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## Old-School COOL

N.C. pumper Donald Goins' classic Classy Truck works hard for the money

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Networking is a key to success  
for Illinois pumper Chris Wenger

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news

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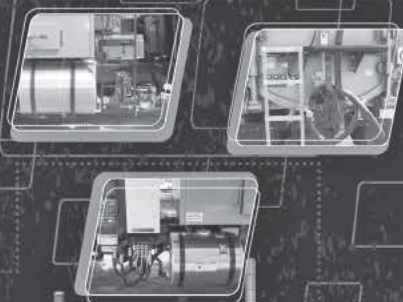
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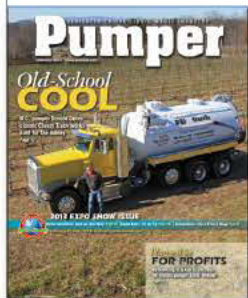


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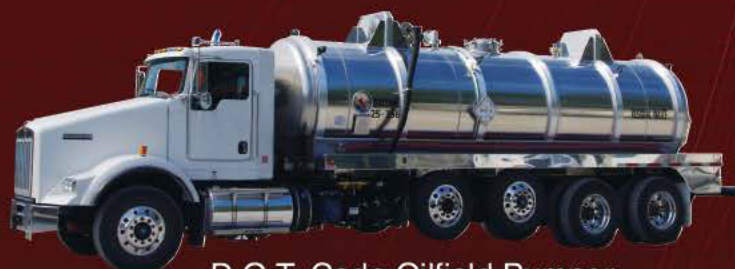
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# Old-School Cool

North Carolina pumper Donald Goins' bright yellow refurbished Peterbilt blends classic truck elements with a hardworking attitude

By Jim Kneiszel

**D**onald Goins Jr., who runs the one-man pumping operation **P.D. Quik Inc.** in Mt. Airy, N.C., likes to say that his vacuum trucks are “not for show, but all for dough.” After winning the Pumper 2012 *Classy Truck of the Year* contest, he might have to reluctantly step back from that proclamation.

The southern gentleman from the foothills of the Blue Ridge Mountains thinks “work first” in maintaining a fleet of four purpose-built rigs serving small-town North Carolina customers. But his old-school cool refurbished long-hood 1992 Peterbilt rig has the kind of retro good looks and chrome accents that capture a lot of attention as he runs routes to work big pumping jobs or clean car wash pits across the northwest part of the Tar Heel State.

“It was a little dressy when I bought it,” Goins says about the Peterbilt he bought after it had a productive life as an over-the-road tractor going back and forth to California. While his three other trucks are painted all-white, Goins chose to leave the original bright yellow and black paint job on the Peterbilt after he picked it up from dealer D.A. Strictland, in Lambsburg, Va.

“It was yellow and I kept it yellow. I think it looks like a bruised banana,” he jokes.

## DRESSED FOR SUCCESS

Bruised banana or not, the 20-year-old rig was chosen for *Classy Truck* honors due to its classic look and work-first functionality. When Goins bought it 12 years ago, Strictland had removed a sleeper cab and put in a rear window, then rebuilt the N14 Red Top Cummins diesel workhorse, which now has 1.3 million miles and counting.



Donald Goins Jr., shown with his *Classy Truck*, says the repurposed 1992 Peterbilt carrying a big Keith Huber, Inc. vacuum tank and a hoist gives his business the flexibility to effectively clean car wash pits and serve specialized commercial accounts. (Photo by Carolyn Inscore Choate)

After the purchase, Strictland beefed up the frame to Goins' specifications, then transferred a reliable steel 4,000-gallon Keith Huber tank and 30-year-old Ochsner pump from an underpowered GMC Brigadier truck Goins had been using. It has a full-opening rear door, a hoist and vibrator and dual topside manways, making it a perfect heavy-duty hauler for high-gallon septic runs and specialty car wash pit work.

“The Brigadier was killing me on power, with only 210 hp. I saw the Pete sitting there and found out it had the 460 Cummins engine in it, and I felt sure it would manage the payload,” Goins recalls. And it's proven to take any job Goins can throw at it. The vibrator, hoist and rear hatch make dumping heavy car wash grit a snap, and the big tank helps Goins with a lucrative job cleaning out rest area holding tanks along North Carolina's highways.

The truck's look was completed with clear, simple graphics from TW Signs in Mt. Airy. While the truck has a much different style than his other rigs, the graphics are consistent across the fleet. Goins keeps the truck in good shape and washes it occasionally, but he doesn't give it any special treatment.

I came from a business where I worked 14 hours a day, seven days a week, looking at the same four walls all the time. In this business, I drive around and meet a lot of new people and get to work outside. There's a lot more freedom than when you own a grocery store. And I've loved it ever since.

- Donald Goins Jr.

## FUNCTIONAL FLEET

“I try to be picky about it, but it's still a dirty business,” he says. “We're definitely in the business to move sewage.”

Goins doesn't mind running older equipment. Besides the Pete, he runs a 1992 Freightliner tandem axle with a 2,500-gallon tank built about 100 miles away at Abernethy Welding, a 1995 cabover UD with a 1,750-gallon tank, and a 2006 International with a 3,200-gallon steel tank he bought with a salvage title. The latter truck had been a process-water hauler in the oil and gas sector and was damaged in a rollover crash. Goins had a new cab installed and fixed the damaged tank to get it back on the road.

Goins, 54, got into the pumping industry in a roundabout way. In 1989, he owned and operated two small grocery stores in Mt. Airy, one located on the main street of the town made famous with a fictitious name, Mayberry,



in the 1960s TV comedy, the *Andy Griffith Show*. He had sold one of his stores and was looking for a new business to get into.

Goins was working the front of the store when a customer came in and, in shooting the breeze, let on that he was going to retire and give up his pumping business. Goins and a partner ended up buying the small operation, then Goins sold his second grocery and bought out his partner. He's never looked back.

"You know what I love about it? I came from a business where I worked 14 hours a day, seven days a week, looking at the same four walls all the time," Goins says. "In this business, I drive around and meet a lot of new people and get to work outside. There's a lot more freedom than when you own a grocery store. And I've loved it ever since."

### CLASSY COMPETITION

"I like the people, from the customers to the competitors. We always get along and there's four of us in a community of 27,000 people," he says of the area pumpers. "We help each other out if we need to, and we don't cut each other's throats."

While Goins' business is about 60 percent residential septic, 40 percent commercial septic and car wash pits, his next-door neighbor runs a portable sanitation company and occasionally pumps septic tanks. He says they're great friends.

Goins had a helper in submitting his truck photo when he was chosen for the *Classy Truck* monthly honor for October 2012. His wife, Carolyn, who loves photography and has become a part-time wedding and commercial photographer, enjoys riding along with her husband and shooting photos of his trucks.

"My pictures have been published in newspapers and I've shot a lot of weddings, but I tell everybody that you know you've achieved success when your picture reaches *Pumper* magazine," she says. The photo that ran in the October issue was taken as Goins was cleaning out a holding tank at a golf course, and the truck was parked in front of a picturesque lake with a fountain.

Goins says he is proud to win the annual Classy Truck honor, but he was just as proud of his wife for her work photographing his fleet for more than 20 years. Carolyn jumped at the chance to make the Peterbilt truck her subject again for the cover of this magazine.

"I was surprised, but I was also happy for Carolyn," Goins says of his *Classy Truck* win. "I knew it would thrill her to death."

### THANKS FOR ENTERING

Thanks to everyone who entered their truck in the *Classy Truck* contest over the past year. That you took the time to design top-notch trucks and detail them for these photos shows your great pumper pride. Every one of the trucks featured in 2012 are winners in their own right, and serve to raise the professionalism of the industry, one rig at a time.


### IT'S EXPO TIME

Will you be coming to the greatest show on earth for pumping professionals? Of course I'm


talking about the Pumper & Cleaner Environmental Expo International set for later this month, Feb. 25-28 in Indianapolis. I'll be there every day and am looking forward to meeting you. From Education Day on Feb. 25 to the three days of exhibits Feb. 26-28, it'll be wall-to-wall new equipment and dozens of training and networking opportunities.

COLE Publishing editors will be on hand to meet contractors and learn more about your businesses. We want to know about your latest initiatives and hear about the issues that concern you most, whether it's general small business topics or specific pumping challenges. Your ideas drive the quality of content we produce throughout the year for our readers. Listening to you is my top priority at the Expo. So stop by the COLE editors' booth and let's talk shop! ■

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The C.W. Septic team includes (from left) Bart Friend, Chris Wenger and Marvin Meyers. (Photos by Dennis Sievers)



# Plugged in FOR PROFITS

Illinois hauler Chris Wenger works with a network of fellow pumping professionals to set up his family business, C.W. Septic Services Inc., for a bright future By Ken Wysocky

Chris Wenger knows he doesn't have to go it alone, even though he's the lone pilot charting his small family septic service business through choppy economic waters.

That's because the owner of C.W. Septic Services Inc. in London Mills, Ill., has harnessed the business-building benefits of professional networking. During 11 years in the industry, the small-market pumper has achieved big-time results, due largely to a subtle yet significant skill: Listening and learning from others.

Wenger has slowly built profits using an array of tried-and-true strategies, including running larger vacuum trucks, investing in productivity-enhancing equipment, emphasizing customer service, paying cash whenever possible, and creating a professional image with uniforms and sparkling-clean trucks.

The bottom line results? A three-fold increase in revenue last year, compared to his first year in the business in 2001. And in the end, his tightly run operation benefits most from picking up the phone and calling other

pumpers he reads about in *Pumper* or picking colleagues' brains at the Pumper & Cleaner Environmental Expo International.

## Help is a phone call away

"Virtually everything I do, I picked up from *Pumper* magazine," says Wenger. "I'm almost embarrassed to say that I've cold-called people profiled in *Pumper* and talked to the nicest people who have given me tips over the years — told me what they've

## Profile

**C.W. Septic Services Inc.,**  
London Mills, Ill.

**FOUNDED:** 2001

**OWNER:** Chris Wenger

**EMPLOYEES:** 4

**SPECIALTY:** Septic pumping

**SERVICE AREA:** 35-mile radius around London Mills



(continued)





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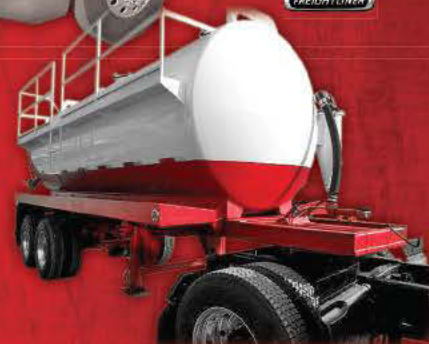


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Technician Bart Friend gets hose off the vacuum service truck.



## Buddy System Creates a Win-Win Situation

When Chris Wenger met fellow septic service contractor Cary Zeschke while waiting in line at a disposal site in 2003, he had no idea how much the relationship would grow, both personally and professionally.

But flourish it did. And today, the relationship between Wenger, the owner of C.W. Septic Services Inc. in London Mills, and Zeschke, the owner of Bloomington-based Zeschke Septic Cleaning LLC, (featured in the August 2010 *Pumper*) underscores the value of having an industry friend and mentor.

"Cary saw my new truck while we were waiting in line, and we got to talking about business ... and we've stayed in touch ever since," Wenger says. "I probably talk to him once a week.

"We've shared a lot of ideas over the years and tackled big jobs together," he continues. "He's a great guy — truly one of my best friends."

It certainly helps that the two companies are about a 1.5-hour drive apart, so their territories don't overlap, Wenger notes. Their companies are very similar, too.

"We've grown at about the same rate and have been about the same size for many years — almost mirror images of each other," Wenger says. "He often faces the exact same challenges I do."

The duo works together periodically on jobs that require more than one vacuum truck. A good example is a sewer pit in Galesburg, Ill., that holds waste from about 100 homes in a mobile-home park until it's pumped to a city sewer line.

"The inflow into this pit was constant, so when they need to change out the pumps, it's necessary to have numerous trucks handy," Wenger says. "The same situation occurs when we team up to clean out large waste tanks at an interstate highway rest stop located southwest of Bloomington. Travelers use the restrooms throughout the day, so water inflow into the tanks is nonstop."

Wenger says he also enjoys good relationships with pumpers that he competes against locally. He says there's enough work for everyone in the area and doesn't hesitate to refer customers to a competitor if he's too busy to handle them himself.

"We all refer work back to each other," he says. "I don't bad-mouth my competition because everyone loses when you do that. It all comes back to the old adage that if you can't say something good about someone, don't say anything at all. Karma is a wonderful thing ... if you promote good, honest policies, it all comes back to you."

done to build their businesses. Many times, I hear the same things over and over again, so I figure why should I try to reinvent the wheel?"

Wenger says the neutral ground of the Expo's exhibit floor encourages contractors from across the country to share their success stories. There are no feelings of competitiveness and most folks help each other out.

"And when I cold-call people, I tell them right away where I'm from so they don't get defensive, and they really open up," he adds. "I learned about a lot of little things, like handing out refrigerator magnets with my company name on them, and writing the next pumping date on them so customers don't forget. Or how to collect money from slow-paying customers. This is such a great industry because the people in it are wonderful people."

Wenger bought C.W. Septic from his father, Larry, who founded the company in the late 1970s and retired in 2001. (His dad's nickname is Chubb, hence the "C" in the company's name instead of an "L.") Larry Wenger ran the company part time to supplement his income from a full-time job, so Chris — who worked for his dad on and off for years — felt growth potential existed.

“I don't bad-mouth my competition because everyone loses when you do that. It all comes back to the old adage that if you can't say something good about someone, don't say anything at all. Karma is a wonderful thing ... if you promote good, honest policies, it all comes back to you.”  
- Chris Wenger

### Route to success

Wenger worked his way through college by loading trucks part time at global package-delivery giant UPS. After obtaining a two-year associate degree, Wenger spent about eight years working as a ski instructor during winters in Utah and Illinois, and helping his dad the rest of the year.

Working for UPS greatly informed his decision to go into business for himself and how he operates.

"It was a real tough job, and I decided that if I was going to work this hard for a company, I'd rather work that hard for myself," he says. "But it was invaluable seeing the way they run an operation. They're very efficient. They leave no stone left unturned in scrutinizing ways to make drivers more efficient and profitable. For example, I count stop signs on my routes to find routes with less stop and starts. If you're not always slowin' and goin', it's easier on the trucks."

Wenger grew the company slowly, marketing his services by handing out business cards and running ads in phone books and weekly shopper newspapers. And early on, he charted a course for slow growth and minimal debt.

"Growing slowly enabled me to stay on top of it," he points out. "It's not like I tripled gross sales in two years and had to take out loans to finance the growth. It's always been slow and steady."

"I never wanted to have a huge operation and all the resulting headaches and overhead," he continues. "I never wanted to lose sleep at night, wondering if I'm going to make it that month because I'm too leveraged with debt. A lot of times businesses blow up because they grow fast and are highly leveraged."

As an example of his frugality, Wenger explains that it took him more than 10 years to finally own a building for storing his trucks. He rented a shop until he found a good deal on a pole barn. And whenever possible, he paid cash for expenditures.

(continued)



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## Big rigs

From the start, Wenger bought larger-capacity trucks. Especially with fuel so expensive, larger trucks increase profitability and productivity by reducing trips to waste-treatment facilities and allowing more service calls per day.

Wenger owns a 2006 Sterling Acterra vacuum truck with a 3,600-gallon steel tank and National Vacuum Equipment, Inc. pump built by Imperial

Industries, Inc., and a 2007 Peterbilt 335 with a 4,000-gallon steel tank and Masport pump built by Transway Systems Inc.

"Moving to tandems with bigger tanks was one of the best things I ever did," Wenger says, estimating he paid a \$40,000 to \$50,000 premium for the larger trucks. "It makes your days so much more efficient by not backtracking to dump waste. It doesn't take long to make up for the added expense of a larger truck. I've also picked up bigger commercial-type jobs — sludge hauling, for instance — that I wouldn't have been able to do otherwise, so they've added value I never foresaw.

"When you start breaking (the cost savings) down and if you keep a truck in service for so many years, it's definitely worth paying more," he adds. "But more than anything, it's time savings. Time is one thing you never get back in life."

Wenger urges pumpers to never underestimate the value of clean, well-signed trucks and uniformed employees to create a sense of professionalism. He says he tries to wash his trucks two to three times a week because they provide the best advertising possible, and invests in no-polish, easy-to-clean Dura-Bright rims from Alcoa Wheels (Pioneer Rim & Wheel) to spiff up his trucks.

"I've had customers say they hired me because our trucks look so good," he says.


A Crust Buster tank agitator, made by Schmitz Bros. LLC, is another piece of productivity-enhancing equipment, Wenger says. He estimates the tool saves anywhere from five to 40 minutes per job, depending on how well maintained the tank is. If a tank has been neglected and there's a heavy scum layer, the machine makes the load more manageable.

"Doing it with the hose is physically tough and it takes a long time," he notes. "I used to use a steel paddle and (break up the scum) by hand, which is incredibly difficult."

## Lessons learned

Wenger says running across a copy of *Pumper* in the waiting room of a truck-repair shop forever altered the way he did business. Reading about contractors who, for example, did eight service calls a day while he was doing three to five per week "changed the course of my life." Today, Wenger's business reflects many of the things he's learned from other pumpers. They include:

- **Hire an accountant.** "It's definitely money well spent. I don't know how you could ever do your own taxes if you're self-employed; it wouldn't be worth the time it takes. Just chalk it up to a business expense, like insurance."
- **Send out reminder postcards to customers.** An inexpensive way to ensure repeat business.
- **Keep a file on every customer account.** That way, there's never any doubt about where

A photograph showing two men, Chris Wenger and Bart Friend, working on a septic tank lid. Chris Wenger, on the left, is wearing a yellow shirt and blue jeans, and is using a long-handled tool to lift a large, dark, rectangular concrete lid from a hole in the ground. Bart Friend, on the right, is wearing a yellow shirt, blue jeans, and a camouflage visor, and is kneeling in the grass, holding a long-handled tool. The background shows a grassy area with trees and a house.

Chris Wenger, left, and Bart Friend return a concrete lid onto a septic tank after pumping.



“

People usually are willing to talk. And if you don't like what you hear, you don't have to do it. But if something already is working for someone else, why can't it work for you?

- Chris Wenger

”

a customer's tank is located, how big it is, where the lid is, how many hoses are needed to reach from a driveway or road, and other critical information that makes scheduling more efficient and productive.

- **Charge extra for jobs that top 1,000 gallons.** "If I have to dump earlier than expected, I need to offset that extra transportation expense, so I add an extra charge of .12 cents per gallon after the first 1,000 gallons pumped," he says. "I base my rates on getting three jobs finished before dumping. So if I pump out a system where the drainfield is failing, and I pump an extra 400 gallons, I need to cover that extra expense."
- **Buy a digital read-out tank gauge.** "My digital gauge (made by Garnet Instruments Ltd.) allows me to show my customers how much my tank is holding when I start a job," Wenger explains (see point above). "I can't charge extra without that gauge, because I'd be guessing at how much I pumped."

### Relationship building

In the long run, Wenger plans to continue the networking strategy that has served him so well.

"I haven't got it all figured out ... and I never want to think that I do," he says. "Besides, people usually are willing to talk. And if you don't like what you hear, you don't have to do it. But if something already is working for someone else, why can't it work for you?"

Best of all, the only tool required doesn't cost a thing: a good set of ears. ■

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Chris Wenger uses a Crust Buster to loosen the contents of a tank before pumping.

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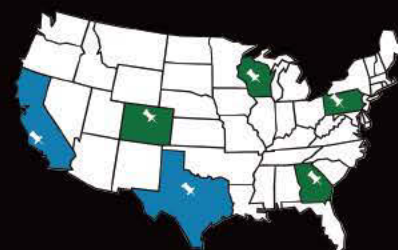
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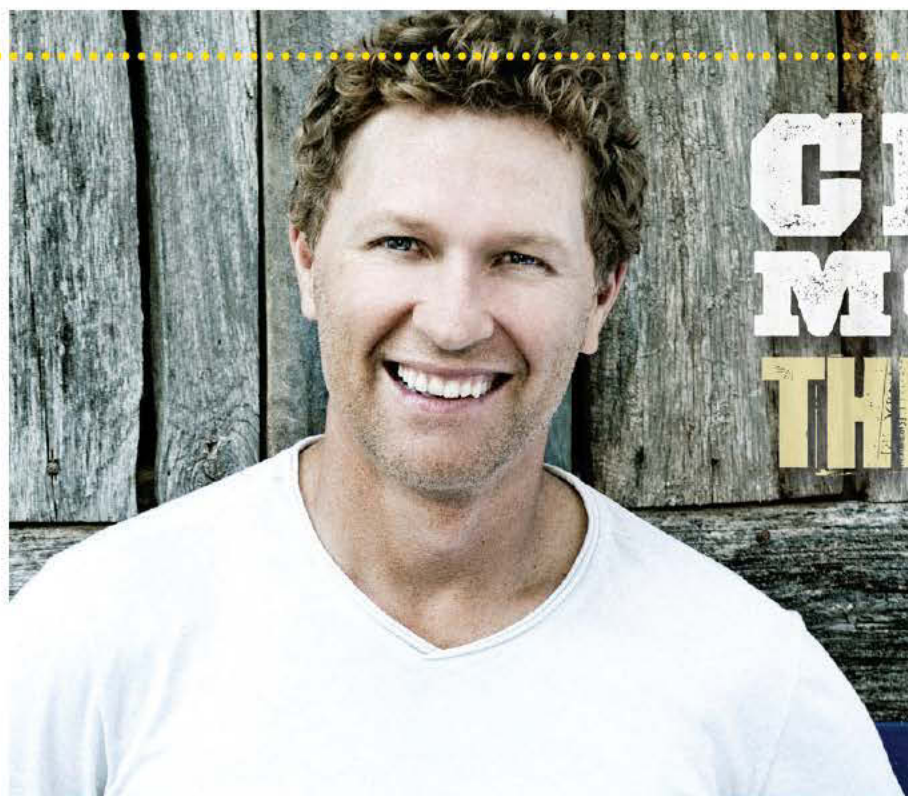
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EXPO | February 25 - 28, 2013 | Indiana Convention Center

Country star Craig Morgan rolls into Indianapolis and the Pumper & Cleaner Environmental Expo a year removed from his latest CD, "This Ole Boy," which peaked at No. 5 on the *Billboard* Top Country Albums chart.

"When you go out and buy an album, and I've done it myself, you sometimes feel, 'Well the songs on the radio were great but the rest was just OK,'" says Morgan, a member of the Grand Ole Opry since 2008. "When they play this record, I want them to say, 'Man, I like the songs on the radio but I love this other song even better!' That's what's rewarding about an album."

Reviewers seem to think Morgan's latest meets that standard. A review on the Taste of Country website says, "'This Ole Boy' is an easy listen. Morgan includes 12 wholesome, folksy country songs, most sung with a crooked grin but no lack of sincerity. You find yourself charmed by his good-natured, every-man character on songs like 'More Trucks Than Cars,' 'Being Alive and Living' and 'Better Stories.'"

Great American Country says the album is "full of easygoing charm. Songs like the sexy 'Love Loves A Long Night' and 'Fish Weren't Bitin' fill out a solid collection that feels like a warm conversation. Craig's music and voice have always been engaging and accessible, and it's no different here."

People ask me how I stay grounded. Man, I go home and I still mow my own grass, I clean my own pool. I have kids that I play with and love the same as everybody else. I will always be that same guy.

- Craig Morgan



## A successful decade

Expo attendees will sample tracks from that album when Morgan performs on Tuesday, Feb. 26, at the annual Industry Appreciation Party at the JW Marriott Hotel, connected to the Indiana Convention Center. They'll also hear some of his 14 Top Ten hits, which include "Redneck Yacht Club," "Almost Home" (Music Row song of the year in 2003), and "That's What I Love About Sunday" (Billboard's most played country song of 2005 with five weeks in the No. 1 spot).

Morgan's songwriting and recording career goes back 13 years. He made his first appearance on the Grand Ole Opry stage on April 21, 2000, and was invited to become an Opry member during a special concert for troops at Fort Bragg in Fayetteville, N.C., on Sept. 18, 2008. The setting was fitting, since Morgan himself was stationed at Fort Bragg for two of his 10 years of active duty tenure in the U.S. Army's 82nd Airborne Division.

His Grand Ole Opry profile ascribes his appeal to honesty, work ethic and humility. "We grew up tough – dirt road, single-wide trailer," he says. He never saw himself in a music career, even though his father was a bass player in Nashville. He spent time as an emergency medical technician, a contractor, a sheriff's deputy, and an assistant dairy manager at a Walmart store, in addition to his nearly two decades of military service, which include nine years in the Army Reserve.

He remains a big supporter of service members, travelling even to dangerous places to entertain. "I was one of the first artists to go into Afghanistan," says Morgan, who received the 2006 USO Merit Award. "Right after the invasion, they were still sweeping up glass in Kandahar in the airport. I get to give those men and women a little piece of home. It really does make a difference."

## Hard at work

Success in the music business doesn't seem to have changed him. "After most gigs, he is right there with his band and road crew loading up the truck," according to his Opry profile. Morgan adds, "Something in my genes and my blood requires that I work – right or wrong, it makes me feel like a man."

His Opry appearances number more than 130, and he plays some 200 sold-out concerts per year. He has toured with the likes of Carrie Underwood, Keith Urban, LeAnn Rimes, Brad Paisley and Trace Adkins. He is also a competitive dirt bike racer in the Mid-South Hare Scramble Series.

In June 2010, he launched the "Craig Morgan: All Access Outdoors" TV program on the Outdoor Channel. It follows his lifestyle at home, touring and outdoors: hunting, aerial bow fishing, bungee jumping and skydiving. In its first season, it became the network's top-rated Saturday morning hunting show.

## Staying grounded

Amid all the activity, family comes first with Morgan. "I love the music. I love singing and writing songs and producing records," he says. "But ultimately, I do what I have to do to take care of my family. People ask me how I stay grounded. Man, I go home and I still mow my own grass. I clean my own pool. I have kids that I play with and love the same as everybody else. I will always be that same guy."

"Whether I was working at Walmart or as a police officer, I enjoyed what I did. And I could go right back to that today. I'm going to make whatever I do interesting and fun. I've always tried to look at this like, 'It's a job, and I'm blessed to have it.'"

Reflecting on his latest album, he observes, "No matter what level of an artist you are, you choose songs based on who you are at that time and how you feel. I'm at a point in my life where I'm extremely comfortable, extremely confident. I feel good about my family, my children, my friends, my career. I think the songs that I picked, looking back now, kind of reflect that." ■

## FIVE QUESTIONS WITH CRAIG MORGAN

**Q** How does your long experience in the military inform your approach to life? And does that inform your songwriting in any way?

**Morgan:** My time serving in the Army helped shape who I am today. It reinforced the values I learned at home – discipline, hard work, loyalty and sacrifice. I like to write from experience, and so I recently wrote a song called "What Matters Most," about our military men and women and the spouses and families they leave behind to serve our country. We recorded it and then donated it to Folds Of Honor to help raise money to support the families of fallen soldiers.

**Q** What would you say is your signature song, and why?

**Morgan:** We've had a lot of hits, but to name one signature song is tough. I'd say, though, that everything we cut for my newest record, "This Ole Boy," is me to a T, especially "Being Alive And Living," and our newest single, "More Trucks Than Cars."

**Q** Are there any lessons you feel small-business owners like Pumper & Cleaner Expo attendees could learn from your experiences working your way into the music business?

**Morgan:** There are two big things I've learned as an artist and entrepreneur in the music business and outdoor world. First, surround yourself with talented people. I like to joke and give everyone a hard time, but all my guys on the road with me and everyone back at home in Nashville keeping the machine running are top-notch. And second, never give up. You have to want it more than the next person and you have to be willing to work really hard to build your business, whether as an artist or in any career field.

**Q** What is the single most important thing you would like the Pumper & Cleaner Expo audience to know about you before your performance?

**Morgan:** I'm a hardworking guy just like everyone out there. I like to dream big and live big, whether it's through my music, in the outdoors, or at home with my family.

**Q** What should the Pumper & Cleaner Expo crowd expect from a Craig Morgan concert?

**Morgan:** Expect to be on your feet the whole time! I approach my shows like I approach my life – with a LOT of energy.



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# Growing STRONG

The timely acquisition of a revered local brand and intuitive marketing moves set up young Massachusetts pumping outfit Capewide Enterprises for success

By Seiche Sanders



The Capewide Enterprises crew includes (from left, back row) Joshua Raneo, Minor Elizando, Jeremy Nickerson, Sergio Antonio Oliveira Jr., Alan Archambeault, Richard Capen, Joao Junqueira, Tom O'Rourke, Steve Goulet, Jorden Henderson, Mickey Henderson and John Lyons; (front row, from left) Jimmy Dufault, Jose Alves, Roger Chaffee, David Gomes, Ben Perry, Marvin Meyer, Richard LeBoeuf, Bob Ferreira and Bruce Hurt. (Photos by Robert Scott Button)

## Profile

### Capewide Enterprises LLC, Mashpee, Mass.

**OWNERS:** Rich Capen and Joao Junqueira

**EMPLOYEES:** 27

**SERVICE TERRITORY:** All of Cape Cod

**SERVICES:** Commercial and residential pumping; Title 5 septic system repairs; custom home building, remodeling, additions and excavation

**AFFILIATIONS:** National Association of Wastewater Technicians, Cape Cod Homebuilders and Remodelers Association, Massachusetts Homebuilders Association, National Homebuilders Association, Hyannis Chamber of Commerce, Better Business Bureau

**WEBSITE:** [www.capewideenterprises.com](http://www.capewideenterprises.com)



**Y**ou might think being located on a peninsula necessarily limits a small company's revenue potential. But don't mention that to Rich Capen, co-owner of Capewide Enterprises LLC with Joao Junqueira. Based in Mashpee, Mass., the company, providing pumping services and more, works well beyond the confines of its base on Cape Cod, reaching far and wide for revenue.

Capewide's services include commercial and residential pumping; Title 5 septic system repairs; custom home building, remodeling, additions and excavation; and covers 400 square miles, all of the Cape Cod region. Through diversification and some key acquisitions, the company has seen impressive growth, building from a startup to \$5 million in revenue in eight busy years.

Launched in 2004 — after Junqueira built Capen's house and they got to talking about a business venture together — Capewide was originally a full-service construction company, offering excavation and septic system

installation. It soon branched out into new areas, including onsite system upgrades and repairs. Things were good. The company completed nine septic installations in 2004, and jumped to 50 in 2005.

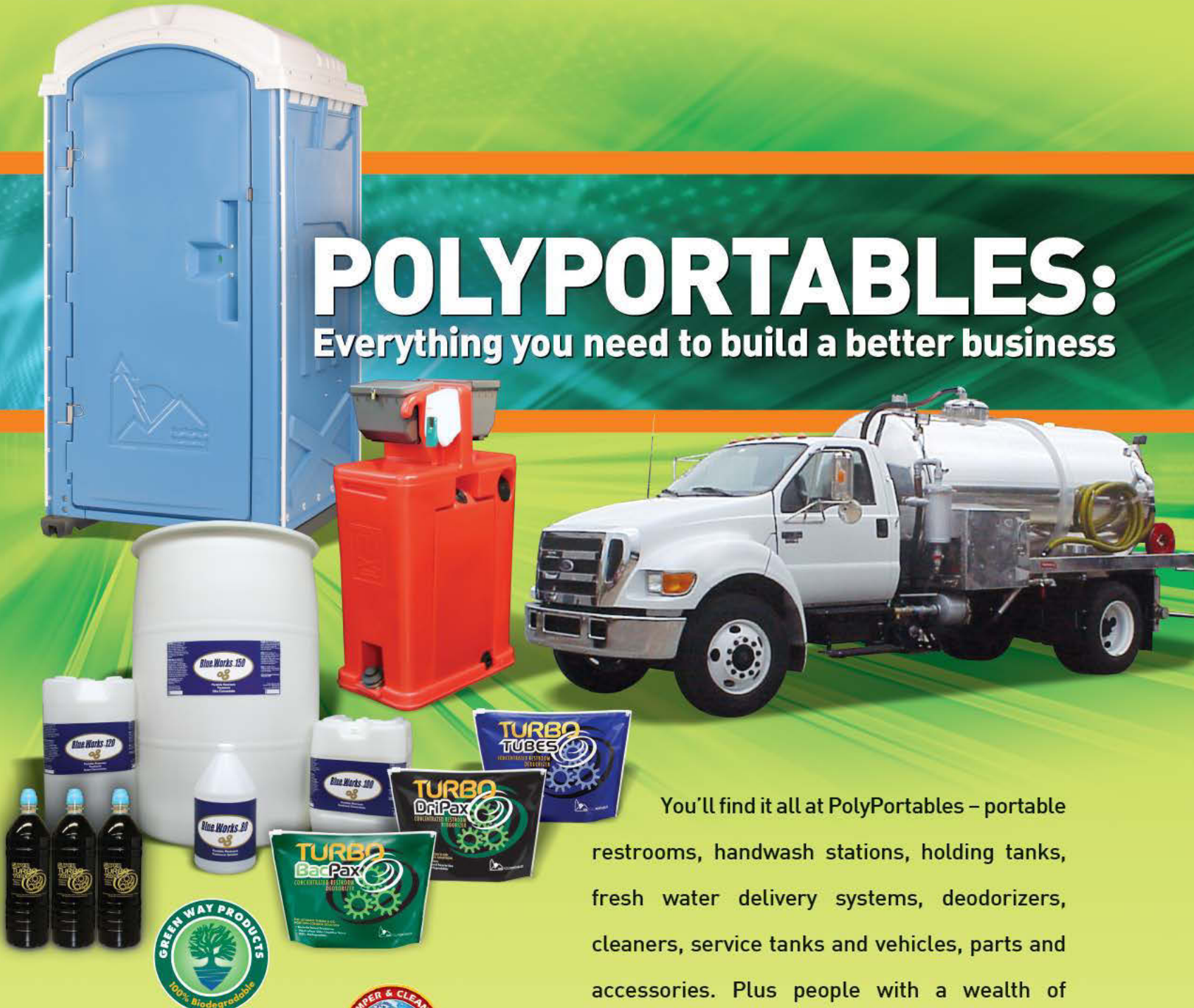
It soon became apparent that the company could afford to — rather than pay other pumpers to do it — buy a vacuum truck for the necessary pump-outs. That truck — a 2002 International 4400 with a 2,500-gallon aluminum

(continued)



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Technician Mickey Henderson connects hoses prior to a residential pumping job.

Macomber's philosophy was the same as ours. Answer the call promptly, have a live person in the office — don't run it off a cellphone — and have a full-time staff to answer questions. Call people back in a timely manner, and do what you say you're going to do when you say you are.

- Rich Capen

tank and Challenger pump (National Vacuum Equipment) — was built out by V & H Inc., and remains a stalwart in Capewide's fleet.

Growth came quickly, but the best was yet to come. A few key strategic moves — including a database purchase and the acquisition of an old-line septic company — set the company in motion to become the force it is today, employing 27 people.

### Growth through acquisition

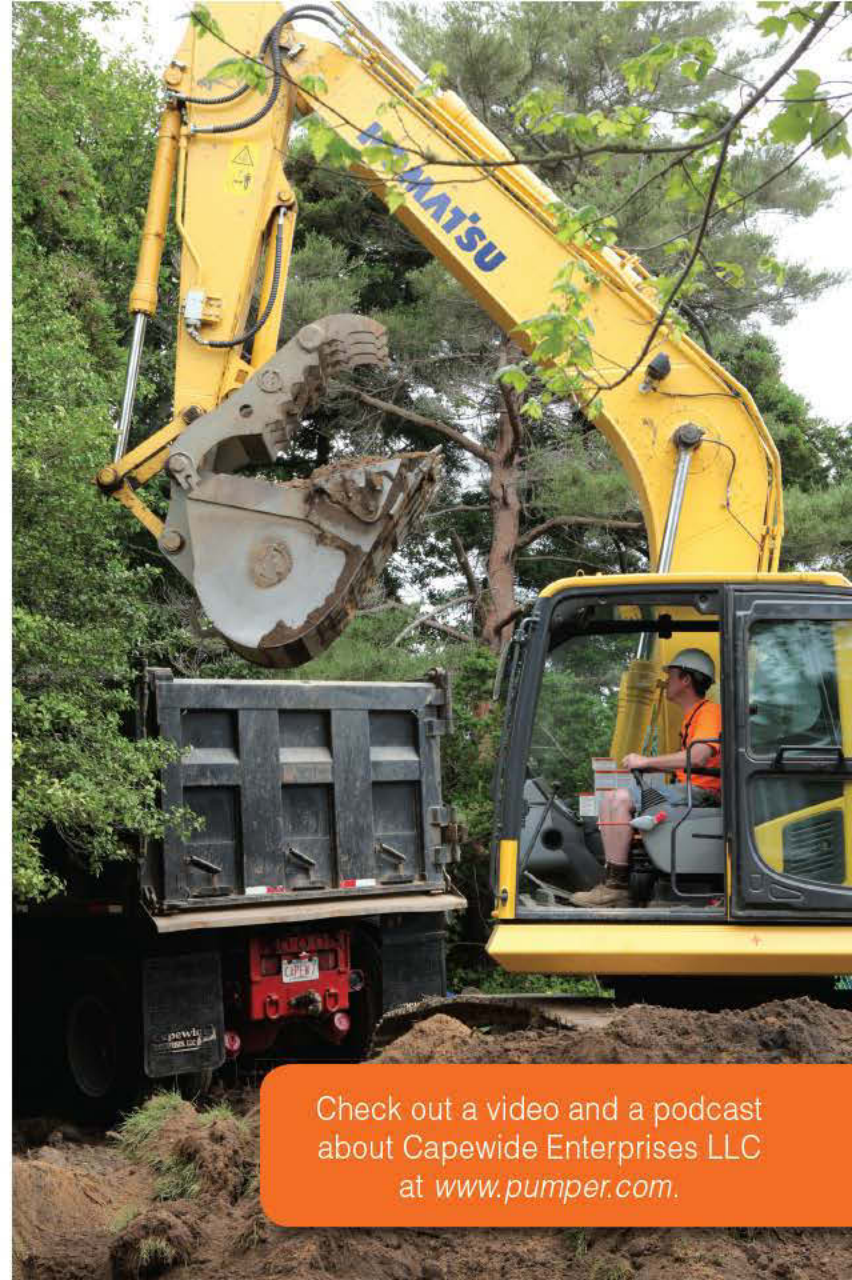
One of those key moves occurred in 2006 when a local contractor was looking to move elsewhere. The onsite system installer was a friendly competitor, and Capen says Capewide paid a nominal fee to acquire the competing company's phone number and some leads on work.

Two of the six jobs the seller hadn't installed yet came to fruition, and Capewide quickly made its investment back. About a year later, Capewide landed a quarter-million-dollar remodeling job as a result of the acquisition.

Also in 2006, the company was presented with an opportunity it simply couldn't resist: the chance to purchase an old-line company founded in 1928, J.P. Macomber and Son. Blending the two company cultures and processes would be no easy feat, but the duo were up for the new challenge.

"I'm a Cape Codder, and I was a customer prior to being in business. (J.P. Macomber) pumped my parents' and my grandparents' tanks. It was the same three generations that used them as they'd been in business," Capen says.

Absorbing the business was approached with much attention devoted to customer experience. For the customer, the combination of the two



Capewide Enterprises operator/technician Jimmy Dufault uses a Komatsu PC 160 excavator to clear room to set a new tank for an onsite system.

Check out a video and a podcast about Capewide Enterprises LLC at [www.pumper.com](http://www.pumper.com).

companies was essentially invisible. Each brand was preserved, and thus Capewide lost none of the history or customer loyalty Macomber had cultivated.

### Seamless conversion

The acquisition of Macomber came with one employee, the owner's son-in-law, Robert, who stayed with the company until 2011 as a pump-truck driver and inspector until he left to pursue his own business venture. He brought with him the knowledge of the company, allowing the newly combined staffs to offer greater continuity.

"Macomber's philosophy was the same as ours," says Capen. "Answer the call promptly, have a live person in the office — don't run it off a cellphone — and have a full-time staff to answer questions. Call people back in a timely manner, and do what you say you're going to do when you say you are."

Initially, the business came with a CD containing the customer records. Capen built and managed the database through Filemaker, which he used

(continued)





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Capewide Enterprises owners Joao Junqueira (left) and Rich Capen are shown with the company's newest service rig, a 2013 Peterbilt with a 3,600-gallon tank built out by Pik Rite Inc.



## You've Got Some Reputation

Rich Capen's previous career in consulting helped the co-owner of Capewide Enterprises prepare for the challenges of acquiring businesses, and maintaining the positive aspects that were the basis for the acquisition in the first place.

In his 14 years with Boston-based consulting firm Gordon Brothers, Capen worked across the United States with major retailers including Home Depot, Sears and Kmart, performing strategic store closings, reorganizations and acquisitions.

"So what I took away from that business was that when companies are looking to acquire another company, they looked for longevity and reputation," Capen explains. J.P. Macomber, which had been founded in 1928, certainly had that stellar reputation.

"If you continue to conduct business in the way they conducted business, it's proven that you'd maintain the customers," he says.

The company allowed Macomber's customers to cycle through three times before revealing the new ownership. And it seems they were a success in keeping the acquisition unnoticeable.

"We had somebody who had been a customer since 1986," says Capen. "And I told him who I was, and said that I've been to your house three times as Capewide and he said he never noticed a difference, and that is what we strive for."

to pull customer lists and conduct branded postcard campaigns to both sets of customers — Macomber and Capewide. About 25 percent of business is generated from the postcards.

Maintaining the integrity of the brands and the customer relationships was a top priority, and the two brands were kept separate for years. "We kept the names separate for five years, and then we integrated it," Capen says. "We still maintain the two phones lines and we answer the phones differently; they have different rings."

Just recently, customers were made aware of the combined companies through a postcard carrying both names and listing all of the company's services beyond traditional pumping.

When companies are looking to acquire another company, they looked for longevity and reputation ... If you continue to conduct business in the way they conducted business, it's proven that you'd maintain the customers.

- Rich Capen

## Trucking efficiency

Capen is committed to maintaining efficiency in his service routes, and has built out his pump truck and equipment fleet accordingly. Recently, the company purchased a 2013 Peterbilt with a 3,600-gallon steel tank built out by Pik Rite Inc. That truck joins the company's 2005 International 7500 with 4,500-gallon waste/200-gallon freshwater Imperial Industries aluminum tank and on-board jetter, and the 2002 International built out by V & H Inc.

"Three years ago, I decided we could increase our profitability by getting into a larger truck. We had three 2,500-gallon pump trucks and in order to be more productive, we traded one of the 2,500-gallon trucks and purchased a 4,500-gallon truck," he says. Ever since then, the company is spending more time pumping and less time dumping.

The new Peterbilt helps Capewide serve larger commercial accounts. "It's increased capacity by about 20 percent," Capen explains. Only when it's very busy do we send out a third driver with the 2,500-gallon trucks. It's saving the salary of a third driver, and in order to do that amount of business before, I had to pay three full-time people. Now I pay two and do more production with two trucks."

The company also has construction and excavation equipment and dump and utility trucks including: Komatsu WMA 200 loader, PC 160 excavator and PC 35 excavator; CAT 312 excavator, 420 DIT backhoe, 303 excavator and 247 skid-steer; Bobcat T-190 skid-steer and T-320 skid-steer; GMC C8500 dump truck and 2500 3/4-ton utility; Volvo dump truck; Chevy 3500 one-ton utility and 3500 one-ton dump truck.

Capewide also has a Spartan jetter and offers jetting as a separate service.

## New media magic

More resources have also been devoted to marketing of late. Darlene Billmar, now the company's marketing manager, was brought on to lead the company's advertising and marketing efforts. Earlier, she was contracted as the company's website designer.

Capewide's Web presence goes well beyond a home page with contact information. The company wants it to take on a more significant customer

(continued)





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education role, providing visitors an extensive amount of informational and supplementary content beyond simple service descriptions. Content is refreshed weekly, and includes blogs, links to informational articles, homeowner tips, resources and more, and it all gets improved visibility through lively Facebook and Twitter feeds.

Another unique feature on the website is audio postings from a radio show Capen guests on and sponsors a couple times a year. Listeners call in with questions about home maintenance.

"For seven years I've been going on the show and that's all I hear from people the whole next week," Capen says of great response he gets from the appearances.

The varied marketing efforts combine to make for a positive and engaging Web user experience, driving traffic and educating visitors. Billmar uses Google Analytics to track monthly traffic to the site, currently in the 600-per-month range in terms of visitors, with about 85 percent of those being new visitors.

As has been the continuing trend, digital communication has become even higher priority for Capewide — to the extent that just this year the company suspended all Yellow Pages advertising. Instead, the company has put emphasis on the content and navigability of its website.

Technician Marvin Meyer works on the installation of a 1,000-gallon septic tank as part of a new onsite system. >>>



<<< Technicians Jimmy Dufault (left) and Joshua Raneau review plans and take measurements while installing a new onsite system.



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### Smartphone sensation

"The reception to it has been great," Capen says. "This is actually our sixth redesign of the website. We have put a focus on the website in the last 12 months in anticipation of shedding the phone book ads."

Still, many companies might hesitate to drop something as tried and true as the Yellow Pages, which 20 years ago — even 10 — would have been unthinkable. But Capen crunched the numbers.

"In one of the Yellow Books, we put a metered number so we could see how many calls we got per month from that. If we got 27 calls and they were all recorded calls, people were calling three or four times over one thing, or they were wrong numbers. They weren't quality calls for us," Capen explains.

There remained a concern that some emergency business might be missed. "But a lot of people are walking around with their smartphone," Capen counters, "and they have the Internet on their smartphone, and an iPad on the counter." ■

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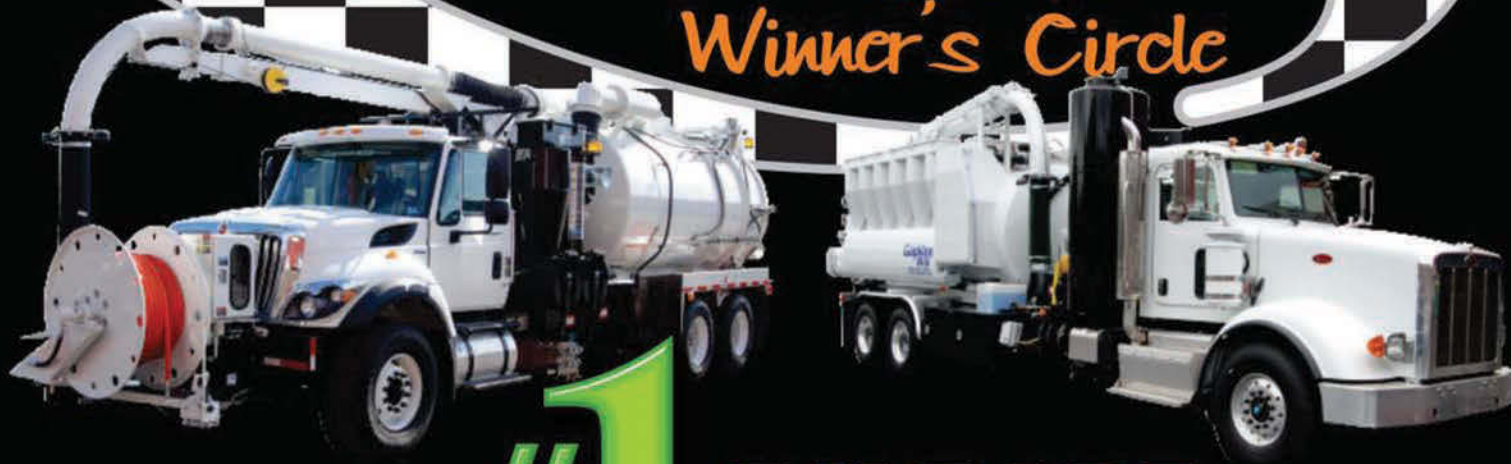


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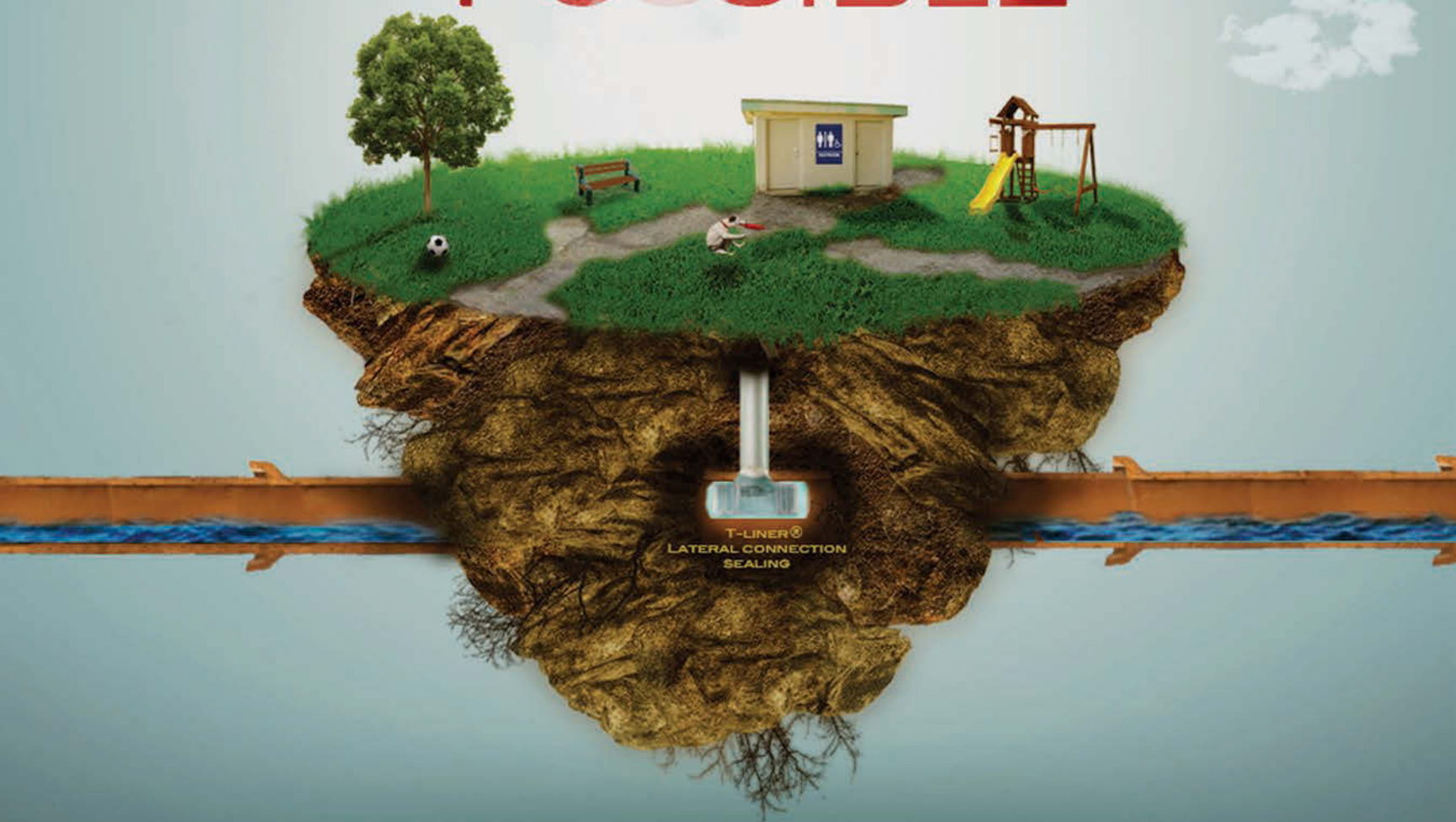




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Patricia is a speech coach and sales presentation skills trainer. Contact her at [www.Fripp.com](http://www.Fripp.com), or by phone at 415/753-6556.

# Talk Up Your Business

Turn up the mike! Speaking to local service clubs is an efficient way to promote your company and make new contacts.

By Patricia Fripp

**P**romoting your company can be pricey, but it's necessary for growth. So if you're searching for a way to get the word out without blowing your budget, look to your own backyard. The service clubs in your community provide an inexpensive and effective way to promote your business. Have you ever listened to a speaker at a service club and thought, "I could do that"? Well you can, and here's how:

## Why give a free talk?

Service clubs do not pay a fee for speakers, but you are paid in a currency far more valuable: visibility and access to new contacts in your community. Plus you get to talk about something that's important to you: your business. Your first talks to local organizations such as Rotary, Kiwanis and Optimists may even lead to more invitations. Remember, every service club is looking for a free speaker for next week.

Maybe you think your business isn't exciting enough or that your talk won't bring immediate gratification. But whether your company deals in insurance or printing or wastewater, an effective speech will bring you recognition and eventual business.

## What should you talk about?

What do you know that other people want to know about? What do you know that other people *should* know? What are the questions people ask you most often about your business, industry, or even your hobby or interests? You may be an expert in clean-water issues through septic service, an important topic to anyone. You might also serve special events with portable restrooms. That could be the source of some interesting personal stories.

Speaking at a service club, a business meeting or any local group is an excellent way to promote your product or service. Even if you prefer to talk about a hobby or a charity you're involved in, your introduction can mention your business.

But as a precaution, no one wants to hear a blatant sales presentation. Your goal is to be interesting, informative and even entertaining. For example, a business owner who also happens to be an athlete can talk about running an Iron Man Triathlon, what it taught him, and how that relates to planning for the future. This leads to audience members wanting to have a conversation with you. A conversation can lead to a friendship, a client or a referral.

## How do you get invited to speak?

First, develop your speech. Then tell your friends, clients and other acquaintances you are available and would love to speak to local programs. Search online for service clubs in your area, and don't forget the local

Chamber of Commerce. Find out the name of the program chairperson; they're always looking for interesting speakers.

An entertaining, interesting talk on any subject is always well received. You now have the opportunity to make yourself and your business more visible in your community.

**An entertaining, interesting talk on any subject is always well received. You now have the opportunity to make yourself and your business more visible in your community.**

## How do you maximize the experience?

Be easy to work with. Write your own short introduction, including the importance of your topic and why you are the perfect person to deliver that message. Make your bio available well in advance for their newsletter or meeting notice. If the organization will advertise the program on its website, also supply a good photo and a link to your website.

Go early to the event, and make sure you meet as many people as possible, including visitors from other organizations. If they like your talk, you may get an invitation to speak to their group.

Have a handout or flyer. Put together a one-sheet handout that gives a brief description of your company. Offer a brochure if appropriate. If there's been an article published about your company in a magazine, newspaper or even online, make copies for audience members. Make sure whatever you hand out includes your contact information with a link to your website.

Collect business cards. If your goal is to develop business contacts, always collect business cards from audience members. And be sure to have enough of your cards in your pocket to hand out to prospective customers.

Let them know you are available. Before you finish your speech say, "If you belong to any other organizations that would be interested in hearing a talk on this subject ..." and refer them to your company website or any handouts.

Speaking before a group of strangers may be slightly intimidating at first. But just remember, this could be the beginning of many long-term relationships. So step up to the podium and profit from the experience. ■



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# Serving Country, Serving Customers

Steven Coia left Rhode Island for Iraq, serving in the U.S. Marines, then returned home to work for his family's pumping business

By Patrick Durkin

**T**hree combat tours in Iraq taught Steven Coia that life is too unpredictable for any man's plans, no matter how carefully he builds them.

Therefore, when he returned home to Rhode Island in July 2008 after four years of active duty in the Marine Corps, the 26-year-old veteran never assumed the plans he brought with him would fall into place in the civilian world. That's especially true because he still owed the Corps four years on inactive reserves, and could be called back to active duty at any time.

In fact, his plans were still evolving as he worked alongside his father, Robert "Bobby" Coia, at Coia Sanitation Service LLC in Cumberland, R.I., the next three years. Although he still wanted to own and operate the family's business someday, his time as a Marine helped him realize he also desired a career in law enforcement.

That addition to his plans seemed set when the nearby city of Central Falls, R.I., chose him for its police academy in August 2011. Coia spent \$2,200 for the gear required, but never used it. Three days before the academy was to start, Central Falls became the first city in the state's 222-year history to go bankrupt. Class was canceled, leaving Coia and the other police recruits to sell their gear and go back to what they'd been doing.

What was Coia's response? "It could have been much worse," he says. "A lot of the guys who were already on the police force lost their pensions or a big chunk of their pensions. I still had other options. It ended up being a blessing in disguise for me."

More on that later.

## Ready to roll

Coia credits the Marines for shaping much of his flexible, self-motivated, hardworking approach to life, but it began by working with his father in the family's pumping business.

In 1978, the elder Coia launched Coia Sanitation Service. More than 33 years later, the business is still pumping septic tanks in northern Rhode Island and nearby Attleboro and North Attleboro in Massachusetts. Customer education is a priority, and the Coias stress preventive maintenance programs to eliminate damage and costly system repairs.

Coia Sanitation operates two vacuum trucks, nearly identical 2005 and 2012 Peterbilt Model 335s. They carry 2,000-gallon steel tanks from Andert, Inc. and Masport pumps.

Steven Coia's history with the business began in 1994 at age 12 when he started riding in the company's service vehicles, pulling hose and opening



Steven Coia (right) and a fellow U.S. Marine pose for a photo while on duty in Iraq.

covers at his father's direction. The younger Coia worked full time with his dad after graduating high school, and juggled work with classes at the community college. About four years later, when deciding he needed a break from school, he enlisted in the Marine Corps, the military branch that had always interested him.

It was a tough experience and I lost a lot of friends ... We were there to retake the city. The time went by in the blink of an eye. The people back home were great, too. A lot of school kids wrote us letters, and we got packages all the time from communities around the country.

- Steven Coia

## Combat looming

Coia knew that decision in 2004 almost certainly would involve combat in Iraq. But much like most Marines, he felt drawn to the Corps. "My mom and dad had a hard time with my decision, much more than I did," he says. "Everyone I served with knew what we were getting into. We weren't drafted. We all volunteered. I doubt there's a Marine anywhere who didn't know about the risks beforehand."



I like working with people face to face ... I like working in the community. I can't stand sitting behind a desk. I know how bad things can get for people. I want the next generation to grow up in a good place to live.

- Steven Coia

Coia pumps a septic tank near his home base in Cumberland, R.I.



After three months of basic training in the Marines' fabled boot camp at Parris Island in South Carolina, Coia spent about 10 weeks in infantry training at Camp Geiger near Camp Lejeune in North Carolina. He went on to serve three seven-month combat tours: the first to reclaim Fallujah, the second to stabilize Ramadi, and the third to conduct operations from Kuwait to Baghdad.

"There's nothing too good to say about my seven months in Fallujah," Coia says. "It was a tough experience and I lost a lot of friends. They had told everyone in Fallujah to clear out before we went in, so we fought every Iraqi we met. We didn't talk to any of them. We were there to retake the city. The time went by in the blink of an eye. The people back home were great, too. A lot of school kids wrote us letters, and we got packages all the time from communities around the country."

#### On the front lines

After leaving Fallujah and returning to Camp Lejeune for seven months of specialized training, Coia and his fellow Marines flew back to Iraq, this time to Ramadi. "There was more fighting for about the first six weeks, and we'd do security patrols from there," he says. "Then we started working with more of the Iraqi people. During our time there, we worked with and helped train Iraqi security forces. It wasn't all good things, but the Marines I served with were great. We had a lot of camaraderie."

When those seven months ended, Coia's unit spent several more months back in the States. They then returned to the region aboard one of the Navy's amphibious assault ships, the USS Ponce. After going ashore in Kuwait, they spent seven months conducting convoy operations between there and Baghdad.

Coia's enlistment ended soon after that deployment, and he decided not to re-enlist. "Three deployments were enough," he says. "My unit has been to Afghanistan twice since I got out in July 2008, so they've been through a lot. I think it was the right decision for me. If I had stayed in and gone to Afghanistan, I probably wouldn't have come back."

#### A civilian again

Since returning home, Coia realizes his time in the Marines taught him many things and instilled a focused lifestyle. "I thought I was self-motivated before, but compared to what the Marines demanded, I'd been lazy," he says.

"It's so important to be disciplined, to do your job now and not put it off. I kept that attitude when I returned to school. Before the Marines, I was on academic hold with D's and C's. Now that I'm back in school, it's straight A's."

Speaking of which, remember that "blessing in disguise"? Although Coia was disappointed that his first job as a policeman fell through, it sparked a desire to finish his associate degree at the community college, and then use the GI Bill to pursue bachelor's and master's degrees at Rhode Island College. Meanwhile, he works full time with his father during the day and attends classes at night.

His long-term goal is to become a police officer while simultaneously owning and operating Coia Sanitation Service. "I don't know what I'd do without my father," he says. "It's enjoyable work and I get to see him every day. I want to take over the company after Dad retires."

"I like working with people face to face," he continues. "I never thought about becoming a policeman until after I got out. I like working in the community. I can't stand sitting behind a desk. I know how bad things can get for people. I want the next generation to grow up in a good place to live." ■



Steven Coia always wants to be working in a profession that helps people, whether it's maintaining septic systems or becoming a police officer.



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Visitors enjoy tasting the craft beers at Sun King Brewing Co. in downtown Indianapolis.

# Tip a Frosty Mug

Whether you go it on foot or join a guided tour, Expo visitors can whet their whistles at several Indy craft breweries

By Sharon Verbeten

In a state home to more than 50 breweries, no frosty mug will go unfilled. Many of those breweries — more than a dozen — are housed in the greater Indianapolis area.

“Craft beer in Indianapolis has been a part of our city’s culture for over 20 years,” says Clayton Robinson, owner of Sun King Brewing Co. “Over the last four years, there has been an explosion of breweries and interest in craft beer. Indiana led the 2012 Great American Beer Festival with the greatest percentage of medals to entries, so there is plenty of world-class beer to discover and enjoy.”

My husband and I started the business because a number of craft breweries were starting up in Indianapolis and there was not an easy, safe way to visit them all. We allow people the opportunity to taste great local beer and something that is uniquely Indianapolis.

- Megan Bulla

Sun King is among the largest breweries in the state, making handcrafted seasonal and specialty beers. Its house beers include Sunlight Cream Ale, Wee Mac Scottish Ale and Osiris Pale Ale. Its brews were among those honored at the Great American Beer Festival, as well as the Indiana Brewers Cup and World Beer Cup competitions. While tours and tastings are only offered at the end of each week, the brewery is open for retail sales all week. 135 N. College Ave.; 317/602-3702; [www.sunkingbrewing.com](http://www.sunkingbrewing.com).

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

With so much malt and hops abounding, one city attraction aims to take locals and tourists to visit some of these beer venues. The bright green Indy Brew Bus, which can host 14 riders, offers a three-hour tour (\$30 per person) of three to four local breweries. Samples of house, seasonal and specialty beers are provided at each stop. And a personal sampling scorecard lets you and your friends (ages 21 or older, of course) rate your favorites.

“My husband and I started the business because a number of craft breweries were starting up in Indianapolis and there was not an easy, safe way to visit them all. We allow people the opportunity to taste great local beer and something that is uniquely Indianapolis,” says Megan Bulla, who owns the tour bus with her husband, Andy.

In addition to Sun King, three other breweries are part of the tour, with about 45-minute stops at each. While the Brew Bus has limited tours during the Pumper & Cleaner Expo (more info at [www.indybrewbus.com](http://www.indybrewbus.com)), all but the Bier Brewery and Taproom are located either a long walk or a short cab ride from the Indiana Convention Center.

- **Flat 12 Bierworks** is a craft production brewery in the historic Holy Cross neighborhood. Sample their beers with most interesting names (Mustache Ride Red, Lacto-Matic Milk Stout, Upside Down Blonde and Liquid Fiction). 414 N. Dorman St.; 317/635-2337; <http://flat12.me>.
- **Fountain Square Brewing Co.** is located in the Historic Fountain Square neighborhood; it started in 2011, born of the perfect storm of chemistry, microbiology, automation and a good old-fashioned love of the brew. Among their brews are Hop for Teacher, Backyard Porter,



Preacher's Daughter Amber Ale and Workingman's Pilsner. 1301 Barth Ave.; 317/493-1410; [www.fountainsquarebrewery.com](http://www.fountainsquarebrewery.com).

- **Bier Brewery and Taproom** won the Indiana State Fair Champion Brewery Award in 2011 and 2012. One of the brewery's slogans is "come taste our awesomeness." Brews change frequently, and, like most microbreweries, the names don't disappoint, including Dirty Farmgal, Oranjunkle, Sanitarium, Wee Fatty and Billy Baroo. 5133 E. 65th St.; 317/253-2437; [www.bierbrewery.com](http://www.bierbrewery.com). ■

The bright green Indy Brew Bus is one way to visit several local microbreweries in one three-hour tour. Visit, taste and take in the ambience of what the city's brewing world is like—with a group of like-minded, beer-loving friends.



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# Pretty in Pink

The folks at Maryland's Fogle's Septic Services send out pink service trucks and restrooms to raise money to fight cancer

By Sally Garbo Wedde

When customers of Fogle's Septic Services, Inc., in Sykesville, Md., request pink trucks to pump their septic systems, they are amused by the novelty. When partygoers go out of their way to use a pink portable unit, they laugh. But owner Dale Fogle has a serious purpose for providing the laugh. When two people close to Fogle were diagnosed with breast cancer — a family member and an employee — Fogle figured out a concrete way he could help the cause of stopping cancer.

Since January 2012, customers calling Fogle's could request a pink truck. A second pink truck went on the road in fall 2012. In October, each time the pink trucks are used, the company donates a percentage to *Susan G. Komen for the Cure*, a foundation that has contributed almost \$2 billion since 1982 to cancer research and community programs.

Fogle's also provides pink restrooms, accompanied by an attendant who cleans it between uses — with a donation bucket nearby for Komen. The company serves Maryland, Delaware and northern Virginia to the Eastern Shore of Maryland. Fogle's Septic Clean Inc., in Sykesville, Md., is owned by Dale and David Fogle, and a branch called Fogle's Environmental, LLC, is owned by Dale and his daughter, Gretchen.

Meanwhile, Dale's family member is still fighting breast cancer. His employee is currently deemed cancer-free.

**Pumper:** You have found a way to brighten customers' days and contribute toward a cause you believe in. Have you found your customers are requesting the pink vacuum trucks and restrooms?



Customers specifically request the pink truck from Fogle's Septic Services to help support the fight against breast cancer. Fogle's owners say supporting a charitable cause has been rewarding for employees. (Photo courtesy of Fogle's Septic Services)

**Fogle:** The response has been positive. We get calls asking for the pink truck to pump their septic. And you would not believe how many people wait in line to use that one restroom when there are plenty of others they could also be using. Every time a pink "Fogle's Pumps for the Cure" restroom is rented, we donate \$10 to the Susan G. Komen Foundation. We have donated pink restrooms to events and provided an attendant to clean the unit after each use, and the people have to put money in our breast cancer donation bucket in order to use it. People say, "It's worth the wait because we know it's going to be a super-clean toilet and it is supporting a great cause."

**Pumper:** You recently put a second pink truck on the road. How did you create the two pink pumers?

**Fogle:** These pumers represent contributions by several companies to the cause of breast cancer prevention, elimination and education. The one we have provided since January 2012 is a 2007 International built by our employees, Kurt and Kim Welsh and Steve Reichart. Armstrong Equipment provided the radiator. Tipco Technologies, Inc. provided all the hoses. Bare Truck supplied the graphics, bumper and the sun visor. NAPA Auto Parts provided wiring and various parts. VARCo supplied us with gauges. Donald Rice gave us two wheels for the tires. Manchester Auto Parts supplied the paint, and FleetPride of Connecticut provided the rims. Our second pink truck is a restroom truck built by Bare Truck Center of Westminster, Md. All expenses are being paid by Fogle's.

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**Pumper:** Now that you have had some experience contributing to a charitable cause, how would you advise other companies considering doing something like this?

Pick a cause that is close to your heart. That way you will stick with it. Be prepared to spend a lot of time online figuring out which organization matches with your interests, and even after you pick a group to support, you still spend time learning the rules.

- Dale Fogle

**Fogle:** My advice is to pick a cause that is close to your heart. That way you will stick with it. Be prepared to spend a lot of time online figuring out which organization matches with your interests, and even after you pick a group to support, you still spend time learning the rules.

We have also spent money on marketing "Pumping for the Cure" on postcards, newspaper ads, magnets and an ad on the local radio station. Don't do it because you expect to make money. Don't do it because you

expect some recognition at the national level. These organizations don't put a list of small companies that donate to them on their website. You have to do it for your own reasons and in your community.

And most of all, simply, it makes you realize there are still good people left in this world to support a great cause. Every person you talk to knows at least one person who has been diagnosed with cancer.

**Pumper:** Have you been surprised at the response by customers?

**Fogle:** We have been happy and surprised. The fact that the trucks are pink will help our visibility as a company, as well as providing donations to a worthy cause. We have taken the first pink pumper to local events, such as the parade and a Fourth of July event (Party in the Park in Frederick, Md.). Just having it drive around provides us with goodwill, and smiles on people's faces. That is what makes us proud of our cause, "Pumping for the Cure."

**Pumper:** How's business going generally?

**Fogle:** On the Eastern Shore, we have been able to increase our total units over the last three years, and we have even started taking orders to build custom-themed restroom trailers for other companies. Our fleet has 1,100 units, 90 percent of which are from PolyPortables, Inc., and the remaining 10 percent are Five Peaks Technology units. We have two restroom trailers. One is a 20-foot Olympia Fiberglass Industries VIP Trailer for our black tie events, and one is our custom-built "Tiki Trailer." We just built it from scratch. It has been one of the best ideas we have had, seeing as how we are in a beach town and host a lot of beach-themed weddings. ■



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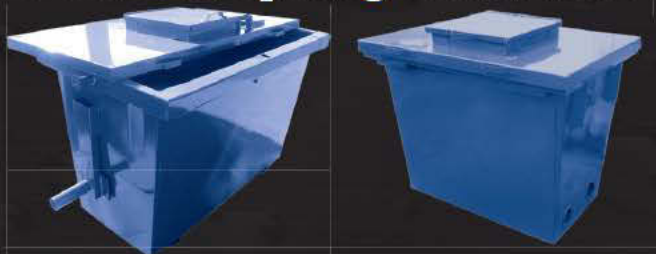
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### RULES & REGS

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](mailto:editor@pumper.com).

## Vacuum Truck Training Certification Required for New Mexico Pumpers

By Doug Day and Scottie Dayton

**C**ontractors who pump septage in New Mexico now must be certified through the National Association of Wastewater Technicians vacuum truck technician training program or an equivalent program approved by the state Environment Department. At least one qualified person must be on site during every pump-out.

### Indiana

The Charlestown City Council adopted an ordinance to penalize residents with onsite systems in two subdivisions who do not connect to the district's sewer in 30 days. About 15 to 20 homeowners face fines of \$50 to \$1,500 each day if they do not pay the \$1,600 impact fee and \$2,300 connection charge.

### Minnesota

Mower County will examine 1,800 onsite systems spread over 16 townships to ensure they comply with regulations adopted in 2009. Counties have until 2014 to complete the process. Two inspectors who answered the county's request for proposals will conduct the work. County officials estimate that 180 systems pose a health risk.

### New York

More than 4,000 septic systems have been repaired or replaced since 1997 to protect groundwater in the Catskill-Delaware watershed. Owners of failed residential and small business septic systems can receive assistance from the Catskill Watershed Corp. if they are located within 250 feet of a waterway. Full-time property owners get 100 percent funding of eligible costs and part-time residents get 60 percent. An assistance program helps maintain systems installed since 1995. Homeowners can get up to 50 percent funding for inspections and pumping.

### Washington State

Staff from Clark County Public Health and Washington State University Clark County Extension now offer hands-on training classes to homeowners on how to inspect their gravity feed onsite systems. The new hands-on format aims to save homeowners money and invest them in their systems. Certification enables homeowners to have a professional inspection every six years instead of every three years. The county has more than 30,000 onsite systems, 80 percent of which are gravity feed systems. ■



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# Hire a Salesperson?

A company owner is the most motivated sales professional, a poster is told. And the discussion turns to the effectiveness of phone book advertising.

*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](http://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 "Overhead Online" is offered in good faith by industry professionals. However, readers should consult in depth with appropriate industry sources before applying such advice to a specific business situation.*

## QUESTION:

I have been in the plumbing business for 10 years and just bought my first full-fledged septic service truck. (I previously had a 1,000-gallon tank on a trailer using a diaphragm pump.) The truck has a 3,800-gallon vacuum tank with a Masport 400 pump. I am looking to get out of the plumbing and work on getting the new pumping business up and going. I have named the business and I'm hoping to pick up some grease trap and car wash pit accounts. I'm not a very good talker when it comes right down to it and I think it would help to hire a salesperson. I'm mainly wanting to do commercial pumping like restaurant grease traps, cleaning sewer lines and jetting, and some residential septic cleaning. What do you think of hiring a salesperson?

## ANSWERS:

I disagree with hiring a salesperson. You're not going to find someone who will put the umph into it that you will. It's your business. You've got a lot more to lose if it fails than a salesperson does. I did the same thing you're doing some years back, with a commercial plumbing business and wanting to get into grease and septic. I started shaking hands and doing the best job we could. And I didn't cut anybody's prices. That's very important. Charge what you're worth. We've been growing steady ever since. Good luck.



Thank you for the reply. I really never thought of it from that perspective. The idea was to get someone out there talking to customers while I was on the job. I went out today and set up a day to get the lettering put on the truck. I hope that will help get people to know we're doing this kind of work now.

I'm really getting tired of the Yellow Pages advertising. It is very costly and I don't seem to pick up a lot of work from it, but we have to get the name out there somehow.



I'm a one-man band. The driver, salesman, secretary, etc. I like the salesman role. I like talking to people and getting the jobs. What you need to say and how to act will come over time. I'm not in the Yellow Pages and I still seem to get the work. Word of mouth is the biggest thing. I also have yard signs I put out (while on the job).

Believe it or not, the guy who doesn't look or sound like a salesman is the best salesman in this business. If you've made it 10 years at plumbing, I promise you don't need a hotshot salesman. You're him!

As has already been said, scrap the salesman plan. Believe it or not, the guy who doesn't look or sound like a salesman is the best salesman in this business. If you've made it 10 years at plumbing, I promise you don't need a hotshot salesman. You're him!

Don't hate the Yellow Pages game. Play it to win. The Internet will make the phone ring with price checkers, but if you dominate the phone book, you will get better customers. If you spend peanuts on advertising, you get monkeys. Spend like the customer you're looking for.

Also, as said earlier, never cut a man's price to take his job. There are plenty of customers looking for someone to replace the cheap company they aren't happy with. In my area, there are more than 25 companies. I'm the most expensive because my overhead is much higher, but I'm also the busiest because my customers are happy.

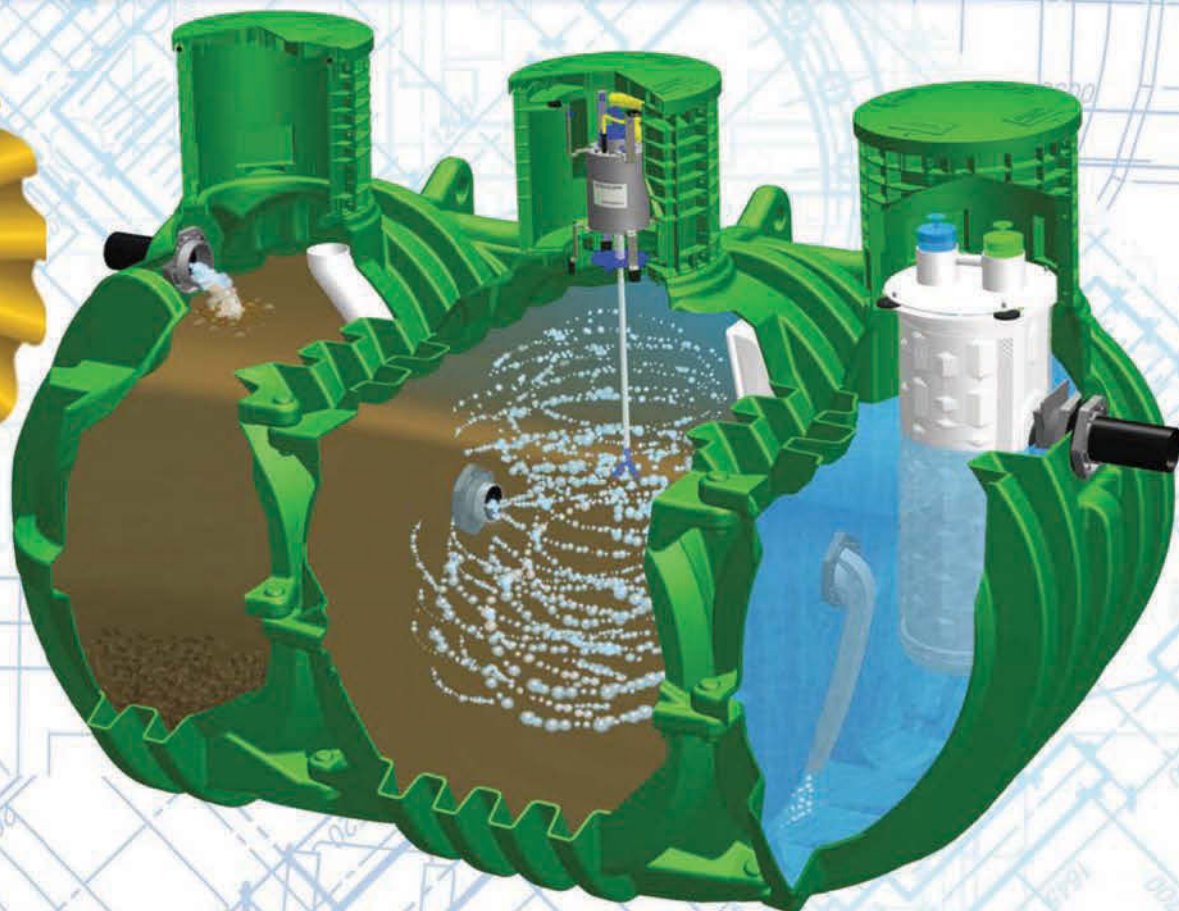


I bailed on the Yellow Pages this year. I renegotiated, reworked my ads, changed placement; everything and anything short of shelling out for the front page. The big guys don't mind pulling out all the stops and I simply cannot afford that. But I enjoyed placement toward the front of my headings for many years. I have not been seeing return on my investment for the past five years and maybe more. The last two or three years I only received a 30 percent return. I get a consistent 300 percent return on my Internet advertising. ■



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

# Your Card, Please

Business credit cards can be helpful – but make sure you account for the hazards

By Erik Gunn

If you've got even a single employee – or for that matter, if you run your business as a sole proprietor – you've probably at least considered getting a separate business credit card.

That probably sounds like a no-brainer. After all, it stands to reason that you should separate your business and your personal expenses, and a business-only credit card makes it easy to do that. And if you've got employees, issuing them credit cards for authorized expenses – such as a gas card to refill the company vehicles they drive, or a card they can use to pick up supplies directly from a vendor – may seem to be convenient at the very least.

But there are reasons to be careful when you decide to opt for a business credit card, especially if it's one that you issue to others in your business as opposed to just yourself. So if you're even considering taking this step, ask yourself these questions:

## Do I want a business card – or just a dedicated card?

There's a difference between getting a card that's used only for your business and one that is marketed and regulated as a business credit card.

The 2009 CARD Act did a lot to improve consumer protection in the use of credit cards. It capped late fees, blocked arbitrary interest-rate hikes without warning, and also, for the first time, required card companies to apply consumers' payments first to the highest-interest debt instead of the lowest-interest debt.

But that law didn't extend those and other protections to the specific class of business or corporate credit cards. Banks that issue business or corporate cards can choose to follow the tougher consumer rules, but many don't, according to a survey last year by the Pew Charitable Trusts' Safe Credit Card project.

While there have been calls to expand the 2009 law to cover business cards, so far that hasn't happened. And until it does, the simplest answer is to use a second, ordinary consumer card, but only put business expenses on it, while reserving your personal credit card for personal expenses. That offers the big advantage of having a dedicated card – ease of record-keeping – without incurring the downside of less consumer protection.

## How will this affect my credit rating?

Regardless of whether the credit card for your business is marketed as a corporate card or simply a second personal card, you want to watch your use of it as carefully as you would your own card. Even if the business is separately incorporated, your use of the card – and your promptness at paying it – are going to have an impact on your personal credit report and rating.

So be sure you act prudently with it. Even if your business might be able to afford the debt, think twice before just racking up expenses on the card that will take you time to pay down. They're likely to lower your personal credit rating and credit score, too.

Because of the way a business card can affect a personal credit score, some financial advisors even suggest that employees turn down a company credit card and instead try to put work expenses on their personal cards, then get reimbursed by their employer. That's not going to help a business owner, though.

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#### **Do my employees need this?**

The other side of the equation involves how handing a business credit card to your employee will play out.

If the employee's use of the card is infrequent, it may not be worth it – unused accounts can actually generate additional fees or even be closed by the issuer. On the other hand, if a particular employee has to incur frequent expenses in working for you, there is probably an advantage to having the individual use a card instead of always having to be reimbursed.

#### **Can my employees be trusted?**

It should be obvious that to issue a credit card to someone else for which you are ultimately responsible demands a lot of trust. So before you do that with your staff, think carefully: Are they responsible enough to use it wisely?

We all like to think we hire the smartest, most sensible people. And we're all wrong about that from time to time. So step back and evaluate your personnel to decide whether you're comfortable with the risk of putting that amount of financial power in someone else's hands.

#### **What should the rules be?**

Even when you decide your crew is universally trustworthy, it's still important to make some simple, sensible rules for credit card use. You can enumerate specifically permitted purchases – gas, supplies, perhaps meals or lodging when on the job out of town.

Or you can go the other way and categorize forbidden purchases – personal expenses, personal entertainment, movie channels on the hotel bill for an out-of-town business trip, whatever limits you want to set. Whichever approach is right for your particular business will depend on the specific details of your business circumstances.

Finally, make sure the rules include provisions for clear and prompt documentation of all expenses. And make sure they are followed consistently by everyone in your organization with access to a card. Making exceptions can be a slippery slope leading to big problems – like a wrongful discharge lawsuit from a worker whom you're forced to fire for making bad use of the company credit card.

#### **How do I pick a card provider?**

While you might prefer a low- or no-fee card issuer, that isn't always the cheapest alternative. Will your use of the card and your business cash flow mean that you'll have to carry a balance at least some time during the year? Then zero in on payment terms and interest rates. You may find that a modest fee on a lower-rate card will be better for you than a higher-rate card with no fee.

Also consider what perks are offered. Do travel points really help you or your business? Would straight cash back be better? Again, no one can decide these for you – it really depends on the distinctive nature of your business and, for that matter, your needs.

#### **The bottom line**

There's no question that a business credit card – whether it's a "business" card in name, or just in function – can make your life easier and your business easier to manage. But before you sign that application, think over these questions carefully, and answer them in the way you're most comfortable.

Then you'll be sure that the card is a useful tool, instead of a millstone. ■



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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](mailto:editor@pumper.com).

# Best Pumping Practices

Did you know an industry standard procedure exists for septic tank pumping and cleaning?  
Do you have suggestions for updates or changes?

By Jim Anderson

**O**ver the past few months, I've heard a variety of questions regarding pumping septic tanks and other sewage tanks. Also, some states have become more interested in requiring pumpers to take a class on vacuum truck operation and how to properly pump and clean septic tanks.

There is a set of performance standards for pumping and cleaning septic tanks. My apologies if I don't have the exact sequence, but I believe the idea for such a standard originated with the Pennsylvania Septage Management Association due to questions associated with their early inspection program for onsite systems.

Numerous states also saw a need for such a standard, and the National Association of Wastewater Transporters — now the National Association of Wastewater Technicians — answered the challenge to make it a national standard. Below are the elements of the standard with some additional explanation. I'm interested to hear what others in the industry think of the practices and if additional items should be added. The present standard has been in place for a decade.

## Safety

At all times, the technician's safety, as well as protection of the environment and the customer's property, shall receive the highest priority. Generally, the tanks should not be entered as they are a hazardous environment. If entry is required, appropriate confined space entry procedures consistent with the Occupational Safety and Health Administration requirements should be employed. This seems like common sense; but it also seems we read about someone entering a tank and dying every year. Do not do it!

## Accessing tanks

Tanks shall *only* be pumped from/through the manhole/access port. Tanks shall *not* be pumped from/through the observation port. If customers insist on the tank being cleaned through any opening other than the access manhole, they shall be required to sign a waiver acknowledging that they have been informed of the proper procedure and the reasons associated with that procedure. No liquids or solids are to be discharged into/through the outlet pipe.

Some tanks have more than one access manhole to a compartment. They all should be opened and used when cleaning the tank. The no-discharge practice is even more important these days with the widespread use of effluent screens. One of the newer aspects of cleaning the tanks includes cleaning these devices. It is important to take the tank level down below the outlet when the screen is removed to prevent solids from moving downstream.

If entry is required, appropriate confined space entry procedures consistent with the Occupational Safety and Health Administration requirements should be employed. This seems like common sense; but it also seems we read about someone entering a tank and dying every year. Do not do it!

## Tank cleaning

The liquid, solid and semi-solid material in a treatment tank is removed by a vacuum or centrifugal pump fitted with a hose, delivering the material to a truck-mounted, sealed tank. Cleaning procedures should include agitating all solids, but only after lowering the liquid level to 12 inches below the outlet. This is necessary to ensure solids won't escape the treatment tank for the drainfield.

Agitation methods vary, and may include alternate pumping and backflushing, forcing air into the tank, or mechanical stirring. When backflushing or injecting air, care shall be taken not to fill/refill the tank to a level greater than 12 inches below the elevation of the outlet pipe. Tanks shall be deemed to be clean when all organic solids are removed and the total average liquid depth remaining in the tank is between 1 and 3 inches.

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When using equipment designed to remove the material, separate the solids and the liquids, and return the liquids to the tank (some jurisdictions don't allow this technology), the following conditions must be met: The liquid discharged to the treatment tank must have a TSS of 400 ppm or less, and the volume of returned liquid must be less than the volume of the treatment tank (measured to the invert of the overflow pipe) so as not to have liquid overflow into the absorption area.

## Standard services

Every pump-out shall include a visual inspection of the tank interior. The inspection shall note the presence of baffles and their condition, as well as the physical condition of the treatment tank. Observations of any unusual conditions such as high or low liquid level, run-back from the absorption area, defective or broken components, missing or broken observation port(s), lush vegetation, and/or sewage overflows should be reported to the customer.

It is advisable to observe sewage flows from the building into the tank. Corrective action for obstructions should be recommended. Any unsatisfactory conditions should be noted on the sales slip or receipt. Future maintenance frequency should be communicated to the customer at the time of service. Publications through U.S. Environmental Protection Agency and various universities provide a way to estimate maintenance needs. One service strategy is to provide one of these "homeowner guides" to your clients to explain ways they improve or hurt the operation and longevity of the onsite system.

## Additives

NAWT has no position on the use of chemical or bacterial additives for treatment tanks as it believes research is inconclusive. This can be a

controversial topic and there is disagreement among pumpers. My guidance is that if you are thinking about using additives, start with situations where you know current operating levels, have some control over the maintenance frequency, and can monitor performance to draw your own conclusions until definitive studies are available.

## Local, state and federal laws and regulations

At all times, and in all phases of operations, pumping businesses and equipment operators shall comply with all laws and regulations regarding the activities associated with onsite wastewater system maintenance and disposal of materials removed. Hopefully it's common sense to follow state and local requirements.

## Reports

Where the permitting authority requires documentation of pump-out and tank and site conditions, the pumper shall not be prevented by the customer from complying with those requirements. A copy of the report sent to the authority shall also be provided to the customer.

## Responsibility

While NAWT has adopted this Code of Practice as a recommended standard, it is the responsibility of the contractor to give ethical and professional services to its customers and the responsibility of the customer to assure quality control. I will be interested to hear back about how many of you knew there was such a practice standard and what should be added or changed. ■



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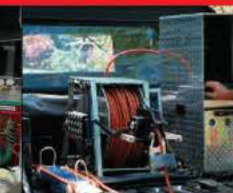
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# Kit Rosefield to Receive Excellence in Service Award

By Courtney Peterson

The National Association of Wastewater Technicians is pleased to announce Kit Rosefield as the recipient of this year's Excellence in Service Award. Kit is a retired Qualified Service Provider turned educator who resides in Northern California. Wastewater consultant Mike Treinen, REHS, says, "Kit has made it his journey to upgrade both the knowledge and professional reputation of the onsite wastewater industry."

Kit has worked as an active member of the NAWT Board of Directors representing the California Onsite Wastewater Association. He represents NAWT on the U.S. Environmental Protection Agency Decentralized Wastewater MOU Partnership, and serves on many other NAWT committees. Kit's actions are above and beyond the call of duty and he accepts responsibilities that result in benefits to the industry.

Come shake Kit's hand as he accepts this year's award at the Pumper & Cleaner Environmental Expo International. The award will be given at the NAWT State Association Breakfast Feb. 27 in Room 109 at the Indiana Convention Center. Thank you, Kit, for all you have done.

## Join NAWT Training at the 2013 Pumper & Cleaner Expo

At the end of the month, many of us will be heading to Indianapolis to attend the Pumper & Cleaner Environmental Expo International. Indy was a great location for the Pumper & Cleaner Expo in 2012 and everyone seemed to really enjoy it.

Don't forget the pre-Expo courses NAWT hosts every year. The two days prior to the Expo, Saturday and Sunday, Feb. 23-24, we'll be kicking off the Expo with opportunities to get new certificates or get the CEUs you need to maintain certification. It's not too late to sign up and take one of three classes we offer.

The two-day Onsite Inspector Training Course will be available along with a new class called Principles of Septic System Design. Also on Sunday, the one-day Vacuum Truck Technician Training Course will be offered. If you have any questions about these courses or want to register, please call the NAWT office.

## Joint NAWT now

There's no time like the present, so get your new NAWT membership or renew your membership and see what NAWT can do for you. Independent/company membership is \$150/\$300 and you will get \$100 off registration for the pre-Expo training and certification. Other benefits include one free admission to the Expo (a \$70 value), annual subscription to *Pumper* magazine, 20 percent off your Verizon Wireless bill, and many other member services.

When is the last time you checked your insurance coverage? Have you looked at the SeptiCover plan? You can get this plan and keep your current insurance agent, but this plan has all the necessary coverage we need in the industry and may not be included in your current plan. Better safe than sorry; check your policy and compare it to SeptiCover.

## Meet the NAWT board of directors

Following our two-day Expo warm-up, the real show begins with exhibits, networking, educational opportunities and more. Monday, Feb. 25, is Education Day and NAWT is providing a lineup of speakers with valuable information for you and your company. Join us and welcome these representatives and experts from the industry. That evening, after Education Day, the NAWT Board of Directors will meet for a business meeting. Join us to learn about NAWT affiliations and meet the current board members. The meeting will be held in Room 109 at the Indiana Convention Center. ■

## NAWT Membership/Contribution Form

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**2007 International 9400I  
Sleeper with Vac Unit  
\$49,500**

Cat C-13, 10 spd., front and rear air ride, jake, 244" WB, 60" sleeper, alum. front rims, Challenger 607 pres/vac unit with 4" fittings, 326K miles showing, unit has a ProHeat system on it



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

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



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

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



**2006 Peterbilt 379 4,000 gal. Pres/Vac Unit  
\$89,500**

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



**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 International with Guzzler Classic Vacuum Truck  
\$59,500**

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



**2006 Mack Vision with  
3,200 Gal. Keith Huber Dominator Vac Truck  
\$89,500**

Mack dsl. @ 350 HP, MaxiTorque 13 spd., Mack camelback susp., power divider, 12k/40k axles, 11R24.5 rubber, steel rear rims, alum. fronts, 1993 Keith Huber Dominator, Dot spec., rollover protection, full opening/dumping tank, New aux. motor for dumping/door operation, hose trays, Wittig pres/vac unit



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

C-12 @ 430 hp., 8LL trans., Hendrickson spring/beam susp., 12,860 lbs. front/46k rear, 4.33 ratio, AC/jake/cruise, power divider, full opening / dumping rear, vibrator, dbl. frame, Transway TSI 1200 pres/vac pump, hose trays, tool box, dual 4" off rear, 4,200 gal. cap., pressure washer/mini jet.



**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.



**2006 Sterling Tri-Axle Day Cab with Fruehauf Vac Tanker Combo  
\$39,500 Tractor/\$59,500 Trailer**

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



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Owner Jeremy Hawkins added this refurbished 2006 Kenworth T800 with a new 5,000-gallon steel tank built out by House of Imports. The truck, formerly an over-the-road semi, had a sleeper removed in favor of a daycab. It's powered by a Caterpillar C-13 530 hp engine tied to a 10-speed Eaton Fuller transmission. Vacuum comes from a water-cooled 420 cfm Jurop pump, and the truck has 3-inch suction and 6-inch dump valves. The custom metallic Turbo blue-and-white paint scheme is complemented by extensive graphics by Wrappid Grafix, polished stainless steel wheels, stainless steel diamond-plate hose trays and storage compartment, and chrome horn and stack. Interior features include XM satellite radio, satellite TV hookup and backup camera. Driver John Wayne Gaydon uses the big rig for commercial septic tank accounts. ■

## SHOW US YOURS!

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Send photos of your truck after it has been lettered with your company name. Any industry-related truck is acceptable. Please limit your submission to one truck only.

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



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Expo Eats:

# 10 To Try

Grab a hungry friend and explore these walkable downtown Indy restaurant destinations that fit all tastes and budgets

By Judy Kneiszel

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

**T**he Pumper & Cleaner Environmental Expo International does something to attendees and exhibitors ... it makes them hungry! Fortunately, there are numerous lunch and dinner options in Indianapolis within walking distance of the Indiana Convention Center and downtown hotels.

So check out the varied menus of these popular nearby eateries — featuring ethnic and popular local fare — then enter an address in your smartphone GPS and point your walking shoes down the street.

(Take note that price ranges are a per person estimate not including tax, tip or beverage.)

## The Eagle's Nest at Hyatt Regency

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[www.indianapolis.hyatt.com](http://www.indianapolis.hyatt.com)

The Eagle's Nest, perched high atop the Hyatt Regency, slowly revolves, giving diners stunning views of the skyline. The menu, which changes seasonally, provides elegant and creative takes on classic American continental cuisine.

**Hours:** 5-10 p.m. daily

**Price range:** \$40-\$80

**Menu sampling:** Dry-aged, peppercorn-crusted, bone-in New York strip steak; pan-seared halibut with Parmesan potato gratin; lobster corn chowder; strawberry crème brûlée.

## Giorgio's Pizza

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**Hours:** Monday through Thursday: 9 a.m. to 9 p.m.; Friday: 9 a.m. to 10 p.m.; Saturday: 11 a.m. to 10 p.m.

**Price range:** Slices range from \$3-\$4; whole pies from \$10.95 for a 14" thin crust cheese to \$22.95 for a stuffed 16" large. Pasta dishes are \$6.45.

**Menu sampling:** Meatball Parmigianino hot sub; baked lasagna; pepperoni-filled bread sticks; Giorgio's chef salad with black olives and extra cheese; Sicilian cannoli.

## Slippery Noodle Inn

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[www.slippernoodle.com](http://www.slippernoodle.com)

Established in 1850, the Slippery Noodle is the oldest bar in Indiana, and has been called one of the nation's top blues bars by *Rolling Stone* magazine. The Noodle serves up a full menu as well as live blues seven days a week.

**Hours:** Full menu available till 11 p.m. nightly; late night menu offered. Opens daily at 11 a.m.

**Price range:** \$8-\$20

**Menu sampling:** Shooter of shrimp; BBQ chicken quesadillas; whiskey pepper cheeseburger; filet mignon; Southern-style pork barbeque; chicken and broccoli Alfredo; toasted turkey sub.

## Scotty's Brewhouse Downtown

1 Virginia Ave.

317/571-0808

[www.scottysbrewhouse.com](http://www.scottysbrewhouse.com)

Scotty's is perfect if you're dining with a group that can't make up its collective mind about where to go. This huge casual restaurant and bar has an enormous menu, more than 70 beers and countless sports-playing TVs. For those with special dietary needs, there's a gluten-free menu and a low-calorie menu. For those less-restricted folks, there's the "big ass brewhouse burger," which comes with a T-shirt for \$36.

**Hours:** Sunday through Thursday: 11 a.m. to 11 p.m.; Friday and Saturday: 11 a.m. to midnight

**Price range:** \$7.50-\$20

**Menu sampling:** Dill chips (fried pickles); Brewhouse Buffalo wings; "Macho Nachos"; spicy sirloin steak sandwich; barbeque ribs; the "Shewman Special" half-pound burger with peanut butter, jalapenos, cheddar cheese and bacon; homemade soup of the day; mile-high grilled cheese; sweet chicken club wrap; homemade German chocolate cake.



### Shapiro's Delicatessen

808 S. Meridian St.  
317/631-4041  
www.shapiros.com

Named one of the Top 10 delis in the country by *USA Today*, Shapiro's is a must for corned beef fans. Quick cafeteria-style service means more time to savor your sandwich, contemplate dessert from their full-service bakery or simply get back to the Expo!

**Hours:** 6:30 a.m. to 8 p.m. daily

**Price range:** \$5-\$14

**Menu sampling:** Sandwiches including Reuben, pastrami, and smoked turkey; matzo ball soup; cabbage borscht; Shapiro's bagels; stuffed cabbage; short ribs; stuffed peppers; potato pancakes; sour cream egg noodles; hot German potato salad.

### Shula's Steak House at the Westin

50 S. Capitol Ave.  
317/231-3900

www.donshula.com/shulas-steak-house-indianapolis

Shula's combines steak and football in elegant, fine dining style. The restaurant is themed after the 1972 Miami Dolphins' "Perfect Season." The menus are even hand painted on an official NFL game football.

**Hours:** Open daily, 11:30 a.m. to 2 p.m. and 5 to 10:30 p.m.

**Price range:** \$60-\$80

**Menu sampling:** French onion soup; jumbo lump crabcakes; prime rib; 22-ounce ribeye; roasted corn with bacon and shallots; truffle fries; molten lava chocolate cake.

### Maxine's Chicken & Waffles

132 N. East St.  
317/423-3300

www.maxineschicken.com

Home cooking is always on the menu at Maxine's, where their slogan is "A taste of love in every bite." This is a menu full of made-from-scratch comfort food.

**Hours:** Tuesday: 10:30 a.m. to 2:30 p.m.; Wednesday through Friday: 10:30 a.m. to 8:30 p.m.; Saturday: 9 a.m. to 8:30 p.m.; Sunday: 9 a.m. to 6 p.m.

**Price range:** \$5-\$15

**Menu sampling:** Jumbo fried chicken wings and waffle topped with peach butter; omelets with house potatoes; smothered chicken; catfish or tilapia with grits; half-pound burgers; fried green tomatoes; candied yams; black-eyed peas; seasonal cobbler.

### Fast Burrito Mexican Grill

111 Monument Circle  
317/917-8090

www.fastburritomexicangrill.com

If you need lunch in a hurry, but want something a bit healthier than a fast food burger, Fast Burrito offers fresh cuisine prepared using authentic Mexican recipes. Four salsas from mild to extra hot will add just the right kick.

**Hours:** 7:30 a.m. to 3 p.m. daily

**Price range:** Under \$10

**Menu sampling:** Burrito with choice of fillings; burrito bowl; grilled quesadilla; tacos; nachos; salad with chipotle ranch dressing. Fillings include marinated chicken, skirt steak, barbacoa (marinated beef brisket), ground sirloin, or sautéed peppers and onions.

### Loughmiller's Pub & Eatery

301 W. Washington St.  
317/638-7380

www.loughmillerspub.com

A patriotic décor welcomes diners to this casual, independently owned pub serving up an array of burgers, sandwiches and other traditional American favorites. Choose one of their 35 beers to wash down the hearty pub grub.

**Hours:** 11 a.m. to midnight every day

**Price range:** \$8-\$15

**Menu sampling:** Bacon and cheese fries; Southwest nachos; homemade chili; Indiana Cobb salad; Loughmiller's Little Cuban sandwich; pulled pork sandwich; English beef sandwich with cheddar and horseradish.

### McCormick & Schmick Seafood Restaurant

110 N. Illinois St.  
317/631-9500

www.mccormickandschmicks.com

Despite Indiana's distinct lack of ocean coastline, McCormick & Schmick provides 30 seafood choices daily in 80 different preparations, and staff members who can help you wade through the choices.

**Hours:** Monday through Thursday: 11 a.m. to 11 p.m.; Friday: 11 a.m. to midnight; Saturday: noon to midnight; Sunday: noon to 11 p.m.

**Price range:** \$15-\$25

**Menu sampling:** Lump crab tower; buttermilk-fried oysters; lobster bisque; Romano chicken chop salad; horseradish-crusted steelhead; fish & chips; shrimp and Andouille mac and cheese; filet mignon; Kobe burger; pan-roasted wild mushrooms; tiramisu torte. ■

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## Xylem acquires Heartland Pump

Xylem acquired Heartland Pump Rental and Sales. Heartland, based in Carterville, Ill., has been a business partner with Godwin, a Xylem brand group, in dewatering pump rentals, services and systems design since 1995. Heartland has 100 employees with branches in Indiana, Mississippi and Tennessee. Terms of the transaction were not announced.

## Dixon acquires Eagle America

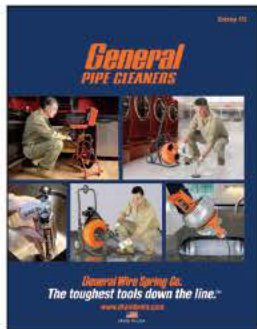
Dixon, manufacturer and supplier of hose fittings and accessories, acquired Eagle America. Established in 1979 and based in Warwick, R.I., Eagle manufactures gate and globe bellows seal valves. It will become a division of Dixon Manufacturing. Facilities, administrative offices and employees will remain in Rhode Island.

## Hino approved for California hybrid incentive

The 2013MY Class 5 195h diesel electric cabover from Hino Trucks was approved by the California Air Resources Board as eligible for the California Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP). The program is designed to accelerate the deployment of hybrid and zero-emission medium- and heavy-duty vehicles and vehicle technologies.

## NLB expands product website

NLB expanded its website ([www.nlbcorp.com](http://www.nlbcorp.com)), enabling users to search for specific equipment or by application. It includes application information, video demos, downloadable catalogs, spec sheets and application bulletins.



## General Pipe releases product catalog

General Pipe Cleaners released a catalog of its power and manual drain cleaning equipment and accessories for clearing lines from 1 1/4 to 10 inches in diameter. The catalog can be viewed at [www.drainbrain.com/catalog](http://www.drainbrain.com/catalog).

## SJE-Rhombus names Thomas CEO

SJE-Rhombus named David Thomas chief operating officer following the retirement of Laurie Lewandowski. Thomas had been president/director of Standard Products. Lewandowski joined the company 31 years ago, serving as president, vice president of marketing, purchasing director and IT director. She has seen the company grow from a garage assembly operation to a global business with six locations and employee ownership.



## Masport moves offices, manufacturing facility

Masport moved its offices and manufacturing operation to 6801 Cornhusker Highway, Lincoln, Neb. The larger location enables the company to improve technology and customer service. Phone and fax numbers are unchanged.

## Lely's Morris passes away

Joseph Marion "Joe" Morris, 55, of Kenly, N.C., passed away on Nov. 17. He was employed at Lely Manufacturing as shop foreman/general manager and was a member of the Coon Hunting Association. He is survived by his wife, Carolyn.



## Norweco's Singulair Green receives ARM award



Norweco's Singulair Green tank took top honors in the global Large Product competition at the annual meeting of the Association of Rotational Molders (ARM). Winning products must demonstrate a significant new use of plastics, design ingenuity, cost effectiveness, performance improvements, manufacturing economics and energy savings. ARM is a worldwide trade association representing 200 member companies in 58 countries. ■

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**2008 Mack CXU613**, 485 HP, 18 spd, jakes, 14,600 fronts, 46# rears, lift axle, **new** 4200 gallon steel vac tank, **new** Masport 400 HXL liquid cooled vac pump.

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**2003 Freightliner FL-112**, Cat 410 HP, jakes, 10 spd, 20# lb fronts, AC, **new** 3360 gallon steel vac tank, **new** Masport 400 HXL liquid cooled vac pump.

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**3-2007 Peterbilt 385**, C-13 Cat 430 HP, 13 spd, jakes, AC, **new** 3360 gallon steel vac tank, **new** liquid cooled HXL-400 Masport vac pump.

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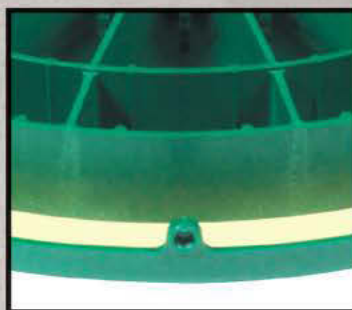
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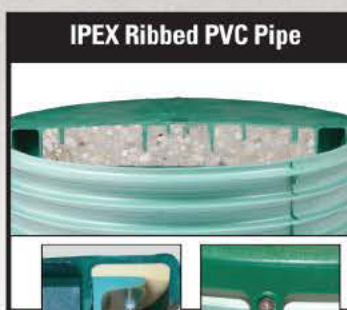
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*in the*  
**SPOTLIGHT**  
By Ken Wysocky



The revamped Matterhorn II portable restroom from Five Peaks Technology, which complies with Americans With Disabilities Act regulations, features a 74-gallon holding tank and several conveniences aimed at users and portable operators.

The large holding tank translates into less frequent service calls for operators, says Ryan Harris, an account manager at Five Peaks. "It's hard to determine exactly how much

less frequent, because that depends on traffic at an event," he explains. "But it may be one less stop that you have to make along your route because the tank is larger."

The unit, measuring 62 1/2 inches wide, 88 inches long and 90 inches high, and weighing 390 pounds, offers a new feature: a pneumatically controlled door. This prevents the door from slamming quickly behind users, and allows

operators to slide over a latch — just like on a residential screen door — to hold it open during servicing, saving the technician from propping it or having someone hold the door open, Harris says.

Additional new features include steel-reinforced corner extrusions for better durability; powder-coated vinyl wraps around interior handrails for easier cleaning; UV-stabilized, high-density polyethylene sidewalls to improve durability and structural rigidity; and six larger and stronger heavy-duty carrying handles.

Other features include an extended bench for users to transfer from a wheelchair, a 360-degree wheelchair turning radius, vent screens, dual coat hooks and mirrors, a three-roll toilet paper holder, strap guides to help secure the unit for transportation, smooth exterior and interior walls for easier cleaning, and an available 1,000-milliliter hand-sanitizing dispenser.

"One great thing about this unit is that it's ADA-compliant in all 50 states, including California, which has tougher regulations," Harris notes. "More and more states are requiring portable restroom operators to use fully ADA-compliant units." **866/293-1502; [www.fivepeaks.net](http://www.fivepeaks.net).**

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The W18 LTX cordless angle grinder from Metabo Corp. is powered by lithium-ion batteries (two Extreme 4.0 Ah or 3.0 Ah) with a rotating battery pack. Features include a slim motor housing and ergonomic side handle, motor protection with no-volt release switch that protects against unintentional starts when inserting the battery, burst-proof adjustable guard, and electronic shutoff to protect against kickback. Other features include thermal overload protection, electronic soft start for added motor life, and air-cooled charging technology for longer battery life. **800/638-2264; [www.metabousa.com](http://www.metabousa.com).**

## GRUNDFOS S-TUBE IMPELLER

The S-tube channel impeller from Grundfos eliminates the need for add-on assemblies designed to cut, shred or treat wastewater as it flows from the pump. A new balancing method delivers smooth, quiet operation. The hydraulic design reduces abrasive wear and enhances anti-clogging capabilities. **800/921-7867; [www.grundfos.us](http://www.grundfos.us).**

## CARPENTER GROUP DIGITAL PERCOMETER

The AccuPerc digital percometer from The Carpenter Group performs digitally accurate soil bed and seepage pit percolation tests. The three-station system can be transported in the optional 20- by 12- by 15-inch carry case and weighs less than 5 pounds. **800/743-7127; [www.accuperc.com](http://www.accuperc.com).**

## SJE-RHOMBUS ENDURA CONTROL PANELS

The Endura line of VFD (variable-frequency drive) control panels from SJE-Rhombus include the PB (pressure booster) and IR (irrigation) models. The PB is designed for commercial applications using 1-4 VFDs and includes the VFDC-4000 controller and one VFD for each pump. The IR panel is designed for irrigation pump applications up to 500 hp. It includes a VFD, NEMA 3R enclosure with circuit breaker, VFDC-1300 controller and pressure transmitter. **888/342-5753; [www.sjerhombus.com](http://www.sjerhombus.com).**







## DITCH WITCH VACUUM EXCAVATOR

The 49 hp FX50 vacuum excavator from Ditch Witch is designed for a range of cleanup and soft excavation tasks, including cleaning sewers and valve boxes, horizontal directional drilling support, removing road construction debris, posthole digging, and exposing utilities. The unit can be configured with a choice of four water tanks (80 to 500 gallons), four spoils tanks (300 to 1,200 gallons), hydraulic boom, and hydraulic valve exerciser. **800/654-6481; [www.ditchwitch.com](http://www.ditchwitch.com).**



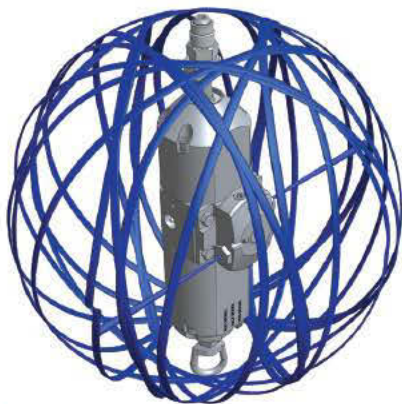
## XYLEM GOULDS GRINDER PUMP RETROFIT KIT

The Goulds Water Technology grinder pump retrofit kit from Xylem includes a single-phase, 2 hp motor (60 Hz, 3,450 rpm, 230 volts) and capacitor start with winding thermal protector. The Class F motor has a 300 Series stainless steel threaded shaft and permanently lubricated upper and lower ball bearings. Piping and electrical connections for retrofitting non-Xylem pump brands are included. **866/325-4210; [www.completewatersystems.com/brands/goulds](http://www.completewatersystems.com/brands/goulds).**



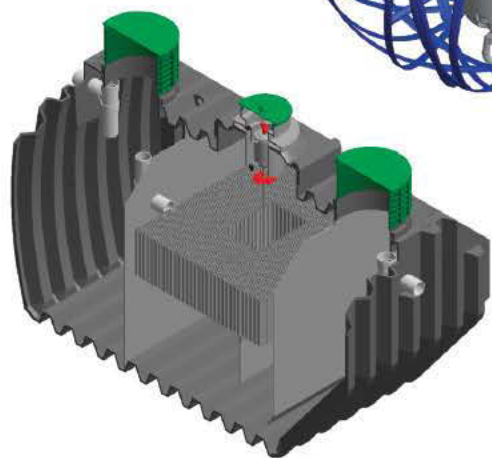
## COXREELS COMPACT VACUUM REEL

The commercial-duty V117-850 vacuum reel from Coxreels is designed for commercial vacuum system, construction site and plant floors. The direct hand-crank reel handles 50 feet of 1 1/2-inch standard vacuum hose with bullet cuffs. Features include one-piece, steel U-shaped frame and open drum with direct-connect port. The powder-coated reel mounts to any horizontal or vertical flat surface. **800/269-7335; [www.coxreels.com](http://www.coxreels.com).**



## NLB TORRENT 50 TANK CLEANING HEAD

The Torrent 50 tank cleaning head from NLB Corp. delivers 3-D waterjet action with the force of 600 hp water and fits through a 6-inch tank opening. Rated for pressure up to 20,000 psi and flows to 50 gpm, the stainless steel, corrosion-resistant head has two high-velocity waterjets that spin vertically while the head spins horizontally for 3-D coverage to remove hardened resins and plastics. **800/441-5059; [www.nlbcorp.com](http://www.nlbcorp.com).**



## JET PLASTIC SEPTIC TANK

J-500-800PLT series plastic septic tanks from Jet are a lightweight alternative to the concrete J-1500 Series BAT media plants. PLT tanks are available in treatment capacities from 500 to 800 gpd. The seamless tanks are rotational molded from lightweight polyethylene. **800/321-6960; [www.jetincorp.com](http://www.jetincorp.com).**



## MJM SEPTIC SYSTEM BLANKET

Matt's Sewer Blanket from MJM Industries is designed to protect septic systems against frost and freeze-up without electricity. Tested in northern Minnesota, the 6- by 20-foot blanket can be staked to the ground in fall and rolled up in spring for storage. Used below grade, at grade or on mounds, the reusable blanket is waterproof and eliminates the need for straw. **218/689-1031; [www.sewerblanket.com](http://www.sewerblanket.com).** ■



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April 4-5, 2013 - (TBA) Oregon  
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(541) 389-6692 or info@o2wa.org

**NAWT Vacuum Truck Technician:**

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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:**

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NOWWA - Contact: Jason Orton at (402) 476-0162 or jason@h2oboy.net

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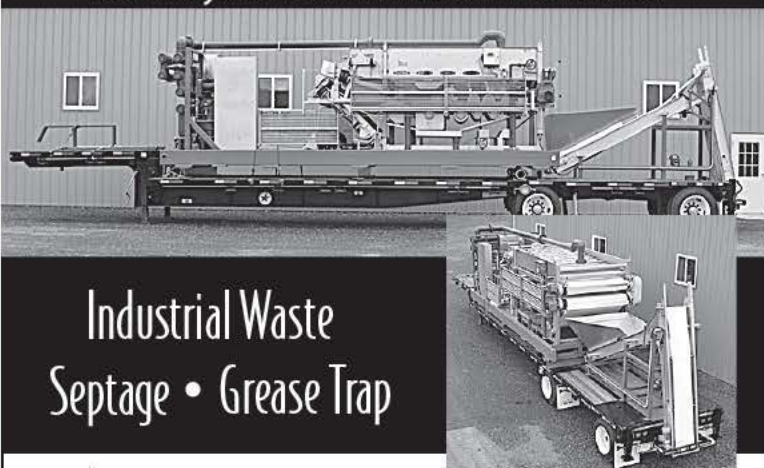


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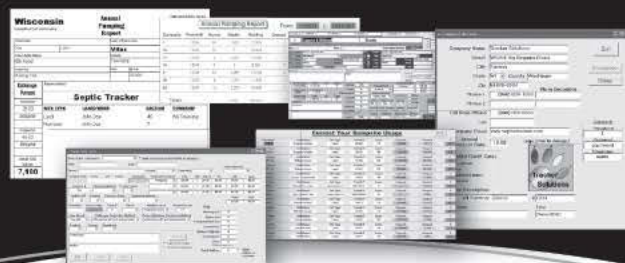
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*Pumper invites your state association to post notices and news items in this column. Send contributions to [editor@pumper.com](mailto:editor@pumper.com).*

## MINNESOTA

### Frost-fighting BMPs

Minnesota Pollution Control Agency staffer Barb McCarthy reports that St. Louis County installers have adopted best management practices to help keep water from freezing in the 2-inch pressure pipe just after it leaves the pump tank. This portion of piping can sag as the ground settles, allowing ice to accumulate in the dip when the pump shuts off and effluent drains back to the tank. Enough ice will plug the system.

To avoid the situation, installers tamp down the backfill, especially beneath the pipe outlet. Then they install a length of Schedule 40 4-inch pipe (less prone to bending) from the tank to the undisturbed soil, and use a reducer adapter to attach the 2-inch supply line. Workers also insulate at least the upper portions of tanks with foam board or spray foam (the latter doesn't leave gaps and also will insulate riser lids). Finally, they cover the dispersal mound with straw or other insulating material.

## OHIO

### Conference on high-strength wastewater

The Ohio State University Extension will sponsor the Ohio Water Quality and Waste Management Conference April 11-12 at Woodlands in Cleves. The topic, high-strength wastewater, will feature a sand bioreactor developed at the university to treat wastewater from an Ohio poultry plant.

The low-cost, odorless, park-like system has saved the Harrison facility more than \$10 million over conventional treatment. A field trip will introduce regulators, designers and installers to the system.

## WISCONSIN

### Electronic plan review

The Wisconsin Department of Safety and Professional Services, Division of Industry Services, will accept onsite design plans electronically. After registering for access, designers can upload required documents in PDF format, then follow the status of the review through SharePoint communication software. "The agency wants to ensure that our profession is reasonably regulated without multiple agency staff duplicating responsibilities and slowing down the process," says Aaron Aussen, president of the Wisconsin Onsite Wastewater Recycling Association. "DPS wants us as qualified professionals to make our own decisions."

## NATION

### Antibiotic-resistant bacteria in wastewater

A study by the Maryland Institute for Applied Environmental Health found methicillin-resistant *Staphylococcus aureus* in wastewater entering two mid-Atlantic and two Midwest treatment plants. Onsite systems also could become contaminated as home and hospice care replace hospitals. The risk of infection exists for pumpers cleaning septic tanks and installers rehabilitating systems. Researchers found that only UV disinfection or chlorination destroyed the superbugs. They encouraged operators and service providers to wear gloves and wash their hands frequently.

### NOWRA nuggets

The National Onsite Wastewater Recycling Association is completing development of an advanced onsite system design course at the request of the Maryland Onsite Wastewater Professionals Association. The project stems from state Department of Environment regulations requiring best available technology units for all new construction. The law became effective Jan. 1, 2013.

"We saw a big need for the course," says NOWRA executive director Eric Casey. "Many engineers contracted to design systems have little experience with pretreatment. It's usually the soils that trip them up." Numerous Maryland health officials responsible for approving, inspecting and certifying advanced designs also will benefit from the training.

MOWPA board members, which included representatives from the state Department of Health and Mental Hygiene and MDE, reviewed the curriculum. NOWRA members Dick Otis, P.E., Bob Mayer, P.E., and Hilary Valentine, an instructor at Delaware Technical Community College, developed the course. They incorporated material from sources including the Consortium of Institutes for Decentralized Wastewater Treatment, Michigan State University, soil science and engineering communities, and elsewhere.


Otis and Valentine plan to present the first course April 23-24 and May 1. It includes classroom studies and fieldwork in which students will design two systems using alternative solutions. Two more field exercises and an exam follow in May.

In the future, NOWRA will offer a train-the-trainer course, enabling others to present the advanced design material in their states. The

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association also is developing an online training platform and will beta test it with one or more affiliates before rolling out the program nationally. The anticipated release is mid-summer.

## ONTARIO, CANADA

### Home dialysis

An article in the fall Ontario Onsite Wastewater Association newsletter alerts service entities and systems designers to the effect home dialysis has on onsite system. A treatment, often done every other day to cleanse toxins from the blood due to kidney failure, uses 100 to 1,264 gallons of water. The significant flows can upset the septic tank, flushing solids into the drainfield and precipitating failure. Author Brock Cross, project manager with Gunnell Engineer, suggests increasing the size of the septic tank or installing a pump chamber if the original vessel is large enough. He also advises inspecting the health of the field. Dialysis does not release contaminants. The bulk of the flow is purified water from pre-dialysis reverse osmosis filtration. The remaining fluid carries wastes found in urine, and the concentrations of chemicals in the dialysate are low due to dilution.

## TRAINING & EDUCATION

### Minnesota

The University of Minnesota Water Resources Center has these classes:

- 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
- April 3-4 – Solutions for Difficult Sites Continuing Education, Alexandria
- April 9-11 – Basic Onsite System Design, Owatonna
- April 17 – Design Continuing Education, St. Cloud
- April 18 – Inspector Continuing Education, St. Cloud
- April 17-18 – Design/Inspector Continuing Education Combo, St. Cloud
- April 23-26 – Advanced Onsite System Design and Inspection, St. Cloud
- April 29 - May 1 – Introduction to Onsite Systems, Bemidji

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

### North Carolina

North Carolina State University has these courses:

- 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
- April 2-3 – 18-Hour Introductory Installer Training, Raleigh

### Feb. 6-8

Kansas Small Flows Association Convention, Ramada, Hutchinson. Call Elma Ball at 913/594-1472 or visit [www.ksfa.org](http://www.ksfa.org).

### Feb. 7-9

Western Canadian Onsite Wastewater Management Association of British Columbia Trade Show and Conference, Ramada Convention Centre, Abbotsford. 877/489-7471; [www.wcowma.com](http://www.wcowma.com).

### Feb. 21-23

Alberta Onsite Wastewater Management Association Trade Show and Convention, Ramada Convention Centre, Edmonton. 877/489-7471; [www.aowma.com](http://www.aowma.com).

### Feb. 25-28

Pumper & Cleaner Environmental Expo International, Indiana Convention Center, Indianapolis. 866/933-2653; [www.pumpershow.com](http://www.pumpershow.com).

### March 3-5

Ontario Onsite Wastewater Association Conference, Blue Mountain Ski Resort, Collingwood. Call Don Krauss at 855/905-6692 or visit [www.oowa.org](http://www.oowa.org).

### March 3-5

Pennsylvania Association of Sewage Enforcement Officers Conference and Trade Show, Holiday Inn, Grantville. 717/761-8648; [www.pa-seo.org](http://www.pa-seo.org).

### March 13-14

Onsite Wastewater Association of Idaho Conference, Boise State University Conference Center, Boise. Call Justin VanCleave at 208/664-2133, Matt Gibbs at 208/660-8982 or visit [www.owaidaho.org](http://www.owaidaho.org).

### March 15

Saskatchewan Onsite Wastewater Management Association Trade Show and Convention, Saskatoon. 877/489-7471; [www.sowma.ca](http://www.sowma.ca).

### March 19-20

Texas Onsite Wastewater Association Conference, Waco Convention Center, Waco. 281/738-3355; [www.txowa.org](http://www.txowa.org).

### March 25-26

Granite State Designers and Installers Association Septic System Conference and Exposition, Radisson Hotel, Manchester. 603/228-1231; [www.gsdia.org](http://www.gsdia.org).

- April 4 – Gravity and Pump Systems: A Better Installation Equals a Better System, Raleigh
  - April 5 – Advanced Septic System Installer Guidance, Raleigh
  - April 9-10 – Soil Profiling for Wastewater and Stormwater System Siting, Carthage
  - April 24 – Soils for the Outer Piedmont and Foothills, Morganton
- Contact Joni Tanner at 919/513-1678 or [soils\\_training@ncsu.edu](mailto:soils_training@ncsu.edu).

### Oregon

The Chemeketa Community College in Salem has these classes:

- April 2-3 – Maintenance Operator, Bend at O2WA Conference



- April 4 - Installer, Bend at O2WA Conference

Call 503/399-5181 or visit [www.chemeketa.edu/busprofession/ccbi/customizedtraining/deq/classes.html](http://www.chemeketa.edu/busprofession/ccbi/customizedtraining/deq/classes.html).

## Pennsylvania

The Pennsylvania Septage Management Association is offering these courses at Wyomissing:

- April 2-3 - Basic Onlot Wastewater Treatment System Inspection
- April 2-3 - Advanced Onlot Wastewater Treatment System Inspection

Call 717/763-7762 or visit [www.pasma.net](http://www.pasma.net).

## Virginia

The Virginia Center for Onsite Wastewater Training has these classes at Pickett Park:

- March 4 - Foundational Concepts of Pump Systems
- March 29 - Understanding the Septic Tank, online
- April 9-10 - Water Movement in Soils
- April 12 - Nitrogen Dynamics, online

Contact Latonya Fowlkes at 434/292-3101 or [latonya.fowlkes@southside.edu](mailto:latonya.fowlkes@southside.edu) or visit [www.southside.edu](http://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:

- March 13 - Troubleshooting Onsite Systems
- March 20 - Design/Install Subsurface Drip
- March 21 - First Aid/CPR
- March 27 - Advanced Soils
- April 3 - Design High-Strength Waste
- April 17 - Design/Install Subsurface Drip, Moses Lake
- April 18 - First Aid/CPR
- April 24 - Pumper, Vancouver

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- March 5 - Wieser Concrete, Fond du Lac
- March 12 - Wieser Concrete, Maiden Rock
- March 14 - Wieser Concrete, Portage
- March 19 - Arts Center, Shell Lake
- March 21 - Town Hall, Arbor Vitae

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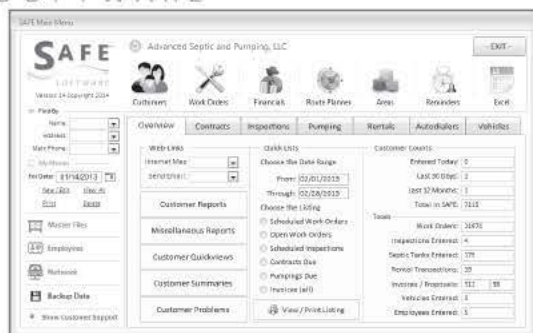
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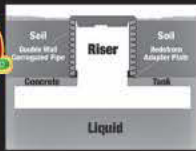
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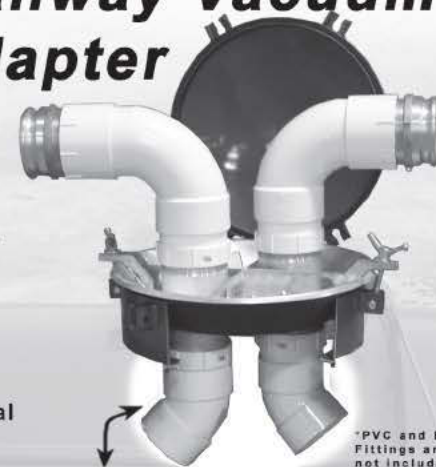
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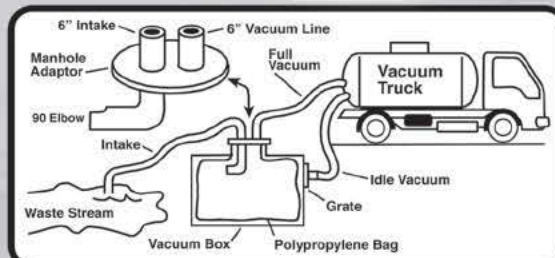
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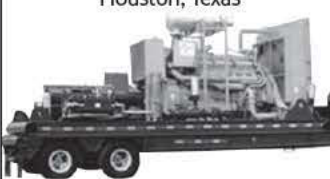
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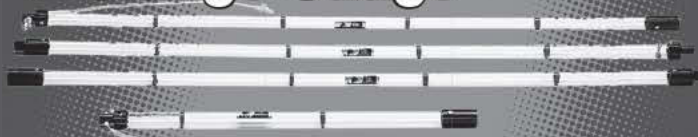
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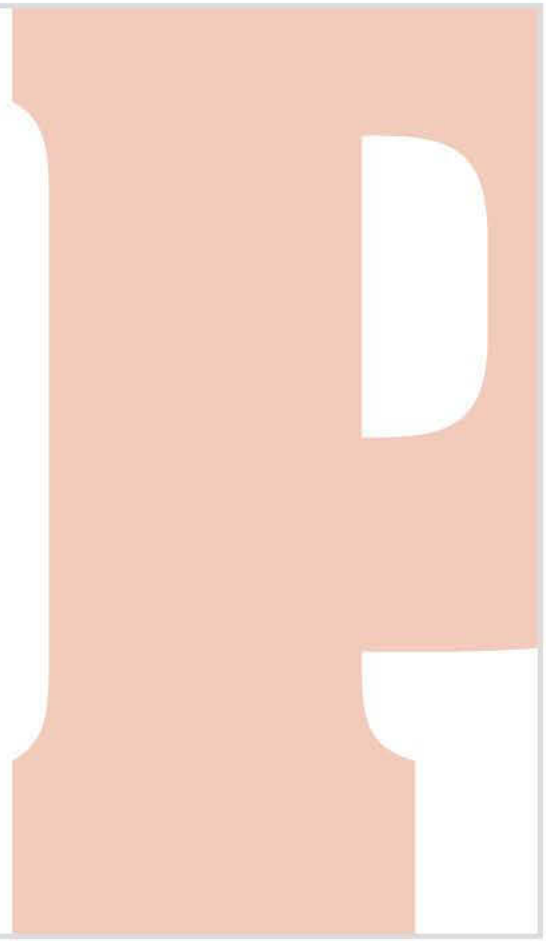
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## COMPUTER SOFTWARE

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

## DEWATERING

Seriously!! Are you still trying to dewater using a "box, bed or belt"? I have a better way. Check out ITRDewatering.com then call or better yet, come watch it work!! Also works great on straight grease! 317-539-7304. (P07)

**DE-CANT HOPPER™**

**2011 IDS Enterprises, 2-yr self dumping, filtered DE-CANT HOPPER, including extra reinforced latch and bottom skids. Located in Portola, Ca.....\$3,500**  
**530-832-0370** P02

Belt filter press with ss-controls, Ashbrook Winklepress, 2M, immediate availability. Purchase as is, \$80,000 or turn key (priced on request). 803-796-9231, SC. (P02)

## DEWATERING

**FOR RENT: JWI mobile filter press units, 90-100 cubic foot, 225 psi feed w/ belt conveyer. CALL Tim Stapleton at: 606-465-7955 or email [tstapleton@pressuretechinc.com](mailto:tstapleton@pressuretechinc.com)** P05

## DRAINFIELD RESTORATION

**Soil Shaker 2000.** Universal skid steer attachment for drainfield restoration. Buy factory direct. \$6,250. [www.soilshaker.com](http://www.soilshaker.com) or call 320-293-6644. (P02)

**Terralift:** Huge discounts on new and used Terralift machines. Call John VanZandt or Dick Crane at 888-298-4272. (PBM)

## DREDGES

**FOR RENT: Mudcat 815, cable driven dredge. \$500/day. Included are cable, grip hoist & 250' of piping. Operators are available. CALL Tim Stapleton at: 606-465-7955 or email [tstapleton@pressuretechinc.com](mailto:tstapleton@pressuretechinc.com)** P04

## HAZARDOUS WASTE UNITS

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

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

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

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

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



## HAZARDOUS WASTE UNITS

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

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

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

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

## HYDROEXCAVATING EQUIPMENT



**2002 Sterling/Vac-Con LT 9501**, hydro excavator, 29,117 miles, 3,043 hours, 12-yd debris tank, blower, extendable boom. ....\$77,900  
**717-821-0453, PA** P02

## JETTERS-TRAILER



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

## JETTERS-TRUCK

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

1989 Ford with Camel water jet, 1,500 gallon stainless steel water tank, Meyers 80 gpm, 2,000 psi water pump. Truck and jet in good working condition. \$12,500. Pictures at [www.empireequip.com](http://www.empireequip.com). Call Greg, 559-284-0401. (CPBM)

## JET VACS

1999 Volvo Safe Vac: 824 blower, 80 gpm, rebuilt Myers water pump, 12-yd debris tank 1,500 gallon water tank, good working condition. \$49,000/OBO. Pictures on request, 813-677-7655, FL. (P03)

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

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



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



**2009 International Vac-Con**, model V312, 12-yd, 1,300 gallon water, 3 stage fan with HXX kit and 400k BTU Hotsty water pump is 50 gpm at 300 psi, wireless remote and winter recirculation kit. ....\$195,000  
**613-737-6500** P02

## JET VACS



**1989 Volvo-White Vactor 810C Combination Jet Vac:** Cummins 300 hp diesel, 41,897 miles, 10-yd debris, 665 rear engine hours. ....\$15,900  
**978-758-6265** PBM

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

## LEASE/FINANCING

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

Madison Capital offers equipment & vehicle financing for the pumper industry. You have questions, we have answers. Contact Tom Myers 800-733-5529 x7343 or [tmyers@madisoncapital.com](mailto:tmyers@madisoncapital.com). (P02)

**LYNNRAY FINANCIAL CORP.:** Equipment financing, new and used. Custom tailored programs including seasonal skips. Contact Bill Lassiter 800-535-4138 x3, [blassiter@lynnrayfinancial.com](mailto:blassiter@lynnrayfinancial.com). (P02)

## MISCELLANEOUS



**2005 International 9400i HEAVY SPEC:** 450 hp Cummins ISX, 15-spd, 585,000 miles, full rear-locking differential's, Webasto Air Top 2000 ST heater, Masport 75 vacuum pump. -AND- 1998 Proco 130 bbl vacuum trailer, refurbished 2011, new lights and wiring, new paint, two 4" rear valves (heated), new baffles and epoxy coating, all new hatches. **READY TO WORK!** Comes with set of hoses, fittings, full set of alloy tire chains and more. ....\$97,000  
**Andrew 509-785-2955** P02

## RENTAL EQUIPMENT

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

## PORTABLE RESTROOMS

Toilets for sale: Special event, construction, handicaps, high-rise units, handwash stations. \$150-\$325. Email [proequip1@yahoo.com](mailto:proequip1@yahoo.com) or call Manny at 305-970-9837. (P02)

We buy used portable toilet equipment: toilets, handicaps, handwash stations, trailers, tanks & trucks. Email [proequip1@yahoo.com](mailto:proequip1@yahoo.com) or call Manny 305-970-9837, FL. (P02)

Wanted: Satellite Taurus portables & portable restroom trailers (both haulers and wedding/executive trailers). Also buying Keith Huber Tuggers. Rob at 402-291-0220. (P03)

Handicap accessible portable restroom/toilets in EXCELLENT condition. (PolyJohn ComfortXL). Up to 30 available. \$1,000-1,100/each depending on volume. Email for pictures/details; Mike.Todd@GullfordServices.com. (P03)

(30) used Satellite, 300 gallon holding tanks, good condition. \$200/each. 888-839-2830 or 662-587-0756, MS. (P03)

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

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

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

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

## PORTABLE RESTROOM TANKS

(4 tanks available) 2003: 650 waste, 300 water, Satellite tank with pump. \$3,500. 2000: 650/300, Satellite tank. \$2,800. 1999: 600/250, Satellite tank. \$2,500. 1996: Lely tank, 600/350, Masport vac/pressure pump, 2 toilet rack lined tank. \$4,500. Great deal! 845-863-6080. (P02)

## PORTABLE RESTROOM TRAILERS

2012 Wells Cargo UltraLav, ADA has men's, women's, ADA restrooms, winterization package. Call for price and pictures. Chris or Jeff at 217-224-1932, IL. (P02)



## PORTABLE RESTROOM TRAILERS

RESTROOM TRAILERS FOR SALE: elite (2) 2006, Denali and 10-stall. Email proequip1@yahoo.com or call Manny at 305-970-9837, FL. (P02)

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



**New Johnny Mover portable restroom hauling trailers** in stock. New 20-unit mover and 12-unit mover, ready for delivery.

715-723-4450

P03

## PORTABLE RESTROOM TRUCKS

2003 Ford F350, diesel, Satellite unit, 400 waste, 200 water, M2 Masport. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

2005 Sterling: 1,500 gallon toilet service truck, 1,000 waste/500 water, MBZ engine, Allison auto, no CDL required, 250k miles, 2 toilet carrier, serviced & route ready. \$29,500 firm. Call for pictures 909-240-0030, Ray Houghton. (P02)

## PORTABLE RESTROOM TRUCKS

1999 International 4700 with 2,100 gallon Huber tank (1,800/300), good truck, getting rid of my truck that requires a CDL. \$20,000. 817-568-2333, TX. (P02)



**2005 Ford 650 with Satellite tank:** 800 waste, 400 fresh, automatic, non-CDL, good running truck, 229,000 miles, many new parts. ....\$20,000

**315-247-0582 or scottw@cnyrestrooms.com**

P03

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

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)



**2005 International 4300** with Crescent tank, 6 units on the bed, 2 on the gate, Masport pump, dual-service, under CDL 221,000. ....\$29,500

**Please contact Chris or Jeff at 217-224-1932, IL**

P02



**2004 International 4200** aluminum Flat VAC portable toilet service truck with 1,040 (700/430) gallon tank. Tank under warranty, 16' stake bed truck with lift gate & removable side racks, V8 diesel with 194k miles, Masport HXL4V service & toolboxes on both sides, DC-10 water pump. ....\$39,900/OBO

**Call Merle at 217-344-5004, IL**

P02

Wanted: Used Keith Huber Tuggers (Isuzu, Hino, GMC) in good to excellent operating condition, under 150k miles. Also buying Satellite Taurus units. Contact Rob at 402-291-0220. (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

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. \$42,500. GARY: 404-514-2923, GA. (P02)



**2006 Ford 550** with Progress aluminum 1,000 (400/600) gallon tank, service truck with toolboxes on both sides, Masport HLX4V, 223k miles with two toilet carrier/fold up gate. Tank still under warranty. ....\$19,900/OBO

**Call Merle at 217-344-5004**

P02

## PORTABLE SHOWER TRAILER



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

**715-723-4450**

P03

## 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)

## POSITIONS AVAILABLE

I need an office assistant to work for me in my company (part time or full time). The payment is very attractive. If you are interested kindly contact me at scotmoore969@yahoo.com. (P02)

Nevada Johns Portable Toilets & Site Services is hiring an operations manager. Retirement plan, medical insurance and more. 775-721-8484 or email resume to jobs@nvjohns.com. (P03)



**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

GapVax, Inc., a nationally recognized manufacturing business, is seeking a talented, highly motivated individual to fill a full-time Sales Position in the Midwest (Iowa based preferred) region. GapVax is the leading manufacturer of industrial and municipal vacuum units and hydro-excavation units in the United States. We provide the most reliable, comprehensive, and efficient mobile vacuum units in the industrial and municipal markets. Specifications of the position are listed on our website, www.gapvax.com, click on the Now Hiring link in the left hand column. Send resumes to Lthomas@gapvax.com or 575 Central Avenue, Johnstown, PA 15902. (CPMGBM)

## 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)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



## 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)

2007 Fruitland RCF-500, complete rebuild and machined, zero hours, have all receipts. Ready to go. \$3,500. 513-200-1821, OH. (P02)

## RENTAL EQUIPMENT

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

## ROLL-OFF CONTAINERS

(2) 2,500 gallon roll-off vacuum containers. Full opening rear door, 6" vacuum, 6" & 4" suction, hose trays, secondary shut-offs. \$3,500/each. Call Joe Walsh, 414-847-7100, WI. (P02)

## ROLL-OFF TRAILERS

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

## ROLL-OFF TRUCKS

Presvac 3,200 gallon, DOT 412 self-contained vacuum roll off tank with Deutz air-cooled engine and 900 cfm, 27" blower. Full open rear door, fully self-contained for use with any roll-off truck. KLM Companies, 617-909-9044. (PBM)

## SEPTIC TANK FORMS

Delzotto Molds: quantity (capacity in gallons) (5) 1,000, (1) 1,250, (3) 850. \$1,500-\$4,000. Also all related tank production hand tools. Also, 1987 Western Star tank transporter truck with boom. \$7,000. 270-498-4286. (P02)

## SEPTIC TRUCKS



**2006 International 4400:** DT-466, 300 hp, 6-spd, 2010 PIK RITE tank (2,500 gallon) with Jurop pump, 33,000 GVW, 165,022 miles. Asking Price .....\$60,000  
**Contact 570-358-1211, ask for Jeff**  
P03

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. (P02)



**2007 International 4300:** under CDL!!! Allison automatic, DT-466, low miles!! Heavy duty 2,000 gallon dual compartment U.S. tank (1,500 waste/500 fresh) with a 5-year warranty, new Jurop R260 (363 cfm) pump with a 1-year warranty, A/C, new valves and camlocks, aluminum hose trays, sight glasses, new paint, 1-year/100,000 mile engine warranty nationwide, see dealer for more details.  
.....\$47,000

**Call Mike: 786-554-0892 or  
George: 954-558-0816,  
www.Nationaltruckcenter.com** P02



**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** P02

## SEPTIC TRUCKS



**2007 Peterbilt 385 (2 Available):** 10-spd, CAT C-13, 475 hp, new heavy duty, 4,000 gallon U.S. tank with a 5-year warranty, Jurop LC-420 liquid-cooled pump (425 cfm) with a 1-year warranty, heavy duty rear bumper, sight glass, aluminum hose trays, aluminum toolbox, aluminum wheels, rear work lights, new custom paint, all new valves, large 12 gallon cyclone secondary, 1 year/100,000 mile engine warranty nationwide, see dealer for more details. ....\$85,000  
**Call Mike: 786-554-0892 or  
George: 954-558-0816,  
www.Nationaltruckcenter.com** P02

2004 Sterling, 300 hp CAT, 8-spd, 236,000 miles, T.S.T. built, 4,000 gallon, aluminum tank, Masport pump, 6" and 4" valves, hose trays, toll boxes, 4 sight glasses, dependable, works every day, original owner. \$68,000. Ken, 865-577-1157. (P02)



**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. Call for details.  
**410-515-0552** P02

## SEPTIC TRUCKS

1993/1994 International 4900: DT466, 10-spd Fuller Road Ranger, 123,650 original miles, large toolbox, 2,000 gallon Erickson tank, 3" and 4" intakes, 6" dump, new primary and secondary in 2011, great on fuel and runs great. \$25,000. 831-440-0168 or [teri@a-1septicseviceinc.com](mailto:teri@a-1septicseviceinc.com), CA. (P02)



**2000 International 4900:** 6+1 transmission, with 2,300 gallon Lely tank, 466 engine and 360 Challenger pump. Both rebuilt at 350,000 miles, 425,000 total miles. Repainted tank, new side rails, heated chutes and mirrors, A/C, cruise, used very little last 6 years, NICE truck!..... \$30,000  
**989-375-4294, MI** P02

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

1998 International 4700 pump truck; 2000 gallon tank, 170,000 miles, automatic transmission, dependable, good runner. \$22,500. Call 815-741-4440. (P04)



**2001 Freightliner FL112:** C12 CAT engine, jake 415 hp, 8LL transmission, 260,000 miles, tires 50%, 3,600 gallon tank, heated collars, good condition, runs great .....\$54,900  
**Call 716- 676-3388, NY** P03

2007 International Paystar 5600: tandem axle, 430 CAT, jake brake-air, Allison automatic, deluxe Eagle interior, 20,000 lbs. front axle, 46,000 rear axle, locking rears, air suspension, new rubber, excellent shape, 77,000 miles, 4,000 gallon, Transway unit, aluminum diamond plate protection on tank, stainless steel hose trays, 3" side intake, 4" rear intake, 3" riser, all stainless steel heated valves, Fruitland 1200 pump (650 CFM) 160' of 3" hose, 24" rear door. \$115,000. Pictures available. Vermont, Office: 802-454-7893, Cell: 802-477-2716. (P04)



## SEPTIC TRUCKS



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

**Rodney Lane**  
270-832-3793

P02



**2003 Mack Vision:** 427 hp, 10-spd, 470k miles, 5,000 gallon steel tank, Jurup IC 420 pump, BASE remote control, (1) tool box/heavy-duty brackets, (2) rear tool boxes and work lights, new tank & pumps (2009). ....\$69,900

**Kevin: 240-298-3066**

P03



**2000 International 4900 DT466:** 7-spd transmission, 2,500 gallon tank, 200,000 miles with water jet Fruitland pump, driven daily. ....\$25,500

**757-407-1157**

**Chesapeake, Virginia**

P02



**1996 Freightliner** septic truck: 521,500 miles, M-11 cummins engine, 9-spd, Fuller transmission, jake brake, pusher drop axle, all new rear tires, US tank, 3,500 gallons, Masport 400 pump, Garnet level indicator, 6" dump valve, 4" and 3" intakes, the 4" has internal riser. Truck runs great and is used daily until sold. Truck is located in Portola, California. ....\$42,500

**530-832-0370**

P02

## SEPTIC TRUCKS



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

**Rodney Lane, 270-832-3793**

P02

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



**2005 Freightliner M2:** CAT C7, 225 hp, 6-spd manual transmission, 161k miles, new 2,500 gallon vacuum tank with and equipment LC420 vacuum pump, LED light package, premium paint, lined hose trays, aluminum toolbox, warranty included. \$46,000

**Call 734-731-5256**

P02

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



**2004 Freightliner, M2 CAT w/10-spd,** two compartments: 300 fresh, 3,300 waste, aluminum Progress tank, Wittig 150 pump, new tires, CAT Jetter, C-level gage. ....\$82,000

**715-425-1025, Wisconsin**

P02



**2010 Freightliner, 18/40,** 330 hp Cummins, 10-spd, air ride, full differential lock, A/C, cruise, htd mirrors, power windows/locks, tilt wheel, 4,000 gallon aluminum tank, Wittig 150 pump, (2) 4" valves, 6" discharge, work lights, toolbox, approximately 65,000 miles. Call for price.

**800-826-2308**

P02

## SEPTIC TRUCKS



**2004 Freightliner, 230 hp CAT, 6-spd,** A/C, tilt wheel, htd and power mirrors, cruise, all aluminum wheels, 150,000 miles, new 2,500 gallon steel tank with aluminum hose trays, Masport HXL75 pump, (2) 4" valves, work lights. Call for price.

**800-826-2308**

P02



**1993 Freightliner FL106:** 2,300 Imperial tank, 300 CAT, 9-spd, 100 gallon water tank, tool box, nice older truck, 360546.

**Truck Country 800-236-5271**

P02



**2007 Sterling, 20/46 axles,** 450 hp MBE, 10-spd, full differential lock, jake brake, 75,000 miles, 4,200 gallon tank, HXL400 pump, (3) 4" valves, excellent condition. Call for price.

**800-826-2308**

P02

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

1995 Mack CH613 with a 4,500 gallon, (2) compartment (300 water/4,200 waste), dump type unit with a Wittig 200 vacuum pump and high pressure water jet pump, 12 gpm @ 3,000 psi. (Stock #5098C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.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](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

## SEPTIC TRUCKS



**1995 International 4900, DT466:** Six speed transmission, 2,500 gallon tank, 255,000 miles, 10 gpm water jet, Masport liquid-cooled pump, very dependable. Chesapeake, Virginia. ....\$20,500

**757-407-1157**

P02



**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**

P02



**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**

P02



**2005 Peterbilt 335:** 2,400 waste, 250 fresh, Glendale Welding tank, Masport 20 water-cooled vac/pressure with hot shift outside control, fresh water wash-down and bucket-fill, 330 hp, Cummins ISC 10-spd, O/D engine brake, 12k front, 23k rear, 20-ton hitch with air and electrical connections, all polished wheels and trim, good rubber, used daily and maintained by owner since new, 214k pampered miles, truck still looks nearly new in and out, perfect for septic grease portables and to tow your equipment. New bigger truck on the way, only reason for selling. ....\$54,900

**Mike, 661 212 1645**

P02

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## 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



**1987 C-70 truck:** 160,000 miles February 2007, a brand new 2,000 gallon tank was put on with heated valves. Vacuum pump is a Power-Flo PF540. Ready to pump. Asking.....\$16,500  
**Call 815-459-5558 Ext 226 or Steve@arrowseptic.com** P02



**2009 Sterling Acterra:** New Imperial 2,500 tank, ISC-260 Cummins with Jake brake, Allison 3000 RDS automatic, 108,000 miles. Serviced/DOT, 360698.  
**Truck Country 800-236-5271** P02

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)



**(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** P02

## SEPTIC TRUCKS



**1998 Volvo:** Tri-axle, 5,200 gallon truck, 3406-B CAT with Jake, 8LL transmission, inspected and working, two 8 inch valves and 1-4" manual. ....\$45,000  
**570-837-1466, PA** P02

2003 Freightliner FL70, CAT 3126, 7.2L, 7-spd, 33,000 lbs., GVW, Jurup LC420 USA liquid-cooled vacuum pump, air brakes, A/C, cruise, 109,884 miles. Call Michael, 216-267-2646. (P02)

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

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

2003 International 7400 with a 4,000 gallon tank built in 2010, Caterpillar C12 engine with 369,000 miles, Masport 400 cfm pump. Asking \$57,500/OBO. For more info contact Javier at 786-402-3092 and for pictures email at javierrivero2000@yahoo.com. (P02)



**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



**1998 Chassis Mack CH6 pump truck tank:** Built 2005, 3,800 gallon, 2005 Masport, 400 liquid-cooled pump, fire engine red rolling billboard, used every day. .j7 .....\$42,000  
**931-433-0900** P02

## SEPTIC TRUCKS



**2005 Freightliner Columbia:** 10-spd, Detroit 12.7L, 500 hp, new heavy duty 5,000 gallon built by U.S tanks with a 5-year warranty, Jurup LC-420 liquid-cooled pump (425 cfm) with a 1-year warranty, rear work lights, all new valves, aluminum wheels and 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. ....\$98,000

**Call Mike: 786-554-0892 or George: 954-558-0816, www.Nationaltruckcenter.com** P02

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)



**Mercedes motor:** Pump and tank are 7 months old. VERY CLEAN AND DEPENDABLE TRUCK, 299,000 miles., can work out a deal for the hoses, etc. ....\$42,500.

**814-203-1053 or jonnyotspot@yahoo.com, PA** PBM



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

**Call Rodney Lane**  
**270-832-3793** P02

## SEPTIC TRUCKS

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)

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## TANKS

Vacuum Tank: 3,500 gallon Cusco, full opening rear door, full hose traps, lift cylinder. Built as DOT 407/412 unit. \$10,000. Call Joe Walsh, 414-847-7100, WI. (P02)

1990 Vacuum tank, 2,500 gallon, 3 manways, two suction valves, primary and secondary chambers, catwalks. \$5,000. For more info visit our website [www.mahoneyequipment.com](http://www.mahoneyequipment.com) or call 636-282-4949. (P03)



**1998 3,500 gallon,** vac tank built by Andert Inc., heads, 5/16 shell, 1/4 no. pump. ....\$4,500

**Roanoke, Virginia,**  
**1-540-309-4973** P02

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

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

Pre-owned petroleum, steel, 3,800 U.S. gallon, carbon steel, vacuum pressure tank. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)



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**Vacuum Tanks - New:** Sizes from 1,900-4,000 gallon. Great deals! Check us out: 3,600 gallon for \$14,000 and 4,000 gallon for \$15,000. All complete! Will make you a great deal! Delivery available. **www.JEagleTanks.com** or Jerry at **800-721-2774**. (PGBM)

## TOOLS

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

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

## TOYS

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

## TRAILERS-VACUUM/TANKER



**2012 Vacuum Trailer:** New heavy duty 5,000 gallon carbon steel U.S tank with a 5-year warranty, new custom paint, large 12 gallon cyclone secondary, sight tube, all new valves, aluminum hose trays, quad aluminum toolboxes, rear work lights, new Juroop LC-420 diesel engine. Package includes: 32 hp liquid-cooled diesel Kohler engine, electric start, keyed ignition, emergency fuel shutoff, locking throttle control, indicator lights, heavy duty steel frame, sandblasted and powder coated frame for durability with a 1-year warranty. .....\$61,500  
**Call Mike: 786-554-0892 or George: 954-558-0816, www.Nationaltruckcenter.com** P02

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

## TRAILERS-VACUUM/TANKER



**1998 Enterprises:** 5,500 gallon, steel-vac. Two vacs for sale. ... \$12,000/OBO.  
**Call Shawn 717-587-1927 for more info/photos** P02

## TRUCKS (DUMP, MISC.)

2006 Sterling, 3,600 aluminum, 133k. \$85,000.  
2005 Sterling, 2,500 aluminum, 113k. \$64,000.  
2001 Isuzu, gas, 300/110, Best, stainless, holds 6 PJS, 67k. \$22,500. 2001 Isuzu diesel, 400/150, Best, stainless, holds 6 PJS, 178k. \$13,500. 231-250-1483, MI. (P03)



**2000 Kenworth T800:** 4,500 gallon vacuum/pump truck, new tank/pump/pto, Juroop LC420 pump. Truck is fresh built, never worked!! Factory heavy Spec. ....\$89,500  
**Call 903-736-1407, TX** P02



**1998 Freightliner FL70:** CAT, 230 hp, 6-spd with 2,300 gallon tank, 3 years old with Juroop pump. ....\$23,500.  
**Call please call Rob at 317-635-0000, IN** P02

**2003 International DT 466:** Auto., new 1,800 van tank, Juroop pump, 135k miles, under CDL, with air brakes. **2005 GMC:** Cab & chassis, TV 500, 7.8 L, 200 hp, Duramax, auto, under CDL. We have in stock both new aluminum and steel tanks from 850 to 4,200 gallon. **www.pumpertrucksales.com**. Call JR. @ 720-253-8014, CO. (PBM)

1997 International DT466: 6-spd, 3-compartment Keith Huber back tank, 200/100 fresh, 600 waste, Masport pump, **www.pumpertrucksales.com**. Call JR. @ 720-253-8014, CO. (PBM)

## TRUCKS (DUMP, MISC.)



**2004 IH 4200:** VT365, 215 hp, 189k miles, 4-spd automatic, spring, A/C, cruise, trailer hitch, electric trailer brake controller, (2) 55 gallon fuel tanks. Used 1,500 gallon vacuum tank, tool box, Masport primary, secondary, muffler, new 13 hp Honda electric start with Masport HXL 4V pump, 3" front load, 3"-4"-6" rear valves, aluminum fenders, hose trays, non-CDL. ....\$43,600  
**509-785-2955 (WA dlr #1812)** P02

## TV INSPECTION

2003 Dodge Sprinter Van with 74,000 miles. It has RST system with reporting software. Asking \$45,000k/OBO. Call 605-359-7567. (P02)



**1990 Chevy TV inspection van:** 14' used high cube truck with office etc., RST pan and tilt, crawler, generator, fully loaded. Ready for work. ....\$47,500  
**Oregon, 541-290-7991** P02



**1989 Chevrolet 3500:** This setup is 100% complete and 100% operational. This van is equipped with an Omni 2 camera, with pan and tilt head. The equipment was designed and manufactured by R.S. Technical Services Inc. This is a one owner fleet maintained vehicle from a municipality in Colorado. It has been stored inside its entire life. It has only 39,000 miles and is 4 WHEEL DRIVE. ....\$29,950  
**719-494-4927, CO** CP02

## TV INSPECTION



**1991 GMC 3500,** 1-ton Vandura sewer camera / pipe inspection van. This van has 15,000 original miles. It has been stored inside and fleet maintained since new. This van has an Onan Emerald III 6.5 kw generator with 1,376 hours on it. Coleman rooftop, air conditioning unit for the rear as well as factory air in the front. This van has been outfitted with an Aries camera system. This system can pan, tilt, zoom and displays a great color picture. Beyond the camera this van has all the extras that make the job easier. It has plenty of video cable that is remote controlled. A wash down system to keep your equipment clean. A PA system for clear communication and comes with various spare parts. ....\$19,950  
**719-494-4927, CO** CP02

## VACUUM EQUIPMENT

Vacuum pumps: 2010 Fruitland vac pump, \$2,500. (2) 2002 Fruitland vac pumps, \$1,000 /each. Battioni water-cooled vac pump, \$1,000. Drum vac pump, \$500. Drum vac pump with hydraulic cooler, \$500. Call Joe Walsh at 414-847-7100, WI. (P02)

## VACUUM LOADERS



**Three 2005 Supersuckers for sale:** Hi-dump, wet/dry vacuum trucks, 6,000 cfm, Roots Tri-Nado blowers with auxiliary rotary vane pump for vacuum and pressure unload. Available for immediate possession. Located in the Midwest. ....\$169,000/each  
**Call 219-762-1385 for further information** P03

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

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

I want to purchase your portable toilet business (large or small). Must be located in northeastern Maryland, southeastern Pennsylvania or northern Delaware. Call Robert at 443-553-1517. (P02)

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

## WATERBLASTING



**2006 Jetstream:** 500 hp, 4 position gear box, direct coupling to engine, #16 plungers five (quintuplex) that allows the maximum flow, 98 gpm/lpm of 371 @ 8,000 psi with a bar of 550. Unit is rated at a working 15,000 psi, comes with a diverter valve to be able to reach higher pressures at lower flow, includes suction plumbing and two rupture disc holders. Sell or trade for smaller units.

**Call Tom for price 508-889-5289 P02**

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

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