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The Sweet's Spot

Diverse service, TV ads build steady profits for Idaho pumping company

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Triple the Fun

Adding two companies challenged Virginia's B. Ray Hines Septic Service

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These Rigs Turn Heads

2012 crop of Classy Trucks get the job done ... and look good doing it!

By Jim Kneisel

Just like a lot of you, I enjoy looking at what's new in work trucks. We walk the aisles at the Pumper & Cleaner Environmental Expo scanning ahead to see the next new offering from the vacuum truck builders. We marvel at the fit and finish and careful detailing of the paint and chrome parts. We check out the placement of accessories to see if someone's come up with a new wrinkle in ergonomics. We look for trends in tank size and material.

We do the same with our virtual showroom every month in *Pumper*, the popular and long-running *Classy Truck* feature. Trucks from the past year are compiled in the December issue so we can get together and choose the *Classy Truck of the Year*.

Over the past year, I've probably received more *Classy Truck* submissions than ever before. If the beautiful trucks that cross my desk are any indication, this industry is doing well in many quarters, despite what some observers say remains a challenging economy. Contractors are busy, and they're putting these new trucks to work and working them hard.

See it for yourself. Turn inside for our *Classy Truck* roundup feature, where you can look at the trucks published in January through this month.

Then follow the directions to the *Pumper* website where you can vote for your favorite truck of the year.

“Over the past year, I've probably received more *Classy Truck* submissions than ever before. If the beautiful trucks that cross my desk are any indication, this industry is doing well in many quarters.”

THESE TRUCKS SHINE

When I look at this year's group of workhorse service vehicles, I come to a few conclusions. The 2012 trucks show a deep dedication to more efficient operation, enhanced customer service and marketing savvy.

An example of greater efficiency is found in **John Soucy's** May entry, a 2005 Sterling rig which the New Hampshire pumper built out on a dump body for more convenient disposal of car wash pit waste. And then there's **Rick Hall's** entry this month, tying together a refurbished vintage Kenworth truck with a matching pup trailer to carry more waste between disposal trips.

As for transforming a truck into a sales tool, many of this year's rigs utilize sophisticated graphics and bright colors to attract attention as they drive down the road. Bold, clean graphics really pop when they're applied to a shiny chrome tank, as is the case in **Douglas Hurrelbrink's** July entry and **Buddy Pope's** April truck. The right color also can turn a practical tool of the trade into a real head-turner. Take a look at **Rene Goulet's** metallic green truck in January and the yellow cab with chrome accents in **Chad Sims'** November entry.


And a “green” theme – not the color, but the clean environment – is used to greater effect in new trucks every year. Check out **Herb and Rob Dollar's** panoramic woods and mountains graphics that spread across the entire truck in March's entry, or Goulet's rig that brings his company's natural disposal efforts into the truck's graphics. In general, graphics today are more inventive and better executed, as contractors integrate marketing and machine and take advantage of huge advances in vinyl graphics products.


I need to extend thanks to all the pumpers who took time out of their long workdays to take photos and submit entries for the *Classy Truck* feature. Without each and every one of you, we wouldn't be able to continue this great feature. By sharing the design of their new trucks, they help put the industry's best foot forward. The quality of these trucks and the attention to detail the owners give is inspiring. The appearance of today's trucks is a further reminder that this isn't your father's or grandfather's wastewater industry.

AN INVITE

So where's your new truck? We'd love to see it in *Pumper*. Send me a description and photos of your new truck and we'll consider it for an upcoming issue. Materials should be sent to editor@pumper.com. ■

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Joelle is an executive coach and senior managing partner of the leadership development firm Pillar Consulting and the author of *The Inner Edge: The 10 Practices of Personal Leadership*. Contact her at Info@TheInnerEdge.com.

Power Organizing

You have many great ideas to give your business a boost. But they won't see the light of day unless you sort, prioritize and act on them.

By Joelle Jay

High achievers. Go-getters. Type-A personalities. Whatever you call them, one thing is certain: These people want to do it all, and they want to do it all right now.

But while having many lofty and simultaneous goals is a good thing, doing too many things at once can make you feel overwhelmed and stressed out. There just never seems to be enough time to make everything happen. But that doesn't stop high achievers. They are determined to make everything happen, even if doing so ruins their day and everyone else's in the process.

SYSTEMIZE IT

Realize that the answer to getting everything done isn't about doing less, especially since high achievers gain great happiness from getting many things accomplished. They're determined to do whatever it takes to meet their objectives. Rather, this is about having a system in place to simplify the process of doing many things fast – one that will bring you progress as well as peace.

If you're ready to supercharge the completion of your to-do list without becoming overwhelmed or alienating others, the following five-step process will help you get it all done, with less stress and greater results:

Make a mess.

If you're like most high achievers, you likely have numerous sticky notes, lists, files, piles, papers, and a host of other items scattered around your office, on your desk, and in your computer. Each one is meant to help you move toward reaching goals; however, as the piles and files grow, they become overwhelming, no matter how neatly you may have them organized.

Therefore, begin by getting all of your ideas and notes in one place. Make a big pile of all the papers and items in the middle of your office floor or on your desk. Don't leave anything out.

Sort and purge.

Now it's time to roll up your sleeves and start digging. Go through your pile of stuff and look at each item to determine what you should keep and what you can toss. For each item, ask yourself:

- Is this idea or information still important to me?
- Can I retrieve this information from elsewhere should I ever need it?
- Is this information duplicated somewhere else?
- Will this information or idea help me reach one of my goals?

As you decide which items to keep, put them in separate piles or files as they relate to a particular goal or task.

Realize that the answer to getting everything done isn't about doing less, especially since high achievers gain great happiness from getting many things accomplished. Rather, this is about having a system in place to simplify the process of doing many things fast.

Organize your list.

Look through all your "keep" papers to get clear on which goals are truly important to you and what steps you need to take. Put all your ideas and action items into one organized list, preferably on one page. You don't have to painstakingly detail every action step at this point; the objective is to simply create one coherent to-do list, rather than have multiple ones floating around your office.

Rank the list in chronological order.

Redo your list one more time, paying special attention to the order in which you feel you should do things. At this point, you also can add more detail to your action items. In other words, you can list not only what to do, but also how to do it, who to call for help, which resources you may need, etc. You may feel as if you're wasting time by going over the same tasks, but trying to rank your ideas in chronological order is difficult until you can see them all on paper at once.

Get going!

Now that all your ideas are organized, all you have to do is take action and tick off the tasks as they're completed. No more thinking, planning, and organizing; it's already done. And most important, no more confusion of what to do when. Just look at the list, take the top task, and knock it out. What could be easier?

MISSION COMPLETE

This process works for a variety of scenarios, including special event planning, home and family goals, work and business projects, as well as long-range strategizing for professional and personal objectives. By taking the time to complete this five-step process, you can finally meet all your goals and achieve the results you want. ■



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The Sweet's Spot



Shown at the company's headquarters, the Sweet's crew includes (from left) Lola Patterson, David Patterson Jr., Dave Patterson Sr., Jon McManus, Aric Johnson, Stefan Pappas, Everett Clark, Shelley Clark and Richard Pruneau. (Photos by Jeni Boisvert)

A third-generation Idaho pumping outfit adds plumbing and other services, uses TV advertising campaigns to build profits and serve a far-flung region By Ken Wysocky

In sparsely populated Idaho, many small companies find it difficult to generate sufficient sales volume by providing just one service. In a nutshell, that explains why Sweet's Services makes like a business octopus, offering customers multiple complementary services as it reaches out to geographically widespread niche markets.

Founded by Russ Sweet in the small town of Shoshone in 1942, the company initially provided septic pumping and installation/repair services. Seventy years later, the company – now split into three divisions – employs 55 people and provides septic pumping and drain cleaning, plumbing, excavation, municipal hydrojetting, waste collection and pressure washing.

"Idaho is spread out and there's not a lot of population, so you have to have your hands in a lot of things to make a go of it," says David Patterson Jr.,

Profile

Sweet's Septic Tank and Backhoe Service Inc., Shoshone, Idaho

YEARS IN BUSINESS: 70

OWNER: Dave Patterson Sr.

EMPLOYEES: 55

SERVICE AREA: Southern Idaho

SERVICES: septic tank pumping, drain cleaning, excavating

WEBSITE: www.sweetsservices.com



general manager and the grandson of the company's founder. "We started out with septic services and excavation, then got into portable restrooms, which kind of fit in with the pumping business.

"Then we basically started doing hydrojetting with jetters," continues Patterson, who worked as a youngster for his father, Dave Patterson Sr., who now owns the company. "Then we started to do plumbing, then added pressure washing, which fit in with the hydrojetting. Then we added the garbage-collection services because it went with the restrooms."

The diversification strategy has paid dividends. The company now is one of the state's largest environmental-services providers. The company's business volume breaks down as follows: 32 percent residential and commercial drain cleaning and septic pumping; 24 percent plumbing; 22

(continued)

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percent excavation (mostly residential water and sewer work); 11 percent municipal hydrojetting and pipeline inspections; 6 percent portable sanitation and trash collection; and 5 percent pressure washing (mostly dairy barns and other commercial buildings).

In 2007, the company reorganized into three entities to streamline operations and improve management efficiency: Sweet's Septic Tank & Backhoe Service Inc.; Sweet's Excavation LLC and Sweet's Portable Waste Services LLC.

GEOGRAPHY LESSON

Idaho's dispersed population forces Sweet's to operate in several different areas. The company's offices are based in Shoshone, in the central part of southern Idaho. The major cities it serves are 20 to 110 miles away. As such, the company buys or rents property for equipment storage in those service areas, and hires local employees to provide customers with faster service, reduce fuel costs and minimize vehicle wear and tear.

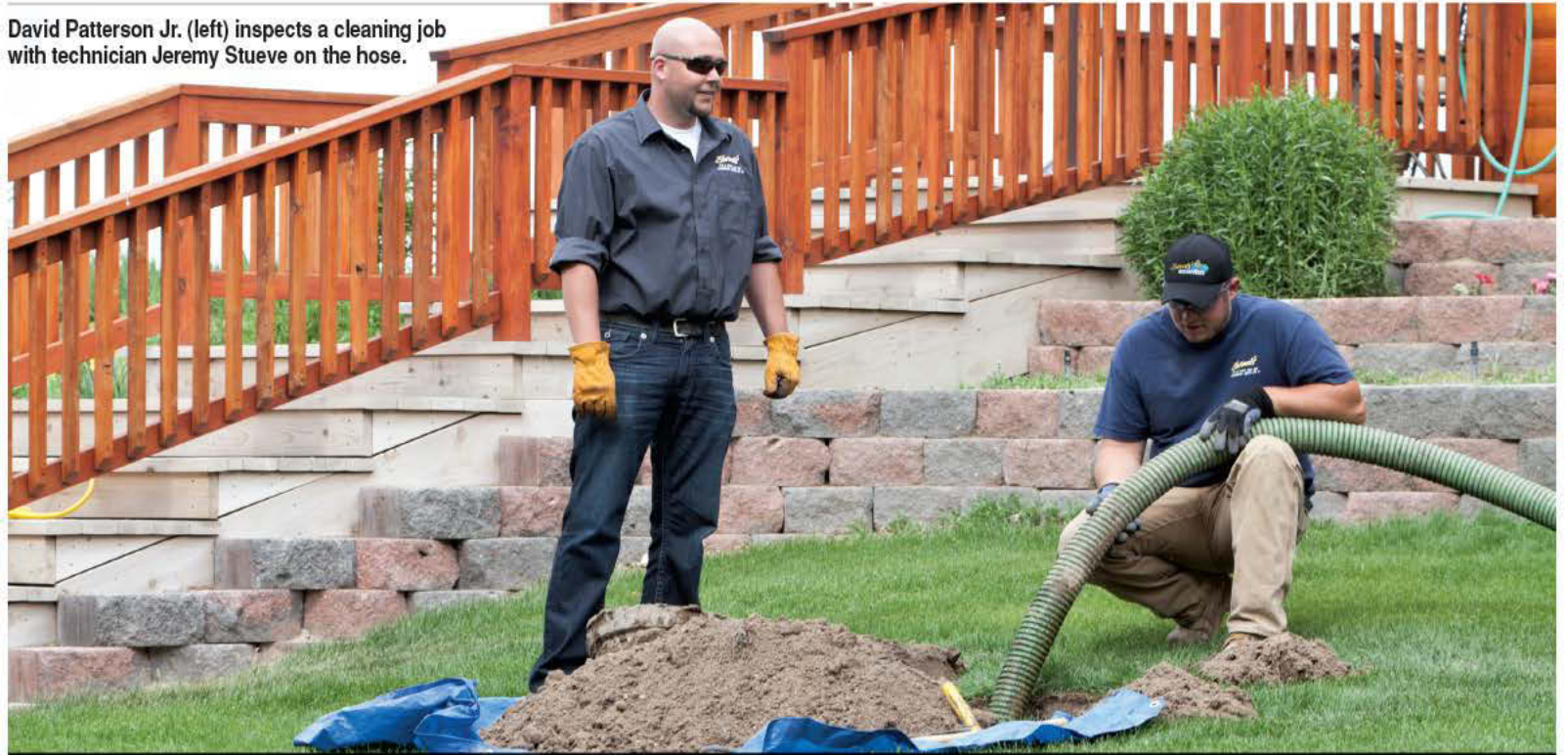
"One of the biggest challenges we're facing now is strategically placing equipment in the right areas so we're not tripping over our own feet," Patterson says. For example, instead of bringing a pump truck from Shoshone to do a job 30 miles away, Sweet's might locate a truck and a van closer to the customer. The company plans to continue to buy or rent land so employees don't have to travel as far to jobs.

In other instances, Sweet's expanded in response to competitive forces. For example, after a competitor from Boise moved into the company's

I'm in the commercials, and everywhere I go, people know me. I think they've been very effective at branding our company.

- David Patterson Jr.

David Patterson Jr. (left) inspects a cleaning job with technician Jeremy Stueve on the hose.



He's the TV face of Sweet's Services

Television advertising isn't a common marketing tool for most septic service companies. But by developing a catchy jingle and putting a face on the company – general manager David Patterson Jr. – television has been a pretty effective way for Sweet's Services in Shoshone, Idaho, to promote its varied services.

The company has run TV ads for about four years in the Magic Valley area of south-central Idaho. The company runs about 80 commercials a month at various times each day. And judging from Patterson's anecdotal experience, the message is getting through.

"I'm in the commercials, and everywhere I go, people know me," Patterson says. "I think they've been very effective at branding our company ... our jingle (based on the company's slogan, "It's a dirty job, but someone's gotta do it.") is pretty catchy.

When I'm walking in, say, a grocery store, people stop me and sing it to me. Plus, I'm easy to recognize because I'm bald, so I stick out like a sore thumb."

Sweet's hired a Texas company to develop a professional commercial (to see one, visit <http://www.youtube.com/watch?v=7TFn4K23XUc&feature=youtu.be>). Sometimes the commercials promote the company's overall services; in other instances, they promote specific "call-to-action" campaigns that offer customers a specific service for a special price. "We try to see if we can get the phone to ring off the hook," Patterson says.

Sweet's tries to track what advertising medium – phone book, TV or word-of-mouth, for example – customers use to find the company, but sometimes those efforts fall through the cracks.

"It's funny, but a lot of people still go to a phone book to get an actual number," he notes. "In an emergency, when there's a toilet backing up, people usually don't take time to Google it – they run to their phone book."

(continued)

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service area to provide plumbing, drain cleaning, septic and excavation services, Sweet's responded by moving into the Boise market. The company now rents a storage facility there and employs three local workers, shifting more employees there as needed, Patterson says.

"It actually was pretty simple to break into a new market," he says. "The key is advertising – that's what pays the bills. Idaho is behind the rest of the country in that phone books are still viable. I'd say that 70 percent of our new customer calls come from people who found out about us in a phone book, and the rest comes from television advertising or word-of-mouth referrals."

The company minimizes the financial risks associated with geographic expansion by doing so without incurring debt – a philosophy that helped the business survive the economic downturn. The company avoids taking out loans and pays for most of its equipment with cash.

"My dad is really smart about how and when he buys things," Patterson says. "Our philosophy is that if we don't have the funds to pay for something, then we don't need it."

The key is advertising – that's what pays the bills. Idaho is behind the rest of the country in that phone books are still viable. I'd say that 70 percent of our new customer calls come from people who found out about us in a phone book.

- David Patterson Jr.

LOTS OF EQUIPMENT

To cover so much ground and provide so many services, Sweet's owns a large inventory of equipment. That provides a competitive edge, Patterson says, because a customer can make one call and obtain numerous services, from directional boring to pipeline cleaning to pumping and excavation.

For septic services, the company relies on a 1993 International N-14 with a 3,000-gallon steel tank, built out by Vacutrix Ltd.; a 1995 Ford B-Series with a 2,500-gallon steel vibrating tank built by Presvac Systems; a 2000 Freightliner C-12 with a 3,600-gallon Eagle steel tanker trailer, built

by V.E. Enterprises; a 1995 GMC Topkick 3116 with a 1,500-gallon steel tank fabricated by Sweet's; a 1999 Peterbilt 60 Series with a 3,500-gallon steel tank from Vacutrix; a 1997 Kenworth N-14 with a 4,000-gallon steel tank made by Vacutrix; a 1995 Volvo transport truck; a 2004 International 444 with a 2,800-gallon TankTec aluminum tank built by Tank Technologies and Supply Co.; two 10,000-gallon aluminum tanker trailers, one made by Beall Trailers; a 6,500-gallon steel tanker trailer made by Polar Tank Trailer; and a 5,400-gallon steel tanker trailer.

On the restroom side of the business, the company owns about 350 units, mostly from Satellite Industries; and nine handicapped-accessible units and 28 portable restroom transport trailers from McKee Technologies-Explorer Trailers. Service vehicles include a 1999 Ford F-550 with a 350-gallon wastewater/150-gallon freshwater stainless steel tank made by TankTec; a 1994 International with a 500-gallon wastewater/250-gallon freshwater steel tank outfitted by Best Enterprises; a 2001 Chevrolet 3500 flatbed with a 350-gallon wastewater/150-gallon freshwater steel tank made by TankTec and a 2012 F-350 with a 450-gallon wastewater/150-gallon freshwater stainless steel tank built by TankTec.

The company prefers smaller slide-in tanks that allow flatbed room to hold up to six restrooms or carry a holding tank to add capacity during longer service routes, Patterson says.

For municipal work, the company owns a Camel 200 Jet-Vac combination vacuum truck, built on a 1997 GMC chassis by Super Products; a 1991 International truck with a Camel waterjetter; a 1990 Vac-Con combination vacuum truck built on a Ford chassis; a Vactor 2100 combination vacuum truck built on a 2000 Sterling chassis; and three skid-mounted pressure washers made by Hydro Tek.

The company also owns two trailer waterjetters made by Water Cannon; a 2004 Ford F-250 outfitted with a Hotsy waterjetter; almost a dozen pipeline inspection cameras made by CUES, RIDGID, MyTana Mfg. Company and Scooter Video inspection systems; an array of excavation equipment made by Caterpillar, Hitachi, John Deere, Kubota and Ditch Witch; three Kenworth and International dump trucks; and numerous Ford, Dodge, Chevrolet and GMC pickups.

DO-EVERYTHING IDEA

"For most of our equipment, we try to have one of everything, from small machines to as big as they get," he continues. "It's all 'spendy'; I'm not going to lie. But as long as there's work for it, we're good. We only buy when we need something for a job or it's a good deal and we could use it."

Patterson explains that the company often starts small when buying equipment for a new service. It might purchase a small excavator for modest excavation projects, then work into something bigger as the client base expands. He says that sometimes a job pays for a piece of equipment and follow-up work is more profitable. In some cases, the company prefers to rent equipment for special jobs rather than buying.

"I wouldn't recommend buying so much equipment without having good mechanics on hand," he adds. "We have three full-time mechanics. There's always something wrong, and if we had to pay (repair) shop prices, we'd be out of business."

When it buys equipment, Sweet's strives to minimize capital expenditures and boost flexibility. For example, the company's garbage roll-off trucks also can serve as dump trucks or pump trucks by removing a 30-yard roll-off



Responding with their Vactor 2100 combination sewer cleaner, the crew prepares for a pipe inspection in Twin Falls, Idaho. Shown (from left) are J.R. Hollingshead, Ryler Henderson and Jon McManus.

Sweet's office manager Shelley Clark works the phones and checks service records on the computer.

container and replacing it with either a 12-yard dump body or a slide-on vacuum tank.

"That not only makes us more efficient, but we only pay insurance for one truck," Patterson notes.

ROLLING ALONG

Patterson says diversification should continue to benefit the company. "There never was a grand design," he notes. "One thing just kind of led to another.

"Diversification helps us weather ups and down more effectively," he continues. "We might have one division with nothing going on because of the weather or what not, but we always have income coming in from somewhere. When construction went down, excavation slowed, but then the pump trucks and drain cleaning helped businesses supplement things. It has worked out well." ■



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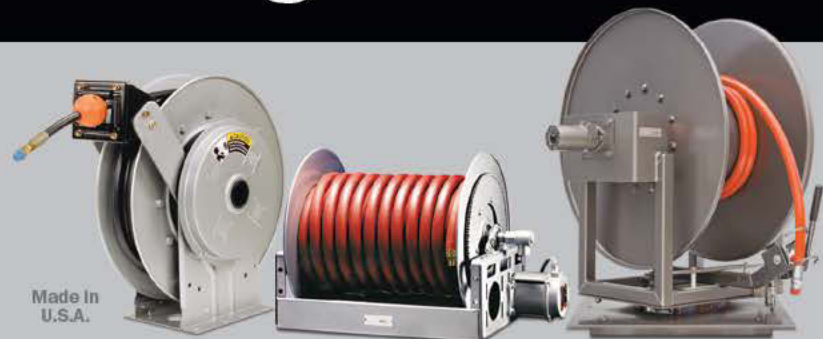
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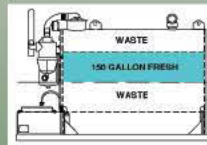
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The Bold & the Beautiful

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Let the beauty pageant begin! It's time for the 7th annual *Classy Truck of the Year* competition. Over the past year, we've showcased some of the best new and refurbished septic service trucks across North America, from Eastern Ontario to western Washington state, in view of the Pacific Ocean.

If the economy remained in a slump over the past year, all the new trucks entered in the monthly *Classy Truck* contest seem to indicate a resiliency in the liquid waste industry. The 12 contractors selected for the regular feature in *Pumper* were either replacing an older rig or adding a new service vehicle to their fleets. And a look around this virtual garage of top trucks shows they weren't "plain Jane" vehicles. They offered a lot of pumping pizzazz.

Which is the best of the 2012 crop of *Classy Trucks*? You'll help make that determination. Your choice, along with the votes of a panel of judges at COLE Publishing, will choose the *Classy Truck of the Year*, and land that rig and its owner on the cover of the February 2013 issue of *Pumper*, the issue distributed at the Pumper & Cleaner Environmental Expo International.

Take a good look at the entries, then head over to www.pumper.com to vote for your favorite. You have until Dec. 21.

Goulet Septic Pumping & Design

Green Valley, Ontario, Canada

JANUARY



Rene Goulet added this all-metallic green 2012 International WorkStar with 4,000-gallon steel tank and Wallenstein1054 dual-cooled pump from Vacutrux Ltd. The truck features a 30-ton four-stage hydraulic dump system, a Giant 2,500-psi pressure washer and 100-gallon stainless steel freshwater tank. Driver Abram Penner uses the truck to pump holding and septic tanks, as well as grease traps.

Duncan & Daughters Septic Service

Bardstown, Ky.

FEBRUARY



Danny Duncan runs this red and white 2004 Ford F-650 with 2,000-gallon steel tank, 240 hp diesel engine and Allison auto transmission and a PN84 Juroop pump. The truck has diamond-plate accents, Alcoa aluminum wheels and matching chrome taillight covers. Duncan, with help from daughter Taylor Duncan, runs a part-time pumping operation.

H & R Complete Inc.

Newman Lake, Wash.

MARCH



Herb and Rob Dollar purchased a 2002 International tractor with a Caterpillar C-12 engine and 18-speed transmission and took it to T2 Services Inc. for a build out. The truck, used for septic and grease trap pumping, has a drop axle, 3,300-gallon steel tank, Masport HXL 400 pump, and mountain and woodland graphics.

Buddy's Henrico Septic Tank Service

Mechanicsville, Va.

APRIL



Buddy Pope bought a white Peterbilt 335 and had it built out by Amthor International with a 2,800-gallon aluminum tank. The rig is powered by a Paccar 300 hp engine married to a 6-speed Eaton Fuller transmission. Vacuum is provided by an NVE 367 Challenger pump. Pope runs the truck himself and pumps septic tanks and grease traps.

Soucy's Septic Service Inc.

Salem, N.H.

MAY



John Soucy purchased this red 2005 Sterling LT9500 quad-axle and had it outfitted by Vacutrux Ltd. with a dump body, 3,000-gallon steel tank and Wallenstein 40HVOA air-cooled pump. The truck is powered by a Mercedes-Benz 450 hp 6-cylinder diesel wed to an Allison 500 automatic transmission. The dump body is handy for hauling car wash waste sediment.

EZ Waste Systems Inc.

Westerly, R.I.

JUNE



Rob Beck's blue and chrome 2006 Peterbilt 379 EXHD with flamed hood was built out by Amthor International. It has a 4,000-gallon aluminum tank and NVE 367 Challenger vacuum pump. The truck is powered by a Caterpillar C-15 powerplant and 18-speed Eaton Fuller transmission. Tricked out with many chrome accents, the rig is used mainly for residential septic work.

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Step 3. Send the photos, along with a detailed description of the truck and accessories, to editor@pumper.com

Austin's Pumping Service Strafford, Mo.

JULY



Douglas Hurrelbrink's 2011 International 4300 was built out by KeeVac Industries, with the 2,000-gallon Progress aluminum tank getting vacuum from a Jupor RV360 liquid-cooled pump. The truck has a MaxxForce 7 powerplant tied to an Allison 2500 RDS 5-speed transmission. Hurrelbrink is the primary driver and most often cleans grease traps with the rig.

Funchion Septic Cleaning LLC Olympia, Wash.

AUGUST



Michael and Debra Funchion's all-white, old-school, long-hood 1989 Peterbilt 337 was outfitted by Erickson Tank & Pump. It has a new 3,500-gallon steel tank, Masport 15 WV pump and drop axle. The truck is powered by a Cummins NTC 444 hp engine and 18-speed Eaton Fuller transmission. The truck is used mostly for residential septic service.

Mountain Top Portable Toilets Averill Park, N.Y.

SEPTEMBER



Mark Cioffi built out and painted this all-red 2005 Kenworth T300 himself. The 2,500-gallon steel tank was delivered by Wee Engineer Inc. The rig is powered by a Caterpillar C7 engine tied to a 6-speed Eaton Fuller transmission. Vacuum is provided by a Fruitland RCF500 pump with the Eliminator package. Cioffi is the primary driver, providing septic and grease trap service.

P.D. Quik Inc. Mount Airy, N.C.

OCTOBER



Donald Goins Jr. bought this yellow 1992 Peterbilt 11 years ago and had it converted into a heavy-duty septic hauler. D.A. Strickland strengthened the frame, then added a 4,000-gallon Keith Huber steel tank. The truck with 1.3 million miles and counting is powered by an N14 Red Top Cummins engine. Vacuum is provided by a 30-year-old Ochsner pump. The truck is used for septic tanks and car wash pits.

On-Site Sanitation LLC Mount Vernon, Ohio

NOVEMBER



Chad Sims bought this Viper Red 2012 Peterbilt 337 rig with 2,400-gallon aluminum tank and Fruitland RCF500 pump as an exact match to a 2003 truck in the company's garage. Purchased from Columbus Peterbilt and built out by Amthor International, the rig is powered by a Paccar PX-8 300 hp engine and Fuller 8LL transmission. Sims drives this truck daily for residential septic service.

Casa Grande Pumping Service Casa Grande, Ariz.

DECEMBER



Rick Hall has had this 1973 Kenworth with extended hood for 30 years and recently completed a full restoration, adding a matching pup trailer. Hall added a 1987 Kenworth frame and a new LMT Inc. 4,000-gallon steel vacuum tank, daylight doors from a 1996 Kenworth, an N14 Cummins 550 hp engine and 13-speed Eaton Fuller transmission from two Peterbilts. He rebuilt a 1980 Thompson 454 piston pump to provide vacuum. ■



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Sharing for Success

Through Expo roundtable discussions, contractors network their way to better use of emerging technologies, improved customer service and marketing ideas that produce results **By Jim Kneiszel**

You make the annual pilgrimage to the Pumper & Cleaner Environmental Expo for a variety of reasons ... surely to see the latest equipment the industry has to offer and to learn the latest technologies through Education Day seminars.

Effective networking with your colleagues in the industry is another key to making the most of your visit to the 2013 Pumper & Cleaner Expo in Indianapolis. Taking part in the Breakfast Roundtable discussions - set for 8 to 10 a.m. on Thursday, Feb. 28 - is the best way to accomplish that goal.

Just ask Mike Stephens of SCS Stephens LLC in Haslett, Mich., who participated in a roundtable discussion about maintenance contracts for wastewater treatment systems at the 2012 Expo. He'll tell you he came away with practical advice from fellow service providers who work across the country.

"I was able to exchange maintenance agreements with other contractors from the roundtable discussion. We showed each other what we use for contracts and that was really beneficial," Stephens says. "If somebody else is doing something that's working, why do we have to reinvent the wheel? If someone's already drafted a really good service contract and good marketing - or a clever idea in another state - why not use it?"

Stephens and other contractors at his table explored some of the ideas they've used to promote maintenance contracts among their customers. Then they exchanged business cards and delved deeper into the topic in the weeks following the Expo. Eventually they were faxing their agreements

to each other for critique, looking for ways to improve the documents.

The result is improved service for customers through regular system checks, and an improved environment for everyone, Stephens says. He would like to stay on the topic of maintenance at the upcoming Expo.

"Different people have different perspectives," he says. "I enjoyed being able to talk to companies that were maintaining twice as many systems as I do and those doing a smaller number. It was a really good experience."

Maintenance contracts were one of many timely business topics explored at the 2012 roundtable discussions. And many more are in the works for 2013.

The Pumper & Cleaner Breakfast Roundtable discussions will be held 8-10 a.m. Thursday, Feb. 28. Go to www.pumpershow.com for updates and more details.

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After grabbing a buffet breakfast, participants will choose a topic and get to networking. They are invited to move from table to table to discuss a host of topics ranging from providing services to social media marketing.

All of them have something to share with the group. All perspectives are helpful to come up with a good answer. I think sometimes the guys who don't think they have something to offer, we don't give them the credit they deserve.

- Dave Gustafson

HOT TOPICS

Dave Gustafson, a University of Minnesota Extension Service engineer and regular speaker at Pumper & Cleaner Expo seminars, led a 2012 roundtable that veered into a fascinating hot topic: hydrogen sulfide deterioration in concrete tanks.

The discussion wasn't what Gustafson expected, but it brought to light valuable information about an issue that helped inform his table participants from California, Ohio, New Jersey, New York and Virginia.

"Part of the value of the roundtable discussions is trying to deal with topics that contractors are working on right now. What are the issues we're wrestling with today?" he says. "I was able to talk to contractors about what they were seeing and interpret it from the research standpoint."

Pinpointing important trends in service and maintenance help participating contractors keep pace with an evolving industry, Gustafson says. As technologies to treat and transport wastewater change and improve, a well-informed contractor will provide better customer service and become a more effective steward of the environment, he says.

And Gustafson says the networking efforts he begins at the Expo roundtables continue throughout the year, adding tremendous value to his work, and he hopes to the advancement of the contractors he's befriended.

Gustafson and other industry educators take part in the roundtables as moderators, keeping the discussions on topic and adding their expertise wherever possible. As a moderator, Gustafson has a message for all Expo attendees considering taking part in the roundtables in 2013: The more the merrier.

"Sometimes guys are worried they're not going to have anything to say. But everyone has a perspective. They've all been involved in the industry, so all of them have something to share with the group," Gustafson says. "All perspectives are helpful to come up with a good answer. I think sometimes the guys who don't think they have something to offer, we don't give them the credit they deserve. If you don't come, your reference is missed. We don't have your insights, experiences and understanding." ■

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Mandatory pumping every two years proposed in Pennsylvania township

By Scottie Dayton and Doug Day

In 2013, Nockamixon Township, Pa., could require septic tanks to be cleaned every two years and a receipt from the pumper sent to the township. The regular cleaning would be part of an effort to comply with Act 537 that requires municipalities to have a comprehensive sewage treatment plan, including onsite systems.

Iowa

The state Department of Natural Resources adopted changes to its rules covering commercial septic tank cleaners and private septic systems. Updated versions of the two regulations, chapters 68 and 69, are available at www.iowadnr.gov/InsideDNR/RegulatoryWater/PrivateSepticSystems.aspx.

Indiana

The Porter County Health Department passed an ordinance requiring residents or companies installing onsite systems to be certified by the Indiana Onsite Wastewater Professionals Association (IOWPA) and registered with the county. Board of Health attorney David Hollenbeck cited a growing trend of improperly installed systems and systems being installed without permits.

Michigan

Representative Ken Goike (R-Ray Township) filed a document to exempt septage haulers from spring road weight restrictions. He also prepared a bill that would remove the 2025 ban on septage storage facilities. Rep. Lisa Lyons sponsored a bill to create a framework for a statewide sanitary code.

North Carolina

The City of Raleigh sued the state for extending a permit that allows residents with failed onsite systems to use sand filters discharging into Falls Lake. The city argued the new permit violates the Clean Water Act. The permit, previously authorized for five years, was extended for one year last July.

Alabama

An ordinance proposed by the Washington County Commission would allow residents to clean their septic tanks when they wanted and not every five years as now required by law. ■



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Triple the Fun

Adding two established companies to his own mom and pop pumping business was a lot of hard work, but Virginia's Bruce Hines says he would do it all over again **By Doug Day**

He probably changes hats more often than a NASCAR driver in victory lane. On any given day, Bruce Hines may be on the road representing his own B. Ray Hines Septic Service, or one of the two firms he purchased from a competitor two years ago, or he could be doing work for a competing company owned by his father.

The fallout from recent expansion moves can get a bit complicated at times, but Hines says he would do it all again, though he would do things a bit more carefully. "I don't think you can do too much research when you're buying a business," he says.

It used to be just Hines and his wife, Karen, running B. Ray Hines Septic Service from their home in Chesapeake, Va. Today, they employ seven others and run the other two companies from a shared shop 20 minutes to the north.

EMERGENCY SERVICE

The Hines' have owned B. Ray Hines since 2003. That was two years after Bruce left C.S. Hines Inc., a septic service, installation, and

Profile

B. Ray Hines Septic Service, Chesapeake, Va.

OWNERS: Bruce and Karen Hines

FOUNDED: 2003

EMPLOYEES: 7

SERVICE AREA: Chesapeake/Norfolk area of Virginia

SPECIALTIES: Septic tank and grease trap service, drain cleaning, residential and commercial plumbing.



Bruce Hines is shown with some of his pumping trucks in the background. He's worked to incorporate a variety of older service vehicles into the business after acquiring two companies. (Photos by Tim Huls)

(continued)

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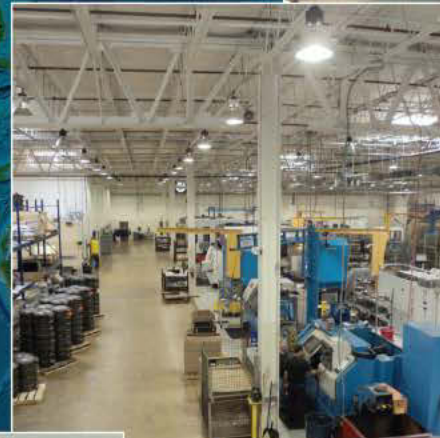
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septic tank manufacturing company owned by his father, Clyde, and started by his grandfather in 1940. He had worked there since graduating from high school in 1979 and just thought it was time to branch out from the family business.

"I got a job servicing heavy construction equipment out in the field," Hines says. After two years, his father helped him buy his own vacuum truck. The elder Hines also helped his son establish his new venture by turning over the majority of his weekend pumping calls — which continues to this day.

"Every Friday, they forward their phones to me," says Hines, who considers weekend emergency work a niche part of his business. "About half the calls I get, they're in distress and they can't get anyone else. It's hard to get someone out on the weekend."

Hines says he can get five or six calls on a weekend; nice money, but very inconvenient. "There are times when I get frustrated," Hines says. "I work a lot of weekends and that's time away from my family. But they understand."



Technician Armand Dufresne explains proper septic system care to a homeowner.



Technician Griffin Winferd pumps a restaurant grease trap at a golf course.

There are times when I get frustrated. I work a lot of weekends and that's time away from my family. But they understand.

- Bruce Hines

BUYING OPPORTUNITY

The phone rang one day in 2010. On the other end was the owner of Brown Plumbing and Septic and Budget Septic Systems, who Hines had known for several years. Hines was asked if he wanted to buy the other two companies. Caught off guard by the offer, he nonetheless quickly agreed. "And that's how it started."

After about three months, everything was in order for Hines to purchase Brown and Budget. Not only did Hines now own three pumping companies, he also had added residential and commercial plumbing to his repertoire.

He found the entire transition to be difficult. "It was very hectic," Hines says of incorporating the new companies and employees into his business. "It still is sometimes. It can be quite challenging. They're used to doing things their way, and I have my own methods of pumping septic tanks, repair work, and even billing."

But, his new venture turned a profit in its first year, certainly a big accomplishment. It helped that the former owner took on some of the financing, and Hines got some financial help from his father.

IN THE GARAGE

Bruce and Karen ran the small B. Ray Hines business while caring for two grandchildren. "I would hire a friend of mine who is real good with pumps on an as-needed basis," he says. "I also had a helper I would use as needed. But I did a lot of it by myself."

The couple still run B. Ray Hines out of their home, but Brown and Budget operate out of a shared shop. Karen does the bookkeeping, now for three businesses, and manages two part-time employees who staff the Brown/Budget office. And she answers phones, especially on weekends when all calls come to her, along with those from C.S. Hines. The staff now includes two full-time septic service technicians, two full-time plumbers and another full-time worker who handles marketing and helps out elsewhere.

Hines also finds himself with a lot more equipment to care for. His two B. Ray Hines vacuum trucks were purchased from Abernethy Welding and Repair. Both are Internationals (1995 and 2001) with 2,500-gallon steel tanks, Masport pumps and jetters.

With the purchase of Brown Plumbing and Septic, he added a 2001 International vacuum truck with a 2,500-gallon steel tank and 300 cfm Fruitland Manufacturing pump and a Myers high pressure pump. The truck was built by Glen Evans of Evans Liquid Waste in Kenly, N.C. The Budget Septic Systems truck is a 1998 International with a 3,000-gallon steel tank from Evans. Since buying it, Hines has replaced the vacuum pump with a Masport 400 cfm vacuum and plans to add a jetter.

Last January, he purchased a used 2007 Mack truck with a 4,000-gallon steel tank, carrying a 500 cfm vacuum pump from National Vacuum Equipment. He likes the automatic transmission on his newest truck. "It's easy to drive," Hines says. He likes the way the power takeoff and safety systems are built into the vehicle.

(continued)

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Learn Before You Leap

Bruce Hines has gained an appreciation for the planning and work it takes to buy and integrate existing companies into a small family enterprise. He learned by doing, purchasing two companies to complement his B. Ray Hines Septic Service in Chesapeake, Va.

"I think I would have done some more investigation," he says. "I went to a seminar at the last Pumper & Cleaner Environmental Expo about purchasing a business. Had I gone to that seminar before I purchased the businesses, I would have looked at things differently; I would have gotten more into every aspect of it. I would have taken a better look at everything."

Placing a proper value on equipment is one area where he would put more effort if he could do it over. "I knew some equipment needed repair. The equipment was in poor condition, so I was working on it every weekend at first."

He knew there would be maintenance issues going into the deal, so it was less a question about the work as it was about what he was paying for the physical assets.

"I would have checked more closely on the value of the equipment," he says. One thing he learned from the seminar was that sometimes it's best to not include such equipment in the sale. "In the big scheme of things, equipment that isn't in good shape is worth nothing."

DIGGING DEEPER

Looking back, he now wishes he would have invested more time getting ready to own two more companies. "I would have spent some time getting in touch with their customers, the accounting systems and their employees. Some of them had been here for a long time, so I've learned a lot from them."

It isn't that there was anything wrong with the companies he was buying, it was more that they did things differently. "They gave discounts to some customers and let people charge," he says. "I wasn't in a position to do that. So it was hard to justify a plumbing call that was worth \$110, give a senior citizen discount, and then let the customer have 30 days to pay."

Knowing more about the acquired companies' billing policies would have allowed him to better plan for the financial impact, and perhaps he could have talked to some customers about payment policies and built a rapport with people he didn't know.

Under the purchase agreement, Hines took on none of the receivable or payable accounts. But there was one thing he didn't consider: His two new companies had existing vendor relationships that he didn't have. "All of those accounts had to be closed out and new accounts set up," he recalls. "Everything had to be changed the day I came in. So at first, I didn't have an account set up anywhere. I had to have a check or credit card everywhere I went."

CASH FLOW QUESTIONS

All of that hurt his cash flow and it took two or three months to get the business to a point that it was self-supporting. "You're going to need dollars to cover payroll, fuel, maintenance and supplies," he says. Instead, he had to cover those business expenses using his own credit cards.

The knowledge he gained at the Pumper & Cleaner Expo seminar would have prepared him better for the challenges to come, and he strongly recommends something similar for anyone thinking about buying a company. "There were a few months in there that I would have said I wouldn't have gone through with it," he adds.

While he would have liked to know more about the complexities of acquiring a company, the added knowledge would only have improved the process. In fact, he considers the challenges worthwhile, and now that he has been running three companies for a few years, he still believes it was the right thing to do.

I went to a seminar at the last Pumper & Cleaner Environmental Expo about purchasing a business. Had I gone to that seminar before I purchased the businesses, I would have looked at things differently; I would have gotten more into every aspect of it. I would have taken a better look at everything.

- Bruce Hines

He also has a Takeuchi mini-excavator purchased in 2005 and a Terex backhoe and trailer received in the Brown purchase. The fleet is rounded out by two plumbing trucks and a service truck for hauling parts and equipment.

THE NAME GAME

While having three companies causes complications, Hines says there are no plans to combine the businesses into one entity at a single location. He allows, though, that it might make sense to have Brown absorb the Budget name since they share the same building. "I'm trying to keep them somewhat separate," he says.

Doing so does create some complexities in things like billing; the three companies have their own books. Disposal permits also are issued separately.

While he might reconsider this strategy in the future, for now Hines believes having three identities diversifies the company, giving him a competitive edge since most people don't realize they are all under the same ownership.

Shown in the company yard, the B. Ray Hines crew includes (from left) Chris Ellis, James Wheeler, John Brink, Armand Dufresne, Griffin Winferd, Karen Hines, Allison Malpass and Bruce Hines.



"In most cases, they don't care as long as the job gets done and they get a fair price," Hines says. When one company gets backed up, customers are sent to one of the others — and sometimes customers are referred to his father's company.

Hines wants to take advantage of the Brown name and reputation. That company has been in operation since 1945, almost as long as the elder Hines' company, so both are well known in the community. "Brown has a slogan, 'If it don't go down, call Brown,' and that carries a lot of weight," Hines says.

It gets complex at times.

"You have to say the right thing at the right time on the right phone," he jokes. With caller ID, they even have to be careful which phones they use to call customers to limit confusion. And the wardrobe changes ...

"I might have Brown attire on, then on a minute's notice have to change into B. Ray Hines attire," Hines explains.

Marketing for the companies is mostly word-of-mouth and phone book advertising. "We are looking at getting websites for Brown and B. Ray Hines," he adds.

WHAT'S NEXT?

Hines would now like to expand waterjetting services and get into septic and drainfield repair. He also wants to expand his offering of restoration products from Cape Cod Biochemical Co. for grease traps and sewer and drain lines. "We've had some really good success with that product and it can save the homeowner a substantial amount of money."

The one thing he wants to be careful about is getting too big. "That's easier said than done," he notes. His workload already has grown a lot in the last two years, and he still wants to replace some of the equipment he inherited in the purchase without taking on too much debt. "It's all about just taking baby steps." ■



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Tank Collapsed. What's Next?

A poster wonders how to preserve his vacuum tank after an unfortunate implosion shuts it down

This feature in Pumper reports noteworthy conversations that take place at the Pumper Discussion Forum, an online forum for industry professionals found at www.pumper.com. Pumper Discussion enables exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemical and additives and much more.

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 was doing a clean-out job the other day and I sucked in the side of my 3,800-gallon steel tank on the top passenger side. Does anyone know if there is a way I can pull it out? I tried a jack from the inside and no luck. The jack keeps slipping out of place. Any advice would be helpful.

ANSWERS:

I hope you know that it is unsafe to be inside the tank. Most people die when they go in without a fresh-air respirator. I'm sure it can be straightened, but it won't stay. Is this a vacuum tank? Are the baffles intact? Tank is rusted thin? Pulled a greater vacuum than tank was designed for?



Air the tank out, have a welder go in there and brace it with a beam. I did that with my old tank and it lasted about three years before it eventually sucked in. Then I bought a new one.



I aired the tank out and pressure-washed it. I got inside with a jack and tried jacking it out with no luck. I'm going to cut a small hole in the side where the dent is and put an eye bolt through it with a steel plate on the inside and try to pull it out, then brace it from the inside. Do you all think that might work?

I think pulling would be good, with about 5 psi pressure on the inside of the tank. This is dangerous to say the least. I'm no expert but 5 psi would be the maximum. I'd start with 1 or 2 psi while pulling and beating around the edge of the buckled area. A collision body man would know how to straighten metal.

I'm going to cut a small hole in the side where the dent is and put an eye bolt through it with a steel plate on the inside and try to pull it out, then brace it from the inside.

QUESTION:

I need some advice on credit card processors for phones, processing companies and so on. I worked with a local bank for some time, and the monthly rate and processing fee continued to go up, so we dropped them. I understand there are process companies now that charge a percent with no monthly fee. Any suggestions?

ANSWERS:

We were using a company for credit card processing that charged a small percentage (I think it was 2 percent) on every transaction, but we aren't using them now because their swiping system didn't work with my Blackberry phone. When I upgrade our phone we'll get the iPhone. Everyone I know that has one says their swiper works great. We made several attempts to make it work with Blackberry with no luck.



If you don't already have an iPhone, get one pronto! You can run the cards straight through your QuickBooks and they will send you a card swiper that will plug into the iPhone.



The old type of credit card processor we had sat on the desk, and the secretary swiped or entered the info. The machine connected to our bank and made the deposit. Any idea how the deposit is made to the bank? You're right about the iPhone. I've seen a number of swipers that work with it.



I don't have much call for plastic yet. But I just updated to a smartphone and had to get the reader that drops into the earphone jack. It's pretty straightforward. We just pay a 2.7 percent swiped/3.7 percent keyed fee with no monthly fees. I have to see if I get much call for it. But at least now I can take plastic. ■

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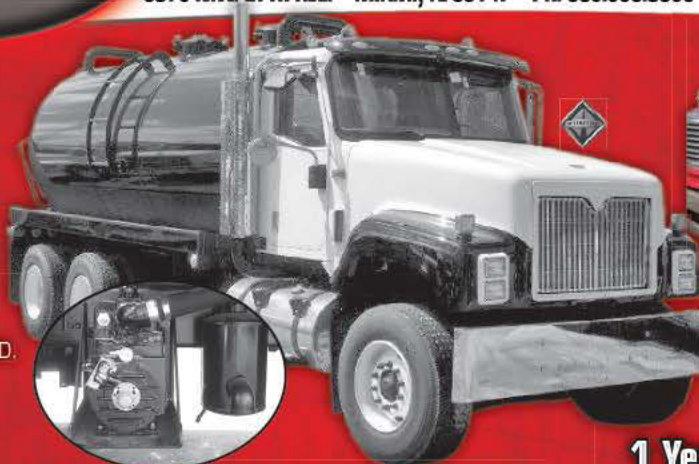
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EDUCATION DAY SEMINARS

MONDAY
FEBRUARY 25TH

NAWT

National Association of Wastewater Technicians

- 8 a.m. Introduction to Pressure Distribution
- 9:30 a.m. Designing Systems, Boundaries and Barriers from a Soils Perspective
- 11 a.m. Pump Choices and Settings: Decisions for Proper Operation
- 1:30 p.m. Operation and Maintenance of Pressure Distribution Laterals
- 3 p.m. Installing with Management in Mind: How to Get the Most out of Your System
- 4:30 p.m. Design and Maintenance of Grease Interceptors

NEHA

National Environmental Health Association

- 8 a.m. What Makes a Professional in Onsite Wastewater Systems?
- 9:30 a.m. Part One: The Science and Engineering of Onsite Wastewater Treatment
- 11 a.m. Part Two: The Science and Engineering of Onsite Wastewater Treatment
- 1:30 p.m. Education and Training: Professionalization of the Practitioners
- 3 p.m. Management Models: Management and Becoming a Management Entity
- 4:30 p.m. The Future of the Onsite Wastewater Industry: How to Make it Work for You!

SSCSC

Southern Section Collection Systems Committee

- 8 a.m. Seven Powerful Tools for CCTV Inspection Perfection
- 9:30 a.m. Easements — A Collection System Maintenance Nightmare
- 11 a.m. Nozzle Science — The Next Generation of Tier 3 Nozzles and Beyond
- 1:30 p.m. Pass or Fail — Is Your Company Going To Make It? How to Ensure Success
- 3 p.m. Social Media and Web-Based Promotion: Is it Right for Your Business?
- 4:30 p.m. Pipeline Relining and Rehabilitation Solutions

NASSCO

National Association of Sewer Service Companies

- 8 a.m. Ultraviolet Manhole Rehabilitation
- 9:30 a.m. Convey Your Stormwater and Plug Your Holes!
- 11 a.m. Jet Up! Sewer and Storm Water Cleaning
- 1:30 p.m. Rethinking Collection Maintenance with Sewer Line Rapid Assessment Tool or SL-RAT
- 3 p.m. Case Study of Cleaning Large Diameter Sanitary Sewers and Siphons
- 4:30 p.m. Pipeline Assessment Certification Program (PACP) 2013 Update Workshop

NOWRA

National Onsite Wastewater Recycling Association

- 8 a.m. Time Dosing ... Why? How? And How Much?
- 9:30 a.m. Loading Rates — How Much Can the Soil Take?
- 11 a.m. Troubleshooting Pumps, Floats and Panels
- 1:30 p.m. The Dirty Dozen — Toxins That Kill Septics
- 3 p.m. How Installers Can Use the Poor Economy to Increase Profits
- 4:30 p.m. Are Seepage Pits Really Bad?
- 8 a.m. Designing Drip Dispersal Systems
- 9:30 a.m. Soil Erosion Control During and After Septic System Installation
- 11 a.m. Decentralized Wastewater Collection System Maintenance

NOWRA Room 2

SCOTT HUNTER

Business Coach

- 8 a.m. - 5:30 p.m. | 2013 - Your Best Year Ever

WJTA/IMCA

WaterJet Technology Association

- 8 a.m. Safety and Efficiency — You Don't Have to Choose!
- 9:30 a.m. Selecting the Best Jetting Tip Doesn't Have to Be Scary
- 11 a.m. Hydroexcavation — The Non-Destructive Solution

PHIL STEIN

Vacuum System Information

- 1:30 p.m. | Understanding the Power: Physics of Vacuum and How it Works

NEXSTAR

Independent Residential Service Contractors Association

- 1:30 p.m. | The Art and Science of Business Management
- 3 p.m. | The Business of Contracting

PSAI

Portable Sanitation Association International

- 4:30 p.m. | GAP: Good Agricultural Practices



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TUESDAY TRACKS

FEBRUARY 26TH, 2013

TRANSPORTATION AND LAND APPLICATION

- 8 a.m. Driver Compliance and Certification: How to Meet DOT Requirements
- 9:30 a.m. Staying in Compliance with 503 Regulations for Land Application
- 11 a.m. Land Application: Case Study of a Long-Term Operation

INDUSTRY SAFETY

- 8 a.m. One Piece Nozzles Enhance Performance and Safety
- 9:30 a.m. Confined Space Entry Permit and Equipment Review
- 11 a.m. Utility Line Locating

SSCSC

- 8 a.m. Making Emergency Response Your Business
- 9:30 a.m. How to Protect and Maintain Sewer Hose From Mini Jetters to Combination Units
- 11 a.m. How to be Successful in the Cleaning/CCTV Business

GENERAL BUSINESS

- 8 a.m. New Untapped Techniques to Capture Today's Customers
- 9:30 a.m. 10 Steps to Marketing Success
- 11 a.m. Cloud Computing for Small Business and the Field Service Industry

- 8 a.m. Don't Win the Price Game
- 9:30 a.m. Make the Phone Ring with Low-Cost Marketing
- 11 a.m. Local Marketing on the World Wide Web

Business Room 2

SEWER COLLECTION & REHABILITATION

- 8 a.m. Chemical Grouts and Grouting Methods
- 9:30 a.m. Watch Your Assets — Remote Monitoring Can Save You Big Bucks
- 11 a.m. Lateral Connection Rehabilitation: Biggest Bang for the Rehabilitation Buck

SPANISH/ESPAÑOL

- 8 a.m. Floods in Mexico City
- 9:30 a.m. Best Practices for Working in Confined Spaces
- 11 a.m. How to Overcome the Difficulties of Doing Business in South America

WEDNESDAY TRACKS

FEBRUARY 27TH, 2013

SEWER COLLECTION & REHABILITATION

- 8 a.m. Cash for Compliance: The New Boom in Home Sewer Replacement
- 9:30 a.m. Trenchless Point Repairs, a Low Cost Permanent Solution
- 11 a.m. Penn State University Performs Manhole-to-Manhole Lining In-House

GAS, OIL & MINING

- 8 a.m. How to Decide What Dewatering Option is Best for You
- 9:30 a.m. Blower 101: The Basic Operation of the Positive Displacement Blower
- 11 a.m. Principles and Equipment of Hydro-Pneumatic Vacuum Excavation

GENERAL BUSINESS

- 8 a.m. Save Money — Move Your Business to the Cloud
- 9:30 a.m. Morally Bankrupt
- 11 a.m. Measuring Success Matters: Your Ads, Your Agents, Your Technicians

MUNICIPAL

- 8 a.m. Benefits of Digital Side Scanning Inspection Camera Systems
- 9:30 a.m. Application for Sewer and Storm Nozzles
- 11 a.m. Grinder Pumps & Application

PORTABLE LIQUID WASTE

- 8 a.m. A View from the Receiving End: Regulatory Challenges in FOG Programs
- 11 a.m. Now You Smell Me, Now You Don't: Deodorants

NEW TECHNOLOGY

- 8 a.m. Improving Safety and Technology with Wireless Technology
- 9:30 a.m. New Technology for Locating Sewer Line Leaks
- 11 a.m. Solve Decentralized System Malfunction Issues and Site Challenges

ADVANCED INSTALLER COURSE

- 8 a.m. - 5 p.m. Presenters: Jim Anderson and Dave Gustafson
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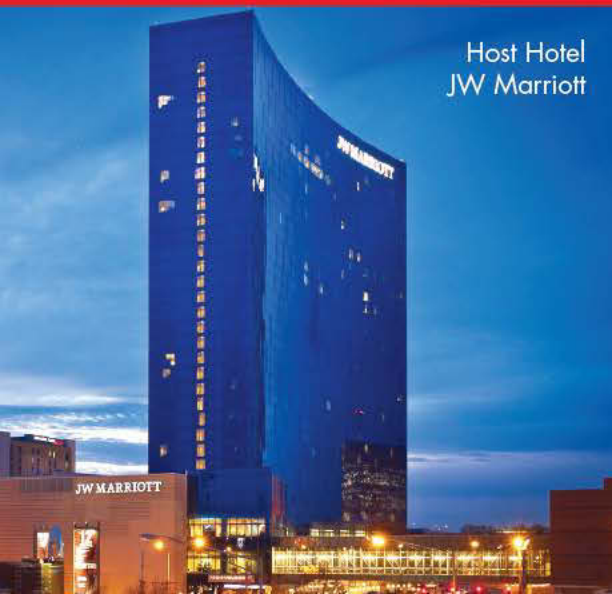
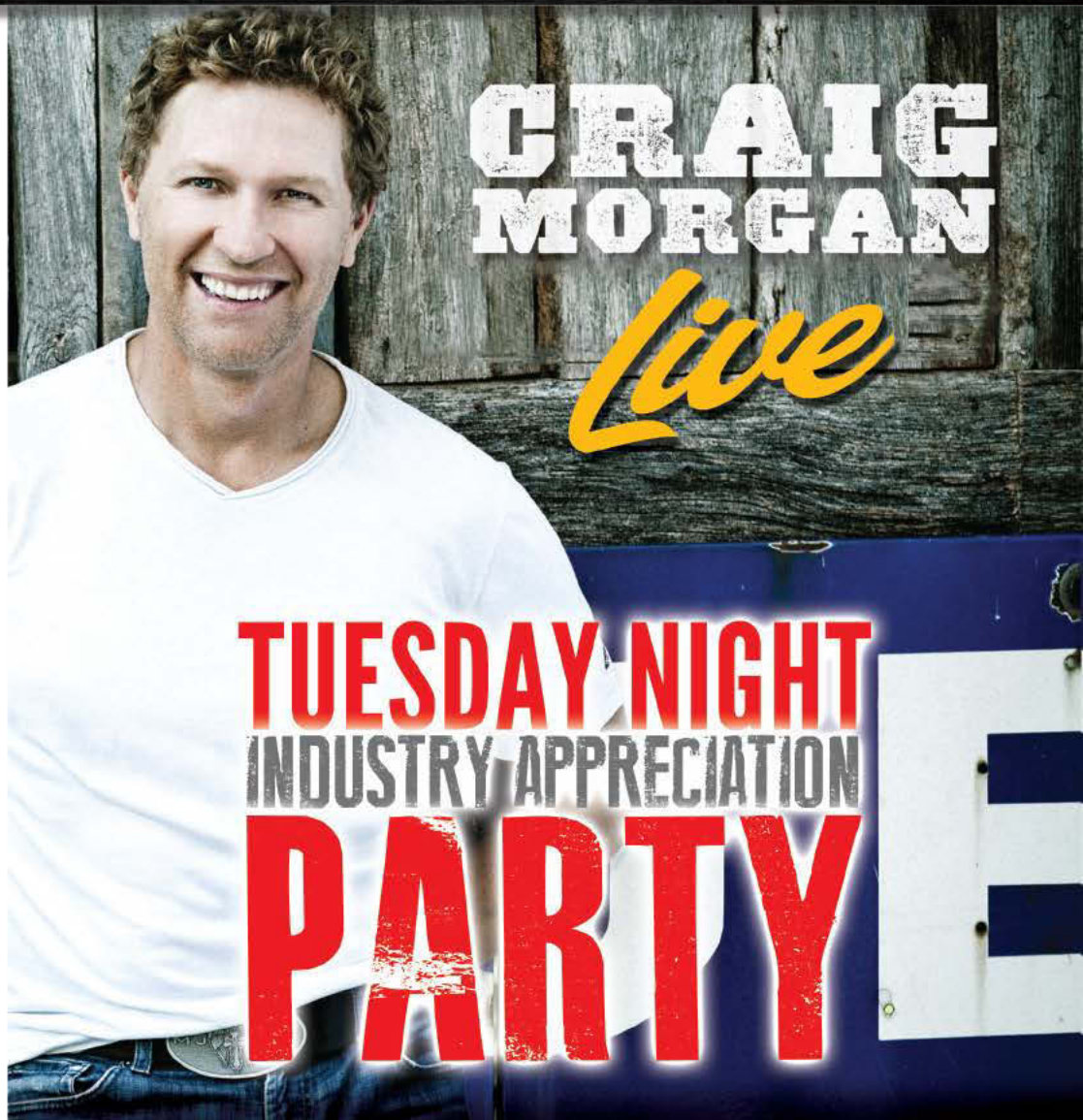
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By Ed Wodalski

Keeping residential and commercial drains free of debris and root intrusions requires continuous maintenance. It also can provide a new revenue stream for pumping companies looking to branch out into video inspection, drain cleaning, jetting and relining services. Here are a few products to consider when looking to expand or update your menu of services.

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reel and hose is 2,900 pounds (gasoline model or 3,200-pound diesel). Features include variable speed reel, water pressure gauge, removable reel (when removed, machine converts to power carrier), reel guide with foot counter, 3 1/2 psi ground-pressure tracks and 27 hp Kohler engine. Options include 600 feet of 1-inch, 2,500-psi hose, hydraulic tilt bed, work light or plug-in spotlight and 26 hp Kubota diesel engine. **800/503-0076; www.kwmlequipment.com.**

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The PJ-3000 portable jetter from Drainables Direct features a 13 hp Honda gasoline engine that delivers 3,000 psi and 4 gpm. It has a line/pipe capacity of 1 1/4 to 6 inches in diameter with 200 feet of 3/8-inch hose and 75 feet of 1/8-inch trap hose. Included in the tool box are nozzle kit, gloves, face shield and tip cleaner. **800/421-4580; www.drainables.com.**



SEWER EQUIPMENT CO. OF AMERICA

The Model 747-FR2000 Rotator Jet from Sewer Equipment Co. of America is designed to eliminate most sewer pipeline blockages. Features include a high-pressure water pump (multiple pump flows and pressures available) powered by a diesel or gasoline engine with hydrostatic drive or PTO. Other features include automatic level wind on the rotating hose reel, Durapolene or Super-Poly water tanks, single or tandem axle trailer, standard, pendant or wireless remote control and protective shrouding with hinged locking doors. Custom nozzle packages are available. **800/323-1604; www.sewerequipment.com.**



K&W PRODUCTS, INC.

The Easement Machine from K&W Products Inc. is a heavy-duty, all-terrain, rubber-tracked power carrier used in conjunction with a high-pressure hydraulic sewer cleaner. Able to negotiate ravines, wooded areas, wetlands, narrow alleys and behind homes and buildings, the carrier travels up to 5 mph. Measuring 46 by 114 by 66 inches, the machine weight with



(continued)

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VECTOR MANUFACTURING

The Vector Ramjet truck-mounted jetter from Vector Manufacturing has a 2,500-gallon stainless steel water tank and Jet Rodder water pump that delivers 60 to 100 gpm at 2,000 or 2,500 psi. The unit can be configured with either a front- or rear-mounted hose reel. An auto wind hose guide allows hands-free operation from the control panel. **800/627-3171; www.vector.com.**



NOZZLES

CHEMPURE PRODUCTS

Root Rat cutting nozzles from Chempure Products, designed for use with 11 hp jetters, are available in 3/8-, 1/2-, 3/4- and 1-inch sizes. Made of hardened stainless steel, the cutters come with a tool box and two interchangeable rotors: one with cables and the other with chains. The combination kit includes extra chain, cable and bearings. **800/288-7873; www.chempure.com.**



NOZZTEQ

The Paikert sewer and storm cutter nozzle from NozzTeq is a low-speed, hydro-torque impact cutter designed for severe root blockages, concrete, grease, protruding laterals and any substance up to 5,000 psi. The cutter is made to work with jetting machines, even with some water in the pipe. The cutter uses double root saw blades and single hardened bits and is available in sizes from 4 to 24 inches. Custom accessories are available for up to 36-inch lines. **866/620-5915; www.nozzteq.com.**



USB – SEWER EQUIPMENT CORP.

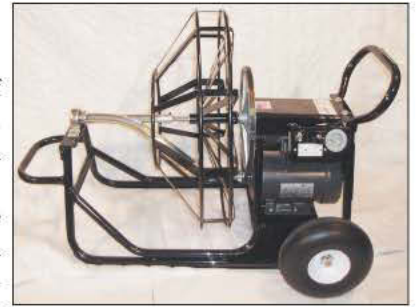
One-piece, stainless steel cleaning nozzles from USB – Sewer Equipment Corp. are not bonded or screwed together for greater strength and safety under pressure. Advanced Optimized 3D Hydro Mechanics™ in the lower part of the chamber eliminate pressure in the upper portion of the nozzle, preventing explosion in a sewer line or manhole. Water from a pressurized hose is guided into channels and directed into one-piece ceramic inserts that require no winglets or flow straighteners. The nozzles are designed to remove sand, mud, silt, grease and other obstructions from sewer and stormwater lines. Models include the Antiblaster Nozzle 3D, Flying Nozzle 3D, Cleaning Nozzle 3D and FJ Penetrator Nozzle 3D. **866/408-2814; www.usbsec.com.**



DRAIN CLEANERS

COAST MANUFACTURING

The TorqueMaster line of drain cleaning equipment from Coast Manufacturing is designed to clear 1- to 10-inch lines up to 300 feet long. Features include double-welded tubular steel frame, dual-capacitor motor (3/4 hp on mainline motors) for easy starts, sealed bearings on shaft and drive arm bearings that never need lubrication. Other features include pulley drive system, 10-inch diameter never-go-flat tires, extra-wide rear handle for added stability and one-person reel changeover. **800/541-7015; www.coastmanufacturing.com.**



DURACABLE MANUFACTURING

The DM162 drain cleaning machine from Duracable Manufacturing delivers 5/8-inch cable up to 80 feet. Featuring a 1/3 hp motor that runs at 265 rpm, the machine has a built-in tool box and casted, self-aligning head bearing to keep the reel in proper alignment while in operation and allows for quick changeouts. The machine can be operated in both horizontal and vertical positions and has non-marring rubber pads to protect work surfaces. **800/247-4081; www.duracable.com.**



GENERAL PIPE CLEANERS

The Mini-Rooter Pro drain cleaning machine from General Pipe Cleaners features wheels and folding handle for easy transport, maneuverability and storage. The machine clears drains from rooftop to basement, including kitchen, bath and laundry lines. The drum holds up to 75 feet of 3/8-inch or 1/2-inch Flexicore cable for 2-, 3- and some 4-inch lines. For small drain work, the optional J-Drum handles thinner, more flexible cables. The optional Power Cable Feed drives and retracts cable at up to 16 feet per minute. **800/245-6200; www.drainbrain.com.**



GORLITZ SEWER & DRAIN

The Model GO 68 HD heavy-duty electric drain cleaning machine from Gorlitz Sewer & Drain is available with open steel reel or enclosed polyethylene drum and can be outfitted with an optional power feeder. Weighing 185 pounds, the machine includes 150 feet of 11/16-inch hollow core cable and can clean pipes from 3 to 8 inches in diameter. **562/944-3060; www.gorlitz.com.**



(continued)

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KEN-WAY CORP.

The Junior model drain cleaner from Ken-Way Corp. is built to withstand the demands of professional applications, yet light and compact for easy access to lines up to 4 inches in diameter. The drain cleaner accepts three sizes of drums and operates with 1/4-, 5/16-, 3/8- and 1/2-inch cables. An Easy-Move Cart is available. **800/533-0551; www.ken-way.com.**



SPARTAN TOOL

The Model 100 cable machine from Spartan Tool is designed for stubborn blockages in floor drains, ventilation stacks, washing machine lines and other smaller pipes in residences and businesses. Available with three drum options (5/16-, 13/32- and 1/2-inch cable), features include direct-drive motor with slip clutch on the drum to prevent over-torquing cable. Power feed available for quick feed and retrieval. **800/435-3866; www.spartantool.com.**



PIPELINE REHABILITATION, MAINTENANCE

CUES

Truck- and trailer-mounted grout rehabilitation systems from CUES are designed for mainline, manhole and lateral joint sealing. Units can be equipped with CCTV equipment and decision-support software for television inspection and documented condition assessment. Systems can be configured to run urethane, acrylicimide and acrylate grouts and be mounted in a dry freight box for export. Grout packers are available for mainline and lateral sealing with CUES Granite XP software available to integrate data with asset-management systems, including Hansen, Azteca's CityWorks and GIS mapping systems. **800/327-7791; www.cuesinc.com.**



DUKE'S ROOT CONTROL

Razoroooter II herbicide from Duke's Root Control is designed to extend pipe life and reduce sewer system overflows. The U.S. Environmental Protection Agency-registered product does not impact downstream treatment facilities and is non-cancer causing. Custom root-control program integrating CMOM (capacity, management, operation and maintenance) is available. **800/447-6687; www.dukes.com.**



LENZYME

Trap-Cleer waste digestant from Lenzyme features environmentally safe microorganisms that digest grease, oils, fats, starches, proteins and waste paper. The additive is designed to maintain grease traps, aerobic systems, drain lines, sewage treatment



lagoons, lift stations, sewer lines and other types of septic systems. The product is available in pre-measured packets, canisters and dissolving blocks. **800/223-3083; www.lenzyme.com.**

MUNICIPAL SALES

Septic Drainer drainfield restorative from Municipal Sales is designed to break up hard pan, a leading cause of septic drain failure. Hard pan is created when soil mixes with sodium from food waste, shampoos and water softeners. The restorative is not bacterial based, nontoxic and works in all conditions and types of soils. It can be used while Terralifting soil to aid in preventing future closures. **518/747-2044; www.municipalsales.net.**



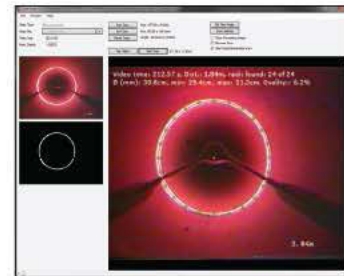
NU FLOW TECHNOLOGIES

The Nu Drain system from Nu Flow Technologies creates a protective, structural pipe liner inside infrastructure and underground pipe. It uses a liner saturated with epoxy to create a barrier that spans missing sections of pipe, creating a seamless, jointless pipe within a pipe. The technology is best suited for pipe 3/4 to 12 inches in diameter and larger custom sizes, while accommodating multiple 45- and 90-degree elbows. Installed through one or two access points, the technology also can be used as a preventative against cracks and intrusions. **800/834-9597; www.nuflowtech.com.**



PIPELINE ANALYTICS

The WinCan laser module from Pipeline Analytics works with most laser profiling hardware to capture geometric information needed to verify proper pipe installation, plan relining projects, determine remaining pipe life, monitor erosion/corrosion and analyze partial collapses. It accepts standard and HD video and links data for easy recall from a section view or GIS entity. In parallel laser mode, video is analyzed to determine pipe diameter and deformation. In ring mode, a laser ring pattern is extracted from crawler video to trend a pipe's diameter and deformation. In scanning mode, a ring pattern is interpolated from laser dots converted into a solid model, ovality graph or color plot. **877/626-8386; www.pipelineanalytics.com.**



QUICK LINING SYSTEMS

CIPP sewer lateral lining from Quik-Lining Systems allows installation of pipe directly from the wet out stage into the ground without transporting, storing or loading it into a launching device. It also allows installation of unlimited length of resin-impregnated liner from 3- through 8-inch diameters. The pinch roller allows precise calibration of up to 10-inch diameter CIPP tube and most design thicknesses from 2 to 100 mm. The propane heater delivers 199,000 Btus for quick curing and indoor use. **605/868-8670; www.quiklining.com.**



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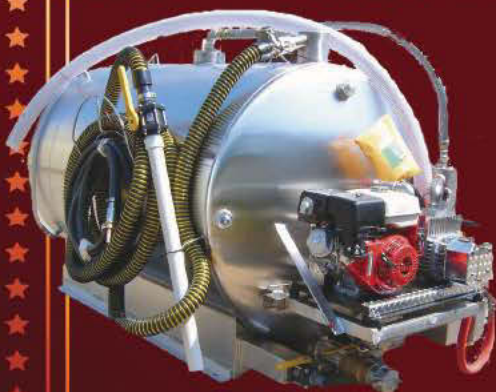
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WOHLER USA

A relining adapter kit from Wohler USA is designed for VIS2xx and VIS3xx visual inspection camera systems. The entire circumference of the lateral line is visible when re-installing. The kit comes with a centering star to ensure the camera remains at the bottom of the lateral. Three protection sleeves prevent the camera cable from being cut by the saw during re-installation. **978/750-9876; www.wohlerusa.com.**



LOCATORS

DITCH WITCH

The 830R/T (receiver/transmitter) system from Ditch Witch is a high-frequency locator for tracing poor conductors, including ungrounded tracer wire, and short lengths of utility infrastructure. Features include gain control, auto depth, visual and audio feedback, IP65 environmental rating and long battery life (150 hours on the transmitter, 75 hours on the receiver). Adaptive filtering ensures the locator is responsive in all modes, while peak verify mode gives operators another way to verify the locate. **800/654-6481; www.ditchwitch.com.**



PROTOTEK CORP.

The LineFinder LF2200 from Prototek Corp. locates any frequency sonde or transmitter box between 16 Hz and 100 Hz using its frequency sniffing feature. The locator traces underground metallic lines at four built-in standard frequencies (other frequencies also can be detected). The device locates underground power at 50 or 60 Hz. Power frequency, as well as scaling in English or metric units, is user selectable. A series of LCD screens (with automatic backlight) guide the user to locate sondes and lines. Locating is enhanced by handle vibration and LED feedback at key points as well as on-screen imagery. **800/541-9123; www.prototek.net.**



VIVAX-METROTECH CORP.

The vLocCam2 sonde and camera locator from Vivax-Metrotech Corp. has a dual-core processor, color display and USB interface. The compass feature points the user in the direction of the sonde or camera below ground, helping eliminate false peaks or ghost signals, while the locator displays depth of cover in feet and inches. The receiver comes with sonde/camera frequencies of 8 kHz, 33 kHz, 512 Hz and 640 Hz. The frequency range also provides versatility for locating metallic and non-metallic pipes, drains and ducts. Transmitting sondes are rated to depths of 12 to 20 feet. The receiver is equipped with two passive locate modes (power and radio), which detect the presence of power lines, CATV, telephone and metallic pipes that radiate 60 Hz from nearby or overhead power lines and VLF signal from nearby broadcast towers. **800/446-3392; www.vivax-metrotech.com.**



INSPECTION SYSTEMS

EASycAM

The EasyCAM III inspection camera from EasyCAM features modular components for easy service. It has a color head camera, choice of 150 or 200 feet of Hytrel push rod, 512 Hz transmitter, on screen digital footage counter, 8-inch LCD daylight readable monitor, voiceover, anodized aluminum frame, 12-volt cordless operation, custom lift/centering kit. The camera also offers SD card recording and can invert pictures 180 degrees. A second RCA video jack is available to use with an off-the-shelf monitor, laptop or TV video goggles. **239/260-2056; www.plumbersbestcamera.com.**



ELECTRIC EEL

The eCAM Pro 2 mainline pipeline inspection camera system from Electric Eel features a stainless steel housed, 1.68-inch, self-leveling color camera with sapphire lens, 20 LED light ring (with impact-resistant polycarbonate light ring cover) and high-resolution CCD element. The auto iris adjusts light automatically. A flexible camera spring is designed to navigate 3-inch P-traps. The Pro 2 includes 200 feet of Kevlar braided 1/2-inch diameter push rod, 512 Hz sonde and 10.4-inch daylight readable monitor with click-touch controls for one-touch recording to a USB drive. Other features include on-screen footage counter, adjustable light controls, voiceover recording, 8X zoom, audio/video jacks and 8-inch wheels. **800/833-1212; www.electriceel.com.**



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ENVIROSIGHT

The laser profiling accessory for the ROVVER X inspection crawler from Envirosight geometrically profiles the inside of buried pipelines. Captured data is analyzed to verify proper pipe installation, plan relining projects, determine remaining pipe life, monitor erosion/corrosion, quantify defects and analyze partial collapses. The accessory attaches without tools and requires no electrical connection. A hinged mounting system makes it easy to deploy in tight spaces, while twin carbon fiber arms ensure extra rigidity. The accessory profiles lines up to 18 inches in diameter when mounted directly to the crawler. Larger lines are addressed by mounting the accessory to a skid pulled by the crawler. Profile data can be transferred to WinCam V8 inspection software. The laser module can trend diameter and deformation frame-by-frame to generate a solid model, ovality graph or color plot. **866/936-8476; www.envirosight.com.**



FORBEST PRODUCTS CO.

The P2P Wi-Fi wireless inspection camera system from Forbest Products Co. has a transmitter that reaches 300 feet and supports iPhone 4/4S, iPad/iPad 2, laptop and tablet with Android, Windows and Mac OS, enabling users to view, record and send video images via the Internet. Designed for Forbest video inspection camera systems, the wireless transmitter can be used with other brands with some modifications. **650/757-4786; www.forbestusa.net.**



HATHORN CORP.

The Sonic camera system from Hathorn Corp. includes removable monitor case and 7-inch LCD color monitor. On-screen footage counter and USB recording are available. Three types of camera heads are available, including self-leveling and 1.23-inch mini cameras. Features include 512 Hz transmitter inside a stainless steel flex spring for navigating traps and 90-degree elbows. The reels come with 125- or 200-foot lengths of 1/2- or 3/8-inch Kevlar-braided push rod. **905/886-2835; www.hathorncorp.com.**



RADIODETECTION

The GatorCam4 inspection system from Radiodetection is designed for residential and commercial work as well as specialized industrial and municipal applications. The push rod video system has USB connectivity and 1- and 2-inch high-resolution cameras. The controller automatically organizes jobs by client and survey. Flexisight Manager software enables the operator to import, store and manage digital inspection data. Comprehensive reports can be customized, incorporating pipe graphics, descriptions and color-coded defect grading. Rods range from the extra-flexible 100-foot plumbers reel to 500-foot extra-stiff design for longer distances. **877/247-3797; www.radiodetection.com.**



RAPIDVIEW IBAK NORTH AMERICA

The MiniLite pan-tilt-zoom push camera with laser measurement from RapidView IBAK North America enables users to inspect, record and measure internal dimensions of smaller pipelines. The system includes a cable coiler cartridge, portable command console, choice of cameras and high-visibility 10.4-inch monitor with full QWERTY keyboard. Features include a built-in mpeg digital video recorder on SD and SDHC memory cards and 100- or 130-foot lengths of cable. **800/656-4225; www.rapidview.com.**



RATECH ELECTRONICS

The Fast Peek push cable inspection camera system from Ratech Electronics features a 7-inch LCD monitor with electronic controls contained in an ergonomically designed cable reel with rubber wheels. Other features include built-in SD card recorder to store jpeg photos and mpeg videos on an SD card or USB thumb drive. Also included is a waterproof keyboard and on-screen display overlay, providing electronic distance counter, time, date and eight pages of memory, high-intensity LED lights, condenser microphone, variable light intensity control and 1.375-inch self-leveling color camera with scratch-resistant sapphire lens. Included is 200-foot Gel-Rod cable (longer lengths available). **800/461-9200; www.ratech-electronics.com.**



RIDGID

The SeeSnake Max rM200 camera system from RIDGID is designed for inspection lines up to 200 feet long and 1 1/2 to 6 inches in diameter. Features include improved reel mechanics for easier passage through tight turns and compact camera. The system includes a docking system for attaching monitors that is compatible with See-Snake CS10 and CS1000 digital recording monitors and integrated transport system. **800/769-7743; www.ridgid.com.**



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TV FERRET

The Snake Eye mini push rod camera system by TV Ferret features a stainless steel frame and low-friction, multi-conductor push cable, 10.4-inch color LCD monitor, DVR, footage counter and built-in microphone housed in a durable portable case. Other features include self-charging power source for operation when electrical power is not available. The stainless steel camera comes with self-leveling head and variable LED lights (sonde available). 518/399-2211; www.tvferret.com. ■



Case Studies:

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Result: Within 24 hours, the damaged sewer lines had been repaired, saving the city further expense. Atlas crews kept streets accessible throughout the emergency. 412/787-8400; www.morousa.com.



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2CG	2"	1/2", 9/16", 5/8", and 3/4" Cables
2-1/2CG	2-1/2"	5/8" and 3/4" Cables
3CG	3"	5/8" and 3/4" Cables
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Culture Club

Six historic Indianapolis neighborhood districts showcase thriving art and music scenes **By Sharon Verbeten**

The phrase on the Fountain Square website says it all about the district: "Funky. Artsy. Retro," with vibrant lights, nightlife and fun-loving crowds. (Photos courtesy of Visit Indy, www.visitindy.com)

EXPO | February 25 - 28, 2013 | Indiana Convention Center

Founded and platted in 1821, Indianapolis (population 876,804) is known for being located at the "Crossroads of America." And its unique and varied tourist attractions are just part of what make Indy, *well*, Indy.

According to Lisa Wallace, communications manager, conventions and meetings for Visit Indy, "Visitor favorites include the green space, canal and attractions conveniently located in White River State Park, steps away from hotels. Two new attractions include the Dallara IndyCar Factory and our Cultural Trail, an innovative project connecting visitors on bike or foot with hotels, restaurants and eclectic neighborhoods throughout the city. The Indianapolis Museum of Art is also popular with prominent works of art inside and 152 acres of gardens and grounds outside that house the original (Robert Indiana) LOVE sculpture."

Those are just some of the attractions located in the city's six distinct cultural districts. These include Broad Ripple Village, The Canal and White River State Park, Fountain Square, Indiana Avenue, Mass Ave. and the Wholesale District. Nestled in these districts are public art, galleries, museums, shops and recreation. Four of the six districts are conveniently located downtown, the site of the Pumper & Cleaner Environmental Expo International.

SEE IT ALL

Broad Ripple Village is set against the backdrop of public art, graffiti murals and green spaces. It's the ideal venue for those adventuresome souls who enjoy art, creative spaces and ethnic foods. Shopping options include works by local artisans, as well as vintage furniture and collectibles. The

Indianapolis Art Center and the ARTSPARK outdoor laboratory are located in Broad Ripple.

The Canal and White River State Park are more for history and outdoor lovers. Limestone walkways and American Indian art are part of the experience in this district.

Scattered throughout the Canal and 250-acre White River State Park are some of the city's most inspiring museums and attractions.

The Canal Walk – on the "waterfront" – provides an urban respite for fitness enthusiasts and serenity seekers. Also in this district is the Indianapolis Zoo, the Eiteljorg Museum of American Indians and Western Art, the Glick Indiana History Center, the Indiana State Museum and the NCAA Hall of Champions.

New attractions include the Dallara IndyCar Factory and our Cultural Trail, an innovative project connecting visitors on bike or foot with hotels, restaurants and eclectic neighborhoods.

- Lisa Wallace

Fountain Square is a historic community spotlighted by a town square and central fountain, evoking images of a European city. It is a literary and

artistic haven and home to more offbeat activities like duckpin bowling and swing dancing. More than 75 artists call the Wheeler Arts Community or Murphy Art Center home.

Indiana Avenue anchors the district that spans the Central Canal and White River. Here history, jazz, restored neighborhoods and spirituality embrace the city's rich African-American heritage. Several venues are on the National Register of Historic Places.

Mass Ave. is the city's arts and theater district, including five performing arts theaters. Shops feature local artists' works, and an array of original outdoor art greets visitors.

The **Wholesale District** brings an urban excitement to the city with marquees, tuxedoed doormen and a mall to delight shoppers – the two-block, four-story Circle Centre. This is the heart of the business district, home to historic buildings, massive skyscrapers and the Indianapolis Symphony Orchestra and Indiana Repertory Theatre.

Bankers Life Fieldhouse is home to the National Basketball Association's Indiana Pacers and WNBA Indiana Fever. Lucas Oil Stadium hosts the National Football League's Indianapolis Colts. ■

Fountain Square is just south of the city. It is home to artists, galleries, boutique shops, restaurants and bars, and the Fountain Square Theatre Building, which has the only two authentic duckpin bowling lanes in the Midwest – Action Bowl and Atomic Bowl.



FOR MORE INFORMATION:

- **Broad Ripple Village**, 6311 Westfield Blvd.; 317/251-2782; www.DiscoverBroadRippleVillage.com.
- **The Canal and White River State Park**, 801 W. Washington St.; 317/233-2434; www.DiscoverCanal.com.
- **Fountain Square, Fountain Square Merchants Association**, www.DiscoverFountainSquare.com.
- **Indiana Avenue, Madame Walker Theatre Center**, 617 Indiana Ave.; 317/236-2099; www.DiscoverIndianaAvenue.com.
- **Mass Ave.**, 430 Massachusetts Ave.; 317/637-8996 ext. 202; www.DiscoverMassAve.com.
- **Wholesale District**, 11 Monument Circle; 317/237-2202; www.DiscoverWholesaleDistrict.com.

"The use of biocides, including antibacterial or disinfectant products in the home, can and does destroy good and bad bacteria in the treatment system."

— Sara Heger, engineer and educator with U of Minnesota Water Resource Center, from ONSITE Installer Magazine, Sept. 2012

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Owner Rick Hall has had this 1973 Kenworth with extended hood for 30 years. He recently completed a full restoration of the truck and added a matching pup trailer to carry additional waste on a long work route. Hall added a 1987 Kenworth frame and a new LMT Inc. 4,000-gallon steel vacuum tank. He extended the cab 5 inches so he could move the driver's seat back farther, added daylight doors from a 1996 Kenworth, an N14 Cummins 550 hp engine from a 2005 Peterbilt and a 13-speed Eaton Fuller transmission from a 2005 Peterbilt. Hall rebuilt a 1980 Thompson 454 piston pump to provide vacuum. The tank has three topside manways, a Thompson float level indicator and rear-mounted work lights, including one that rotates 360 degrees via remote control. The truck also has an aluminum tool box, stainless steel visor and aluminum wheels. The all-white paint job marked the seventh time Hall has painted the truck. The pup trailer was from a former dump truck with the dump body removed, and Hall added and repainted a 1,500-gallon tank from one of his portable sanitation service trucks. Graphics are by Quality Signs of Casa Grande. The truck and trailer grosses 78,000 pounds when fully loaded. Hall's son Ricky Jr. drives the rig, which is used mostly for septic service and bulk sewage hauling. ■

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2001 Freightliner FL 112 Vactor 2100 Vac Truck
\$109,500

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



1995 Ford L9000 with Guzzler Hazardous Unit
\$59,500

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



2002 Kenworth T800 Single Barrel Pres/Vac Truck
\$95,000

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.



2002 Mack CH613 with Marsh 2,300 Gal. Hazmat Tank
\$69,500

Mack E-7 @ 400 hp., 9 spd., air ride, jake, cruise, AC, susp. dump, power divider, heated mirrors, elec. windows and doors, hub piloted steel rims, 22.5 tires 2001 Marsh Dot 407-412 coded tank, pop off, grounding cable, air controls to rear, 20" manway, catwalk, 12k/38k axles



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

Cat C-15 @ 466 HP, tandem, 4,000 gal. cap., 2008 Juro 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



1999 Kenworth T800 Single Barrel Pres/Vac Truck
\$85,000

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 boxes, Transway pres/vac pump, full opening rear, dumping, 4,200 gal. cap.



1992 Kenworth T600
Hazardous Material Vacuum Transfer Truck
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2002 International 2574 Jet/Vac Truck
\$119,500

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



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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

Things Your Lawyer Won't Tell You

If you want the best representation and the most reasonable cost, ask your attorney if he has experience handling the task at hand

By Fred S. Steingold

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.

Your lawyer may not automatically tell you everything you need to know about legal services. If you don't ask questions, you may be in for some surprises. Here are eight things your lawyer may not tell you – unless you ask.

I've never done this before.

You've found some new space for your expanding business. After stumbling through the dense verbiage in the landlord's lease, you decide to have your lawyer review the lease before you sign. Smart move. But what if your lawyer has never reviewed a commercial lease before? Will he or she volunteer that information? Maybe not.

Legal ethics don't require a voluntary disclosure. They only require a lawyer to become competent in a legal matter before proceeding. In theory, a lawyer can get up to speed by consulting with a colleague, reading professional books and attending seminars. But given a choice between a novice and a lawyer who's checked out 50 commercial leases, wouldn't you be more comfortable with the more experienced one? If so, find out how much work of this type your lawyer has done.

There are many law-related tasks you can do yourself – like getting a tax assessment reduced or suing in small claims court. There are other things that can be accomplished by hiring non-lawyers who can work more effectively and charge less than a lawyer.

You don't need a lawyer to do this.

There are many law-related tasks you can do yourself – like getting a tax assessment reduced or suing in small claims court. There are other things that can be accomplished by hiring non-lawyers who can work more effectively and charge less than a lawyer. For example, an accountant may be better and cheaper at sorting out a financial mess. A real estate broker may be better at negotiating a land purchase. Some lawyers won't tell you about less expensive options unless you ask.

I charge for faxes, photocopies and postage.

When you're paying a lawyer \$250 or \$300 an hour – or even more – you may be shocked to find yourself nicked and dined as well. Some lawyers bill for the faxes they send or receive, for the photocopies they produce, and for postage and long-distance charges. Don't assume your lawyer will be absorbing these expenses as a part of doing business. Get a clear understanding upfront about whether you'll be hit with these incidental costs.

I'm about to go away for six weeks.

Terror can grip your heart when you call your lawyer to ask a follow-up question, only to be told: "I'm sorry, Ms. Jones is on a long trip to Asia and can't be reached." Reasonable access is a reasonable expectation – especially in today's digital world. You'd like to know in advance if your lawyer will be out of touch for an extended period. To avoid rude surprises, inquire about your lawyer's travel plans, and who will be handling their work while they're gone. Ask to meet the backup person and make sure that he or she will be fully briefed about your legal situation.

Fighting for a principle is expensive.

If your chances of getting any real money in a lawsuit are zero, you'd like to know before spending thousands of dollars. You'd like to get even with the scoundrel who scammed your business, but it may cost you a bundle to duke it out in court – and you may wind up empty-handed. Ideally, your lawyer will give you a frank assessment of your odds of winning, odds of collecting, and how much all this will cost you. Sometimes the best advice is to put the matter behind and forget about suing.

I don't like this kind of work.

A lawyer who enjoys drafting corporate documents may dislike appearing at zoning hearings. A lawyer who likes to litigate may not like to take a matter to mediation. You need a lawyer with a zest for your type of legal work. Someone who finds a certain kind of work distasteful may just go through the motions – not very comforting when you need someone to aggressively champion your legal position. Lawyers may be reluctant to refer you to someone else. They worry that if they do, they may never see you again.

I'll do this for a flat fee.

Most lawyers work on an hourly basis – but may be willing to do particular tasks for a flat fee. Trouble is, they may not volunteer this information. They worry that clients may take advantage of a flat fee by making endless demands on their time. Still, they may be willing to draft a business document or attend a meeting at City Hall for a flat fee. If you don't ask, you'll never know.

I bill in quarter-hour increments.

That five-minute phone call to your lawyer may cost you \$75. Why? Because your \$300-an-hour lawyer bills in increments of 15 minutes. That's something you need to know and discuss in advance. Billing is not a precise art, but increments of five or six minutes seem much more reasonable than quarter-hour segments. To avoid getting burned, ask about the units the lawyer uses in billing. Maybe you'll decide not to call the lawyer's office quite as often. ■

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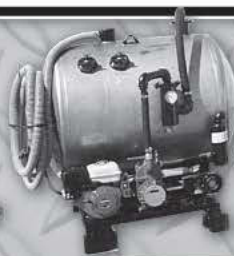
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Jim is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio Lifetime Achievement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

Service Frequency Factors

Before entering into a maintenance contract, be sure you know the system's performance issues and site conditions

By Jim Anderson

QUESTION: What factors determine maintenance or service frequency?

ANSWER: During the Pumper and Cleaner Environmental Expo International last year, I moderated a roundtable discussion on maintenance contracts. If you have not participated in one of these sessions, I suggest you look at the 2013 Expo roundtables and participate. The discussions are wide-ranging, and everyone at the table left with some new ideas.

One consistent question was: "If I offer maintenance contracts, how often do I need to visit the site and perform the service?" This led to much discussion about specific situations encountered by contractors at the table.

Some of the key points from that discussion were:

- It's hard to convince a homeowner they need a contract for preventive maintenance.
- Maintenance contracts may lead to additional expense fixing or solving problems identified.
- Contracts are most successful when driven by some type of regulation and when there is a reporting requirement.
- Before a service provider proposes a contract, a comprehensive system inspection is necessary.
- Most contracts are established on an annual basis. From a business standpoint, this means that the contracts are continually up for renewal, which can be a paperwork headache. It requires time in the field, so the service provider should have a troubleshooting or inspection fee.

FREQUENCY FACTORS

The Consortium of Institutes for Decentralized Wastewater Treatment several years ago released an Operation and Maintenance Manual and educational material for service providers. Their starting point was a comprehensive system inspection, with a site evaluation, including topography and soils. It was interesting to hear service professionals at the roundtable session echo this point.

Here are some factors that go into determining service frequencies (As with most lists in our industry it starts with the user): What type of residence is being served? What is the design flow versus actual use? How many people are using the system? Is something out of the ordinary happening?

Home-based businesses or some type of daycare operation in a home is a trend I've seen emerging. Consider this when determining the number of visits needed to monitor system performance. A factor is whether the home is being used year-round. If the residence is seasonal, an evaluation is necessary to determine if all system components will function properly with this type of use.

You also need to establish actual flows. In the "old days," as I like to say, I had a colleague who consistently pushed to install water meters for an actual measure of flow. With advanced technologies, performance requirements, and more pieces to take care of, knowing the actual flow in relation to design flow is even more important. Everyone agrees that if a system is consistently operating at or above design flow, it will fail. It's just a matter of time. With pumps in the systems and use of control panels, time meters and cycle counters are often used to determine flows.

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With advanced technologies, performance requirements, and more pieces to take care of, knowing the actual flow in relation to design flow is even more important. Everyone agrees that if a system is consistently operating at or above design flow, it will fail. It's just a matter of time.

SITE CONDITIONS

A number of site conditions impact service frequency. The simplest example is the lot size and availability of other sites for systems if there is a failure. It is one thing to have a system on a 10-acre lot with plenty of additional room, and another — which I see on my lakeshore — where there is a half-acre lot and most of that is taken up by the house and the garage. With less area, it is more critical to watch the system closely and take steps to solve problems before failure.

I like to hear professionals talk about the importance of soils. Most concerns I heard at the roundtable were over clay soils and permeability worries. I remind everyone we should also have concern for situations (coarse sandy soils, shallow bedrock, high water table) where treatment is a concern.

Along with the treatment line of thinking, the regulatory aspect comes into play. Roundtable participants talked about special districts in their states where they had to install and then take care of technologies that

reduce nitrogen discharge. These technologies — recirculating media filters, etc. — must be continually monitored for performance. This requires more visits.

Some people said they avoid installing these types of systems because they don't feel adequately prepared for the job. This is an issue to consider. Be honest with yourself and others. Decide on your niche, what kinds of systems you are qualified to take care of now and what types you want to work with in the future.

Regional differences also impact maintenance frequency. Where I live, we can have extremely cold stretches. It is important going into those freezing periods that systems work properly. If not, someone will be making repairs under severe conditions. In other areas, extreme heat can cause problems. And until you work in the mountains and see the changes with elevation, it is hard to grasp the impact that can have on system operation.

PROCEED CAUTIOUSLY

Before entering into a maintenance contract, recognize how the system operates at the actual site. Ideally you want to work with systems that are stable and not easily upset by changes in temperature, etc. With changes in climate, the frequency of visits will rise and each visit will take longer.

Convenient access to systems was a key factor mentioned at the roundtable. There are two aspects to access: one is permission from the customer to gain access at all points on the site. An example is access to an alarm located in the house or garage. The other is to determine if all parts of the system are easily accessible. For example, if the tanks are 10 feet deep, maintenance of the tank or pumps is difficult and time consuming.

A final point is to explain every step in the process to your customers. Remind them that preventive maintenance will protect their major investment in a sewage treatment system. ■

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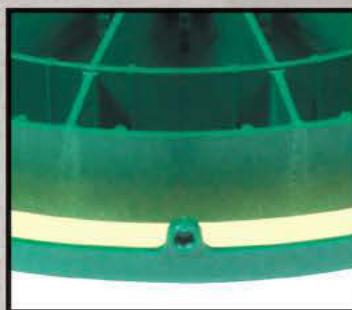
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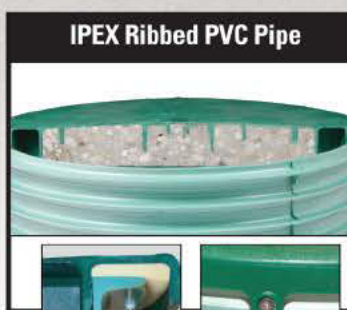
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David is a freelance business writer in Racine, Wis.

Web Wise

Launching or updating your company's website is like any other business expense. You get what you pay for and you should go in knowing what you need.

By David Steinkraus

Whether you've been in business for a while or are just starting, your service needs to be found by customers. Doing so in the modern world means having an Internet presence. You may be in the Yellow Pages and be getting some word-of-mouth, but customers today are more likely to find you through a computer search. If you're not on the Internet in some way, you won't receive that call.

Websites are more than just a route for people to find you. It's easy to tell people about new services, display photos of what you do, publish customer testimonials, provide customers with an easy path to your email, and even allow people to book their own appointments or pay for supplies or services.

Getting on the Internet is not something you have to lose sleep over. There are tools and other professionals at your disposal, yet there also are traps to avoid.

GO IT ALONE

There are two primary ways to put your business on the Internet: Do it yourself or hire a professional.

DIY websites operate on a simple concept: You pay an Internet hosting company a monthly fee, typically \$5 to \$16. In return you can store a certain number of pages on their servers. These companies typically also provide software templates that accept your information.

If you have prepared a Christmas card or brochure using a template in some writing program like Microsoft Word, you already know how DIY Web design software works. You put your words in boxes, upload photos, and the software drops your pieces into a predefined layout. Then it generates the lines of computer code that tell someone's Web browser – Internet Explorer, Firefox or Chrome, for example – how to display the website on a computer screen.

If you're on an extremely tight budget and all you want is some sort of Internet presence, these DIY sites may do the job for you, says Daryl Schmucker, who runs Noble Webworks in Bradenton, Fla. He suggests two that produce decent results: weebly.com and squarespace.com.

To a degree, Schmucker competes with the DIY services he mentioned. "In another way I'm not, because a business owner typically doesn't have time to put a nice website together and manage it," he says.

So for DIY, price is the good news. Now for the bad:

Some of the DIY software simply doesn't work. Websites are blank or information is missing, and the do-it-yourselfer is unlikely to know how to fix this even if he knows how to test his pages with one of the free tools provided by the World Wide Web Consortium (www.w3.org), which sets Internet standards.

Next, these sites are basic. They won't let your customers book appointments, for example.

And there is no individuality. Your site will look like any other company that used the same template.

Next, DIY sites also don't do any search engine optimization. That is the process of inserting keywords in a website so it is more likely to be among the top results in an Internet search.

PAY FOR HELP

A designer can produce a more complex site. You pay more, but you get a customized product. A basic site produced by a professional service may cost a few hundred to a few thousand dollars. Greater complexity raises the cost.

In his market, Schmucker says, adding the capability to accept payments (called e-commerce) will approximately double the price of a website

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because there is a great deal of work involved in setting up the payment software and establishing secure connections to a business account. Another costly complexity is installing software to integrate appointments booked by customers on a website with appointments booked by the staff in your office.

If you decide to consult a designer, go in prepared. Do some exploring and come up with examples of websites you like. Also have an idea of how many and what types of pages you need. For example, you may want a page for photos, a page on which customers can find your contact information, and a page of customer testimonials.

Social media – services such as Twitter and Facebook – are another option to consider. They are an outgrowth of time-honored business practices: maintaining relationships with customers. Some website designers set up Facebook pages and Twitter accounts for their clients, and using either an in-house or freelance writer will see to it that those pages are regularly updated with news or articles about the market. Search engines like Google like sites with high-quality, frequent updates, and that's difficult for a small-business person to do.

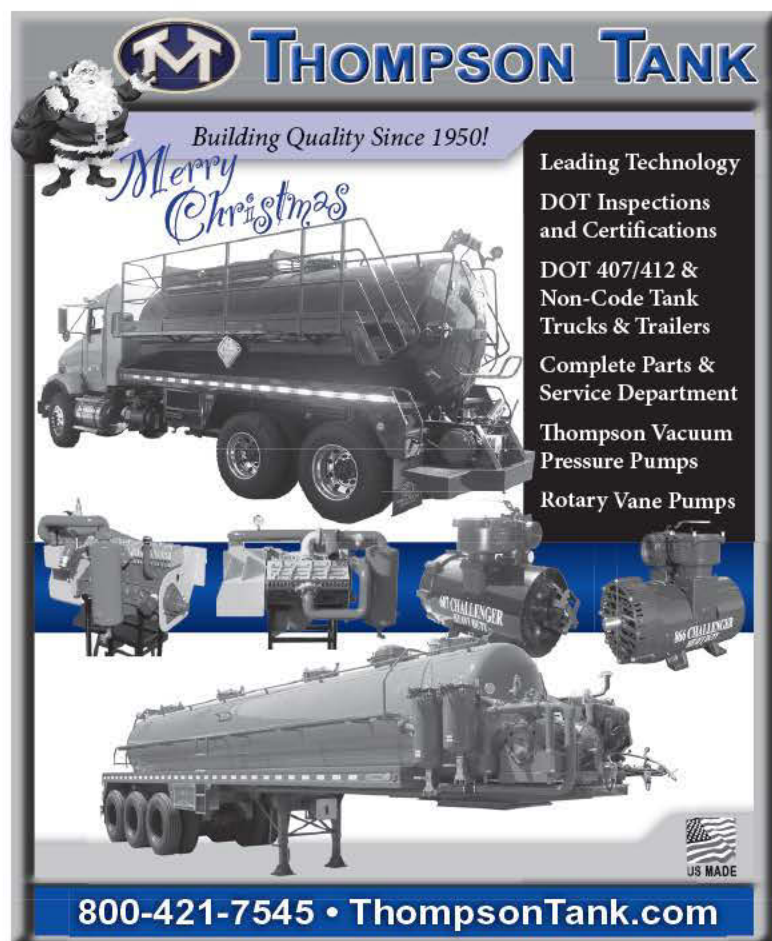
GET IT IN WRITING

Whatever services you decide on, make sure everything is spelled out in a contract. Without one there are simply too many chances for financial misunderstanding.

The contract should specify the services you are buying, such as the number and types of pages on the site; complex services such as scheduling or e-commerce; who is responsible for providing the words and photos to be used on the site; who will maintain the site (solve problems and update the information), and whether there is any extra or ongoing charge for that.

The contract also should provide for the immediate or eventual transfer of intellectual property to you, the business owner. That means the rights to the information published on the site and to any custom software or code created to make the site work. Do this and it's like a truck you own: You may do as you please with the website information, including have someone else work on it later. Fail to do this, and it's like someone else owning your truck: You can use it, but only in ways the owner allows.

Schmucker offers one other piece of advice: Register your own domain name or Internet address. Don't let your designer handle that detail and maintain any residual rights to the name. Like the name of your business, that domain name is an asset, Schmucker says. Register it yourself and you cannot be held hostage should some dispute arise between you and a Web designer. ■



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Maintaining Your NAWT Certification

By Courtney Peterson

Sometimes there can be misunderstandings on how to maintain your National Association of Wastewater Technicians recertification when it comes to continuing education, fees, certificate expiration dates or the one-year grace period. NAWT works with many education partners. The University of Arizona is one of these partners where we formalize the ongoing cooperative relations in education.

Kitt Farrell-Poe from the Agricultural & Biosystems Engineering Department at the University of Arizona has broken down the following questions she has been asked through our partnership. She specifically addresses Arizona

inspectors, but the recertification criteria outlined here applies for all certified NAWT inspectors. As always, feel free to contact the NAWT office with any questions you may have.

TIPS FOR INSPECTION RECERTIFICATION

By Kitt Farrell-Poe

Once you attend your first NAWT Inspection Training and Certification course — as part of the criteria to be eligible to be an inspector for the Arizona Transfer of Ownership program — ADEQ wants you to maintain your certification. This is done through continuing education. At this time, NAWT is the ADEQ-recognized certifying agent for the transfer of ownership inspection program for the state. Therefore, Arizona abides by the NAWT Continuing Education policies and procedures (www.nawt.org/training/education.shtml).

Continuing education

Certification lasts two years from the date of your first certification training. At the time of your anniversary date, you will be required to show you have met the continuing education requirement during the two-year period. The requirement is to have eight hours (one day) of training on inspection or related onsite wastewater subjects. You can submit documentation any time during the two-year period (but at least six months after the certification or renewal date), and your certification will be renewed at the time of the anniversary date.

So what counts toward recertification?

NAWT considers a range of activities and instructional topics to meet your continuing education requirements. They have approved hours that are related to onsite system inspection, installation, design, soil and site evaluation, operation or maintenance, and conference attendance — as long as a certificate or other proof of attendance is supplied with the application.

Are there fees associated with recertifying?

There is a credential registration fee of \$150 for the two-year credential period if the continuing education was through a non-NAWT sponsored course. NAWT members pay a \$35 credential registration fee for the two-year period when taking continuing education through non-NAWT sponsored courses. The credential registration fee is included in the course registration

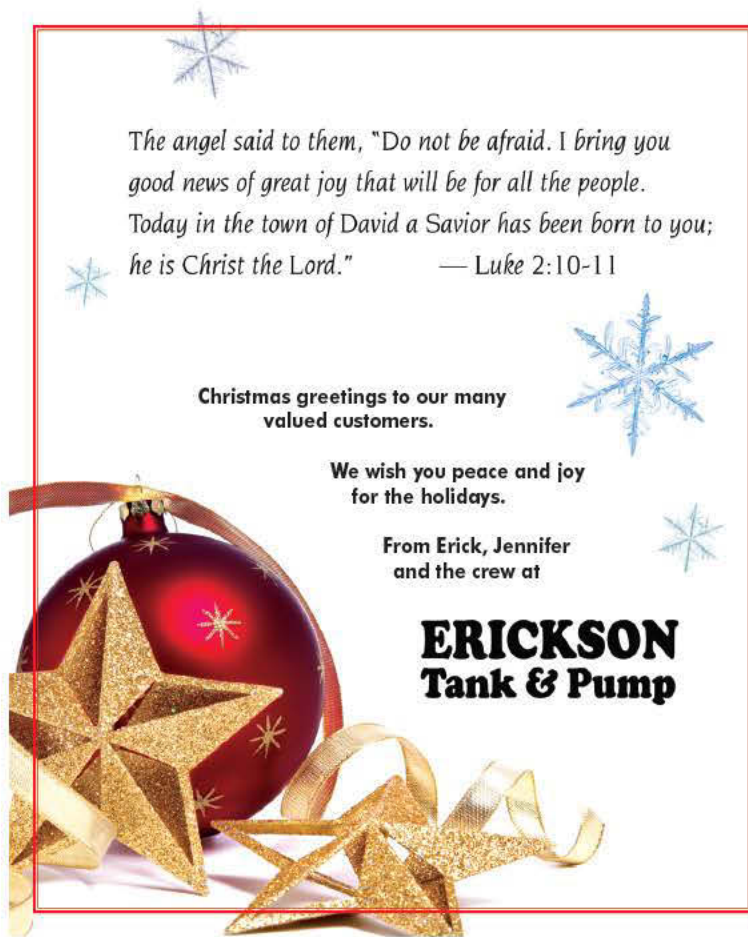
The angel said to them, "Do not be afraid. I bring you good news of great joy that will be for all the people. Today in the town of David a Savior has been born to you; he is Christ the Lord." — Luke 2:10-11

Christmas greetings to our many valued customers.

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SUMMARY OF NAWT RECERTIFICATION REQUIREMENTS

1. Have eight hours (one day) of training on inspection or related onsite wastewater subjects to recertify.
2. Renew only at the anniversary date.
3. There is a six-month waiting period from the time of certification or recertification to begin accumulating continuing education credit hours.
4. Sessions count as long as they pertain directly to decentralized onsite systems. Proprietary sessions and business sessions will not be approved.
5. The NAWT Education Committee suggests that, if possible, you request approval prior to the event. This will help avoid the situation where you get surprised after attending an event that it is not accepted. A subcommittee of three representatives from the education committee will review requests for approval.
6. Documentation of attendance is required through a certificate or some other official document or letter.

The credential registration fee is:

1. \$150 for non-NAWT members and non-NAWT courses used for continuing education.
2. \$35 for NAWT members and non-NAWT courses used for continuing education, \$50 for approved NAWT education partner courses and \$0 for NAWT courses used for continuing education (the credential fee is part of the registration fee).
3. You have a one-year grace period after your anniversary date for obtaining continuing education credits. During the grace period, your NAWT certification credential is not valid, but will be reinstated upon successful completion of the continuing education approval. After the grace period, you must begin the certification process as if you had never taken the NAWT training.

fee for NAWT-sponsored courses. Individuals will be invoiced prior to issuance of the new credential. New this year is a \$50 fee for recertification for individuals attending an approved course offered by an education partner, such as the University of Arizona.

What happens if I don't get my continuing education completed before my anniversary date?

There is a one-year grace period after the anniversary/expiration date of the certification in which you can earn the continuing education credits necessary for recertification. You will not be considered certified until the continuing education credits are approved by the NAWT Education Committee. So, although you have a year to obtain continuing education after your anniversary date, you will not be a certified inspector. Once the continuing education credit requirement documentation is submitted and approved by the NAWT Education Committee, the certification will be renewed with an expiration date two years from the previous anniversary date. After the grace period, you must begin the certification process as if you had never taken the NAWT training. ■

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By Ken Wysocky



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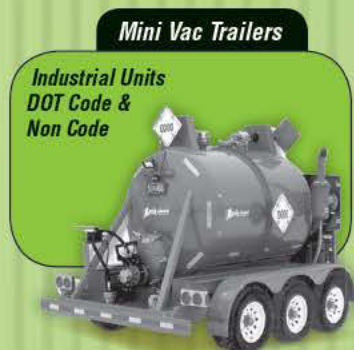
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INDUSTRY NEWS

Elastec/American Marine acquires BoomVane

Elastec/American Marine, manufacturer of oil spill recovery equipment, acquired BoomVane technology from ORC of Sweden. BoomVane is an aquatic paravane system that enables oil recovery and debris containment booms to be towed by a single vessel, as well as deploy booms in rivers and tidal waters without boats or anchors.

Moro USA opens Pittsburgh warehouse

Moro USA, headquartered in Union, Mo., opened a warehouse in Pittsburgh, Pa., to serve the eastern region of the United States. The facility stocks vacuum pumps, pump packages, pump accessories and valves.

Coneqtec sells TerraQuip product line

Coneqtec Corp., Wichita, Kan., sold its interest in TerraQuip Construction Products. The engineering and manufacturing company develops heavy-duty attachments and hydraulic kits for skid-steers, backhoes, compact and utility loaders. The company also owns Universal Construction Products, Universal Bingham and majority interest in Burlington Installation Corp.

NSF International expands test capabilities for grease interceptors

NSF International expanded its testing capabilities for grease interceptors as large as 100 gpm. NSF testing and certification satisfies the requirements of all grease interceptor standards and codes, verifying the performance, construction, grease retention and efficiency of grease interceptors at their designated flow rates.

FS Solutions adds courses to online training

Federal Signal Corp.'s Environmental Solutions Group added "Maximize Power of Water Jetter Through Tip and Hose Selection," "Estimating the Vacuum Job" and "Fundamentals of Hydroexcavating Safety and Skills" to its online course offerings through ESG University.

Priority Capital launches website

Priority Capital, a national equipment finance company, launched a website, www.prioritycapital.com, providing information on leasing and financing options for small and mid-sized business owners.

Pumptec launches website

Minnesota-based Pumpteck, manufacturer of plunger pumps, launched a website at www.pumpteck.com. The site includes products, applications, literature and announcements.

Armstrong names Walker GM

Armstrong Equipment, Santa Fe Springs, Calif., appointed Jerome Walker general manager. Armstrong distributes vacuum pumps, parts and accessories. ■



PORTABLE TOILET HOSE

SOURCE KEY
12P12

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

WISCONSIN

New board member

The Wisconsin Onsite Water Recycling Association appointed Steve Jentges of WSK Service Company/Statewide Septic Services to complete the remainder of Tony Birrittieri's term on the board of directors.

MINNESOTA

Backwash recommendations

Based on questions raised through the Subsurface Sewage Treatment System Advisory Committee and from local onsite officials, the Minnesota Pollution Control Agency, the Department of Health, and the Department of Labor and Industry are developing guidelines for when water softener backwash can enter onsite systems and identifying discharge options that exclude daylighting. Draft recommendations will be shared with the Advisory Committee in mid-December.

MICHIGAN

Stolen vacuum truck located quickly

Ray Daniels of Daniels Septic Service in Sterling, Mich., pumps tanks and grease traps, augers lines and does minor onsite repairs. This summer, a thief stole a vacuum truck from his yard.

Writing in the fall newsletter of the Michigan Septic Tank Association, Daniels wondered what the man was thinking when he decided to heist a truck with the company name on both sides. As the 56-year-old pumper pounded barefoot down a gravel road after the departing vehicle, he also wondered what he would do if he caught up with the driver. He didn't have to worry. The police located the truck and incarcerated the thief. Then a deputy made an appointment to have his septic tank pumped.

CALIFORNIA

State association to offer scholarships

The U.S. Environmental Protection Agency Region 9 funded a California Onsite Wastewater Association program offering scholarships for local, state, federal and tribal environmental health specialists and other water quality regulators. Association members and non-members can take any two training programs, and single agencies can send up to six staff members until May 28, 2013. The scholarships support onsite wastewater treatment technologies. Visit www.cowa.org.

INDIANA

Certification program

The Indiana Onsite Wastewater Professional Association Certification Committee developed a program to certify onsite inspectors and maintainers. After the committee presents an inspection checklist to members at the annual conference in January, training and testing programs will be developed with written and hands-on components.

WORLD

Bill Gates funds quest to build better toilet

Microsoft founder Bill Gates and his wife, Melinda, gave grants to eight institutions to develop low-cost toilets that can operate for 5 cents per user per day, don't require water to flush or a sewer, and are hygienic and sustainable for the world's poorest populations.

The winning entry went to the California Institute of Technology's solar-powered white ceramic toilet and stainless metal urinal combination. While the unit looked normal from above, underneath was a holding tank that separates solids and liquids before they move to an electrochemical reactor that disinfects waste and generates hydrogen for use as fuel.

Second place went to Loughborough University, based in the United Kingdom, whose hydrothermal carbonization reactor turns feces into biological charcoal that can be used as soil or fertilizer. The system generates clean water from urine and feces, as well as energy by burning the biological charcoal. The University of Toronto's third place entry dries and smolders fecal matter to sanitize it, while using a sand filter and UV light to disinfect urine.

The next step is testing prototypes of the models, then conducting pilot studies in sub-Saharan Africa and Bangladesh around 2015.

TRAINING & EDUCATION

Connecticut

The Connecticut Onsite Wastewater Recycling Association is holding its Installer School Jan. 17, 24 and 31 and Feb. 7, 14, and 21 with a snow



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date of Feb. 28. Students enrolled in the Installer School are automatically enrolled in the Pumper/Cleaner School on Feb. 21 with a snow date of Feb. 28. The courses, which prepare attendees for the state licensing exam, are at Wesleyan University, Middletown. Call Janice Cavanaugh at 860/267-1057 or visit www.cowra-online.org.

North Carolina

North Carolina State University has the following courses:

- Jan. 17 – Introductory Drip Design for Wastewater Systems, Raleigh
- Jan. 29 – Onsite System Technologies, Bolivia
- Jan. 30 – Advanced Treatment for Improved Field Performance, Bolivia
- Jan. 31 – Wastewater in the Environment, Bolivia
- Feb. 12 – Onsite System Technologies, Raleigh
- Feb. 13 – Advanced Treatment for Improved Field Performance, Raleigh
- Feb. 19-20 – Septic System Options for Difficult Sites, Wilmington
- Feb. 20 – Navigating Decentralized Reuse Rules and Technologies, Morganton
- Feb. 21 – Advances in Water Table Management, Wilmington
- Feb. 27 – Onsite System Technologies, Mills River
- Feb. 28 – Advanced Treatment for Improved Field Performance, Mills River

Contact Joni Tanner at 919/513-1678 or joni_tanner@ncsu.edu.

Washington

The Washington On-Site Sewage Association and Washington State Department of Health in cooperation with Washington State University are offering these certification courses at the Puyallup training center unless stated otherwise:

- Jan. 9 – Proprietary Systems
- Jan 17 – First Aid/CPR
- Feb. 6 – Electrical Control Panels, Spokane
- Feb. 20 – Design Siting, Vancouver
- Feb. 21 – First Aid/CPR
- Feb. 26-27 – Using WAC 246-272A, Mt. Vernon

Call WOSSA at 253/770-6594 or visit www.wossa.org. ■

CALENDAR OF EVENTS

JAN. 8-10

Michigan On-Site Wastewater Disposal Conference, Kellogg Center, East Lansing. 989/275-4947; www.mowra.org.

JAN. 9-10

Iowa Onsite Waste Water Association Conference, Iowa Events Center/Hy-Vee Hall, Des Moines. 515/225-1051; www.iowwa.com.

JAN. 15-16

Ohio Onsite Wastewater Association Conference and Trade Show, Hyatt Regency, Columbus. 866/843-4429; www.ohioonsite.org.

JAN. 17-18

Colorado Professionals in Onsite Wastewater Educational Conference, PPA Event Center, Denver. 303/551-3266; www.cpow.net.

JAN. 21-22

Pennsylvania Decentralized Wastewater Conference and Trade Show, Valley Forge Casino Resort, King of Prussia. 717/763-7762; <http://psma.net>.

JAN. 22-23

Missouri Smallflows Conference and Trade Show, Boone County Fairgrounds, Columbia. Call Tammy Trantham at 417/739-4100 or visit www.mosmallflows.org.

JAN. 23-26

Wisconsin Onsite Water Recycling Association and Wisconsin Liquid Waste Carriers Association Joint Convention, Holiday Inn Hotel & Convention Center, Stevens Point. 800/377-6672; www.wowra.com.

JAN. 25-26

Washington On-Site Sewage Association Conference, Yakima Convention Center, Yakima. 253/7706594; www.wossa.org.

JAN. 28-29

Indiana Onsite Wastewater Professional Association Winter Conference, Camp Canby. 317/889-2382; www.iowpa.org.

JAN. 29-31

Minnesota Onsite Wastewater Association Convention and Expo, Arrowwood Resort Convention Center, Alexandria. 952/345-1141; www.mowa-mn.com.

JAN. 31-FEB. 1

North Carolina Septic Tank Association Convention and Expo, Hickory Metro Convention Center, Hickory. Visit www.ncsta.net or email ncsta@earthlink.net.



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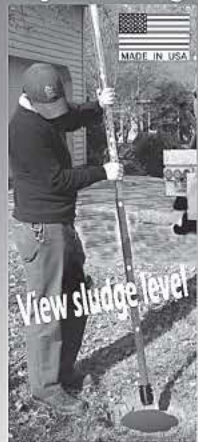


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BUSINESSES

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BUSINESSES

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FOR RENT: JWI mobile filter press units, 90-100 cubic foot, 225 psi feed w/ belt conveyor. CALL Tim Stapleton at 606-465-7955 or email tstapleton@pressuretechinc.com (P02)

DRAINFIELD RESTORATION

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

2008 Terralift: Like new, only 29 hours, 3-6' probes, newer model body style, used for compacted septic drainfields. \$20,000/OBO. 269-838-1145, MI. (P01)

DRAIN/SEWER CLEANING EQUIPMENT

Rigid Machines (KM-1500), (K-380 new), (K-39), (K-50). \$2,000 takes all. 989-727-2702, MI. (P12)

HAZARDOUS WASTE UNITS

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

HAZARDOUS WASTE UNITS

1995 International 4900 with a 2,300 U.S. gallon Presvac, carbon steel, DOT certified 412, vacuum pressure tank. (Stock #6004C) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

1993 Chevy Kodiak with a 2,300 U.S. gallon Presvac, carbon steel, DOT certified, vacuum tank unit. (Stock #6615V) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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)

New 3,200 U.S. gallon, carbon steel, DOT certified, 407/412 vacuum tank, dump type with full open rear, door and a Presvac PVB 750 vacuum-pressure pump installed on a 2013 Peterbilt 348 cab and chassis. (Stock #13541 A-D) www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

2012 Freightliner M2 with new Presvac 3,200 gallon stainless steel, DOT certified, dump and door vacuum tank, automatic trans with Robushi 900 CFM 27' blower, 330 hp. KLM Companies, 617-909-9044. (PBM)

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

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

HYDROEXCAVATING EQUIPMENT



2003 Volvo GapVax HX-44 hydro-excavator: 12-yd. debris tank, 1,300 gallons water, PD blower, hot water boiler, low miles and hours, truck was just gone through mechanically with \$15,000 of work done! Truck is in excellent condition! Located in Ontario, Canada, truck is still registered in the states! Call Great Lakes Equipment Sales for quote or email. Truck is also listed on our website. 888-432-9070

info@usedvacuumtrucks.com
www.usedvacuumtrucks.com (P12)

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

JETTERS-TRAILER

2006 ENCLOSED JETTER TRAILER: 14' ready for your motor and pump, 7,000 GVW, motorized hose reel, 50 gallon diesel tank, insulated, white, man door. \$4,900. 484-225-1442, cshafer@ptd.net, PA. (CP12)



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

JETTERS-TRUCK

2006 Ford Sterling LT7501: Camel combo sewer cleaner, 10-yd. debris body, Roots PD blower, 80 gpm, 2,000 psi, water pump, C-7 CAT engine, Allison transmission, good condition. \$155,000. 614-837-3010, OH. (P01)

2006 GMC TC6500 cab and chassis trunk mounted jetting unit, with JET EYE camera system, 3,000 psi @ 50 gpm, 1,000 gallon water, 600' of hose, 500 cfm blower and 1/2-yd. debris tank and attachments. **\$99,000/purchase price.** (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

JET VACS

2007 Vac-Con model VPD4212LHAE on a International model 7400 with an automatic transmission, Roots 827 PD blower, 80 gpm @ 2,000 psi, rebuilt water pump, 800 foot, 1" jet hose, 12-yd. debris tank, extendible boom, articulating hose reel, new white paint. Pictures at www.empireequip.com. \$159,500. Call 714-639-8352, CA. (CP12)

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



1997 Vector 2110-36 combination unit on an International 2654 with DT530 engine and Allison transmission. Unit in good work condition with 12,850 hours, 10-yd. debris tank, 1,200 gallon water tank. **\$34,500** **Call Tom at 800-876-8478, WI** P02

JET VACS

1997 Mack RD688S Presvac, Power Vac N8718, high dump PVHD-3500-0899-5740, 3,500 gallon (2 comp.), 2,500 waste, 1,000 water, Hibon blower, Moro pressure pump with hyd., Myers DP. (Stock #3131V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



1989 Volvo-White Vector 810C Combination Jet Vac: Cummins 300 hp diesel, 41,897 miles, 10-yd. debris, 665 rear engine hours. **\$17,000** **978-758-6265** PBM

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



1995 Vac-Con 312: Great starter truck, everything works, 133,000 miles, 6,100 hours. **\$35,000** **Please call Mike 757-328-9879** P12

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

LEASE/FINANCING

North Star Commercial Credit: Commercial loans for trucks or equipment, flexible purchase programs to fit your budget, 21 years in the industry. Contact **Tom Myers, 877-804-2274.** (CPBM)

LYNNRAY FINANCIAL CORP.: Equipment financing, new and used, custom tailored programs, including seasonal skips. Contact Bill Lassiter 800-535-4138 x3, blassiter@lynnrayfinancial.com. (P12)

RENTAL EQUIPMENT

We have Super Suckers, Guzzlers, Dominators, 10k-40k pumps, roll-off equipment, ready for daily, weekly, or monthly rentals. Rent with or without operator. Call 423-899-2588 or visit us at www.usienviron.com. (P02)

PORTABLE RESTROOMS

We buy used portable toilet equipment, toilets, handicaps, handwash stations, trailers, tanks & trucks. Email proequip1@yahoo.com or call Manny, 305-970-9837. (P12)

Toilets for sale: Special event, construction, handicaps, high-rise units, handwash stations. \$150-\$325. Email proequip1@yahoo.com or call Manny at 305-970-9837. (P12)

200 New portable toilets, retail \$500/ for sale at \$365 per toilet, Poly John Enterprises, Poly Portables, or equal. Sold together with three containers included. Please call Heather Huffman at 251-423-1182 for details. (P01)

Used portable restrooms: Construction grade, various colors/makes, \$150 each. Quantity discount & shipping available. Located in Rapid City. Call Chris at 218-343-0108 or email mrbiffy@centurytel.net. (P12)

500 white Olympic fiberglass toilets, construction grade, \$50 each, handicaps \$250. Located in Albuquerque, NM. Call 505-345-3965 or email aaapumping@hotmail.com. (P02)

Selling 50 units at \$250 per unit. Most of them are Satellite units and all of them are in good condition. Feel free to call Little Stinker Septic Service, LLC at 928-476-4437 or email us at tlstinker@qwestoffice.net. (P12)

Portable restrooms for sale: Used Poly Portables and Poly-San units, all colors, wood skids, in Michigan and Ohio. \$100 to \$200 each. Call Tom at 419-466-1349. (P03)

100 Mixed units (Polyjohn, Poly Portables and Olympic Fiberglass): all in rentable condition. \$200 each, buy 12 (get 2 free), buy 24 (get 5 free), buy 50 (get 12 free). 989-727-2702, MI. (P12)

Approximately 250 Sebach portable restroom units. Located in Myakka City, Florida. Most in very good condition. We have a lot of extra parts for these units. They are green and grey units. Asking \$125.00 per unit. Photos available upon request. Call 941-322-6363. (P12)

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

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

PORTABLE RESTROOMS HAULER

2003 Chevy 3500 Isuzu portable toilet truck: 113,500 miles, 700 gallon tank, 500 waste, 200 water, power lift tail gate, carries 6 portable units, good shape. \$9,500/OBO. Call 989-345-1763, ask for Tony. (P02)

PORTABLE RESTROOM TANK

Satellite tank, good condition, 2-compartment, 850 gallon. \$5,000. 817-568-2333. (P12)

PORTABLE RESTROOM TRAILERS

Restroom trailer for sale: Elite (2) 2006. Email proequip1@yahoo.com or call Manny at 305-970-9837. (P12)

Restroom trailers: Two, three and six station now in stock. A Restroom Trailer Company (Art Company), 269-435-4278, info@arestroomtrailer.com, www.arestroomtrailer.com. (PTBM)



New Johnny Mover portable restroom hauling trailers in stock. New 20-unit mover and 12-unit mover ready for delivery. **715-723-4450 WI** P12

3 Decons, 28' Tonto, 18' Royal, 2001 ASCI, 16' Presidential, 26' Presidential, portable toilet hauler trailers, like new PolyPortables handicaps. 315-437-1291, NY. (PBM)



Six 53-foot mobile restroom trailers in excellent condition for sale. \$89,000/ea. **Call 800-749-3247 x15 for details, or visit www.mobilerestrooms.com** P12

PORTABLE RESTROOM TRUCKS

2002 Ford F550, 4x4 truck, Imperial unit, 600 waste, 250 water, 7.3 engine, stick transmission, Masport pump, portable toilet rack. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

Best Manufacturing 3-compartment, stainless tank, 791 gallon, 117/526/148 split, excellent condition. \$11,000. 817-568-2333. (P12)

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

PORTABLE RESTROOM TRUCKS

VACUTRUX for sale: 1997 F450 super duty, 7.3i, Power Stroke turbo diesel, 323,000 km with 350 gallon waste, 200 water. Asking \$7,500/CAD. Call 705-272-5669, ON. (P12)

(2) 2007 HINO 1,100/500 with 125k miles. \$38,000/ea. 2006 Ford 550 Satellite MD850 with 69k miles. \$30,000. 2006 IZUSU 550/250 with 67k miles. \$22,000. Call Mike at 216-990-6658. (P12)

1987 International, 1,800 gallon, 2-spd. transmission, Masport R7-5V, DT 466 engine, 3 inch dump valve, GOOD TIRES, manway on top, single axle, white and green. \$17,000. 800-913-9915, AL. (P12)

2005 Sterling: 1,500 gallon toilet service truck, 1,000 waste/500 water, MBZ engine, Allison auto, no CDL required, 250k miles, 2 toilet carrier, serviced & route ready. \$29,500 firm. Call for pictures 909-240-0030, Ray Haughton. (P12)



2000 International 4700: DT466 manual, 850/400 Satellite tank, Condé under the hood pump.....\$14,000
Call Rich, 877-252-2922
or 440-223-4877 P12

F700 w/ 900, 100' tank. Partially rebuilt Masport. Tank mfg. in 1999 and placed on an old F700. \$10,000. Contact big_hatdance@yahoo.com. (P12)

1999 Ford F-800, 5.9 Cummins, Allison automatic, 225 fresh/1,050 waste with Condé SDS 12 pump. Fresh water is stainless steel, 2-unit rack, runs and operates good. \$10,000. 662-415-7054. (P01)



1995 ISUZU NPR: V-8 gas, 134,000 miles, 300 waste, 120 fresh, hauls 4 toilets, runs daily. California.\$8,300.
661-972-4876 CA P12

2005 Chevy 5500 portable restroom truck: 1,000 waste, 300 fresh, 275k miles & runs a route everyday. \$20,000. For more information, 317-440-1206, IN. (P01)

PORTABLE RESTROOM TRUCKS

2004 Ford F550 diesel, Satellite MD950, automatic, 224k miles, new tires, newly painted. \$18,000. Located in Pennsylvania. Call John, 800-310-0777. (P12)

2005 F350: 6.0 diesel, automatic, Masport M-2 pump, 500 waste, 250 fresh, aluminum tool boxes, S.S. wheel covers, visor, 180,000 miles. Excellent condition. \$15,000/OBO. 989-727-2702, MI. (P12)

1996 Ford F450 with 850 waste/water split, automatic diesel (Lely tank). 1999 F450, 850 waste/water, auto diesel (Satellite tank). 2003 F550, auto diesel, new motor, 650/300 gallon Satellite tank. 2000 F550, 650/300 Satellite tank, auto diesel. Will separate tanks from trucks. \$5,000 per truck/OBO. Call Al, 845-863-6080. (P12)



2006 Isuzu FMI workmate: Truck has a lift gate and can haul 6 toilets with out a trailer, 600 gallon waste, 350 fresh water, 147,000 miles, truck runs and looks great.\$29,000
Call 707-496-2986 CA P12

POSITIONS AVAILABLE

Seeking hands on manager for growing sewer cleaning & inspection firm located in the greater southeast. Applicant should possess great people skills, PACP software & inspection skills. Jet vac troubleshooting skills, project management acumen with a penchant for cost control. Job requires the ability to travel as required. Send resume with salary requirement to: westendrail@gmail.com. (P02)



PUMP TRUCK DRIVER and HELPERS
LOCATION: Newport News, VA, full time with overtime, full benefits: 80%, health, 100% dental, retirement, uniforms, paid holidays. QUALIFICATIONS: CDL, clear driving record 3-5 years exp.
APPLY: theresa@zieglerplumbing.com,
PH. 757-877-2054, FX. 757-877-1888 P02

Nevada Johns Portable Toilets & Site Services is hiring an operations manager. Retirement plan, medical insurance and more. 775-721-8484 or email resume to jobs@nvjohns.com. (P12)

POSITIVE DISPLACEMENT BLOWERS

(2) New Sutorbilt PD blower, model GAFMBPA catalog no., 6 mp. \$2,500/each or \$4,500 for both. 714-381-4141. Pictures at www.empireequip.com. (CPBM)

PUMPS-SUBMERSIBLE

Waste Water Pumps stainless: 1/1/2 N.P.T. dist charge port 23 F.T., Maximum head lift, 3/4 hp submersible with float switch, 2,500 gallons per hour. Stainless steel housing. \$98.00 + \$25 shipping. Call us at 800-717-8807. (P12)

PUMPS-VACUUM

Brand new NVE 4310 PRO PAK blower pump, purchased and decided to go a different direction. Never mounted, as new condition with frame mounted silencer. Asking \$17,500. Call 303-295-0077, CO. (P12)

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

RENTAL EQUIPMENT

WWW.FIRECAMPVENDORTRAINING.COM: Diversify income with base camp equipment for emergency services. Vendors training 101 course. Visit website for more information. (P12)

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

ROLL-OFF TRAILERS

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

SEPTIC TRUCKS

1986 Ford LTL9000: 300 Cummins motor, 10-spd. transmission, newer 3,200 gallon vacuum tank, 3" ufile vac/pressure pump, air PTO, no rust, new paint, garage kept. \$14,500/OBO. Call Vinny: 845-863-6080. (P12)

1998 Chevrolet 7500: 3116 CAT engine, 228,000 miles, A/C, very dependable, 2,000 gallon, Jurop pump. Simply needed a larger truck. \$18,000. 812-897-4381, IN. (P04)

SEPTIC TRUCKS



2001 Model 379, Peterbilt vacuum truck: 2007 4,000 gallon tank, Cummins 560 hp, Fuller 10-spd., Jurop 430 cfm pump, liquid-cooled contender, A/C, C/C, Jake brake, aluminum wheels/trays, DuPont paint, belt lights. Georgia.....\$55,000
Contact Trent Westmoreland
770-536-0034, 678-794-7970 P12

2002 Sterling, 18/40's, CAT, 8LL, A/C, cruise, htd mirrors, power windows, tilt wheel, 3,400 gallon tank, rebuilt 360 Challenger pump, htd 4" & 6" valves, 2 aluminum toolboxes, pintle, call for pricing. Also, 1998 Ford tri-axle, 20/46's Cummins, 8LL, diff. lock, Jake, cruise, 4,200 gallon tank, Challenger pump, htd 4" & 6" valves, air discharge, 356,000 miles, call for pricing. 800-826-2308, WI. (P12)

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



1999 International 9200: CAT diesel, 332,713 miles, air-ride seat, 400 water, cooled, Masport, 3,600 gallon aluminum tank.....\$62,500
Rodney Lane, 270-832-3793. P12



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

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

SEPTIC TRUCKS

2000 Chevy 7500, CAT engine, manual transmission, Wittig liquid-cooled pump, full open rear dump system, 2,300 gallon, A/C, good rubber, works daily. Asking 35,000 or best offer. Call 863-990-2265, Chancey. (P01)



2006 International 4400, DT466: 10-spd., 96,000 miles, long frame, like new.\$38,500

Rodney Lane
270-832-3793

P12



2005 International 4400: DT 466, 187,808 miles, 400 water, cooled, Masport, 3,600 gallon tank.\$57,500

Rodney Lane, 270-832-3793 P12

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



2007 International 8600: 16 lbs. front, 44 lbs. rears, 10-spd., 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 P12

2000 Ford F-650, 26,000, waste tank-1,000, fresh 250 gallon, 208,832 miles, service records available, automatic, 190 hp CAT engine, Jurup pump with a spare. Set up for portables, good condition. \$25,000. 706-798-8080, ask for Gary. (P01)

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

SEPTIC TRUCKS

2005 Ford F-550: Diesel, auto, 4x5, new 950 gallon aluminum tank, 650 waste, 350 water, new Masport pump. Call for more details. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

1995 Mack CH613 with a 4,500 gallon, (2) compartment (300 water/4,200 waste), dump type unit with a Wittig 200 vacuum pump and high pressure water jet pump, 12 gpm @ 3,000 psi. (Stock #5098C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



Daily worker!! Bought out competitor, must sell **1999 Mack 613** with 4 year old 3,150 gallon vacuum tank and Fruitland 500 pump, 7-25 foot, 3 inch hoses with new ends, included 505,400 miles. Located in west Chicago, IL.\$35,000/OBO

Call Pat, 630-328-6928 PBM



Daily worker!! Bought out competitor, must sell, **1993 Western Star, 425** CAT engine, 15-spd., A/C, cruise control, jake brake, 9 year old 4,000 gallon, aluminum vacuum tank, and Demag pump, 360 cfm, 21" top and rear manway, all DOT lighting, 3 rear sight glasses, hose trays, aluminum tool box, hose hooks, 6-25 foot 3-inch hoses with new ends. Located in west Chicago, IL.\$30,000

Call Pat, 630-328-6928 PBM



2004 Chevrolet C-6500: CAT C-6500 engine, 230 hp, 6-spd. 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 P12

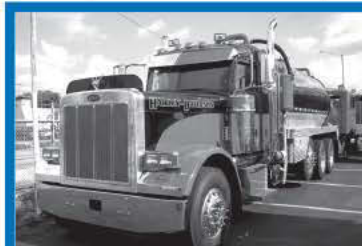
SEPTIC TRUCKS



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 P12

1985 Ford F700; 1,530 gallon septic truck, gas motor, 9 CDL, 5-spd., 2-spd. rear end, air brakes, Battioni pump, very clean and reliable. This is a great started truck or back-up. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)



2005 Peterbilt 379: Engine CAT C-15, 475 hp, 13-spd. transmission, air brakes., jake brake, NEW 5,000 gal. tank w/5 year warranty, double frame, 20 front, 20,000 steerable lift axle, 367 cfm liquid-cooled pump, heated valves, aluminum hose trays, A/C C/C, DuPont paint, 44" manway rears, Betts lights, 1 year/100,000 mile ENGINE WARRANTY NATIONWIDE. Easy financing and Leasing. READY TO GO FOR IMMEDIATE DELIVERY.

Call Angel at 786-258-3384,
Gino at 786-271-7112
www.house-of-imports.com P12



2003 Mack Vision: 427 hp, 10-spd., 470k miles, 5,000 gallon steel tank, Jurup IC 420 pump, BASE remote control, (1) tool box/heavy-duty brackets, (2) rear tool boxes and work lights, new tank & pumps (2009).\$72,500

Kevin: 240-298-3066 MD P12

SEPTIC TRUCKS



2007 Freightliner M2: CAT C-7.220 hp, auto, Allison, new 2,400 gallon tank w/5 year warranty, new 367 cfm pump w/1 year warranty, new aluminum Hose Trays and toolbox, A/C, C/C, new custom DuPont paint, new Betts lights, 1 year/100,000 mile warranty nationwide, optional 2 year.\$200,000

Please call Angel at 786-258-3384,
Gino at 786-271-7112, website:
www.house-of-imports.com, email:
info@house-of-imports@gmail.com P12



2005 Kenworth T-800: CAT C-15, 475 hp, double frame, jake brake, new 4,500 gallon, spring mounted tank w/5 year warranty with full re-opening door, new 866 cfm pump, w/1 year warranty, 20k front, 44 rears, new 20k lift axle, new aluminum hose trays and toolbox, A/C, C/C, new custom DuPont paint. new Betts lights, 1 year/100,000 mile warranty nationwide, optional 2 year.\$200,000

Please call Angel at 786-258-3384,
Gino at 786-271-7112, website:
www.house-of-imports.com, email:
info@house-of-imports@gmail.com P12



2005 Kenworth T-600: CAT C-15.475 hp, double frame, jake brake, new 4,500 gallon spring mounted tank w/5 year warranty, new 367 cfm pump, w/1 year warranty, 20k front, 44 rears, new 20k lift axle, new aluminum hose trays and toolbox, A/C, C/C, new custom DuPont paint, new Betts lights, 1 year/100,000 mile warranty nationwide, optional 2 year.\$200,000

Please call Angel at 786-258-3384,
Gino at 786-271-7112, website:
www.house-of-imports.com, email:
info@house-of-imports@gmail.com P12

SEPTIC TRUCKS



2006 Kenworth T-800: CAT-C13, 470 hp, 10-spd., 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 P12

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



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 P12



2005 and 2006 Freightliner, Columbia: M. Benz., 460 hp, 10-spd., 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 P12

SEPTIC TRUCKS

1996 International DT466, 6+ transmission, 2,500 gallon tank, 367 Challenger pump (new 2006), 386,000 miles, inspected, runs great, \$12,000/OBO. Please email for more info to: info@smithsseptic.net. (P01)



2005 Kenworth T-800: Engine CAT C-15, 475 hp, 10-spd. transmission, air brakes, Jake brake, NEW 5,000 gal. tank w/5 year warranty, double frame, 20 front, 20,000 steerable lift axle, 367 cfm liquid-cooled pump, heated valves, aluminum hose trays, A/C C/C, DuPont paint, 44" manway rears, Betts lights, 1-year/100,000 mile ENGINE WARRANTY NATIONWIDE. Easy financing and Leasing. READY TO GO FOR IMMEDIATE DELIVERY.

Call Angel at 786-258-3384,
Gino at 786-271-7112
www.house-of-imports.com P12

1997 Ford F-800: 6-spd., 210 hp, Cummins diesel, 2,500 gallon Transway upset with new TSI 250 pump in 2009, 186,115 miles, runs and pumps good, needs painting. \$20,500/OBO. 315-773-4135, NY. (P01)

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)



1999 Sterling: 3,100 gallon tank, new paint! Septic truck with locking rears, 140k miles.Asking \$53,000
Contact John at 724-785-5892 P12



(2) 2011 Dodge 5500 trucks: 1,000 waste/300 fresh tanks, mileage in the 50,000's on all 2 trucks. (4x2 @ \$54,000, 4x4 @ \$58,000)

Contact Rodney Lane
270-832-3793 P12

SEPTIC TRUCKS



2010 Peterbilt: 6-spd, Cummins diesel, 2,500 gallon, air brakes and seat, A/C, stereo, Alcoa rims, 150' hose, like new, 30,000 miles. Selling due to health issues.\$80,000

Call 919-730-9752 NC P12

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

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



2011 Kenworth T800: 100 BBL (4,200 gallon) vacuum tank, CAT C-15 475 hp diesel, Eaton Fuller 13-spd., only 76,544 miles, Fruitland ROF 500 vac pump. This truck is like new. Remaining factory warranty!

Call Tom at 320-393-3687
or www.carcotruck.com P01

2004 Sterling, 300 hp CAT, 8-spd., 236,000 miles, T.S.T. built, 4,000 gallon, aluminum tank, Masport pump, 6" and 4" valves, hose trays, toll boxes, 4 sight glasses, dependable, works every day, original owner. \$68,000. Ken, 865-577-1157. (P12)



2002 Freightliner 112: C-12, 8LL transmission, 301040, double frame, 4,350 lift tank, full open rear, Demag RFW200, stainless trays, tires and brakes 95%, all aluminum wheels, vibrator, heated valves, ALWAYS garaged.\$77,000
651-271-8246, Brent P12

SEPTIC TRUCKS



2006 Mack Vision: Engine Mac. 427 hp, 10-spd. 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 P12



2000 International 4900, DT466E: Spicer 10-spd. trans., Moro M10 vacuum pump, newer 2008 2,500 gallon tank, 400k miles, runs and pumps great, ready to go to work! Original owner and well maintained.\$29,500/OBO

Call 760-734-1030 or email
Jeff at abell.jeff@gmail.com P01



2005 Western Star: CAT C15, 475 hp, 9LL, 199,000 miles, 20 front, 20 pusher, 46 rear, new 4700 gallon tank installed. Call price.

Badger Vacuum Trucks
888-201-9166 P12



2000 Peterbilt: 90,0062 miles, 3,600 gallon tank. Only used system once a week for two years, works great.\$35,000/OBO

For more information call
417-293-3475 P12

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SEPTIC TRUCKS

Pre-owned 3,500 U.S. gallon, carbon steel, vacuum tank with a Demag Wittig RFL100 vacuum-pressure pump installed on a 1999 Peterbilt cab and chassis. (Stock #2963C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

Septic pump: 1993 Ford LTL 9000, CAT 325 hp, Fuller transmission, 10-wheeler, 2,500 gallon tank, Thompson pump. \$21,000/OBO. 530-868-5569, CA. (P12)



2005 Freightliner Columbia: 10-spd., 448,962 miles, Detroit 12.7L, 500 hp, new heavy duty 5,000 gallon, built by U.S. Tanks with a 5-year warranty, Jurop LC-420 liquid-cooled pump (425 cfm) with a 1-year warranty, rear work lights, all new valves, aluminum wheels & full float tires (optional), aluminum hose trays, aluminum toolbox, double framed chassis, sight tube, new 13,250 lbs. tag axle, new custom paint, large 12 gallon cyclone secondary, 1-year/100,000 mile engine warranty nationwide, see dealer for more details.\$94,000

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

New 4,600 U.S. gallon, carbon steel vacuum tank and a RCF 500 vacuum-pressure pump installed on a 2012 International 7600 cab and chassis. (Stock #13509 A-E) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



1998 Volvo: Tri-axle, 5,200 gallon truck, 3406-B CAT with Jake, 8LL transmission, inspected and working, two 8 inch valves and 1-4" manual.\$50,000 **570-837-1980 PA** P12

2000 Freightliner, FL 120 pump truck (septic/grease), 3,350 gallon tank. Call 480-354-9590. \$17,000. (P12)

SEPTIC TRUCKS



2006 Sterling 9513, 460 horsepower, Mercedes with 268,800 miles, 10-spd. transmission, engine brake, A/C, cruise. New: 3,600 gallon tank, Jurop R260 vacuum pump, and tires all the way around. This truck is absolutely immaculate!\$72,000 **740-820-5338 OH** P12

2003 International 4300, DT466, auto transmission, 1,100/400 SS tank, wet kit, Condé vac, 235 miles. \$38,000. **1997 Mack CL,** quad, 350 hp, 5,700 gallon tank, Fuller 10-spd., Wally 753LN pump, heated valves. \$48,000. Call 262-483-6380, WI. (P01)



2001 Sterling A9500: 12.7L Detroit 480 hp, 170-280,000 miles, Fuller 7-spd., 3 available, very low miles!!! New heavy duty 3,600 gallon U.S. tank with a 5-year warranty, new Jurop R260 pump (363 cfm) with a 1-year warranty, double framed chassis, A/C, heavy duty rear bumper, aluminum hose trays, new custom paint, aluminum toolbox, all new valves, rear work lights, large 12 gallon cyclone secondary, easy financing!! See dealer for more details.\$67,000

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



1987 C-70 truck: 160,000 miles February 2007, a brand new 2,000 gallon tank was put on with heated valves. Vacuum pump is a Power-Flo PF540. Ready to pump. Asking\$16,500 **Call 815-459-5558 Ext 226 or Steve@arrowseptic.com** P12

SEPTIC TRUCKS

1992 GMC Topkick: 3116 CAT diesel, 1,600 gallon steel tank, vacuum pump, used daily, good working condition. \$14,000/OBO. 574-654-3754 or email lori@k-fex.com, IN. (P12)



2008 Ford F550: 123,000 miles, 950 waste, 300 gallon fresh water...\$25,000 **Contact Pat Kelly 513-582-1322.** P12

1992 International 940 with a 3,600 gallon aluminum tank, air ride, 3406 CAT engine, H400W vac pump. \$39,500. 614-837-3010. (P01)



2004 Freightliner M2 with new 2,500 gallon Imperial tank: C7 250 hp, 6-spd., 33,000# GVW, in-frame major, new rear tires, with HXL75 Masport, air-cooled vac. **L&S Truck Center of Appleton, Wisconsin 800-544-7658** P12



2004 Freightliner FL70 with new 2,500 gallon Imperial vacuum septic tank: CAT 3126 230 hp, automatic transmission, 33,000# GVW, 169k miles, lease maintained. **L&S Truck Center of Appleton, Wisconsin 800-544-7658** P12

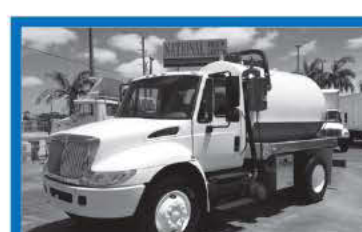
2003 International 7600 with a 4,000 gallon 2010 vacuum tank. Truck is in excellent condition. Asking \$63,000/OBO. Contact Javier at 786-402-3092. For pics email javierivero2000@yahoo.com. (P12)

SEPTIC TRUCKS



2007 Peterbilt 385 (2 available): CAT C-13 475 hp, 9-spd., 482,651 miles, new heavy duty 3,600 gallon U.S. tank with a 5-year warranty, new Jurop R260 pump (363 cfm) with a 1-year warranty, heavy duty bumper, all new valves, rear work lights, new custom paint, aluminum hose trays, large 12 gallon cyclone secondary, 1-year/100,000 mile engine warranty nationwide. See dealer for more details.\$83,000

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



2005 International 4400: DT466, 245 hp, 6-spd., 207,665 miles, heavy duty 2,200 gallon U.S. tank with a 5-year warranty, new Jurop R260 (363 cfm) pump with a 1-year warranty, new valves & camlocks, aluminum hose trays, sight glasses, new paint, 1-year/ 100,000 mile engine warranty nationwide. See dealer for more details.\$49,000

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

SERVICE/REPAIR

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

STREET SWEEPERS

1993 Elgin Whirlwind Series L; 5.9L Cummins, front John Deere, 4039 rear. \$7,000. 614-837-3010, OH. (P01)

TANKS

Pre-owned Presvac 4,300 U.S. gallon, carbon steel, vacuum-pressure tank. (Stock #6154V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

Pre-owned Presvac 3,200 U.S. gallon, carbon steel, vacuum-pressure tank. (Stock # 4258V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

Vacuum Tanks - New: Sizes from 1,900-4,000 gallon. Great deals! Check us out: 3,600 gallon for \$14,000 and 4,000 gallon 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

1975 Fruehauf; 9,200 gallon, aluminum, opened to one compartment, \$4,000. Two Enterprises; 5,500 gallon non-code steel vacs, \$16,000/OBO each. Call Shawn, 717-587-1927, PA. (P12)



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.\$113,000
706-234-7252 P10

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)

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

TOYS

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

TRAILERS-VACUUM/TANKER

Retiring: 2001, 3,600 gallon, 3-axle, vacuum truck, 255k actual miles, one owner, CAT P.S., A/C, 18,000 lbs. front axle, good condition, Transway quality. \$41,500. Buddy @ 951-227-5623, truck can work immediately. (P01)

1992 Petroleum steel tank trailer (tag-a-long): Same DOT code, 20 inch manway, 20 inch quick opening clean-out, Masport H5, air-cooled vacuum pump, Honda 11 hp engine, electric start. \$8,700. 516-250-9162, NY. (P12)

New Presvac, 5,500 U.S. gallon, carbon steel DOT certified 412 vacuum pressure trailer with a front porch mounted PVB-750 vacuum pressure pump, driven by a Deutz air-cooled diesel engine. (Stock #13525V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

New 7,500 U.S. gallon, aluminum, vacuum tank trailer. (Stock #13533V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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-spd., 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 gallon. **www.pumpertrucksales.com.** Call JR. @ 720-253-8014, CO. (PBM)



2005 Freightliner vacuum truck with 4,000 gallon tank: Masport pump, new hoses, CAT engine, new tires, good condition, ready to work, new sight glasses and fixtures, AM/FM radio and working heat, A/C. Available immediately!!! Also have 1,000 gallon pump truck available; 2001 international, good condition! Call for details.

Please call Joe at 760-703-0714 to make an offer P12

TRUCKS (DUMP, MISC.)

1980 Peterbilt 359, 3406A CAT, with 4,000 gallon (like new) vacuum tank, brand new Challenger 866 liquid-cooled pump. Tank has 4" line from primary to secondary, 3 valves in back (2-4" loading & 1-6" discharge). Front of tank has 4" nipple for future additional valves. Engine was rebuilt one year ago with new head, transmission was rebuilt two years ago, many new parts just put on. Suspension was refurbished in rear, new PTO, double-frame in between bridge is now triple-framed, rear end of frame has steel plate for a future pintle hook, dual 6" straight pipes. \$40,000. Call 717-529-4038, PA. (P12)



2008 Freightliner M2112; MB 410 hp, Allison, 20 & 46, Labrie Juggler J-10 septic/grease trap vacuum truck, 3,600 gallon solids, 1,200 gallon water, 59,189 miles (Stock#8279).....\$159,000
www.Opdykes.com 215-721-4444 P12

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CCTV Aries 2007 Freightliner: Diesel pipeline inspection step-van with brand new command center, never been used, fully loaded sewer TV system in 18' step-van. Portable pathfinder, pan and tilt, Badger, LETS lateral launcher, pole camera, thermal image camera, DVD/VCR, PipeTech software, compressor, restroom, sink, generator, winch, plus much more! Finance\$250,000/OBO
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CUES CAMERA TRUCK: 1998 Ford E350 w/12' van body, V-8 gas engine, auto, A/C, Cues Night Owl color camera. Track type crawler, 6.5 KW Onan, Data cap. 4.0.\$7,500/OBO
901-850-5303 TN P12

TV INSPECTION

2005 Chevy, DRW TV hi-cube van with Cues equipment, OZII camera, 21" transporter, 6"-15" steerable PIPE Ranger, power lift assembly tires and wheel. \$65,000. **djeffers@feecorpinc.com.** (P12)

2005 Chevy, DRW TV hi-cube van with Cues equipment, OZII camera, 21" transporter, 6"-15" steerable PIPE Ranger, power lift assembly tires and wheel. \$65,000. **djeffers@feecorpinc.com.** (P12)

VACUUM EQUIPMENT



1995 Ford LTL9000 with a 4,000 gallon 2008 Imperial tank with a 360 Challenger pump. This truck is ready for work.\$42,500
732-522-0877 NJ P12

VACUUM LOADERS



1997 Ford L-9000, Presvac 5300, 3,450 gallon, stainless vacuum tanker, Hibon 8702, PD blower, 5300 cfm, Presvac PV-750 vacuum pump, dual bag houses, wash down system, Excellent Condition.\$69,900
814-696-1000 P12

1997 Mack RD688S Presvac, Power Vac N8718 high dump, PVHD-3500-0899-5740, 3,500 gallon (2 comp.), 2,500 waste, 1,000 water, Hibon blower, Moro pressure pump with hyd., Myer DP. (Stock #3131V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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)

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VACUUM LOADERS

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

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Gardner Denver T-375M: 21 gpm @ 10,000 psi. Gardner Denver T-450M: 52 gpm @ 10,000 psi. NLB 10-200: 34 gpm @ 10,000 psi. NLB 20-600: 44 gpm @ 20,000 psi. Gardner Denver LC-1500: 390 gpm max, 15,000 psi max. NLB 10-200: 10k max, 34 gpm max. NLB 36-200 6 gpm @ 36,000 psi. Jetstream 4220: 20k psi @ 17 gpm, Allis-Chalmers 10x8x22, 700 hp Wheatley 125: 15 gpm @ 10,000 psi, Wheatley 165: 30 gpm @ 10,000 psi, Wheatley 165: 17 gpm @ 20,000 psi. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (CPBM)

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info@nawt.org

NAWT Vacuum Truck Technician:

January 8, 2013 - East Lansing, MI

MI & NAWT - Contact Mark Scott at (989) 275-5011 or msscott@i2k.com

February 24, 2013 - Indianapolis, IN

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info@nawt.org

Operation and Maintenance Training Certification:

January 2013 (TBA), Colorado

CHURCH Onsite Wastewater Consultants
Contact Kim Seipp at (303) 622-4126 or highplains@tds.net

February 6, 2013 Kearney, NE

NOWWA - Contact: Jason Orton at (402) 476-0162 or jason@h2ohoy.net

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info@nawt.org

March 1-2, 2013 Helena, MT

Lewis and Clark County - Contact:
Beth Norberg at (406) 447-8385 or
bnorberg@co.lewis-clark.mt.us

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