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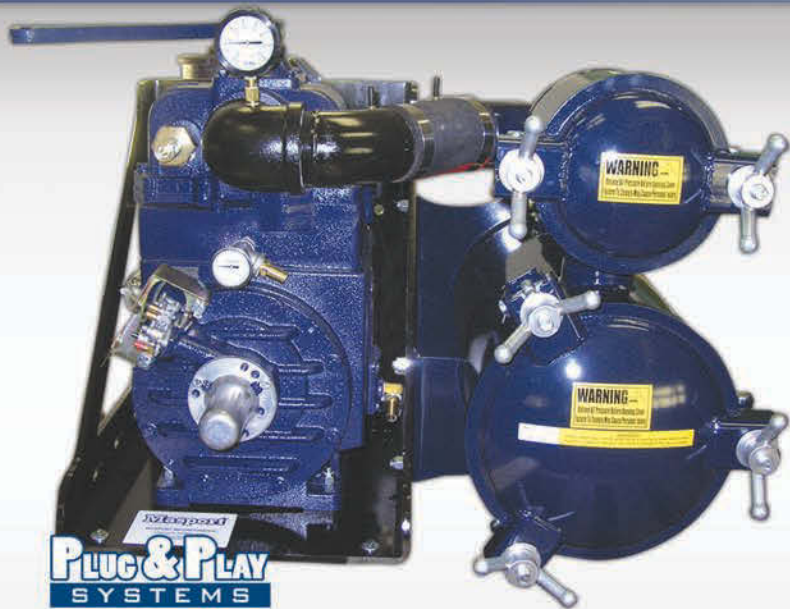
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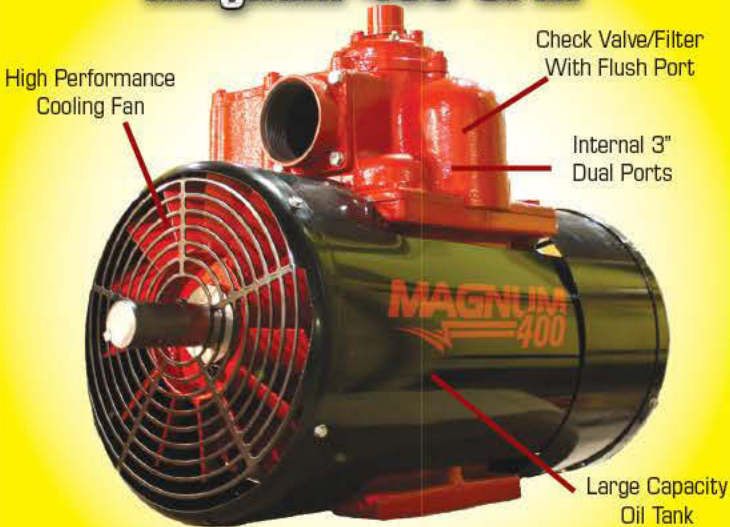
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

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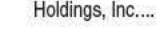

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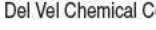

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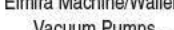

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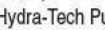

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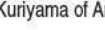
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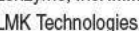

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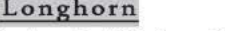
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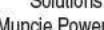

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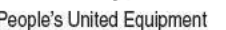
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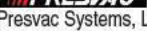

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

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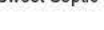

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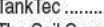

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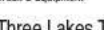
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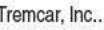

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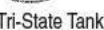

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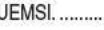

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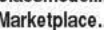

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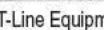

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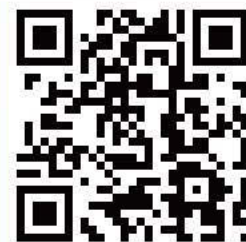
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

It's Time to Break Out the Big Guns

By Jim Kneiszel

When the September issue of *Pumper* rolls around, I always look forward to reading the contractor profile stories about businesses that work with the big, powerful rigs to perform hydroexcavation and industrial vacuum loading. Every year it seems like pumpers are finding new and exciting ways to utilize these super-sized work trucks. They discover performance capabilities that solve a vexing construction or cleaning challenge and build revenue that helps pay for their next truck.

First, these contractors see the potential for capable combination trucks and invest in one. Then they break away from the comfort of traditional pumping work and harness heavy-duty technologies to build new revenue and hire new crews. These companies represent the great American business dream. We might be exporting jobs, but the U.S. remains a powerful innovator, engineering these trucks to do necessary work more efficiently and safely.

Our featured contractors in this issue offer a compelling foundation for the growth of hydroexcavation and industrial vacuum loading specialties. They are proof positive that jetting with water and using a high-power blower to collect materials is establishing a foothold in the world of moving earth and waste by more traditional means. As more companies discover options beyond the excavator bucket and dump truck for conveying materials, an even brighter future will emerge for these contractors.

SOUTHERN HYDRO VAC

Consider the story of **Tim Coleman**, partner in Rosewell, Ga.-based **Southern Hydro Vac**, the company featured in our cover story (*The Power to Succeed*). Coleman describes to writer **Scottie Dayton** a growth pattern for his business that would be the envy of most pumpers. Revenues for the company grew from \$1 million in 2004 to \$5.2 million in 2011.

"Two things have made our reputation," Coleman says. "The capabilities of those trucks and my employees, who are responsible for all our repeat business." The company's early growth was in serving an expansion project at the Hartsfield-Jackson Atlanta International Airport, but quickly took on utility and municipal work, chiefly in Georgia and Alabama.

With each success, Coleman said new construction-related clients would come forward with ever-more-difficult challenges. The company and its machines responded.

GOLIATH HYDRO-VAC

It's a similar tale in Minnesota, where a decade ago **Brandt Volk** started **Goliath Hydro-Vac** with his wife, **Rachelle**. Selling his Harley-Davidson motorcycle and other personal possessions to buy a hydroexcavation rig, Volk hit his Minneapolis-St. Paul region hard for work. The gamble has paid off, Volk tells writer **David Steinkraus** in the story (*Giant Results*).

"I think it's getting to be more and more the future," Volk says. "It's educating the customer, and once the customer is educated they go, 'Hey, let's get that vac truck back in here.'"

Since selling off his motorcycle, Volk has continually taken on new work and now runs five combination trucks and a specialty pumping truck, keeping a crew of nine busy with a wide variety of work, from comprehensive power plant maintenance to tornado and fire cleanup. With each job completed efficiently for customers, Volk sees nothing but a bright future for his specialty work.

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Jack Brown

1941-2012

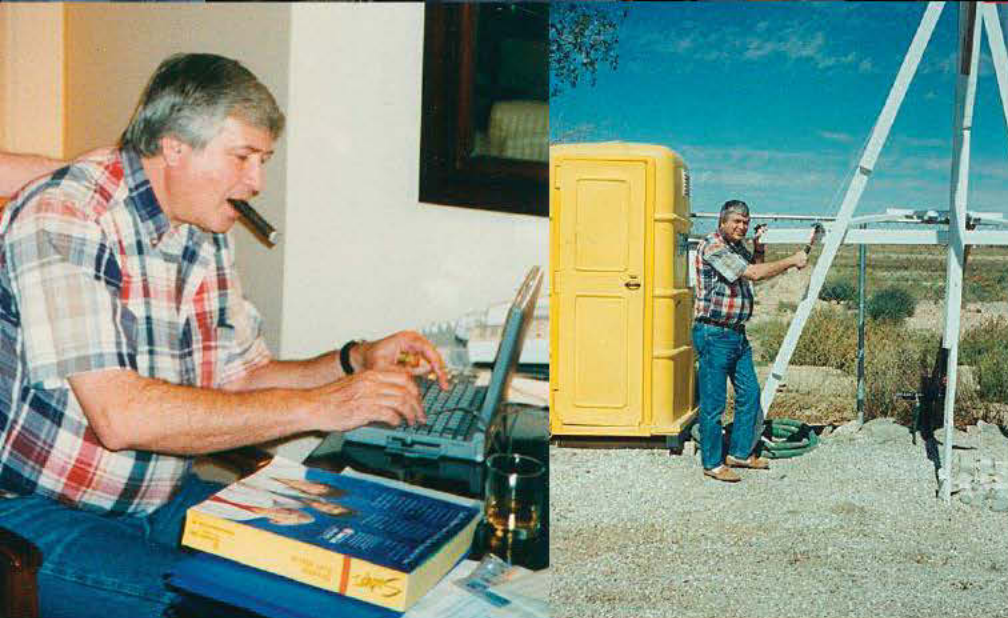


Jack Brown was in the portable toilet business for over 25 years, starting as a small single truck operator, with 20 toilets in the early 1980's. During the proceeding decades Jack grew his portable toilet company from 20 portable toilets to a company that operated in 5 states with over 10,000 portable toilets. During that time, he grew to love the people associated with the industry and made many lifelong friends. Jack had great knowledge of the portable toilet business and he cared about the small business operator and the future of small business growth and development. Through running and operating a successful and constantly expanding portable toilet company, Jack understood the need for a better way to manage the daily operations of the portable toilet business other than manually tracking services using yellow legal pads, which often resulted in errors. Jack developed a software program that would increase his effectiveness and efficiency by keeping track of equipment, employees, services and billing.

In 2004, Jack started a company called **EZTrakR Systems, Inc.** to offer his software program to the small business operator at an affordable price without them needing to invest large amounts of money. EZTrakR was the first marketed software system written by an actual portable toilet operator with decades of experience in the industry. EZTrakR was designed as a one-stop solution for any portable toilet operator to manage all aspects of their business.

On the afternoon of July 8, 2012, Jack was involved in an automobile accident that resulted in his death. Jack's two step sons remain in the industry and continue his legacy as small business operators. Jack's wife, Elaine, will continue the development and operation of EZTrakR so that his passion for the industry continues through others.

Jack loved the portable toilet industry and often remarked about how much fun he had working with others in the industry. Jack will be so greatly missed by his family and friends, but his memories and lessons will carry on for decades to come.



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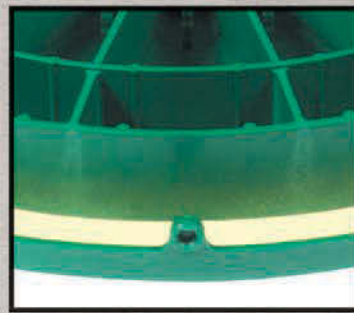
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A Southern Hydro Vac crew uses a GapVax HV-56 unit to expose utility lines for a survey company. (Photography by Collin Chappelle)



THE POWER to Succeed

Muscular machines and technicians with pinpoint precision earn Southern Hydro Vac all the industrial vacuum loading work they can handle

By Scottie Dayton

Tim Coleman was surprised by the speed at which his T.J. Coleman and Co. expanded as contractors laying fiber loops around the City of Atlanta needed a soft dig company to expose underground pipes and utilities.

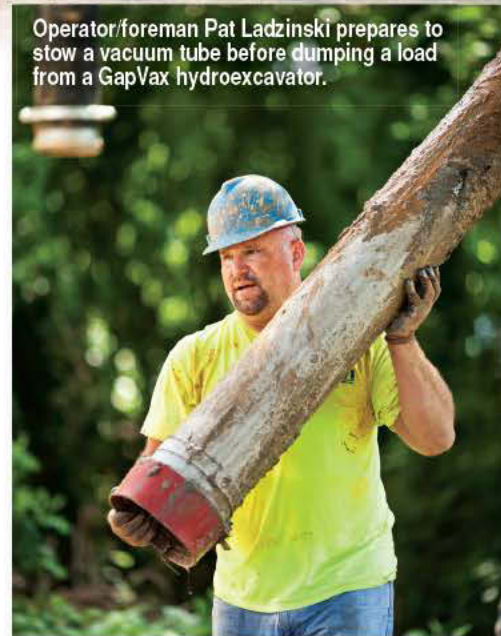
The Roswell, Ga., contractor bought his first hydroexcavator in January 2000 and began digging trenches. By September, Coleman was running nine machines to keep up with demand. Hiring subcontractors brought the total to 14 trucks in October.

The 9/11 terrorist attacks and the stock market crash of 2002 collapsed some of the demand, but not Coleman. He reduced inventory by six machines, laid off some operators, found business partners, and launched Southern Hydro Vac in October 2003. Coleman, the firm's salesman, kept diversifying to create turnkey packages and having crack hydroexcavation crews learning on the job.

Besides servicing Southern Company and subsidiaries Georgia Power and Alabama Power, Southern Hydro Vac specializes in tackling the nastiest gravity-defying vacuum projects. Coleman's weapon of choice is a fleet of GapVax HX-44 and HV-56 hydroexcavators.

"Two things have made our reputation," Coleman says. "The capabilities of those trucks

Operator/foreman Pat Ladzinski prepares to stow a vacuum tube before dumping a load from a GapVax hydroexcavator.



and my employees, who are responsible for all our repeat business." Revenue increased from \$1 million in 2004 to \$5.2 million in 2011.

HOLDING ON

T.J. Coleman catered to the construction industry, and Earth Development was a customer. When Coleman mentioned to owners Guy Rimoldi and Ed Morgan that he wanted to grow his business with a partner who could

(continued)

Profile Southern Hydro Vac, Roswell, Ga.

OWNERS: Tim Coleman, Guy Rimoldi, Ed Morgan
FOUNDED: 2003
EMPLOYEES: 23
SERVICE AREA: Atlanta and Southeast U.S.

SERVICES: Cleaning storm and sanitary sewers, manholes, utility vaults, potholing, silt removal from waterways, trenching

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SOURCE KEY 9P12

A video feature with Tim Coleman of Southern Hydro Vac is posted online at www.pumper.com.



Tim Coleman directs crews who use a hydroexcavator to clean grit filters at a water reclamation facility.

provide financial backing, they welcomed the opportunity.

A year after the partners formed Southern Hydro Vac, Coleman sold his first company and focused on trenching for contractors and utility owners, helping them install encased duct banks for power distribution and telecommunications cables, or municipalities laying new or replacement water, sanitary and storm piping.

The first trucks Coleman bought in October 2003 were a GapVax HX-44 and a GapVax MC-1510 combination sewer machine, both built on Volvo chassis. The crew on the sewer truck cleaned pipes and manholes, and removed silt from waterways, underground retention vaults, and aboveground retention ponds. The MC-1510 has a 9-cubic-yard steel debris body, 1,400-gallon water tank, 5,300 cfm/17-inches Hg Hibon positive displacement blower, and 80 gpm/2,000 psi direct-drive water pump.

Potholing and hydroexcavation work came through Georgia Power or construction contractors T.J. Coleman had serviced for 14 years. By May 2004, Coleman needed another truck and bought a 2003 HX-44. "The six machines we purchased since then have been HV-56s with 5,300 cfm/28-inches Hg Hibon positive displacement blowers," he says. Most are on Peterbilt chassis with 17-cubic-

yard debris bodies, 1,200-gallon water tanks, and 19 gpm/3,000 psi water pumps. Today, hydroexcavation accounts for 90 percent of the business.

The guys stopped a few times to bore through rocks, and wound up exposing the sewer at 64 feet. That's our record depth, and I still find it unbelievable.

- Tim Coleman

CLEARED FOR TAKEOFF

Southern Hydro Vac is one of a few soft dig contractors approved to work at the Hartsfield-Jackson Atlanta International Airport. "Through Holder-Manhattan-Mooney-Hunt, we did \$1 million in 18 months when the city built the new international concourse," Coleman says. "First, we exposed utilities as they excavated a 15-acre hole 20 to 50 feet deep, then we dewatered it repeatedly."

The open excavation captured runoff, and the airport had nowhere to pump it. When it rained, work on the concourse would stop and Coleman's phone would ring. Two hours later, eight hydroexcavators were on site with crews working around the clock until it was safe for contractors to return to their jobs.

To service regular customers, Coleman rented two HV-56s from Dynamic Rental Systems near Houston, Texas. Meanwhile, back at the airport, contractors wanted to drive piling, but worried about hitting a 56-foot-deep sewer. Coleman had never dug to that depth before, but a GapVax engineer assured him it was possible.

To prevent the pothole from caving in, the crew sleeved the vacuum tubes with 18-inch PVC pipe. "The guys stopped a few times to bore through rocks, and wound up exposing the sewer at 64 feet," Coleman says. "That's our record depth, and I still find it unbelievable."

When contractors poured mud slabs (a 6-inch-thick layer of concrete to seal the soil) for service tunnels under airport buildings, Southern Hydro Vac cleaned the plastic waterproofing sheet beneath the installed rebar. "Laying rebar is a dirty process," Coleman says. "We would jet and vacuum the debris before they poured the bottom structural slab. The last mud slab we cleaned was 1,100 feet from the truck."

(continued)

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“The contractor called the next morning almost in shock. We accomplished in six hours what took him three days, and we saved him \$10,000.”

- Tim Coleman

KEEP THEM RUNNING

The company's rapid expansion left Coleman uncomfortable with success. "My other company had six employees, was easy to control, and not very expensive to run," he says. "I never borrowed money to grow the business because everything was affordable."

That wasn't the case with hydroexcavators. Besides the hefty price tags, the cost of maintenance surprised Coleman. "When coupled with downtime, maintenance became very expensive," he says. "The solution was to do it on time and to fix equipment as soon as it broke. The only way to do that and get those trucks back out earning money was to have a shop."

After sharing Earth Development's facility for five years, Southern Hydro Vac moved to a 5,000-square-foot, three-bay shop on a 2-acre lot in 2008. Determined to achieve zero downtime, Coleman hired a full-time day mechanic, then a full-time night mechanic. They do everything from fabricating to swapping out power takeoffs, tires and electrical, and even replacing transmissions.

Another time saver was buying diesel fuel in bulk and storing it in a 1,000-gallon aboveground STI Fireguard tank from Southern Tank. "It's UL 2085 labeled so we can strategically locate it 15 feet from the shop," Coleman says. "While the trucks are fueling, crews clean them and restock supplies. That saves me an hour per day per crew." Buying fuel in bulk saves 5 cents per gallon.

INTO THE BREECH

As Southern Hydro Vac's can-do reputation expanded, construction companies such as Holder Hardin, Skanska, Harp, Tayco Contractors and others called Coleman with untried projects. "I was always honest and told them that I didn't know if the trucks could do it, but we would try," he says.

One project involved sinking an 11- by 16- by 25-foot deep elevator shaft at Atlanta's Gwinnett Medical Center. The crew pulled up to the loading dock with the HX-44 and ran the 6-inch aluminum vacuum tube 300 feet down a hall. They laid cardboard every 10 feet under the tube joints to avoid scratching the floor, then duct taped the joints to seal in the mud. After boring a hole through a wall to enter the proper room, they

Southern Hydro Vac team coordinator Matt Coleman (left) and mechanic Brad Barber work alongside a busy Atlanta highway to expose utility lines for Georgia Power.



Responding to disasters

Southern Hydro Vac in Roswell, Ga., trains on trench rescues with the Georgia Emergency Management Agency. "We've been called out only four times, which is good," co-owner Tim Coleman says. "A crew pulls up 100 feet from the cave-in and hands the hose to emergency medical technicians." Training and teamwork are essential to protect the victim as rescuers vacuum up the soil to expose the person.

The company also responded when tornadoes devastated Tuscaloosa, Ala., in June 2011. Coleman sent crews and six GapVax HV-

56 hydroexcavators to pothole for Georgia Power as it helped Alabama Power set new utility poles.

"We stayed a week and it was a horrid experience," Coleman says. "Every time we entered a new area, the damage was as severe as in the neighborhood we had just left. The destruction went on for miles."

The most difficult moments for workers were seeing numerous white sheets on the ground covering victims killed by the tornado, and a corpse transport vehicle full of unidentified children at Druid City Hospital.

enclosed it in plastic to contain the dirt and sunk the shaft, all without shutting down that area of the hospital.

Another learn-on-the-job project began as potholing for utilities so Harp Excavating could sink doghouse (bottomless) manholes over sewers to add another line. "We had already sunk shoring, so I suggested we try to sink a manhole," Coleman says.

His crew arrived at 10:30 p.m., sank a 4-foot-diameter manhole 11 feet deep, then dug a 15-foot-long trench to bring in the new line. They finished at 4:30 a.m. "The contractor called the next morning almost in shock," Coleman says. "We accomplished in six hours what took him three days, and we saved him \$10,000. Ever since then, we've been sinking manholes all over Atlanta."

SILVER LINING

In 2008, Coleman was ecstatic when officials from Southern Company, which owns multiple power utilities, asked him to work for them. However, they wanted a contractor with an experience modification rate below 1. "I had six employees in 2005 and a minor Workers' Compensation episode," he says. "That brought our EMR to 1.24 and the officials said no. It just about killed me because here was our chance to grow."

Coleman went to Georgia Power and built a safety program based on their requirements for contractors. "It made us a much better and safer company," he says. It took a year for workers to bring the EMR in line, at which point Southern Company put them to work. Southern Hydro Vac's 2011 EMR was 0.84.

Many projects required site preparation work done by other contractors. Coleman saw an opportunity for Southern Hydro Vac to become a one-stop shop for customers. "We offer traffic control, saw cutting, jackhammering, and covering plates and shoring for excavations," Coleman says. "Then we backfill them and restore the surface."

HELPING HANDS

The expansion was one too many irons in the fire for Coleman to handle. He hired a fleet manager in March 2012. The turnkey work also left Coleman shorthanded, so he hired three more workers. His biggest challenge was finding self-motivated people who would care about the company's reputation and take pride in their work.

"Sometimes we go through 10 prospects to find a good one," he says.

Although Coleman has tried three times, the worker he has been unable to replace is his wife. Her office duties include accounts receivable, collections and answering phones. "Tina has been with me since we opened T.J. Coleman in 1990," he says. "I can't do it without her. No one I've hired to release Tina from her duties takes care of the business like she does." ■



Tim Coleman (center) poses with one of his eight crews, (from left) John Griffin, Dennis Banks, Christopher Martin and Roberto Quiroz.

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

Florida Communities Begin Opting Out of System Inspections

By Doug Day and Scottie Dayton

The Jackson County Commission became the second county commission to vote unanimously to opt out of the state-designed septic tank inspection law. Nineteen counties with first-magnitude springs are required to conduct limited inspections unless they opt out by Jan. 1, 2013. Hernando County Commission was the first.

Indiana

The state Department of Health announced rulemaking to update and clarify requirements for the design, construction, installation, operation and maintenance of residential and commercial onsite systems. www.in.gov/isdh/19094.htm.

Iowa

Final regulations on private septic systems and commercial septic tank cleaners took effect Aug. 15. Maintenance contracts will be required before installation of systems that require maintenance, but language was added to ensure lower-maintenance systems are used where applicable.

The department says changes to the time-of-transfer inspection rules simplify and clarify existing practices without significantly changing the regulation. Other changes, including setbacks from public wells, flow rates per bedroom, use of effluent screens, size of risers, and standards for plastic septic tanks were made to reflect current practices. <http://www.iowadnr.gov/Portals/idnr/uploads/water/septic/files/6869notice%20final%20adoption%202012%20v2.pdf>.

Maryland

St. Mary's County has submitted its required plan to reduce nitrogen and sediment from Chesapeake Bay, but officials say there is no way to pay

for it, and questioned the science behind the regulations. A staff memo says costs to septic tank owners and sewer system customers "is unaffordable" and "beyond the ability of the county to fund without significant funding assistance from state or federal sources."

The Department of Environment proposed regulations requiring best available technology units for removing nitrogen from onsite system effluent for all new construction, and ongoing maintenance and operation for all BATs in perpetuity. The proposed regulations are in the comment period. www.mowpa.org/MOWPA.

Michigan

The state Supreme Court ruled that local governments are responsible for sewage discharges from private septic systems into public waterways. The ruling overturned an appeals court that found in favor of Worth Township in a dispute with the Department of Environmental Quality.

State law requires local governments that ban land application of septage to provide a receiving facility large enough to accept all local septage. www.legislature.mi.gov/documents/2011-2012/publicact/pdf/2012-PA-0041.pdf.

New Jersey

New state regulations require replacement cesspools at the time of property sale or transfer, replacing 4-inch effluent filters with 6-inch filters, and reporting onsite system malfunctions to the health department during inspections for real estate transfers of property.

New York

The Long Island Regional Economic Development Council joined the Town of Oyster Bay to implement an educational outreach campaign for Coordinated Environmental Solutions for Septic Problems Occurring on Long Island. The effort is supported by a \$45,000 award the town received as part of Gov. Andrew Cuomo's Regional Council initiative. The project increases regional public awareness of onsite water treatment systems and water quality on Long Island and has the potential to create employment opportunities in the cesspool service industry.

Washington

In a report to the Flathead Regional Wastewater Management Group, Carver Engineering of Kalispell, Wash., identified 6,026 unpermitted septic systems in the Flathead Valley, bringing the number to more than 20,000, treating 4.1 mgd. The Kalispell County Board of Health used the study as a planning tool to combat nutrient pollution harming Flathead Lake and aquifer. ■

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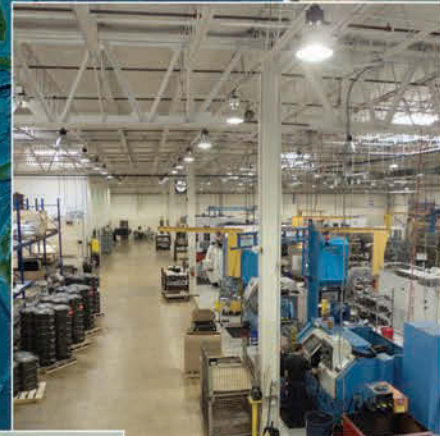
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SERVICE PARTS REBUILDS USED SALES RENTALS TRAINING

Disposal Woes in Georgia

State association is working to reverse revenue-killing land-application restrictions and rising fees.

By **Scottie Dayton**

Over the past year, the Georgia Onsite Wastewater Association has been embroiled in a battle over adequate disposal options for its members. Tipping fees at municipal wastewater treatment plants escalated dramatically. As they reached capacity, many plants began refusing septage. And many pumpers, deeming new Guidelines for Land Application from the state Environmental Protection Division as restrictive and expensive, surrendered their permits.

Today, 15 approved application sites serve 159 counties. Data from the state Department of Public Health shows the number of licensed pumpers dropping from 1,682 in 2011 to 784 by March 2012. Dart Kendall, president of GOWA and owner of Advanced Septic in Acworth, worked with association lobbyist Bruce Widener and assistant EPD director Jim Ussery to bring changes.

GOWA proposed bills to establish stable disposal sites and reduce disposal fees. The EPD endorsed both of them, but only legislation delaying the land application rules for two years became law. “The way they wrote the rules scared members to death,” Kendall says. “Upon reading the details, the regulations were even worse than they first appeared.”

Pumper: How did the situation develop?

Kendall: In 2007, the association pushed for moving land application regulations from the state Department of Community Health to the EPD. Under Community Health, a county commissioner must approve new application sites. Not one site was approved because they didn’t want them in their back yard. If the EPD approves a site, it happens.

Our request was granted and the EPD had five years to write the regulations. This division issues permits for systems larger than 10,000 gpd, including municipal wastewater treatment plants. The application guidelines were designed for them and would become effective in July 2012.

Pumper: Wasn’t the association involved in the rule writing?

Kendall: No. We didn’t see a copy until the rules were far into the 2012 legislative session, which runs from January through March. I tried meeting with Jim Ussery before the rules became effective, but it took a month and by then the legislation had become law.

I spent most of a day explaining our concerns to Jim. Once he understood our situation and goals, he supported our bill to delay implementing the rules for two years, and he is now meeting with us and other stakeholders to rewrite the legislation.

Jim also supported our bill that would allow pumpers to dewater septage, then dispose of the liquid in a dedicated onsite system on their

property. He even proposed language about screening septage before dewatering and got it to me in one day.

The Department of Community Health successfully opposed the bill, arguing that they needed to hire staff with the expertise to regulate dewatering. We argued that there was no reason to regulate dewatering until sound scientific evidence proved it caused health problems. To the best of our knowledge, there has never been a documented case of it.

Pumper: How did you manage to pass the delay bill in three months?

Kendall: Without a state onsite organization and lobbyist Bruce Widener, we would not have had a chance. Bruce knew which committee had the bill and, if it passed, where it would go next before reaching the floor for a vote. Once we knew which senators were on the committees, we asked members who were constituents to call them, discuss the bill, and request that they meet with Bruce and me. That was the only way we got in the door. After talking with us, they helped push the bill through their committee.

Pumper: What changes are you proposing in the regulations?

Kendall: For starters, reduce the amount of monitoring and reporting. (The rules) are designed for municipal plants with operators who test samples two or three times a day and record the results. If pumpers want to do the analytical procedures, they need a special operator’s license that is attainable only by working at a municipal plant and taking the exam. Depending on how much septage pumpers apply, it appears as if they must sample daily for 18 pollutants, then send the samples to certified wastewater or commercial environmental laboratories. Based on my experience as a licensed wastewater operator in Tennessee, testing will cost \$800 per day.

Pumper: What is happening to pumpers who close their sites?

Kendall: Tommy Chambliss of Cataula testified before GOWA’s board that he and his father land-applied on their alfalfa fields for 50 years and never once had a bad soil report. Tommy turned in his permit, and his report is indicative of the situation.

The nearest municipal treatment plant is 90 miles away from his business. Tipping fees per 1,000 gallons have increased from \$40 to \$300 or \$350. DeKalb County just increased it to \$400. Confirming prices is difficult because they keep changing. Add to the tipping fee the cost of depreciation on the truck, man-hours, and diesel fuel at more than \$4 per gallon and Tommy anticipates charging \$1,000 for pump-outs. Now consider this:

We pump a lot fewer tanks per contractor than most states because Georgia doesn’t require risers. A service call often involves locating the



Depending on how much septage pumpers apply, it appears as if they must sample daily for 18 pollutants, then send the samples to certified wastewater or commercial environmental laboratories. Based on my experience as a licensed wastewater operator in Tennessee, testing will cost \$800 per day.
- Dart Kendall

Dart Kendall may be reached at 770/966-0998.

1,000-gallon tank, then exposing it with the excavator pulled on a trailer behind the vacuum truck. The state has no mandate to pump tanks. The calls we get now are when sewage backs into the house and bubbles up in the yard. Owners frequently tell us that the tank hasn't been serviced in 25 years.

Tanks like that often have scum layers hard and dense enough to support a man's weight. Our truck has air to roil the tank, but pumping is still difficult and can take two hours. The blower wasn't designed to run continually and wears out faster. Pumping one tank per day and driving 90 miles to offload becomes a very expensive enterprise.

Pumper: How serious is the reduction of municipal plants accepting septage?

Kendall: It's become critical. The City of Dallas recently stopped accepting septage. Our members reported that the facility in Macon will accept septage, but only if it comes from Bibb County. The counties around Bibb have no plants, so some pumpers falsify addresses to offload and risk losing the right if they're caught.

The crisis has increased the temptation to dispose of septage illegally. Atlanta is reporting backups in subdivisions with infrastructure but no houses. We just increased the cost of our pump-outs to \$350, which is average, but it's creeping up. In this economy, few homeowners can afford it. Our members are finding pumps in septic tanks with hoses running to the woods or creeks.

Pumper: What is the association considering to improve the situation?

Kendall: One suggestion is to itemize the invoice into service call, fuel, tipping fee and at which plant. Customers must understand how companies determine a fair price. I include the county commissioner's phone number and encourage customers to use it.

Many members I talked to would apply for land application permits if the regulations changed. Without a confirmed disposal site, most companies aren't marketing routine maintenance because they don't know what to charge for pump-outs and where they will go with it.

Another suggestion is to let the private sector operate land-applied sites. That will create jobs and a competitive market to regulate prices.

We're also working with portable restroom operators. It's harder for them to dispose of septage at municipal plants because the blue dye in the deodorant affects turbidity levels. ■



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PUMPER PROFILE

Goliath's fleet of hydroexcavators and service vehicles. (Photo courtesy of Goliath Hydro-Vac)



Giant Results

Listen to the *Pumper* Podcast: Brant Volk explains how hydroexcavation equipment helped him build his business in a *Pumper* Podcast with writer David Steinkraus, which is found at www.pumper.com.

Minnesota's Goliath Hydro-Vac harnesses the precision and power of hydroexcavation, then takes on the toughest jobs

By David Steinkraus

While he was working for a demolition, construction and excavation company, Brandt Volk saw a need, and he saw little competition. Years later that's still the case. Only one other company in the Twin Cities of Minneapolis-St. Paul performs hydroexcavation.

Goliath Hydro-Vac Inc., the business that Volk started a decade ago with his wife and co-owner, Rachele, sends crews primarily into five states in the Midwest and Great Plains, but their trucks have ranged even farther on occasion.

Power companies and other customers are calling on him more and more. That's because excavation using high-pressure water and vacuum creates a precisely shaped hole or trench to reach utility lines or pipes efficiently, and without disturbing nearby structures, Volk says. Often, hydroexcavation is now required for work around electric power substations, he

says. "Anywhere there is a risk from digging with mechanical equipment, hydroexcavation can be an answer."

It's not a cheap startup service specialty. Trucks start at about \$350,000 new. Even used trucks cost between \$140,000 and \$200,000 depending on options. It was hard to get his start, Volk says. Aside from the down payment on the truck, the finance company wanted another \$30,000 on hand for working capital.

"When I started, I refinanced my house,

and I sold my Harley-Davidson. I sold anything worth more than a couple hundred dollars because I was scrambling to come up with that much money up front," he says.

Profile Goliath Hydro-Vac Inc., Lakeville, Minn.

OWNERS: Brandt and Rachele Volk

FOUNDED: 2002

EMPLOYEES: 9

SERVICES: Hydroexcavation, industrial vacuum loading, line jetting, hot-water jetting

SERVICE AREA: Minnesota, Wisconsin, Iowa, South Dakota, North Dakota and beyond on a job-by-job basis

ASSOCIATIONS: American Subcontractors Association

WEBSITE: www.goliathhydrovac.com



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Brandt Volk, owner of Goliath Hydro-Vac Inc., is shown at a project near the University of Minnesota. Employees Jeremy Doerfler (left) and Mike Doerfler work in the background. (Photo by Stephen Gefre)

“We’ve done some tests in the past with the power company, and that’s what we found is a good, happy medium pressure (2,500 psi) where you don’t make any impressions on jacketed cable. It’s pretty hard to damage anything with that low of a psi.”

- Brandt Volk

From their home base in Lakeville, Minn., on the southern edge of the Twin Cities metro area, Goliath crews have traveled through Minnesota, Wisconsin, Iowa and the Dakotas. But if a client has a need, they’ll go elsewhere, and they have – to Illinois, Nebraska, Wyoming and Montana.

The Montana and Wyoming jobs were seven-day stretches. One job in South Dakota was for three months. Often, Volk says, a customer will have a rig on site for seven to 10 days, and then call the crew back in a week or two once other workers have caught up with the excavations.

THE TRUCKS

Right now the company runs two Vactor trucks from Federal Signal Corp. The HXX 2112PD pulls 27 inches Hg, while the HXX 2112 Fan produces 8,000 cfm. Another 2112 is on order.

Goliath also has a GapVax HV-55 that moves 19 gpm at 3,500 psi and an HV-57 that moves 10 gpm at 3,000 psi. Both trucks have Hibon blowers with 5,800 cfm and pull 27 inches Hg.

On order is a truck from Progress Vactruck, which will be used to haul drilling mud and free up more expensive units for specialty work, Volk says. That truck will have an aluminum tank for 4,000 gallons of excavated material and 600 gallons of water. Its PD blower can move 1,650 cfm and pull 27 inches.

All Goliath’s trucks are on Kenworth chassis.

For the hydroexcavation work, pressure wands typically spray water at 2,500 psi, Volk says. Some pumps will go up to 3,000 psi or so, but Volk finds the lower number works better.

“We’ve done some tests in the past with the power company, and that’s what we found is a good, happy medium pressure where you don’t make any impressions on jacketed cable. It’s pretty hard to damage anything with that low of a psi,” he says. That’s assuming he uses the spinner nozzle. With a zero-degree tip, which doesn’t spin, there is a risk of damage even at 2,500 psi, he says.

Most of his trucks carry 1,300 gallons of water and can hold 12 yards of debris. The capacity is typically enough to vacuum two loads, Volk says. One smaller single-axle rig

(continued)

BIG PIECE OF REVENUE PIE

But the investment paid off. Goliath is bigger and working hard. It has nine employees, and Rachele Volk has two part-time office assistants to help with the paperwork. She holds 51 percent of the business, which qualifies as a woman-owned and disadvantaged business.

Hydroexcavation is such a growing answer that the other work Goliath does – a little bit

of pumping for its customer base, a little bit of backfilling, loading material into roll-off containers – just fills in around the edges.

In the winter, when outdoor work can slow down for many earth-moving contractors, Goliath doesn’t – or at least not that much. Three or four of its six trucks remain in operation. Heated water enables hydroexcavators to cut through frosty soil.

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Mike Doerfler (foreground) and Jeremy Doerfler put away tools after finishing a job at the site of the light rail line in Minneapolis. (Right) This wireless remote controls the vacuum and jetting capabilities of the Vactor truck. Brandt Volk says the remote is a valuable accessory upgrade for his crews. (Photos by Stephen Gefre)

carries 600 gallons of water, and is used when a job requires reaching smaller spaces. For Minnesota winters, one necessary option is a tank heating system that recirculates the water.

Trucks move out with a crew of two: an operator and a laborer. If there is a need for special equipment – such as more hose or confined-space-entry gear – the laborer can bring it in a supply van.

Every truck operator wears a wireless remote control around his neck. The remote controls vacuum on and off, water functions on and off, truck throttle, and the boom direction. Adding a wireless remote to a truck order costs about \$3,500, but it's well worth the money compared to dragging a wire across the ground, Volk says.

Another thing about Goliath's trucks: They're new or nearly so. The oldest is five years,

and Volk plans to sell that one in December. The replacement is on order.

The payoff from new equipment is in uptime, Volk says. When the work is there, he can't afford revenue lost to time repairing a truck. His company has never lost an engine and has suffered only one transmission breakdown.

Speaking of transmissions, Volk is buying all automatics. It's about \$12,000 to upgrade from a 10-speed manual to a six-speed automatic. He says there doesn't seem to be any problem matching engine rpm to load. There is a slight increase in fuel consumption, but that and the price are more than made up for in driver comfort and convenience, he says. Also, the trucks with automatic transmissions have not yet gotten stuck, Volk says. He attributes that to the driver's ability to feather power to the wheels with an

automatic; manual clutches grab too hard when they engage, he says.

The company also has a SRECO trailer jetter with a capacity of 40 gallons per minute at 2,000 psi and factory-mounted camera system.

TOUGH JOBS

Most of Goliath's work is excavation for gas and power companies and utility contractors, Volk says. The remaining varied vacuum work accounts for about 40 percent of revenue. Some of it is for power plant maintenance. During planned shutdowns, boilers are cleaned, and that's where Goliath's trucks come in;

they can suck debris out of a boiler, and special filtration removes even extremely fine particulates such as fly ash, Volk says. It's an intense job: seven days a week for three weeks. The company usually does two of these jobs in the spring and two in the fall.

One memorable job involved cleaning up after a tornado and fire at a pig farm in Albert Lea, Minn. The company Volk once worked for received the contract from an insurer to sort out the mess – knock down the remaining walls of three buildings, take out debris with a backhoe, and also deal with the carcasses of about 4,000 dead pigs. Goliath was called in to clean the areas where the backhoes couldn't reach, and that included manually clearing some sumps along the side of one building.

"So we were shoveling some of them out ... and there was a little pig in there. I had an aluminum snow scoop ... and picked the pig up. The head slid off of one side, and the butt slid off the other side ... Yeah ... a lot of people got sick that day," he says.

Other jobs are just as varied but less stomach-turning. Goliath excavated sand from the basement of a hospital where two elevator

Union Labor is a Prerequisite

Goliath Hydro-Vac delivers an in-demand service few other companies in its region provide, and it does so in an uncommon way: It's a union shop.

"That's the way we started out day one," says co-owner Brandt Volk.

In his line of business it's almost a requirement, he says. His largest customers are utility companies. They're union, and so subcontractors also must have union labor. The same is true for government jobs, which also

are union and typically require subcontractors to employ union labor.

The cost is greater – about \$31 an hour for the typical operator plus \$16.50 to the union for health and welfare benefits – but the upside is that having a union workforce attracts more work, Volk says.

It's tough for him paying about \$90,000 annually on average for a technician, but there are great advantages.

For his employee it's a big benefit. After 200 hours of work and a 30-day waiting period,

employees, their wives and their children are covered through the union for medical and dental expenses, and they have pensions.

"So because of that I have very little turnover," Volk says. "When I hire a new guy it's because somebody has moved up – and we've been growing."

The Goliath team includes (from left, front row) Rachele Volk, Brandt Volk, John Bongard, Gumaro Sanchez, Troy Eyton; (back row, from left) Todd Volkmann, Jesse Doerfler, Mike Doerfler, Jeremy Doerfler, Matt Williams. (Photo courtesy of Goliath Hydro-Vac)



shafts were being installed. There wasn't enough access to take the sand out through the roof with a crane, so Goliath ran about 110 feet of horizontal pipe from the truck and then added a 30-foot drop into the basement. To remove about 220 yards of material, Volk says, they used a GapVax HV-57 pulling 28 inches of mercury and moving 6,000 cubic feet per minute.

Commercial buildings with suspended floors are another job. Goliath excavates crawl spaces so sewer pipes can be replaced. The company has vacuumed roof rock to allow roof replacements. After a storm, Goliath was called in to clean up the roof of a casino where winds had ruined the solar panels, spreading shards of glass among the roof rock. Anyone walking on the roof risked poking some of that glass through the rubber. In just a few hours, a Goliath crew vacuumed up the glass and the rock.

One high-end apartment building had planters on its roof 42 feet in the air. The planters needed repair, but how to get all that dirt out? Goliath went up the walls with hard pipe to vacuum out the soil so the work could be done, Volk says.

The work provides endless variety and different challenges daily for Volk's crews - and a growing amount of business.

"I think it's getting to be more and more the future," Volk says.

People are amazed at the ways in which hydroexcavation technology replaces hand labor and carrying debris out in buckets. Goliath removed 62 yards of debris in one day inside a mechanical room so a school could build an overflow basin for its new swimming pool, Volk says. Without a vac truck only shovels and buckets could have done the job.

"It's educating the customer," Volk says, "and once the customer is educated they go, 'Hey, let's get that vac truck back in here.'" ■

MORE INFO

GapVax, Inc.
888/442-7829
www.gapvax.com
(See ad page 53)

Progress Vactruck
800/255-0008
www.progressvactruck.com
(See ad page 10-11)

Hibon Inc., a division
of Ingersoll Rand
888/704-4266
www.hibon.com
(See ad page 62)

Vactor Manufacturing
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www.armal.biz
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Weight-Empty	185 pound
Waste Tank Capacity	60 gal
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Height	90 inch
Depth	47.20 inch



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Interior View of TJ-III with sink

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When the Job Gets Tough

These tough-job vacuum systems, blowers, hydroexcavation and combination units get going, accomplishing challenging tasks and building profits

By Ed Wodalski

High-powered blowers, vacuum systems, hydroexcavators and combination units have the power and precision to perform the toughest tasks in the most demanding weather and soil conditions. Whether you're looking to expand your fleet or diversify your service, here are a few products to consider.

VACUUM SYSTEMS

ADVANCED WASTE SERVICES

The VacSimizer vacuum system from Advanced Waste Services is designed for one-person operation. Easily maneuverable in tight areas, it delivers 2,400 cfm and legally hauls 42,000 pounds (80,000 pounds GVW). It has the capacity of a 5,000-gallon semi-tanker and the maneuverability of a straight vacuum truck. Axles retract for tight locations and extend to comply with bridge laws for driving with a full load. Features include 25-foot hose trays and 76-degree tipping angle with a full-opening rear door. The unit carries 200 feet of 4-inch vacuum hose and can be loaded from either side. **800/842-9792; www.advancedwasteservices.com.**



capabilities up to 28 inches Hg and enables the operator to load more material at lower engine rpm. Rated at 88.9 dB per SAE Test J1372, blower and silencer technology eliminate the need for a sound shroud. The cyclone and bag houses are configured to maximize efficiency and reduce weight. An increased filter area, combined with offline cleaning, extends bag life while forcing carryover back to the debris tank. **800/627-3171; www.guzzler.com.**



ELASTEC/AMERICAN MARINE

The trailer-mounted Portable Air Conveyance System (PACS) from Elastec/American Marine is made to remove liquids, solids and sludge in hard-to-reach locations. Approved for highway towing, the compact 1,000-gallon or 1,200-gallon tank system fits in a high cube shipping container. Features include 36- to 60-inch door opening with sight glass, hydraulic dump (tilts to 45 degrees), auxiliary hydraulic power, adjustable pintle hitch, off-road tires, tandem-axle trailer, low tongue weight and choice of diesel or gasoline engines. **618/382-2525; www.elastec.com.**



HERITAGE TRUCK EQUIPMENT

The 130-barrel, HTE vacuum trailer from Heritage Truck Equipment features three-point suspension, two-speed crank landing legs, wedge sump with 4-inch loading and unloading valves, 1/4-inch SA-35 steel barrel and fully gusseted 5/16-inch heads and baffles. Other features include 14.7 psi design, two internal baffles, external rung supports, float level indicator, rectangular tubing bumpers, adjustable king pin plate, aluminum hose trays, driver's side ladders, DOT-approved lighting, dual aluminum toolboxes, 10 psig pressure/20-inch Hg vacuum reliefs, three 20-inch top manways and 22,500-pound axle with auto-slack adjusters. Options include two-part epoxy coating, walkways and handrails, sight glasses/tubes, pump/diesel engine kits, air-ride suspension and custom sizes. **330/699-4491; www.heritagetruck.com.**



GUZZLER MANUFACTURING

The redesigned NX industrial vacuum loader from Guzzler Manufacturing is engineered to clean up and recover solids, dry bulk powders, liquids, slurries and thick, heavy sludge. Offering operator control over working speed, at the heart of the unit is the injection-cooled Robuschi blower that delivers 5,435 (free air) cfm with vacuum

IMPERIAL INDUSTRIES INC.

The VAC 3000 Series, 3,200-gallon capacity 407/412 DOT vacuum truck from Imperial Industries Inc. includes OSHA ladders and optional catwalks. Vacuum pump, blower, 3,600-gallon unit and custom capacities are available. **800/558-2945; www.imperialind.com.**



(continued)



2006 Peterbilt 379 4,000 gal. Pres/Vac Unit
\$99,500

Cat C-15 @ 466 HP, tandem, 4,000 gal. cap., 2008 Jurop LC 420 pump, 610K miles showing, tool box's, U.S. Tank company, 3' manway, dual air cleaner, dual stack, jake, cruise, AC, 13 spd., 6" valve heater, air ride, susp. dump, power mirrors, htd. mirrors, hose trays, 250" WB, 12k/38k axles, alum. rims



1995 Ford L8000 4X4 Keith Huber Pres/Vac Unit
\$42,500

Cummins 8.3 @ 210 HP, automatic, spring susp., 14,400 front, 24,500 rear, 94 Keith Huber Dominator 2,000 gal. tank, hyd. full opening rear, Becker DKWF4K 4" vacuum pump, 488 hrs. on pump, 11,933 miles showing on unit, 4X4 Marmon Herrington axle, service records, dumping, oil cooler, hose tray's, new float ball, grounding cable, tool box, 187" WB



2003 Sterling L7500 Vac Truck
\$79,500

Cat 3125 @ 315 HP, a/t, 55K miles, spring susp., 2003 Vac-Con V390LHAD, 3 compressor fans, 10' telescopic boom, HS drive, articulating hose reel, hi-dump debris tank



2001 Freightliner FL 112 Vactor 2100 Vac Truck
\$119,500

Cummins ISM @ 370 HP, 18k/40k axles, TuffTrac susp., full lockers, Allison automatic, cruise, AC, Vactor 2100 Series, front controls, Positive Displacement Fan blower, aux. hyd., power washer front and rear, 425 float steers on alum. rims, 4 fresh water tanks, JD diesel aux. power for blower



2002 International 2574 Jet/Vac Truck
\$139,500

Cat C-10 @ 350 HP, Allison auto, Hendrickson spring/beam susp., power divider, cruise, Vac-Con Model: PD4211LHAN, 8,658 hrs., telescoping boom, strobes, full opening dumping tank, Roots blower, high pressure wand, central grease system, water tanks, direct drive hyd. pump, remote, hyd. leg reel support



1992 Kenworth T600
Hazardous Material Vacuum Transfer Truck
\$49,500

Cat 3406B @ 330 hp, 10 spd., diff lock, chemical circulation system, Reyco susp., dual air operated tanks w/Fluid King mechanical sealed pump, Batts Industry Coated Tanks, catwalk, roll over protection



2000 and 1999 Kenworth T800 4,200 gal. Vac Trucks
\$95,000 and \$85,000

2000-C-12 @ 430 HP, 8LL trans., Hendrickson spring/beam susp., 12,860 lbs. front/46k rear, 4.33 ratio, AC/jake/cruise, power divider, full opening / dumping rear, vibrator, dbl. frame, Transway TSI 1200 pres/vac pump, hose trays, tool box, dual 4" off rear, 4,200 gal. cap., pressure washer/mini jet
1999-Cat C-12 @ 430 HP, 8LL, 4.34 ratio, Hendrickson spring/beam susp., power divider, jake, cruise, heated mirrors/block heater, 6" and 4" ports on rear, hose trays, vibrator, dbl. frame, tool box's, Transway pres/vac pump, full opening rear, dumping, 4,200 gal. cap.



2001 Vermeer E900 Vac Trailer
\$24,500

Deutz F21 @ 27hp., 1220 hours showing, hose reel, dumping 900 gal. spoils tank, full opening rear, 6" discharge line, electric brakes, pintle hitch, vise, anti freeze tank, 535 gal. fresh water tank, LT235/85R16 tire, beam susp., dual tires/dual axle. 500 CFM, 4.5 GPM pressure pump



1995 Ford L9000 with Guzzler Hazardous Unit
\$69,500

Cat 3306 @ 300 HP, 10 spd., 240" WB, 18K front, 45K rear, boom kit, 1/2 opening rear, dumping, hazmat tank and pump, Manufactured by Guzzler



2006 Sterling Tri-Axle Day Cab with Fruehauf Vac Tanker Combo
\$49,500 Tractor/\$59,500 Trailer

C-15 @ 435 HP, Airliner air/spring susp., heavy 10 spd., full lockers, wet kit, htd. mirrors/block heater, AC, power windows, dual alum. fuel tanks, dual stacks, alum. rims, 22.5 rubber, 14,600 lbs. front/46k rear, air up/down pusher, 236" WB, 1984 Fruehauf ring vacuum tanker, 6,200 USG, 8' 3" on spreads, tri-axle, front axle is a air up/down pusher, New hyd. driven, 607 Challenger PresVac pump, DOT 312SS, air ride, hose trays, alum. rims

LEDWELL & SON

The Hurricane 900 trailer from Ledwell & Son meets ASME/DOT 412 standards and is available in carbon or stainless steel. With up to a 900 cfm pump, the trailer features pressure offload, full-opening rear door, optional tank hoist, four 20-inch top manways, work lights, 6-inch discharge, 4- or 6-inch intake, full-length catwalk with stops and rail, Hutch 9700 spring suspension, float level indicator, heavy-duty rear bumper, 22,500-pound air-brake axles with interior coating available. **888/533-9355; www.ledwell.com.**



PROGRESS VACTRUCK

The ArcticVac vacuum truck from Progress Vactruck is designed for all-weather operation. Features include enclosed, insulated and heated water house with 1,000 gallons of freshwater, 750,000 Btu Hotsy boiler and 10 gpm Cat 660 pressure pump. Operation at -40 degrees F is an option with the unit that features a Robuschi 65 Series 900 cfm blower, DOT 407 stainless steel tank with front hoist and full-opening rear door. **800/467-5600; www.progressvactruck.com.**



SOUTHWEST PRODUCTS

The 4,030-gallon (130-barrel) vacuum trailer from Southwest Products features 6-inch dump with valve, 3-inch suction valve, full-length trays on both sides, three top manways with primary on the front for easy cleanout, secondary shutoff for additional safety and trailer glad hands for connecting airbrakes. Other features include DOT lighting, ABS brakes, toolbox, mud flaps and prime/white paint. Options include engine package for self containment, epoxy coating, air-ride or spring suspension, additional valves with riser pipe, electronic gauges, water compartment for jetter addition, aluminum wheels and custom paint. **602/269-3581; www.southwestproducts.com.**



BLOWERS, PUMPS

BRUDON AIR VAC/KAY INTERNATIONAL

The KIV 310 pre-inlet-cooled high vacuum blower from BRUDON Air Vac/Kay International delivers 960 cfm at free air. Power required at



maximum vacuum is 55 hp at 27 inches Hg. Features include heavy-duty housing for reduced noise and modified fins for heat dissipation. Other features include involute contoured impeller with rotor tips set at 120 degrees. **780/440-1634; www.brudonairvac.ca.**

CHANDLER EQUIPMENT INC.

Jurop RV-Series vacuum pumps and Chandler Equipment Inc. packages are designed for industrial and energy applications. Both the RV360 and RV520 are available in multiple drive configurations, including either gearbox, hydraulic or belt drive. The pumps operate at or near 73 dB(A) while producing 18 inches Hg. The RV360 has a recommended input speed of 1,100-1,300 rpm with an output of 360 cfm at free air and 332 cfm at 18 inches Hg. The RV520 has a recommended input speed of 1,100-1,300 rpm with an output of 520 cfm at free air and 466 cfm at 18 inches Hg. **800/342-0887; www.chandlerequipment.com.**



MASTER PUMPS & POWER

The 12 by 10 horizontal centrifugal pump from Master Pumps & Power is designed to pump a variety of mining and oilfield slurries. Features include abrasion-resistant white iron wet parts and heavy-duty shaft and bearings in the power end. **800/410-0045; www.masterpumps.com.**



MORO USA

The PM100T industrial-duty, fan-cooled vacuum pump from Moro USA delivers 29 psi and continuous vacuum of 24 inches Hg with a flow rate of 460 cfm. Capable of pumping nonvolatile liquids and sludge long distances, the unit features industrial duty bearings, Viton seals and 1,500 rpm rotating speed. Dual cooling fans keep the pump operating efficiently in rigorous conditions. Features include integrated check valve, changeover valve and oiling system, and 4-inch hose connections. The pump is available in pre-assembled packages with stand, secondary, oil catch and drive, gearbox, hydraulic, pulley or engine driven. **800/383-6304; www.morousa.com.**



NATIONAL VACUUM EQUIPMENT

The Challenger 4310 high vacuum, positive-displacement blower from National Vacuum Equipment delivers 931 cfm continuous duty at full vacuum.



(continued)

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HYDROEXCAVATORS, COMBINATION UNITS

CUSCO

The Hydro-Trencher from Cusco is designed for hydro-excavating around fragile oil and gas pipelines, installing fiber optic cables, repairing utility lines or excavating in remote areas. The unit uses directional hydro boring for the vacuum removal of liquids, sludge, slurries, mud, gravel and other solid waste. Standard features include cyclonic filtration technology and vacuum system with airflow ratings of 3,500 to 5,500 cfm, generating 28 inches Hg of vacuum, as well as a wash pump capable of 18 gpm at 3,000 psi and high-pressure waterjetting. Tank volume is 3,000 to 3,500 gallons. Options include high-pressure wash system, stainless steel tank, heated valves, enclosed hot water burner system and storage cabinets/standup lockers. The trencher series is available in a range of configurations to meet application needs. **800/490-3541; www.wastequip-cusco.com.**



DYNA-VAC EQUIPMENT

Trailer-mounted combination units from Dyna-Vac Equipment clean catch basins, valve boxes and sewer mains. The units feature Roots blowers and General water pumps with 300- to 1,000-gallon debris tank and 4-, 6- and 8-inch boom systems to meet specific application needs. **888/298-8668; www.dynavacequipment.com.**



GAPVAX INC.

The HV-55 HydroVax is the newest member of the GapVax family of hydroexcavators. The multi-purpose unit is designed for most wet/dry vacuum projects. Made of 1/4-inch ASTM A572-Grade 50 steel, it has a 12 1/2-inch-cubic-yard debris body, and water tank options ranging from 400 to 1,400 gallons. Features include a positive displacement vacuum pump rated at 5,250 cfm and 28 inches Hg. The five-cyclone filtration system is engineered for longer filter bag life and to eliminate the threat of material entering the pump. The unit has a full opening tailgate with adjustable hinge and dual cylinders. It also has four adjustable locks for a complete seal. Options include interior



polymer coating, cold weather recirculation package, sludge pump, auger unloading system, pressurized body system, remote pendants and wireless remotes, washdown system and stainless steel body. Applications include excavating, utility location, potholing, tunneling, slot trenching, conveying dry gravel and sand, as well as general cleanup. **888/442-7829; www.gapvax.com.**

THE SOIL SURGEON INC.

The Soil Surgeon hydro-excavating tool from The Soil Surgeon Inc. is designed to fit any sewer combination truck equipped with a telescopic 6- or 8-inch boom. The tool has a 1-inch water connection. The operator controls water pressure and power with truck controls. Features include 6-foot Tuff Tube with handles fabricated to the tube to guide the unit down for potholing or side to side for trenching. Six jets boring inward cut the soil, while six jets boring outward bring the tube down. Bumpers on the bottom protect the jets and lines the tool might contact. **949/363-1401; www.soilurgeoninc.com.**



SUPER PRODUCTS

The Mud Dog 1200 hydro-excavator from Super Products features a 12-yard collector body, waterjetting and air-flow combination and rotating boom. Standard features include 1,000-gallon water tank and pump rated at 14 gpm at 3,000 psi. The unit has an onboard boiler for breaking up frozen ground and materials. The positive displacement vacuum pump delivers air flow rated at 5,800 cfm at 28 inches Hg. The rear-mounted, 8-foot telescoping boom can reach from 19 to 27 feet, rotate up to 335 degrees and pivot downward 25 degrees. Ejector plate technology offers fast, thorough debris tank unloading and cleanout and the ability to raise the collector body two feet to tilt. **800/837-9711; www.superproductsllc.com.**



TORNADO HYDROVACS

The dedicated hydrovac from Tornado Hydrovacs is available in four sizes, carrying up to 13 cubic yards of mud and 2,000 gallons of freshwater. Features on the F4 model include 740,000 Btu Hotsy boiler and positive displacement blower that delivers up to 5,750 cfm at 27 inches Hg and Cat triplex water pump that delivers up to 60 gpm and 3,000 psi. Other features include 8-inch TopGun boom, 48-inch Powersweep for offloading and 48- by 36-inch debris door. **877/340-8141; www.tornadotrucks.com.**



TRANSWAY SYSTEMS

The HV-64 all-season hydroexcavator from Transway Systems features a Robuschi RB-DV145, 6,400 cfm blower with OMSI transfer case and insulated acoustical enclosure. The hydraulically driven Giant LP600 water pump delivers 10 gpm at 6,000 psi. The 3,000-gallon debris tank has a hydraulically operated hoist, full-open rear door and door locks. Features include a 1,000-gallon HDPE water tank and 525,000 Btu diesel-fired burner for operation down to -4 degrees F. Two diesel-fired heaters warm the water pump and water tank compartments. The 26-foot, hydraulically operated 8-inch suction boom is equipped with joystick control, wired pendant control and wireless remote control. Other features include biodegradable hydraulic oil, parts painted/powder coated off the unit, marine grade plywood floor and backup camera. **800/263-4508; www.transwaysystems.com.**



VECTOR MANUFACTURING

The HXX Hydro-Excavator from Vector Manufacturing handles potholing, waterline repair, slot trenching, directional drilling, sign and pole installation, pipe and line installation and other large-volume excavation. Offering up to seven hours of continuous operation with onboard water, the unit features a 12-cubic-yard debris tank, 1,200-gallon superlinear XL polyethylene insulated water tank and 320-degree rotating boom. Other features include heated pump cabinets and built-in boiler for excavating in subzero temperatures and frozen ground. **800/627-3171; www.vector.com. ■**



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Jack Singer



Jack is a licensed industrial/organizational and clinical/sport psychologist, management coach and trainer, and author of *The Teacher's Ultimate Stress Mastery Guide*. Reach him at drjack@funspeaker.com or 800/497-9880.

We live in a stressful 24/7 society, filled with uncertainty in the job market and the economy. A large percentage of employees admit to being unhappy with and psychologically disengaged from their jobs.

Recent research shows that among the least-happy and least-engaged employees, the annual per-person cost of lost productivity due to sick days is more than \$28,000, versus \$840 among the happiest and most engaged employees. Furthermore, job stress alone is estimated to cost U.S. industry at least \$300 billion a year in absenteeism, diminished productivity, employee turnover and direct medical, legal and insurance fees.

Matt has been a manager for 16 years. Although his employees seem satisfied with their compensation, surveys conducted with them consistently show that their job satisfaction and morale are low and their stress levels are high. Matt has been well trained, but seems at a loss to help his employees feel more engaged or happy with their jobs.

Because he feels helpless to change the job situation for his employees, Matt, himself, is stressed at work and is unhappy in his supervisor role. Can Matt regain his passion for his profession? Are there techniques he can use that will immediately enhance his employees' satisfaction and morale? Absolutely!

The following are powerful prescriptions for enhancing employee morale and job performance and minimizing job stress:

Provide goal-setting strategies.

People are 11 times more likely to reach a goal when they write it down, as opposed to simply thinking about the goal. Have regular meetings with your team, where in addition to encouraging them to discuss their areas of discontentment, join with them in writing down specific short- and long-term goals that are action-oriented.

For example, "For this month, we will have four meetings where we will design and implement our new plan for a healthy workplace. Your goal is to bring an idea with you to each meeting."

Have them write down ways in which they can sabotage themselves so that they will not accomplish those goals. Encourage them to be honest with themselves about the kinds of self-talk or self-defeating behaviors that they have engaged in before, which contribute to not accomplishing their goals.

Give employees a sense of control over their jobs.

Psychological studies show it's important to give employees a genuine say in how to conduct their jobs. Not only does the perception that management truly cares about their feelings have a powerful impact on their morale and degree of job engagement, but giving workers some control over their own schedule (such as flex time) and how to approach their work tasks dramatically reduces job burnout, absenteeism and turnover.

Have frequent meetings with your employees directed at listening to their issues and allow them to suggest resolutions. Encourage workers to determine their own specific strengths and put them to use on their jobs. When this is done, employees are six times as likely to be engaged in their

jobs and more than three times as likely to report excellent quality of life at their workplace.

Other examples of providing employee involvement are:

- Self-managed work teams
- Employee committees or task forces
- Continuous improvement teams
- Team-centered hiring process, where employees select their peers
- Participative decision-making projects

Develop growth and development programs.

Most employees want to gain new skills and knowledge so they don't feel stagnant in their jobs. Information provided by outside experts that helps them on their jobs and in their lives can serve these needs. Providing lunchtime seminars and workshops on such topics as stress mastery, anger mastery, enhanced wellness, communications skills, as well as cross-training them with other job skills enhances organizational effectiveness and improves work quality.

It's a no-brainer for companies to provide top service for their customers and clients, but they often forget their most important assets – their employees. Why not make employees feel as valued as your customers?

Provide recognition events.

It's a no-brainer for companies to provide top service for their customers and clients, but they often forget their most important assets – their employees. Why not make employees feel as valued as your customers? By acknowledging their efforts – not just their productivity – you increase employee satisfaction, morale and self-esteem. Examples of providing recognition:

- Give unpredictable rewards, such as movie tickets and gift certificates, for a job well done.
- Create a committee to plan special events to show appreciation for your employees.
- Provide free, healthy lunch options for employees (this also benefits by having them stay in the building to discuss work-related issues during lunch).
- Encourage friendly competition off the job, such as bowling leagues, and post pictures and results around the work sites.

DO IT NOW

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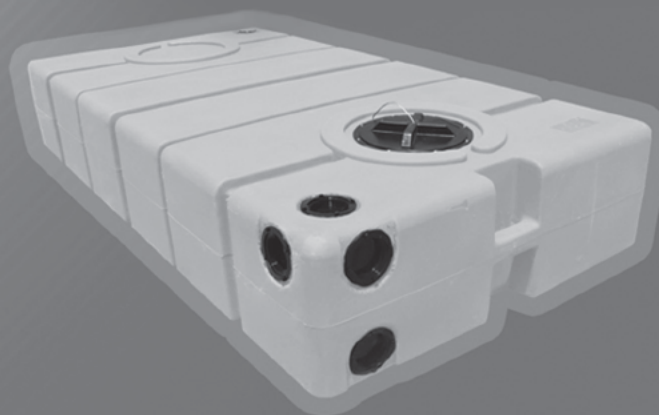
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Round Two - Driveway Damage

Posters pick up a long-running discussion responding to a pumper dealing with the damage his rig caused to a customer's driveway

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

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

QUESTION:

I have a single-axle vacuum truck with a 2,200-gallon tank. I was pumping out a customer's tank and when I was about half loaded, I noticed my rear tires sinking holes into his driveway. I know some pavers lay the material thin ... I had a tri-axle dump truck that started cracking the blacktop as it moved and we had to unload it on the main road, but I have heard that a tandem pump truck does less damage to driveways than a single axle due to weight distribution between the axles. Would the weight of the tandem truck damage the driveway anyway?

ANSWERS:

It completely depends on the driveway. All our trucks have tandem axles and while we don't have too many problems, it always is a possibility. We recently cracked a 6-inch concrete driveway on one of the edges where the dirt underneath washed away a little and the wire mesh was rusted.

Before we drive on a driveway, we always get the customer to sign a waiver agreeing to let us drive on their driveway and that we are not responsible for any damage.



Fortunately I haven't had this problem, but my trucks weigh 15,000 pounds empty and 25,000 to 30,000 loaded. I try to stay on driveways so I don't get stuck. I carry plenty of insurance to cover anything that could

possibly go wrong. You always need more than just truck insurance. You should carry a big liability policy. I told my carrier I wanted a policy that would cover absolutely anything that could happen and to add extra coverage to cover the impossible things that should never happen just to be safe. I know insurance is extremely expensive and I don't enjoy paying the premiums either, but if you're not making enough money to cover yourself, you won't be in business long anyway.



I've only cracked the end of one driveway in 16 years and that drive was substandard. I run a tandem with wide front tires that weighs 56,000 pounds loaded. Stay in the middle of the driveway and try not to turn your wheel if you can. On hot summer days I'll pull from the road, sometimes using 240 feet of hose. I run the Wittig 150 pump, which pulls with no problems on flat ground.

I try to start jobs with the truck empty on the driveways I am most concerned about, and do my last jobs on the gravel driveways, commercial parking lots, or the street. Following this policy, I have only had a couple of problems in more than 40 years.

I like the idea of having customers sign a "disclaimer form." Staying in the center of the driveway is good. Tandem helps, but try to have an empty tanker on a concrete driveway or stretch more hose. Either way should include additional charges.



My tandem trucks weigh about 53,000 pounds when fully loaded. I try to start jobs with the truck empty on the driveways I am most concerned about, and do my last jobs on the gravel driveways, commercial parking lots, or the street. Following this policy, I have only had a couple of problems in more than 40 years. ■



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New Digs?

When purchasing a building for your business, diligence with the sales contract wording will eliminate unpleasant surprises

By Fred S. Steingold

Murphy said it best: “If something can go wrong, it will.” Murphy’s Law applies with full force when a business purchases a building. And, sad to say, much can go wrong. You may, for example, sign a contract to buy a building – but then learn that:

- Your bank won’t approve the mortgage loan you were counting on to cover 90 percent of the purchase price.
- The seller doesn’t own the next-door parking lot that you thought went with the building.
- The local zoning ordinance doesn’t allow your kind of business at that location.
- Toxic chemicals have contaminated the ground outside the back door and you, as the buyer, have to pay for the environmental cleanup.
- The air-conditioning system will have to be replaced within six months.

The list could go on and on. Obviously, you need to protect your business legally. You don’t want to wind up with a pile of nightmares instead of the building of your dreams.

TWO APPROACHES

There are two main ways to get the protection you need. The first is to get an option to buy the building. You pay an option fee – say \$5,000 – for the right to buy the building at a specified price during the next 90 days (or whatever time period you and the seller agree to).

During the option period, you carefully check on the possible problems listed below. If you decide not to go ahead, you forfeit your option fee. Tip: Try for a clause in the option agreement stating that if you do buy the building, the option fee will be applied toward the purchase price.

The second and more common way to buy a building is to sign a sales contract, but one that lets you cancel the deal if details don’t work out to your satisfaction. If that happens, you should have the right to get back your earnest money deposit. Your protection here comes in the form of contingency clauses, escape hatches that let you walk away from the deal with no obligation to the seller.

A lawyer can help you craft the precise wording of the contingency clauses. For now, we’ll concentrate on some concepts worth considering. The contract should allow you to cancel the purchase and get back your earnest money deposit if you don’t get the following items within stated time limits:

- A mortgage loan for a designated percent of the purchase price, and at no higher an interest rate than you’ve specified.
- A satisfactory survey (at the seller’s expense) showing exactly what you’re buying. You want to be sure the building doesn’t encroach on someone else’s land and that the adjoining parking spaces are really within the property boundaries.
- A contractor’s inspection (at your expense) resulting in a report that’s acceptable to you. If it turns out the building needs a new roof or major plumbing work, you can cancel the sale or try to negotiate a lower price.
- An environmental review so you won’t be faced with an expensive cleanup because of a leaking oil tank or chemical spill.

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.

- A certificate of occupancy from the local building department stating that the building meets all city requirements and there are no problems with electrical, plumbing and heating systems, for example. You don’t want to be closed down because some obscure code hasn’t been complied with.
- Zoning clearance confirming that your business use will comply with the local zoning ordinance. A retail business may not be allowed in an office zone. A manufacturing operation may not be allowed in a retail zone. You need to know that you can use the building the way you want to.
- Assurance that private building and use restrictions – sometimes called covenants, conditions and restrictions – won’t prevent your intended use.
- Your lawyer’s approval of the title insurance commitment. You want to be sure you’re getting a clear title to the building with no construction liens, for example.

Generally, the seller has the legal right to remove personal property, which basically is anything that’s not nailed down. To avoid surprises, list the stuff that’s going to stay, display counters in a retail store, for example, or window air conditioners in an office.

OTHER CONTRACT TERMS

So much for contingencies. What else should go in the sales agreement? Consider covering these topics:

Personal property. Generally, the seller has the legal right to remove personal property, which basically is anything that’s not nailed down. To avoid surprises, list the stuff that’s going to stay, display counters in a retail store, for example, or window air conditioners in an office.

Utility Bills. As with taxes, you may have to apportion utility bills, since the closing date may fall in the middle of a billing period. Plan ahead for how to deal with all utility bills: electric, natural gas and water.

Repairs by Seller. If the seller is going to repair or renovate the building before closing, list everything the seller will be doing and provide for final approval by an architect or contractor selected by you.

Existing Tenants. If there are existing tenants or occupants in the building and you plan to move in right after closing, make clear in the contract that you’ll get an empty building when your purchase closes.

Damage to Building. State that any damage before closing (such as damage caused by fire, windstorm or flooding) is the seller’s responsibility.

Condition of Building. Specify that the building will be “broom clean” at closing. You don’t want to haul a truckload of debris to the city dump. ■



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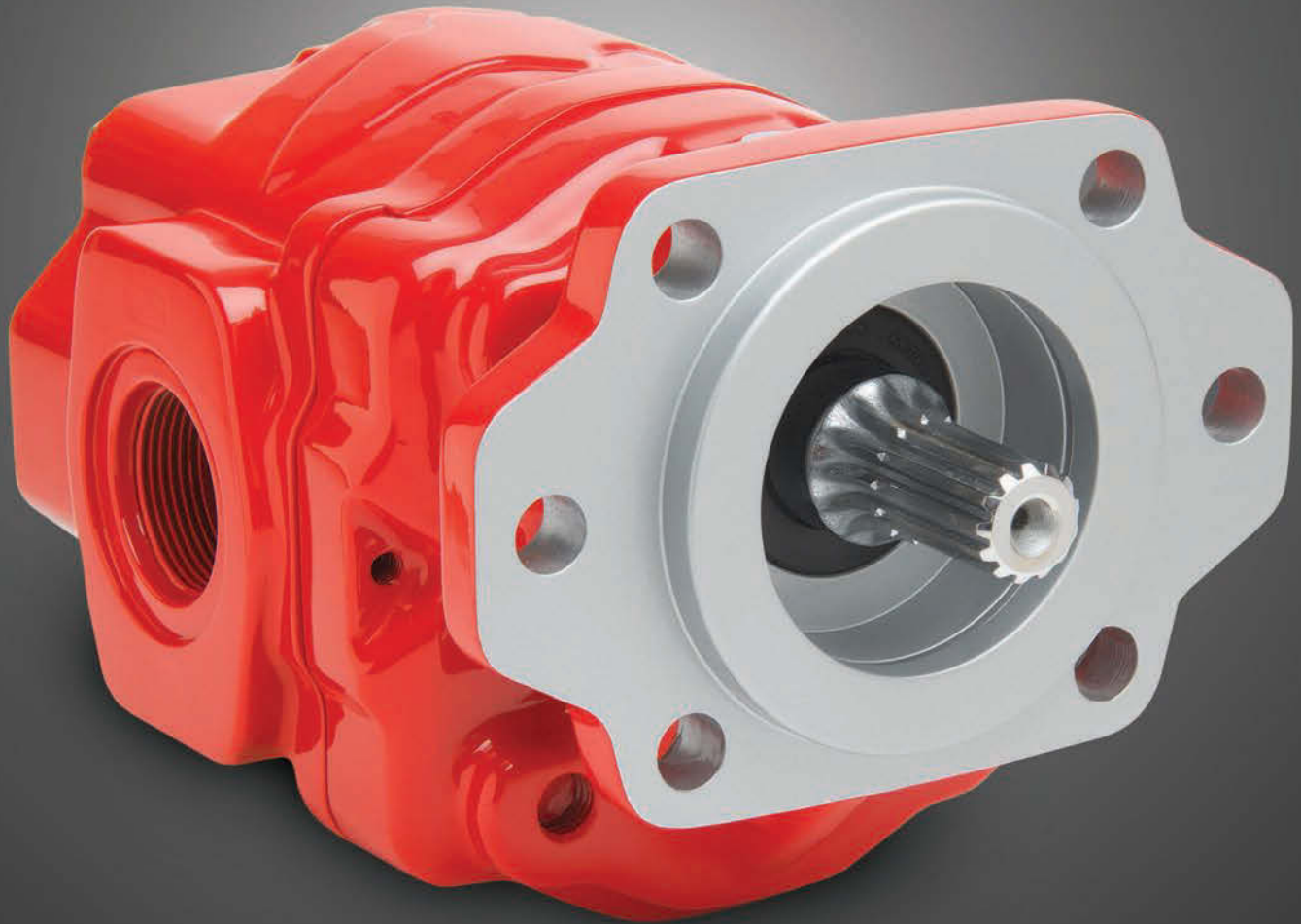
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	Manufactures - COMPANY	Name of Pump	Recommended Tank Size (Gallons)	Maximum Vacuum (Hg)	Maximum Pressure (PSI)	Net Weight (lbs)	Number of Vanes	Air, Fan or Liquid Cooled	RPM Range
See ad page 73	Elmira Machine Industries 20 Martins Ln., Elmira, ON N3B 2A1 Canada 800-801-6663 - 519-669-1541 - (f) 519-669-8331 info@elmiramachine.com, www.wallypumps.com	Wallenstein 30	50 - 1,800	28"	35	20	4	Air	500 - 1,750
		Wallenstein 151	50 - 1,800	28"	35	100	4	Air	500 - 1,750
		Wallenstein 202	50 - 1,800	28"	35	160	3	Fan	500 - 1,200
		Wallenstein 302	50 - 1,800	28"	35	185	3	Fan	500 - 1,200
		Wallenstein 402	50 - 1,800	28"	35	200	3	Fan	500 - 1,200
		Wallenstein 403	1,800 - 4,300	28"	35	245	3	Fan	500 - 1,200
		Wallenstein 403LN	1,800 - 4,300	28.5"	35	245	3	Liquid	500 - 1,200
		Wallenstein 553	1,800 - 4,300	28"	35	300	3	Fan	500 - 1,200
		Wallenstein 753	1,800 - 4,300	28"	35	340	3	Fan	500 - 1,200
		Wallenstein 753LN	1,800 - 4,300	28.5"	35	340	3	Liquid	500 - 1,200
		Wallenstein 1054	3,200 - 10,000	28"	35	700	5	Fan	500 - 1,100
		Wallenstein 1054LN	3,200 - 10,000	28.5"	35	750	5	Liquid	500 - 1,100
		Wallenstein 1504LN	3,200 - 10,000	28.5"	35	750	3	Liquid	500 - 1,100
		Wallenstein 1604	3,200 - 10,000	28"	35	1,200	5	Fan	500 - 1,100
		Wallenstein 1604LN	3,200 - 10,000	28.5"	35	1,200	5	Liquid	500 - 1,100
Wallenstein 2106	3,200 - 10,000	28"	35	1,700	5	Fan	500 - 1,100		
Wallenstein 2106LN	3,200 - 10,000	28.5"	35	1,700	5	Liquid	500 - 1,100		
See ad page 24	 Fruitland Manufacturing, Inc. 324 Leaside Ave., Stoney Creek, ON L8E 2N7 Canada 800-663-9003 - 905-662-6552 - (f) 905-662-5412 tjones@fruitland-mfg.com, www.fruitland-mfg.com	RCF250	500 - 2,500	27"	35	290	4	Fan	1,200 - 1,400
		RCF370	1,000 - 5,000	28.5"	35	400	8	Fan	1,200 - 1,400
		RCF500	2,000 - 6,000	28"	35	450	8	Fan	1,200 - 1,400
		RCF800	2,000 - 7,000	28.5"	35	1,100	8	Fan	1,000
		RCF1200	2,000 - 7,000	28.5"	35	1,430	8	Fan	1,000
See ad page 62	Hibon Inc., a division of Ingersoll Rand 12055 Cote de Liesse, Dorval, QC H9P 1B4 Canada 888-704-4266 - 514-631-3501 - (f) 514-631-3502 jeff_peterson@irco.com, www.hibon.com	VTB 810.XL	1,500 - 2,500	28"	15	493	3	Air	3,800
		VTB 820.XL	1,500 - 3,500	28"	15	588	3	Air	3,800
		SIAV 822	2,500 - 3,500	28"	15	860	3	Air	3,000
		SIAV 840	2,500 - 4,000	28"	15	1,118	3	Air	2,600
		SIAV 8702	3,000 - 5,000	28"	15	2,227	3	Air	2,000
		SIAV 8902	3,000 - 5,000	28"	15	2,628	3	Air	2,000

	Manufactures - COMPANY	Name of Pump	Recommended Tank Size (Gallons)	Maximum Vacuum (Hg)	Maximum Pressure (PSI)	Net Weight (lbs)	Number of Vanes	Air, Fan or Liquid Cooled	RPM Range
See ad page 44	LMT, Inc. 1105 SE 2nd St., Galva, IL 61434 800-545-0174 - 309-932-3311 - (f) 309-932-3155 info@vaxteel.com, www.vaxteel.com	eVAC 1205	Up to 1,000	15" - 20"	5	165	4	Air	1,000
Masport See ad page 3	Masport, Inc. 6140 McCormick Dr., Lincoln, NE 68507 800-228-4510 - 402-466-8428 - (f) 402-466-8355 customerservice@masportpump.com, www.masportpump.com	H1F	Up to 500	27"	15	36	4	Air	1,250 - 1,750
		HXL2V	Up to 1,000	27"	15	96	4	Air	1,225 - 1,750
		HXL3V	Up to 1,500	27"	15	110	4	Air	1,225 - 1,750
		HXL4V	Up to 2,000	27"	30	167	4	Air	1,100 - 1,400
		HXL75V	Up to 4,000	27"	30	255	4	Air	1,000 - 1,200
		HXL75WV	Up to 4,000	27"	30	265	4	Liquid	1,000 - 1,200
		HXL15V	Up to 5,000	27"	30	315	4	Air	1,000 - 1,200
		HXL15WV	Up to 5,000	27"	30	350	4	Liquid	1,000 - 1,200
		HXL400WV	Up to 6,000	27"	30	465	6	Liquid	1,000 - 1,200
		VK650	Up to 6,000	27"	30	479	6	Fan	1,000 - 1,200
 See ad page 7	Moro USA, Inc. PO Box 632, Union, MO 63084 800-383-6304 - 412-415-0421 - (f) 412-415-3154 sales@morousa.com, www.morousa.com	Moro PM60A	500 - 2,500	22"	29	265	6	Air	1,100 - 1,400
		Moro PM70A	1,000 - 3,000	22"	29	309	6	Air	1,100 - 1,400
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		Moro PM80T	1,000 - 3,000	24"	29	400	3	Fan	1,100
		Moro PM100T	2,000 - 6,000	24"	29	550	6	Fan	1,500
		Moro PM60W	500 - 2,500	24"	29	350	6	Liquid	1,100 - 1,400
		Moro PM80W	2,000 - 4,000	24"	29	480	6	Liquid	1,100 - 1,400
		Moro PM110W	2,000 - 6,000	24"	29	645	6	Liquid	1,100 - 1,400
		Moro PM200	3,000 - 6,000	24"	14.5	970	3	Liquid	1,250
		Moro PM2600	3,000 - 6,000	24"	29	727	6	Liquid	1,500
See ad page 23	National Vacuum Equipment 2707 Aero Park Dr., Traverse City, MI 49686 800-253-5500 - 231-941-0215 - (f) 800-998-6834 sales@natvac.com, www.natvac.com	607 Challenger Heavy-Duty	Any	28"	30	395	7	Fan/Liquid	1,000 - 1,500
		866 Challenger Heavy-Duty	Any	27"	20	507	6	Fan/Liquid	800 - 1,150
		Defender 500	Any	28"	21.76	395	5	Liquid	800 - 1,150
		4310 Blower with Ballast Air Manifold	Any		44.7				
See ad page 4	Nuhn Industries Ltd. PO Box 160, Sebringville, ON N0K 1X0 Canada 877-837-7323 - 519-393-6284 - (f) 519-393-5104 kprince@nuhn.ca, www.nuhn.ca	Magnum 400	2,500 - 4,500	28.5"	25	420	5	Fan	720 - 1,250
		Magnum 600	3,500 - 10,000	28.5"	25	700	5	Fan	720 - 1,250
 See ad page 77	Westmoor, Ltd. 906 W Hamilton Ave., Sherrill, NY 13461 800-367-0972 - 315-363-1500 - (f) 315-363-0193 pumps@westmoortld.com, www.westmoortld.com	Conde ProVac 3	50 - 300	28"	20	50	4	Air	1,200 - 1,750
		Conde Super 6	300 - 500	28"	20	90	3	Air	1,200 - 1,750
		Conde SDS 6	500 - 1,000	28"	20	115	4	Air	1,100 - 1,500
		Conde SDS 12	1,000 - 2,000	28"	20	165	4	Air	1,100 - 1,500
		Conde SDS Ultra	1,200 - 2,500	28"	20	170	8	Air	1,100 - 1,500

Pumper Pumps

Company Directory 2012

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 <p>See ad pages 3 Midwest, 5 Eastern</p>	<p>Advance Pump & Equipment, Inc. 15418 Old Hwy. Rd., Peosta, IA 52068 877-557-7867 - 563-557-0957 - (f) 563-557-0961 wayne@advancepump.com, www.advancepump.com</p>	National Vacuum Equipment, Masport, Gardner Denver, Moro, Jurop, General, Cat, Dresser Roots
<p>See ad page 33</p>	<p>Amazing Machinery, Inc. 2288 Gunbarrel Rd., Ste. 154-151, Chattanooga, TN 37421 800-504-7435 - 423-326-2676 - (f) 800-504-7436 sales@amazingmachinery.com, www.amazingmachinery.com</p>	Conde, Provac
<p>See ad page 9</p>	<p>Armstrong Equipment, Inc. 11200 Greenstone Ave., Santa Fe Springs, CA 90670 800-699-7557 - 562-944-0404 - (f) 562-944-3636 sales@vacump.com, www.vacump.com</p>	Gardner Denver Wittig, Fruitland, Masport, Sutorbilt, National Vacuum Equipment, Conde
<p>See ad page 47</p>	<p>Best Enterprises, Inc. 3513 W Mountain Springs Rd., Cabot, AR 72023 800-288-2378 - 501-988-1905 - (f) 501-988-2880 info@bestenterprises.net, www.bestenterprises.net</p>	Masport, Conde, Jurop, Fruitland, Moro
<p>See ad page 70</p>	<p>CEI - Chandler Equipment, Inc. 4180 W Sunset, Springdale, AR 72762 800-342-0887 - (f) 888-645-9700 todd@chandlerequipment.com, www.chandlerequipment.com</p>	Jurop
<p>See ad page 84</p>	<p>Erickson Tank & Pump 800 Rd. P 5 SW, Quincy, WA 98848 509-785-2955 - (f) 509-785-3770 sales@ericksontank.com, www.ericksontank.com</p>	Masport
<p>See ad page 79</p>	<p>Global Vacuum Systems, Inc. 15431 State Hwy. G, Navasota, TX 77868 936-825-2000 - (f) 936-825-2020 info@globalvacuumsystems.com, www.globalvacuumsystems.com</p>	Fruitland, Roper, Ranger, Moro, Grainger, Hypro
<p>See ad page 36</p>	<p>Imperial Industries, Inc. PO Box 1685, Wausau, WI 54402 800-558-2945 - 715-359-0200 - (f) 715-355-5349 toma@imperialind.com, www.imperialind.com</p>	National Vacuum Equipment, Masport, Wittig, Jurop
<p>See ad page 93</p>	<p>ITI Trailers & Truck Bodies, Inc. 8535 Mason Dixon Hwy., Meyersdale, PA 15552 888-634-0080 - 814-634-0080 - (f) 814-634-5846 www.itimfg.com</p>	National Vacuum Equipment, Gardner Denver, Fruitland, Masport
<p>See ad page 43</p>	<p>Lely Manufacturing, Inc. PO Box 789, Wilson, NC 27894 800-334-2763 - 252-291-7050 - (f) 252-237-7726 sholland@lelyus.com, www.lelyus.com</p>	National Vacuum Equipment, Battioni
<p>See ad page 44</p>	<p>LMT, Inc. 1105 SE 2nd St., Galva, IL 61434 800-545-0174 - 309-932-3311 - (f) 309-932-3155 info@vaxteel.com, www.vaxteel.com</p>	Masport, Moro, Hertell, Conde, Fruitland, National Vacuum Equipment, Battioni, Jurop
<p>See ad pages 1 Midwest, 3 Eastern</p>	<p>Marengo Fabricated Steed, LTD. 1089 Cty. Rd. 26, Marengo, OH 43334 800-919-2652 - (f) 419-253-2120 www.mfsltd.com</p>	Wallenstein, Masport, Moro
<p>See ad page 76</p>	<p>Marsh Industrial 135 E Mile Rd., Kalkaska, MI 49646 800-952-1537 - 231-258-4870 - (f) 231-258-2019 donmarsh@marshind.com, www.marshind.com</p>	Masport, National Vacuum Equipment, Jurop, Giant, Moro, Conde

LOGO	Dealers/Distributors - COMPANY	Pump Lines
	Mid-Continent Truck Sales, Inc. 891 W Adkins Hill Rd., Norman, OK 73072 800-414-5365 - 405-329-5365 - (f) 405-329-5381 mcts@telepath.com, www.vacuumtrucksales.com	Wallenstein
See ad page 52	Milwaukee Rubber Products, Inc. N52 W13319 Falls Creek Ct., Menomonee Falls, WI 53051 800-325-3730 - 262-781-7888 - (f) 262-781-1742 www.milwaukeeerubber.com	Moro, Jurop
 See ad page 14	MTC Tank & Waste Solutions PO Box 1026, Temple, TX 76503 800-367-5359 - 254-938-2564 - (f) 254-938-7204 bc Curry@mtclely.com, www.mtclely.com	Jurop, Masport, National Vacuum Equipment, Moro, Fruitland, Bowie, Roper
See ad page 23	National Vacuum Equipment 2707 Aero Park Dr., Traverse City, MI 49686 800-253-5500 - 231-941-0215 - (f) 800-998-6834 sales@natvac.com, www.natvac.com	Battioni
See ad page 6 Midwest & Eastern	Pat's Pump & Blower 630 W Church St., Orlando, FL 32805 800-359-7867 - 407-841-7687 - (f) 407-648-2096 patspump@aol.com, www.patspump.com	Myers, General, Masport, Titan, Dresser Roots, Hydra-Tech
See ad page 87	Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-326-9763 - 570-523-8174 - (f) 570-523-8175 sales@pikrite.com, www.pikrite.com	Masport, Robuschi, Jurop, National Vacuum Equipment, Fruitland, Conde, Moro, Gardner Denver Wittig, Wallenstein
See ad page 4 Midwest & Eastern	R.A. Ross NE, Inc. 10280 Brecksville Rd., Brecksville, OH 44141 800-678-4581 - 440-546-1190 - (f) 440-546-1188 danw@rarossne.com, www.rarossne.com	Fruitland, Jurop, Masport, Battioni, National Vacuum Equipment, Dresser Roots, Hibon, Moro
See ad page 2 Midwest	Rider Agri Sales & Service, Inc. 7716 Greenville Celina Rd., Greenville, OH 45331 800-521-1338 - 937-548-2080 - (f) 937-547-0818 jlrider@embarqmail.com	Jurop
See ad page 83	Specialty B Sales 2100 Booth St., Searcy, AR 72143 800-364-7307 - 501-279-0001 - (f) 501-279-0003 rstevens@cdblworld.net	Battioni, National Vacuum Equipment, Fruitland, Jurop, Masport, Moro
 See ad page 31	TankTec 10100 Quinn St. NW, Minneapolis, MN 55433 888-428-6422 - 763-755-8075 - (f) 763-757-9788 snelson@tanktec.biz, www.tanktec.biz	Masport, National Vacuum Equipment, Conde
See ad page 19	Transport Truck Sales, Inc. 6740 Kaw Dr., Kansas City, KS 66111 913-334-2400 scott@transporttruck.com, www.transporttruck.com	National Vacuum Equipment, Masport, Jurop, Battioni, Fruitland
 See ad page 85	TSI Tank Services, Inc. PO Box 8136, Cranston, RI 02920 866-720-4999 - 401-688-0043 - (f) 401-383-7462 jerry@tankservicesinc.com, www.tankservicesinc.com	National Vacuum Equipment
See ad page 73	Vacutrux Limited 20 Martins Ln., Elmira, ON N3B 2A1 Canada 800-403-4305 - 519-669-1625 - (f) 519-669-8331 info@vacutrux.com, www.vacutrux.com	Wallenstein
See ad page 7 Eastern	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 - 856-627-7790 - (f) 856-627-3044 parts@vacuumsalesinc.com, www.vacuumsalesinc.com	Masport, National Vacuum Equipment, Fruitland, Moro, Gardner Denver Wittig, Myers, General
 See ad page 17	VAR Co. 7489 Mason King Ct., Manassas, VA 20109 866-872-1224 - 703-334-5980 - (f) 703-334-5979 sales@varcopumper.com, www.varcopumper.com	Moro, Jurop, Battioni, Conde



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

Business or Personal?

Poor, reckless or lazy financial practices can threaten to wipe out your corporate protection

By Erik Gunn

It's a given – or should be – that your business is formally incorporated. And if it isn't, go back and read the October 2010 column that directly addresses why it should be.

Incorporating can help ensure that in times of trouble your personal assets are secure even when your business assets are under threat. But that's not enough.

Once incorporated, you need to employ the best practices to keep your corporate status intact. That's because courts and regulators can sometimes find reasons to wipe it out.

Lawyers call it “piercing the corporate veil.” When it succeeds, it can be devastating to a business owner who thought his or her personal assets were protected.

WHY IT HAPPENS

Don't panic. Veil-piercing isn't some kind of random strategy taken out against just business owners. It happens for a reason. Typically, it's because the business or its owner are suspected of committing some sort of fraud – against a customer, vendor or financier, or the government.

Failing to deliver a service that's been paid for, cheating on taxes and lying to the bank are obvious examples. But under the law, business fraud also includes any spending or investment of corporate funds that is reckless, irresponsible or dishonest.

Any of those misdeeds can bring your business to the attention of authorities, who may then try to undo your corporate structure. But well-meaning businesses that wind up on the bad end of a big lawsuit may also be in jeopardy. If a plaintiff wins a big judgment against your company – and if there are questions about how separate your personal assets and finances are from the corporate entity – that may present an opportunity for an aggressive attorney to question, and try to undo, your corporate status.

Besides fraud or losing a big lawsuit, other factors can lead the court, a plaintiff's lawyer or the taxman to try to rip away a company's corporate protection.

One is too much debt. Consider a business that's financially so deep in the hole it can never hope to reasonably pay back the money it owes – whether to suppliers or to the government. The creditors are going to look for ways to get back at least some of what they're owed.

The flip side of that is too little startup cash. The business term for this is “inadequate capitalization.” It's not a crime to start up your company with little or no money, but if the unfunded company looks like a pretense – perhaps a phony shell set up to hide the owner's income from some other venture – and the court catches on, the company's corporate status will be at risk.

STAYING SAFE

The obvious way to avoid any of these troubles is to make sure your business is adequately capitalized, pays its bills on time, and stays well on the right side of the law and ethical business practices.

But just as always driving safely doesn't guarantee you'll never have a car crash, maintaining a sound business – although it's absolutely critical – isn't always enough to keep you out of trouble.

So the other half of protecting your corporate status is to do just that – protect it. That means you simply take a number of common-sense steps that show the world you and the company really are two separate entities. How?

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1. Follow corporate formalities. Don't just pay the fee, sign the papers and file them with the state office where corporations are registered. Keep up that registration each year (or however often your state requires it to be renewed). And do all the other things that your state requires of corporations.

- Maintain an active board of directors and hold regular board meetings to carry out business.
- Document your board meetings and other corporate actions. File an annual report with your state if one is required.
- Hold an annual meeting and keep minutes.

The obvious way to avoid any of these troubles is to make sure your business is adequately capitalized, pays its bills on time, and stays well on the right side of the law and ethical business practices.

2. Keep personal and corporate finances separate. This is such a basic rule we shouldn't have to repeat it here – but in fact, a lot of startup business owners violate this one. Your business should have its own bank accounts, its own investment accounts – even its own credit card, if you find having a business credit card useful.

Also, never co-mingle your business finances and your personal ones. Don't pay the mortgage for your house with a check from your business account. Don't use a personal check to pay for supplies you pick up for your business.

Finally, when it comes to taking payments from the company, you're better off establishing from the start a systematic payment schedule. In short, put yourself on a salary. Better yet, establish a written payment agreement between the business and you – and have your board sign off on it.

It's easy, and probably tempting, to fall into a pattern of just transferring excess cash from the business account to your personal account as you find you need it. But that can also be a red flag for anyone trying to prove you and your business really aren't separate from each other.

Set up formal policies as well for other financial matters, like how your company makes purchasing decisions and how you decide when to borrow money. Finally, make sure you subject the business to regular audits with a properly certified or licensed financial professional.

3. Be ethical – and set an example for employees. Don't just try to practice your ethics by the seat of your pants. Set forth some basic principles, stick to them, and make sure everyone who works for you understands them and follows them as well.

Incorporation is a valuable form of protection for your business, and for you and your family. By following these simple guidelines, you can help ensure that protection does all it's supposed to.

Then, instead of a flimsy corporate veil someone can easily rip down, you'll have a long-lasting safeguard: a shield as strong as steel. ■

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Sweat the Details

When writing an onsite system design report, be sure to share all pertinent details for the benefit of future contractors who may need a clear picture of what's going on underground

By Jim Anderson

“What should I find in a good design report?” The question is most often associated with a service provider performing a system inspection for real estate transfers or to determine the condition of a system for which they will be handling operations and maintenance. I also hear it from installers in states where codes require a separation between the designer and the installer, or from installers doing their own designs.

Service providers can become frustrated by discrepancies in design information between what is on file at the local planning and zoning offices and what they find when they locate system components in the field. Installers following someone else's designs see a range of plans from simple general diagrams to elaborate engineering plans and specifications. Installers allowed to produce their own designs must meet state and local requirements, but also are interested in improving their product.

I will attempt to cover the most important components in a design report, which, in turn, may lead to additional specific questions. Here is a review of the process steps:

FOLLOW THE CODE

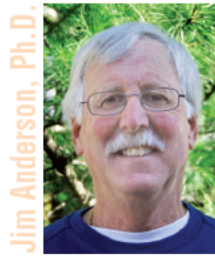
The report should give information on the wastewater characterization for the residence or facility to be served by the system. For a typical residence, this probably refers to the state code requirements for estimating daily sewage flows from homes or other facilities.

These numbers are usually found in a table provided in the state code that may also specify alternative methods used to estimate flows. Where septic tank effluent will be dispersed to the soil, an organic loading component is assumed with flow estimates. If alternative and advanced technologies will be used or the system will serve a building other than a typical residence, other requirements may exist (even if it is not a good idea) to provide calculations for how the organic load was estimated.

Information on the site, including potential surface and subsurface limiting conditions, should be reported or provided. This includes all appropriate setbacks from structures, lot lines, easements, water wells, etc. It also should provide soil and site analysis used to determine the soil sizing factor, location of the treatment unit on the contours and the depth of excavation for all parts of the onsite system.

Include a description of all parts of the treatment processes used for the treatment of wastewater from the residence in relation to the site conditions. For example, indicate inadequate soil separation due to a high water table or bedrock and additional treatment needed – such as installing a mound instead of shallow trenches. Individual diagrams and specifications should be included for each component of the system. So if there is a septic tank to a pump tank to a mound, specifications are provided for each component.

Include specific installation instructions. For example, give information on properly setting tanks, how the mound is to be constructed – including proper site preparation procedures – and details of a pressure distribution



Jim Anderson, Ph.D.

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

system design. Describe how the system operates normally and maintenance activities to be conducted during operation.

For the mound example, this would include regularly cleaning the septic tank, checking pressure distribution system components to see that the pump is operating as it should, and cleaning the distribution laterals on a regular basis. In addition, include a specification of how solids or residuals should be managed. Do the tanks need to be pumped? Provide an estimate of how often and reference state rules governing handling of septage.

Note if specific tasks need to be conducted to start system operation. This would indicate a need to water or vacuum-test tanks for watertightness, test run the pump, test the squirt height in the pressure laterals, etc.

Amazing to me is how many places I still go where the designer is not necessarily expected to have visited the site ... If you are the last person in that chain (the installer), it is important to be able to raise issues or questions with the designer and the local regulator.

SCALE DRAWINGS

Include a detailed scale drawing indicating the location of all system components, all appropriate setbacks, key landscape features, location relative to utilities and easements. Ideally this also will show the location of soil borings or pits used during site evaluation to determine system location. Show elevation differences. Provide specifications for all system piping. This includes specifications for proper bedding and materials, insulation if the climate requires it, along with drawings and diagrams to provide proper guidance.

Amazing to me is how many places I still go where the designer is not necessarily expected to have visited the site! The designer is allowed to take site information from someone, do the design and pass it off to an installer – most often not the same person who did the site work. If you are the last person in that chain (the installer), it is important to be able to raise issues or questions with the designer and the local regulator.

You should not change the design and installation without agreement from all parties. Always remember, if you were the last person on site, you are going to be the first person called when something goes wrong ... and you'll be expected to fix it!

I believe records are getting better over time in most locations. But when on a site with little or no recordkeeping, I encourage you to take your time initially, evaluate each component as you locate it, and create your own to-scale map of the system for future reference, including as many details as you can. ■

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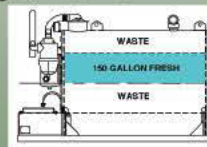
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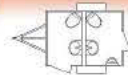
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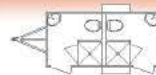


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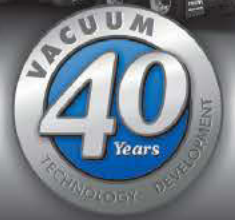
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Your Wastewater Trade Association Has a New Name and a New Look

By Courtney Peterson

Over the past year, there has been discussion about changing the name of NAWT. Most of you know and recognize NAWT by the acronym rather than the full name: National Association of Wastewater Transporters.

As many years have gone by, NAWT has become more than an association solely for pumpers and transporters in the industry. NAWT now encompasses many aspects in the wastewater industry, which is apparent in our diverse membership as well as in all the different national accredited certifications we offer.

Today, NAWT includes service providers and technicians in the industry, working side by side with other national, state and local affiliates. After discussion and feedback from our members, the new NAWT name changes the “T” from Transporters to Technicians, so now we’re the National Association of Wastewater Technicians.

Including the word “technicians” as part of our name has drawn many positive comments. It encompasses not only the pumpers, but it branches out to include many other industry professionals who are already members of the association. With the name change comes a new logo, which you see on this page, designed to convey our professionalism and numerous accreditations.

Scholarship Funding Available

What student wouldn’t want extra money to go toward college tuition? This year we are changing a bit from the traditional essay question for the

William Hapchuk Memorial Scholarship. The 2013 scholarship will be awarded to the student who creates and designs a slogan or bumper sticker representing NAWT, and then writes a 250- to 500-word essay in support of their concept or design.

Students, do your homework and get creative. Your new creation may be used by NAWT for years to come or you might even see it on a truck rolling past you someday.

Many professionals working in the wastewater industry are members of NAWT. Keep in mind NAWT is a national association that focuses on maintaining a unified voice for the industry, a leader in education, and projecting a positive public image. We provide information and educational opportunities to the working professionals in the industry.

A \$1,000 scholarship will be awarded to a current full-time college student majoring in environmental science, life science or related curriculum. The scholarship has been awarded year after year in memory of William Hapchuk, a founding member of the Pennsylvania Septage Management Association. An application can be found at our website to fill out and then emailed or mailed to NAWT for the Scholarship Committee to review. Deadline for all applications is Jan. 1, 2013. Don’t miss your chance to receive extra funding for your education.

Maintaining NAWT Certification

Probably the most frequently asked question we hear is, “Why isn’t my name on the NAWT inspector list on the website anymore?” Answer: Your certification has expired. A credential is good for two years. You can check its expiration date at www.nawt.org. Retaining the credential requires eight hours of continuing education taken during the 18 months before the certificate expires. In other words, any classes taken the first six months after the certification date do not count toward the required eight CEUs. We chose this route because technical knowledge changes rapidly over two years.

We’re open-minded regarding the type of onsite training you choose, provided it doesn’t involve business or municipal treatment plant operator courses. Many other entities and university extension offices offer acceptable classes. In addition, NAWT has many education partners that offer courses throughout the year. NAWT also will present courses at the Pumper & Cleaner Environmental Expo International in Indianapolis in 2013. If you have questions about which credits we’ll approve, call our toll-free number and ask before registering. ■



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Owner Mark Cioffi built out and painted this all-red 2005 Kenworth T300. It has a 2,500-gallon steel tank delivered by Wee Engineer Inc. The rig is powered by a Caterpillar C7 engine tied to a 6-speed Eaton Fuller transmission. The truck was originally a box truck. Cioffi shortened the frame by 10 feet. Vacuum is provided by a Fruitland RCF500 pump with the Eliminator package. The truck also carries a 30-gallon freshwater tank and retractable hose reel with 50 feet of hose from W.W. Grainger Inc. The tank features topside and rear manways, 4-inch inlet and 6-inch discharge with heated collars. Appearance features include aluminum wheels, aluminum hose tray edge and tank protector, chrome roof-mounted horn, custom-fabricated visor and bumper, and tinted windows. The interior has an air-ride driver's seat, stereo and air conditioning. Graphics are by DMS Design. Cioffi is the primary driver. The truck is used for residential septic and commercial grease trap service. ■

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

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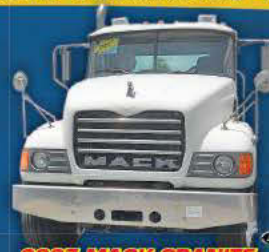
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in the
SPOTLIGHT
By Ken Wysocky

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The first product, ProPaxx, comes in pre-measured packets that help contractors save money by reducing the amount of deodorizer used. The fast-dissolving, non-staining deodorizer contains no formaldehyde to help clean holding tanks, says David Roncadori, sales manager.

"If you use liquids, they can spill, drip or leak," he explains. "Plus they're easy to overuse ... if you tell employees to use two ounces, they'll usually use four. So by controlling the portion, it prevents over usage."

The second product, EverGreen, also comes in fast-dissolving, water-soluble packets and produces a non-staining, dark-blue color. The packets contain natural enzymes to control odor and liquefy waste and paper, which can help reduce waste-treatment costs.

"It's an environmentally friendly product, so it's accepted everywhere," Roncadori says. "In fact, in some areas of the country, operators must use eco-friendly products because sewage-treatment facilities require it. In addition, it won't harm seals, valves or pumping equipment."

"It's also great for operators who want to market their company or an event as 'green,'" he adds. "Branding themselves as eco-conscious companies helps differentiate themselves from their competitors."

J & J Chemical sells both products by the case. A case of ProPaxx Gold, which is formulated for use in extreme heat and at high-traffic events, contains 240 packets. ProPaxx Silver, designed for use in moderate heat and traffic, offers 320 packets per case. A case of EverGreen contains 240 packets. **800/345-3303; www.jjchem.com.**

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wall and door. Other features include heavy-duty rear door with quick-release handle and safety latch, rollover tarp system, ratchets, aluminum tarp riser with wind guard and fiberglass bows. Options include vibrators and side-mounted brackets to reduce dewatering time. Power options include 110 volt, 220 volt, air or hydraulics with or without timers. **800/575-6620; www.idfilterboxes.com.**

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The CPN1 duplex variable frequency drive controller from SJE-Rhombus is designed to work with two CPN1 or two CP3R VFD control panels for constant pressure applications. The controller alternates the lead control of two control panels based on the accumulated run time of each VFD (controller must be mounted indoors). The pre-programmed controller is designed to control the lag pump operation in the duplex system and maintain operating pressure under high demand. Features include run status for both lead and lag pump and lead pump indication. Lead shift hours are adjustable from 1-24 hours. **888/342-5733; www.sjrhombus.com.**



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Baldwin Filters plant receives safety award

Baldwin Filters' Gothenburg plant received the Safety Spirit Award for 2011 from the Nebraska Safety Council. The award is based on training activities, safety committee activities, sustainability and current year statistics. Baldwin Filters, a CLARCOR company, produces 6,000 lube, air, fuel, hydraulic, coolant and transmission filtration products.



Lechler publishes spray product catalog

The Lechler Catalog 500 features spray products and accessories as well as information on spray system design, material options, conversion tables, product differentiation and a new section on lances and nozzle headers. The catalog can be downloaded at www.lechlerusa.com.

Xylem offers System Syzer tool

The System Syzer version 4 software tool from Bell & Gossett, a Xylem brand, calculates flow rates and pressure drops in HVAC piping systems. It can be downloaded at www.xylem.com/esp. Features include Spanish language option, support for PVC pipe, look icons



to indicate what variable is to be solved, ASHRAE 90.1 pipe sizing standards, estimated pump energy cost based on pump size, head loss calculating, library of fittings, reducers and valves and NPSHA calculator with open and closed system support.

Premier Tech receives environmental award

Premier Tech's business unit, Premier Tech Aqua from the Environmental Technologies Group, received the Phenix de l'environnement, the highest environmental distinction award in Quebec, Canada, for its Ecoflo polyethylene ready-to-install product. The wastewater treatment system placed first in the Process, Product or Ecoresponsible Packaging category.



D & W Diesel named Parker Truck Hydraulic distributor

D & W Diesel was named a Parker Truck Hydraulic Center distributor, offering a full line of products, including hydraulic pumps, motors, reservoirs and valves, as well as Parker Hannifin brands, such as Chelsea power takeoffs, and Racor filtration.

ATL pillows used in tanker cleanup

Pillow tanks from Aero Tec Laboratories were used by the New York City Fire Department in the cleanup of a fuel tanker accident. The truck, carrying 12,000 gallons of gasoline, rolled over while negotiating the Bruckner Interchange in The Bronx, N.Y., spilling 1,700 gallons of fuel. Hazmat teams transferred gasoline from the leaking tanker to multiple bladders until it could be transported by a second tanker.



Morrell, VOWRA executive director, passes away

Benny Charles Morrell, executive director of the Virginia Onsite Wastewater Recycling Association (VOWRA), passed away in August at his home in Star Tannery, Va. Morrell, age 70, came to VOWRA in Sept. 2007 after retiring approximately 18 months earlier. He worked to organize educational conferences, craft newsletters, answer phone calls and emails, along with managing the day-to-day operations of the organization. A loving husband, father, grandfather and brother, he is survived by Hazel, his wife of 48 years. ■

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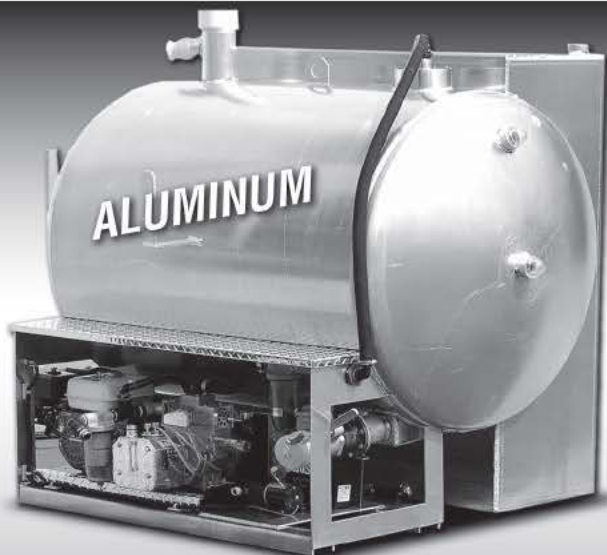
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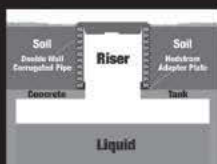
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Pumper invites your state association to post notices and news items in this column. Send contributions to editor@pumper.com.

GEORGIA

CEUs now available at GOWA conference

The Georgia Onsite Wastewater Association began providing continuing education credits at its annual conference. Vice president Matt Vinson of Vinson Septic Solutions assembled presentations. Association legislative liaison Jim Free of Infiltrator Systems assisted Vinson with logistics.

"As a former health inspector, Infiltrator representative and septic contractor, I heard so many misinterpretations and wrong information given out over the years," Vinson says. "I wanted to teach the regulations that are in the manual and how they tie to practices in the field." Most classes included outdoor hands-on activities and vendors demonstrating products. The fresh-air classrooms were well received."

MINNESOTA

New association convention format

The Minnesota Onsite Wastewater Association elected Lori Ende, co-owner of Ende Septic in Rogers, as president. The organization encourages member participation and seeks a diverse industry membership. To encourage members to attend functions and voice opinions, the board proposed a new convention format with an open forum held back-to-back with the board meeting. The board

also considered making the forum part of the board meeting and including panel discussions.

The Minnesota Pollution Control Agency staff traveled to 66 counties and 22 cities across the state, meeting with local onsite program representatives to share information on septage storage, the new Existing System Inspection form, septic tank and treatment product registration, and standards for ultra-low-flow systems.

The University of Minnesota Extension Onsite Sewage Treatment Program published a fact sheet, "Antibacterial Products in Septic Systems." It says the cumulative effect of antibacterial soaps, cleaners and laundry bleach could destroy beneficial bacteria. Several professionals reporting little or no bacterial activity in systems said discontinuing antibacterial products restored proper treatment. Visit <http://septic.umn.edu/factsheets/antibacterialproducts>.

TRAINING & EDUCATION

Training at Michigan directors meeting

The fall Michigan Septic Tank Association Board of Directors meeting at Williams Pumping Service in Maple City on Oct. 13 will have continuing education classes after lunch. Contact Joe Williams at 231/228-7499 or williams.pumping@cs.com.

Alabama

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

- Oct. 4-5 - Pumpers Class
- Oct. 10-12 - Advanced Installer I Class
- Oct. 25-26 - Continuing Education Class, Mobile
- Nov. 14-16 - Advanced Installer II Class

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

Arizona

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

Georgia

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

- Oct. 5 - Dublin
- Oct. 12 - Albany
- Oct. 26 - Valdosta
- Nov. 2 - Fulton
- Nov. 16 - Brunswick

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

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Virginia Onsite Wastewater Recycling Association Conference and Trade Show, Williamsburg Hotel and Conference Center. 540/465-9623; www.vowra.org

OCT. 15-16

Delaware Onsite Wastewater Recycling Association Conference and Exhibition, Dover Downs Casino and Conference Center. Call Niki Glanden at 302/359-2210, Hollis Warren at 302/284-9070 or visit www.dowra.org.

Iowa

The Iowa Onsite Wastewater Association has these courses:

- Oct. 26 - Educating Homeowners/How to Prepare for Future Upgrade, Grimes
- Nov. 16-17 - CIOWTS Installation Overview and Test, Newton

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

Minnesota

The University of Minnesota Water Resources Center has these classes:

- Oct. 2 - Soils Continuing Education, Red Wing
- Oct. 23-26 - Advanced Design and Inspection of Onsite Systems, Part 2, Mankato
- Nov. 28-29 - Installer Continuing Education, Brainerd
- Nov. 29 - Pipelayer Certification, Brainerd

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

Missouri

The Missouri Smallflows Organization has these CEU courses:

- Oct. 17 - Aerated Treatment Units, St. Louis
- Oct. 18 - Hydraulics, St. Louis
- Nov. 13 - Troubleshooting, Liberty
- Nov. 14 - Hydraulics, Liberty
- Nov. 27 - Drainfields/Water Management, Springfield
- Nov. 28 - Pumps, Panels, and Electrical, Springfield

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

Nebraska

The University of Nebraska-Lincoln Extension has a state-approved Operations and Maintenance course Oct. 11 in Wayne. Call 402/472-9390 or visit www.deq.state.ne.us/WasteWat.nsf/pages/OnsitePDH.

New England

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

- Oct. 4 - Bottomless Sand Filter Design and Installation
- Oct. 11 - Functional Inspections
- Nov. 1 - Rhode Island Designer Examination Prep
- Nov. 8 - AutoCALCS - Automated Bottomless Sand Filter Sizing, Pump Calculations and Support Material

- Nov. 15 - Identifying and Managing High-Strength Wastewater
 - Nov. 29 - Regulatory Setbacks and Buffers
- Call 401/874-5950 or visit www.uri.edu/ce/wq.

North Carolina

North Carolina Septic Tank Association has the following classes:

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

Pumper and land application credits apply for Oct. 8 and 26. Call 336/416-3565 or visit www.ncsta.net.

Oregon

The Chemeketa Community College in Salem has these CEU classes:

- Oct. 24 - Installer
- Nov. 7-8 - Maintenance Operator


Call 503/399-5181 or visit www.chemeketa.edu/busprofession/ccbi/customizedtraining/deq/classes.html.

Utah

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

- 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>. ■



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

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Dan Cutter for sale: Approx. 5 years old, comes complete with control panel, air lines and cutter with extra heads. Cutter has very little use. \$72,000. Call 978-230-1960, MA. (P10)

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Construction grade units: \$120-\$150/ea., tan and/or blue, all with sanitizer dispensers and rentable condition, NY/CT state line. Call 203-948-8869. (P09)

FOR SALE: 500 white Olympic fiberglass toilets, construction grade, \$50 each, located in Chicago area. Call Brad at 219-949-7000 or email at bholwerda@servicesanitation.com. (P10)

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200+ Sebach portable restrooms: Good to very good condition and could be used for special events. Buy one or buy all. \$125.00/ea. 941-322-6363, FL. (P09)

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Call Tom's cell with questions at 320-267-6856 P09



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GARY: 404-514-2923 GA P09

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2000 International 4700: DT466 manual, 850/400 Satellite tank, Condé under the hood pump. \$17,000/OBO. Call Rich at 877-252-2922 or 440-223-4877, OH. (P09)



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973-332-5386,
jflaherty.tosone@gmail.com PBM

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

1985 Mack DM690S with a 4,000 gallon, dump type unit with a Fruitland RCF500 vacuum pump. (Stock #1153C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

FOR SALE: 2000 Freightliner FL120 septic or grease pump truck, 3,350 gallon tank. \$30,000/OBO. idealseptic@qwestoffice.net or call 602-359-3042. Serious buyers please. (P09)

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 P09



2004 Chevrolet C-6500: CAT C-6500 engine, 230 hp, 6 speed transmission, NEW 2,400 gallon tank w/5-year warranty, NEW pump 500 NVE, 367 cfm, NEW aluminum hose trays, a/c, NEW DuPont paint, 36" manway rears, sight glasses, NEW Betts lights, NO CDL, 1-year/100,000 mile ENGINE WARRANTY NATIONWIDE, easy financing and leasing.\$43,000
Call Angel at 786-258-3384
www.house-of-imports.com P09



2007 Freightliner M2: CAT C-7 engine, 230 hp, auto, Allison transmission, air brakes, NEW 2,400 gallon tank w/5-year warranty, NEW pump 500 NVE, 367 cfm, NEW aluminum hose trays, a/c c/c, NEW DuPont paint, 36" manway rears, sight glasses, NEW Betts lights, NO CDL, 1-year/100,000 mile ENGINE WARRANTY NATIONWIDE, easy financing and leasing.\$55,000
Call Angel at 786-258-3384
www.house-of-imports.com P09

SEPTIC TRUCKS



2003 International 7600 with 4,000 gallon tank, Caterpillar engine and 10 speed transmission. Asking..... \$73,000/OBO.
For more info call Javier
at 786-402-3092 P09



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 P09



1997 Freightliner FLD120 Juggler: 5,000 gallon (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 P09

SEPTIC TRUCKS

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



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 P09

2005 Freightliner M2 Business Class: 6 speed manual transmission, CAT 225 hp, 147k miles, NEW 2,500 gallon vacuum tank, Masport HXL400, 3" inlet 4" discharge 100' 3" suction hose. \$45,500. Contact Dave at 734-731-5256 for pictures and more specs. (P09)



2006 Mack Vision: Engine Mac. 427 hp, 10 speed transmission, air brakes, jake brake, NEW 4,400 gallon tank w/5-year warranty, double frame, 18 front, NEW 20,000 lift axle, NEW pump 420 cfm, NEW aluminum hose trays, a/c c/c, NEW DuPont paint, 36" manway rears, 20" top, 2-4" inlets, 6" discharge, sight glasses, NEW Betts lights, 2-years/200,000 mile ENGINE WARRANTY NATIONWIDE, easy financing and leasing.
Call Angel at 786-258-3384
www.house-of-imports.com P09

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. (P09)

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SEPTIC TRUCKS



NEW 2,000-gallon vacuum tank unit mounted on your truck or ours: Any custom options or sizes available, 230 cfm Condé reversible vacuum pump.\$16,500
Texla Services 936-641-3938 P10



2008 Ford F550: 123,000 miles, 950 gal. waste, 300 gal. fresh water.
Contact Pat Kelly
513-582-1322 PBM

2001 International 4700 diesel septic pump truck with 2,500 gallon tank, drop axle. Price: \$24,500. Located in Virginia. Call 804-758-5836. (P09)



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



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.\$60,000
386-325-2634 FL P09

1999 International: 3,500 gallon tank and Jurop pump, 5-year old tank and pump. \$34,000. 1-866-362-7687. (P11)

SEPTIC TRUCKS



1998 Chevrolet 7500: 3116 CAT engine, 228,000 miles, a/c, great engine, 2,000 gallon, Jurop pump.\$20,000
812-897-4381
nixsanitaryserv@aol.com P09



2001 Sterling A9500 (4 avail.): 12.7L, Detroit 480 hp, 200-300,000 miles, Fuller 7 speed, new heavy duty 3,600-gallon U.S. tank with 5 year warranty, Jurop 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.\$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 gal. tank (2,200 gal. waste and 300 gal. fresh water) with 5-year warranty, new Jurop R260 (363 cfm) pump with 1-year warranty, jetter system (optional), new valves, aluminum hose trays, aluminum toolbox, sight glasses, new paint, 1-year or 100,000 mile engine warranty nationwide, easy financing. See dealer for more details.\$59,000
Call Mike: 786-554-0892
or George: 954-558-0816,
www.Nationaltruckcenter.com P08

2003 GMC 7500: Diesel, automatic, 1,500 gallon tank, 70,000 miles. Also, 1999 Chevy 6500: Diesel, 7 speed, low miles. 937-674-7288. (P09)

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, Jurop IC-420 liquid-cooled pump (425 cfm) with 1-year warranty, rear work lights, all new valves, aluminum wheels, aluminum hose trays, full float tires, aluminum toolbox, double framed chassis, 20,000 lb tag axle, new custom paint, large 12-gallon Cyclone secondary, 1-year/100,000 mile engine warranty nationwide, see dealer for more details.\$98,000
Call Mike: 786-554-0892
or George: 954-558-0816,
www.Nationaltruckcenter.com P09



2007 Peterbilt 385 (2 avail.): CAT C-13, 475 hp, 9 speed, 524,367 miles, new heavy duty 4,000-gallon U.S. tank with 5-year warranty, Jurop IC-420 liquid cooled pump (425 cfm), 1-year warranty, chrome front bumper, heavy duty rear bumper, sight glass, aluminum hose trays, aluminum toolbox, aluminum wheels, rear work lights, new custom paint, all new valves, large 12-gallon Cyclone secondary, 1-year/100,000 mile engine warranty nationwide, easy financing.\$85,000
Call Mike: 786-554-0892
or George: 954-558-0816,
www.Nationaltruckcenter.com P09



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

1993 International 940 with a 3,600-gallon aluminum tank, air ride, 3406 CAT engine, H400W vac pump. \$39,500. 614-837-3010, OH. (P10)

SEPTIC TRUCKS

1985 International, 1954 (series): DT-466, 2,000 gallon tank, air-brakes, PB-10 pump, 5 speed, rebuilt motor (3,500 miles), 231,390 actual miles. \$19,995. (Good truck) Call 731-662-4540. (P09)

1998 Ford LT8513: CAT 3126, 300 hp, 7-speed Fuller RT8608L, 3,600 gallon tank with TSI 500 vacuum pump, heated valves, 221,300 miles, one owner. \$42,900. Call 586-531-1976. (P10)



1999 Mack CH613: 80 BBL vac truck, E-7 350 hp, air ride, 10 speed, 393,000 miles, a/c, Jake, cruise, new virgin rubber Masport pump, 36" clean out, rear and side D/C, very nice, works daily. By owner.\$46,500
Sonny 979-820-1341, 24/7, TX P09



2005 IH 4400: DT466, 260 hp, Eaton 10 speed, 161,479 miles, spring, air brakes, 272" wheelbase, 2,500 gallon aluminum tank, Masport 400 plug & play. (Stock #669)\$74,247
Call Erick at 509-785-2955
More available at
www.ericksontank.com P09



1999 GMC C7500: 3126 CAT, 163,000 miles, 2,500 gallon tank with Masport liquid cooled vacuum pump, 3,000 psi jetter.\$21,500
315-386-8610 P10

1999 Freightliner FL-70: 2600 cap Challenger pump, Cummins diesel, 240,000 miles, Allison automatic, under CDL, air-ride, work ready. PH 317-627-7033, IN. \$26,000. (P09)

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SEPTIC TRUCKS

1999 Freightliner pump truck: PTO engaged vacuum pump, 1,200 gallon tank. 985-640-6190 or jblanchard24@yahoo.com. \$12,000. Call or email for pictures. (P09)



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 P09



1989 Mack RD690: 300 hp, 6 speed, 50,000 rear, 20,000 front axle, 11.00 R22 tires, 4,000 gallon, 1996 Presvac complete stainless steel, vacuum tank, full skirting with catwalks, 4 toolboxes, EXCELLENT CONDITION, READY TO WORK.\$40,000
516-456-8021 NY P09



1988 Freightliner: 2,600 gallon U.S. tank, 1-year-old Jurop pump, 3406 CAT, 9 speed, 560,000 miles. FIRST takes it!\$18,000
928-303-5966 AZ P09

1999 Freightliner FI-70: 3112 CAT diesel, 240,000 miles, a/c, heavy, duty, Allison automatic, air ride suspension, air brake, Budd wheels, no rust, excellent paint, under CDL, 2,500 gallon, Kennedy tank, two manways, rear hatch, 10-gallon overflow, spring mounted, channeled hose trays with drain scorpion, lining on tank and trays, PTO right angle, drive, Lovejoy coupled to Challenger 367 pump, brass valves, tool box mounted, red, white, metallic, blue paint, drive anywhere, excellent condition. New 3 inch Tigerflex hoses. Phone: 317-627-7033. Price: \$34,000. (P10)

SEPTIC TRUCKS



2003 Mack Vision: 427 hp, 10 speed, 470k miles, 5,000-gallon steel tank, Jurop IC 420 pump, BASE remote control, (1) tool box/heavy-duty brackets, (2) rear tool boxes, and work lights, NEW tank & pumps (2009).\$75,000
Kevin: 240-298-3066 MD P09



2004 International 4300: DT 466, auto transmission, 33,000 GVW, a/c, cruise, NEW: 2,500 gallon tank, Jurop R260 vacuum pump, paint, and all accessories.\$42,500
Phone: 740-988-7878 OH P09

SERVICE/REPAIR

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

STREET SWEEPERS

1993 Elgin Whirlwind Series L, 5.9L Cummins, front John Deere, 4039 rear. \$7,000. 614-837-3010, OH. (P10)

TANKS

Pre-owned Coleman 3-compartment: 600 waste, 250 fresh, 100 chemical, stainless steel vacuum tank with a Masport vacuum pressure pump package, tank only. (Stock #2282V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

Brand new, 2012 Abernethy 1,200/200 steel tank, Masport HXL 15V, bull horns, 12 volt pump, Honda 24 hp motor, don't need it. \$18,500. 931-296-4070, TN. (P09)

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)

TANK TRAILER



2005 Mack CH 600: 61,000 miles, Jurop pump, super nice truck with strobe kit and all aluminum boxes, NEW tires, all aluminum wheels, dual stacks. Matched with a 2011 VE Industries, 5,480 gal. steel vacuum tanker trailer. Used very little and stored indoors. Located in Georgia.\$118,000
706-234-7252 P10



Like new, 5,000 gallon tanker trailer. The trailer is in excellent condition and priced at only\$25,000
Call 606-834-1545 for details or email tstapleton@pressuretechinc.com P10



2011 Vacuum Tanker Trailer: VE Enterprises, 130 BBL/5,480 gallons, walkway/handrail, D/S 2" rear, blow-down sight glass on front and rear, head chip resist tires, carboline 4,500 coating, two tone paint, black/silver, VIN #5AGEV4224BS667101. Bought new and used very little, all aluminum wheels, all LED lights, 2 rear work lights. Paid \$57,800. Will sacrifice for\$37,800
706-234-7252 or Cartersenviromal@bellsouth.net P09

TOOLS

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

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TOYS

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

TRAILERS - VACUUM/TANKER

2002 LONGHORN aluminum vacuum tanker: 8,000 gallon, 60,000 lbs air suspension, built 12/2002, hose skirting, 60 gallon freshwater pressure tank, tool cabinet, relined in 2004 with 5454 aluminum, SS rear valve. \$36,000/OBO. 419-629-3016, OH. (P09)



Stock #723-1985 UTILITY TRAILER: Flatbed with 3-1,725 gallon stainless vacuum/pressure tanks, top walkway, 350 gallon plastic tank, rear pipe vise, fresh DOT inspection.\$21,600
Call Erick at 509-785-2955 more trucks at www.ericksontank.com P09

TRUCKS (DUMP, MISC.)

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

We have a 2000 Peterbilt: 3,600 gallon tank deen, used for two years. \$35,000 or best offer. Located in southwest Missouri. Call Charley at 417-293-3475. (P09)

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TRUCKS (DUMP, MISC.)

2008 International 7400 with Vac-Con V312L-HA: 1,300 gallon water tank, telescopic boom, front hose reel, wash down system, 300 hp diesel, Allison automatic, Deutz upper engine. \$149,950. Go to our website for pics and more info: www.tntruckandequip.com, 573-374-4668, MO. (P09)



2006 Ford E350 Box Van: 13' box, 124,000 miles.\$6,500
Call 1-800-551-5570 or email
candace@aceacme.com P09

TV INSPECTION

4-wheel drive sewer/pipeline TV inspection van: RST "Omni" pan, tilt, color equipment with tractor and spare parts, fully operational, city unit, 1,000' cable, capable of working with 6" to 16" pipes, newer equipment mounted in older 4x4 Chev., small ambulance with only 39,000 miles, one-owner, always garaged. Let's Roll Autos & Equipment, Colorado Springs, Co., link to full description with many pictures: <http://www.truckpaper.com/listings-detail/detail.aspx?OHID=3626467&dlr=1&pcid=2000801049>. \$29,950. (CP09)

TV INSPECTION

2004 Ford E450 Aries inspection camera truck. Equipment is ready to be put to work. The truck was manufactured on 5/4/04: order #60859, system # sys 144, there is over 700' of cable on the unit. There is dual viewing station equipped with win cam software and is NASSCO certified. We have two tractors, one is a Badger TR3000 wheel camera transporter tractor, two is a TR2000, the camera head is a illuminator pan tilt camera, model #Pe-2700. The truck also comes with air compressor tools, tool box & various wheel spacers and tracks to change height and width of unit for multiple applications. \$89,000. I have a ton of pictures I can email you. Charles 203-494-6525, CT. (CP09)

VACUUM EQUIPMENT



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. CPBM

VACUUM LOADERS

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)

VACUUM LOADERS

2012 Western Star cab and chassis with a Power Vac 5300, 3,250 U.S. gallon, carbon steel, DOT 407/412 regulations, vacuum tanker with a Hibon PD blower, 5300 SCFM w/ vacuum to 28" mercury, dump type with full open rear door and a Presvac PVB 750 vacuum-pressure pump. (Stock #13518V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



1994 Volvo WG64: 300 hp, CAT, 8LL, 18/46 axles, rubber block suspension, full lockers, 65,703 miles, Mastervac Cosco mfg. ser #94-0829, blue in color. Vac motor seized. Asking\$39,900
Call 717-933-9792 P09

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

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General Manager wanted for local construction company: Must have 5 to 10 years exp., Claycomo, MO is where the company is located. Please send resume to tim_covey@yahoo.com. (P09)

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Location: cedar springs, MI



2002 Kenworth Pump Truck

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Location: Barling, AR

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Combination Sewer Cleaner AllJetVac

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- 2012 Vacall AJV 1215
- 410 HP Diesel Engine
- 85GPM @ 2000PSI Myers



Combination Sewer Cleaner AllJetVac

- 2008 Sterling
- Vacall AJV 1015
- 350 HP Cummins Diesel Engine
- 80GPM @ 2000PSI GE



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Hydro-Trencher

5300 CFM, 27" HG Vacuum,
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5800 P.S.I., 980,000 BTU Heater,
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