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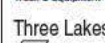

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Pumper & Cleaner Expo: Class is in Session

By Jim Kneiszel

Septic service is like any industry today. Technologies change on a dime, and when you stop learning and adapting to new ways of doing things, you fall behind. You can bet that other pumpers in your territory are trying to keep pace with the latest equipment, on-the-job techniques and social media to gain and retain market share. So you have to as well.

There's no better time than right now to make sure you stay on the cutting edge of industry developments. One of the best ways to do that is attend the **Pumper & Cleaner Environmental Expo** Feb. 25-28 in **Indianapolis**. And as long as you're coming to see the latest and greatest equipment on the exhibit floor, I'd like to put in a plug for the Expo's highly successful Education Day on Monday, Feb. 25.

Technical topics

Education Day is always evolving, growing in scope and changing to meet the current needs of the pumping community. The **National Association of Wastewater Technicians** organizes a seminar track touching on issues important to septic system professionals. This year, topics include pressure distribution, pump choices, and operations and maintenance.

Technical courses of interest to pumpers are also being organized by the **National Onsite Wastewater Recycling Association**, the **Portable Sanitation Association International** and the **WaterJet Technology Association**, among others. The full day of seminars is sure to offer something of interest to all pumping contractors.

In addition to the Education Day seminars, NAWT is organizing certification courses in a pre-Expo schedule, including Vacuum Truck Training Technician, Inspector Training and a new offering, Principles of Septic System Design. For more information on these courses, check out the "NAWT News" column in this issue.

On Tuesday, Feb. 26, three seminars will look in-depth at land application rules and requirements, including a case study discussion led by **Bruce Fox**, who will give an overview of his **Allstate Septic Systems operation**. Fox is president of the **Pennsylvania Septage Management Association** and past president of NAWT.

Building your business

An exciting development, there will be an expanded emphasis on the business side of pumping this year. Highlights of business-building seminars — both on Education Day and Feb. 26 and 27 — include an all-day program by business coach **Scott Hunter**, a popular speaker at past Expos, entitled "2013 - Your Best Year Ever." And **Dan Friesen** of Nexstar Network presents "The Business of Contracting," which teaches the principles of **Frank Blau Jr.**, who was a popular Expo speaker in years past.

Other topics crucial to the future success of septic service companies include cloud computing, social media marketing and business management.

Take a peek inside

For more details on all the seminars planned for the Pumper & Cleaner Expo, turn inside to our roundup of education sessions. And while you're looking around, check out our Expo product preview in this issue. And then learn more about Expo host city Indianapolis in our feature story about the city's treasure trove of war memorials. Indy is a great place to visit, and you'll keep busy at the Indiana Convention Center during the day, then explore the beautiful downtown in the evenings. ■

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Posing in the yard with the company's fleet of trucks is (left to right) Dusty Miller, his wife Toby Miller, and their son T.J. Miller. Two of their three vacuum service trucks are more than 20 years old, an indication of how well the Millers care for equipment. (Photos by Ron Holman)

Whatever It Takes

Family-run Dusty's Pumping Service sticks to traditional marketing and tried-and-true customer service to bring home the bacon **By Lisa Balcerak**

Dusty Miller knows that if you take care of the customers, the customers will take care of you. That has been his philosophy for the last 25 years as owner of Dusty's Pumping Service in Dinuba, Calif. Focusing on keeping customers happy at any cost has reaped big rewards for the family-run business.

In the 1980s, Miller was a road construction worker who wanted to start his own business. Several in-laws owned septic service companies, so Miller became interested in the industry. Along with his wife, Toby, Miller spent three years squeezing in pumping projects before and after his daytime construction job. Eventually the couple was doing three early-morning and late-night projects daily, several days a week, but the schedule became too hectic, so he started pumping full time.

Over time, Dusty's Pumping Service expanded by purchasing several companies, including a 50-year-old pumping business.

Sticking with septage

Originally the company pumped septic systems, portable restrooms and grease traps. Today, Miller focuses solely on septic pumping for residential and commercial customers, as well as inspections for real estate transfers.

In 2008, the company stopped providing grease trap service because of

Profile Dusty's Pumping Service, Dinuba, Calif.

OWNER: Dusty Miller
FOUNDED: 1987
MARKET AREA: Fresno, Kings and Tulare counties
SERVICES: Septic pumping and inspections
EMPLOYEES: 3



(continued)

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disposal challenges in nearby dumping facilities. The communities in the area would no longer allow grease disposal, making it too challenging for Miller to be profitable. Plus, using the same pumping truck for grease and septic waste proved to be more trouble than it was worth.

In 2009, Miller sold the portable sanitation portion of the business as demand significantly dwindled. In the farming community he serves, contractors were buying their own vacuum trucks and restrooms to save costs, so it was no longer a viable business.

Ten years ago, the Millers' son, T.J., joined the team. With business booming, Toby moved to an administrative role, handling billing and answering phone calls. Despite a high demand for pumping services, Miller has kept staffing lean and costs low to maximize profit.

"Years ago, bigger was better. Now it's about doing as much as possible with the fewest people," Miller says. "We can have two more people and make another \$50,000 per year, but it will cost me \$40,000 to keep them. I'm

just not going to trade dollars. It's a family company and that's how I like to keep it."

As a child, T.J. Miller would ride in the pumping truck with his father.

"I got teased as a kid for what my dad did. It's not the most glamorous job," he recalls. "But as I grew up, I understood how much my dad worked for the business. It has paid the bills and paid them well. It has taken care of our family. It's a good business to go into."

Years ago, bigger was better. Now it's about doing as much as possible with the fewest people. We can have two more people and make another \$50,000 per year, but it will cost me \$40,000 to keep them. I'm just not going to trade dollars. It's a family company and that's how I like to keep it.

- Dusty Miller

T.J. Miller opens the valve to start pumping a tank at the Kingsburg Gun Club.



Inspection Service Brings Repeat Customers

Providing a steady supplemental revenue stream, Dusty's Pumping Service performs an average of 10 septic system real estate inspections per month. Since timing for inspections is often flexible, they fit in the schedule between regular pumping jobs.

By providing thorough reports — including photos and maps of the system location — Dusty's is a popular choice for real estate agents who want the most complete information possible.

"The real estate agents know we do a good service at a fair price, and they can always contact us with a question," owner Dusty Miller says. "If they don't have all the information we need, sometimes we try to reach the old property owners. We try to make it easy for the real estate agents."

Most inspections involve locating the septic tank, digging up covers for dual compartments, checking all baffles, inspecting the tanks for damage, and making sure effluent is flowing to the leachfields. If needed, Dusty's performs the repairs or replacement needed to meet code requirements.

In 75 percent of the cases, the inspection leads to repeat business from the homeowner, which provides Dusty with another opportunity to educate the customer. "We explain how often they should clean the system, the kind of bacterial products to use in the system, and how to keep an eye on toilet and faucet leaks to save on water entering the system," Dusty says. "We connect with the homeowner so they feel comfortable using us again."

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Dusty Miller (right) and his son, T.J., pump a tank at a gun club in Kingsburg, Calif.



T.J. Miller installs a new Tuf-Tite riser for a residential customer. The Millers like when they can bring the tank lid to ground level to limit digging for system pumping and inspections.

Commercial service demands

Dusty's Pumping Service covers a 50-mile radius through three California counties: Fresno, Kings and Tulare. Father and son work a combined average of five to six jobs daily, six days a week. Half of the work involves pumping and routine maintenance, while the remaining jobs are emergency calls to address blockages. Most maintenance involves installing Tuf-Tite lids and risers on the tanks, replacing incoming and outgoing baffles, and using a Takeuchi mini excavator to repair sewer lines.

Most of the company's commercial customers are casinos and produce-packing sheds processing apricots, nectarines and peaches. The agricultural clients pump their own portable restrooms, but transfer the waste to holding tanks. During the peak packing season, Dusty's may pump out the 1,500- to 3,000-gallon holding tanks as often as once a week.

As 24-hour operations, casinos and packing sheds pose challenges. An emergency call may occur during late evening hours or on weekends and holidays. Those are the opportunities for Miller to demonstrate his dedication to customer service.

"We do whatever we have to do to take care of it," he says. "We try to do maintenance beforehand, talk with them and let them know how things should work to operate smoothly. If they run smoothly, we run smoothly and everyone is happy."

Word of mouth

Local counties have stringent regulations and fees for sewage disposal. Each of the three counties where Dusty's operates require separate permits and fees. "California is getting harder and harder with regulations from the highway patrol, more agency permits, and higher permit costs," Miller says. "It's getting tougher for anyone trying to make a living at sewage pumping."

Sewage loads must be dumped in the county where it was collected. Therefore, Miller sometimes makes several stops to different wastewater treatment sites each day as he crosses county lines. Plus, each site will charge the same fee whether dumping a full or partial load, motivating the Millers to map routes carefully and use a backup storage tank whenever possible to ensure dumping the biggest loads.

"Some people have a hard time understanding the charges because we have to pay such a high dump bill at their county's facilities," Miller says.

While many companies are turning to online marketing, Miller strictly relies on repeat business rather than a big advertising budget. The company has no website and does no marketing. Instead, Dusty's Pumping Service has grown the business through phone book listings and word-of-mouth endorsements. About 85 percent of the calls come from repeat customers.

Customer education plays an important role in providing customer satisfaction.

"It comes down to honest and quality service," Miller says. "We educate customers about saving water, fixing water leaks, and when they should pump their septic tanks. I make sure they understand the situation from the start. We do the right thing and people know it."

Miller is confident about maintaining his customer base. "I don't worry about competitors," he says. "I worry about myself and my family. I wish my competitors all the best and want them to do well, but I have no time to worry about what they are doing."

I don't worry about competitors ... I wish my competitors all the best and want them to do well, but I have no time to worry about what they are doing.

- Dusty Miller

Building customer loyalty

Since Dusty's Pumping Service gets paid by the job, it's most profitable to finish quickly and move on to the next tank, but spending a little extra time with a customer goes a long way toward building a lifetime loyal customer, Dusty says.

The company is careful about returning landscaping to its original condition, working around plants, and washing concrete. Dusty and T.J.

The use of chemical products in septic systems is the discussion between Dusty Miller (left) and customer Luis Salamanca at the Kingsburg Gun Club.

know the value of providing personal service. In the past, they have carried firewood, planted rose bushes, picked up dog droppings in the yard, and helped move furniture for customers.

"It may take five minutes of my time to do something extra, but I will have a customer for life," T.J. says.

Taking care of the fleet

The company maintains its vacuum trucks with longevity in mind. For years, the company used two trucks: a 1991 Peterbilt and a 1992 Kenworth T800. The Peterbilt has a 3,200-gallon steel tank and Fruitland 500 pump. The Kenworth was a former oilfield truck with a 2,600-gallon steel tank and Fruitland 500 pump. The Peterbilt was recently pulled off the road and now serves as a backup storage tank.

The trucks receive oil changes every 3,500 miles.

"We have people wanting our old oil because it is so clean," T.J. says. "We want our trucks to stay a long time because they are our money makers. If they don't run, we don't pay the bills. Our 1992 Kenworth truck is in better shape than most 2007 trucks out there."

The Millers ordered a 2012 Kenworth from Southwest Products, built out with a 3,500-gallon steel tank and a water-cooled Masport pump. The truck's 20,000-pound GVW front axles allow weight to be pushed forward for more efficient hauling.

Every evening, the team prepares the trucks for the next day by washing the windshield and rims, checking fluid levels and tire pressure, and replenishing the supply of Pro-Pump bacteria (Ecological Laboratories) they use for tank maintenance. To keep a professional image, the trucks are washed every Saturday by a cleaning service.

Enjoying the ride

For now, Miller has no plans to retire, but the reins will eventually be handed over to T.J.

"It is something I know and enjoy, and my son enjoys it," Miller says. "We're building something for him once I retire. I'm not interested in leaving it right now. We are enjoying the ride. We're far from rich, but we can afford a nice dinner once in a while." ■



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Jay Forte



Jay is a consultant and the author of *Fire Up Your Employees and Smoke Your Competition*. He can be reached at humanetricsllc.com, FireUpYourEmployees.com or 401/338-3505.

Feedback Fuels Performance

Try this positive five-step process to propel employees' performance, confidence and commitment to your company mission

By Jay Forte

We've all seen Olympic athletes or "American Idol" contestants anxiously await their scores from the judges. We, too, look for approval and ways to improve. As children, we'd watch our parents' faces when we stood on an elementary school stage. In business, we ask for comments on customer satisfaction surveys.

All are forms of feedback, and we watch for it and want it. Whether the feedback is good or bad, we want to know how we are doing. We use this information to determine how to respond or what to do next. It's one of the most powerful tools a manager has to influence employee performance.

Employees are key in developing strong customer relationships. Therefore, employees need to have the best skills, use sound judgment,

and feel competent in their job. They must always be learning, thinking and improving. They also need information about the quality of their work. That means managers have to keep an eye out for employees doing great things and provide positive feedback to sustain their performance. They also must watch for problems and use teachable moments to help employees improve and develop stronger skills. Feedback is the way to guide, coach and educate employees to improve performance.

GOOD RELATIONSHIPS

Effective performance feedback has rules because, done poorly, it can damage the manager/employee relationship. Employees don't want to be scolded or told what to do. They want meaningful information to help them improve. Following this process guarantees all feedback - good and bad - will focus on behaviors and performance.

Step 1: Start with a "cookie."

No one likes to hear about something that needs improving through a strong or harsh statement. Feedback is about people, behaviors and emotions. Start each performance review or feedback session with a positive comment (a "cookie"), something that shows respect and understanding of the employee and encourages a dialog.

Step 2: Describe current behaviors and situations.

Give great details. Describe what is happening, the behavior that you want to reinforce and the behavior or situations that need improvement. Be specific, brief and direct. Remember, the goal is to change behavior that needs changing and encourage good behavior to continue.

Step 3: Describe their impact and consequences.

Again, be specific. Note the effect a behavior had on results, customers or other employees. The more detailed and accurate the information, the more meaningful the feedback will be. No adult changes behavior unless there's a personal reason to change. So the impact of the behavior should not only deal with the company, but should also be a personal "attention-getter" for the employee.

Step 4: Create a plan.

Work with the employee to suggest options that would improve a negative situation or keep a good one going. Be sure the employee has a voice in the process; the more the employee invents the solution to a problem, the more they own the results.

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Step 5: End with a “cookie.”

Regardless of the nature of the feedback, employees will receive the message better when the feedback session starts and ends with a positive, personal tone. Reassure the employee of the value of the discussion. It sets the stage for an open, honest relationship and ongoing dialog about performance.

AN EXAMPLE

To show how the process works, let's say your employee, Jean, was not very helpful to a customer on the phone. You heard the exchange and now must provide feedback so Jean can improve her understanding, confidence and performance:

Step 1: Cookie. “Jean, you have some of the best customer service skills in our company. Our customers are always very impressed with our service when they deal with you.”

Step 2: Describe current behavior. “Jean, I heard you on the phone with Stanton Company. You were short with them, told them to call back when they knew the part numbers they wanted, and hung up without saying thank you. Did I hear this correctly?” Give Jean an opportunity to respond.

Step 3: Describe the impact. “Jean, Stanton is one of our best customers. They continually send other customers to us, and if we do not treat them with our best service, they will not refer others to us. They were critical in helping us achieve our profit targets, which resulted in bonuses for everyone — including you. Our relationship with them is critical to our success.”

Step 4: Identify alternative behaviors. “Jean, what do you think you should do with Stanton right now?” Allow Jean to offer ideas and own the solution. “Great, Jean, I like that idea; please get right on it. Remember how important the relationship is with each of our customers. They call us because we know what we're doing, and we treat them better than anyone else ... it's how we do business.”

Step 5: Cookie. “Jean, you are an important part of the great service we give our customers. Thanks for making a difference; please keep doing your best to help us be the best in the industry. Thanks.”

Though this approach is more “human,” it doesn't coddle employees. It defines expectations and holds employees accountable. It ensures that employees learn, are treated fairly, and are responsible for their actions.

NO VENTING

Feedback is not an outlet for the manager to vent. It should focus on behaviors that need to be continued or improved. Though this approach is more “human,” it doesn't coddle employees. It defines expectations and holds employees accountable. It ensures that employees learn, are treated fairly, and are responsible for their actions.

Feedback is an important tool managers have to help employees grow, make the extra effort, and improve performance. Employees want feedback; be sure to provide the kind that builds their skills, confidence and commitment to perform at their best. ■

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Come and Learn

Expo education seminars offer cutting-edge information on service best practices and business building for pumping professionals **By Jim Kneiszel**

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

Education is an important component of the 2013 Pumper & Cleaner Environmental Expo, and a host of valuable seminars are scheduled to help pumping professionals grow and improve the services they offer customers in the year ahead.

First off is Expo Education Day, Monday, Feb. 25, which has grown greatly in scope and attendance over the years. Tracks of seminars are sponsored by a variety of professional organizations, including the National Association of Wastewater Technicians, the National Onsite Wastewater Recycling Association and the Portable Sanitation Association International. The full day of seminars includes many opportunities for pumpers to earn continuing education credits toward state certification.

The following days will feature a variety of additional seminars covering a wide range of topics, from professional techniques in the field to business-building tips.

All of the education seminars, including a lineup of sessions presented in Spanish, will be held at the Indiana Convention Center in meeting rooms adjacent to the Pumper & Cleaner Expo exhibit halls. For more information on seminar times, locations and speakers, visit www.pumpershow.com.

Seminars of interest to pumpers include the following:

Education Day, Monday, Feb. 25:

National Association of Wastewater Technicians

“Introduction to Pressure Distribution,” by onsite consultant Kit Rosefield: Learn how and where to use pressure distribution, practices for installing pressure laterals in gravelless media, and much more.

“Designing Systems: Boundaries and Barriers from a Soils Perspective,” by Jim Anderson of the University of Minnesota: Focus on soil design principles for both gravity and pressure distribution systems.

“Pump Choices and Settings: Decisions for Proper Operation,” by Dave Gustafson of the University of Minnesota: Get an in-depth look at pump selection and sizing, float setting, timers, controls and dosing.

“Operation and Maintenance of Pressure Distribution Laterals,” by Bob Wright, P.E., of CHURCH Onsite Wastewater Consultants: Learn

drainfield layouts for aboveground and at-grade systems, plus ways to clean laterals, and types of lateral clean-outs and inspection ports.

“Installing with Management in Mind: How to Get the Most out of Your System,” by Dave Gustafson: Learn how to create systems that are easy to maintain and service for the long term.

National Onsite Wastewater Recycling Association

“Time Dosing – Why? How? And How Much?” by Tom Fritts of Residential Sewage Treatment Co.: Learn the benefits of time dosing, from extending drainfield life to reducing the cost of some installations.

“Loading Rates – How Much Can the Soil Take?” by Sara Heger of the University of Minnesota: Find out how quantities and quality of wastewater vary by dwelling and how to design for them.

“Troubleshooting Pumps, Floats and Panels,” by Tom Fritts: Learn the steps to becoming a skilled troubleshooter of pumps, floats and panels.

“The Dirty Dozen – Toxins That Kill Septics,” by Sara Heger: Learn the effects of chemicals, cleaners, medicines and antibacterial products on septic systems and find out about alternatives.

“How Installers Can Use the Poor Economy to Increase Profits,” by Tom Fritts: Discover how to make the economy your sales partner and increase profits.

“Are Seepage Pits Really Bad?” by Sara Heger: Explore issues related to proper siting, design and impact to the environment, including soil phosphorus and chlorides in the groundwater.

“Designing Drip Dispersal Systems,” by John Buchanan of the University of Tennessee: Learn drip irrigation technologies, their advantages and the hydraulic principles that allow these systems to function.

“Soil Erosion Control During and After Septic System Installation,” by John Buchanan: Learn how to control erosion, manage stormwater, and quickly establish vegetative cover over newly installed septic systems.

(continued)

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“Decentralized Wastewater Collection System Maintenance,” by John Buchanan: Find out about the maintenance required to ensure the long-term success of decentralized collection systems.

Portable Sanitation Association International

“Good Agricultural Practices,” by Robert Davis, division manager for PolyPortables, and Steve Washburn, project manager for PolyJohn: This panel discussion introduces the issue of fresh food contamination and explores how portable sanitation contractors can work to establish industry standards.

WaterJet Technology Association

“Safety & Efficiency – You Don’t Have to Choose!” by Gary Toothe, training manager for FS Solutions: Learn about safe and efficient use of vacuum to keep your business productive and competitive.

“Selecting the Best Jetting Tip Doesn’t Have to Be Scary,” by Gary Toothe: Learn the factors in selecting the proper jetting tip for sewer, pipe, tube and surface cleaning.

“Hydroexcavation – The Non-Destructive Solution,” by Benjamin Schmitt, product manager for Vactor Manufacturing: Learn the distinctions between hydroexcavation and pneumatic excavation, and a review of who is using the technology and applications.

“Understanding the Power: Physics of Vacuum and How it Works,” by Phil Stein: Explore how vacuum is used to remove various liquids and solids, as well as the science and calculations related to everyday job situations.

“Safe and Proper Operation of Combination Machines,” by Chris Cira, president of M Tech: Learn safe and proper use, care and maintenance of combination machines, including key aspects of the NASSCO guidelines.

Tuesday, Feb. 26 Education Seminars

Transportation and Land Application

“Driver Compliance and Certification: How to Meet DOT Requirements,” by Tony Cardomone, vice president of sales and marketing, Concorde Inc.: Discuss driver qualifications files, CSA scores, drug testing programs, supervisor training, pre-employment screening, DOT physicals and occupational health.

“Staying in Compliance with 503 Regulations for Land Application,” by John Colletti, U.S. Environmental Protection Agency regional biosolids coordinator: Look at some of the 503 rules that most often result in administrative penalties.

“Land Application: Case Study of a Long-Term Operation,” by Bruce Fox of Allstate Septic Systems and president of the Pennsylvania Septage Management Association: An in-depth overview of Fox’s pumping operation and emerging issues for companies that land-apply. ■

A popular education feature at the Expo is the business seminar program. This year’s highlight is the all-day seminar, “2013 – Your Best Year Ever,” given by business coach Scott Hunter on Education Day, Monday, Feb. 25. In previous Expo appearances, Hunter has drawn full rooms with his easygoing yet inspiring style. Other general business seminars include:

Education Day, Monday, Feb. 25

“The Art and Science of Business Management,” by Bill Raymond of Frank & Lindy Plumbing, Heating & Cooling: Learn how to rid your business of “money thieves” and meet revenue and profit projections.

“The Business of Contracting,” by Dan Friesen of the Nexstar Network: Discover the success secrets of Frank Blau Jr. for building a healthy, strong, profitable company.

Tuesday, Feb. 26

“New Untapped Techniques to Capture Today’s Customers,” by Jerard Nighorn of Lenzyme: Learn seven steps to capturing and keeping customers and getting customers to market for you at no cost.

“10 Steps to Marketing Success,” by Suzan Chin of Creative Raven: Discuss branding, promotion, publicity, advertising, social marketing, electronic communication and more.

“Cloud Computing for Small Business and the Field Service Industry,” by Oren Shatken of FoundOPS: Explore how cloud computing can improve your productivity.

“Don’t Win the Price Game,” by Frank Taciak of C.A. Taciak & Sons: Discover how to get out of the low-price trap, charge for the real value of your services, and operate more profitably.

“Make the Phone Ring with Low-Cost Marketing,” by David Heimer of Service Roundtable: Discover proven techniques to attract customers and recruit top employees without print, TV or radio advertising.

“Local Marketing on the World Wide Web,” by Jim King of COLE, Inc.: Discover how to market effectively on the Internet through searches, social media or email.

Wednesday, Feb. 27

“Save Money – Move Your Business to the Cloud,” by Joel Smith of Clear Computing: Learn the types of cloud computing, how they affect your business, and the pros and cons of using this resource.

“Morally Bankrupt,” by Dina Dwyer-Owens of Mr. Rooter/The Dwyer Group: Learn how to live R.I.C.H. by embracing Respect, Integrity and Customer focus, and Have fun in the process.

“Measuring Success Matters: Your Ads, Your Agents, Your Technicians,” by Ara Mahdessian and Vahe Kuzoyan of Service Titans: Spend an hour learning how to focus on generating more leads, booking more appointments, and closing more sales, and why measuring success is the key to all three.



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RULES & REGS

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

Onsite Systems Not Responsible for Washington State Fish Kills

By Doug Day and Scottie Dayton

A report by the U.S. Environmental Protection Agency and the Washington Department of Ecology found that nitrogen from onsite systems was insignificant in contributing to low-oxygen events that kill fish in Hood Canal in Washington State. The findings said stricter pollution limits are not warranted. The agencies and outside experts also concluded the evidence was not strong enough to link human activity to oxygen problems. According to the report, the geography of the canal and ocean conditions were the overwhelming causes of massive fish kills.

Michigan

The Grand Traverse County Board of Public Works agreed in October to an annual levy of \$25 for all properties that have septic tanks, subject to public hearings and further approval. The proceeds would fund the county septage treatment plant, which has been losing money since it opened in 2005.

Maine

The state Department of Environmental Health has made its Subsurface Wastewater Disposal Rules available for e-readers and tablets. Files can be downloaded for Kindle, Nook and other devices that can read .epub or Adobe PDF files. The files are available from the website of the Maine Subsurface Wastewater Unit.

www.maine.gov/dhhs/mecdc/environmental-health/plumb/index.htm

Indiana

The Indiana Onsite Wastewater Professionals Association is exploring a program to certify septic system inspectors and maintainers. The first step was to review various sources to develop a state-specific checklist of items to include in an adequate inspection. They reviewed material from other states and the National Association of Wastewater Technicians. The program would be designed to match the standard ordinance developed by the Indiana Environmental Health Association and provided to counties as a guideline.

Once the program design is complete, IOWPA plans to develop training and testing. ■



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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



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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1995 Ford L9000 with Guzzler Hazardous Unit
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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



1999 International with Guzzler Classic Vacuum Truck
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Cat C-10 @ 305 hp, 10 spd., power divider, cruise, Hendrickson susp., 1112 hrs. showing on meter, Roots dual lobe blower, 1/2 opening rear, dumping body, 18 vyrd. cap., 18k/40k axles, 238" WB



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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



2006 Peterbilt 379 4,000 gal. Pres/Vac Unit
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2002 Kenworth T800 Single Barrel Pres/Vac Truck
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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.



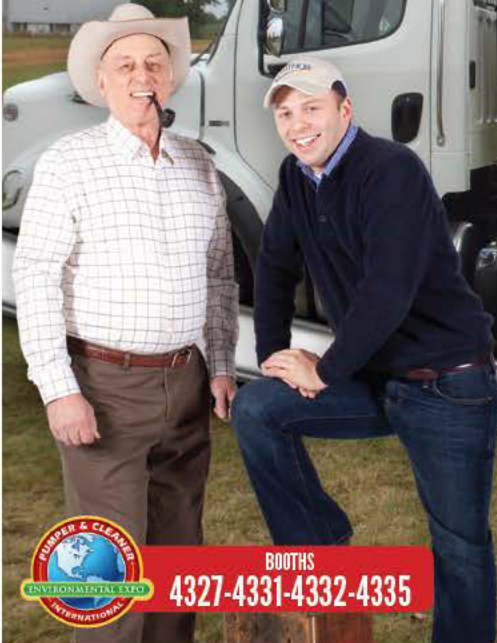
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Baby Steps



New York's O'Brien's Septic started as a small, part-time venture, but blossomed into a diversified, family-supporting pumping company By **Scottie Dayton**

Fortified by the belief that if you can change a baby's diaper, you can clean portable restrooms, Kathy O'Brien of Nunda, N.Y., came into the industry with no experience. Her husband, Sean, a welding shop supervisor, pumped septic tanks on evenings and weekends.

A mutual understanding to refuse to fail has driven their learn-as-we-go adventure. At the outset, Kathy O'Brien's main goal was to change the way people feel about using portable sanitation or even walking up to units. "The ones I had used were nasty," she says. "I want people to see my units and not be afraid to open the door."

Debuting in 2003, O'Brien's Septic had 30 restrooms in the field and pumped 15,000 gallons of septage. Successively, the company exceeded annual financial goals she set by \$10,000 to \$20,000. By the end of 2011, they owned 185 units, hauled 204,650 gallons of septage, and had purchased another small pumping company.

Working mom's dream

Kathy O'Brien, then 35, was working full time as an office assistant to pay a babysitter to watch their 3- and 5-year-old daughters. Wishing to stay home with them, she evaluated her situation and the possibility of self-employment. A former co-worker of Sean's working in the sanitation business told the couple there would always be a demand for garbage collection and pumping septage.

"Hauling garbage held no appeal," Kathy O'Brien says. "That left portable sanitation and septic tanks."

Many Livingston County residents have conventional gravity onsite systems with

Profile O'Brien's Septic, Nunda, N.Y.

OWNER: Kathy O'Brien

FOUNDED: 2003

EMPLOYEES: 1 full-time, 1 part-time

SERVICE AREA: 60-mile radius of Nunda

SERVICES: Septic service and portable sanitation

WEBSITE: www.obrienseptic.com



Sean and Kathy O'Brien have spent nine years building O'Brien's Septic from a small part-time business to a family-supporting enterprise. (Photos by Trent Wellott)

(continued)



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After hand-digging this 500-gallon residential septic system, Sean O'Brien gets to work pumping.

Sean O'Brien takes measurements while installing a new septic system drainfield.



drainfields. The county's two septic companies operated beyond a 25-square-mile radius of Nunda, the couple's proposed service area. The county also had no portable restroom companies. "Sean and I talked about the physical aspect of the work, but it didn't sound too bad," O'Brien recalls. "We decided to look for customers."

The team approached construction companies and golf course managers to ask how they liked their portable sanitation service, then guaranteed theirs would meet or exceed expectations. Most welcomed the promise. They also talked to village and town event officials about providing portable sanitation and got the nod.

With customers lined up, the O'Briens bought 75 pre-owned fiberglass portable restrooms and a 1997 Ford F-250 pickup truck with slide-in unit to transport them. They also bought a 1985 Chevy with 2,500-gallon steel tank and Moro pump. Back home, they removed graffiti from the restrooms and painted them white. "I still have some in service because customers love them," says O'Brien.

Telling portable sanitation customers that the company also pumped septic tanks jump-started that branch of the business, as did advertisements in local papers and PennySaver publications. "The word of mouth and PennySaver response was great," says O'Brien. "By the end of 2003, Sean was servicing 15 pumping customers on evenings and Saturdays."

Dream meets reality

With a cellphone on her belt, O'Brien put her eldest daughter on the bus for kindergarten, then strapped the youngest into the pickup truck before servicing routes and picking up or making deliveries. She was home in time to meet the school bus, do office work, and answer the phone. "I dislike leaving messages and vowed that when people called my company, they would talk directly to the owner," she says.

While able to spend more time with her daughters, O'Brien didn't anticipate how deeply the phone would cut into their personal time. "I pride

myself on answering it, especially since most people are calling because they have sewage backing into their homes or toilets not flushing properly," she says. "However, the negative side was never getting away from the phone."

Always a perfectionist, one of the hardest things O'Brien did was lower her expectations on the appearance of the house. As soon as the girls were old enough to help with cleaning, laundry and cooking, O'Brien put them to work.

"They weren't happy about it, and didn't always do things the way I would have done them," she says. "Lowering my standards to 'good enough' was very difficult, but nitpicking because something wasn't done my way would have been counterproductive."

O'Brien enjoyed the physical work associated with portable sanitation because it kept her in shape and mentally alert for afternoons on the computer. For the first two years she deployed 30 restrooms, then demand took off. Today, the inventory includes Integras from PolyPortables and Legacy, PJN3 and two ADA units from PolyJohn Enterprises. There are three Global and two World Care ADA units from Satellite Industries, and four Boudoirs from PolyPortables for weddings, graduations, weekend parties and other special events.

The company pumps 10 to 25 tanks per week in the summer and six to 10 in winter. Every February, O'Brien goes through the database and determines who needs service.

Being there when we say we'll arrive, returning calls promptly, talking and looking like professionals, and cleaning bathrooms and septic tanks to the highest standard made this company.
- Kathy O'Brien

Courtesy equals success

O'Brien attributes the company's success to customer service. "Being there when we say we'll arrive, returning calls promptly, talking and looking like professionals, and cleaning bathrooms and septic tanks to the highest standard made this company," she says.

Construction accounts for 20 percent of portable sanitation in summer and 10 percent in winter. In summer, golf courses, state and local fairs, arts and craft shows, and private events bring in the most restroom revenue. Permanent accounts and septic pumping generate income through the winter.

Learning how to operate the equipment came quickly; coping with the debris in the portable restrooms took longer. O'Brien nearly had a heart attack when she lifted a seat and something blue blasted out of the tank at her and out the door. "A bird had apparently fallen down the stack and become trapped," she says. Unharmful but drenched in deodorant, it flew away into the rain.

(continued)



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With business on the rise, the couple cleared some land on their 36 acres and built a 46- by 30-foot, three-bay garage. Sean maintains the trucks and cleans them in the driveway using a 3,000 psi Honda pressure washer.

Although the business was supporting itself, Sean continued working full-time and pumping evenings and weekends. He also completed the National Association of Wastewater Technicians' installer course. "Our code doesn't require removing the lid to pump a tank, but that's how we have always done it," says O'Brien. "Most people know the tank's location and have it dug up for us. If not, I follow Sean with the pickup truck pulling the New Holland backhoe on a trailer."

Sean also services seven restaurant grease interceptors every six months and holding tanks in state park and forest restrooms. In summer, many residents camp on their own land and he pumps the tanks in their recreational vehicles. The septage goes to municipal wastewater treatment plants.

Time for change

By summer 2010, O'Brien was working 12- to 14-hour days. She had urged Sean to join her full time for two years, but he was reluctant to give up his company health insurance and the extra income. "The business was growing faster than I could keep up," she says. "At the end of the year, I'd spend two weeks entering transactions into the computer. The paperwork was overwhelming. In hindsight, I should have hired an office assistant years ago."

Technician Mark Harrington stops to service a restroom stationed at the Genesee High School baseball field. Restrooms at the school locations are serviced almost every day during the season of heaviest usage.



Time to Play

Building O'Brien's Septic took nine years of nonstop work. Now Kathy and Sean O'Brien are thinking more about enjoying a personal life. They began by scheduling more work during the week to free up weekends.

"Our girls are 12 and 14, and we love to bowl and ride all-terrain vehicles together," says Kathy O'Brien. "This year, we plan to spend weekends camping in tents on our property. The last five summers, we were working too hard to do that."

Both daughters play sports, and their parents look forward to watching them compete. "One of us was always at the games," says O'Brien. "Now we're looking forward to being there as a family."

Eventually hiring additional employees will enable the couple to step back a little and take vacations. "We want time to enjoy each other and life," says O'Brien. "I want to travel from state to state to see all the wonders they have to offer."

In May 2011, O'Brien hired Mark Harrington part time to service routes and deliver portable restrooms, leaving her free to answer phones and process paperwork. Sean joined the company full time in June 2011. The lynchpin in their decisions was the option to buy a 20-year-old pumping company, which enabled the couple to expand and serve a 60-mile radius.

During the transition, a message on the owner's answering machine alerted customers that she was selling the business, and that they should call O'Brien's for service. As the closing date approached, O'Brien routed all calls to her cellphone. The acquired company came with a receiver and flushable transmitter from Prototek Corp., and a 1998 Freightliner with 2,600-gallon steel tank and Masport pump.

The business was growing faster than I could keep up. At the end of the year, I'd spend two weeks entering transactions into the computer. The paperwork was overwhelming. In hindsight, I should have hired an office assistant years ago.

- Kathy O'Brien

Piece of cake

Incorporating the second company was easy for O'Brien. "After keeping our records for nine years, the work was nothing new, and this was a small company doing four to six pump-outs per day," she says. "The biggest thing was keying their database into my computer." The purchase added more than 500 names to O'Brien's customer list.

O'Brien plans to grow the company as much as possible. Sean recently began installing gravity onsite systems: 1,000-gallon concrete septic tanks discharging to perforated pipe in the drainfield. Branching into real estate inspections and hiring more employees are in the future.

A challenge O'Brien anticipates is hiring people with the right mindset to clean restrooms and septic tanks, while meeting her expectations of customer service.

"We were fortunate to find Mark, because I believe he feels ownership toward the company," she says. "He does an awesome job." ■

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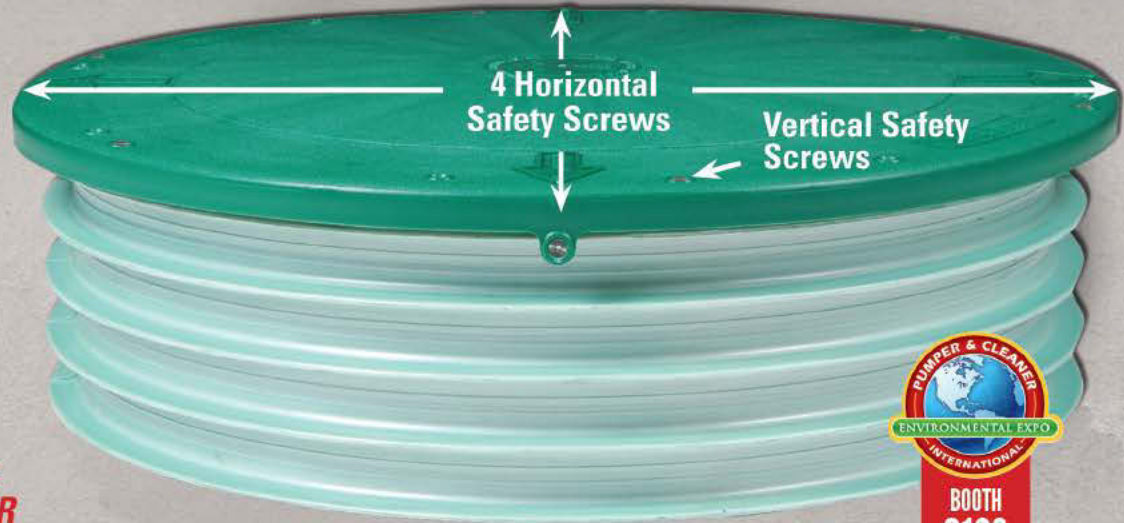
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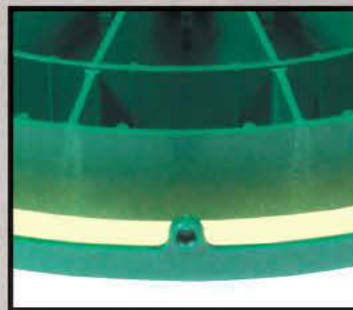
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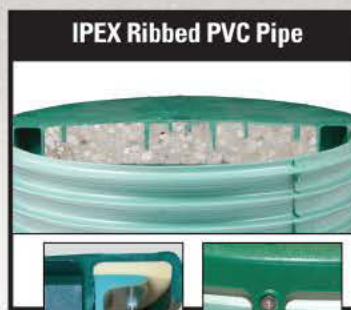
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The limestone Soldiers and Sailors Monument on Monument Circle designed by Bruno Schmitz is 284 feet high and the iconic heart of downtown. The Col. Eli Lilly Civil War Museum is in the lower level. Visitors can climb the 330 steps to the top or ride an elevator to get an eagle-eye view of the city from the observation deck. The monument is only 15 feet shorter than the Statue of Liberty. (Photos courtesy of Visit Indy)



Military Honors

Indianapolis has the distinction of being second to Washington, D.C., in building war memorials **By Sharon Verbeten**

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

Indianapolis is more than just the storied Hoosiers and fabled Brickyard of the Indianapolis 500 race, especially when it comes to honoring U.S. veterans.

Washington, D.C., may be considered the cornerstone of veterans' memorials, but Indianapolis easily ranks second. The Indiana War Memorial Plaza Historic District located downtown contains two museums, three parks and 24 acres of monuments, statues, sculptures and fountains, ranking it second nationally in acreage and number of monuments dedicated to veterans. It is also home to the national and state headquarters of the American Legion.

According to Brig. Gen. J. Stewart Goodwin (USAF retired), "There's no other place like this in the country. Indianapolis has more acreage in the nation devoted to veterans." Almost 200,000 visit the memorials each year.

As executive director of the Indiana World War Memorial, Goodwin, a 37-year Air Force veteran, adds, "Indiana has provided, based on population,

more service members (in all conflicts) than any other state. I've never seen another place where they treat veterans and honor them this well. The folks here are very down to earth ... and they're very patriotic."

The memorials, conveniently located within walking distance of the Indiana Convention Center, home of the Pumper & Cleaner Environmental

Indiana has provided, based on population, more service members (in all conflicts) than any other state. I've never seen another place where they treat veterans and honor them this well.

- Brig. Gen. J. Stewart Goodwin

Expo, include the Soldiers and Sailors Monument, the tallest memorial to Civil War veterans in the U.S.

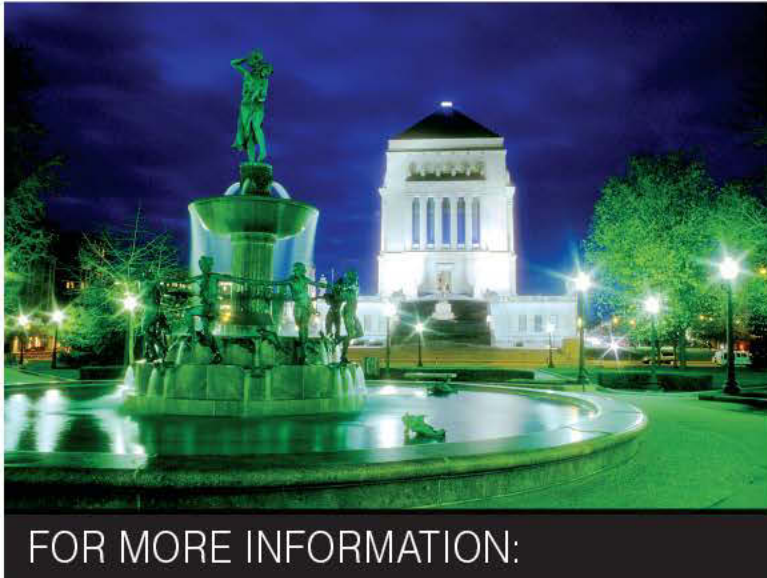
The Indiana World War Memorial sits 210 feet above street level; this mausoleum-style limestone and marble memorial pays homage to Hoosiers killed during World Wars I and II, the Korean War and the Vietnam War. A military museum in the basement allows visitors to follow the history of Indiana soldiers from the Battle of Tippecanoe through the most recent conflicts.

"Once we get them in the building, we've got them. The structure and architecture is amazing," says Goodwin.

The mall itself also includes memorials for World War II and the Korean and Vietnam wars, as well as Veteran's Memorial Plaza. The USS Indianapolis Memorial recognizes those who died on the last U.S. ship to sink in World War II. Of the approximately 1,200 sailors on board, only 317 survived.

Goodwin notes that one of every 10 people has served in the military. "We try to educate the 90 percent about what the 10 percent did," he says. ■

The Indiana World War Memorial Plaza is five blocks long and home to the American Legion National Headquarters. In the foreground is Depew Memorial Fountain in University Park. The Indiana War Memorial is seen in the background.



FOR MORE INFORMATION:

- **Indianapolis Historic Sites**, www.visitindy.com/indianapolis-attractions-historic-sites
- **Indiana World War Memorial**, 431 N. Meridian St.; 317/232-7615; www.in.gov/iwm/
- **Soldiers & Sailors Monument/Col. Eli Lilly Civil War Museum**, 1 Monument Circle; 317/232-7615; www.ulib.iupui.edu/kade/soldiers.html
- **USS Indianapolis Memorial**, Walnut St. & Senate Ave.; 317/232-7615; www.ussindianapolis.org/monument.htm
- **Korean and Vietnam War Memorials**, 700 N. Pennsylvania St.; www.visitindy.com/indianapolis-attractions-historic-sites-vietnam-and-korean-war-memorials
- **World War II Memorial**, 700 N. Pennsylvania St.; www.in.gov/iwm/2364.htm



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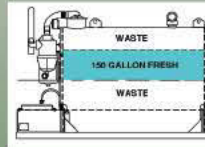
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Boom Time!

Life's a blast for New Hampshire pumper Joel White as he shares his passion for fireworks with friends and neighbors

By Scottie Dayton

Delighting people with the best firework displays they have ever seen keeps Joel White dreaming about what to do next when he isn't pumping septic tanks through his business, White's Septic Service in Dalton, N.H.

He pursued his explosive hobby by setting off smaller Class C fireworks for customers who owned campgrounds, resorts, restaurants and golf courses.

"I talked one owner into letting me put on a show if he paid for the fireworks," says White, 54, who always wears a shirt advertising his pumping company at events. When it got around that the experience had taken his guests to the next level of entertainment, the idea took off like a chain reaction. Nobody wanted to be left out.

As his clientele and their discretionary income expanded, White moved into Class B fireworks, the larger type typically fired off in municipal Fourth of July displays. His brother, Lauren, helped with the grand finale display by welding numerous launch tubes to a trailer. "Light one fuse and it burns through all the tubes," says White. "Standing there as the shots hammer out is incredible."

White uses a cart with three 3-inch and three 4-inch tubes 6 inches apart for single-shot displays. When loaded, 3-foot-long fuses hang over the tops of the tubes. The first 6 inches of fuse are slow burning.

"I use a Bernzomatic Pistol Panther — a belt-mounted propane cylinder with trigger-start hose torch — to light the fuses," says White. "It takes three seconds for the flame to reach the brown paper bag wrapped around



Joel White prepares the fuses for a fireworks display. The New Hampshire pumper has been creating fireworks for many years.

the fuse and shot, then ignition is instantaneous."

White has two helpers, one to remove the remains of the burning bag with long iron tongs and one to open and close the locker as White grabs a shot and loads the next tube. "The system makes fireworks safe," he says. "We've never had a problem in 34 years."

Between displays, White stores his fireworks in three steel explosive magazines lined with 4 inches of hardwood. Each door has two locks with quarter-inch steel hoods to prevent sawing and prying. The largest building is 6- by 6-feet.

Helpful friends

White's biggest fireworks displays happen at Santa's Village in Jefferson and at the White Mountain Boogie N' Blues Festival in Thornton. "I belong to the New Hampshire Pyrotechnics Association, as do enthusiasts from Massachusetts," he says. "Their law forbids Class C fireworks, so I invite my friends to blast them off at this festival. When they're done, I set off the big stuff."

Aside from what are considered traditional fireworks venues for his sideline business, White has added a few twists. When his grandmother passed away, White had an inspiration.

"She always liked fireworks, so after the preacher finished the graveside service, I set off a cake of 25 booms," he says. The boom funeral caught on and White lost track of how many he did. He buys the loudest boomers available for the best sound ricochet off the mountains. This somber service soon morphed into a more joyous family event, the boom wedding. While brides throw bouquets, exploding rounds eject parachutes for children to play with after they land.

Three years ago, White added perhaps the most unusual blastoff of his career. When 92-year-old Agnes Mooney requested in her will that he blow up her ashes after she died, he was happy to oblige.

"Cremated remains average about 5 pounds, so I tested a 4-inch Class B boom to see if it was powerful enough to achieve the required altitude," says White. He filled a large, empty baked beans can with gravel, dirt and rocks, sealed it, and glued it to the top of the shell. The test was successful.

As part of the family's celebration of life, White fulfilled Mooney's last wish by sealing her ashes in another baked bean can, gluing it to a 4-inch Class B boom, and igniting the fuse. "The explosion blew her ashes out of the can and into a perfect ball," he says. "They stayed round for a long time as



Pumper Joel White and his wife, Bonnie, show off some of the fireworks Joel makes for his side business helping local communities celebrate the Fourth of July with a bang. (Photos courtesy of Joel White)

“The explosion blew her ashes out of the can and into a perfect ball. They stayed round for a long time as they drifted down over the shooting range she enjoyed so much in later life. I couldn’t believe how neat it was.”

- Joel White

Here is some of Joel White’s explosive handiwork.



they drifted down over the shooting range she enjoyed so much in later life. I couldn’t believe how neat it was.”

Pumper Ingenuity

Ronald White started the company in 1963, then had seven heart attacks in 1972. “I was the only one still at home out of six kids who knew the job and could hop in the truck and support the family,” Joel White says. He was 14.

But the state licensed drivers at age 18. “The police knew our situation and they let me go,” he says. “I drove all over Vermont, up to the Canadian border, down below the Crawford and Franconia Notches, and over to the Maine border with no license.” He bought the business in 1973.

White’s determination and innovative nature also extends to his truck. In 1982, he custom-ordered a GMC 7000 Series chassis and set it up for stunt driving to assist him on the steep mountain roads. “I can whip the truck around on tar or dirt for a better approach to a road I want to take, or go sideways to line up with the road or a parking space,” he says. “In winter, if I can’t make it up the mountain to service a customer, I can slide the truck around and drive back down.”

White has changed out the engine eight times and will do so again this winter. “I can’t buy a bigger vehicle because it wouldn’t fit into tight places, and that’s all we have in the White Mountains,” he says. “My truck allows me to back up close to the tank and pump faster with a lot less work.” He prefers 260 air-cooled Jurop vacuum pumps.

In 1992, White replaced the secondhand 1,500-gallon steel tank he mounted on the chassis with a 2,100-gallon steel tank. White will replace it this winter with a 2,100-gallon stainless steel tank ordered from TEAMCO in Warwick, Quebec, Canada, through Desrochers Farm Equipment in Derby, Vt.

Harnessing the wind

His wife, Bonnie, runs the office. Because mountains interfere with cellphone signals, White built an FM radio tower on Dalton Mountain, enabling Bonnie to reach him over a 50-mile service radius. “I bought my

own radio station number to avoid needing a repeater system to get long range,” he says.

At an elevation of 1,900 feet, the wind blows constantly out of the west at White’s home. He put it to work after purchasing and repairing a toppled and broken 20-foot-diameter, five-blade wind turbine. White mounted the machine to the tower’s 10- by-10-foot octagon platform.

“The 19 kW generator will produce enough electricity for all our needs,” he says. “I’ll tie into the grid, and the local utility will pay me 18.5 cents per kilowatt hour in credits.”

The company’s 50th anniversary is 2013, but White views it as just another year in the life of a pumper. “Every day is a party with us,” he says. “We’re a big family and always doing something.” Whatever it is, it will involve fireworks. ■



While it’s not new and shiny and showing off fancy graphics, Joel White’s 1988 vacuum truck is built to handle the rough mountain roads where he lives. He’s changed the engine himself eight times over the years and is getting ready to add a new tank from TEAMCO.

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Erik Gunn



Erik is a magazine writer and editor in Racine, Wis.

Liability Coverage – How Much is Enough?

Without adequate insurance, a legal claim could swallow financial assets and your business

By Erik Gunn

In Massachusetts a few months ago, a local court awarded \$21 million to the parents of a toddler who died after falling into the family's septic tank six years earlier.

The family blamed the child's 2006 death on a badly seated tank cover that flipped over when the 3-year-old boy stepped on it, flipping him into the tank, where he drowned. They sued eight contractors. Seven of them agreed to settle, for confidential amounts that made up a portion of the total \$21 million.

A home inspector who didn't take part in the settlement was saddled with the remaining portion, although that amount has not been made public.

It was a tragic death, more so because it might have been so easy to prevent. But it also raises a sobering question: Is your business adequately covered in the event of a major liability judgment against you?

"Dollar awards just keep getting bigger," says John Rothstein, a Milwaukee lawyer with the firm Quarles & Brady who has represented a wide range of businesses and organizations sued in civil court for product liability and other tort claims. "Jury verdicts are going up. A million bucks today is not the same as a million bucks in 1970."

So how much liability coverage is really enough for your business? The shortest answer to that question is, "How much do you have to lose?"

Get professional advice

As with any financial matters concerning your business, one size never fits all. Before you make decisions directly affecting your company's operation or bottom line, seek out experts who know your particular business: A trusted insurance agent and a good liability defense lawyer, for instance.

General rules will help guide you as you consider their advice.

"Insurance protects you and your assets," Rothstein says. "If you don't have any insurance and you get into trouble, it could cost you all your savings, your bank accounts, even your business and your home."

Rule No. 1: Don't "go bare." On the other hand, rule No. 2 says the sky is not the limit. If your assets are worth, say, \$150,000, there's little point in paying for \$10 million worth of coverage in many cases. (There are exceptions, which we'll get to in a moment.)

Typically, you should be covered for something over the total value of your business and perhaps personal assets, Rothstein says. "If I've got \$500,000 in assets, I want more than \$500,000 in coverage. The more assets you have, the more insurance coverage you better have."

Calculating the risk

Rule No. 3 dictates that you think about the hard risks associated with your business. What sort of problems have led to suits against others in the same business you are in?

"You look at what type of losses are out there," Rothstein suggests.

For instance, if you install septic tanks, there's a slight chance someone could fall in and die – in short, the risk of the loss of a human life. But if you're a plumber and mess up while trying to clean out a clogged sewer, your biggest risk is more likely to be simply damage to the homeowner's property.

Of course, that's not necessarily cheap, either: Potential costs include redoing defective work, such as digging up and replacing a misplaced sewer line. Damage to the homeowner's property and additional costs for inconvenience may add to the bill.

So besides the value of the assets you're protecting, you need accurate calculations for a potential liability. A dramatic example: For a doctor doing delicate surgery, a misstep could incapacitate the patient – with a potential loss of tens of millions of dollars, perhaps much more than the doctor's business is worth. That doctor should get coverage for the higher number, though, Rothstein notes.

That's the sort of calculation requiring informed professional guidance tailored to your specific circumstances. But again, you want an additional cushion above your anticipated likely loss.

Manage the risk

Rule No. 4: Look at how you can manage your risk. What sort of safety practices does your business have in place to protect workers, customers and innocent third parties who might come across your finished work? Are there other measures you can institute at reasonable cost? The more

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you show you have taken all reasonable precautions, the less likely you are to be found negligent, even if something bad happens through no fault of your own.

Again, that's a general principle, not formal legal advice. "Less likely" is no guarantee of immunity from a lawsuit. Always consult with a knowledgeable professional who knows your business and the laws of your state.

Last, but definitely not least, is rule No. 5: If your business isn't already incorporated, incorporate it. This is true whether your business is a one-person shop or has many employees.

Once incorporated, make sure you respect corporate boundaries. Don't use business assets for personal use, and don't use your business credit cards or accounts to directly pay for personal products or services that aren't for the business. To do otherwise risks encouraging a judge to "pierce the corporate veil" and make an award to a plaintiff from your personal assets.

Rothstein points out that sole proprietors should cover their personal assets in any case. "If you're a plumber driving your truck and you have an accident, your corporation owns the truck, but you're driving it, so you can be sued personally."

If your business isn't already incorporated, incorporate it.
This is true whether your business is a one-person shop or has many employees.

Sued? What next?

So what could actually happen if you get sued?

Suppose your business is worth \$1 million and you've got insurance for \$1.5 million. Then your operation is sued, and a judge or a jury awards the plaintiff \$10 million.

Assuming the case is legitimate and you've lived up to your obligations with your insurer, the insurance company will pay the \$1.5 million for which you're covered.

Does that mean you still will owe the other \$8.5 million? And if so, what then?

Rothstein says, in theory, you could be forced to sell your company for its \$1 million in value, even after the insurance payment. "Now you're down to the remaining \$7.5 million," he continues. "But you cannot get blood from a turnip." So in the end, the plaintiff would eat the balance of what is owed under this scenario.

That's little comfort if you've just lost the business. But the scenario really doesn't have to play out that far.

Plaintiffs' lawyers "are very smart people," Rothstein observes. And they understand that a business owner is going to be far more willing to settle for what is already covered by insurance.

In many cases - again, assuming a legitimate case - a demand for an amount less than the insurance coverage will be at least grudgingly accepted, whereas a plaintiff who wants much more than the business is covered for "is just going to get a fight," he says. "If you have a million and a half dollars' worth of coverage, you can probably settle a lot more cases - even cases worth much more than that."

The bottom line: Look closely at what your liability insurance actually covers, and get sound advice on what the appropriate coverage should be. Then follow it.

It's the best way to ensure you have the protection you need should the nightmare of a lawsuit come true. ■

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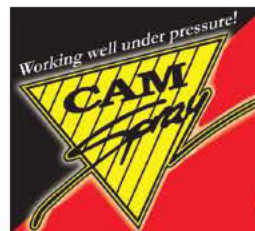
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THE TABLE IS SET

Pumping professionals will feast their eyes on the best tools and equipment the industry has to offer at the 2013 Pumper & Cleaner Environmental Expo

By Ed Wodalski

Ask any regular attendee of the Pumper & Cleaner Environmental Expo International what keeps bringing them back and their list of highlights will include seeing the latest products and services in one gigantic location. With hundreds of vendors in Indianapolis this year, it'll be a challenge to see it all.

To make sure you don't miss out on any of the breakthrough industry offerings at the Indiana Convention Center, there's an interactive floor plan on the Expo website (www.pumpershow.com). Whether you're a first-time visitor or longtime guest, we're certain the 33rd annual Expo will have all you need to build efficiency and profitability for your business.

Here's a look at some of the products and services you won't want to miss.



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PUMPS, BLOWERS

1 Boerger
Valveless, self-priming rotary lobe pumps from Boerger are available in 17 models and six series with flow rates up to 5,000 gpm. The screw rotor delivers pulsation-free and smooth flow patterns and reversible flow. The DPL double-acting mechanical seal enables the pump to handle difficult, hazardous and most viscous materials. 612/435-7300; www.boerger.com; Booths 2461, 2462.

2 BRUDON Air Vac/Kay International
The KAIV series blower from BRUDON Air Vac/kay International delivers 27 inches Hg of continuous high vacuum for wet or dry truck-mounted applications. Five models offer airflow from 850 to 5,300 cfm. Features include air-injection cooling and low pulsation tri-lobe impellers. 780/440-1634; www.brudonairvac.ca; Booth 4344.

3 CEI Chandler Equipment Inc.
Jurop RV Series vacuum pumps and CEI Chandler Equipment Inc. packages operate at or near 73 dB(A). The RV360 has a recommended input speed of 1,100-1,300 rpm with output of 360 cfm at free air and 332 cfm at 18 inches Hg. The RV520 has a recommended input speed of 1,100-1,300 rpm with output of 520 cfm at free air and 466 cfm at 18 inches Hg. 800/342-0887; www.chandlerequipment.com; Booth 5171.

4 Champion Pump Co.
The 35-pound CPEH5 pump from Champion Pump Co. is designed for long pipe runs or high static heads. It can pump through the equivalent of 5,200 feet of 2-inch pipe (based on 5-inch static head) and handle 3/4-inch solids. Features include 115-volt PSC motor (230-volt optional) and 20-foot power cord (50-foot available). 800/659-4491; www.championpump.com; Booth 2377.

5 Fruitland Mfg.
The Eliminator MK250 pump package from Fruitland Mfg., designed for the portable sanitation service industry, includes the RCF250 continuous-duty vacuum pump (180 cfm), secondary shutoff, oil-catch muffler, drive coupling, vacuum/pressure gauge, relief and drain valves. Hydraulic or gearbox drive available. The package is 26 inches wide and 23 inches tall. 800/663-9003; www.fruitland-mfg.com; Booth 6007.

6 GEA Houle
The XPulse twin-piston, positive displacement pump from GEA Houle features two hydraulically-powered, alternate moving pistons that enable the pump to maintain a constant transfer flow to main storage, digester, dewatering system or irrigation. 819/477-7444; www.gea-farmtechnologies.com; Booth 1078.

7 General Pump
The M Series line of pumps from General Pump is designed for liquids and muds typical of the drilling industry. Features include self-cleaning valves, abrasion-resistant packings and valves, high-heat dissipation and splash lubrication. An auxiliary PTO shaft is available. 888/474-5487; www.generalpump.com; Booth 3207.

8 Glentronics
PHCC Pro Series residential sewage pumps from Glentronics handle up to 2-inch solids. Features include cast iron or cast iron/stainless steel construction, PSC water-cooled motor, dual-carbon ceramic seals, and 10-foot power cord. Pumps handle 4,440 gph/74 gpm at 10-foot head (model E7040) or 5,340 gph/89 gpm (E7055) with a maximum head of 23 feet. 800/991-0466; www.stopflooding.com; Booth 1434.



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9 Hydra-Tech Pumps

The S3SHR, 3-inch hydraulic drive submersible shredder pump (portable or fixed) from Hydra-Tech Pumps is designed to continuously rip and shear solids with 360-degree action. Features include open-vane shredder impeller with tungsten carbide cutting tip. Combined with HT11 to HT20 power units, the pump is capable of flows up to 450 gpm. 570/645-3779; www.hydra-tech.com; Booth 1367.

10 Moro USA

Bolt & Go diesel-driven pump packages from Moro USA are a self-contained vacuum system for industrial-duty vacuum trailers, trucks or stationary applications. Packages come fully assembled and include a 42 hp Duetz engine, 18-gallon fuel tank and battery. The package weighs 1,900 pounds and is 63 inches long and 36 inches wide. 800/383-6304; www.morousa.com; Booth 3122.

11 Muncie Power Products

Optimum Series gear pumps with Opti-Grip Technology from Muncie Power Products have a 13-tooth gear design for reduced hydraulic pressure pulses and hydraulic noise. The series is available in three frame sizes with flow rates from 6 to 62 gpm at 1,000 rpm and pressure capabilities up to 4,350 psi. The bi-rotational pumps feature side and rear ports. 800/367-7867; www.munciepower.com; Booth 2010.

12 PumpTec

The PCT1500 12-volt pump system from PumpTec features 800 psi working pressure for knocking down grime without a scrub brush. The pump delivers 1.5 gpm flow and is fitted with a gun-activated pressure switch for longer motor life. The derringer spray gun is included. 866/857-7078; www.pumptec.com; Booth 1003.

13 Septic Services

The STA80AL Whirlwind pump from Septic Services has an integrated audible alarm and warning lights. It has an open flow rate of 2.9 cfm at 2.18 psi, weighs 16 pounds, measures 10 by 7 by 7 1/2 inches and can accommodate tanks up to 750 gpd, 80 liters/minute. 800/536-5564; www.septicserv.com; Booth 3118.

14 Thompson Pump & Manufacturing Company

The HT trash pump from Thompson Pump & Manufacturing is designed to handle large solids and abrasive materials. Pumps can handle up to 3-inch solids and are available in 4-, 6- and 8-inch sizes with performance up to 2,600 gpm and 168 feet of head. 800/767-7310; www.thompsonpump.com; Booth 4014.

15 Westmoor Ltd.

The Conde ProVac industrial liquid waste pumping system from Westmoor Ltd. is designed for grease trap and other industrial pumping. Pumping 120 gpm, a switch starts the vacuum mode. Built-in exhaust deodorizer keeps odor at a minimum. A switch turns on the pressure mode for offloading. 800/367-0972; www.westmoorltd.com; Booth 5124.

16 Vogelsang

IQ Series rotary lobe pumps from Vogelsang eliminate 50 percent of the parts that make up a typical rotary lobe pump wet end. Features include an integrated flange design that enables a flange to be used in a 90-degree or gooseneck arrangement. The pump remains flooded to ensure a strong prime and extended dry run. 800/984-9400; www.vogelsangusa.com; Booth 1048.

CLEANING SYSTEMS

17 Hammelmann Corp.

The XXL automatic tank cleaning head from Hammelmann Corp. is designed to remove hard scale buildup from large tanks and pipes. Using high-pressure water, the nozzle arm rotates the cleaner around its vertical axis. The head can be operated with pressures up to 23,000 psi and flow rates of 150 gpm. 800/783-4935; www.hammelmann.com; Booth 3109.

18 Duracable Manufacturing Co.

The DM162 drain cleaning machine from Duracable Manufacturing features up to 80 feet of 5/8-inch cable. Equipped with a 1/3 hp motor that runs at 265 rpm, the unit has a toolbox and self-aligning head bearing that allows for quick change-outs. It can be operated in both vertical and horizontal positions. 877/244-0556; www.duracable.com; Booth 5239.

19 Cam Spray

The RCJ skid-mount jetter series from Cam Spray is available in flows and pressures of 12 gpm at 2,700 psi, 8 gpm at 3,500 psi and 7 gpm at 4,000 psi. Features include a three-plunger industrial pump powered by a 688cc Honda engine and 200 feet of jetter hose. 800/648-5011; www.camspray.com; Booth 2300.

20 Gorlitz Sewer & Drain

The Model GO 68HD heavy-duty electric drain cleaning machine from Gorlitz Sewer & Drain is available with either an open steel reel or enclosed polyethylene drum that can be fitted with optional power feeder. Designed to clean 3- to 8-inch-diameter pipes, features include 150 feet of 11/16-inch hollow-core cable. Overall weight is 185 pounds. 562/944-3060; www.gorlitz.com; Booth 5064.



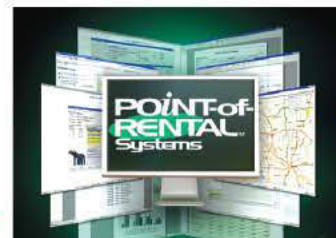
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21 GPM Pump and Truck Parts & Service

The Sewer Duck jetter from GPM Pump and Truck Parts & Service can be custom-built to needed specifications. Options include Myers E80-25 and D65-20 pumps, choice of Cummins engines, and cold weather systems. 630/543-7373; www.gmpumptruckparts.com; Booth 2100.

22 RIDGID

The SeeSnake Max rM200 camera system from RIDGID is made for inspecting lines up to 200 feet long and 1.5 to 6 inches in diameter. Features include improved reel mechanics for easier passage through tight turns, compact camera and abrasion-resistant cable. The system is compatible with SeeSnake monitors, including CS10 and CS1000 digital recording machines. 800/769-7743; www.ridgid.com; Booth 1243.

23 Shark Pressure Washers & Jetters

The SJPE-1500 portable jetter from Shark Pressure Washers & Jetters operates on 115-volt electricity and delivers 1.7 gpm at 1,500 psi. Features include 35-foot power cord, detachable hose reel, and slide-in handle to accommodate loading and unloading. Designed for 2- to 4-inch pipes, the jetter has a steel roll cage chassis, triplex pump and Baldor motor. 800/771-1881; www.sharkpw.com; Booth 6324.

24 Vivax-Metrotech Corp.

The vCam-5 inspection system from Vivax-Metrotech Corp. features a lightweight, compact control module with 8-inch color LCD, dual frequency transmitting sonde, and digital recording to the internal 300 GB hard drive, USB thumb drive or SD card. The system can inspect pipe 3 to 12 inches in diameter and distances from 100 to 400 feet. 800/446-3392; www.vxmt.com; Booth 4233.

FINANCING

25 Heffernan Insurance Brokers

Heffernan Insurance Brokers is a full-service independent company providing liability, property, auto and workmen's compensation coverage for the liquid waste industry. Policies may cover truck pollution, job site equipment and employment practices liability. 800/208-6912; www.heffins.com; Booth 5332.

26 Trans Lease

An independent lease and finance company, Trans Lease covers the United States and Canada and is dedicated to specific industry applications, such as industrial cleaning and excavation. 877/600-6423; www.transleaseinc.com; Booth 1440.

MANAGEMENT SOFTWARE

27 Clear Computing

Web browser access from Clear Computing enables drivers, sales, customers and company staff to view select information. Sales staff can edit and add notes and work orders. Drivers can see routes, work orders and stops, units and quantities. Customers can view work orders, service history, scheduled service, balances and payments. 888/332-5327; www.clearcomputing.com; Booth 2339.

28 EleMech

PortiLogic logistics software suite by EleMech is designed to track trucks and data associated with transporting water and waste, enabling the user to maintain an accurate record of water and/or waste from the fill site to the dump site. The software interfaces to a range of stations, including readers for truck identification. 630/499-7080; www.portalogic.info; Booth 4340.

29 FoundOPS

The routing algorithm from FoundOPS stores customer information and service history. It can create service schedules and dispatch crews by dragging and dropping jobs, or suggest the most efficient route. Users can wirelessly send job information and updates to technicians with smartphones or tablets. It also can send directions to sites and monitor job progress. 765/688-0006; www.foundops.com; Booth 6336.

30 Point-of-Rental Systems

Server-based management software from Point-of-Rental Systems writes transactions for quotes, sales, reservations, internal repair orders and work orders. It also can clone, line item bill, fax or email transactions. Other features include real-time inventory and availability with overbook warnings and preventative maintenance scheduling. Options include time clock, signature capture and imaging of driver licenses. 800/944-7368; www.point-of-rental.com; Booth 4326.

31 RouteOptix

The integrated mapping function of the management software program from RouteOptix utilizes the latest version of Microsoft MapPoint 2013 that allows for an interactive visual interface while entering customer data, optimizing routes or dispatching calls. Other new features include integration to QuickBooks Merchant Service, the ability to print checks for grease customers and batch email invoices. 866/926-7849; www.routeoptix.com; Booth 1323.

32 Ritam Technologies

The mobile app for dynamic dispatching and route management from Ritam Technologies enables drivers and technicians to review daily schedules, rearrange stops, dial customers with a single touch, show arrival at the job, indicate completion of services, and flag comments or additional required follow-up. The app is available for Android smartphones and soon for iPhones. 800/662-8471; www.ritam.com; Booth 4300.



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33 StreetEagle GPS Tracking

The Motorola wireless barcode scanner from StreetEagle GPS Tracking transmits scanned information in real time. Users scan the barcode on each asset when servicing, delivering or picking up, enabling managers to track assets (location, date/time and service verification) in the field. Automated and printable reports ensure proof of service and prevent loss. 301/866-1990; www.streeteaglegps.com; Booth 2341.

34 US Fleet Tracking

The AT-X5 Pro asset manager from US Fleet Tracking is a web-based system that enables users to receive live updates of vehicle movements. The device provides 14 different reports, including start-stop, aggressive driving and mileage by state. It can monitor PTO functions such as pump run time and lift gates. 405/749-1105; www.usft.com; Booth 4330.

GRAPHICS

35 Allied Graphics

Custom-shaped and -sized graphics for portable restrooms from Allied Graphics are available to fit every brand and color. Nameplates that can be riveted onto units are available. Other products include decal adhesives, Lack of Service tags and decals with QR codes. 800/490-9931; www.allied-graphics.com; Booth 4144.

36 Dynamic Decals & Graphics

Die-cut numbers and letters from Dynamic Decals & Graphics feature a self-alignment system for easy application. Graphics are made from vinyl with glass lamination and SuperStick adhesive. 800/472-0285; www.dynamicdecals.com; Booth 4002.

37 Magnets by Stamp Works

Full-color vinyl, weatherproof, pumper-truck-shaped refrigerator magnets from Magnets by Stamp Works are printed to match company trucks. 800/758-2743; www.stampworks.net; Booth 6049.

INDUSTRIAL CLEANING, HYDROEXCAVATION

38 Supervac 2000

The 6400 hydroexcavator from Supervac 2000 has a 4,200-gallon debris tank, 6,400 cfm vacuum pump with 72 inches Hg. The unit features a 1,250 gallon water tank, two cyclones and cartridge filter, 6,000 psi water pump and 26-foot radius hydraulic boom. Other features include hydraulic door locks, insulated enclosure (less than 85 dBA) and 100-foot hose reel capacity. 866/839-5702; www.supervac2000.com; Booth 6036.

39 Ditch Witch

The FX50 vacuum excavation system from Ditch Witch delivers 49 hp and is available with a variety of tank sizes, trailer configurations, hydraulic booms, water heaters and hydraulic valve exercisers. The system comes with a choice of four spoils tanks (300 to 1,200 gallons) and four water tanks (80 to 500 gallons). 800/654-6481; www.ditchwitch.com; Booth 5216.

40 GapVax

The HV Series of wet/dry hydroexcavators from GapVax feature various lift axle combinations, tri-drive and twin-steer chassis, debris bodies from 8 to 15 cubic yards, water tanks from 400 to 1,400 gallons, vacuum pumps from 3,500 to 6,600 cfm, water pumps from 2,000 to 5,800 psi, water heaters from 400,000 to 880,000 Btus and, body pressurization offload. 888/442-7829; www.gapvax.com; Booth 6004.

41 Guzzler Mfg.

The upgraded Classic industrial vacuum loader from Guzzler Mfg. features enhanced operator ergonomics and improved air routing, filtration and maintenance. A longer body provides improved material separation. Enlarged bag house and cyclone clean-out access doors provide easier access. Transition to the dump tubes has been widened for more effective dumping. 800/627-3171; www.guzzler.com; Booth 8076.

42 Innovative Hydrovac Trucks

The IHT2512 Smart Truck hydrovac from Innovative Hydrovac Trucks features built-in interlocks with PLC and software to eliminate most operator-caused truck breakage. The truck has a 50-degree slope debris floor, full-width rear door, and high-pressure wash system for offloading and cleaning. It can carry 2,500 gallon of freshwater and 12.5 yards of debris. 970/441-0148; www.hydrovactrucks.us; Booths 1320, 1324, 1422.

43 Ring-O-Matic

The 550 Hi cfm vacuum excavator from Ring-O-Matic has a 550-gallon spoils tank, 1,000 cfm displacement Gardner Denver blower, 6 gpm at 4,000 psi water pump, full-tilting tank, full-opening rear door, and Cyclo-Jet pothole excavator gun. 800/544-2518; www.ring-o-matic.com; Booths 5308, 5309.

44 Super Products

The Mud Dog 1200 hydroexcavator from Super Products has a 12-cubic-yard debris capacity and a 1,000-gallon water tank with pump rated at 14 gpm at 3,000 psi. Features include onboard boiler for breaking up frozen ground and positive displacement vacuum pump with air flow rated at 5,800 cfm at 28 inches Hg. The rear-mounted telescoping boom can reach 19 to 27 feet. 800/837-9711; www.superproductsllc.com; Booth 6238.



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45 Vacall Industries

The AllExcavate hydroexcavator from Vacall Industries delivers waterjetting pressure and vacuum forces for cleaning frac tanks, underground utility lines, and dirt from drilling rigs and trucks. The 8-foot, 6-inch telescoping boom has a 310-degree radius, enabling the unit to perform multiple jobs without repositioning. Features include single-engine operation, aluminum water tanks, and AllSmart Flow control system (wired or wireless). 800/382-8302; www.vacallindustries.com; Booth 5230.

46 Vac-Con

The Power Flex telescoping boom from Vac-Con rotates 315 degrees, articulates 110 degrees, and lifts 34 feet. Top-mounted on the debris tank, the boom telescopes 8 feet for a reach of 28.5 feet from the truck. The boom can be outfitted on combination sewer cleaners, industrial machines and the X-Cavator product line. 904/493-4969; www.vac-con.com; Booth 1190.

TREATMENT SYSTEMS

47 Anua

The Puraflo peat fiber biofilter wastewater treatment system from Anua features a modular design with flexible phasing options, peat fiber media with low-maintenance, long-term lifespan and low operating cost. The Platinum submerged aerated filter, approved in Virginia, Delaware and Maine, features power consumption and reduced maintenance in a small footprint. 800/787-2356; www.anua-us.com; Booth 2145.

48 AK Industries

The Hydro-Action aerobic treatment system from AK Industries is NSF 245 certified at 400 and 500 gpm. It features suspended aeration and an activated sewage design and engineered recirculation to achieve consistent denitrification without media filters or carbon additives. 800/370-3749; www.hydro-action.com; Booth 2281.

49 Bio-Microbics

The MicroFAST aerobic treatment unit from Bio-Microbics features fixed integrated treatment technology (FITT) and a completely submerged fixed film process, which provides a high surface-to-volume ratio to maintain microbial growth during low, average and peak usage. The wastewater treatment system is used in decentralized home, subdivision and commercial applications. 800/753-3278; www.biomicrobics.com; Booth 2103.

50 Norweco

The Singulair Green aerobic wastewater treatment system from Norweco features a watertight, high-density polyethylene tank. The 916-pound tank uses Singulair Green technology to treat up to 600 gallons of domestic wastewater in less than 24 hours. The system has built-in, non-mechanical surge control, filtration and disinfection. It can be buried with up to 3 feet of fill. 800/667-9326; www.norweco.com; Booths 2453, 2456.

51 Orenco Systems

The AdvanTex AX-RT advanced treatment system from Orenco Systems, designed for system repair and rehabilitation, can be installed following a functioning, watertight septic tank to produce reuse-quality effluent. All interior components are pre-plumbed and adjusted. The unit's 4-in-1 design includes recirculation, treatment, disinfection and discharge in one system. Options include a UV disinfection unit. 800/348-9843; www.orencosystems.com; Booth 4010.

52 Presby Environmental

The Advanced Enviro-Septic septic treatment and dispersal system from Presby Environmental is designed for residential, commercial and community use. Designed to remove up to 99 percent of wastewater contaminants without electricity or replacement media, the passive system establishes multiple bacterial treatment environments that break down and digest contaminants leaving the septic tank. 800/473-5298; www.presbyenvironmental.com; Booth 3006.

SEPTIC SYSTEM COMPONENTS

53 Ashland PolyTrap

Polyethylene lint and solids interceptors from Ashland PolyTrap, part of the APLI and APSI series, are designed to capture lint and other sediment from commercial washing machines and other commercial and industrial sources. Made of high-density polyethylene, the interceptors are lightweight, durable and corrosion-free. 800/541-8004; www.ashlandpolytraps.com; Booth 6237.

54 Advanced Drainage Systems

The GEO-flow pipe leaching system from Advanced Drainage Systems provides advanced secondary treatment and final disposal of residential-strength septic tank effluent. The pipe component consists of a 10-inch single wall pipe encased in a symmetrical polypropylene grid wrapped in a 4-ounce geotextile fiber fabric. The three-component conduit is encased in a 6-inch layer of system sand. 800/821-6710; www.ads-pipe.com; Booth 6119.

55 Bear Onsite

The ML2-920 filter cartridge from Bear Onsite gives installers the option of using the built-in cartridge handle and installing a single pipe extension for applications where the cartridge is less than several feet below grade or installing dual pipe extensions so two hands can be used to guide the cartridge and safely secure it. 877/653-4583; www.bearonsite.com; Booth 5306.



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56 Hedstrom Plastics

Polyethylene septic tank covers from Hedstrom Plastics fit standard 18- and 24-inch double-wall corrugated pipe (safety net available). Gaskets and safety hardware are included. Covers can be filled with sand for added weight. Foam-filled lids are available. Covers can be personalized with company name and are available with tank adapter. 800/765-9665; www.hedstromplastics.com; Booth 1319.

57 Jet Inc.

The J-500-800PLT plastic tank from Jet Inc. is available in treatment capacities from 500 to 800 gpd. The seamless tanks are rotational molded from lightweight polyethylene for maximum strength and durability. 800/321-6960; www.jetincorp.com; Booth 2275.

58 Infiltrator Systems

The IM-1060 injection-molded tank from Infiltrator Systems features a two-piece design and working capacity of 1,094 gallons. Applications include onsite wastewater, rainwater harvesting and non-potable water storage. The unit is available with custom-fitted TW risers and lids. The tank can be installed with 6 to 48 inches of cover and pumped dry. 800/221-4436; www.infiltratorsystems.com; Booth 5242.

59 Netafim USA

Bioline polyethylene, low-volume dripperline from Netafim USA is designed for use with onsite wastewater systems, ranging from domestic septic strength to secondary-treated effluent. The debris-resistant line is self-flushing and pressure-compensating. The drippers deliver a precise application rate into the soil over a broad pressure range and are impregnated with an antibacterial to prevent slime buildup. 888/638-2346; www.netafimusa.com; Booth 2279.

60 Polylok/Zabel Environmental

The 6-inch Extend & Lok inlet or outlet pipe extension from Polylok/Zabel Environmental is designed for commercial applications and can be used with any 6-inch pipe or effluent filter that requires large flow. 877/765-9565; www.polylok.com; Booth 2000.

61 Premier Tech Aqua

The DiUV self-cleaning radiation unit from Premier Tech Aqua is designed for new homes or for the replacement of failing systems where stream, ditch or surface discharge is permitted. The self-cleaning quartz sleeve automatically starts six times a day (2,000 cleanings a year) to help maintain optimal UV radiation performance. 800/632-6356; www.premiertechaqua.com; Booth 4118.

62 Roth Global Plastics

The MultiTank from Roth Global Plastics can be used as a water cistern, rainwater or septic tank. Features include an inner layer of FDA-approved virgin HDPE, two inside layers of polyethylene for improved stability and an outer layer of black and UV-stabilized polyethylene. The tank is CSA, NSF and IAPMO certified. 866/943-7256; www.roth-america.com; Booth 4124.

63 RotoSolutions

The 24-inch septic lid from RotoSolutions is made of heavy-duty, rotomolded plastic and weight-rated for 3,500 pounds. 800/868-0973; www.rotosolutions.com; Booth 2101.

64 Sim/Tech Filter

The No-Vault pump filter from Sim/Tech Filter is designed to protect turbine pump intake screens. Filtration is achieved through a 6-inch-diameter PVC screen with 1/16-inch-diameter perforations (stainless steel screen available). The shorter model has 139 square inches of open area and the larger model has 325 square inches of open area. 888/999-3290; www.simtechfilter.com; Booth 2206.

65 Tuf-Tite

Riser lids from Tuf-Tite feature internal ledges that support plastic internal safety lids, lids made of concrete, fiberglass or a rope net. Lids include safety screws. 800/382-7009; www.tuf-tite.com; Booth 6108.

ALARMS

66 OmniSite

The PiBoss water alarm from OmniSite monitors two sump pits, sending text messages to mobile devices warning of high water and power outages. Battery backup system included. 317/885-6330; www.omnisite.com; Booth 1226.

67 Septronics

The 2001 JJI pump control with alarm from Septronics is 120- or 240-volt capable, watertight and UV-protected. The control is installation-ready with control float switch for alarm. A poly pedestal protects wiring and provides an area to connect to the tank. 888/565-8908; www.septronicsinc.com; Booth 2371.

68 SJE-Rhombus

The Ultra Nator control and alarm system from SJE-Rhombus controls two alternating 120-volt, 1 hp or 1.5 amp single-phase pumps in duplex pump applications. The plug-and-play design features a 10-foot power cord, floats and angled pump receptacles to accept standard or right-angled pump plugs (no field wiring required). The panel has LED indicators for high water alarm. 800/342-5753; www.sjerhombus.com; Booth 5116.



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ADDITIVES

69 Cape Cod Biochemical Co.

AfterShock bioremediation restorative from Cape Cod Biochemical Co. is a blend of BIO-REM E-D, a high-count, USDA-approved granular bacteria/enzyme and time-released oxidizers that accelerate digestion and help degrade sulfides in the soil. The oxidizer is compatible with bacteria, enabling the leaching facility to be treated in one application. 800/343-8007; www.septiconline.com; Booth 6001.

70 Ecological Laboratories

Pro-Pump/Total System Treatment Plus from Ecological Laboratories is a highly concentrated microbial formulation designed for indoor use. The non-toxic formula cleans and deodorizes drain lines while seeding microbes in the septic tank and drainfield. A 64-ounce bottle treats the entire septic system for six months. 800/326-7867; www.propump.com; Booth 5247.

71 Lenzyme

Bio Filter Wash from Lenzyme is designed for cleaning septic filters while recharging septic systems. The environmentally friendly, three-part formula breaks down organics, cleans, and coats the filter with a bio-film. 800/223-3083; www.lenzyme.com; Booth 3026.

72 Municipal Sales

Septic Drainer drain field restorative from Municipal Sales works in all septic systems to remove the bond between sodium and the soil that creates hardpan issues. 518/747-2044; www.septicdrainer.com; Booth 6241.

73 RID-X Septic System Treatment

Septi-Pacs septic tank treatment from RID-X Septic System Treatment are dissolvable pouches that contain a concentrated dual-action formula with enzymes designed to break down household waste, including detergents, soaps, grease and paper. The natural bacteria work to reduce tank buildup and prevent septic backups. 855/776-7439; www.rid-x.com/professionals, Booth 4120.

DEWATERING

74 Aqua-Zyme Disposal Systems

The ADS 30-yard (15-yard available), open-top, roll-off dewatering unit from Aqua-Zyme Disposal Systems can be filled with 22,000 to 25,000 gallons of wastewater treatment sludge, septic and/or grease trap waste at 1- to 2-percent solids in approximately two hours. Sludge volume is reduced up to 80 percent, with 98-percent reduction in BOD, COD, FOG and TSS. 979/245-5656; www.aqua-zyme.com; Booth 2091.

75 Bright Technologies

The 1.7-meter, trailer-mounted rental system belt press from Bright Technologies has a non-potable water belt wash booster pump, folding discharge conveyor with belt tracking, VFD controlled rotary lobe sludge pump, and liquid polymer activation system. Rental units are made for rapid setup, with folding conveyor and operator walkways. No special lifting equipment required. 800/253-0532; www.brightbeltpress.com; Booths 4223, 4224.

76 In the Round Dewatering

The horizontal sludge dewatering system from In The Round Dewatering has a stainless steel drum with perforated plastic tile lining mounted on a roll-off frame for easy transport and unloading. The unit can process 18,000 to 25,000 gallons of sludge mixed with polymer. The rotating drum is driven by a 1/4 hp variable speed motor. 317/539-7304; www.itrdewatering.com; Booths 2360, 2361.

77 Prime Solution

The Rotary Fan Press from Prime Solution features continuous pressure differential technology to dewater sludge and slurries. Using slow rotational speed (less than 1 rpm), the unit offers semi-automated operation, self-cleaning, low maintenance, portability and a minimal footprint. Few mechanical parts and slow rotation reduces noise and vibration and improves lifecycle. 269/694-6666; www.psirotary.com; Booth 2401.

PORTABLE SANITATION

78 ART Co.

The Embassy 10-W restroom trailer from ART Co. (A Restroom Trailer Co.) is a 10- by 6-foot, two-station unit with fold-out steps and stabilizer scissor jacks. Features include 270-gallon waste tank, 74-gallon freshwater tank, steel unibody frame, integral trailer skirting, maple cabinetry, ducted heat and air conditioning. Exterior and interior color combinations are available. 269/435-4278; www.arestroomtrailer.com; Booths 4240, 4241, 4244.

79 Del Vel Chem Co.

Simply Soft toilet tissue from Del Vel Chem Co. offers an economical alternative to standard tissue with the small core roll lasting 2 1/2 to 5 times longer and the double roll lasting 1 1/2 to 3 times longer than standard rolls. Each roll is individually wrapped and packaged for protection. 800/699-9903; www.delvel.com; Booth 4302.



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80 Chempace Corp.

Wipe Out graffiti remover from Chempace Corp. removes marker, paint, pen and pencil marks from all types of surfaces. It also dissolves grease and tar. 800/423-5350; www.chempace.com; Booth 1472.

81 Comforts of Home Services

ADA-accessible restroom, shower and combination trailers from Comforts of Home Services feature stand-alone aluminum ramp system, hydraulic lowering system (20-foot trailer) and ADA lowering module (trailers longer than 20 feet). 630/906-8002; www.cohsi.com; Booths 5325, 5326, 5329.

82 Five Peaks

The Matterhorn ADA-compliant portable restroom from Five Peaks features smooth interior and exterior walls made of UV-stabilized, high-density polyethylene. Steel-reinforced corner extrusions and wrap-around stainless steel handrails add strength and integrity. The unit has a 74-gallon drop tank and extended bench for easy transfer from wheelchair to seat and ground-floor access. 866/293-1502; www.fivepeaks.net; Booth 3115.

83 Imperial Industries

The Imperial Tradition portable restroom from Imperial Industries is available with gray or beige granite interior accessories, including a granite look for the tank, urinal and paper holder. 800/558-2945; www.imperialind.com; Booth 4020.

84 JAG Mobile Solutions

Alternatively powered mobile restrooms from JAG Mobile Solutions operate for up to 24 days, eliminating the need for power generators and storing systems. Applications include special events and remote locations. Restrooms are available with signature interior and 2013 JAG Interior Packages with floor plans from one to 20 stations. 800/815-2557; www.jagmobilesolutions.com; Booth 4115.

85 Liberty Pumps

The Ascent II macerating toilet from Liberty Pumps installs without gravity sewer lines, eliminating the need for major construction or breaking up concrete floors in basements. The unit features a 1.28 gpf toilet that macerates sewage waste and other debris and discharges through a 1-inch-diameter line 25 feet high and 150 feet long. 800/543-2550; www.libertypumps.com; Booth 2434.

86 Piccadilly Concepts

The Piccadilly Poly from Piccadilly Concepts features an Illumarof for lighted restrooms and signage option. The unit has blow-molded walls and doors that can be customized with graphics. The side walls are fastened with heavy-duty corner extrusions, eliminating the need for rivets. An oversized interior shelf is standard. Restrooms are available in drop and flush versions. 888/225-8883; www.piccadillyconcepts.com; Booth 4225.

87 PolyJohn Enterprises

The BRAVO heated two-station sink from PolyJohn Enterprises has a 22-gallon freshwater tank with visual levels and hands-free foot pump for 1,408 pumps of water and a 60-gallon graywater tank for 350 washes. The 70-pound (empty) sink has built-in lift handles and siphon port for easy pump-outs. The station fits inside most restrooms for transportation. 800/292-1305; www.polyjohn.com; Booth 2030.

88 T.S.F. Company

The TJ Shorty portable restroom from T.S.F. Company is available in kid-friendly (77 inches by 50 by 44) and construction models (80 inches by 50 by 46). A stool in front of the tank provides a step up for seat access. The construction model has a lift bracket for high-rise construction sites and is elevator accessible. 800/843-9286; www.tuff-jon.com; Booth 4100.

89 Walex Products Co.

Bravo urinal screens from Walex Products feature bacterial action that deodorizes and cleans urinals. The fragrance lasts for 30 days. The deodorizer's ribbed shape reduces splashing and fits all style of urinals. 800/338-3155; www.walex.com; 3213.

90 Wells Cargo, UltraLav

The UltraLav ADA restroom from Wells Cargo, UltraLav meets or exceeds the permanent structure criteria specified by the Americans with Disabilities Act. Upgrade options include tan interior package and Dyson Airblade hand dryer. 877/301-3837; www.ultralav.com; Booths 5346, 5349, 5353.

DEODORIZERS

91 Green Way Products by Polyportables

Super Turbo Tube restroom deodorizer from Green Way Products by Polyportables provides 1-2-3 portion control. The 1,000 mL bottle dispenses only when squeezed. A one-second squeeze delivers 10 mL for cooler temperatures and special events. A two-second squeeze delivers 20 mL for high heat. A three-second squeeze provides odor control for the most severe temperatures. 800/241-7951; www.greenwayproducts.net; Booth 2324.

92 J & J Chemical

ProPaxx portion control, non-formaldehyde deodorizer from J & J Chemical is fast-dissolving and non-staining. The deodorizer is available in three sizes: Silver for mild climates or events, Gold for extreme climate and weeklong services, and Extreme for normal use and climate with twice-a-week service in extreme conditions. 800/345-3303; www.ijchem.com; Booth 2226.



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93 Johnny's Choice by Chemcorp Industries

Biosorb portable sanitation deodorizer from Johnny's Choice by Chemcorp Industries features enzyme action that breaks down waste. The deodorizer is available as a concentrated liquid or toss-in portion packs in a variety of fragrances. Both are effective year-round and contain the same deep-blue, non-staining color. 888/729-6478; www.johnnyschoice.com; Booth 4005.

94 OMI Industries

Ecosorb 505G natural odor eliminator from OMI Industries is designed to combat odors from fats, oils, grease and other long-chain fatty acids. The odor eliminator is non-hazardous and available in spray nozzle atomization systems and fans. Applications include liquid grease processing, rendering plants, wastewater treatment facilities and oil refineries. 800/662-6367; www.omi-industries.com; Booth 5112.

TRUCKS, TRAILERS, ACCESSORIES

95 Air-Weigh Scales

The LoadMaxx on-board scale from Air-Weigh Scales provides weight information for drive suspension, steer suspension, lift axle, GVW and net payload. The on-screen menu enables setup and calibration. Weights are displayed on an in-cab display. An alarm warns drivers when they are reaching maximum legal weight. 888/459-3444; www.air-weigh.com; Booth 2278.

96 Allied Tank Co.

The 4,000-gallon aluminum vacuum truck from Allied Tank Co. has a NVE Challenger 866 pump mounted on an International chassis. 800/355-1300; www.alliedtank.com; Booths 5344, 5345.

97 AlturnaMATS

Standard ground protection mats from AlturnaMATS feature diamond cleats on both sides for maximum traction, while VersaMATS have a diamond-cleat tread on the ground surface and flat, slip-resistant tread on the top. It is pedestrian- and wheelchair-friendly, creating a working platform for portable restroom users. 888/544-6287; www.alturnamats.com; Booth 6229.

98 Banjo Corp.

Full port stubby and manifold stubby valves from Banjo Corp. are available in 2- and 3-inch sizes. Features include stainless steel ball, handle and stem, padlock cable handle, 100 psi, FTFE ball seats, glass-filled polypropylene, FKM (Viton style) body seals and stainless steel bolts. 765/362-7367; www.banjocorp.com; Booth 1325.

99 Control Chief

The Access 1000 hand-held remote control system from Control Chief is designed for commercial doors, gates, barriers, fans, and floodlights. The transmitter features 24-bit security encryption and 900 MHz duplex radio technology. It has a 12-volt powered cradle that mounts to forklifts or other mobile equipment. 814/362-6811; www.controlchief.com; Booth 1162.

100 Crescent Tank Mfg.

The all-in-one rectangular vacuum tank from Crescent Tank Mfg. features a low-profile design with low center of gravity for hauling portable restrooms, pipe and additional water tanks. Liquid waste is held inside the tank, along with a separate freshwater poly tank. The vacuum tank can be configured for volumes from 100 to 2,000 gallons. 585/657-4104; www.crescent-tank.com; Booths 1102, 1103.

101 Cusco

The Mastervac 5327 DC (dump chute) vacuum truck from Cusco features a self-clean cyclone/baghouse filtration system. Designed to handle wet and dry materials, including heavy sludge and fly ash in hazardous and non-hazardous applications, the unit is equipped with pressurized air for offloading and vibration offloading assistance. 800/490-3541; www.wastequip-cusco.com; Booth 2062.

102 McKee Technologies - Explorer Trailers

The Explorer Transporter trailer by McKee Technologies features adjustable carrier slats that box-in most restroom skids, including multiple-sized skids. Models range from 8 to 48 feet, accommodating up to 24 restrooms. All models include independent suspension. A front wind deflector to protect units from road spray, stones and wind loading is available. 866/457-5425; www.explorertailers.com; Booth 6305.

103 Mid-State Tank Co.

Aluminum and stainless steel tanks from Mid-State Tank Co. are available in capacities up to 5,500 gallons. Features include 20-inch top manway, 20-inch rear manway, primary, three 5-inch sight eyes, pressure-relief valve, 4-inch inlet, 6-inch discharge, and heavy-duty rear bumper. Tanks are DOT and ISO 9001-2008 registered. 800/722-8384; www.midstatetank.com; Booths 6312, 6313, 6317.

104 Pelican Worldwide

The solids brass level valve for vacuum trucks from Pelican Worldwide is available in 2-, 3-, 4- and 6-inch sizes. The easy-opening, lever-action slider valve is made of brass with threaded connections. 713/862-5557; www.pelicanww.com; Booth 1112.



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105 Pik Rite

The 3,600-gallon vacuum tank from Pik Rite includes 12-inch low-profile primary with stainless steel float ball and internal plumbing to frame-mounted secondary, oil catch muffler, 20-inch top manway, ladder, 20-inch rear manway with 6-inch discharge, and 4-inch inlet with standpipe. Other features include aluminum hose trays, 2-inch by 6-inch tubular bumper, dual vacuum, and pressure reliefs. 800/326-9763; www.pikrite.com; Booths 4217, 4220.

106 Satellite Industries

The MD1600 steel tank from Satellite Industries is made from 1/4-inch A 36 carbon steel and features an epoxy powder-coated water compartment complemented by stainless steel hose trays and dual stainless steel storage cabinets. The drop-down workstation provides access to service hose and cleaning supplies. Standard bolt-on hose trays provide easy repair and maintenance. 800/328-3332; www.satelliteindustries.com; Booth 4034.

107 SVE Portable Roadway Systems

The TRAKMAT ground cover mat system from SVE Portable Roadway Systems, made from high-density polyethylene, is designed to move work vehicles across lawns, fields or sandy areas; prevent surface damage; or keep the vehicle from getting stuck. Custom colors are available. Logo can be added for on-site advertising. 800/762-8267; www.mudtraks.com; Booth 6334.

HOSES, REELS

108 Coxreels

The Brawny reel upgrade from Coxreels is available for any hand crank and motorized 1125 Series hose reel. The upgrade features an option that strengthens the discs and drum. Reels are made from 10-gauge steel plates welded into each disc to keep them from bowing. The center drum is thickened and upgraded from 16-gauge to 14-gauge steel. 800/269-7335; www.coxreels.com; Booth 4122.

109 Hannay Reels

The HDD6200 series jetting hose reel from Hannay Reels has a heavy-duty swivel base, guide arm and operator handle for precise payout. Rotating ball bearings enable the swivel base to move freely in any mounting position. The reel handles high-pressure liquids through a single 3/4-inch to 1-inch I.D. hose. 877/467-3357; www.hannay.com; Booth 5027.

110 Kuriyama of America

The Tigerflex Amphibian abrasion-resistant, polyurethane-lined suction hose from Kuriyama of America is designed for wet and dry applications. The hose features a static dissipative cover, Cold-Flex materials to remain flexible in subzero temperatures, and an oil-resistant liner. 847/755-0360; www.kuriyama.com; Booth 3021.

111 Piranha Hose Products

The 1 1/2-inch, 2,500 psi sewer cleaning hose from Piranha Hose Products features a yellow, polyolefin tube, double layer of high-tensile synthetic braid reinforcement, and abrasion-resistant orange cover. Temperature range is -40 to 150 degrees F. The Slither cover is available for tough sewer bends. 800/250-5132; www.piranhahose.com; Booth 3017.

112 Reelcraft Industries

Series SD10000 low-profile, spring-retractable hose reels from Reelcraft Industries are designed to hold up to 50 feet of 3/4- and 1-inch hose for air, water, oil, fuel and vacuum recovery. Features include external drive spring and bolted frame. The low profile is suited for mounting in truck cabinets and limited-space areas. 800/444-3134; www.reelcraft.com; Booth 1373.

113 UEMSI

RAM hose reel swivels from UEMSI are available in straight and 90-degree configurations in 3/4-, 1- and 1 1/4-inch sizes. The steel-cast swivels feature heat-treated rotary sleeves and gland nuts, nickel-plated backup ring and zerk fitting. 800/666-0766; www.uemsi.com; Booth 1264.

GREASE

114 Downey Ridge Environmental

The Greasezilla brown grease separator from Downey Ridge Environmental includes a 10,000-gallon (10 feet in diameter, 13 feet high and 26 feet long) insulated, horizontal reactor tank, 4-inch fill and drain with male couplings; and skid-mounted hydronic brown grease heating unit (11 feet, 6 inches wide, 7 feet, 6 inches deep and 7 feet high). 304/658-4778; www.greasezilla.com; Booth 6332.

115 Envirotub

The lightweight, mobile grease collection system from Envirotub holds up to 55 gallons of fryer oil and can be stored under a two-compartment sink. A pump and filtration option features a 5-foot wand that enables hot oil to be automatically pumped from a fryer. Oil can be filtered for re-use or transferred to the storage tank. 866/777-4322; www.envirotub.com; Booth 1327.



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SAFETY

116 Milwaukee Rubber Products

The GasAlertQuattro gas detector from Milwaukee Rubber Products features one-button operation. The graphic LCD displays information icons, including bump test and calibration status for on-site auditing. IntelliFlash provides continuous visual confirmation of detector operation and compliance. The unit is compatible with BW Technologies by Honeywell's MicroDock II automatic test and calibration system. 800/325-3730; www.milwaukeeerubber.com; Booth 3032.



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LOCATORS

117 MyTana Mfg. Company

The ML2011 AccuCane 512 Hz analog locator from MyTana Mfg. Company is designed for simple operation. It locates in PEAK mode only. Depth is determined by signal strength. Vibrations signal the operator to turn down the gain while honing in on the transmitter. 800/328-8170; www.mytana.com; Booth 2200.

118 Prototek Corp.

The LineFinder LF2200 from Prototek Corp. locates any frequency sonde or transmitter box between 16 Hz and 100 Hz. Features include pre-set support of 16 Hz (steel or ductile iron, cast iron and nonmetallic), 512 Hz (cast iron, nonmetallic) and 8 Hz (nonmetallic) sondes. The locator traces underground metallic lines at four built-in industrial standard frequencies. 800/541-9123; www.prototek.net; Booth 4162.



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Pumping in the Golden Years

A poster wonders if he should consider starting a septic service business for retirement income. Some answers are encouraging and some sound a warning.

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'm curious what professionals in the septic industry think of someone going into septic tank pumping as a (retirement) career. With my present job, I'm earning \$65,000 with great benefits and only 8 years to go before I can retire. I will be almost 55 when I do retire, and would like to continue working, but in a different industry. I have a CDL with tank and hazmat endorsements. Is this a good career choice after I retire from what I'm doing now?

ANSWERS:

I hope you're in good shape. Septic tank pumping can take a toll on you. I'm only 25 and it's not so bad for me. But you have to drag 3-inch hose up hills in the snow or when it is 100 degrees outside. Also, you have to dig sometimes a foot or two in the ground if the tank doesn't have a riser. Then you get the bad septic tanks with a foot-thick scum layer on the top. It can be hard at times.

I would think that you could find something easier than to start pumping tanks at age 55, but if you are not afraid of work—and I do mean work—then go for it. Do your homework and figure out what you need and go. The worst thing you could do is nothing after retirement.



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I know a little old lady who pumps tanks! If you can pass a Department of Transportation physical, it's a safe bet you could handle the actual work. The real questions are: Do you have what it takes to start a business? Are you a self-motivated hustler? Are you a salesman? Does rejection bother you? And most of all, do you have enough money to feed your family until you get the business off the ground?

If none of these questions stumped you and you are a self-motivated go-getter who can sell yourself, you could get in one of these trucks and make more than your job pays in the first year. A highly motivated person with super people skills can easily make six figures in a short time. Now the other side of the coin is that if any of those questions stumped you, then you should certainly consider something else because you would, without a doubt in today's tough market, wind up being another one of those guys doing work for anything just to pay your past-due bills.

I think it depends on the area. Around here, risers are a luxury. Tanks are extremely aged and have full-sized concrete lids. I have pretty fit, big guys working for me and they have their tails whipped. Some tanks are 3 to 4 feet deep. Even pop lids on tanks approved to be driven on are very, very thick. I wouldn't hire anyone of retiring age or a smaller woman. It just wouldn't work.

When I first went into business in 1991, there was an old WWII veteran, Harry Smith, who cleaned tanks literally until the day he died! In 1997, he was in his 80s and was diagnosed with cancer. He took the option of surgery, which was not advised because he had it so bad. The day of his surgery, he got up early and took his grandson to work with him. They had three complete lids to dig up and remove; the pup dug one and he dug the other two. At noon, he went into surgery and didn't make it through. Harry Smith himself told me "Can't never could!"

For what it's worth, the guy who pumps my tank is 85 years old. He is a lot like my dad, who is also 85 and does work that makes me look bad. These guys are not from the generation of lazy types.

For what it's worth, the guy who pumps my tank is 85 years old. He is a lot like my dad, who is also 85 and does work that makes me look bad. These guys are not from the generation of lazy types. Anyway, he sold his waste collection business years ago and has been doing septic tank pumping ever since. He believes that if he quits, he will die. He is a great man and has actually become a good friend of mine. My reason for asking in the first place was if he does retire, I was considering *his* business if he would sell it. ■



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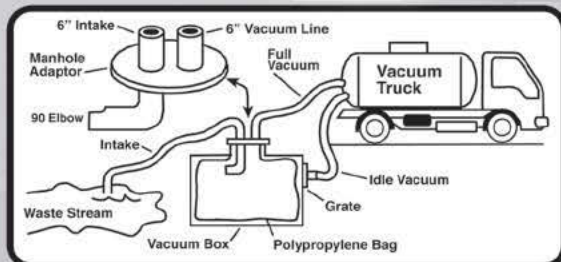
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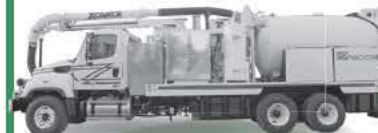
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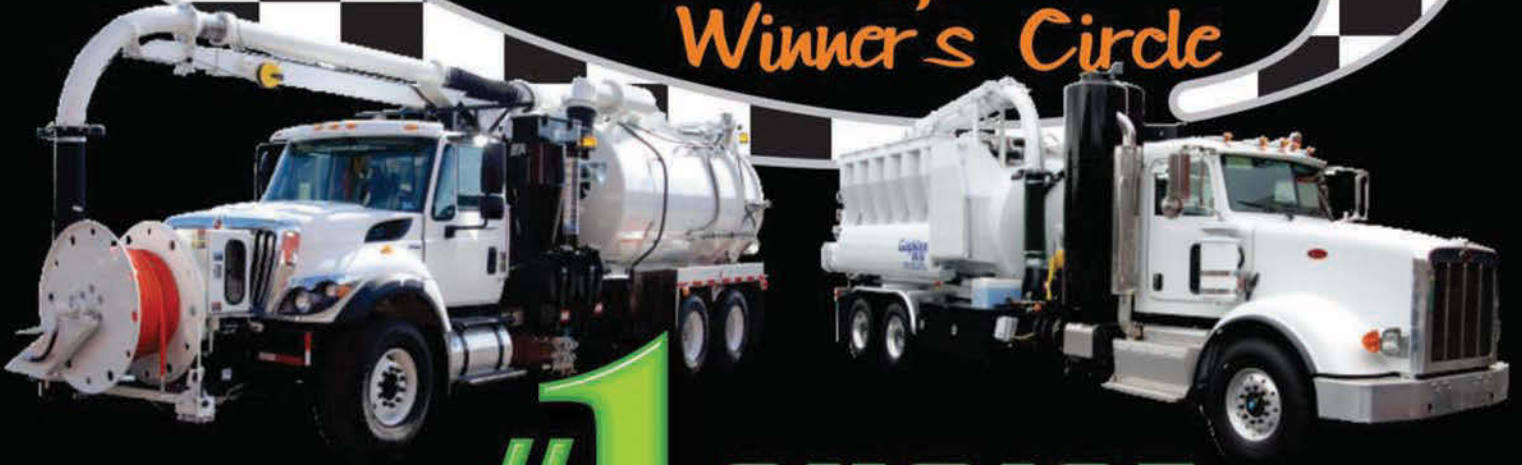
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Jim is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio Lifetime Achievement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

How Low Can You Go?

Clues to allowable septic tank burial depths are found in your state's codes, through a precast concrete trade group and in specifications from tank manufacturers

By Jim Anderson

A few months ago, I was posed with a seemingly simple question: Are there standards for septic tank burial depths? My initial response was, well, of course there are standards and they are related to the strength of the materials used to construct the tank and their ability to withstand all of the forces vertically and laterally on the tank where it is installed. I also related to the questioner that most state codes deal with the issue and then, of course, the manufacturer should specify that information when their product is used.

As I thought more about the question, I began to consider all of the different types of tanks and the different manufacturers, and thought I should look a little closer at the requirements. I looked at a couple of state codes to see how they handled the question of tank strength.

In the codes

The first one stated: "Tanks, fittings, risers and apertures (openings) must: Be capable of supporting long-term vertical loads for the conditions in which the tank will be placed. These loads include, but are not limited to, saturated soil load, based on 130 pounds per cubic foot; be capable of withstanding a lateral load for the conditions the tank will be placed; with proper maintenance and venting, not subject to corrosion and degradation from sewage or sewage gases, including risers and maintenance hole covers; and be structurally capable of withstanding exposure and stresses from freezing conditions."

The second code said tanks must be "structurally designed to withstand all anticipated earth or other loads. The tank is designed so that: All septic tank covers are capable of supporting an earth load of 300 pounds per square foot; and if the top of the tank is greater than 2 feet below finish grade, the septic tank and cover are capable of supporting an additional load of 150 pounds per square foot for each additional foot of cover."

Other sections of both codes specify that prefabricated concrete septic tanks shall meet the "Standard Specification for Precast Concrete Septic Tanks C1227-03," published by the American Society for Testing and Materials. For prefabricated fiberglass and polyethylene tanks, they shall meet the "Material and Property Standards for Prefabricated Septic Tanks, IAMPO PS-1 2004," published by the International Association of Plumbing and Mechanical Officials.

The state agencies with responsibility for these codes indicated copies of these standards incorporated by reference into the code could be obtained at their state office and through the library system. If you go directly to the publishers, these standards may have additional updates and changes after the date of the incorporation; and copies are available for a fee.

Precast concrete manual

The National Precast Concrete Association (NPCA) has an online Best Practices Manual. It generally covers all aspects of a precast operation, from selecting materials through producing a watertight, structurally sound product; storage; transport to an installation site; and installation procedures. It is a valuable resource for anyone working with precast concrete products.

The manual states a septic tank must be manufactured to withstand a variety of loading conditions during manufacture, installation, testing and while in service. Loads to be considered include vertical soil backfill; concentrated wheel loads in anticipation of traffic over the tank (something we want to avoid); lateral loads; soil-bearing capacity; and buoyant forces.



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These calculations should be done by a qualified professional engineer or tested in accordance with ASTM C1227.

The manual provides insight on concrete thickness, mix design and reinforcement. Thickness must be enough to meet minimum reinforcement cover requirements and withstand design-loading requirements. So here the codes come into play by specifying the pounds per square foot for the soil backfill over the top of the tank. The concrete mix must have a compressive strength of 4,000 psi at 28 days.

Readers are encouraged to consider methods to reduce permeability, improve durability and increase strength. The manual discusses materials that can be added to improve these elements. It also highlights standard water-cement mix ratios to ensure the concrete strength. Proper reinforcement is important to withstand the loads applied to a septic tank during its installation and service. It is critical that the product can stand empty, then withstand the soil pressures exerted vertically and laterally, and, for my part of the world, be able to withstand temperature changes.

The manual also provides specific installation instructions including bedding and backfilling, which need to be followed to avoid applying additional stresses and loads to the tank. Not following these instructions can lead to cracking the tank during installation or to problems with watertightness down the road.




The codes come into play by specifying the pounds per square foot for the soil backfill over the top of the tank. The concrete mix must have a compressive strength of 4,000 psi at 28 days.

Other tank materials

For fiberglass and polyethylene tanks, manufacturers' information sheet on their products will provide data explaining the maximum depth of bury to avoid deformation. A common figure for some tanks I have been involved with is a maximum bury of 30 inches. Also, because these tanks are generally lighter than concrete (one of their selling points for hard-to-reach areas), more attention needs to be paid to buoyancy problems during and after installation. Each manufacturer has preferred ways of dealing with this issue; most involve tying the tank down to some type of curb. To avoid lateral stresses, each manufacturer has specific backfill instructions and requirements to fill the tank "as you go" during installation. ■




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ID# 51314

2008 VacAll Combination Sewer Cleaner - Sterling LT 7501 \$160,000

- 6 Yd Debris Body
- Cummins 330 HP
- 25,000 Miles
- 3300 Engine hours
- 16" Vacuum
- Air Purge
- 1000 Gal. water
- 80 GPM @ 2000 PSI
- Cold Water Recirculation
- Hydro-Excavation Package



ID# 50322

2008 VacAll Combination Sewer Cleaner - Sterling LT7501 \$210,000

- 10 Yd Debris Body
- Cummins 330 HP
- 25,000 Miles
- 3500 Engine Hours
- Allison Automatic
- 16" Vacuum Roots
- 1500 Gal. Water
- 80 GPM @ 2000 PSI
- Air Purge
- Hydro-Excavation Package

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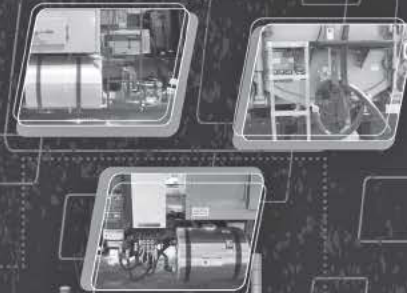
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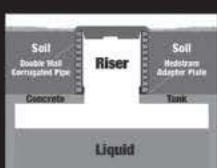


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List subject to change.

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ACE DuraFlo Systems
Acro Trailer
Admirals Bank
Advance Pump & Equipment
Advanced Containment Systems Inc.
Advanced Drainage Systems
Advanced Pressure Systems
Advantage Fumling
Aero-Tech
Air-Weigh Scales
AK Industries Inc.
All Star Sewer Equipment
Allan J. Coleman
Allied Forward Motion LLC
Allied Graphics
Allied Tank Co.
AllMax Software, Inc.
Alpine Equipment Funding, Inc.
Alteris-SeptiCover
AlumaNATS, Inc.
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Aqua Mole Technologies
AquaOnDemand Solutions by Aqua-Aerobic Systems, Inc.
AquaSales
AQUA-Zyme Disposal Systems, Inc.
Aran Enterprises Inc.
Aries Industries Inc.
Armal, Inc.
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Arthur Products
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Ashland Pump
Ashland Trap Distribution, Co.
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Brenlin Co., Inc.
Bright Dyes
Bright Technologies
BRUDON Air Vac / Kay International
Bulk Toilet Paper
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BW Technologies by Honeywell/Honeywell Analytics
Cam Spray
Campus LLC
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Chandler Equipment Inc.
Chelsea Products/Div. of Parker
Chempace Corporation
Chempure Products Corp.
Cheme Industries Inc.
CIPP Services, LLC
Clarus Environmental/Zoeller Pump Company
Clear Computing
Clearstream Wastewater Systems Inc.
Cloverleaf Tool Co.
COB Industries, Inc.
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COLE Publishing
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Infrastructure Repair Systems, Inc.
Infrastructure Technologies
InfraTech
Inland Pipe Rehabilitation (IPR)
Innovative Hydrovac Trucks LLC
InSight USA - StreetEagle GPS Tracking
Insight Vision
International Thermal Research
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Prime Resins, Inc.
Prime Solution, Inc.
PrimeLine Products
Progress Tank
Pronal-USA, Inc.
Protective Liner Systems
Prototek
PUMPTec
Quodex Inc.
Quik-Lining Systems, Inc.
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Rausch Electronics USA LLC
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Seksai SPR Americas, LLC
Sensors & Software Inc.
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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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FEBRUARY 25-28, 2013

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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
Sponsored by Onsite Installer and COLE Publishing
An all-day course detailing site planning and preparation



NETWORKING & ENTERTAINMENT

Network with your peers over a 25¢ tap beer and enjoy a private concert just for Pumper & Cleaner Expo attendees! The Tuesday Night Industry Appreciation Party is a must attend Expo event and it's included when you pre-register before January 25th, 2013!

Tuesday, February 26th

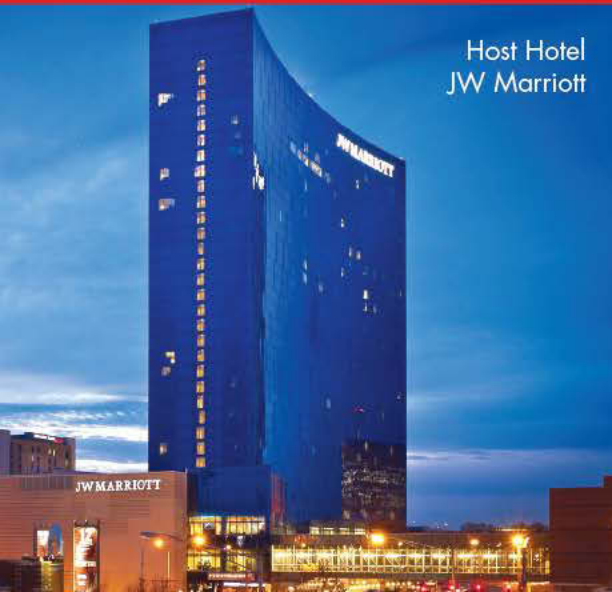
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25¢ Tap Beer: 5 - 7 p.m.

Craig Morgan: ... 7 p.m.

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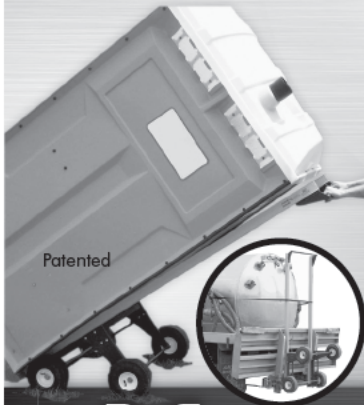
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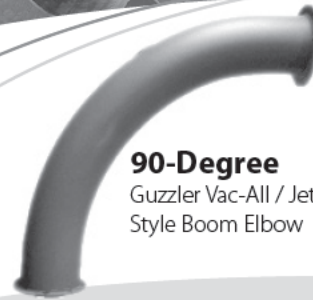


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|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

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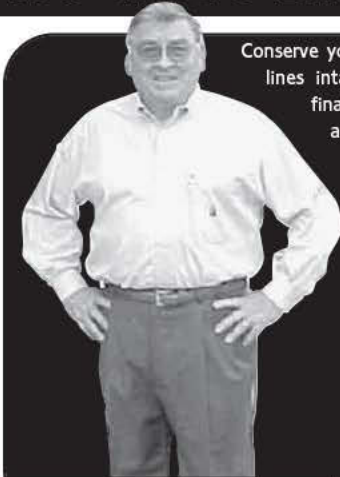
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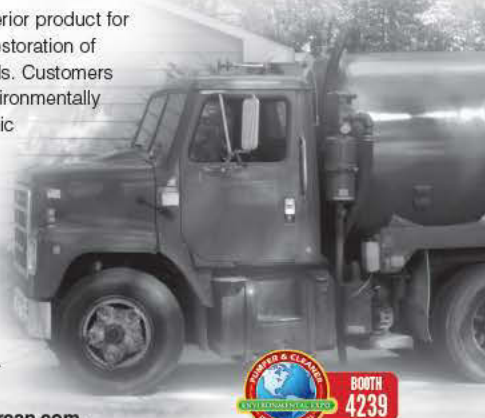
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Take Part in NAWT Activities at the Pumper & Cleaner Environmental Expo

By Courtney Peterson

The New Year is here and the Pumper & Cleaner Environmental Expo International is already in sight. This is the second year in Indianapolis, and the second year the National Association of Wastewater Technicians will host the Shoot-Out event at the booth. A number of events this year will keep you entertained, or better yet, try your luck to see if you walk away with the champion title and take home a great prize.

Each event is a timed challenge, and the person with the best time of each event will walk away with cash or prizes valued well over \$5,000. Here's the lowdown on the competition sponsors for the winners:

- Vac Truck Vane Challenge, Fruitland Pump
- Tank Alarm & Pump Installation, SJE-Rhombus Alarm & Champion Pump
- Aeration Assembly, Septic Services, Whirlwind Aerator
- Pre-Trip Safety Inspection, Progress Tank

In addition to the contests, there will be a silent auction table where you could have a chance of winning some great sponsored items, with proceeds going to support NAWT with a focus toward education in the onsite wastewater industry.

Pre-Expo classes

Come to Indy early, as NAWT hosts a few courses one and two days before the Expo even begins. This is a great opportunity for you and perhaps your employees to become NAWT-certified or get the continuing education units (CEUs) you need to maintain your certification. This year, NAWT will have three classes at the Pre-Expo Course. "Inspector Training and Certification" (Feb. 23-24) is NAWT's signature education course. "Vacuum Truck Technician Certification" (Feb. 24) is a one-day course tailored to truck owners or operators and may also be used for recertification, and brand new this year, NAWT is offering a "Principles of Septic System Design" course (Feb. 23-24) where you can join us for a unique classroom and field experience. This new course will give you the skills necessary to evaluate and review system plans and learn design principles that will apply to designs everywhere. Call the office to register. Members get a discounted rate of \$100 off either of the two-day courses.

Become a member

Stop by the booth to become a member or renew your NAWT membership and learn about NAWT benefits available to you. Becoming a member, you will join a growing network of industry professionals located throughout the U.S. and Canada. We are a nonprofit organization that fights for your rights. Be a part of the pride and professionalism that all NAWT members enjoy.

On behalf of the NAWT board of directors, we would like to thank each and every one of you who have continued to support NAWT through membership. We need strength in numbers to effectively promote our industry, and that is why your membership is important.

Questions?

If you have any questions about the Pre-Expo Courses, the NAWT Shoot-Out at the booth or the NAWT seminar track on Education Day, please give the office a call. Are you a NAWT member? If so, call the office to get your free pass into the Pumper & Cleaner Expo. See you in Indy. ■

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Newson Gale offers paper on static electricity

Newson Gale released a white paper on static electricity, "Achieving Safe Tanker Truck Loading/Unloading." The paper provides detailed guidelines to ensure safe transfer of flammable or combustible products to or from tanker trucks or similar mobile equipment or containers. The paper is available for download at www.newson-gale.com by clicking on Knowledge Center in the drop-down menu and selecting Technical Papers.

Delaware approves Anua aerated filter system

Anua's Platinum submerged aerated filter system received approval from the Delaware Department of Natural Resources & Environmental Control. The DNREC accepted the European EN 12566-3 protocol verifying the treatment system will provide an effluent quality not exceeding 30 mg/L of BOD and TSS with a minimum 50 percent reduction of total nitrogen.

Gamajet service repair available to Toftejorg owners

As part of the Alfa Laval acquisition, the Gamajet service and repair program is now available to owners of Toftejorg tank cleaning equipment.

Gump celebrates unofficial retirement

Barry Gump, president and CEO of Andy Gump Inc., symbolically turned over the California-based temporary site services business to his

daughter Nancy Gump Melancon during his 70th birthday party in September. While Gump did not actually retire, he and his daughter have been working through succession plans the past five years. Gump was joined by portable sanitation leaders at his "Unofficial Retirement Party," who recounted his many contributions to the industry, including developing the wheelchair-accessible restroom and designing the self-contained portable hand-wash station.



Barry Gump

SJE-Rhombus hosts training event

SJE-Rhombus held a training session for 15 attendees representing several distributors, installers and representative agencies at its headquarters in Detroit Lakes, Minn. Training included control panel design, operation and troubleshooting, and hands-on panel assembly.





UPCOMING TRAINING & EVENTS

NAWT

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February 23-24, 2013 - Indianapolis, IN
Pre-Expo NAWT
info@nawt.org

NAWT Vacuum Truck Technician:
January 8, 2013 - East Lansing, MI
MI & NAWT - Contact Mark Scott at (989) 275-5011 or msscott@2k.com

February 24, 2013 - Indianapolis, IN
Pre-Expo NAWT
info@nawt.org

March 6, 2013 - Ruidoso, NM
N-MOWA • Jace Ensor at (575) 937-8304 or nmowa.president@gmail.com

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@h2oboy.net

Principles of Septic System Design
February 23-24, 2013 - Indianapolis, IN
Pre-Expo NAWT
info@nawt.org


-- Watch the NAWT website and industry publications for updates --

For more information call:
800-236-6298

WWW.NAWT.ORG





Super Products produces capability guide

Super Products offers a product guide for its Mud Dog hydroexcavator line. The guide provides a side-by-side comparison chart and detailed information on its 6.5-, 10-, 12- and 16-yard debris capacity units, as well as available options. A version of the guide can be viewed at www.superproductsllc.com.



Capability Guide

A unit selection guide for Super Products' 6.5, 10, 12 and 16 yard hydro excavators

Amazing Machinery moves into new facility

Equipment supplier Amazing Machinery moved into a new 6,000-square-foot building in Cleveland, Tenn. The location includes 2,000 square feet of dedicated retail and showroom space. ■

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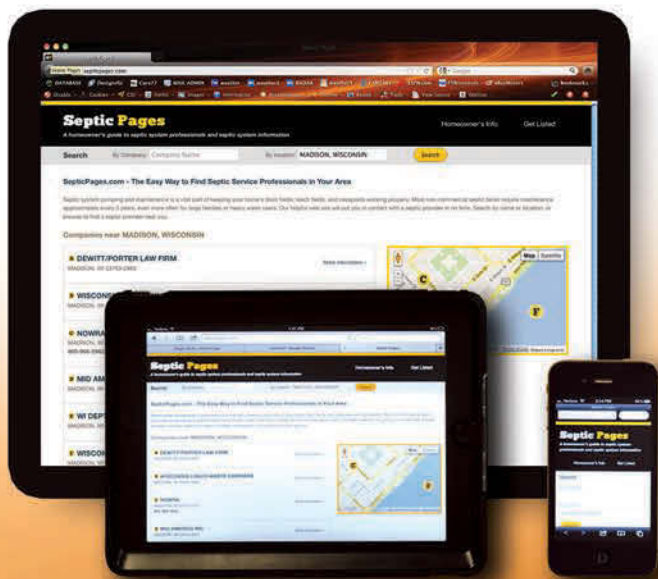
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Pumper invites your state association to post notices and news items in this column. Send contributions to editor@pumper.com.

ARIZONA

Wastewater educator honored

Kathryn "Kitt" Farrell-Poe, Ph.D., received the 2011 Extension Faculty of the Year Award at the 2012 College of Agriculture and Life Sciences Extension Conference in Tucson, Ariz. The award acknowledged her accomplishments in managing the University of Arizona Onsite Wastewater Education Program and related water programming.

MINNESOTA

Full code implementation

As Minnesota moves to full implementation of the 2011 subsurface sewage treatment system (SSTS) code, contractors must be licensed to design, install, maintain, inspect and service these systems. Licenses must be renewed every year with the Minnesota Pollution Control Agency, and proof of insurance, proof of an SSTS Surety Bond, and an annual fee are required.

At least one employee with each licensed business must be certified in each of its specialty areas. Those who work for state, county, township or city government and oversee onsite systems also must be certified. MPCA also created a certification and license to allow intermediate designers to design Type IV pretreatment systems for domestic strength wastewater up to 2,500 gpd and intermediate inspectors to review the designs and inspect the systems. Certification courses through the University of Minnesota Onsite Sewage Treatment Program are at www.septic.umn.edu/events/index.htm.

At-grade systems

An article by Sara Heger, University of Minnesota Onsite Program, in the newsletter of the Minnesota Onsite Wastewater Association, explained design principles and installation keys for at-grade systems. Heger considers such systems an option when there are 36 to 42 or more inches from limiting conditions, or when installers do not want to excavate soils such as clay. At-grade systems also disperse effluent across a long, narrow slope, offering better potential treatment. Visit www.mowa-mn.com/?page_id=84.

WISCONSIN

Communication channels

Wisconsin Onsite Wastewater Recycling Association board members met with Department of Safety and Professional Services Secretary Dave Ross to discuss surface discharge, department staff changes, and onsite evaluator training and certification. Board members reported that Ross and his team were cooperative and showed interest in the onsite profession.

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NATION

Papers highlight benefits of onsite systems

The EPA and the Decentralized Memorandum of Understanding (MOU) Partnership developed four two-page papers that highlight how onsite systems can be sustainable and appropriate options for communities and homeowners. Topics cover how systems can be sensible solutions, cost-effective and economical, green and sustainable, and protect the environment, public health and water quality. Papers include brief case studies, links to additional resources, and associated benefits. View them at water.epa.gov/infrastructure/septic/Decentralized-MOU-Partnership-Products.cfm.

NOWRA education

NOWRA has developed a suite of educational programs for state associations or groups that wish to train onsite professionals. Available on CD, the one- or two-day courses include:

- NOWRA Onsite A-to-Z
- Basics of Onsite Wastewater
- Choosing the Correct Onsite System to Fit the Site
- Earthen Structures
- High-Strength Wastewater
- Hydraulics
- Troubleshooting Onsite Systems
- CIDWT National Installer Training Program
- CIDWT National O&M Service Provider Program

The association has established training agreements with Rose State College in Oklahoma and the New Mexico Department of Environmental Quality and is pursuing other partnerships.

Joint workshop

NOWRA and the Water Environment Federation will hold a joint workshop on onsite systems greater than 10,000 gpd during WEFTEC 2013, Oct. 5-9 in Chicago. The one-day NOWRA conference will be an independent ticketed event.

TRAINING & EDUCATION

Connecticut

The Connecticut Onsite Wastewater Recycling Association is holding its Installer School Jan. 17, 24, 31, Feb. 7, 14 and 21 (snow date Feb. 28). Students are automatically enrolled in the Pumper/Cleaner School on Feb. 21 (snow date 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.

Minnesota

The University of Minnesota Water Resources Center has these classes:

- Feb. 11-13 – Introduction to Onsite Systems, St. Cloud
- Feb. 14-15 – Installing Onsite Systems, St. Cloud
- Feb. 20-22 – Installer Continuing Education, Cloquet
- Feb. 21 – Pipelayer Certification, Cloquet

CALENDAR OF EVENTS

- March 12-15 – Intermediate Onsite System Design and Inspection, St. Cloud
- March 19-21 – Maintaining Onsite Systems, St. Cloud
- March 25-26 – Maintainer Continuing Education, Owatonna
- March 27-28 – General Continuing Education, Detroit Lakes

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

North Carolina

North Carolina State University has the following courses:

- 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
- March 19 – Redoximorphic Features, Soil Wetness and Water Table Relationships, New Bern
- March 20 – Nature's Way: Water Movement and Treatment through Soils, New Bern
- March 27 – Soils of the Felsic/Mafic Piedmont Region, Salisbury

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

Virginia

The Virginia Center for Onsite Wastewater Training has these classes:

- Feb. 4 – Understanding the Septic Tank, Online
- Feb. 4 – Nitrogen Dynamics, Online
- March 4 – Foundational Concepts of Pump Systems, Pickett Park
- March 29 – Understanding the Septic Tank, Online

Contact Latonya Fowlkes at 434/292-3101 or latonya.fowlkes@southside.edu or visit www.southside.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:

- 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
- March 13 – Troubleshooting Onsite Systems
- March 20 – Design/Install Subsurface Drip
- March 21 – First Aid/CPR
- March 27 – Advanced Soils

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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; www.pdma.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. 253/770-6594; www.wossa.org.

JAN. 28-29

Indiana Onsite Wastewater Professional Association Winter Conference, Camp Camby, 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.

FEB. 6-8

Kansas Small Flows Association Convention, Ramada, Hutchinson. Call Elma Ball at 913/594-1472 or visit www.ksfa.org.

FEB. 8-9

Western Canadian Onsite Wastewater Management Association of British Columbia Trade Show and Conference, Abbotsford. 877/489-7471; www.wcowma.com.

FEB. 21-23

Alberta Onsite Wastewater Management Association Trade Show and Convention, Edmonton. 877/489-7471; www.aowma.com.

FEB. 25-28

Pumper & Cleaner Environmental Expo International, Indiana Convention Center, Indianapolis. 866/933-2653; www.pumpershow.com.



Three Pre-Expo NAWT Courses

Course Name: Principles of Septic System Design
When: Saturday-Sunday, February 23-24, 2013

Course Name: Inspector Training & Certification
When: Saturday-Sunday, February 23-24, 2013

Course Name: Vacuum Truck Technician
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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)



2009 F-550 Ford portable toilet truck: 6.4 diesel engine, automatic transmission, 700 waste and 300 clean water tanks, 82,000 miles, Masport pump.\$46,000/OBO
Call 989-345-1763 and ask for Tony P02

PORTABLE RESTROOM TRUCKS

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)

2004 Ford F450, diesel, 600 waste, 130 water, Condé HD 6 pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

2006 Ford F550 6.0, 174,000 miles, Satellite tank, 950 gallon, one compartment, Condé pump under the hood. Asking \$17,400. Pictures upon request, 201-693-0912. (P01)



2008 Ford F550 with 155,000 miles, Imperial Industries with 700/400 aluminum tank. Call/email for additional photos. Asking.....\$20,000.
240-793-3096 or matt@genesjohns.com P01

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)

2006 ISUZU: Auto, NQR flatbed with lift-gate, 56,675 miles, vacuum tank on it, 300W, 150F, 5-unit carrier. \$18,950. 646-645-6794, NY. (P01)

2006 F-550's, 6.0 liter diesel automatic, Satellite built, 230,222 miles, \$6,500, 205,111 miles, \$8,500, or \$13,000 for both, in daily use, looking for quick sale. Western Pennsylvania. 724-752-1408. (P01)



2005 Ford F-550XL: Diesel, automatic, A/C, 19,500 gvw, 135k miles, 550 gallon waste, 200 gallon fresh on 12' flatbed with 2,500 lbs. lift-gate and trailer hitch. Condé Super 6 vacuum/pressure pump, SHURflo washdown and bucket-fill. Hauls 6 portables, great P&D, service or back-up truck, good condition.\$26,900
661-212-1645 Southern California P01

2002 International 4300: DT 466, Allison automatic, Abernethy 1100/400 steel tank, Masport pump. Good condition. \$25,000/OBO. 888-839-2830 or 662-587-0756, MS. (P03)

PORTABLE RESTROOM TRUCKS



2006 Freightliner M2: 257k Mercedes Benz 250 hp, Allison 3000 automatic transmission, rebuilt 50,000 miles ago, differential lock, DYNA-VAC tank with toilet carrier, 1,200 waste, 500 fresh, Masport HXL75V.\$48,000
Call 330-763-3706 OH P02



2005 Ford F650: Aluminum tank, 1,400/400/200, excellent running truck with a CAT C7 engine and Allison transmission, 26,000 gvw. More trucks available.....\$17,500
Call Dennis at 508-351-9002 for more info P01



2006 Ford F550: Satellite tank and pump, newer transmission, turbo and injectors, 245,000 miles.... Asking \$15,500
Contact Travis at 515-835-1400 P01



2002 International 4300: DT466, air brakes, 6-spd., A/C, 117,000 miles, brand new 1,100/waste, 275/water tank with toilet rack, new Masport HXL4 pump. Truck is in an excellent condition.\$44,900
GARY: 404-514-2923 GA P01

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

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

2011 NLB 10-325, rated at 51 gpm, max pressure 10,000 psi, Eaton-Fuller transmission, PTO driven fill/charge pump, Cummins NTA-855-p, 335 hp with heavy duty battery, skid mounted with bag filter assembly. \$ 60,000. 361-944-1290. (P02)

PUMPS-HIGH PRESSURE

2009 Gardner Denver 20k, fluid end 450's for Quintuplex pump. Bought in 2009 and has been used very little. Call Tom at 423-240-9737. (P03)

PUMPS-VACUUM

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)

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

RENTAL EQUIPMENT

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

1990 Volvo pump truck, 3,600 gallon tank, MECII 11,000/P, pump used 5 months, 2000 model year tank, good tires, ready to work. \$21,000. Southeast Michigan, 517-546-1595 (leave message). (P01)



1992 Western Star: 959,966 miles, 200,000 on rebuilt in-frame. 3406 Engine, 475 horsepower, CAT transmission: 15-spd. Eaton Road Ranger. This truck is in A1 shape, tires are at 80%. No cap's were used on this truck. This truck was used as a stand by truck. It is ROAD READY! It is equipped with: Jake brake, air ride seats, tilt wheel and telescoping, air condition, AM/FM/CD, air passenger window, chrome bumper, train horns, stainless mirrors (heated), aluminum wheels, dual stainless steel exhaust stacks, tank is equipped with 3,000 gallon aluminum tank, 3,000 psi jetter, hydraulic drive, 6" dump valve, (3) 3" intake valve, 367 challenger vacuum pump, dual stainless steel air cleaners, aluminum water tank for jetter, aluminum hydraulic tank, 180 feet of 3" hose, 250 feet of 1/2" jetter hose, strobe light in tank, jetter in aluminum box, air blows out system to winterize jetter, diesel fuel washout to clean pump.Asking \$49,900
Email us at ronsrooter@yahoo.com
Phone: 1-270-554-3711 P01

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. (P01)

SEPTIC TRUCKS



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. P01

1999 International: 3,500 gallon tank and Jurup pump, 5 years old tank and pump. \$34,000. 1-866-362-7687. (P01)

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



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



2004 Sterling Acerta: CAT motor, 6-spd., A/C, P/S, cruise, AM/FM, new paint job in April, new 2,500 gallon tank, system built by V&H in April, ready for work, heated valves. Great looking truck, and best of equipment, 80 hours of pumping\$54,000
410-515-0552 P01

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)

SEPTIC TRUCKS



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

Rodney Lane
270-832-3793 P01



2005 International 4400: DT 466, 187,808 miles, 400 water, cooled, Masport, 3,600 gallon tank.\$57,500
Rodney Lane, 270-832-3793 P01

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 P01

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



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 P01



1987 Kenworth T800: 3,000 gallon septic truck, Powerflo 310 cfm, pump less than 4 months old. Truck is in excellent working order, new truck is in, need to sell this one.\$23,500/OBO
Call Ken @ 540-977-5848
with any questions P01



2005 Mack pumper 4000 Imperial gallons, 750 Wallenstein vac pump with cooler, hoist and vibrator, hydraulic valve to operate other equipment.
Contact Weber Environmental Services 519-648-2510 P01

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

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

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

SEPTIC TRUCKS



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



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

P01



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 P01



2005 MACK Vision: 4,000 gallon tank, 4310 blower, 6 gpm jetter, hoist, full opening tank, new blower 02/10. \$105,00/OBO

Call Mike @ 443-235-5979 P01

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 P01



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 P01



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 P01

SEPTIC TRUCKS



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 P01



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 P01



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 P01

SEPTIC TRUCKS



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 P01

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)



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 P01

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)

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SEPTIC TRUCKS



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 P01

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)



2005 Freightliner: C-7 CAT engine, 6-spd. transmission, under CDL, A/C, cruise, air-brakes, new 2,200 gallon tank, Juroop PN84 vacuum pump, paint and tires. Five year warranty on tank. One year warranty on vacuum pump, really nice truck.\$42,500

740-820-5338 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)



(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 P01

SEPTIC TRUCKS



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 P01

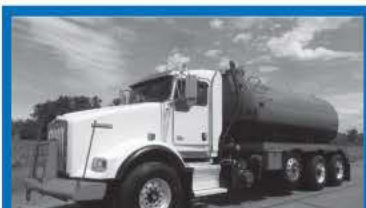
2005 International, 3,300 hp Cummins, 10-spd., new 3,600 aluminum tank, Masport 400 pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)



2006 Western Star: 450 hp Mercedes Benz, 10-spd., 243,757 miles, 212 WB, lift axle, new Erickson 3,600 gallon vacuum pressure tank, 20" top hatch, 36" rear hatch, Masport components, 6" top port, Masport HXL400WV, pre-filter, 6" dump, 3" front load, HD trailer hitch. WA dealer #1812, others available!\$117,000

Call 509-785-2955 P01

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

SEPTIC TRUCKS



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.\$25,000/OBO

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



1999 Sterling: 3,100 gallon tank, new paint! Septic truck with locking rears, 140k miles.Asking \$53,000

Contact John at 724-785-5892 PBM

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)



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, Juroop 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

SEPTIC TRUCKS



2006 Peterbilt 357: 4,200 gallon aluminum tank, 215,000 miles, 375 hp, Fuller 10-spd., Challenger blower, fresh in-frame.\$97,500

281-347-0840 P01

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)

2005 International 4300, DT466, 245 hp, 6-spd., 2,500 gallon Transway back tank, TSI 500 back pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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 Juroop 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

1997 International 4900, 210 hp, 5-spd., newer 1,500 gallon vac tank, Morrow M10 pump. \$15,000. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

1986 Mack superliner, 350, 12-spd., 44 rears, need refurbishing, recent kingpins and front springs, runs/drives good. 1995 3,500 gallon, epoxy lined, very good tank, some rust on bins, Masport HXL75WV pump, needs rear tires. \$13,900. Email for pictures, plymouthseptic@verizon.net. (P01)

SEPTIC TRUCKS

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

2005 Freightliner M2, 150k miles, CAT C7 at 250 hp, 6 speed, manual transmission, new 2,500 gallon vacuum unit, 400 cfm, Masport pump, aluminum tool box, Rhino lined hose trays. \$46,000. Delivery available for \$1.45 a loaded mile. Call Dave at 734-731-5256 for pic's and specs. (P01)



2002 Sterling 7501: 5126 CAT Motor, 7-spd. trans., 170,000 miles, new 2,500 gallon tank, new pump & valves, good solid truck.\$37,000 firm
812-322-0974 P01



2003 Freightliner M2: 58k GVW, CAT 3126, 10-spd., 204k miles, Marsh 3,200 gallon carbon steel hoist tank with 36" hydraulic opening rear door, NVE-743 blower, set up for jetter with 100 gallon water tank. Could use rear tires and a little cosmetics to be daily pumper.\$39,900/OBO
815-933-7600 P01



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

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



1997 International 4700, DT466: 2,350 gallon, 264,000 miles, engine rebuilt, truck used every day, just needs painting, upgrading to tandem truck.\$35,000

601-573-7873 wastewatercontro@bellsouth.net P01



2006 International Flatbed 4400: DT466 with 24 foot lift gate, 6 speed, approximately 153,000 miles. \$26,500.

Call Rodney Lane 270-832-3793 P01

SERVICE/REPAIR

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

SLIDE-IN UNITS

500 gallon, new steel slide-in unit, (350 waste, 150 fresh), Honda power, SDS-6 Condé vac/pressure pump, ready to go. \$7,200.00 Call for details, 337-886-1000. Other sizes available. (P01)

Galvanized 450 waste, 210 fresh, 660 total, Vacutrx slide-in, in great shape, good vac, 25' of hose, Honda engine, white in color. \$6,200. 740-776-6927. (P01)

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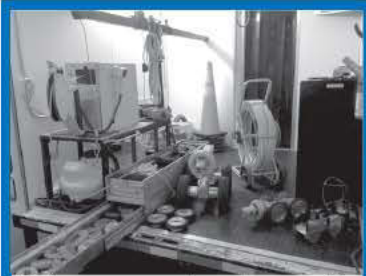
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