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- Betty Dageforde

Through good and bad economic times, Shea Slade has always been able to count on the people who matter most to his upstate New York pumping business. **ON THE COVER:** Shea Slade operates Shea's Outhouse Service in upstate New York, cherishing working with family and serving friends in his rural community. The business is built on septic pumping and portable sanitation, but Slade is also getting into pumping for energy company drilling rigs. (Photo by Trent Wellott)

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

# Reason for Optimism

The latest Pumper Survey shows contractors are emerging from the recession battle-tested and with the knowledge that wastewater remains an excellent place to earn a living

By Jim Kneiszel

Liquid waste haulers appear optimistic about future prospects heading into the 2013 busy season, poised to hire new staff, present a more varied service menu, and expecting to raise revenues, according to the results of the 2012 Pumper Survey, which wrapped up last December.

An analysis of the 166 responses from pumping contractors — comparing data to the 2008 Pumper Survey — shows an improving climate for employee benefit offerings, and an expectation from pumpers that revenues and workforce numbers will be making a positive move.

The responses came from 40 U.S. states spanning from the Atlantic to Pacific oceans and north from Alaska south to Florida. Pennsylvania topped the list with a dozen responses, followed by California, Florida, Ohio, Georgia, Massachusetts, Indiana, Wisconsin, Tennessee and Texas rounding out the top 10.

Our last Pumper Survey was taken shortly after the collapse of the U.S. economy in late 2008, when failures of banks and investment houses caused a deep recession and threatened to throw the economy into a catastrophe approaching the Great Depression of the 1930s. Fortunately, the perilous slide halted before reaching a depression, according to economists, and there were some signs of a rebound rather quickly.

## ON THE MOVE

In my contacts with pumping professionals in the past few years, it always seemed like the wastewater industry was somewhat insulated from the worst of the recession. Yes, many contractors told me their businesses suffered in 2009 and beyond, and many reported having

to trim expenses with staff cuts and selling off equipment for a time. But, on the whole, pumpers seemed to be buoyed by a continuing demand for their service.

The last few years seem to have brought a resurgence in the industry, as pumpers are replacing older equipment they've nursed through the lean times. They're seeing business pick up as well, as many pumpers I talk to are putting in long hours trying to keep up customer service. Many seem on the cusp of having to hire new employees after working with a bare-bones crew for some time.

The 2012 survey results reflect some of the anecdotal evidence I've seen of late. Forward-looking questions — new to the updated survey — about revenue and staffing are telling. When we asked contractors about projected revenues for this year, 49 percent said they expected an increase, 40 percent expected similar performance to 2012, and only 12 percent expected a decline.

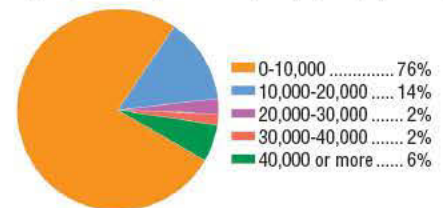
The respondents presented a hopeful employment outlook for this year as well, with 29 percent saying they expect to add staff this year, and 67 percent saying the workforce will stay about the same. Only 4 percent said they expect a decline in staff this year, which is an about-face from the gloomier reports I was getting from pumping companies a few years ago.

## HITTING THE HIGHLIGHTS

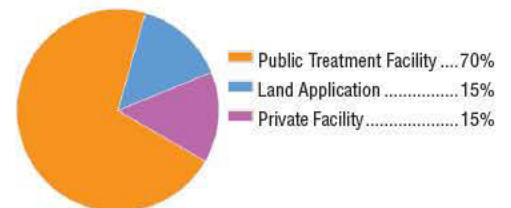
We're publishing the full survey responses here, but a few statistics jumped out at me and may prove valuable for pumping companies large and small as you plan for the upcoming busy season. Among the observations I find most interesting:

The new survey shows that if your company is not adding more specialized equipment to bolster your menu of services, you're in the minority. Responses show a definite move into more commercial and industrial pumping, as well as onsite system installation and portable sanitation.

On average, how many gallons of residential septage does your company pump per day?



How does your company dispose of septage?



On average, what is your company's septage disposal cost per 1,000 gallons?



(continued)



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# RESPONSE SUMMARY CONTINUED:

## We've determined a baseline for average technician pay.

Since we didn't ask contractors specifically how much they paid technicians in the earlier survey, the new survey's numbers set the baseline for future comparisons for where wages are going. According to our respondents, the vast majority of driver-technicians (79 percent) are being paid \$10 to \$22 per hour, with the most (32 percent) earning \$14 to \$18 per hour. About the same percentage is being paid for either less than \$10 (5 percent) or more than \$30 (6 percent).

How are the workers being paid? Most (77 percent) are being paid an hourly wage, while smaller numbers earn salaries, bonuses or commissions. The share of hourly workers is up over 2008, while the number of employees who earn bonuses has dropped from 20 to 14 percent.

## There is a new and surprising direction in employee benefits.

Given the tremendous concern over

rising employee health care costs and worry over President Obama's Affordable Care Act, it's interesting to note that the number of respondents offering a health insurance benefit is up 10 percent, from 34 percent in 2008 to 44 percent. The question remains if more employers are determining that providing health care coverage promotes employee retention, helps keep workers healthier and thus more productive, or a combination of both.

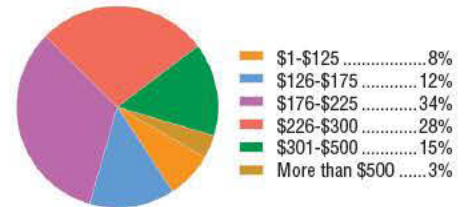
Other benefits changes of note include a 6 percent increase in paid vacation offerings in the most recent survey, to 60 percent. Also, we asked about company-provided mobile phones this year as the technology has become mainstream in recent years, and 52 percent of respondents said they provide cellphones to their employees.

## Service diversification may be a key to future success.

The new survey shows that if your company is not adding more specialized equipment to bolster your menu of services, you're in the minority. Responses show a definite move into more commercial and industrial pumping, as well as onsite system installation and portable sanitation.

Commercial septic garnered only 31 percent of contractor responses in 2008; the number has grown to 74.2 percent this year. Sewer and drain-cleaning services grew from 22 percent in 2008 to 49 percent in the recent survey. Only 24 percent of pumper in 2008 said they installed systems; that number has nearly doubled to 43 percent. While 12 percent reported handling portable restrooms in 2008,

## On average, how much does your company charge per residential pump-out?



## Do you have add-on charges for any of the following?

Digging up a lid	86%
Extra hose	27%
Mileage	24%
Disposal	19%
Fuel	18%

## What employee benefits does your company offer?

Paid Vacation	60%
Cellphone	52%
Holiday Bonus	47%
Health Insurance	44%
Uniforms	42%
Flexible Scheduling	30%
Company Parties	30%
Paid Sick Days	29%
Retirement Fund	23%
Flexible Spending	4%
Health Club Membership	1%
Daycare	1%
None	19%

## How does your company compensate service technicians/route drivers?



## Other than residential septic pumping, what services does your company provide?

Commercial Septic	74%
Grease Services	56%
Septic System Installation	43%
Portable Restrooms	43%
Sewer and Drain Cleaning	49%
Refuse/Trash	5%
Fencing/Temporary Site Services	0%

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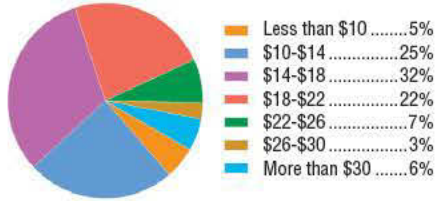
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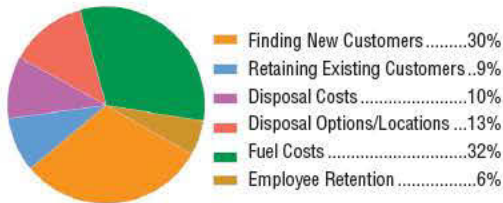
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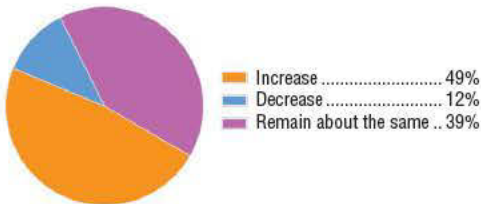
On average, what is the base pay (computed hourly) you compensate your service technicians?



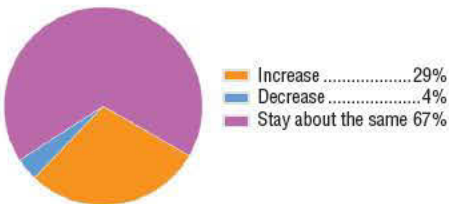
What is the single most important issue facing your company in the coming year?



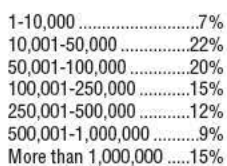
Do you project 2013 revenue will:



Do you expect your staff (number of employees) in 2013 will:



What is the approximate population of your service area?



that number has ballooned to 43 percent.

Other new services mentioned by respondents included excavation, lift-pump service, plumbing, concrete work, biosolids application, food-waste hauling, video inspection, soil testing, hydroexcavation, and rental and repair of vacuum trucks.

**Fuel costs are the new top challenge.**

The cost of fuel is the top challenge faced by pumpers, eclipsing the biggest challenges listed in 2008: finding new customers and disposal costs. The reason could be wildly fluctuating, but generally, higher diesel pump prices topping \$4 per gallon is a concern. Or it could have something to do with relatively little upward movement in disposal costs since the last survey.

Based on the cost of disposal for each 1,000 gallons dumped, 39 percent of respondents said they pay between \$41 and \$80 in the new survey, compared to 38 percent in 2008. Another 36.5 percent said they pay \$1 to \$40 now, compared to 34 percent in 2008.

Similarly, the amount contractors charge per residential pump-out has seen little change. This seems to indicate that adding to crews is the direct result of additional workload, not due to higher profits.

**WHERE DO WE GO FROM HERE?**

While challenges clearly remain, the survey shows there is reason for optimism in the industry. Faced with historic economic problems four years ago, pumpers responded in smart and savvy ways to blunt the impact of the downturn and position themselves for better days ahead.

Contractors emerge from the recession battle-tested and with the knowledge that wastewater remains an excellent place to earn a living. We know there will be a strong and growing demand for these essential services, driven by a never-ending need to handle all sorts of sludges and the value of a clean environment. And we know that those contractors who attain the highest level of professionalism, keep up with technology trends and new equipment, and treat their employees right will get the lion's share of the work.

The results of this survey will help drive our editorial emphasis in the coming year. When we talk to contractors, we'll ask about the important issues you reported and seek answers to your greatest concerns. Thanks to everyone who responded to the survey. Your contribution will help the entire industry grow and improve. ■

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# Got a Suggestion?

The time-honored suggestion box is back in business, providing a low-cost way to incorporate new ideas and build staff input

By Ron Kaufman

**M**arkets today demand greater innovation. Changes are coming faster than ever before, and your competitors are ready to jump on them and get a leg up in the industry.

Customers have rising expectations too. So you need new ideas, better processes, innovative products and services, and more effective ways to build strong futures with those customers.

Market research, research and development, customer surveys and focus groups are valuable tools for incorporating the best and brightest innovations into your company. In the current economic climate, though, those tools are not always affordable. So why not turn back the clock and take a stab at the good old suggestion box? When done right, it's a low-cost yet effective technique.

Companies can no longer survive with staff members who expect management to provide all the answers. Today, businesses big and small require a steady flow of ideas and solutions from those closest to the processes and the customers — front-line workers with their “ears to the ground.”

Today, businesses big and small require a steady flow of ideas and solutions from those closest to the processes and the customers — front-line workers with their “ears to the ground.”

Business leaders and managers are more receptive to this approach than ever before. But how can you transform the mindset of staff who, for years or even generations, have been trained to “just follow orders”? How do you encourage them to open their minds, explore new ideas and share their best recommendations?

The suggestion box is a time-honored process that encourages employees to submit their ideas for management consideration. Many companies have tried this approach, but few can report real satisfaction with the number, consistency or quality of staff contributions. Even fewer can report widespread enthusiasm for the project at all.

Here are six ideas to make your suggestion process effective:

**Respond to all written staff suggestions within one week and in writing.**

Be up front. If the answer is no, say so. If the answer is yes, state when staff will see implementation. If the answer is maybe, explain the issues involved and give a date for further reply. And stick to it. Nothing builds trust and credibility faster than making new promises and keeping them.

One exception: Do not reply to obscene or abusive suggestions. A strong company culture has no place for destructive “input.” Your best response is not to reply.

**Respond to suggestions publicly for all to see.**

Usually, a staff member will write about something on the minds of many. Reply openly on a designated bulletin board, in a weekly printed

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update, or by email. Thank writers for their contribution. Include staff names on suggestions to be implemented.

**Give awards for best suggestions, and give them right away.**

Many suggestion box efforts call for a multi-step process of evaluation. First, the suggestion boxes are emptied, maybe once a month. Second, the manager or other designated person sorts for "realistic" submissions. Third, management appraises each suggestion for freshness, feasibility, cost savings or increased revenue. And finally, the prize or award is presented. The cycle can take four weeks or more. In some cases the review of suggestions may be conducted only once a quarter.

Try allotting \$100 a month to the project for one year. Award \$50 to the best idea, \$20 for the second best idea, and \$10 each to the third, fourth and fifth best suggestions. For small businesses with fewer employees, adjust accordingly.

In the first months, few staffers may believe that you will give out the money in a timely manner, and possibly only a handful of employees will participate. But no matter how small or meager the suggestions, give out the money anyway. As soon as employees realize you're serious, the boxes will fill with suggestions.

**Establish different categories for your awards.**

Clear categories can help employees focus and generate new ideas: ideas that can be implemented immediately, ideas for improving customer service, suggestions for cost savings, or suggestions for increasing revenue.

**Make awarding your prizes a big deal.**

Some companies use lunches or monthly meetings to award prizes. One company makes up large, special "dollar bills" for each winning suggestion. In the center is the face of the staff member who contributed. In the corners is the amount of money the suggestion earned. And surrounding the portrait is a description of the suggestion. These "dollar bills" line the walls of the company, giving the winners recognition and keeping the suggestions coming.

At the end of the year, give recognition to the volume of suggestions received, the winners who have been rewarded, and the changes enacted as a result. Then pose a challenge to everyone to double the volume of suggestions in the coming year.

And if the quality of ideas warrants it, double your cash prizes, too.

**Most of all, Implement.**

Act upon staff suggestions. Nothing demonstrates your commitment to this approach better than a staff suggestion that is recognized, rewarded and immediately put to work. ■



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# Family MATTERS

Through good and bad economic times, Shea Slade has always been able to count on the people who matter most to his upstate New York pumping business

By Betty Dageforde



Shea's picked up a new youth-focused TJ Shorty restroom from T.S.F. Company Inc. at the Pumper & Cleaner Expo in 2012. Shown with the unit popular for kids' events is Slade and his young helpers, Kylie Slade, Payton Slade, Abby Graham and Tyler Graham. (Photos by Trent Wellott)

**W**hen Shea Slade launched Shea's Outhouse Service, Inc. in Honeoye, N.Y., 15 years ago, he immediately enlisted his father's help. It's been a family enterprise ever since, and for Slade that's one of the most enjoyable aspects of being self-employed. A love of family and community are what keep him going when the going gets tough.

"If it wasn't for family, you wouldn't be able to handle the good points and the bad points of the business," he says. "There's highs and lows. I believe in family."

## UP AND RUNNING

In 1997 Slade was working part time for a portable restroom company while holding down a full-time factory job. When the owner of the restroom business decided to make a few changes, Slade saw a hole in the market he thought he could fill.

"The guy decided not to do route toilets or septic tank pumping, so I decided to do it," he says. Slade kept his day job but his father, Richard Slade, who had just been laid off from his job, helped get the company off the ground. His mother, June, and wife Rebecca, a schoolteacher, also helped out in every way possible to see the business succeed.

## Profile

### Shea's Outhouse Service, Inc., Honeoye, N.Y.

**OWNER:** Shea Slade

**FOUNDED:** 1997

**EMPLOYEES:** 4

**SERVICES:** Septic service, portable sanitation, grease trap pumping, water hauling

**SERVICE AREA:** Finger Lakes region of upstate New York

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





Slade and his sister, office manager Sara Graham, drive the company's 2001 International with a 3,900-gallon tank from Pik Rite, Inc. to another pumping job.

Slade began with about 100 used restrooms, a pickup truck, a used slide-in tank and a 2,300-gallon septic service truck from Imperial Industries, Inc. At first, his septic service work strictly involved pumping, but after a few years he branched out into installation, repair and inspections. With little competition at the time, his business steadily grew, and by 2002, he quit his factory job.

In 2007, when Rebecca was pregnant with their first child, Slade's sister, Sara Graham, stepped in as office manager. Since then, she's been handling bookkeeping, marketing, routing and dispatch. She recently took the septic inspection course and became a certified inspector, so she now enjoys getting out of the office from time to time.

Slade believes in supporting his people and helping them grow. "We're all family here," he says. "Nobody is treated like they can't do anything that another person would be able to do."

Three other people round out the current full-time staff. Dennis Lovejoy, Rebecca's uncle, is foreman of the portable restroom side of the business. He works with route driver Rudy Hubble, while Mike Guffey concentrates on septic work. Titles are only loose job descriptions. "Nobody really has a specific job," Slade says. "Everybody does a little bit of everything."

Not wanting to be left out, the kids of the brother-sister team are starting to get onboard as well. That includes Graham's son, Tyler, 11, and daughter, Abigail, 8, and Slade's two girls, Payton, 4, and Kylie, 1.

"We strive for our kids to be involved," Slade says. "Tyler does a lot of stuff. He'll go in the septic truck or digging with me. And the girls will help with the toilet paper and stuff at events." While Rebecca is no longer on the books, she inevitably finds herself helping out at those events, as well.

We strive for our kids to be involved. Tyler does a lot of stuff. He'll go in the septic truck or digging with me. And the girls will help with the toilet paper and stuff at events.  
- Shea Slade

## RURAL AMERICA

Honeoye (pronounced honey-oy) sits in the middle of the scenic Finger Lakes region of upstate New York, about 50 miles south of Lake Ontario



Route driver Rudy Hubble washes down his service vehicle after a day on the job. Mounted on a Dodge 5500, the truck was built out by Imperial Industries, Inc. with a 450-gallon waste tank and a flatbed to carry restrooms.

## TECHNOLOGY TOOLS

Technology inevitably plays a role in all businesses these days. For Shea Slade, owner of Shea's Outhouse Service, Inc. in Honeoye, N.Y., that meant buying a new tool and modernizing an old one.

The company recently started using a routing, tracking and billing system from EZTrakR. When used in conjunction with a GPS, it can keep tabs on everyone's location. "We're able to figure out stop-by-stop when the drivers were there, and how they're doing," Slade says. It also helps new employees learn their routes.

The other thing the company did was update its marketing and advertising strategy. "The Yellow Pages are dying out," reports Slade. "We're spending a lot of money and not getting any work." While office manager Sara Graham still uses standard mail to send out reminder notices to septic customers, she is focusing most of the company's marketing efforts on its website and easing out of the phone book.

Graham didn't have to look far to get help with that project. Her husband, Aaron, a software engineer, designed and built the site, and worked on building good SEO, or search engine optimization, to drive customer traffic to the site.

and the Canadian border. Most homes in this town of 2,500 utilize septic systems. Septic work and grease trap pumping account for about half of the company's business. Slade replaced his original vacuum truck with two others — a 2001 International from Pik Rite, Inc. with a 3,900-gallon steel tank, and a 2001 Peterbilt from 27th Trucks, Inc. with a 4,200-gallon steel tank. For grease traps, he uses a Conde ProVac pumping system from Westmoor Ltd.

On the portable restroom side, the company works in about a 75-mile radius. Special events in this agricultural region include the Naples Grape Festival, the Hemlock "Little Worlds" Fair, and the Phelps Sauerkraut Festival. Construction activity is found near the city of Rochester, about 40 miles away.

The company also provides portable restrooms for the tourist industry at the many county parks in the area, some of which remain in place year-round. They have a variety of restroom styles in their inventory, most from PolyPortables, Inc. — Integra, Boudoir, Enhanced Access. In all, about 400 units.

At the 2012 Pumper & Cleaner Environmental Expo International Slade bought a couple of new items to add to their lineup. One was the compact TJ Shorty restroom from T.S.F. Company Inc., which they rent out for children's use at playgrounds, nursery schools and parades. The other was a PortaLisa restroom trailer from JAG Mobile Solutions, which quickly became a big hit at graduation and wedding parties.

The Shea's team includes (clockwise from bottom left) Shea Slade, Rudy Hubble, Dennis Lovejoy, Sara Graham and Dick Slade.



Go to [www.pumper.com](http://www.pumper.com) to see a video interview with Shea Slade, of Shea's Outhouse Service Inc.

The company has three portable sanitation service trucks — a 2001 Ford F-350 with a 300-gallon waste/200-gallon freshwater slide-in aluminum tank and a Masport, Inc. pump from Imperial Industries; a 2011 Dodge 5500 with a 500-gallon waste/300-gallon freshwater aluminum tank and a Masport, Inc. pump, also from Imperial Industries; and a 2007 GMC 5500 with an 800-gallon waste/300-gallon freshwater flat steel tank.

I don't believe in low-balling. People need to bring their prices up with the times. I want to be able to pay a fair wage to my guys. And I'm not going to try to sell something to a customer that they don't need. I believe in the small community I live in.

- Shea Slade

## EXPANSION AND CONTRACTION

Competition has steadily been growing and has started to eat into Slade's profits in recent years. As the economy headed south a few years ago, price gouging and other questionable business practices became commonplace — but not for Slade.

"I don't believe in low-balling. People need to bring their prices up with the times. I want to be able to pay a fair wage to my guys. And I'm not going to try to sell something to a customer that they don't need. I believe in the small community I live in."

At one point, the company added a second location when Slade bought a business in Dansville, N.Y., but when the recession hit, he was forced to close that one down and move everything to the home office.

This part of the country hasn't seen the improving economy that other areas have, he says. But his hopes for the future go against that grain. "I'm optimistic, but I don't think we're back to normal yet."

Another challenge for the year is the cost of fuel. Slade is reluctantly considering adding fuel surcharges to his invoices. But he knows his customers are also feeling the crunch. "People aren't doing preventive maintenance anymore," he says. "They're only pumping if it's a dire

emergency." The company used to have enough work to run two septic trucks full time. Now one can handle it all.

The other side of the fuel story is that oil and gas drilling is really taking off in the area. When Slade is not installing septic tanks, he spends much of his time using the second septic truck to haul water siphoned off from energy production wells. The water is stored in tanks Slade then pumps out and takes to a gas company water processing and recycling facility.

Currently the drilling is taking place about 90 miles away, near Mansfield, Pa. But Slade, along with many New Yorkers, is anxiously awaiting a decision by the state legislature to allow for drilling in the state. When that happens, he expects to pick up more work hauling water and possibly providing portable restrooms.

## EXTENDED FAMILY

Slade still looks to his dad for guidance.

But sometimes it's helpful to talk to other business owners in the same line of work. For Slade, this is one of the most valuable aspects of the Pumper & Cleaner Expo. In fact, he calls it a lifesaver. He's able to share concerns and bounce ideas off people without the awkwardness of being in a competitive situation.

"It's been extremely valuable for me and it's helped me grow," he says. He's especially grateful to Jay Brendel of Brendel's Septic Tank Service, in White Lake, Mich., for taking him under his wing and creating an invaluable friendship at one of the earliest Expos he attended.

## STAYING POWER

Between the downslide in the economy and increased competition, Slade has seen some tough times, and he sometimes wonders if he'd do it all again. But he's hung in there through it all, and says he is actually happy with the size of the company right now.

"I love what we do," he says. "I do it because it's good to be your own boss and I love working with my family." ■

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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).

# Towns Could be Held Responsible for Failed Septic Systems in Michigan

By Doug Day and Scottie Dayton

According to the Michigan Appeals Court, the state's constitution does not protect townships from being held responsible for failed private septic systems. The Michigan Supreme Court ruled that Worth Township could be held responsible for failed systems that had leaked into Lake Huron. The township argued it is immune because of a law that prevents local governments from being forced to pay for state projects. Both courts disagreed, ruling that the law on state projects did not apply to the situation, and that the town was required to follow environmental laws.

## Maryland

Rules for Maryland's new water pollution offsets law designed to limit the use of septic systems won't be done until the end of 2013; it was supposed to be complete by the end of 2012. The *Baltimore Sun* reported that Environment Secretary Robert Summers says details remain to be worked out. Under the law, developers will be required to purchase offsets for large housing subdivisions that use septic systems. The rules are expected to be issued for public comment in October 2013.

## California

The California Onsite Wastewater Association has become a partner in implementing the state's new rules for onsite wastewater systems. COWA will be involved in training state and regional staff and developing Local Agency Management Plans and public education workshops, along with its professional training. After years of delay, the new rules were officially adopted in November 2012. Full compliance with the law is required by 2017. For more information, visit [www.cowa.org](http://www.cowa.org).

## Delaware

The state Department of Natural Resources and Environmental Control proposed a plan requiring Sussex County residents living within a quarter mile of water bodies to upgrade their onsite systems. Homeowners would need to purchase nitrogen removal technology, have a service contract for the life of the system, have the system inspected every six months, and submit annual written reports by a qualified maintenance provider. ■



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SOURCE KEY  
3P13

# Be a Teacher

Maryland pumper Jerry Scarborough takes his Septic 101 course to homeowners, real estate agents and home inspectors, and builds a growing customer base

By David Steinkraus

**W**hen Jerry Scarborough suffered an injury in the line of duty with the Maryland State Police, he knew his 15-year career would end, and he knew he needed to do something else with his life.

While at a local restaurant, he began talking to septic system pumper Ray Hall.

“Mr. Hall was different than the other septic guys in this community. He wore wingtip shoes, dress pants and a dress shirt. He always looked good, and he always smelled good,” Scarborough recalls.

When Hall learned of Scarborough’s impending retirement, he explained he had a business and no children to leave it to. Scarborough didn’t think pumping was for him, but he rode with Hall for a day. He saw customers who were pleasant and friendly, unlike his interactions with the public as a police officer. “And I thought ‘wow,’ because when I wrote somebody a ticket for \$95 they’d normally call me names and drive off.”

He learned more about the pumping operation and bought the business from Hall in 1992. Starting with a single 1970 Chevy truck that came with the business, Scarborough built Hall’s Septic Service in Street, Md., into a company with eight service trucks, 300 portable restrooms and seven employees including his wife, Kathy.

Although Street is a small town in the northeastern part of the state near the Pennsylvania border, the county has a population of more than 256,000 and is within commuting distance of Baltimore and Washington, D.C. Houses can be large and real estate listings in the half-million-dollar range are not unusual.

Scarborough carries a certification from the National Association of Wastewater Technicians, and he says that has helped a great deal. A big

part of making his business successful and attracting new customers is developing a free educational course about septic systems. He explains how he developed the seminar and how pumpers everywhere can benefit by reaching out to customers and teaching them the finer points of septic system care:

**Pumper:** What made you develop your Septic 101 course?

**Scarborough:** After getting my NAWT certification, I began getting calls from real estate agents to do inspections and I gave them a professional report, like a police report.

Then I’d work for these homeowners and find things that should not be in a septic system, causing me more time to clean them. I’m talking about grease and feminine hygiene products.

One day, a young real estate agent was there for an inspection, and I said, “Tell me about the people buying this house.” And she said, “They’re from Baltimore City.” Usually city people trying to come out in the country where I live, that’s tough. They have no clue. They flush everything down the main city sewer line, which works, but it’s not going to work with a septic system.

I said I’d like to talk to them and explain what I do. So I gave them information: the inlet, the tank, told them use liquid laundry detergent, don’t pour grease down the sink, and so on. The young agent asked if I could come to her office and tell the rest of the staff what I told her clients. And that began Septic 101.

**Pumper:** How did it grow?

**Scarborough:** Telling anybody is one thing, but if I can show you a picture of something, that’s just worth a thousand words. So I began carrying a camera and photographing. I have pictures of a metal tank full of holes, a concrete tank, and a surfacing drainfield.

My wife goes with me now. She runs the PowerPoint presentation, and I do the talk, and it averages an hour. I don’t charge to do it. And the real estate agents love me. I have had classes of 15 to 50 people. I did one class for the bosses of a real estate company. They brought in all the brokers who received two hours toward their continuing education requirement.

**Pumper:** How have you made the class interesting?

**Scarborough:** Everything I learned in the state police about dealing with people I apply here. You have to have a sense of humor. I hit them with some one-liners, and we show a few pictures of our wedding, which was in a handicap portable restroom. (My wife suggested it. She and I and the

*(continued)*

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minister stood inside while the guests stood in a U on the outside.) I really get them lightened up that way.

**Pumper:** Can you give a sample of what you say?

**Scarborough:** The first thing I ask them is, "Do you know anything about a septic system?" I did this today. And a guy says, "Yeah, I know about septic systems." And I said, "Well I'm still learning every day. Why don't you tell me what you know?" And he says, "Well, I know it comes in here and it goes out."

I tell them a septic system is as simple as one, two and three. Every sink, tub and wash basin is connected to it, so everything is coming down that line into this tank. I tell them about the size of a tank and ask if they know that a family of four will fill this tank up in 10 days or less. They don't know that.

I tell them how to take care of the system: If you didn't eat, drink, or wash with it, it doesn't go in there. I tell them we still get three phone calls every week from people having problems, and there are three main causes. The first one is grease. Water is always passing through your tank, and it's pushing that grease out into the drainfield.

Then I hit them with the story of my best friend who plugged a drainfield in 12 years because his wife poured all the grease down the drain. The second thing is laundry detergent, and I look right at the women: "Are we going to use liquid or powder? I need liquid or gel to leave your house." Third thing is baby wipes. They will not break down.

I had one guy from a home inspection business ask me to give Septic 101 to his group. Guess who they recommend? They recommend Jerry with Hall's Septic Service. So Septic 101 has literally helped me build this business.

- Jerry Scarborough

**Pumper:** How has Septic 101 helped the business?

**Scarborough:** Those people who had never seen me before or known me before are calling me. I had one guy from a home inspection business ask me to give Septic 101 to his group. Guess who they recommend? They recommend Jerry with Hall's Septic Service. So Septic 101 has literally helped me build this business.

**Pumper:** What else happened as the result of Septic 101?

**Scarborough:** I have been to court three times now as an expert witness on septic system inspections. And in Baltimore County in a jury trial, a client I worked for won \$60,000. It took about a year to get that case in court, and in that time my company pumped more than 115,000 gallons from this man's backyard. I told the judge we typically pump a tank every two years.

Judges don't know about wastewater. So I said, "Your honor, the first thing I would like to do is go to the blackboard and draw a picture of a septic system and give you Septic 101 so you know what we're talking about." ■

Jerry Scarborough may be reached at 410/808-8888 or by email at hallshoneydumps@aol.com.

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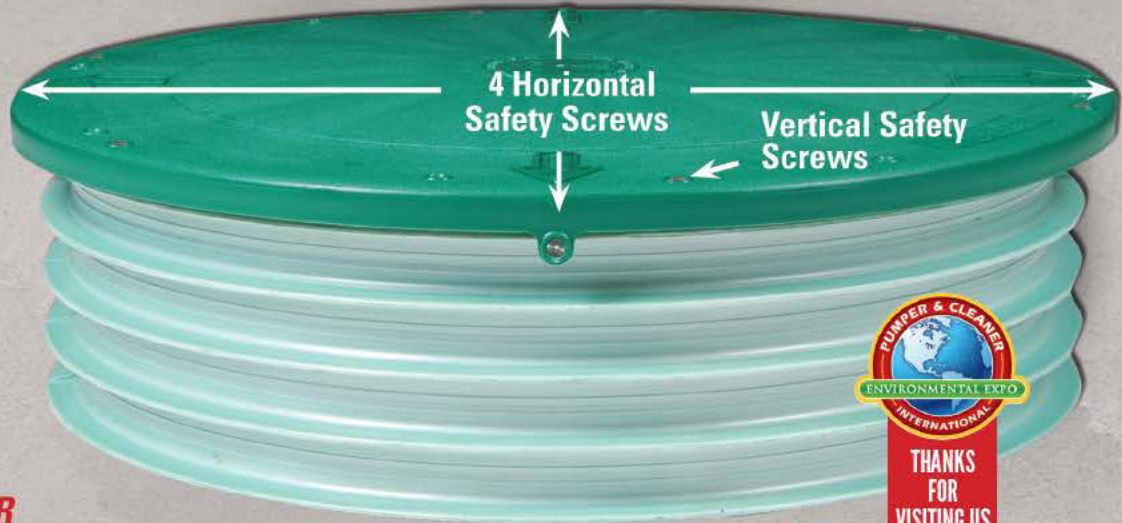
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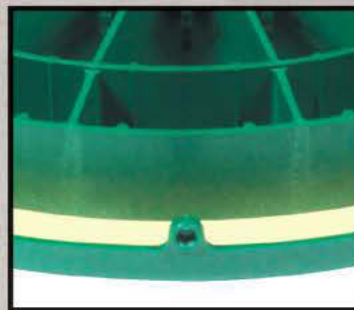
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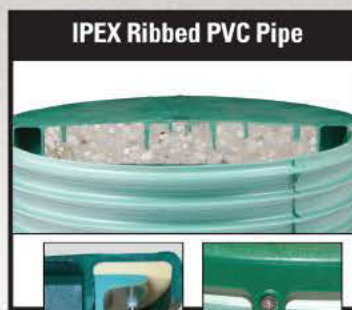
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# After Hours Charges?

When a poster asks about the appropriate surcharge for emergency service, pumpers reply that time is worth money, especially when a job takes you away from family

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

## QUESTION:

What is your surcharge for after-hours or Saturday and Sunday pumping? I don't have a surcharge for Saturday because I'm always pumping on Saturdays. But I do on Sundays and after hours. After 5 p.m. I charge an extra \$75. People tell me that's not enough. I know all the big outfits around me are at \$100 to \$125.

## ANSWERS:

Wow. We only charge \$50 extra. Most times when faced with the additional \$50, people can wait until business hours. Sometimes I don't think \$75 is enough. But I guess it all depends on the area where you live.

A guy called me on a Sunday and asked for me to come out. I told him it would be an extra \$75. He said OK. When I got to his house, he wouldn't let me on the driveway. I had to pump it from the street and used all 180 feet of hose. It would have been about 30 feet if I used the driveway. I wish I told him \$175.



We have tiered pricing based on time of the night, holidays, etc. It's \$50 extra after 5 p.m. weeknights and all day Sunday, \$65 past 9 p.m., and \$75 to \$100 on holidays. A year or two ago people didn't want to pay it, but now people are complaining a lot less. Signs of a rebounding economy, maybe.



We charge \$75 after hours and weekends, \$100 on holidays. Most of the time the customer will wait until the next day if it's after hours. On weekends they usually pay. A couple companies here don't charge extra, but I think it's worth a little more to be working in the dark or on weekends. We are in this to make money.



Customers do not like to pay surcharges anymore than we like to pay airlines for our luggage. Over the past 40 years, I can count on one hand the customers I helped out on an after-hours emergency who ever called me

back. Most just went back to their regular pumper who they could not reach the day they called me.

It's better to get their name and address, tell them you would really like to help them but your trucks are full and you cannot service anyone until the plant opens so you can dump. Then send them a card or letter a year or two later reminding them they should have service to avoid the same situation. I know this goes against the grain of everything you read regarding acquiring more work, but this is the way to go. I already put in at least 10 hours a day, sometimes six days a week. I value my time off to spend with my family.



Unlike some pumpers, I absolutely love getting these calls ... My very best jobs all came from places that needed immediate service and I filled that need.

If you're considering whether you should charge extra, the chances are pretty good you should adjust your price to change your frame of mind. If you're not charging enough so that you're ready to go whenever the phone rings, you should! Now in the extreme, say 2-3 a.m. or Christmas Day, I always give a flat price, and it's naturally very inflated. My personal method has always been to give them a flat price big enough that I would jump at the chance to go and if they turned me down, do it cheaper during regular hours.

Unlike some pumpers, I absolutely love getting these calls. Some of my most loyal customers came from such situations. I have several restaurants that quit the guy that wouldn't come and pay my rate because I saved them in a moment they will never forget! I also work for a large corporation that was stopped up and shut their whole plant down until I got their problem solved. Today I take in over \$100,000 per year just for monthly work I do for them! I service more than a few nursing homes because they had problems and their guy wouldn't come. My very best jobs all came from places that needed immediate service and I filled that need.

Have you ever wondered why one guy charges a cheap price and the next guy charges twice as much for the exact same job and gets the higher price? He asked for it! Yes, it really is that simple. I built my company from the ground up and struggled for many years until I finally realized this.



Outside of normal hours, never be afraid to ask for a reasonable surcharge. If your customer base does not like surcharges, quote a flat rate including the "surcharge." The call met with the response, "that is too much money" is probably not one I want to answer. If the phone rings at midnight, it is normally someone who needs service and hang the cost. I see an emergency job as an opportunity to make a long-term customer. ■



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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.

# Planning for Tomorrow

Retirement benefits can help your employees and your business

By Erik Gunn

Your business stands on a solid footing. Your employees are loyal, skilled and hardworking. You pay them competitive wages and offer a health plan so they get medical care when they need it and get back to work as soon as possible.

It's time to consider another benefit: a retirement plan.

A major investment house recently warned that people need at least eight times their annual salary set aside in savings to pay their expenses at retirement. Many won't have it. That's where you as an employer could help, and benefit your business in the process.

For guidance on this topic, I spoke recently with Kathryn Helmke, who follows employment law and benefits matters for Trusight in Plymouth, Minn. Trusight is now a part of MRA, an employers' association based in Waukesha, Wis., serving member companies in several states.

As always, nothing you read here can substitute for the professional advice you will get from your financial and legal advisors. Consult them before making any decisions that can affect your company.

## Why bother?

The first question is, why offer a retirement plan at all?

For the very smallest companies, the cost of record-keeping and administrative fees might not make it worth it. And if your competitors uniformly don't offer retirement plans, you might not get much competitive advantage from bucking that trend.

But if others in your line of business offer retirement benefits, you'll risk losing your best workers to them if you don't offer benefits, too. "In Minnesota, only about 5 percent of small employers with under 100 employees don't offer some kind of retirement benefit," Helmke says.

Also, most retirement plans offer some tax advantages — to the employee, but also to the employer. And small employers can be eligible for a tax credit worth some of the cost of setting up a plan.

Note that those are two different things: A tax *deduction* allows you to subtract the cost of an expense from your income, so you pay taxes on a lower income. A tax *credit* allows you to take the cost of that expense directly off your tax bill.

So a retirement plan can be good for your bottom line.

And some employers may feel a strong sense of duty to employees who need to save but have trouble doing so on their own. "A retirement vehicle is an appropriate way to address that issue of retirement savings for employees who may not be predisposed to do so," Helmke says.

## What kind of plan?

Pension plans once paid a guaranteed amount each month upon retirement, with the value set by the employee's years on the job and salary in the last few years of work. Those "defined benefit" plans are very rare today, especially among small companies.

Instead, most workplaces offer some form of "defined contribution" plan, which resembles an Individual Retirement Account that many people set up for themselves.

The most common employer-provided plan is a 401(k), named after the section of the federal tax code that governs such plans. With a 401(k) plan, an employee can have part of his or her pay withheld and deposited in a special account. The account manager invests it according to the employee's direction.

Most employers — more than 95 percent, reports 401khelpcenter.com, an information services website based in Portland, Ore. — match the employee savings with an additional contribution. How much varies, but

the amount is usually determined by a formula and it usually has a ceiling — typically 6 percent of the employee’s pay. More than 1 in 4 employers — 27 percent — match employees’ contributions dollar for dollar, says 401khelpcenter.com, and almost as many — 23 percent — match 50 cents for every employee dollar.

Another option is the Safe Harbor 401(k) plan. Unlike regular 401(k) plans, where an employer match is optional, Safe Harbor plans require an employer match, according to the Internal Revenue Service. But some Safe Harbor regulations are lighter than for traditional 401(k) plans, which is why some employers prefer them.

Profit-sharing plans are another alternative, Helmke says. Under a profit-sharing plan, the employer makes an annual contribution from company earnings to special employee retirement accounts.

For employees, the standard 401(k) is going to be more predictable, while for employers, a profit-sharing plan offers greater flexibility. When times get tough, the employer can forgo paying into the plan — something not always possible with a 401(k).

“It might be that the employer wants to share in the rewards of the organization but doesn’t want to be locked into a particular contribution in good times or in bad,” Helmke says. “Within broad contribution and limits, a deferred profit-sharing plan does not require that there be set contributions for employees. It’s all going to be dependent on what the employer determines and declares for the period.”

For smaller employers, there are other plans as well, including the Simplified Employee Pension (SEP) and the SIMPLE IRA, according to the IRS. Typically, only the employer contributes to a SEP IRA, while the SIMPLE IRA is funded by employee and employer contributions. (The IRS offers a comparison table of plans at [www.retirementplans.irs.gov/plan-comparison-table/](http://www.retirementplans.irs.gov/plan-comparison-table/).)



If you want to offer benefits in order to attract and retain talent, the cost is relatively small compared to wages and other costs.

- Kathryn Helmke

### What will it cost?

How much a retirement plan costs depends on the details. The U.S. Bureau of Labor Statistics has calculated employer costs for retirement average 3.6 percent of the total payroll dollar, Helmke says. That includes the costs of administering the overall plan for the employer, the initial outlay for setting up the plan, and the money the employer kicks in to match the employee savings. It doesn’t include the employees’ contributions to their own accounts or the fees for managing the individual employees’ investments; those are typically borne by the employees.

“If you want to offer benefits in order to attract and retain talent, the cost is relatively small compared to wages and other costs,” Helmke says.

Each kind of plan has regulations that govern its operation, so employers must enlist expert advice to comply. There are a wide variety of firms and consultants who can help you set up your plan. Helmke recommends you start by asking your lawyer or accountant for a recommended vendor. Ask tough questions and make sure you understand the answers before making a decision.

Whatever you do, don’t just put it off or kick the can down the road. “As the economy is starting to turn around, it’s not just business as usual,” Helmke says. “There’s a lot of change happening now. Employees are interested in these types of things, and employers would be well served to be thoughtful and deliberative about the decisions that they make.” ■



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Allen Walter pumps a holding tank in Waukesha, Wis., using one of the company's three Mack trucks built out by Advance Pump & Equipment with Progress Vactruck tanks and pumps from National Vacuum Equipment Inc. The company runs trucks with larger tanks to take on more waste between disposal trips. (Photos by David Steinkraus)

# Town & COUNTRY

Population shifts in an area of dynamic suburban and ex-urban growth create constant new challenges for Wisconsin's Stanley Walter Septic Service By David Steinkraus

For three generations, the trucks of Stanley Walter Septic Service have been a familiar sight on the roads of southeastern Wisconsin. There are plenty of new challenges facing the company as it celebrates its 60th anniversary this year, but owner Allen Walter is confident that creative business approaches and hard work will keep those trucks running down the road for years to come.

Many of the challenges for this Waukesha, Wis., pumping outfit can be summed up in one word: population.

The territory served by Stanley Walter Septic includes some of the most populous areas in Wisconsin. The company's four-county primary service area has almost 1 million residents, and includes part of suburban Milwaukee. Like many suburban areas, this one is growing. On average, population in the four counties increased by 8.7 percent from 2000 to 2010.

Company headquarters is a big shed next to the family farmhouse where the office is located. The farm is smaller than it used to be but remains a working farm, and Walter and his sons still grow crops and raise some steers, pigs and chickens in addition to running their pumping business.

## ALL IN THE FAMILY

Walter is the second generation in the business. His father, Stan, started

pumping in 1953 while operating the family farm. Stan Walter fabricated a 1,000-gallon tank and placed it on a flatbed truck. When he wasn't pumping, he would remove the tank and use the truck for farm chores.

Stan died in 1962 when Allen Walter was just 14. The younger Walter ran the farm of about 200 acres until 1970, while his brother, Ken, ran the septic service truck. Then Allen took over pumping full time. By 1988, he had a second truck. His third truck went on the road about 17 years ago.

(continued)

## Profile Stanley Walter Septic Service, Waukesha, Wis.

**OWNER:** Allen Walter

**FOUNDED:** 1953

**EMPLOYEES:** 3

**SERVICE AREA:** Southeastern Wisconsin

**SERVICES:** Septic tank pumping, grease trap cleaning

**ASSOCIATIONS:** Wisconsin Liquid Waste Carriers Association



“And we never, ever — since my father started the business — had outside help except the family,” Walter says. Allen Walter’s younger sons, Rick and Mike, joined the business. Walter’s sister, Marion Gasser, recently retired from looking after the office, and for the moment that duty falls to Mike.

This is where the population challenge becomes a little tough because the company’s territory is expanding. As people move out of Milwaukee and its near suburbs, the population density increases within range of the Stanley Walter trucks. And at the same time, existing customers move farther out to the country to regain the more rural lifestyle they used to have.

After they move, those customers don’t want another company to pump their tanks, Allen Walter explains. But that means more driving. Stanley Walter trucks now cover a radius of about 30 miles compared to a 15-mile radius about 15 years ago.

## STRESSING QUALITY SERVICE

There is a positive side to this. The nearby customer base also expands because people call on Stanley Walter to service the homes bought from the customers who moved farther from the city.

And although increasing population density may seem a danger because municipal sewer service often follows, that hasn’t been the case. Housing developments are sprouting up all over former farm fields across this part of the state, and home builders are moving so fast and so far that expansion of the big pipe is no threat at all, Allen Walter says.

Limiting the business to family maintains quality service, and all three Walters see that as critical to their success, growth and family business longevity. Some customers have used Stanley Walter almost since the company’s inception. A third generation of Walter pumpers is now serving third-generation customers. Having three generations of customers is the result of maintaining good relationships, Rick Walter says. It means showing up when you say you will and taking time to educate customers, according to Mike and Rick Walter.

“We were getting too many people who would just come in quick, buy an old, junky truck, and start pumping septic tanks. It was just ruining it for everybody.”

- Allen Walter

## GREASE IS THE WORD

Company trucks are built on Mack chassis. There are two 5,000-gallon aluminum tanks on tri-axes, and one 4,600-gallon aluminum tank on a tandem axle. Two of the rigs are 2009 and 2007. The latest truck is a 2012. The company tends to buy often to avoid the downtime from major repairs on older vehicles. Tanks are from Progress Vactruck, added to the trucks by Advance Pump & Equipment. Pumps are from National Vacuum Equipment Inc.

Stanley Walter Septic also recently acquired a service truck, a late model Ford F-350 with a box that was formerly used by a moving company. The truck is playing a part in the latest expansion of the business: cleaning small restaurant grease traps. The company had been servicing larger traps — the biggest is 6,000 gallons — for some time.

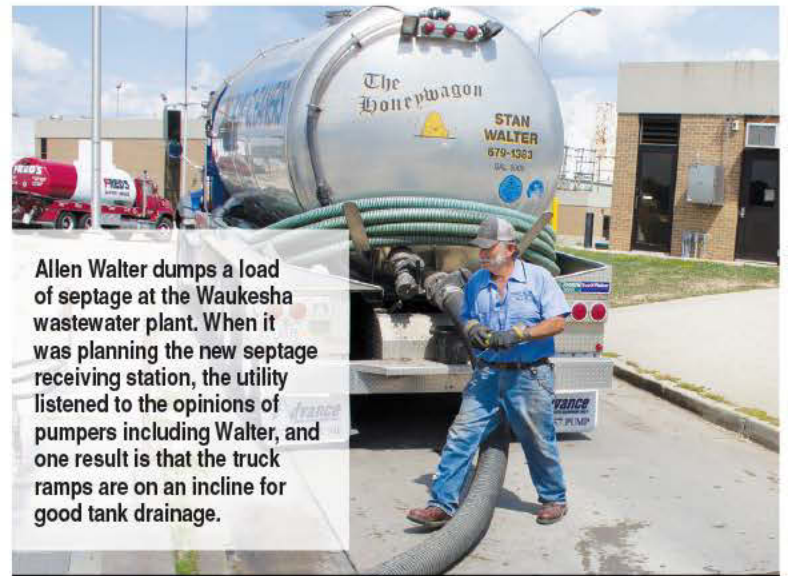
Restaurant grease trap service was Rick Walter’s idea, and it came about by accident and through a longtime residential septic customer who had no one to turn to. That person manages a restaurant, he says. “They were using a different company to pump their in-floor grease trap, and it was backing up all the time. She called and basically begged us to come pump it.”

The younger Walter went on the job. Afterward, as the three Walters recall it, they traded information on their two-way radios, and by the time Rick returned to the office, they all realized the great potential of expanding into that service.

At the 2011 Pumper & Cleaner Environmental Expo International, they purchased a 50-gallon Conde ProVac grease trap cart from Westmoor Ltd. that is narrow enough to fit into elevators and through standard-width doors. The company also added a 3,500 psi Mongoose jetter after the 2012 Expo, and uses it for cleaning outlet pipes and sometimes jetting out leachfields for system repair jobs.

## MANY PUMPING JOBS

In addition to growing a core of restaurant grease trap customers, Stanley Walter pumps residential septic tanks; plenty of 1,000- to 5,000-gallon holding tanks at restaurants, strip malls and small-business centers; and



Allen Walter dumps a load of septage at the Waukesha wastewater plant. When it was planning the new septage receiving station, the utility listened to the opinions of pumpers including Walter, and one result is that the truck ramps are on an incline for good tank drainage.

## Always at the Forefront

On the side of Allen Walter’s truck is a symbol of the company’s dedication to the pumping business: a graphic listing the company’s Wisconsin license, No. 65. Normally the state issues a new license when a company changes hands, but the State of Wisconsin allowed Allen Walter to keep the license number granted to his father when licensing began.

Allen Walter continued that tradition of being in at the start of things. He was there when the Wisconsin Liquid Waste Carriers Association was not an association but a small group of pumpers who got together to talk about issues of common concern.

The association has advocated for increasing state funds to keep local roads in good condition and capable of supporting pumpers’ trucks. And the haulers’ association pushed the state legislature to establish professional pumping standards and licensing requirements including initial training, an apprenticeship and annual retraining.

“We were getting too many people who would just come in quick, buy an old, junky truck, and start pumping septic tanks. It was just ruining it for everybody,” Walter says.

These fly-by-night operators would undercut existing operators and dump septage wherever they could instead of at an approved facility, Walter says. Then they would go out of business, leaving the honest pumpers to handle the mess they left behind.

performs emergency work. Household tanks tend to be in the 800- to 1,000-gallon range, and they're seeing many large, multi-tank systems as larger homes are built in the area. Because of a high local water table, there are many mound systems, and the trend is toward using advanced treatment units that work efficiently and eat up less of the expensive real estate, Allen Walter says.

With all of the pumping work falling on just two people — three, once son Mike gets out of the office — the Walters employ some careful management to keep the workload under control. They split the territory into northern and southern routes, and trucks generally stay within one region each day. This results in shorter drives from one customer to the next and to disposal plants. There are no uninterrupted long hauls from one county to another with diesel fuel around \$4 per gallon. The Walters also rotate regional assignments from day to day so everyone has variety in where they go and the customers they talk with.

Septage disposal is done at area wastewater plants, which, in some cases, have been receptive to pumpers' needs. About a decade ago, Allen Walter says, the nearby City of Waukesha was contemplating a redesign of its septage receiving station. Walter went to the committee discussing the



We never, ever — since my father started the business — had outside help except the family ... I could walk out of here tomorrow, and the business is going to keep on going.

- Allen Walter

The crew at Stanley Walter Septic Service are shown with their fleet of trucks in the background. From left to right are, Mike Walter, Marion Gasser, Rick Walter and Allen Walter.

project and suggested that pumpers who use the station could help improve the design. The committee welcomed his opinion, Walter says.

#### PROACTIVE APPROACH

So he and his sons, with help from a couple of other local pumpers, designed the station. They specified two truck ramps built on a slight incline to promote complete draining of tanks. Instead of dumping into a manhole (the old method), hoses at the station connect directly to dump valves on the trucks and discharge into a buried trough. For winter, there is a salt bin to combat ice and keep the area safe. And now, Walter says, another nearby wastewater plant is considering its own redesign and is looking at the Waukesha station as a model.

There are more changes in store for Stanley Walter Septic. Walter says his sons have started computerizing the office, and they intend to establish a company presence on the Internet. In a couple of years, they plan to build a new, larger shop on land across the road from the farmhouse.

With business doing so well, Allen Walter is starting to see the need for a fourth truck. And they still have that office position to fill. That will mean bringing on employees from outside the family. That's a concept the Walters will have to get used to, and it means taking great care to hire people who will put service as a top priority to maintain those good customer relationships.

But that is for the future. For the moment, Allen Walter and his sons are pumping, and given the quality of service they're dedicated to and the innovation his sons are committed to, he's not worried about that future.

Walter says, "I could walk out of here tomorrow, and the business is going to keep on going." ■

Allen Walter uses a customer's garden hose to rinse an outlet filter during a service call. Customer care and careful maintenance will keep the company going well beyond its 60th anniversary this year, Walter says.



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Jim Anderson, Ph.D.



Jim is an emeritus professor at the University of Minnesota Department of Soil Water and Climate, education coordinator for the National Association of Wastewater 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.

# What's in Your Tank?

Pumpers sometimes take septage management and land application for granted. Let's explore treatment trends and how we can ensure the best disposal options for the future.

By Jim Anderson

For a number of reasons, there is an increased interest in pumpers' roles in onsite system management — maintenance intervals for different system components and, due to increases in management, what happens to the material we remove from septic and other sewage tanks.

At last month's Pumper & Cleaner Expo, a half-day session was devoted to land application issues and regulations. The session highlighted where pumpers most often run into regulatory problems with the U.S. Environmental Protection Agency and discussed how land application fits into a pumper's business model. It also touched on challenges expected as we move forward.

We often take septage management and land application for granted. It seems every year these issues result in a business owner receiving an audit from the EPA and facing potentially large fines. I will explore some of the definitions and characteristics of the materials pumpers deal with on a daily basis. In future articles, land application and questions about regulatory and technical problems will be addressed.

As I go around the country, I frequently hear stories where a pumper has taken something onto their truck that they shouldn't have and then wonders, "OK, now what do I do with it?" So making sure you know what is allowable and what is not is important. This may seem like common sense, but you only have to make the mistake once to know it can be painful and expensive.

## THE BASICS

Land application of domestic septage is regulated by the EPA regulation 40 CFR, part 503. Some states have their own programs to implement and oversee the federal requirements as well as their additional standards. The EPA defines septage as "liquid or solid material removed from a septic tank, cesspool, portable toilet, Type III marine sanitation device or similar treatment works that receives only domestic sewage. Domestic sewage does not include liquid or solid material removed from a septic tank, cesspool or similar treatment works that receives either commercial or industrial wastewater and does not include grease removed from a grease trap at a restaurant."

As I go around the country, I frequently hear stories where a pumper has taken something onto their truck that they shouldn't have and then wonders, "OK, now what do I do with it?" So making sure you know what is allowable and what is not is important. This may seem like common sense, but you only have to make the mistake once to know it can be painful and expensive.

Commercial wastes are any liquid or solid materials from septic tanks, holding tanks or similar treatment works that receive either commercial or industrial wastewater. Waste is not commercial if it is only from sanitary facilities within the plant or business. Commercial wastes include waste

(continued)

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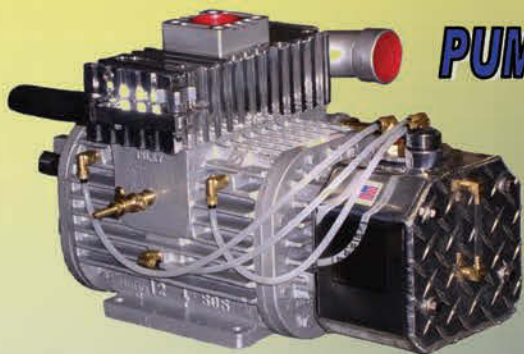
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from small slaughterhouses, pretreatment wastes from a food processing facility, and waste from a flammable trap at a car wash. Land application of non-hazardous waste is regulated at the federal level under a different set of rules, 40 CFR, part 257.

## TRENDS IN TREATMENT

Septage is managed in a variety of ways across the country. The most common methods have been the transfer of septage to municipal treatment plants for treatment, land application and landfilling. A trend involves private facilities that separate water and solids (dewatering), and then deal with treating the water and solids separately. The water can be delivered to a treatment plant for a fee and with solids removed and the BOD reduced. Treatment plants are more likely to accept the water, while the solids can be landfilled. The water can be applied as irrigation water where appropriate. The solids can be land-applied. More options are available, and the choice usually comes down to a more economically viable approach.

In metropolitan areas, it is most common and cost-effective for septage to be discharged into the municipal treatment plant, becoming part of the city waste stream and treated and managed as a part of its biosolids. There are potential issues to be aware of. Smaller municipal plants can have a treatment plant operation disrupted by the addition of high-BOD septage and therefore often refuse to accept the waste. In these areas, the waste usually ends up being land-applied.

## LAND APPLICATION

About 10 years ago, Minnesota estimated that about 300 million gallons of septage was pumped annually, with 200 million gallons being land-applied. The other third went to municipal treatment plants for treatment. Your state will have its own unique amounts and proportions.

One important aspect of septage management involves properly locating and managing a land application site. Just as with other parts of an onsite system, the goal is to protect human health and the environment while handling the waste being generated.

The federal requirements are somewhat hazy on how these goals are to be met. There is no particular guidance on how to prevent runoff or groundwater contamination, but it does say you need to do it. So a part of any land application plan needs to take into account site suitability factors — in terms of setback distances from wells, buildings, people and surface waters — and detailed site management plans.

A friend in the industry told me he always knew what was headed his way in terms of land application requirements by paying attention to manure handling in his neighborhood. That is probably good advice. You could also watch requirements for managed biosolids sites from the municipal plants. The same runoff, nutrient management and site separation distance requirements often serve septage land application sites well.

Because the quality of septage varies from load to load, an average septage analysis is currently used to calculate allowable rates of land application in a nutrient management plan. One answer is to mix loads to produce a more consistent product. For reference, septage supplies about 5 pounds of nitrogen and 2 pounds of phosphorus per 1,000 gallons. We will look at how that affects application levels in future columns. ■

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# Your Association at the Pumper & Cleaner Expo

By Courtney Peterson

It was great to see everyone who came to the Pumper & Cleaner Environmental Expo International last month. For the second year, we heard nothing but positive comments about the Expo location in Indianapolis. It was a great event for National Association of Wastewater Technicians members, state associations and contractors who attended. Thank you to COLE Publishing for hosting an event that provides a platform to promote professionalism and integrity through a wide array of education and networking opportunities.

As most of you know, NAWT pre-Expo training began two days before the exhibit hall doors opened. The turnout was great for three courses. There was a one-day Vacuum Truck Technician Training course, the two-day Inspector Training and Certification, and a new, two-day Principles of Septic System Design course. For the second day of each course, participants hopped on a bus to head over to Camp Camby, where a hands-on approach was taken with field demonstrations.

A big thank-you to Crust Busters for making a generous donation for lunch. Last but certainly not least, a thank-you to Jim Anderson, Dave Gustafson, Bob Wright, Kit Rosefield, Bruce Fox and Tom Frank. The two days of pre-Expo courses could not be possible without each of you. They always infuse a strong educational course with a spark of entertainment and indisputable camaraderie that has a long-lasting effect.

The Expo provided three days of exhibits of the latest products and technologies, and a wide variety of educational opportunities. If you didn't attend, consider traveling to Indy next year for the world's largest annual trade show for environmental service professionals.

## Waste Treatment Symposium in 2013

The NAWT board of directors recognizes the disposal of septage and grease trap waste is an issue each of us face every day. Land application regulations are in place in many locations, and spreading sites are difficult to find. New disposal options need to be found. Where, how far away, and at what cost are the questions we need answered before we put the material into our trucks.

At the Pumper & Cleaner Expo, we saw more technologies to allow contractors to handle their own disposal. But few vendors offer turnkey operations; most offer components of the treatment process. Individually, as septic system service providers, we are hard-pressed to engineer the complete treatment process. We need to look at the financial end of the business. We need to know if it really makes economic sense to process our own waste, or do we just truck farther and pay more for disposal?

To help the industry with the answers to these questions, NAWT announces a 2013 Waste Treatment Symposium to be held in Indiana later this year. Check the NAWT website or call the office to find out the details. Don't miss out on this opportunity.

## Inspector certification clarification

NAWT clarifies that Certified Inspector accreditation will only be conferred upon individuals successfully completing the official NAWT Inspector Certification Training Course. This accreditation shall be maintained by completion of continuing education every two years and payment of an annual certification registration fee. NAWT will maintain a national registry of NAWT Certified Inspectors on its website and notify all NAWT Certified Inspectors of all issues of importance, such as manual updates or NAWT board of directors actions that directly impact inspectors.

Individuals certified under other training organization programs deemed equivalent to NAWT training (such as the Pennsylvania Septage Management Association) can be included as NAWT Certified Inspectors in the registry and receive all the privileges that go with that status by payment of the annual certification registration fee.

The NAWT National Registry will be posted on the www.nawt.org website and will include individual Certified Inspectors contact information including name, company name, address, business phone, email address, service territory and a listing of other certifications the individual might have (health department, NSE, etc.). ■

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4000 GAL. 427 H.P., \$85,000



**2007 FREIGHTLINER M2**

2400 GAL. AUTO, \$55,000



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# Onsite Septic Systems and Maintenance

By Craig Mandli

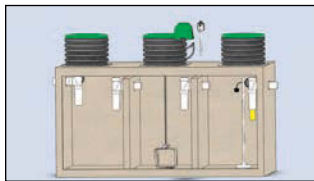
## SEPTIC KIT

The **Saber Septic kit** from **Advanced Wastewater Systems** turns a two-compartment septic tank into an aerobic treatment unit. The kit is used to remediate failed absorption fields, provide pretreatment for high-strength wastes, and for commercial onsite systems. It includes a digital control panel with integral air pump, decant pumps, fine-bubble diffusers and all required instructions. The installer supplies the tank, piping, wiring and installation. The unit pumps treated wastewater so it can directly dose pressure-distribution systems, mounds, and drip and spray irrigation systems without a separate pump tank. **812/926-4282; www.saberseptic.com.**



## AEROBIC TREATMENT UNIT

The **Aero-Stream** aerobic treatment unit allows a variety of tank configurations from any tank manufacturer. The process incorporates extended aeration in a three-chamber design, with air supply provided by a UL-corded compressor. This allows the product to be installed remotely near an existing 120V power outlet. The system includes the Aero-Alert self-contained power cell alarm that monitors compressor health and high-water events. **877/254-7093; www.aero-stream.com.**



## RESIDENTIAL TREATMENT SYSTEM

**MicroFAST** treatment systems from **Bio-Microbics** are for use in single-family homes, clustered residential developments, small communities, or commercial properties in eight sizes based on daily water usage. The system utilizes a submerged fixed-film process with a passive recycle system, and without the need for recirculation. This NSF Standard 40, Class 1 and NSF Standard 245 certified technology maintains microbial growth during all usage, increases sludge settleability, and eliminates sludge bulking. It is equipped with a Sequencing Fixed Reactor feature that allows the blowers to be turned on and off at predefined intervals, potentially reducing energy cost up to 50 percent while enhancing nitrogen reduction. **800/753-3278; www.biomicrobics.com.**



## SEPTIC TANK LID

**Seal-r** septic tank lids from **BrenLin Company** create a strong seal between the septic tank and the riser, effectively eliminating water infiltration between the riser and the tank. They are made of durable materials, range from 12 to 42 inches, and can be personalized with a company's information. The 42-inch lid meets growing demand for bigger risers to accommodate new technology equipment. **888/606-1998; www.seal-r.com.**



## SOIL ABSORPTION RESTORATIVE

**AfterShock** soil absorption restorative from **Cape Cod Biochemical** restores drainage to clogged and sluggish drainfields and drainage structures. It also prevents backups and eliminates odors. The compound contains multi-strain bacillus spore-bearing bacteria, as well as a proprietary bacteria-friendly, time-release oxygen source. It biologically digests solid material that clogs soil absorption areas. The oxidizer accelerates bacterial activity for an extended period of time, promoting fast biological activity of the organisms. Additionally, the oxidizer helps degrade sulfides in biomat to further promote drainage. The bacteria are naturally occurring, USDA-approved, laboratory-enhanced, primarily aerobic organisms. It is non-hazardous, non-toxic, contains no U.S. Environmental Protection Agency priority pollutants, and it is safe for the environment. **800/343-8007; www.septiconline.com.**



## ANAEROBIC AND AEROBIC BACTERIA

**Bio-Tab** from **Century Chemical** is a concentrated tablet of anaerobic and aerobic bacteria for septic systems to break up the solids and sludge. When the tablet is added to the system, it sinks to the bottom of the tank and dissolves where there is little, if any, oxygen. The liquid then passes into the drainfield to be absorbed into the ground. There, the aerobic bacteria continue the breakdown, allowing natural filter action of surrounding ground to remain unclogged to absorb and purify waste. **800/348-3505; www.centurychemical.com.**



## SEPTIC TANK TREATMENT

**BioForce** septic tank treatment from **Chempace** is grown from selected bacillus spores that are dormant until rehydration by water in a septic system. Once rehydrated, they feed on organic material. The strains digest grease, fats, oils, protein, starch and carbohydrates. As bacteria feed on waste, they grow and reproduce, continuing to break down organic waste into carbon dioxide and water. The bacteria will not attack plastic or metal plumbing. Each box contains a year's supply of 12 water-soluble pouches. **800/423-5350; www.chempace.com.**



## PUMP AND VAULT SYSTEM

The **Clarus Environmental Turbine STEP System** is designed for simplex or duplex applications in a single polyethylene pump vault. With a large selection of effluent turbine pumps and vaults available in a variety of custom heights, a STEP system will fit most specifications. The systems are available with a flat-bottom design for free-standing applications, or pipe supports for suspended applications. Inlets are predrilled from the factory or left blank for field customization. The deep-pleated filter design yields high surface area and is easy to remove and clean. A large, unobstructed area for float placement reduces risk of hang-ups. **877/244-9340; www.clarusenvironmental.com.**



## EXTENDED-AERATION TREATMENT PLANT

The **Clearstream wastewater treatment system** is an extended-aeration sewage treatment plant that provides a proper environment for aerobic bacteria and other microorganisms that convert the incoming sewage into clear, odorless and organically stable water. Test results of the system average consistently below U.S. EPA requirements for direct discharge of treated effluent. **800/586-3656; www.clearstreamsystems.com.**



## SEPTIC TREATMENT AND CLEANER

**Drainbo septic treatment and cleaner** is a bacillus-based cleaner that treats all drain lines in the home, increases digestion in the septic tank with a seven-strain formula, and digests and removes sludge deposits in the leach field, allowing liquid to disperse and evaporate. It is certified by the Natural Products Association. **877/372-4626; www.drainbo.com.**



## SOIL PERCOLATION RESTORER

**Septic Perc** from **DrainfieldRepair.com** uses calcium polysulfide to restore percolation to soil, relieving hardpan conditions without a rotten egg odor or caustic pH. The eco-friendly formula penetrates biomat to relieve problem soil areas. Its mild odor makes it easier to use, especially in indoor applications through a toilet or sink. A neutral pH makes it less hazardous and friendlier to the environment. **888/960-8304; www.drainfieldrepair.com.**



## SEPTIC SAVER KIT

The **Pro-Pump** septic saver kit from **Ecological Laboratories** is designed to ensure a high rate of biological activity and oxidation of waste in septic tanks and drainfields for a year. Each combo pack contains a quart of Pro-Pump/HC High Count liquid live bacteria, a box of 12 Pro-Pump/SP Septic Packets, literature and two toilet dye tablets. **800/326-7867; www.propump.com.**



## SAND FILTER

The **Geotextile Sand Filter** from **Eljen Corporation** is a proprietary filtering process that applies treated effluent to native soils, increasing the long-term acceptance rate by diverting biological growth away from the native soil. The Primary Treatment Zone filters septic tank effluent, providing increased surface area for biological treatment. Open air channels within the module support bacterial growth on the module's fabric interface. The Secondary Treatment Zone allows the effluent leaving the module to be dispersed onto the specified sand layer beneath the module. Effluent passes through and slowly drips into the zone, supporting unsaturated flow and providing further treatment. The filter provides treatment and dispersal in the same footprint while keeping installations easy and maintenance minimal. **800/444-1359; www.eljen.com.**



## GRINDER PUMP

The **3068.175** progressing cavity grinder pump from **Flygt - a Xylem Brand** provides consistent pumping of residential wastewater over a wide range of system pressures found in low-pressure onsite systems. Its design utilizes features typically reserved for larger pumps, including double-row lower bearings, which add stability for longer seal and motor life. It also contains the GripLoc seal system consisting of two independent mechanical seals that provide an extra layer of security between pump media and motor. The electric submersible motor includes windings that are impregnated with resin so the motor runs cooler. **704/409-9750; www.flygtus.com.**



## VACUUM-ASSISTED PUMP

The **Prime Aire Plus "PAH"** line of vacuum-assisted pumps from **Gorman-Rupp** feature sizes 3 to 8 inches, suitable for clear liquids and those containing large solids. All pumps are available coupled to the latest EPA Tier (IT4) compliant engines or premium efficiency (EISA) electric motors. They employ a Venturi/compressor priming system, with the compressor integral on the engine version and shelf-mounted on the electric units. Features include adjustable running clearances, integral seal oil chamber, ductile iron body and impeller, two lip seals and an atmospheric vent to assure bearing protection, oil-lubricated versus grease-lubricated bearings, backwards retrofit capability, and a fuel level monitoring system. **419/755-1011; www.grpumps.com.**



## SEPTIC TANK COVERS

**Septic tank covers** from **Hedstrom Plastics** are made of strong, lightweight heavy-wall polyethylene. Covers fit standard 18-inch and 24-inch double-wall corrugated pipe. A safety net is available, and gaskets and safety hardware are included. Covers can be filled with sand for added weight, or can come foam-filled. They can be customized with a company name and infiltration can be stopped with a tank adapter. **888/434-5891; www.hedstromplastics.com.**



## PLASTIC TANK

The **Jet J-500-800PLT** plastic tank offers variable treatment capacity from 500 to 800 gpd. The tank is rotational molded out of lightweight polyethylene to be seamless, strong and durable. Tanks are easy to transport and install in difficult site conditions, and are locally supported by Jet's distributors. **800/321-6960; www.jetincorp.com.**



## BIO FILTER WASH

**Lenzyme Bio Filter Wash** contains a cleaning agent for the filter, a biofilm to help coat the filter, and bacteria and enzymes to recharge the septic system. It provides a safe, clean and environmentally friendly method to clean all types of septic filters. The company's septic system treatment program includes pumping the tank, inspecting the system, bio washing the filter, treating the drainfield for biomat buildup, and providing the customer with monthly treatments. **800/223-3083; www.lenzyme.com.**



## RESIDENTIAL GRINDER PUMP

The **Omnivore** residential grinder pump from **Liberty Pumps** features the company's V-Slice Cutter Technology that provides more cuts per revolution for superior shredding performance in demanding sewage applications. The hardened stainless steel cutting system shreds jeans, shop rags, diapers, sanitary napkins and other difficult solids into fine slurry with little jamming. An open volute eliminates cutwater, improving solids flow and reducing potential jamming. Other features include a one-piece cast iron body, quick-disconnect power cord, stainless steel impeller and dual shaft seals. Models are available in single- or two-stage designs, providing maximum pumping heads to over 180 feet. Systems are available in a variety of basin sizes. **800/543-2550; www.libertypumps.com.**



## AEROBIC WASTEWATER TREATMENT SYSTEM

**Norweco's Singulair Green** aerobic wastewater treatment system features a durable, watertight, high-density polyethylene tank that is easily installed even at difficult job sites. Incorporated in a 916-pound tank, the system transforms up to 600 gallons of



domestic wastewater into clean, odorless, colorless effluent in less than 24 hours. The system features built-in, non-mechanical surge control, filtration and disinfection. The tank can be buried up to 3 feet and is certified by NSF/ANSI and CSA to verify performance and compliance. **800/667-9326; www.singulairgreen.com.**

## PUMP PACKAGE

**Biotube ProPak** pump packages from **Orenco Systems** are complete and ready-to-install. They are used for filtering and pumping effluent from single- or dual-compartment septic tanks to either gravity or pressurized discharge points, with no pump tank required. The system's filter cartridge filters up to two-thirds of solids, so only liquid from the clear zone between the tank or basin's scum and sludge layers is pumped. The filter cartridge is easy to remove and clean, and doesn't require pulling the pump vault. The pump is field-serviceable and -repairable. **800/348-9843; www.orencocom.**



## EFFLUENT FILTERS

Effluent filters from **PolyLok/Zabel Environmental** are easy to install, clean and service, and prolong the life of a septic system and leaching field. They are ideal for residential and commercial applications ranging from 800 to 10,000 gpd. Filter alarms are available to notify the owner of required service. **877/765-9565; www.polylok.com.**



## LIQUID DEODORANT TREATMENT

**EarthWorks Water Treat** from **Poly-Portables** is an organic liquid deodorant treatment that neutralizes waste odors including hydrogen sulfide, mercaptan and ammonium compounds and their resulting corrosive effects. It also binds and reduces toxicity of heavy metals in aqueous solutions, and effectively digests fats, oils, slime and grease in septic tanks. The complex lignin functions as a macromolecular sponge, absorbing and binding potentially odorous compounds and reacted compounds. The components can adsorb approximately 1,000 times their own mass in potential gaseous and pollutant compounds. Results may be obtained on contact, or within 12 to 48 hours after application. **800/241-7951; www.polyportables.com.**

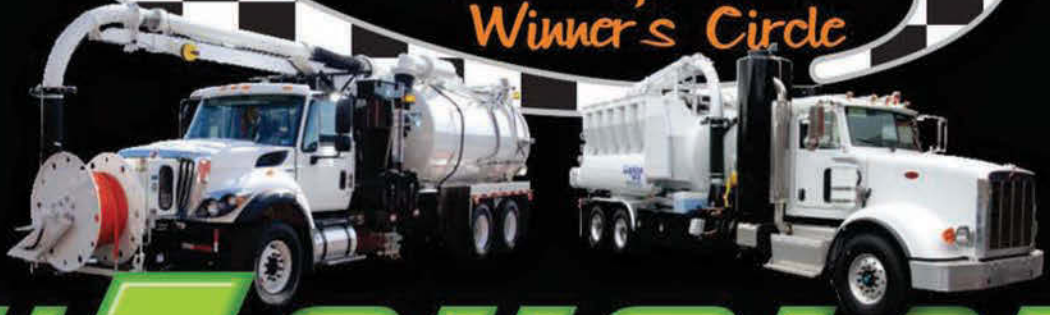


## WASTEWATER TREATMENT SYSTEM

The **Concrete Ecoflo Biofilter** wastewater treatment system from **Premier Tech Aqua** can be installed on lots where soil is limited by impermeable subsoil or high groundwater. It features a watertight bottom reinforced concrete shell (5,000 psi), integrated pump vault, high-resistance plastic components, and natural filtering media to treat wastewater coming from the septic tank. No electric power is required to achieve treatment. On



(continued)



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## TREATMENT SYSTEM

Advanced Enviro-Septic from Presby Environmental is designed for residential, commercial and community use, and removes up to 99 percent of wastewater contaminants without the use of electricity or replacement media. The system establishes multiple bacterial treatment environments that break down and digest wastewater contaminants leaving the septic tank. The passive process allows the system to discharge highly purified wastewater, preventing soil clogging and groundwater contamination. 800/473-5298; www.presbyenvironmental.com.



## DRAINFIELD RESTORATIVE

Septic Drainer drainfield restorative from RCS II, Inc. is designed to break up hard pan, a leading cause of septic drain failure. Hard pan is created when soil mixes with sodium from food waste, shampoos and water softeners. The restorative is not bacterial-based, nontoxic and works in all conditions and types of soils. It can be used while Terralifting soil to aid in preventing future closures. 518/812-0000; www.septicdrainer.com.



## SEPTIC TANK SYSTEM TREATMENT

RID-X Septic System Treatment Septi-Pacs eliminate mess while dosing, accentuating the presence of enzymes through white granules in the gel. The product contains concentrated actives, making the performance of one gel pack equivalent to a one-month dose of any RID-X product. This product delivers a high level of activity against the four major organic waste groups — proteins, fats and greases, carbohydrates, and cellulosic material like paper fibers. 973/404-2470; www.rid-x.com.



## LEACH AND DRAINFIELD OPENER

K-570 leach and drainfield opener from Roebic Laboratories contains the same bacteria used in municipal wastewater treatment facilities. The concentrated formulation allows the delivery of more enzyme-producing bacteria to the problem area, preventing system failure and more rapidly breaking up drainfield clogs to restore proper drainage. Concentration also makes it convenient for treating larger septic systems. It is available in quart size to treat 1,500 gallons, and half-gallon size for 2,500 gallons. 203/795-1283; www.roebic.com.



## HIGH-HEAD EFFLUENT PUMP

The **Bullet** high-head effluent pump from **Septic Services** is a midsection double-screened pump ideal for high-pressure applications including pumping water or filtered effluent to an irrigation sprinkler or mound system at longer distances than traditional effluent pumps. Constructed of a corrosion-resistant stainless steel outer shell, the 4-inch-diameter pump has a 1 1/4 NPT stainless steel discharge, 1/3 hp oil-filled, 120-volt, continuous-duty submersible motor and a 15-foot two-wire, one-phase ground cord. The pump is offered in two models: The BP-12 has an output of 12 gpm, and the BP-20 has an output of 20 gpm. **800/536-5564; www.septicsserv.com.**



## SLUDGE SAMPLER

The **TruCore** sludge sampler from **Sim/Tech Filter** is designed for use in thick sludge common to septic tanks. It allows samples to be taken quickly without creating excessive turbulence because there are no restrictions caused by valves, stoppers, flaps, etc. With an inside diameter of 1 3/8 inches, the capacity per foot is almost 10 ounces. The straight-through design allows the sample to be quickly and effortlessly returned to the tank. It is made of a polycarbonate sampling tube and PVC fittings, and comes as a single piece 8-foot unit or as two 4-foot units that slip together. **888/999-3290; www.simtechfilter.com.**



## CONTROL AND ALARM SYSTEM

The **Ultra Nator** control and alarm system from **SJE-Rhombus** controls two alternating 120V, 1 hp or 15-amp single-phase pumps in duplex pump applications. The plug-and-play design features a factory-installed 10-foot power cord, floats and angled pump receptacles to accept standard or right angle pump plugs. The pump alternates based on the pump switch level. If an alarm condition occurs (top float activates), the alarm light and horn turn on. The pump in use turns off, and the other pump runs. Pumping continues until the pump switch deactivates (bottom float). The pump failure indicator alerts to potential pump problems or if the water inflow is greater than pumping capacity. The design incorporates touch buttons for alarm test, horn silence, manual pump run, test/reset and battery test functions. **888/342-5753; www.sjerrhombus.com.**



## PLASTIC RISER SUPPORTS

**Tuf-Tite** has added internal supports to the company's plastic riser system, essentially creating ledges in the risers to hold internal plastic safety lids. The ledges will support Tuf-Tite's safety lids or a variety of internal safety devices made by others, such as lids made of concrete, fiberglass or a rope net. Every support system comes with all hardware needed, including the safety screws. **800/382-7009; www.tuf-tite.com.**



## SEPTAGE RECEIVING SYSTEM

At just over 5 feet long, the turnkey **IQ112** septage receiving system from **Vogelsang** can be retrofitted into an existing system. The format reduces building costs when designing a new receiving system. Flows

are around 100 gpm, and the IQ112 pulls a 25-foot suction lift, handles pressures to 116 psi, and delivers pulsation-free flow. Complete wet-end maintenance can be done in place in under an hour. The system's RotaCut RCQ20G inline macerator handles organic and hard solids. The RotaCut conditions incoming septage suitable for downstream components to handle without damage, reducing floatable and organic solids to a predetermined size. Heavy objects are captured in the collection pot. **800/984-9400; www.vogelsangusa.com. ■**



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# Onsite Septic Systems and Maintenance

By Craig Mandli

## Onsite treatment solution for new subdivision



**Problem:** K Hovnanian Homes was building a dozen homes in a suburb northwest of Washington, D.C. Since the subdivision was not connected to a municipal sewer, the builder wanted an onsite wastewater treatment system that was quiet, affordable, and easy to install and maintain.

**Solution:** The **Platinum** from **Anua** is a submerged aerated filter recently approved by the Virginia Department of Health for the TL-2 standard. Treatment systems comply by achieving  $\leq 30:30$  mg/L BOD:TSS during third-party testing. The Platinum reduces total nitrogen by more than 50 percent. The Platinum model APG12 was selected.

**Result:** The Platinum produced the high-quality effluent needed for the environmentally sensitive area. Features of the system include underground installation (including blower and low-profile access covers), submerged aerated filter with no bypass of media, integrated biomass return from clarifier to primary tank, and a small footprint. **336/547-9338; www.anua-us.com.**

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## Septic odors trouble homeowner

**Problem:** After having a new septic system installed at his lake home, a homeowner noticed troubling septic odors around his patio. After performing a simple test of draining the bathtub in the home while checking the vents, the homeowner found the odor was coming from rooftop vent pipes. Wind coming off the lake was pulling gases down from the roof to the patio.



**Solution:** A **Simple Solutions** residential vent filter installed on roof and tank vents resolved their issue.

**Result:** One year later, the noxious odors have not returned. **973/846-7817; www.industrialodorcontrol.com.**

## Shallow water table leads to dynamic septic solution

**Problem:** Homeowners in Eatonton, Ga., were unable to get a septic permit for a seasonal cabin due to a shallow water table and a small lakefront lot with only a 50-foot setback. They turned to Vinson Septic Solutions for help.

**Solution:** Due to local county requirements, Vinson designed an alternative system including a primary and a replacement drainfield, and squeezed it into a 30-by-40-foot area. The system includes a peat fiber biofiltration pretreatment system with direct discharge, paired with a 1,000-gallon Infiltrator IM-1060 plastic septic tank, an Infiltrator 500-gallon dosing tank, and an **Aquaworx** by **Infiltrator** Intelligent Control Panel for system control and monitoring.



Wastewater flows by gravity to the septic tank, then into the dosing tank. Every two hours, the pump in the dosing tank sends 25 gallons through a force main to the packed peat fiber modules followed by a 6-inch-deep gravel layer before entering the absorption bed.

**Result:** Homeowners gained approval for the system, which goes dormant when the cabin is not being used, and the IPC panel enables easy diagnosis of potential issues and monitoring of water usage. **800/221-4436; www.infiltratorsystems.com. ■**

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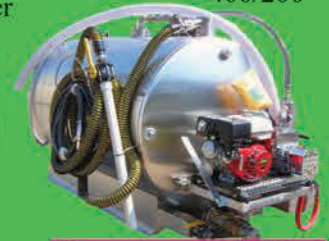
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# D. Lovenberg's Portable Toilet Rentals Inc.,

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Dustin Lovenberg added a refurbished silver and white 1999 Freightliner FLD120 with a 3,500-gallon steel tank and a Jurop R260 pump (Chandler Equipment Inc.), which is used mainly to transport portable sanitation waste from his company to a disposal plant. The truck is powered by a Caterpillar 550 hp engine wed to an Eaton Fuller 18-speed transmission. The truck features new chrome stacks, new air cleaners, all new LED lighting and chrome accents on the interior. Graphics were provided by Ultimate Alphabet and the rig was painted by Chino. The truck runs a 100-mile round trip almost daily to the disposal facility, with Dustin or his father, Bob, behind the wheel. ■

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Your Classy Truck submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable. 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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## PolyPortables partners with Jordan-Blanchard Capital

PolyPortables partnered with Jordan-Blanchard Capital (JBC) in a transaction that will ultimately lead to full ownership by JBC. Kathy Crafton, former chief executive officer of the portable restroom manufacturer and daughter of PolyPortables founders Ed and Mitzi Crafton, will serve on the board of directors, providing oversight and guidance during the transition. Jeff Thomas, a principal with JBC, will serve as interim chief executive officer and be responsible for operational management of the company.

## Interlube Systems achieves 100,000 pump sale

Interlube Systems achieved the 100,000th sale of its AC range of automatic lubrication pumps. The compact, electrically operated, multi-line lubrication system was launched in 2002.

## Lucidity Enterprise acquires Optronics International

Taiwan-based Lucidity Enterprise Co. acquired Optronics International, manufacturer and supplier of heavy-duty vehicle lighting. Optronics will operate as an independent business unit and maintain its headquarters in Tulsa, Okla.; manufacturing facility in Muskogee, Okla.; and distribution facility in Elkhart, Ind.

## Elastec/American Marine among fastest-growing companies

Elastec and American Marine ranked 3,123 and 1,869 on *Inc.* magazine's 500/5000 list of the nation's fastest-growing private companies. This is the fifth year Elastec has made the list and second year for American Marine. The companies merged in January 2012, forming Elastec/American Marine, manufacturer of environmental equipment to control water and solid waste pollution with a core competency in oil spill recovery.

## VAC2GO opens Richmond office

VAC2GO opened a vacuum equipment rental office in Richmond, Va., serving Richmond, Newport News, Norfolk and Washington, D.C. The company's third branch rents Guzzler Classic and ACE vacuum trucks, as well as Vactor combination units, vacuum truck hoses and accessories.

## Advantage Funding hires sales managers

Advantage Funding hired Thomas Dimmler, Anne Eubanks, Peter Basini and Ken Blackman as regional sales managers for its new truck financing division, focusing on short-haul vocational trucks. Dimmler is located in the state of Washington, Eubanks in Southern California, Basini in Arizona and Blackman in western Massachusetts.

## Lock America names VP, sales manager; CEO steps back

Lock America International named Watson Visuwan vice president of marketing and Dan Walsh sales manager. CEO Frank Minnella will step back from daily involvement in company operations to take on an advisory role.

## Webasto, ESW form emissions partnership

Webasto Product North America, designer of engine idle reduction technologies, and ESW Group, provider of emissions control products, formed a partnership that will enable fleets and municipalities to obtain Diesel Emission Reduction Act funding for emission control and idle reduction equipment. Webasto manufactures fuel-operated heaters that eliminate the need to idle for engine pre-heat and cab comfort. ESW's diesel particulate filter removes diesel particulate matter from diesel engine exhaust. ■

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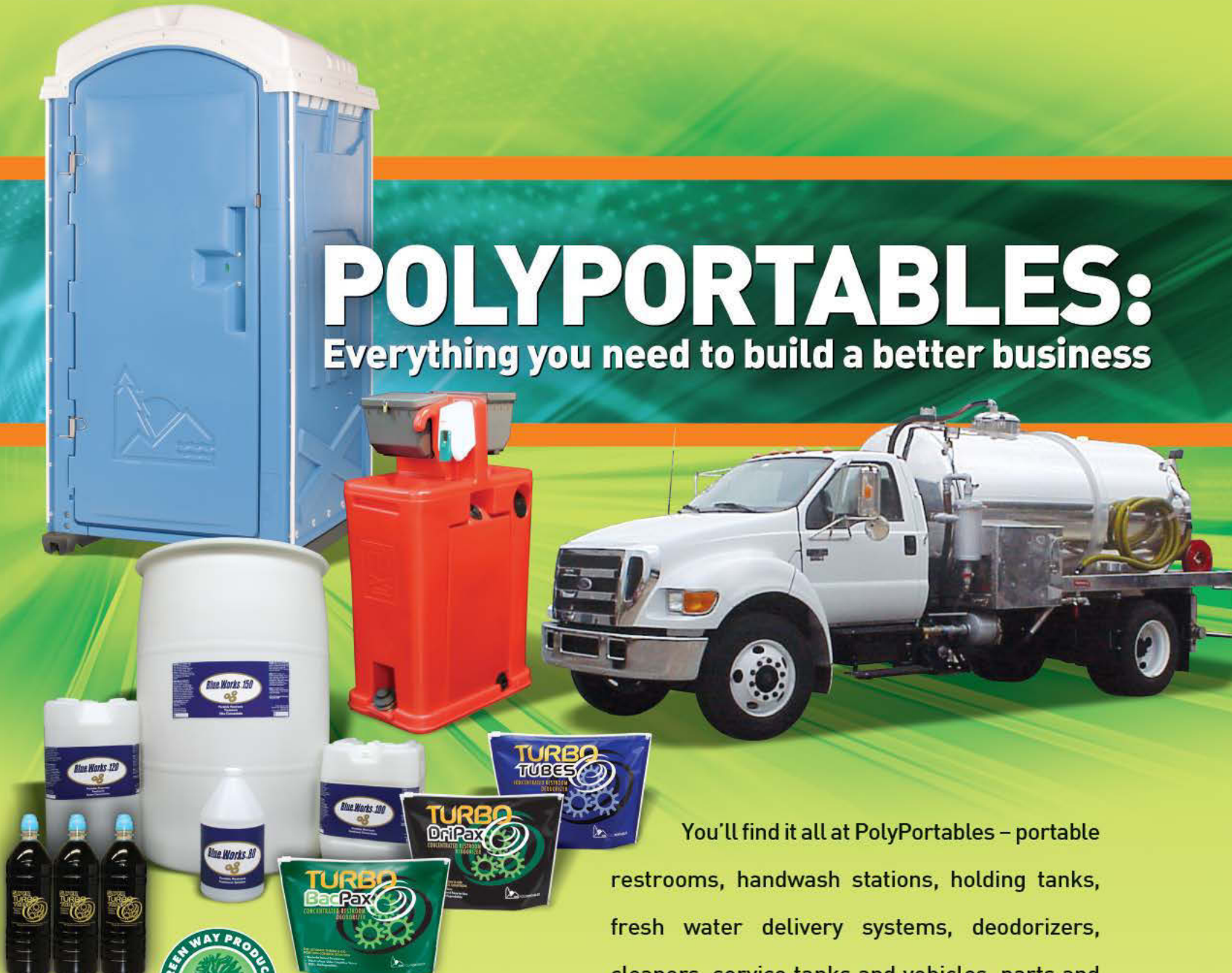
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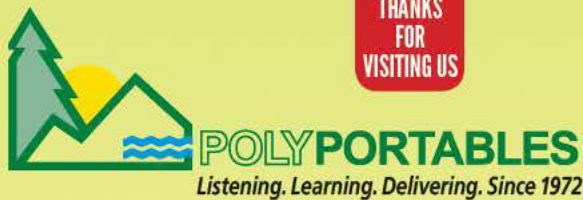
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Accuracy is enhanced because software filters remove high and low readings caused by factors such as vehicle jostling and environmental factors including wind, temperature and barometric pressure. In addition, the device features a dual-alarm system that alerts drivers — with either a blinking light or an audible sound — when they reach weight limits, Ferguson says.

“The software includes alarm delays so it won’t trigger until a load passes a preset maximum-weight limit for a preset amount of time,” he explains. “That provides a truer alarm threshold by removing some of the environmental factors that can momentarily affect weight.

“The LoadMaxx also improves driving safety because any time you drive with an overloaded vehicle, it’s a liability ... the more overloaded a vehicle is, the more dangerous it becomes because it can’t stop as quickly,” he adds. “Overloading also increases maintenance costs because it puts stress on suspensions and other components.”

The system — comprised of sensors, a small “black box” computer, and the dashboard display — is simple to install and calibrate. Deflection sensors mount with brackets on a vehicle’s suspension; this eliminates the need to remove the truck body from the frame, as required for installing traditional load cells between a truck frame and the body. The number of sensors required depends on the vehicle’s suspension brand and/or type, Ferguson notes.

The LoadMaxx system is compatible with any onboard computer or communication system that offers standard RS232 or J1939 port connections, he says. **888/459-3444; www.air-weigh.com.**



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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).

## IDAHO

### First Association Meeting

The Onsite Wastewater Association of Idaho will hold its first annual meeting at Boise State University on March 14 in conjunction with the Idaho Environmental Health Association Education Conference March 13-14. The half-day meeting will include presentations from distinguished industry members. For more information, call 208/664-2133 or visit [www.owaidaho.org](http://www.owaidaho.org).

## MICHIGAN

### New Directors Join Michigan Association

Misty DeJonghe of Matt DeJonghe Septic Tank Cleaning Service in Britton and Paul Lawrence of All American Septic Service in Imlay City were elected to the Michigan Septic Tank Association board of directors. Former MSTAs president Rep. Ken Goike introduced a bill to eliminate the ban on storage tanks by 2025 along with language to allow haulers to access the receiving stations of their choice.

## PENNSYLVANIA

### Association Commendation

The state Senate adopted a resolution congratulating the Pennsylvania Septage Management Association on its 25th anniversary. Senate Environmental Resources and Energy Committee Majority Chair Mary Jo White sponsored resolution SR 390.

## NATION

### EPA Supports Onsite Industry

The U.S. Environmental Protection Agency SepticSmart program helps reinforce conversations installers and service providers have with homeowners about the care and maintenance of their onsite systems. The program, suggested by National Onsite Wastewater Recycling Association and other members of EPA's Decentralized Wastewater Management Partnership, provides print and electronic-based tools for industry practitioners and local governments. Visit <http://water.epa.gov/infrastructure/septic/septicsmart.cfm>.

The EPA Decentralized Memorandum of Understanding Partnership developed four fact sheets highlighting the benefits of decentralized treatment systems. They demonstrate how such systems can be sensible, cost-effective, sustainable solutions. Visit <http://water.epa.gov/infrastructure/septic/Decentralized-MOU-Partnership-Products.cfm>.

### NOWRA Nuggets

The debate over the effects high sodium levels and regeneration discharges from water softeners have on septic tank performance and effluent filter and drainfield clogging has been around for years. In 2010, the Water Quality Association, representing the water softener industry, proposed a study to NOWRA to establish the facts. Several NOWRA members joined a committee that designed and directed the study. Representatives also came from the State Onsite Regulators Alliance, NSF and other organizations.

John Novak, professor of civil and environmental engineering at Virginia Tech, led the research. He established laboratory column experiments, adding varying levels of sodium to wastewater influent, then feeding it to columns that contained solids from operating septic tanks. Novak used graduated cylinder experiments to determine how sodium affects the production of gases and the degradation of solids. He also investigated slug influent solutions, which mimicked regeneration flow. For comparison, researchers sampled private septic tanks to determine effluent quality from systems diverting and receiving regeneration flow.

"This is an excellent example of two organizations recognizing an issue in the industry and working in a forthright, constructive way to provide a scientific response," says executive director Eric Casey. "Both parties are comfortable with the science and how the study was conducted. The report, due out this year, will advance our knowledge and probably contain some surprises."

NOWRA elected new officers and members to the 2012-2015 board of directors. Officers are President Tom Fritts, Residential Sewage Treatment Co., Grandview, Mo.; Vice President Greg Graves, Norweco; Secretary/Treasurer Robert Mayer, American Manufacturing Co.; and immediate past President Richard Otis, Otis Environmental Consultants, Madison, Wis.

Joining the board are installer Robert Himschoot, Crews Environmental, Ft. Myers, Fla.; regulator James Vincent, New Mexico Environment Department; and service provider David Ritchie, Zaring Septic and Drain Service, Crestwood, Ky. Allison Blodig of Bio-Microbics was appointed to fill the remainder of Mayer's term.

## CANADA


### Instructional Videos

The Waste Water Nova Scotia Society shot two more training videos last year. *Flushing a Septic System* shows how to flush and repair a malfunctioning drainfield and what reports to file. The association will use the video with


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a flushing course it is developing for pumpers needing certification for the work. *Installation of a C3* details the installation of a pressurized disposal bed. The video also covers installation of leaching chambers and gravel-and-pipe drainfields. The first in the series, *The Selection and Installation of a Raised C2*, is at [www.wwns.ca](http://www.wwns.ca).

## Canadian Onsite Wastewater Study

The Canadian Mortgage and Housing Corporation commissioned a study on onsite wastewater infrastructure in Ontario and Alberta. The study will determine what effects the systems have on potable and surface water and design protocols to alleviate environmental stresses.

## TRAINING & EDUCATION

### Alabama

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

- April 17-19 – Advanced Installer II
- May 8-10 – Basic Installer
- May 30-31 – Pumper

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

### California

The California Onsite Wastewater Association is offering these classes:

- April 24-25 – Soils, Hydrogeology and Site Evaluation, Monterey
- May 22 – Low-Pressure Pipe Drainfield and Drip Dispersal Design, Sacramento

Call Kit Rosefield at 530/513-6658 or visit [www.cowa.org](http://www.cowa.org).

### Minnesota

The University of Minnesota Water Resources Center has these classes:

- 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
- May 2-3 – Installing Onsite Systems, Bemidji
- May 7-9 – Basic Onsite System Design, St. Cloud
- May 20-22 – Maintaining Onsite Systems, Mankato
- May 20-24 – Maintenance and Service Provider Combo, Mankato
- May 21-24 – Service Provider, Mankato
- May 29-31 – Soils, Mankato

Call Nick Haig at 800/322-8642 or visit <http://septic.umn.edu>.

### North Carolina

North Carolina State University has these courses:

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

### 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 7-8

New Mexico Onsite Wastewater Association Onsite Wastewater Conference, Ruidoso Convention Center. 575/9379429; [carboyman@hotmail.com](mailto:carboyman@hotmail.com).

### March 14

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

### March 15

Saskatchewan Onsite Wastewater Management Association Trade Show and Convention, Travelodge Conference Centre, 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 21-22

Alabama Onsite Wastewater Association Trade Show, Civic Complex, Pelham. 334/396-3434; [www.aowainfo.org](http://www.aowainfo.org).

### March 25-26

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

### April 5-6

Oregon Onsite Wastewater Association Conference, Riverhouse Hotel and Convention Center, Bend. 541/389-6692; [www.o2wa.org](http://www.o2wa.org).

### April 11-12

Ohio Water Quality and Waste Management Conference, Woodlands, Cleves. Call Keith Smith at 614/292-1868; [http://setll.osu.edu/programs/owqwm\\_conf.html](http://setll.osu.edu/programs/owqwm_conf.html).

### April 13

Waste Water Nova Scotia Society Conference, Best Western Glengarry, Truro. 902/246-2131; [www.wwns.ca](http://www.wwns.ca).

### April 23-25

Fats, Oils, and Grease Training Conference, Georgia. [www.georgiafog.com](http://www.georgiafog.com).

- 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
- May 8 - Saprolite, Morganton
- May 15 - Principles of Gravity System Design, Greensboro
- May 16 - Onsite System Layouts, Greensboro
- May 22 - Soils of the Low Mountains in the Southeast U.S., Mills River
- May 28 - Basic Troubleshooting of Onsite System Malfunctions, Greenville
- May 29-30 - Advanced Troubleshooting of Onsite System Malfunctions, Greenville

Contact Joni Tanner at 919/513-1678 or [soils\\_training@ncsu.edu](mailto:soils_training@ncsu.edu), or visit [www.soil.ncsu.edu/training/training.htm#38](http://www.soil.ncsu.edu/training/training.htm#38), scroll down, click No. 8.

North Carolina Pumper Group has this course:

- May 23 - Septage Management and Land Application, Morganton  
Call 252/249-1097 or visit [www.ncpumpergroup.org](http://www.ncpumpergroup.org).

## 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
- May 30 - Installer

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:

- April 9-10 - Water Movement in Soils
- April 12 - Nitrogen Dynamics, online
- May 10 - Foundational Concepts of Pump Systems

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):

- April 3 - Design High-Strength Waste
- April 17 - Design/Install Subsurface Drip, Moses Lake
- April 18 - First Aid/CPR
- April 24 - Pumper, Vancouver
- May 1-2 - Certification for Proprietary Devices
- May 15 - Electrical Control Panels
- May 22 - Design/Install and O&M of Subsurface Drip, Bremerton

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O2WA, Belinda Rasmussen at (541) 389-6692 or [info@o2wa.org](mailto:info@o2wa.org)

**May 10-11, 2013 - San Antonio, TX**  
Real Estate Training Systems, Brian Murphy at (817) 861-9998 or [rets@rets-llc.com](mailto:rets@rets-llc.com)

**August 28-29, 2013 - (TBA), Arizona**  
Univ. of AZ, Janine Lane at (928) 782-5882 or [janinel@cals.arizona.edu](mailto:janinel@cals.arizona.edu)

**Vacuum Truck Technician:**

**March 6, 2013 - Ruidoso, NM**  
N-MOWA - NAWT, Jace Ensor at 575-937-8304 or [nmowa.president@gmail.com](mailto:nmowa.president@gmail.com)

**Operation and Maintenance Training Certification:**

**March 1-2, 2013 - Helena, MT**  
Lewis and Clark County & NAWT  
Beth Norberg at (406) 447-8385 or [bnorberg@co.lewis-clark.mt.us](mailto:bnorberg@co.lewis-clark.mt.us)

**Other CEU's for Recertification:**

**March 19, 2013 - San Francisco, CA**  
OSI Basic of Wastewater Analysis  
Contact: Evelyn Rosefield at (530) 513-6658 or [evelyn@cowa.org](mailto:evelyn@cowa.org)

**March 20, 2013 - San Francisco, CA**  
OSI Basic of Wastewater Analysis  
Contact: Evelyn Rosefield at (530) 513-6658 or [evelyn@cowa.org](mailto:evelyn@cowa.org)

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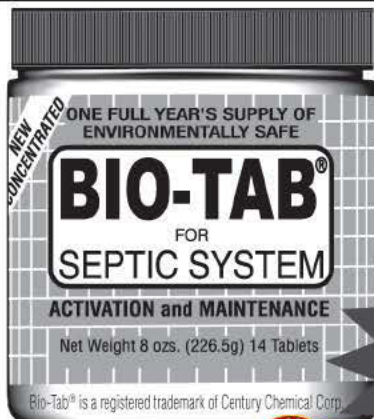
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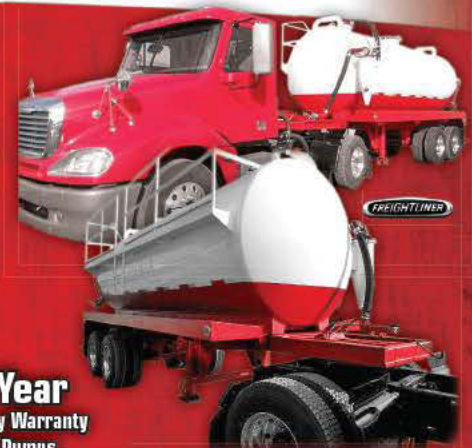
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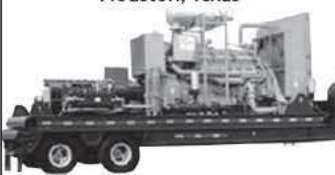
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## BUSINESSES

Well established full service septic installation and pumping business in Minnesota. Large customer base, new 20k lbs. excavator, John Deere loader/backhoe, new 25 hp tractor/backhoe, Gehl track loader, 4,500-gallon and 3,000-gallon pump trucks, (2) dump trucks, (1) new dodge, 2,500 diesel pick up, (1) Freightliner cube van. (4) trailer's, misc. tools and equipment. Owner looking to retire due to health issues, but can stay on to assist with licenses etc. For more info call Mark at 651-236-7554. (P04)

Business for sale: \$1,200,000. Vacuum truck and portable toilet business in northern Ontario, Canada. Established, turn key operation, large customer base, three vacuum trucks, two toilet trucks, 100 plus toilets, wash stations, trailers and five dump sites. Owner retiring, but can help with transition. Property optional. 705-356-3444. (P04)

## BUSINESSES

**PORTABLE TOILET BUSINESS.** Family owned and operated in SE Wisconsin for 32 years, 300+ units, 4 service trucks, 3 with SS tanks, 2 trailers, all supplies. Years of repeat customers with \$200,000 in annual sales. 1-800-246-7736. (P03)

**FOR SALE:** Premier Portable Restroom business in Southwestern Colorado/Four Corners region, 25+ years with solid customer base and service reputation. 2012 revenue \$472,000; last four year average \$465,000. Equipment includes: 24' comfort station, 2 NU Concepts, 15 Premier units, 800 units in excellent condition, 13 handicaps, 16 pots on wheels, 13 sinks, 6 service trucks, (2) 34' heavy duty trailers and more. Turn Key \$550,000 cash. Inquire to DHRMS@frontier.net or Bob's Johns, 406 Snowcap Lane, Durango, CO 81303. (P04)

California Septic/Grease Pumping. \$350,000/OBO. Turn key, established 29 years ago. Call 831-440-0168 or email [admin@a-1septicseviceinc.com](mailto:admin@a-1septicseviceinc.com) for details. (PBM)

**PORTABLE TOILET BUSINESS.** Serving central Montana for 25 years. Solid, loyal customer base. 101 standard toilets, 2 handicapped, 2 service trucks, 1 extra 400-gallon service tank, 16 trailers, parts and supplies. All equipment in very good condition. Asking \$160,000. Call Mike, 406-538-5281. (P04)

**FOR SALE:** Septic Pumping Business in central Wisconsin. Includes 2,500-gallon septic truck, over 3,000 loyal customer base and growing. Lots of potential. Owner wants to retire but will provide consulting and training for a reasonable transition period. Cell: 608-547-3267. (P04)

Family owned portable toilet business: Owner with health issues forces sale, 500 + units, 4 service trucks, located in beautiful Sacramento, Calif. area, 16 years established business, loyal customers. Serious inquiries only. Leave message; will return calls. 916-343-3326. (PBM)

Portable restroom business FOR SALE. Operating in central Florida, 35+ years. Great customer base, service reputation and revenue stream of \$250-\$300,000 annually. Equipment includes 700 like new units, 12 handicaps, 10 sinks, 3 service trucks, 2 trailers etc. Turn key \$325,000 cash. Inquire D.M. Andrews P.O. Box 491271, Leesburg, FL 34749-1271. No phone calls please. (PT03)

**WWW.ROOTERMAN.COM.** Franchises available with low flat fee. New concept. Visit website or call 1-800-700-8062 x26. (CPBM)

North Florida portable restroom business: Owner retiring, four route drivers, three locations, very dominant in area. Cell 386-365-2308. [jkjasper2000@yahoo.com](mailto:jkjasper2000@yahoo.com). (P04)

## BUSINESSES

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste, fryer grease and oil (yellow grease) only. **No trap grease.** Big \$. Over 30 years experience, will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. Dewey Walker, 813-752-9535 or 813-758-2552. (PBM)

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## 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)



**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

2008 Terralift: Like new, only 29 hours, 3-6' probes, newer model body style, used for compacted septic drainfields. \$20,000/OBO. 269-838-1145, MI. (P04)

**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. (P03)

Terralift: Huge discounts on Terralift Machines. Call Dick Crane or John Vanzandt at 800-223-2256. (P05)

## 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, DOT 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)

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](http://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 with chassis. (Stock #13541 A-D) [www.VacuumSalesInc.com](http://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 transmission with Robushi 900 CFM 27' blower, 330 hp. KLM Companies, 617-909-9044. (PBM)

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

## HYDROEXCAVATING EQUIPMENT

1992 Volvo WX64, Vactor 2100 series: 5.9 Cummins rear motor, 3,186 hours, 8LL, just removed from fleet. \$79,500. Call Bob, 503-969-9545, OR. (P04)



**1997 Vac-Con** with 2,000 psi, 40 gpm sewer jet, 1" hose, 3-stage fan and 12 yard debris tank, 1,000-gallon water storage tank. ....\$ 45,000  
**519-648-2510, ON** P03

## JETTERS-TRAILER



**Xtreme Flow Hot/Cold Jetter!** Model #HJ2TA8536, tandem axle trailer, 35 hp Vanguard 8.5 gpm @ 3,600 psi, 325-gallon water tank, 300' hose, General pump. **Fully loaded!** List \$34,995. On sale for \$29,995.  
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## 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, Myers 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, 714-639-8352. (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)

## JET VACS



**1984 Ford Guzzler:** Remote control wet and dry vac, LOW MILES, and good condition! \$18,000. WILL TRADE FOR GOOD SEPTIC TRUCK! Questions? **703-361-7221, VA** 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)



**2001 Sterling LT9500 Safe Jet vac combo truck** with hydroexcavator freshly rebuilt Hibon 27" blower and water pump, Myers 2,000 psi @ 80 gpm, new clutch, transmission, transference, driveline in 2010 12-yd debris body, 1,500-gallon water tank, CAT engine 10,000#, drop axle. ....\$120,000/OBO  
**Contact: Kris 253-856-2572**  
**or 206-793-4923** P03



**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)

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

## MISCELLANEOUS

Six yard metal trash screening dumpster box with cover. \$3,500. Wisconsin, 715-473-3901. (P05)

## PORTABLE RESTROOMS

Construction grade, GOOD CONDITION, PolyJohn PGN3, gray in color, 1-25 units @ \$150.00/each or make offer. Ohio, 419-447-9149. (P03)

300 PolyJohn portable restrooms, tan, \$280/each, most units 7-8 years old. 2 walk-in PolyPortables urinals, 5 years old, make offer. 715-654-5836, WI. (P03)

Wanted: Used PJ3/Maxim, 3,000 portables/handicaps in very good condition or event grade. Jasen 866-922-7368. Looking for 50+ units. (P03)

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)

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)

## PORTABLE RESTROOMS

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



**FOR SALE: Portable Toilet Pumping Tank:** 1,500-gallon waste and 500-gallon water. Asking .....\$4,000  
**Contact us at: 608-835-3459**  
**or sales@buckyspt.com, WI** PBM

## PORTABLE RESTROOM TRAILERS

1998 Olympic portable restroom trailer, 26', 4 women's stalls, 1 men's stall + 3 urinals, 2 sinks each side, heat/air. \$15,500. Pictures available by email [maryanne@a1portables.com](mailto:maryanne@a1portables.com). Lexington, KY. 859-255-6605. (P03)

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

1999 International DT 466, 326,949 miles 400 H2O/900 waste tank with Masport vacuum system. VIN #1HTSCAAL8YH2566918. \$10,000. For information contact us at [info@portapros.com](mailto:info@portapros.com) or 208-467-0089. (P03)

1996 International DT 466: 278,219 miles, 400 H2O/900 waste tank with Masport vacuum system. VIN # 1HTSCAAL6TH378931. \$7,500. For information contact us at [info@portapros.com](mailto:info@portapros.com) or 208-467-0089. (P03)

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## PORTABLE RESTROOM TRUCKS



**2011 Dodge 5500:** 1,000-gallon waste/300-gallon fresh, steel tank, 57,500 miles. ....\$53,500  
**Rodney Lane 270-832-3793** P03

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. (P03)



**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

2002 International 4300: DT 466, Allison automatic, Abermethyl 1,100/400 steel tank, Masport pump. Good condition. \$25,000/OBO. 888-839-2830 or 662-587-0756, MS. (P03)

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)

1989 Ford 7.3 International automatic, 500W/250F; \$7,500/OBO. 1993 Isuzu, 6-spd, new clutch and rebuilt transmission in 2009, 400W/400F; 9,000/OBO. Both trucks are well maintained. 715-654-5836, WI. (P04)

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)

2005 Ford F350, diesel, Satellite unit, 400 waste, 200 water, M2 Masport. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

## PORTABLE RESTROOM TRUCKS

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

For Sale: 2006 GMC 550 portable toilet service truck, 1,000 waste/300 fresh water, 300k miles. \$26,000. Call 317-440-1206 for more information. (P05)



**2005 International 4200 Workmate:** 700/waste, 300/fresh, 6 pot rack carrier, 160k miles. ....\$42,900  
**Call 402-984-4733 for more information** P03

2007 Isuzu cab over, aluminum tank, 1,400-400-200. Excellent running truck. Isuzu diesel Allison automatic, 26,000 GVW. \$27,500. Call Steve, 401-440-5332. (P03)



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

## 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

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Territory Sales Manager for the southeast. Person must be a road warrior to conduct direct sales as well as dealer support. Must be energetic, love to travel, good driving record, and self-motivator! Company truck provided. Send resume to jobs@kegtechnologies.net. (CP03)

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)

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 hydroexcavation 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. 714-639-8352. Pictures at www.empireequip.com. (CPBM)

## PUMPS-HIGH PRESSURE

2009 Gardner Denver 20k, fluid end 450s 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)

New never used 2012 NVE 4310 PRO PAK PLUS with frame mounted muffler. Asking \$15,000/OBO. Call Terry, 303-295-0077. (P03)

## 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.vsirentalsllc.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 off's. \$3,500/each. Call Joe W. at 414-847-7100. (P03)

## ROLL-OFF TRAILERS

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

## 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 TANKS



**2000 International IH-4900 DT-530:** 300 hp, 9-spd, Spicer locking tandem, 40k Hendrickson double frame, 85 Bbl, R260D, Jurup built, never used, very clean. ....\$50k  
**740-638-4515, Ohio** P03

## SEPTIC TRUCKS

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

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

2005 International, 330 hp Cummins, 10-spd, new 3,600 aluminum tank, Masport 400 pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

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)

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## SEPTIC TRUCKS

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

2005 International 4300, DT466, 245 hp, 6-spd, 2,500-gallon Transway back tank, TSI 500 back pump, PTO driven Giant jetter pump, 2,500 psi. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

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



**1997 International:** DT466 engine, 221,000 miles, auto transmission, 1,700-gallon tank and new Jurop PN84 vacuum pump. This truck runs great and is ready to work. Very clean! .....\$23,500  
**740-820-5338** P03



**2005 Mack pumper:** 4,000 Imperial gallons, 750 Wallenstein vac pump with cooler, hoist and vibrator, hydraulic valve to operate other equipment.  
**Contact Weber Environmental Services, 519-648-2510** P03



**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 .....\$50,000  
**Contact 570-358-1211, ask for Jeff** P03

## SEPTIC TRUCKS



**2004 Kenworth T-800:** 10-spd, CAT C-12, 425 hp, new heavy duty 120 barrel, 5,040-gallon U.S. tank, Jurop LC-420 liquid-cooled pump (425 cfm) with a 1 year warranty, chrome front bumper, heavy duty rear bumper with tool boxes, sight tube, aluminum hose trays, 20,000 lb front axle, new steerable 13,000 lb tag axle, 44,000 lb locking rear axle, 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 .....\$98,000

**Call Mike: 786-554-0892 or George: 954-558-0816, www.Nationaltruckcenter.com** P03



**2005 Mack CX Vision:** 10-spd, E-7 410 hp, new heavy duty 4,000-gallon U.S. tank, new Jurop LC-420 liquid-cooled pump (425 cfm) with a 1 year warranty, all new equipment, sight glasses, aluminum wheels, aluminum toolbox, aluminum hose trays, 12-gallon secondary filter, heavy duty bumper, see dealer for more details. ....\$84,500

**Call Mike: 786-554-0892 or George: 954-558-0816, www.Nationaltruckcenter.com** P03



**2012 Freightliner M2106:** 240 hp, Allison automatic transmission, air brakes, air-ride suspension, 2,500-gallon tank with 200-gallon fresh water, 4,000 psi jetter system, Jurop RV 360 vac pump, 4" load line, 6" discharge. Lots of chrome. \$115,000. Also have a 2009 Peterbilt with 4,500-gallon tank, Jurop RV520 pump and jetter system.  
**318-349-9106, LA** P03

## SEPTIC TRUCKS



**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. Pictures available. Vermont. ....\$115,000.

**Office: 802-454-7893 Cell: 802-477-2716** P04



**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** P03



**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



**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

## SEPTIC TRUCKS

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)



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

**Rodney Lane 270-832-3793** P03



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

**Kevin: 240-298-3066** P03



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

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



**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** P03

## 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** P03



**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** P03



**2007 M2-106**, new Imperial, 2,500 tank, 280 hp, Allison automatic, 33,000 GVW, air ride, exhaust brake, traction control. #363803.  
**Truck Country 800-236-5271** P03



**2012 Texla Services Vacuum Tank:** 3,200-gallon complete vacuum tank unit mounted on your truck or ours; \$19,500, 2,000-gallon truck units; \$16,000, 1,500-gallon truck units; \$14,500, self contained vacuum skids, 1,000-gallon; \$10,500, and 1,500-gallon; \$12,500. Any custom options or sizes available!  
**Texla services 936-641-3938** P03

## 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



**(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** PBM



**1988 International 2654:** 58,000 original miles, L-10 Cummins, Jake, A/C, 8LL modified to 13-spd, locking differential full double frame, 18k front, 20k rear plus 12k pusher, Masport 350 (water-cooled), Erickson tank stretched to 2,750-gallon, 100-gallon fresh, DC-10 pump, accu-level. ....\$20,000  
**707-937-0496, rricca@mcn.org.** P03



**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.** P03

## SEPTIC TRUCKS



**1998 IH4700 DT466E:** 6+1-spd, 2,500-gallon, Masport pump, 3", 4" front and rear suction, 150' 3" hose, only 1 year old, good tires, with Crustbuster, toolboxes, rear bumper/hitch, good truck, in service. ....\$22,500  
**318-418-0400** P03



**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

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



**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.** P03



**2004 Ford F550:** 137,000 miles, 300/200-gallon tank, tires 90%, both axles, all new breaks, Masport LT2 Honda, used 4 hours per week the last 18 months. ....\$17,000/OBO  
**360-275-1996** P03

## SEPTIC TRUCKS



**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** P03

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



**2008 F550:** 130k miles, new engine at 85k, BRAND NEW automatic transmission, 2008 1,500-gallon (400/1100) Progress, aluminum tank, Jurup pump, dual service, toilet carrier. \$42,500/OBO  
**800-550-0132, ask for Mark** P03



**1999 Keith Huber Dominator:** One owner, ASME, DOT 412 code, liquid vacuum truck, 3,300-gallon, capacity 300 water, 3,000 waste, liquid-cooled, 440 cfm, continuous duty Becker pump, full opening rear door, tank hoist, vibrator, 10 gpm @ 2,000 psi, pressure washer, rear hose hooks, work lights. 1999 International 4900, 6X4 chassis, 245,000 miles, complete engine rebuild @ 212,000 miles. 300 hp, DT 530, HEUI that runs great, 10-spd spicer, 14k fronts, 40k rears, 54,000 gw. All new rubber, everything operational, well maintained, unit still in use. ....\$75,000  
**Contact Kelly, 903-784-6821, Texas** P04

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## 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 P03**

1993/1994 International 4900: DT466, 10-spd Fuller Road Ranger, 123,650 original miles, large toolbox, 2,000-gallon tank, 3" and 4" intakes, 6" dump. \$25,000. 831-440-0168 or [teri@a-1septicerviceinc.com](mailto:teri@a-1septicerviceinc.com). (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**

1985 Ford 8000, 3208 CAT engine, 2,500-gallon tank capacity, pump & tank 5 years old, 80% rubber. \$15,000. Chet 352-637-1411, FL. (P03)



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

**Call Rodney Lane 270-832-3793 P03**

## 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)



**2008 F550:** 130k miles, new engine at 85k, BRAND NEW automatic transmission, 2008 1,500-gallon (400/1100) Progress, aluminum tank, Jurup pump, dual service, toilet carrier. \$42,500/OBO **800-550-0132, ask for Mark P03**



**1996 GMC 7500:** 366 gas, 5-spd, 2-spd, hydraulic brakes, A/C, 2,300-gallon tank, driven daily. New truck in progress. More information and pictures upon request. ....\$21,500

**Call 573-754-5812, MO P03**



**2006 Peterbilt 357:** 4,200-gallon aluminum tank, 215,000 miles, 375 hp, Fuller 10-spd., Challenger blower, fresh in-frame. ....\$87,500

**281-347-0840 P04**

## SERVICE/REPAIR

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

## SLIDE-IN UNIT

Slide-in Unit runs great with hoses. Home-made 200-gallon water tank on it. Going out of Business. \$2,500/OBO. Still mounted on truck which is also for sale. 2008 Ford F-350, 69,500 miles. Will send pics on request. 225-978-4446, LA. (P03)

## SLIDE-IN UNIT

500-gallon, new steel slide-in unit, (350 waste, 150 fresh), Honda power, SDS-6 Condé vac/pressure pump, ready to go. \$7,200. Call for details, 337-886-1000. Other sizes available. (P04)

Galvanized 450 waste, 210 fresh, 660 total, Vacutrix slide-in, in great shape, good vac, 25' of hose, Honda engine, white in color. \$6,200. 740-776-6927. (P03)

## TANKS

2006 Imperial tank, white in color, 3,600-gallon, Masport 400 cfm, water-cooled pump, 36" rear manway, 8" air dump, 2-3" fill tubes, barely used, excellent shape. \$12,000/firm. Can email pictures. Southwest Missouri, call Ted 417-844-1215. (P03)

1999, 5,000-gallon tank, 6" dump, 4" inlet, 24" manways, top and back. Asking \$12,000. 607-343-0101, NY. (P03)

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)

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)

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

## TANK TRAILER



**2010 Quality/Reliance Tank Quality:** 3000 Pressure/vac trailer with Moro pump, 4" discharge, 3" inlet trays, tool box, tank 3-years-old. ....\$25,000 **Contact Kevin 209-785-6160 P03**

## TOOLS

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

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## TOYS

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

## TRAILERS-VACUUM/TANKER

Dragon vacuum tanker, 150 bbl., aluminum, air-ride, like new with Peterbilt 379, CAT 550 hp. New full locking rears Masport 400 liquid-cooled vacuum pump, auxiliary heater, A/C unit, brand new clutch, complete out of frame engine overhaul done by CAT with 48 month warranty, unlimited mileage. Almost new 18-spd transmission, all aluminum wheels. For more specifications please call 570-836-7884 or cell, 570-499-4803. Asking price for Peterbilt 379: \$56,000. Dragon tanker: \$62,000, both units together \$114,000. Can send pictures. (PBM)



**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 Jurup 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 P03**

## TRAILERS-VACUUM/TANKER

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](http://www.VacuumSalesinc.com), (888) VAC-UNIT (822-8648). (PBM)

2013 Brenner, 6,000-gallon, stainless DOT 412, double conicle vacuum trailer, air-ride suspension, radar level indicator, full length hose trays with full length catwalk with OSHA railing, under belly pump package mounting platform. KLM Companies, 617-909-9044. (PBM)

## TRUCKS (DUMP, MISC.)

2007 Peterbilt 335 pump truck, aluminum, 3,500 capacity tank, CAT C7 with Eaton 10-sp. Asking \$80,000/OBO. Call Terry, 303-295-0077. (P03)

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)



**1985 Field Gymmy:** 2,130 hours, 6,500 miles, model 2000, 2,000-gallon vacuum tank, 4 and 6" hoses. \$24,000  
**Eugene Studer 419-988-3155, OH**  
Email [estuder@wavelinc.com](mailto:estuder@wavelinc.com) P04

**2003 International DT 466:** Auto., new 1,800 van tank, Jurup 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](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

## TV INSPECTION

2010 Ford, 16' high cube RST, POSM complete set-up, loaded, barely used. Email for info and pictures. \$90,000/OBO. 615-843-6828, brien@sani-techservices.com. (P04)

1986 aluminum 16' GMC step van, Aries CCTV inspection with UPDATED equipment. \$30,000/OBO. Call 904-284-2141 for more info and/or photos. (P03)

## TV INSPECTION



**CCTV Aries 2007 Freightliner:** Diesel pipeline inspection step-van with brand new command center, never been used, fully loaded sewer TV system in 18' step-van. Portable pathfinder, pan and tilt, Badger, LETS lateral launcher, pole camera, thermal image camera, DVD/VCR, PipeTech software, compressor, restroom, sink, generator, winch, plus much more! Finance .....\$250,000/OBO  
**CALL 925-784-2837** P03

Envirosight Rover 125 Camera System: Rover 125 steerable crawler upgraded with back up camera, additional light, and 512 locator. Complete wheel sets, camera control unit, desktop and remote pendant, and was recently serviced. See pictures at [www.empireequip.com](http://www.empireequip.com). \$34,500. Call Craig at 714-639-8352. (CPBM)

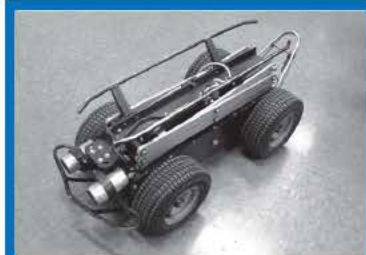


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**Call Dustin at 719-494-4927 for pictures and questions on each and every unit.** C05P04

2004 Ford E450 Aries inspection camera truck. Equipment is ready to be put to work. The truck was manufactured on 5/4/04: order #60859, system # sys 144, there is over 700' of cable on the unit. There is dual viewing station equipped with win cam software and is NASSCO certified. We have two tractors, one is a Badger TR3000 wheel camera transporter tractor, two is a TR2000, the camera head is a illuminator pan tilt camera, model #Pe-2700. The truck also comes with air compressor tools, tool box and various wheel spacers and tracks to change height and width of unit for multiple applications. \$89,000. I have a ton of pictures I can email you. 203-494-6525, CT. (CP05)

## TV INSPECTION



**Complete 2006 RST mainline camera system with lateral launcher.** Equipment was removed from old truck for a retrofit. Everything in working order. Go to [www.BrownEquipment.net](http://www.BrownEquipment.net) and click on Inventory for complete listing and pictures. ....\$35,000  
**Call Scott at 800-747-2312** P03

## VACUUM LOADERS

Two 2005 Guzzler vac trucks, 27" Hg, 10,062 and 8,530 engine hours, \$148,000/each. Two 2006 SafeVac's, 18" Hg, 4,853, and 8,632 engine hours, \$154,000/each. Please call 1-888-739-0838 or email [gmanzi@specenviro.com](mailto:gmanzi@specenviro.com), AL. (P03)



**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](http://www.VacuumSalesinc.com), (888) VAC-UNIT (822-8648). (PBM)



**Used Presvac:** 4,000-gallon steel vacuum tank, 750 Presvac vacuum pump, 360 cfm. ....\$8,750  
**814-696-4343, PA** P03

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

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

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 Attn: Jeff Rachlin, V. President  
 PO Box 220, Three Lakes, WI 54521

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