓	✓	✓		✓	✓		✓	✓	✓	✓	
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<b>See ad page 77</b> <b>Thompson Tank Inc.</b> 8029 Phlox St. Downey, CA 90241 800-421-7545 - 562-869-7711 - (f) 562-869-7214 harleystanley@thompstontank.com, www.thompstontank.com	✓	✓	✓	✓	✓		✓	✓		✓	✓	
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 <b>See ad page 72</b> <b>Tri State Tank</b> 1201 W 31st St. Kansas City, MO 64108 888-281-9965 - 816-589-7040 - (f) 913-279-3151 phodes@tristatetank.com, www.tristatetank.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
<b>See ad page 4, East Regionals</b> <b>Truck Services of Virginia</b> 707 Albany Ave. Richmond, VA 23224 800-550-0132 - 804-231-9116 - (f) 804-233-8001 mark@tsva.net, www.tsva.net	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	
<b>See ad page 93</b> <b>TSI Tank Services, Inc.</b> PO Box 8136 Cranston, RI 02920 866-720-4999 - 401-688-0043 - (f) 401-383-7462 jerry@tankservicesinc.com, www.tankservicesinc.com	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
<b>See ad page 5, East &amp; West Regionals</b> <b>V &amp; H, Inc.</b> PO Box 189 Marshfield, WI 54449 800-826-2308 - 715-486-8800 - (f) 715-387-0657 b.stroetz@vhtrucks.com, www.vhtrucks.com	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
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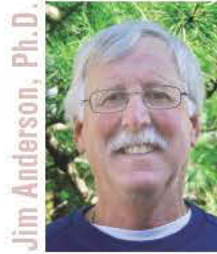


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Jim is an emeritus professor at the University of Minnesota Department of Soil Water and Climate, education coordinator for the National Association of Wastewater Transporters, and recipient of the pumping industry's Ralph Macchio Lifetime Achievement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

# Tank Types Demystified

Whether it's treatment or dosing, septic or siphon, the Answer Man defines the myriad of tanks pumping contractors are likely to encounter on their service runs

By Jim Anderson

I receive a lot of questions about the different names used to describe sewage tanks in onsite systems. The Consortium of Institutes for Decentralized Wastewater Treatment wrote a glossary of terms for this reason. Depending on the region where a contractor works, components of onsite systems have different names, but in discussions it was often found that the functions were the same. In this article I will take a look at the types of sewage tanks we commonly use in onsite systems and briefly describe their functions.

Onsite sewage tanks can be loosely grouped into two categories: treatment and dosing tanks. Treatment tanks include septic tanks, trash

tanks, grease traps and processing tanks. The main purpose of treatment tanks is to separate, decompose and store solids. They separate and hold solids by slowing down the flow of wastewater in the tank. The time the effluent stays in the tank is called detention time and is critical to the separation of solids.

Detention time is determined by dividing tank volume by estimated daily flow. Inlet baffles and other devices encourage separation by assuring effluent takes a longer path through the tank. This allows better separation by slowing down the flow.

Depending on the region where a contractor works, components of onsite systems have different names, but in discussions it was often found that the functions were the same.

## TREATMENT TANKS

We're most familiar with the septic tank. It receives raw sewage from a residence or other commercial building, separates the settleable and floating solids from the liquid, breaks down the organic material by anaerobic (which means without oxygen) digestion, stores the solids and allows a clarified effluent to move out of the tank to the soil dispersal area for final treatment.

The partially digested solids settle to the bottom of the tank and the floating solids – including fats, oils, and grease – are held in the tank by the outlet baffle. Periodic removal of these solids is a key to the proper operation of a septic tank. Septic tanks are usually sized to provide two days of detention time.

Grease traps are another type of tank pumping contractors deal with on a daily basis. They accept the waste stream from a kitchen. It has been well documented that the kitchen waste stream is high in organic material, including fats, oils and grease (FOG) and if this "high strength" waste is

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discharged directly to a septic tank and the soil treatment area, excessive biomat often develops leading to premature system failure.

Grease traps are designed to retain these solids until they are removed. This means these tanks need to be cleaned on a regular basis, set by amount of wastewater being generated in the facility.

I often get the question: "What is a trash tank? Isn't that just a septic tank?" Trash tanks are tanks or compartments of tanks that are located just ahead of an aerobic treatment unit (ATU). Their purpose is to protect the ATU from large non-degradable solids including plastic products, feminine hygiene products, cleaning products, etc. The size and, to a certain extent, function is dictated by the manufacturer of the ATU. They are usually sized with a one-day detention time based on estimated flow. In some states, a septic tank is required in front of the trash tank.

The final type of treatment tank we often see is a processing tank. This is a septic tank that receives a combination of raw sewage and recirculated effluent to enhance nitrogen removal. Processing tanks are often used with media filters, where effluent is run through the aerated media (to convert nitrogen to the nitrate form  $\text{NO}_3^-$  and then back into the processing tank to facilitate de-nitrification (conversion of nitrate nitrogen to nitrogen gas).

Processing tanks can actually be a combination of septic tank, surge storage tank, pump tank and recirculating tank all in one. Many times, though, a processing tank follows a septic tank.

### DOSING TANKS

Dosing tanks are the other major group of tanks we deal with, and they include pump tanks, siphon tanks, flow equalization tanks and recirculation tanks. A dosing tank is a tank or a compartment in a tank that provides storage of effluent and contains a pump or siphon to send the effluent on to another part of the treatment system. Dosing tanks are sized according to the required dosing regimen.

At a minimum, for a demand dosed system this means the capacity of the tank must allow for enough volume to keep the pump submerged, the dose volume, an alarm activation volume and any required reserve volume above the alarm. For a timed dose system, the tank capacity must be enough to keep the pump submerged, the average daily flow, the surge volume, and the reserve volume above the alarm activation level.

The volume must be adequate to store the average daily flow for the system while it is delivered in timed doses to the final soil dispersal area. A timer controls when the pump is on and when it is off.

A flow equalization tank is a specialized type of timed dose tank. It stores effluent for a period of time and delivers the effluent uniformly to the next treatment component over a period of several days. This provides more uniform effluent quality and increases treatment efficiency of that next component.

These tanks are typically designed to hold at least twice the normal daily flow and dose it over the course of more than a single day. Where two or more pumps are used, a reserve volume might not be included. The flow in a flow equalization tank is controlled by a timer that controls pump operation according to fixed on (dose) and off (rest) cycles. These types of configurations are helpful where flows can vary highly from day to day. They allow flows to be spread out more evenly and help prevent any part or component of the treatment system from being overloaded.

The final type of dosing tank is the recirculation tank discussed earlier as part of the processing tank. It is a tank or compartment where effluent from two or more components in the treatment system pass, such as a septic tank and media filter, and ensures that partially treated effluent will move through one of the components more than once. ■



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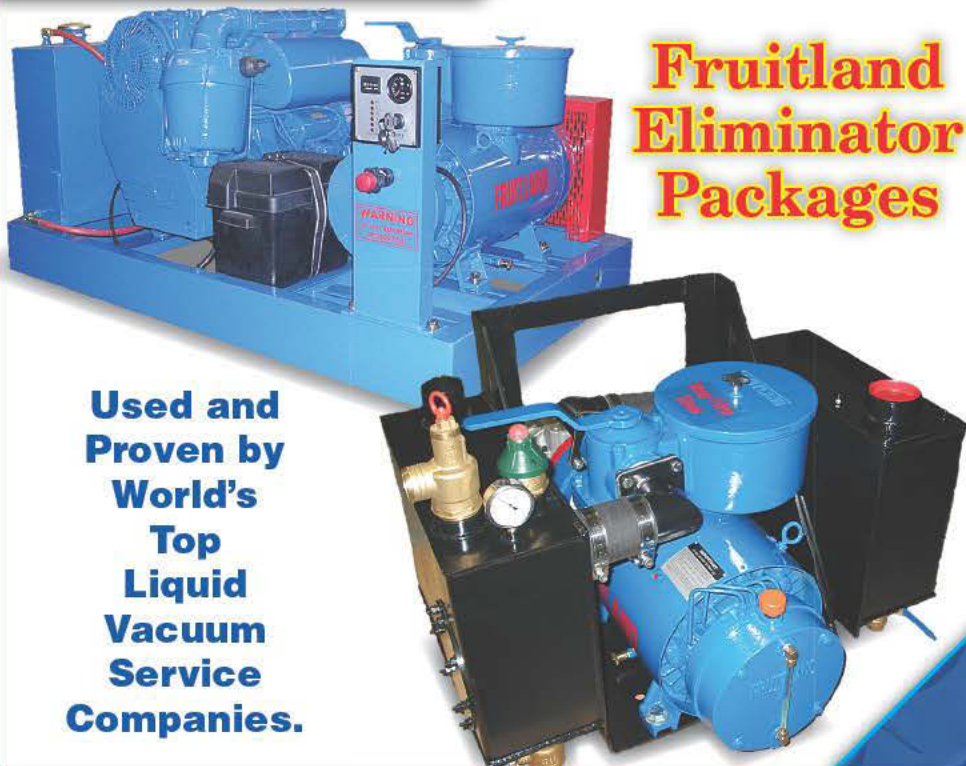


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# Train the Trainer course expands reach of NAWT programs

By Courtney Peterson

**A**s the National Association of Wastewater Transporters training programs continue to grow, there is a new demand for trainers to become certified as qualified NAWT Instructors.

Recently NAWT held a Train the Trainer course in Waco, Texas. For nearly a year there has been an increasing demand for training opportunities in Texas. A request was made by a number of entities wanting to partner with NAWT and send individuals to a Train the Trainer workshop. Snowden Onsite Services, Texas Association of Real Estate Inspectors and Real Estate Training Systems were interested in becoming a part of the comprehensive

NAWT training program and sent a letter of request to the NAWT Education Committee.

The committee has developed criteria and requirements for individuals participating in and certification of the NAWT Inspector Trainer workshops. The request needs to provide the following information:

- The reasons for participating in this program and future role in training sessions
- Must be a current certified inspector – having completed the existing course work
- Have a college degree or advanced equivalent courses
- Public speaking experience (degree or certificate)
- Industry affiliation of at least five years
- Or, in lieu of the above requirements, an individual can demonstrate to the NAWT Education Committee the experience and ability to train.

Upon acceptance to the program, individuals will receive materials necessary to teach the specified training session, such as PowerPoint presentations, notes for teaching, handouts and manuals. The instructor will work with the trainer-in-training on any questions or issues with the materials or presentations.

Next, the trainer-in-training will team with a current instructor to co-teach a live workshop. An evaluation of his/her teaching techniques will be provided to them. It is expected the trainer will work within the NAWT training model.

The executive director will maintain a list of current trainers to be called upon if needed to teach NAWT-sponsored training sessions. The NAWT Training programs have a three-tier classification for trainers that sets benchmarks to help ensure the quality of material delivery and training of new trainers certified by others. The classifications are Authorized Trainer, Experienced Trainer and Lead Trainer.

NAWT offers a national accredited premier onsite wastewater inspector certification as a foundation to set those apart, and a gateway to other educational opportunities. NAWT certificates and continuing education programs give business owners and employees the confidence and credibility to demonstrate professionalism and expertise in the industry. Contact NAWT if you or your state would be interested in being a part of the Train the Trainer program or if you would like to learn more about the program. ■

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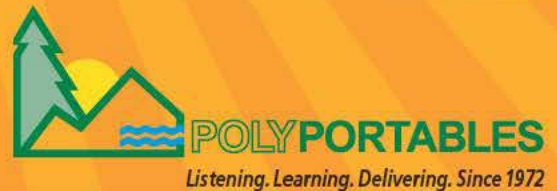
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## LENZYME SEPTIC KIT



*in the*  
**SPOTLIGHT**  
By Ken Wysocky

The Lenzyme Septic Kit offers septic service providers an easy way to treat and revitalize an onsite system with specially formulated bacteria additives.

The kit consists of two one-gallon jugs of oxidizer powder, a one-gallon jug of drainfield biological activator and 24 packets of bacteria additives homeowners add to the system once a month, says Jerard Nighorn, the company's vice president.

"This kit provides pumpers' customers with better value by treating the entire septic system, not just the tank ... and restoring the balance of the

drainfield biomat, which promotes a good, even flow of water through the drainfield. We sell variations of this kit, based on contractors' needs, but this is the most popular one."

In a balanced drainfield, the black, jelly-like biomat controls the flow of water at a rate that allows bacteria to effectively remove pathogens. In unbalanced drainfields, the biomat thickens, making it difficult for water to pass through. The result? Standing wastewater in yards, Nighorn explains.

The Lenzyme system relies on a coordinated, three-pronged approach to rebalance the biomat. First, contractors introduce the oxidizer through either the distribution box, a clean-out line or an inspection port; the oxidizer breaks down the thickened biomat and restores a septic system's balance.

"It cannot be introduced through the tank," Nighorn warns.

Then either the contractor or the homeowner adds a biological activator to the septic tank – a "shock treatment" that introduces several specialized facultative strains of bacteria that break down waste. These two steps can be performed on the same day. In the last step, the homeowner treats the system once a month with a pre-measured packet of Lenzyme bacteria. One packet is designed to treat 1,200 gallons of water.

"We suggest they introduce the bacteria once a month through different system entry points around the house – things like the kitchen sink, a shower drain and toilets," Nighorn says. "It's like getting double the bang for your buck. You can maintain all of your plumbing drains by rotating the treatments this way."

When homeowners run out of bacteria, they can call their septic contractor and order another two-year service treatment and kit, which includes an educational brochure, treatment-reminder stickers to put on a calendar and reorder cards.

At no extra charge, Lenzyme will customize the kit's box by including a contractor's name, logo and contact information, which reinforces the contractor's branding efforts and promotes repeat business, Nighorn says.

"The system also benefits contractors by engaging customers in learning about and taking care of the system, because they have an active role in applying the product," Nighorn notes. **800/223-3083; www.lenzyme.com.**

## CEATTACHMENTS EDGE IN-CAB BACKHOE

The EDGE in-cab backhoe for skid-steers from CEAttachments enables the operator to control all backhoe functions, including vertical stabilizers, side-shift, boom extension, swing, dipper and bucket, from the cab. The backhoe attachment



has a digging depth of 9 feet, 4 inches, extended reach of 10 feet, 11 inches, pivot rotation of 180 degrees and 206-degree maximum angle of bucket rotation. The attachment fits most Gehl and Mustang skid-steers and comes with auxiliary hydraulics, hoses and flat face couplers. **866/232-8224; www.ceattachments.com.**

## STELLAR INDUSTRIES CABLE HOIST

The AFM60 series 60,000-pound cable hoist from Stellar Industries features above-frame mounting and is compatible with alternative fuel tanks (CNG, LNG), auxiliary axle installation, battery boxes, air dryers, larger traditional fuel tanks or other components



occupying space between the chassis cab and rear tandem axles. The AFM60-174 and AFM60-194 are available in both outside rail and inside rail configurations. The AFM60-174 accommodates containers with 18- to 22-foot lengths and the AFM60-194 accommodates containers 18 to 24 feet long. Other features include a 47-degree dump angle and 10-inch main dump tubes. **641/923-4248; www.stellar-industries.com.**

## SHARPE MIXERS INLINE SLUDGE CONCENTRATOR

The Simfloc 5.0 inline sludge concentrator from Sharpe Mixers reduces polymer usage and decreases hauling and disposal costs. Designed for 24/7 service, all wetted parts are fabricated from 300 Series stainless steel for durability and corrosion resistance. Features include wash-down inverter-duty motor with leak-free mechanical seal and 6-inch, 150-pound flanged access window to inspect the mixing chamber and impeller. The concentrator mounts in any orientation and the mixing chamber rotates to meet piping requirements. **800/237-8815; www.sharpemixers.com.**



## GRUNDFOS S-TUBE IMPELLER

The S-tube impeller from Grundfos features no edges, dead zones or cutting functions, as well as a labyrinth and sealing system for trouble-free operation. The impeller is incorporated in an expanded range of SE and SL wastewater pumps. **913/227-3400; www.grundfos.us.**



## SUPER PRODUCTS MUD DOG 1200 HYDROEXCAVATOR

The Mud Dog 1200 hydro vac from Super Products has a 12-yard collector body, standard water tank capacity of 1,000 gallons and pump rated at 14 gpm at 3,000 psi. Features include onboard boiler and positive displacement pump offering air flow rated at 5,800 cfm at 28 inches Hg. The rear-mounted, 8-foot telescoping boom reaches 19 to 27 feet, rotates 335 degrees and pivots down 25 degrees. **800/837-9711; www.superproductsllc.com.**



## SJE-RHOMBUS EZ SERIES CONTROL PANEL

The EZ Series In-Site CL data-logging control panel from SJE-Rhombus is designed to connect to a laptop computer for system programming, monitoring and reporting. The panel can control one or two 120-, 208- or 240-volt single-phase pumps in water and sewage installations. It has a Modbus port on the inside door and connects to a Windows-based PC to download system events, including pump run times, cycles, alarm conditions, HOA (hand/off/automatic) settings, power outages and service calls. The In-Site software automatically formulates system data and reports (up to 4,000 events) for monitoring and correcting conditions. **888/342-5753; www.sjerrhombus.com.**



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## INDUSTRY NEWS

### Legacy Equipment acquires AG Truck

Legacy Equipment Co. acquired AG Truck Equipment Co., supplier of truck-mounted equipment and specialized vocational trucks, and The Truck Shop, a retail store for truck and van storage. The new entities will be combined with Legacy Equipment Rental to form Legacy Equipment Co. AG Body will continue as an ongoing business and operate independently.

### Wieser Concrete adds sales engineer

Shane Harris joined Wieser Concrete Products as a sales engineer in Roxana, Ill. He holds NHI Bridge Certification and will be responsible for product sales, business development and project management.



Shane Harris

### Dixon opens specialty products manufacturing facility

Dixon opened a manufacturing facility in Chestertown, Md., for its renamed and expanded specialty products division. The 44,000-square-foot facility will be the home for Dixon Specialty Products, previously known as Dixon Specialty Hose. The division engineers, develops and manufactures ball joint armor and other armored hose products, PTFE hose and fitting components and King Safety cables. Taylor Goodall was named divisional manager.

### D & W names business development representative

D & W Diesel named John Schmitt business development representative for truck hydraulics. He will be responsible for sales and marketing of truck hydraulic systems and components, and expanding D & W's existing capabilities in system design, installation and manufacturing.



John Schmitt

### Tallon forms Vac2Go vacuum truck rental

Todd Tallon, owner of A&T Industrial Services, formed vacuum truck rental company Vac2Go LLC. The company handles Guzzler Classic, Ace and Predator liquid vacuum trucks and offers vehicle operation training courses. It has locations in LaGrange, Ky., Rock Hill, S.C. and Richmond, Va. ■



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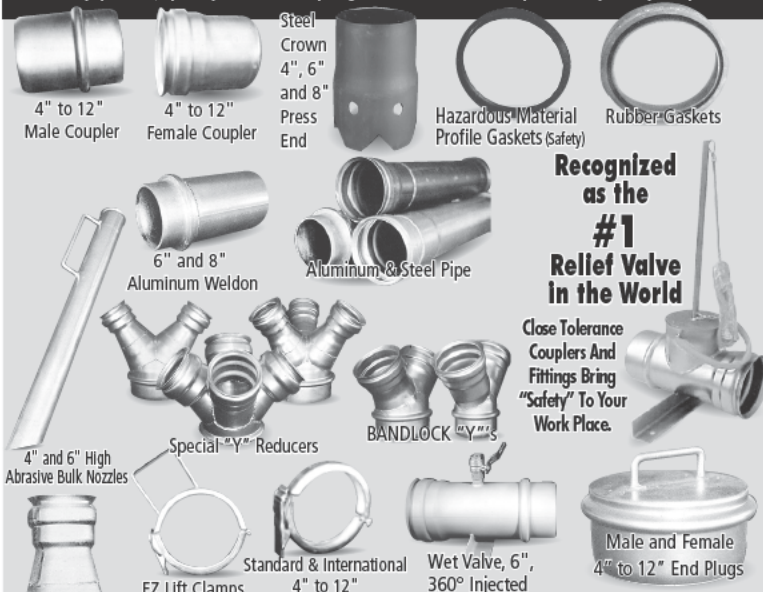
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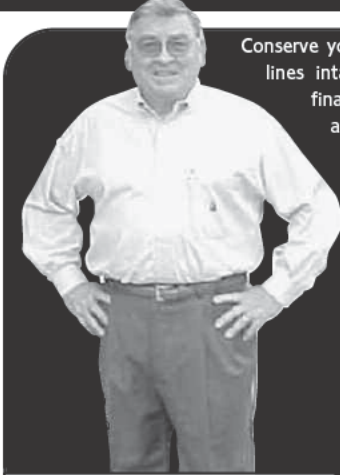
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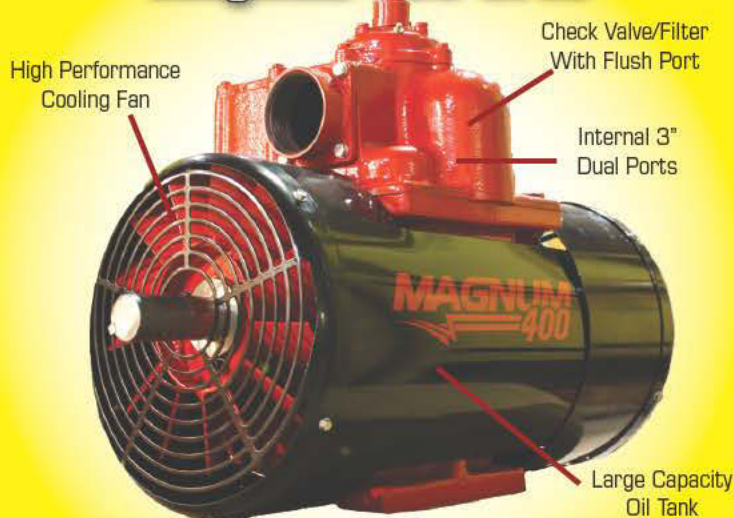
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*Pumper* invites your state association to post notices and news items in this column. Send contributions to [editor@pumper.com](mailto:editor@pumper.com).

## LEADING BY EXAMPLE IN NEW MEXICO

With no state funding available for replacement onsite systems, the Professional Onsite Wastewater Reuse Association of New Mexico began an annual Christmas Septic Giveaway program that happens any time of year.

Working with Dennis McQuillan, the state's environment department liquid waste program manager, and liquid waste specialist James Vincent, the board of directors selected a low-income family that was about to have the water to their home shut off because of overflowing sewage.

Donations were made by Buck Saunders of Dahl Plumbing in Santa Fe and Taos, Eric Berquist of Infiltrator Systems (EZflow geosynthetic aggregate) and Eugene Bassett of EC Bassett Construction in Edgewood (risers and materials).

Installers and equipment were provided by Ralph Dotson of AAA Allied Septic Service in Sante Fe; Shawn Benavidez of Rio Grande Septic in Rio Rancho, and E.C. Bassett, Fred and Kevin Richardson of Richardson Excavating and Trenching in Santa Fe. McQuillan also helped with the installation.

The association will work with the Environment Department to secure money for a state indigent fund, while members heighten awareness of the number of poor families with septic problems.

## ONTARIO, CANADA

### Wastewater washing machine

The spring Ontario Onsite Wastewater Association newsletter had an article on Great Lakes Clean Water of Mississauga, Ontario. The company's engineers, wanting to reduce disinfection byproducts, volatile organic compounds and pharmaceuticals in effluent discharging to drainfields, created the WATERCLEAN treatment system.

Based on a closed-loop batch reactor, the system has a fill cycle, wash cycle using ozone, and discharge cycle. The equipment includes a compressor, oxygen concentrator, ozone generator, multistage centrifugal pump, ozone injection, flash mixing and extended treatment conduit including a restrictor/diffuser/degasser sparger (bubbles gas through a liquid), a reactor tank, an off-gas/ozone destruct arrangement and a diverter valve. A programmable system controller regulates the system.

When used with an onsite system, the treatment process takes in and compresses air, removes and concentrates the oxygen, generates and injects ozone into the wastewater, flash mixes, pressurizes, diffuses and degasses it. The process continues for five to 30 minutes depending on the influent quality and desired effluent.

The system, going through the second round of performance testing after significant redesign, produces effluent with less than 5 mg/L CBOD<sub>5</sub>, TSS and total nitrogen, and less than 1 mg/L total phosphorus. Residential units process 800 to 3,000 gpd and mobile units process 260 gpd. Visit [www.waterclean.ca](http://www.waterclean.ca).

## MASSACHUSETTS

### Performance evaluation

The Massachusetts Alternative Septic System Test Center, operated by the Barnstable County Department of Health and the Environment, is

studying the effectiveness of remediation products. Since June 2011, the center has been creating biomats with ponding in pipe-in-stone trenches 2-by-1-by-30 feet long.

The one-year study, begun in April, tests the ability of aerator/microbial enhancements, air applied to soil horizon technologies and microbial additions to restore hydraulic function to marginally failed leaching trenches. Manufacturers supplied the products. The center will report the results to the state Department of Environmental Protection. Visit [www.masstc.org](http://www.masstc.org).

## MINNESOTA

### Registered septic tanks

The Minnesota Pollution Control Agency posted a listing of all septic tanks permitted for installation in the state at [www.pca.state.mn.us](http://www.pca.state.mn.us). The At A Glance List has 49 manufacturers, 14 of which are fully registered with 380 tank models. Thirty-five manufacturers are in the process of tank registration.

## NATION

### Green jobs

Septic service and portable sanitation are considered green jobs, according to a March 2012 U.S. Bureau of Labor Statistics report. Based on figures from 2010, the 13,313 technicians joined workers in merchandise stores (106,865), waste collection (116,293), school and employee bus transportation (160,896), leisure and hospitality (22,510), office furniture sales (14,888), radio and television broadcasting (9,297), fruit and tree nut farming (12,176) and social advocacy organizations (20,704).

## TRAINING & EDUCATION

### Alabama

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

- Sept. 13-14 - Continuing Education Class, Florence
- Sept. 19-21 - Basic Installer Class
- Oct. 4-5 - Pumpers Class
- Oct. 10-12 - Advanced Installer I Class
- Oct. 25-26 - Continuing Education Class, Mobile

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

### Arizona

The University of Arizona Onsite Wastewater Education Program has a Soil and Site Evaluation for Onsite Systems class Oct. 8-9 in Tucson. Contact Kitt Farrell-Poe at 520/621-7221, [kittfp@ag.arizona.edu](mailto:kittfp@ag.arizona.edu) or <http://ag.arizona.edu/waterquality/onsite>.

*(continued)*

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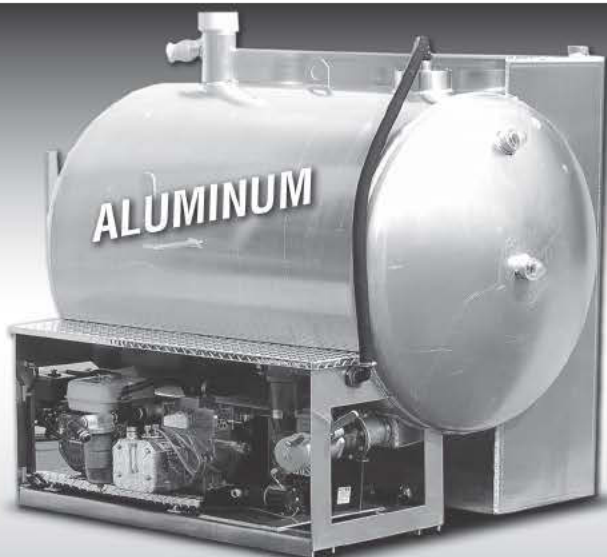
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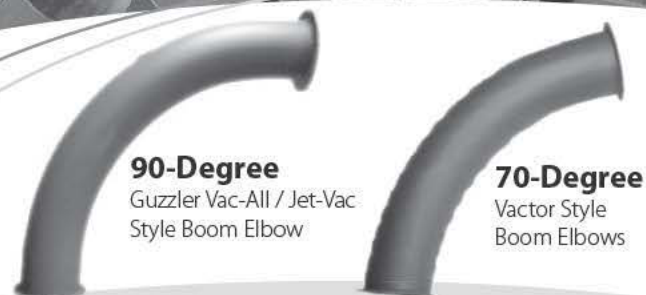
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## Georgia

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
- Oct. 5 - Dublin
- Oct. 12 - Albany
- Oct. 26 - Valdosta

Call 770/229-3477, email [conteduc@uga.edu](mailto:conteduc@uga.edu) or visit [www.ugaurbanag.com](http://www.ugaurbanag.com).

## Iowa

The Iowa Onsite Wastewater Association has an Educating Homeowners/How to Prepare for Future Upgrade course Oct. 26 in Grimes. Contact Alice Vinsand at 515/225-1051, [execdir@iowwa.com](mailto:execdir@iowwa.com) or visit [www.iowwa.com](http://www.iowwa.com).

## Minnesota

The University of Minnesota Water Resources Center has these classes:

- Sept. 6 - Sampling, Cloquet
- Sept. 13 - Soils Continuing Education, Iron Mountain
- Sept. 25-27 - Advanced Design and Inspection of Onsite Systems, Part 1, Mankato
- Oct. 2 - Soils Continuing Education, Red Wing
- Oct. 23-26 - Advanced Design and Inspection of Onsite Systems, Part 2, Mankato

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

## Missouri

The 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
- Oct. 17 - Aerated Treatment Units, St. Louis
- Oct. 18 - Hydraulics, St. Louis

Call Tammy Trantham at 417/739-4100 or visit [www.mosmallflows.org](http://www.mosmallflows.org).

## Nebraska

The University of Nebraska-Lincoln Extension has state-approved Operations and Maintenance courses on:

- Sept. 7 - Scottsbluff
- Oct. 11 - Wayne

Call 402/472-9390 or visit [www.deq.state.ne.us/WasteWat.nsf/pages/OnsitePDH](http://www.deq.state.ne.us/WasteWat.nsf/pages/OnsitePDH).

## New England

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

- 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
- Oct. 4 - Bottomless Sand Filter Design and Installation

## 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](http://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](http://www.onsitewastewater.org).

- Oct. 11 - Functional Inspections

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

## North Carolina

North Carolina State University has the following courses:

- 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](http://www.soil.ncsu.edu/training).

The North Carolina Pumper Group and Portable Toilet Group have an educational seminar Sept. 22 in Asheville. Call Joe McClees at 252/249-1097 or visit [www.ncpumpergroup.org](http://www.ncpumpergroup.org) or [www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org).

North Carolina Septic Tank Association has the following classes:

- Sept. 10-11 - Installer/Inspector, Swansboro
- Oct. 8-9 - Installer/Inspector, Hickory
- Oct. 24-25 - Installer/Inspector, Greensboro
- Oct. 26 - Pumper/Land Application, Greensboro

Call 336/416-3565 or visit [www.ncsta.net](http://www.ncsta.net).

## Pennsylvania

The Pennsylvania Septage Management Association is offering the Basic and Advanced Onlot Wastewater Treatment System Inspection course Sept. 11-12 at Montoursville. Call 717/763-7762 or visit [www.pasma.net](http://www.pasma.net).

## Utah

Utah State University has these On-Site Wastewater Treatment Certification renewal workshops:

- Sept. 6 - Level 3, Logan
- Sept. 24-26 - Level 1, Vernal
- Sept. 27 - Level 2, Vernal
- Oct. 3-4 - Level 2, Logan
- Oct. 23-25 - Level 3, Logan

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

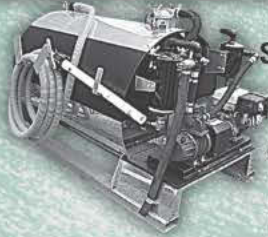
## Wisconsin

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](http://www.wowra.com). ■

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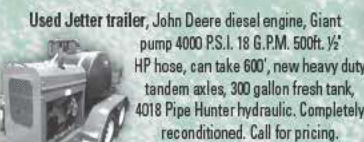
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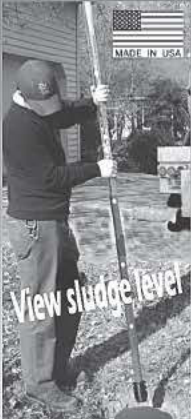


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**North Star Commercial Credit:** Commercial Loans for Trucks or Equipment. Flexible purchase programs to fit your budget. 21 years in the industry. Contact **Tom Myers - 877-804-2274.** (CPBM)

## MISCELLANEOUS



**Truck Ramp:** 17'4" long x 8'wide x 2'6" tall, all black.....\$2,500  
**Call 217-519-3898 IL** P08



**VAC-CON baghouses:** Red, 26 bags, 6 available.....\$2,500/each  
**Call 217-519-3898 IL** P08

## PORTABLE RESTROOMS

FOR SALE: 23 Poly Portables, blue with grey doors, good condition. \$250 each. Call for pics, central Michigan. 989-588-4140. (P08)

## PORTABLE RESTROOMS

65 Poly-Portable "Poly-Mini" all gray @ \$200-250. 16 Poly-John "Poly lift" units \$240. 16 Poly-Portable original "Super Twins" \$225. 2 Lane service modules (for flatbed) 1000/400 w/Honda \$4,500/ea. St. Louis area, 800 241-0418 or gggreeno@aol.com. (P09)

FOR SALE: Special event, construction, handicaps, high-rise units, hand-wash stations, \$150-\$325. Email proequip1@yahoo.com or call Manny at 305-970-9837. (P08)



**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

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

## PORTABLE RESTROOM TRAILERS

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 TRAILERS

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



**New/Used Johnny Mover** portable restroom hauling trailers in stock. New 20 unit & new 12 unit ready for delivery.  
**715-723-4450** P08

For Sale: 53' mobile restroom trailers, six available, excellent condition. \$89,000/each. Call 800-749-3247 x15 for details or visit our web-site; **www.mobilerestrooms.com.** (P08)

## 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. (PBM)



**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

2003 Chevy 3500 Isuzu Portable Toilet Truck: 113,500 miles, 700 gallon tank, 500 waste, 200 water, power lift tail gate, carries 6 portable units, good shape. \$12,500. Call 989-345-1763 ask for Tony. (P10)

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

## PORTABLE SHOWER TRAILERS



**22 Stall mobile shower trailer:** 4 bays w/4 commercial on demand heaters, 4 commercial high volume pumps, fresh water storage tank, grey water bladder, all inventory & contents included. Semi tractor available for purchase!!  
**715-723-4450** P08

## POSITIONS AVAILABLE

**SALES MANAGER** needed to lead a field sales force for an industrial cleaning company located in Southwest Ohio. At least 5 years sales management experience required. Email resume and salary requirements to hti707@aol.com. (CP10)

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)

**PUMP TRUCK DRIVER,** Newport News, VA: Full time with overtime. **FULL BENEFITS:** 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)

## 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](http://www.tank sandpumps.com). (PBM)

## PUMPS-VACUUM

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](http://www.tanksandpumps.com). (PBM)

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

## RENTAL EQUIPMENT

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

## ROLL-OFF TRAILERS

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](http://www.pbsos.com). Equipment for sale. (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](http://www.tank sandpumps.com) (PBM)

## SEPTIC TRUCKS

2007 Peterbilt 335: C-7 Eaton 10 speed, 3,800-gallon aluminum tank, 160,000 miles, NVE 506 pump, \$80,000/OBO. 303-295-0077. (P08)

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)

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)

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)

1999 Mack CH613: Cab and chassis, pre owned 3,000 U.S. gallon, carbon steel vacuum tank, with a Masport H75W vacuum-pressure pump. (Stock # 3315V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (PBM)

## SEPTIC TRUCKS



**2008 Peterbilt 340:** 58,000 original miles, 4,200 gallon capacity, full dump with man-way, all LED lights, all aluminum wheels, Pintle hitch, NVE 866 max pack pump system, tinted windows, Cummins engine 8LL manual transmission locking differential, Rhino lined hose trays, Bostrom real leather driver seat, truck stored indoors, service records available. Truck located in North Georgia. .... \$118,500  
**706-252-4743 or email Cartersenviromal@bellsouth.net** P09

Used 3,200 U.S. gallon, stainless steel with a Masport H20W vacuum pump installed on a 2004 Mack CV713 cab and chassis. (Stock # 8441) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (PBM)

Pre-owned Presvac, 5,000 U.S. gallon, carbon steel, vacuum-pressure tank. Mounted on 2004 Western Star cab and chassis with a Masport 20W vacuum pressure pump package. (Stock #3363V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)**. (PBM)

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



**2005 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

## SEPTIC TRUCKS



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



**1994 IHC 4900:** DT466 6+1 w/1998 Prime Ind, 2300/200 tank, NVE360 pump, heated air controlled valves, great condition. .... \$24,995  
**715-723-4450 WI** P08



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

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

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

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

2006 International, DT 466, 230 hp, 6 speed, new 2,500 steel tank, Jurup pump. \$55,900. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

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## SEPTIC TRUCKS



**2000 GMC-6500:** 2009 Wee Engineer 1,500-gallon tank, 2009 Battioni pump, CAT 207 hp diesel, 25,950 GVWR, air break, toolbox, work lights, 341k miles, well maintained.....\$26,250

**973-332-5386,**

**jflaherty.tosone@gmail.com 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



**2002 Sterling 7501:** 5126 CAT Motor, 7 speed trans., 170,000 miles, new 2,500 gallon tank, new pump & valves, good solid truck. ....\$45,000

**812-322-0974**

P08



**2005 Freightliner M2 Series:** Air suspension, excellent condition, white cab/ grey tank, black bed-liner tays, 250 CAT, 139,000 miles, well maintained and kept inside, 2,100 gallon tank, 3 inch intake, 4 Inch discharge, heated valves, Battioni 1100 series pump, 6 months old, tires 80%, hoses and accessories included, great truck, work ready. .... \$43,000/OBO

**Contact Jody Forest**

**515-208-3863**

P08

## SEPTIC TRUCKS



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

**Call Angel at 786-258-3384**

**www.house-of-imports.com P08**



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

**Call Angel at 786-258-3384**

**www.house-of-imports.com P08**

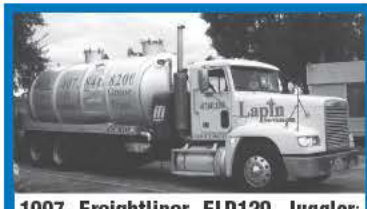


**2006 5900 INTERNATIONAL ISX:** 475 hp, 8LL Transmission, 218,000 miles, air ride, 20,000 front, 46,000 full rear lock up, 06' 5,000-gallon Imperial tank, 6" dump valve, (2) 4" load valves, all heated, 400 Masport pump, sea level gauge, water tank, tool boxes. New unit on order. Asking.....\$120,000

**715-595-4892 WI**

P08

## 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**



**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 P08**



**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 P08**

**1999 Chevy:** 6,500 low miles, 1,500 gallon tank. \$26,500. Also, **2003 GMC:** 7,500 low miles, 1,500 gallon tank. \$36,500. 937-674-7288. (P08)

## SEPTIC TRUCKS

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



**2002 GMC 7500:** CAT engine, 6-speed transmission, air brakes, a/c, cruise., new: 2,500-gallon tank, Jurup R260 vacuum pump, paint, and all accessories. Sharp truck! .....\$36,900

**Phone: 740-988-7878**

P08



**2008 Ford F550:** 123,000 miles, 950 gal. waste, 300 gal. fresh water.

**Contact Pat Kelly**

**513-582-1322**

PBM



**1995 International 3406E CAT:** DUMP WITH FULL OPEN REAR DOOR, Newer 3,000 gallon tank, new front and rear tires, Masport pump, 160" suction hose, heated collars. ....\$46,000

**815-932-0644 or**

**weoutback@aol.com**

P08



**2002 Peterbilt 330:** 300 hp Cummins, Eaton 8-speed, Jay's 2,500-gallon 304 stainless tank, NVE 607 pump, much more. ....\$62,000

**715-723-2474 Wisconsin**

P11

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## SEPTIC TRUCKS



**2003 Mack Vision 427 hp:** 10 speed, 470k miles, 5,000-gallon steel tank, Jurup IC 420 pump, BASE remote control, 1 tool box/heavy-duty brackets, 2 rear tool boxes, and work lights, new tank & pumps (2009).....\$79,900

**Kevin: 240-298-3066** P08



**2005 Freightliner Columbia CL120:** 450 hp Mercedes-Benz engine, 10 speed transmission, 4,000 gallon tank, NVE pump, VIN #1FUJA6CV85LV41405. More information and pictures upon request.....\$65,000

**386-325-2634 FL** P09



**1998 Chevrolet 7500:** 3116 CAT engine, 228,000 miles, a/c, great engine, 2,000 gallon, Jurup pump.....\$20,000

**812-897-4381**

**nixsanitaryserv@aol.com** P09



**2007 International 7600:** Presvac stainless steel vacuum tank 412, Cummins ISM, 8 speed low low, heavy axles with Presvac 3,360-gallons stainless steel vacuum tank coded 412, Masport HXL 400 W, truck has 13,500 original one owner miles, 2,000 original hours, very nice, like new.....\$145,000

**305-586-2838**

**Central Truck Sales** P08

## SEPTIC TRUCKS



**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, Jurup R260 (363 cfm) pump, rear work lights, all new valves, a/c, aluminum hose trays, aluminum toolbox, double framed chassis, new custom paint, large 12-gallon Cyclone secondary, easy financing available.....\$65,000

**Call Mike: 786-554-0892 or George: 954-558-0816, www.Nationaltruckcenter.com** P08



**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 Jurup 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** P08



**2007 International truck 4400:** 24' steel Diamond deck flatbed w/ 3,300 lb tuckaway liftgate, DT 466, 6 speed Eaton, hydraulic brakes, 29,000 GVW, air condition, mileage 139,000, Florida truck.....\$32,500

**Call Rodney Lane 270-832-3793** P08

## SEPTIC TRUCKS



**2005 Freightliner Columbia:** 10 spd, 451,826 miles, Detroit 12.7L, new heavy duty 5,000-gallon U.S tank with 5 year warranty, Jurup 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** P08



**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, Jurup 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** P08



**1995 Ford L9000:** Cummins M11, 9LL trans, 5,000 gal. tank, jake brake, tag axle, all tires excellent, Fruitland pump, all valves new, 1 passenger side valve and 3 rear valves, truck is ready to work. Great truck, asking .....\$45,000/OBO

**Call Mike at 757-328-9879 VA** P09

## SEPTIC TRUCKS

1997 International tandem axle septic truck: 3,250-gallon Lely tank with a Masport 400 pump. Have approx. 220' of 3" hose, 8LL, 186,000 miles, heated valves, aluminum wheels, brand new crustbuster to go with it. \$46,000. 607-968-8140, NY. (P08)



**1999 Freightliner FL80:** 2,500-gallon Transway tank, 265,000 miles, Cummins 300 hp, great condition!.....\$27,500. Also, 1999 Freightliner FL80: 3,600 gallon.....\$35,000/OBO

**716-934-4754 NY** P08

## SERVICE/REPAIR

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

## SLIDE-IN UNITS

2 Slide-In Units available: 1 is 600-gallon & 1 is 400-gallon. Email proequip1@yahoo.com or call Manny at 305-970-9837. (P08)

## 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.JEagleTanks.com** or Jerry at 800-721-2774. (PGBM)



**Vacumm Tanks:** 5,500 gallons, 15 in stock, model 2012, only \$39,950/OBO. El Paso TX., 5% discount when you mention this ad.

**www.syqonline.com., email: cusitec@hotmail.com 915-239-8919 TX** P08

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## TOOLS

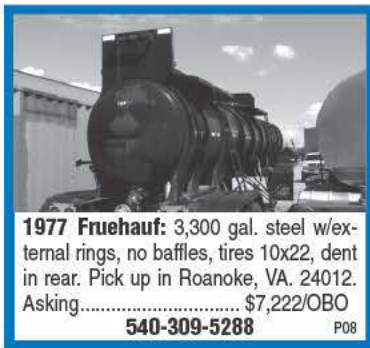
**Crust Busters** - Portable, lightweight machine guaranteed to mix up septic tanks and grease traps! Save time and money! [www.crustbusters.com](http://www.crustbusters.com), 1-888-878-2296.(PBM)

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

## TOYS

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

## TRAILERS - VACUUM/TANKER



**1977 Fruehauf:** 3,300 gal. steel w/external rings, no baffles, tires 10x22, dent in rear. Pick up in Roanoke, VA. 24012. Asking.....\$7,222/OBO  
**540-309-5288** P08

2011 VE Industries vacuum tanker: 5,460 gal., 130 bbl steel, walkway, 2 inch blow-down 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)

Retiring: 2001, 3,600 gallon, 3-axle, vacuum truck, 255k actual miles, one owner, CAT P.S., a/c, 1,800 lb front axle, good condition, transway quality. \$41,500. Buddy @ 951-227-5623, truck can work immediately. (P08)

## TRUCKS (DUMP, MISC.)

For Sale: 1992 Ford 4x4 F350, diesel 7.3 w/700-gallon tank 500 waste/200 fresh, there is no pump. Asking 5,000/OBO. Questions/details 218-348-2898, MN. (P08)



**1995 International 4900:** 250 hp, DT466, 13 speed Fuller, 150,042 miles, 3,400-gallon Erickson tank, Masport HX-L15WV. (Stock #746).....\$41,900  
**Call Erick 509-785-2955 WA** P08

**(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](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

1990 Guzzler GMC, excellent condition, strong, industrial, commercial. \$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

Pearpoint Explosion Proof Pipe Inspection System RIT is in the market to sell a Pearpoint Explosion Proof Pipe Inspection System. The system is in proper working order and comes with all items listed below. \$60,000. Call 985-662-0755 or email [sales@ritech.us](mailto:sales@ritech.us). P420 EX Proof Tractor, P494 Flexview pan & tilt camera, P599 motorized cable drum w/ 1,200' cable and pendant controller, 2005 Freightliner sprinter van outfitted as mobile control center w/ 7.5KVA Onan diesel water cooled generator and Coleman 7,000 BTU air conditioner. CPU based control system with full viewing and recording suite. NASSCO approved pipeline reporting software by Pipelogix. All required tools and spare parts. The above list is only a fraction of what comes with the system; a full list is available upon request. (P08)

## VACUUM EQUIPMENT



**2,800 gallon PROGRESS aluminum tank:** 4" front intake, 4" rear intake, 6" rear discharge. Sea Level Digital gauge.  
**Chris Haack: 205-353-3533** P08



**1997 Ford Presvac 5300 Wet-Dry Vac:** 3,450-gallon stainless tank, 11.1 Detroit, 8 speed, 46 rears, only 104,347 miles.  
**814-696-4343 PENNA.** CP08

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1999 International: 27" Hg Guzzler hi-dump, Just add a blower, 161,517 miles, white/black paint, truck & tank in good shape. Blower damaged, will need to be repaired or replaced. Located in Longview, TX. 251-510-5194. (P11)



**1994 Volvo WG64:** 300 hp, CAT, 8LL, 18/46 axles, rubber block suspension, full lockers, 65,703 miles, Mastervac Cusco mfg ser #94-0829, blue in color. Vac motor seized. Asking.....\$39,900  
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