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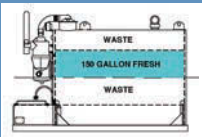
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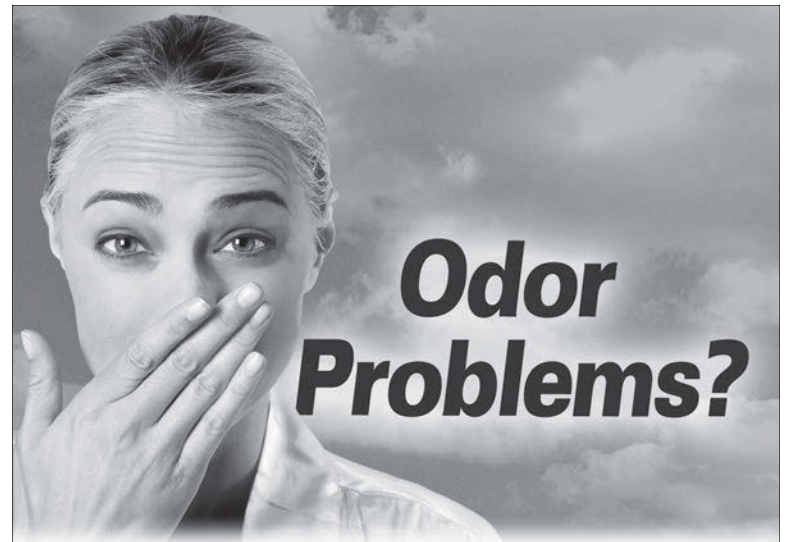
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**CIRCULATION:** 2012 circulation averaged 26,742 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

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# Keep Promoting Septic Socials

When you make a party out of customer education, you and your pumping and installing customers win

By Jim Kneiszel, Editor

**W**hen we shed some light on a Septic Socials project in Washington state in 2012, this local program seemed like the kind of idea that could take off in other parts of the country. In a May 2012 *Pumper Interview* feature, we talked to Teri King, of the Washington Sea Grant program, who laid out the step-by-step approach they were taking to educate the public about effective septic system maintenance.

I felt the local group's public service efforts were worthy of national attention, and we were happy to broadcast their story to the *Pumper* community. Since that time, I've noticed other communities starting up similar programs. One of those Septic Social programs was announced recently, clear across the country on the East Coast.

In Maine, the Androscoggin Valley Soil and Water Conservation District and Lake Auburn Watershed Protection Commission recently hosted their own Septic Social. The event was free and open to anyone who wanted to learn more about how septic systems work. To learn more about their local efforts at homeowner education, visit <http://www.androscogginswcd.org>.

Why are Septic Socials so important? Here are a few reasons to ponder:

## SYSTEM MAINTENANCE IS CRITICAL

In a simpler day, homeowners wanted to forget about their septic systems as soon as new grass covered over the tank. But new septic systems aren't a set-it-and-forget-it proposition. In fact, septic systems were never meant to be maintenance-free, even though many homeowners treated them that way. It's just harder to ignore today's septic systems, which often have moving parts, expensive componentry and face more pressure from heavy usage brought on by faster-pace lifestyles. Users require more frequent reminders about what's going on out in the backyard and must be trained to expect required maintenance at intervals.

## THE REPUTATION OF ONSITE WASTEWATER TREATMENT IS ON THE LINE

The onsite industry's ability to use new technology to build effective treatment systems in difficult situations is inspiring. Designers can overcome limiting site conditions in a way they couldn't have imagined even 20 years ago.

The industry is advancing so rapidly, and there's clearly a good-news story to tell about decentralized wastewater treatment. But all those advances won't mean a hill of beans if we can't convince homeowners and commercial users to take care of these more complex systems. A lack of consumer education will translate into poor performance, and fuel the fire of dissent among those who would argue the big pipe is the only way to go in the future.

You can't expect to either put these systems in the ground or pump out the tank and that's the end of the story. Continuing education has to be part of a long-term relationship with your customers.

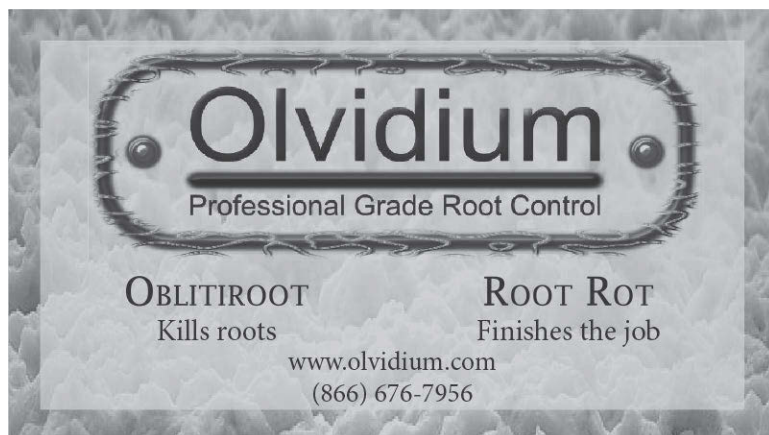
## YOU NEED TO KEEP CUSTOMERS HAPPY

A new onsite system or the repair or replacement of an existing system comes at a great cost to your customers. You can't expect to either put these systems in the ground or pump out the tank and that's the end of the story. Continuing education has to be part of a long-term relationship with your customers. "Service after the sale" should include a program to help owners keep their systems top of mind even as they appear to be working flawlessly year after year.

## KEEP IT GOING

Customer education is critical to the future success of decentralized wastewater treatment. As systems become more complex and environmental concerns grow, it will be imperative that pumpers and their customers work as a team to successfully maintain these private systems.

I thought from the start that the folks in Washington State hit on a great formula, choosing to combine a serious environmental awareness message with a party to gather the community together. And it's great to see the idea catching on across the country. ■





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# ADAPT AND WIN

Faced with rising disposal costs, tightening emissions restrictions and an outdated marketing approach, California's G & C Septic retools for success

By Ken Wysocky

Septic and grease pumper Shon Steele has some advice for old-school liquid waste haulers who want their children to keep the business in the family for another generation: Be open-minded and listen thoughtfully to your son's or daughter's strategies for modernizing operations. And remember that in all likelihood, it wasn't long ago that your father was the one resisting your newfangled ideas.

"I remember my dad and I butted heads when I was younger, so I know what it feels like to be on the other end," says Shon, who along with his wife, Connie, owns G & C Septic Tank Service Inc. in Galt, Calif., about 25 miles south of

*(continued)*

## Profile

**G&C Septic Tank Services Inc.**  
Galt, California

**OWNERS:** Shon and Connie Steele

**FOUNDED:** 1970

**EMPLOYEES:** 5

**SERVICE AREA:** 25-mile radius around Galt

**SPECIALTIES:** Septic and grease pumping, septic inspections

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



The G & C Septic Tank crew includes, left to right, Lance Brown, Brent Steele, Shon Steele, Connie Steele, Kelsey Steele, Cory Steele and Ken Gray. (Photos by Lezlie Sterling)



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**Left:** Left to right, Cory, Shon and Connie Steele discuss the day's service routes in the G & C Septic Tank office.

**Below:** Cory Steele stands in front of one of his new marketing initiatives, a billboard promoting his family's septic service company.

Sacramento. Their son, Cory, is the company's sales and marketing director - and chief change provocateur.

"Sometime I still lock up and say, 'No, this is how we do it,'" Shon admits. "But having been on the receiving end, I try to back off and really hear what Cory is saying and be a little more open-minded - don't let my stubbornness get in the way."

Judging by the company's website ([www.gandcseptic.com](http://www.gandcseptic.com)) and Internet presence on other social media sites, Shon practices what he preaches.

"I'm a bit of a dinosaur as far as technology and social media go," concedes Shon, whose company primarily pumps septic tanks and grease traps (about an 80 percent/20 percent split in terms of sales volume). "Cory is shoving me into the 21st century."

"My dad manages operations extremely well," Cory notes. "Introducing him to the benefits of sales and marketing has been both fun and a challenge at times."

Cory says that if he thoroughly explains proposed changes, how they'll work and what benefits will result, his father is more receptive to new ideas. "That works way better than just saying, 'We should do this,'" he says. "If disagreements pop up after that, we can work it out. There's friction there, for sure, which is probably true for a lot of family businesses. But he's open minded [to changes]. And if we both get to the same end goal, it's okay."

## DEEP BUSINESS ROOTS

Shon's father, Rick, founded G & C Septic in 1970 and eventually branched into onsite system installation and tank manufacturing. Shon has been involved in the business since he was in grade school. In 2004, he bought G & C Septic from his father.

“ We have a great relationship. I feel that my role here is to tweak our marketing and sales a bit ... and he's been quite receptive to that. For me, it's an adapt-or-die mentality. Shifting our business strategy will increase our effectiveness moving forward. ”

— Cory Steele



The complexities of running a liquid waste operation have increased substantially. Take a 2007 state law, for instance, that bars pumpers from using the same vacuum trucks to haul both grease and septage. The law - aimed at preventing septage from contaminating grease traps - has made pumping grease more complicated and raised expenses, Shon says.

"Before, we would take a single truck to Sacramento, clean three or four grease traps, dump it in Sacramento, then take off and pump out three or four septic tanks up there, too," he explains. "Now, if we do three or four grease traps in Sacramento, we dump in Sacramento, then have to drive back to Galt, where the driver has to switch trucks to go and do septic runs in Sacramento."

"I haven't performed a detailed analysis, but it definitely affects our bottom line," he says. "It adds another 1 1/2 hours of driving time a day, which increases fuel and other expenses while reducing productivity. And we haven't been able to raise fees or applied a surcharge because we need to remain cost-competitive."

(continued)

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**Right:** G & C Septic Tank technicians Ken Gray and Lance Brown have just pulled their truck, a 2008 Mack Granite with a 3,350-gallon steel tank built by Troxell Co. Inc., up to a disposal site at the Sacramento Regional County Sanitation District.

**Below:** Technicians Ken Gray and Lance Brown pump a grease trap at a fast food restaurant in Elk Grove, Calif.



Technician Lance Brown hooks up his hose to off-load a load of grease trap waste at a FOG disposal site at the Sacramento Regional County Sanitation District.

## New Facility Lowers Grease Disposal Cost, Turns Waste Into Energy

A new facility near Sacramento, Calif., that takes grease, fat and oil and turns it into electricity-producing biogas will also benefit grease pumpers like G & C Septic Tank Service Inc.

The facility is located at the Sacramento Regional Wastewater Treatment Plant in Elk Grove, about halfway between Sacramento and the company's home base in Galt. It is a joint venture of the Sacramento Municipal Utility District and Sacramento Regional County Sanitation District.

The treatment facility already accepts grease, but only if it comes from sources within Sacramento County; the disposal rate currently is 9.6 cents per gallon. The new facility, however, may soon accept grease, fat and oil from outside the county at a rate that's expected to be lower than other area facilities, says Cory Steele, the son of G & C Septic owners Shon and Connie Steele.

Cory says the new facility will help the company, which pumps an average of about 350,000 to 400,000 gallons of grease annually and may top 500,000 gallons in 2013. G & C Septic must dispose of grease in the county or municipality in which it was pumped, which subjects the company to varying disposal rates. That, in turn, creates profit margin inequities with, for example, restaurant chains that have locations across different municipalities.

If the new facility eventually accepts grease, it should make things easier and more cost-effective, he says.

He's also pleased that the cutting-edge facility uses anaerobic digesters to convert grease, fats and oil into biogas, converting waste into something usable. The gas will generate electricity for about 2,000 homes.

## EMISSIONS CHANGES

California's strict engine-emission standards also increase the costs of running the company's fleet of equipment, which consists of a 2008 Mack Granite with a 3,350-gallon steel tank built by Troxell Co. Inc.; a 2007 Sterling truck with a 3,150-gallon steel tank, built by Specialty B Sales; a 2004 International 7600 with a 3,150-gallon steel tank, built by J. Eagle Tanks; and a 5,500-gallon steel tanker trailer which Shon plans to use for hauling septage. The three vacuum trucks rely on HXL400 pumps made by Masport Inc.

With three trucks, G & C Septic is classified by the state as a small fleet, which means it must install a particulate filter on each truck by 2015. The cost? About \$15,000 per truck (the 2008 Mack is already emissions-compliant). If Shon buys a fourth truck, which he plans to do because he currently doesn't own a semi-tractor to pull the 5,500-gallon trailer, the business becomes classified as a large fleet, and must be emission compliant immediately. The upshot: Don't buy older trucks.

"I'll probably bite the bullet and retrofit both older trucks this year so that I can buy the tractor cab and get the tanker on the road," he says. "I'll buy a 2010 model or newer. My hope is that by getting out ahead of the curve and outfitting our truck right away, we can gain market share [compared to companies that don't comply immediately]."

Grease and septage disposal restrictions also have changed how G & C Septic operates. Local municipalities, like Lodi and Sacramento, for instance, only accept grease and septage collected from within their city/county limits. Along with that, disposal rates have increased exponentially; the Lodi waste treatment center, for example, now charges 62 cents per gallon for septic waste, and 30 cents per gallon for grease, up from 15 cents per gallon eight to 10 years ago, Shon says.

*(continued)*

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Shon, left, and Cory Steele supervise a grease trap service job.

customers find attractive and usable, satisfies G & C Septic's business goals (explains its services, educates customers, provides maintenance tips and so forth) and Google deems relevant, in terms

of searchability.

"It's a balancing act between all three," he explains. "You can have the greatest content in the world, but if it's not set up correctly in Google's eyes, then people won't find it."

Through research, Cory determined the four terms used most by people searching for septic and grease trap services: septic tank pumping, grease trap cleaning, septic system maintenance and septic inspections and evaluations. As such, those terms appear on tabs on the company's home page.

It's also important to update content frequently, which helps a website emerge near the top of consumer searches. Cory does this by regularly blogging about industry-relevant topics. In addition, the company also established verified business profiles at customer review websites such as Angie's List, Google Plus, Manta, Merchant Circle and Yelp, which help increase the company's Internet visibility.

Other advertising efforts include a van wrap, reminder cards mailed to customers and a billboard.

“You can have the greatest content in the world, but if it's not set up correctly in Google's eyes, then people won't find it.”

— Cory Steele

#### HELPING HANDS

Shon says things run smoothly thanks to the efforts of technicians

Ken Gray and Lance Brown, as well as his daughter, Kelsey, who works in the office, and his brother, Brent, a part-time employee.

With company sales and marketing strategies focused on obtaining new accounts and retaining customers, coupled with competitive pricing and efficient business procedures, G & C Septic is poised to serve its clientele for years to come, Shon says.

"When we were manufacturing and installing septic tanks and systems, we weren't growing our pumping," he continues. "Since we phased out those branches and now concentrate on the pumping, we would like to increase our market share.

"We've got good opportunities to grow by getting into disposal of wine manufacturing waste and increasing our grease trap customer base ... there are lots of restaurants out there," he points out. "But I realize that to do so, we have to embrace some of these new technologies and ideas." ■

#### BUILDING PUMPING CAPACITY

In response, G & C Septic transports septage to a treatment facility in Oakland that accepts waste from outside its boundaries and charges only 7 cents per gallon. It's a 200-mile round-trip, but the charge is so much lower than the rates in closer municipalities that it's still cheaper to do so, Shon says.

To increase pumping capacity, boost productivity and minimize transportation-related expenses, Shon owns three 20-foot flatbed, tri-axle trailers that each carry a 1,500-gallon steel tank (Lely Tank & Waste Solutions LLC built one and Shon fabricated the other two). Shon rigged a T-valve in the hose to run vacuum from the truck to the trailer-mounted tanks via a second hose, creating additional transport capacity without buying another truck.

#### SHIFTING MARKETING GEARS

Things continue to change on the marketing side of the business, too, thanks to Cory's emphasis on modern advertising methods and sales strategies. Cory, 26, who earned a degree in business marketing, says he's been working for his father on and off for the last 10 years. He currently works as a sales rep for a major paint manufacturer, too, which has increased his knowledge about sales.

"We have a great relationship," he says. "I feel that my role here is to tweak our marketing and sales a bit ... and he's been quite receptive to that. For me, it's an adapt-or-die mentality. Shifting our business strategy will increase our effectiveness moving forward.

"The most basic reason to be on the Internet is that so many people have smartphones nowadays," Cory adds. "It's all about being able to find and hold onto more customers, rather than waiting for the phone to ring. We want more accounts, and a website opens up your company to a very broad market, not just locally."

For G & C Septic, modernization meant replacing phone book advertising - the company's primary marketing tool - with a website, then supplementing it with social media. The company had already established a website that came as part of phone book advertising package, but it was fairly primitive and largely ineffective, Cory says.

"We spent about 75 to 80 percent of our marketing budget on seven or eight phone books, but they generated only 15 to 20 percent of our job leads, with the rest coming from our trucks, repeat customers and word-of-mouth referrals," he says. "So we cut off the books that cost too much and didn't deliver results, and we now run smaller ads in the couple of books we stayed with."

#### WEB DESIGN FOR TRAFFIC

Cory designed the company's website using WordPress, a user-friendly digital publishing platform. The trick, he says, is to set up a website that

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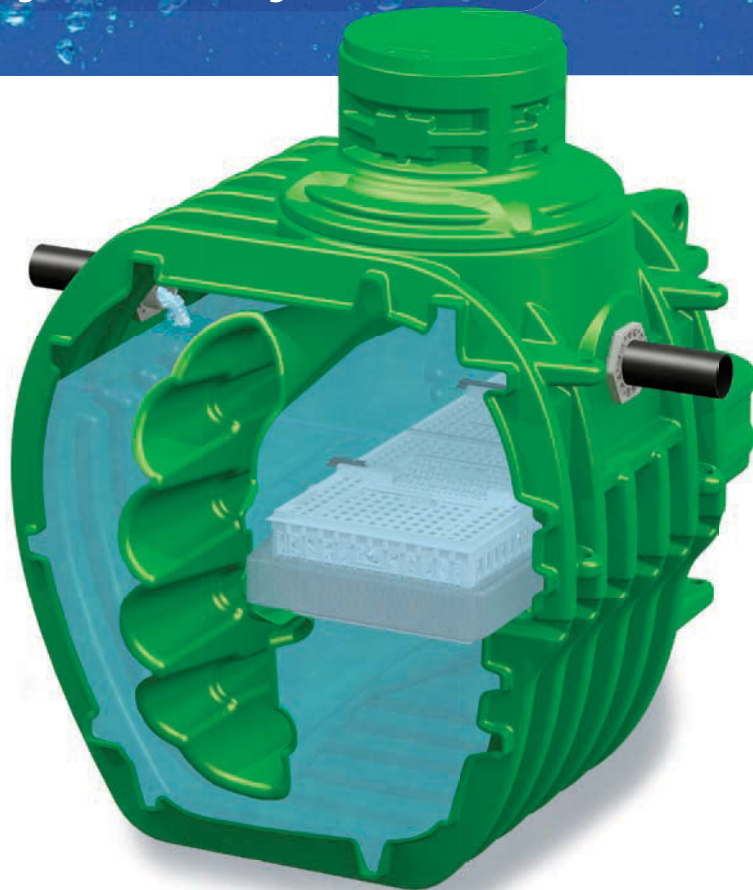
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# STEADY AS SHE GOES

Tighter regulation of restaurant grease traps and a convenient land-application disposal option helps North Carolina pumper Myrtle Creech build a recession-resistant business

By Seiche Sanders

**L**ittle girls often grow up wanting to be teachers, doctors or ballerinas. Not Myrtle Creech. From a young age, she knew she was going to become a plumber.

It was in her blood. Her father was a plumber, and all five of his children grew up to be plumbers. Myrtle, the second youngest, was the only girl. In the profession – and as it grew and stretched – she has found great satisfaction and a true love for her industry and her business, Creech's Septic Tank & Grease Trap Cleaning, in Lucama, N.C.

## Creech's Septic & Grease Trap Cleaning Lucama, North Carolina

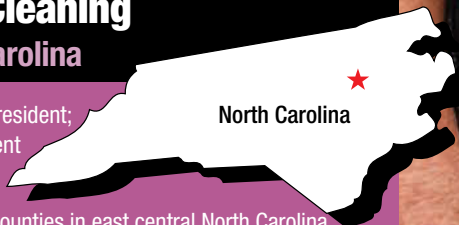
**OWNER:** Myrtle Creech, president;  
Travis Creech, vice president

**EMPLOYEES:** 3

**SERVICE AREA:** Several counties in east central North Carolina

**AFFILIATION:** North Carolina Pumper Group

**FACEBOOK:** Creech's Septic & Grease Trap Cleaning



When she was a little girl, Myrtle Creech wanted to become a plumber. Her childhood dream came true, and now her Lucama, N.C., company, Creech's Septic and Grease Trap Cleaning, serves as a tough-job grease pumper. (Photos by Stuart Jones)



She has also, unsurprisingly, kept the business all in the family. Her husband, Donnie, and one of her two sons, Travis, are part of the company and the three of them do it all, from pumping septic tanks to grease trap cleaning to ultimately disposing of the liquid waste on a portion of a 69-acre farm, which they own and maintain. Other services include high-pressure drainline cleaning, lift station services and pumping and hauling services.

### WOMAN'S WORK

Creech launched her plumbing business in 1977, when she was 27, after starting her family and dabbling in other jobs and industries. "It's what all the boys were doing, so I figured I'd try it, too," she says.

In 1988, the company bought a vacuum truck and started pumping. Both sons began pitching in while still in high school, and later, as work increased on the septic side, Creech's older son, Stacy, bought out the plumbing side of the business, Creech's Plumbing, which he now operates separately. The two often refer customers to each other.

Creech's company currently runs two grease trap pumping trucks in addition to offering septic services, and the restaurants that generate the grease now comprise 75 percent of total revenue. As the industry became more regulated, and restaurants were increasingly



**Right: Myrtle and Travis Creech clean a grease trap. Grease work makes up 75 percent of the workload for Creech's Septic & Grease Trap Cleaning.**

**Below: Myrtle is comfortable behind the wheel of her International WorkStar service rig.**



## Land Application a Winner for Creech's

While land application of septage has faced greater scrutiny from regulators across the United States, the disposal practice is used by Myrtle Creech and her North Carolina-based company, Creech's Septic & Grease Trap Cleaning. They've been spreading collected liquid waste since launching the company.

And Creech also isn't worried about land-spreading rules changing any time soon. Her family has land application down to a science, spearheaded by Creech's husband, who works full time on the family's 69-acre farm.

The crops that accept septage – millet and oats and rye – are limited to a 26-acre portion of the farm, situated away from neighbors. Crops are on a twice-a-year rotation. Harvested millet is baled and either given away or sold. Oats and rye are harvested before maturing, and turned back into the ground.

There are fairly rigorous reporting requirements outlined by the state Department of Environment and Natural Resources, including when tanks are pumped, the origin and required pH levels of the applied septage, where the septage is spread and the times when it can be applied.

"The land application site has been there for many years," she says. "We try our best to do what the [environmental department] wants us to do and everyone seems satisfied."

“ It would be a very expensive business to get in from the ground up. If I were not in this business I would not get into this business. It's very expensive to start up. It's really detailed and there is a lot of equipment and it keeps you busy 24/7. ”

- Myrtle Creech

required to dispose of grease in environmentally sound ways, the grease trap cleaning side of the business took off.

"Over the years, cities have it now that it's mandatory to pump them and to keep the grease out of the sewers," Creech explains. "We get contracts to pump them every 30 days. Some [cities] are a lot stricter than others."

Depending on the local regulations, restaurants are required to have their grease traps cleaned out every 30, 60 or 90 days. "The city sends the restaurant a form telling them how often they're required to pump them out, then the city comes and checks their logs, which we've signed stating when we were there."

### FARM HANDS

Creech bought land in 1988 so that the company could land-apply liquid waste rather than pay for its disposal. In 1999, as work picked up, the family purchased what had formerly been Creech's father's farm, where



**Left:** With a full load of grease on board, Travis Creech puts the hoses away and gets ready to drive back to the office.

**Below:** Myrtle Creech makes sure everything is ready to go before pumping out another grease trap using her International WorkStar vacuum truck built out by Lely Manufacturing.



“ When we do a job, we do it just like it was our own house. We keep our trucks really clean and we pride ourselves in doing a neat job. ”

- Myrtle Creech



Creech's husband works full time disking, planting and harvesting crops that remove the nitrogen from the soil.

“We have three storage tanks with a total capacity of 26,000 gallons and when we pump we come out and put it in the storage tanks and then we mix it and put it back in the truck and then he goes out and sprays it on the crops.”

The mixture is diluted into thirds: grease trap waste, septic waste and water, then applied to the crops, which include rotations of wheat, oats and millet. The state Department of Environment and Natural Resources regulates the types of crops planted, how they are maintained and that odors are contained.

“This is still an expensive job as you have to grow your own crops and have to keep your borders trimmed in the summertime. There is lots of crop work and that's where my husband comes in.”

The farm's sandy soil is ideal, Creech says, because moisture soaks in much more quickly than in heavier clay soils, preventing mud that could make it tough for trucks to cross the fields.

**The Creech family includes, left to right, Donnie and Myrtle Creech, their grandson Hunter Creech and their son, Travis Creech. At their feet is faithful four-legged assistant, Jack the family beagle.**

The company provides grease service across eight counties. Most restaurants have 1,000-gallon tanks, but they can range up to 2,500 to 3,000 gallons for bigger restaurants, she says.

The company's specialization in grease trap cleaning developed over time, and that gives it an advantage over others looking to get a piece of the pie. The trucks, the farm, the equipment: none of it happened overnight. “It would be a very expensive business to get in from the ground up.

(continued)

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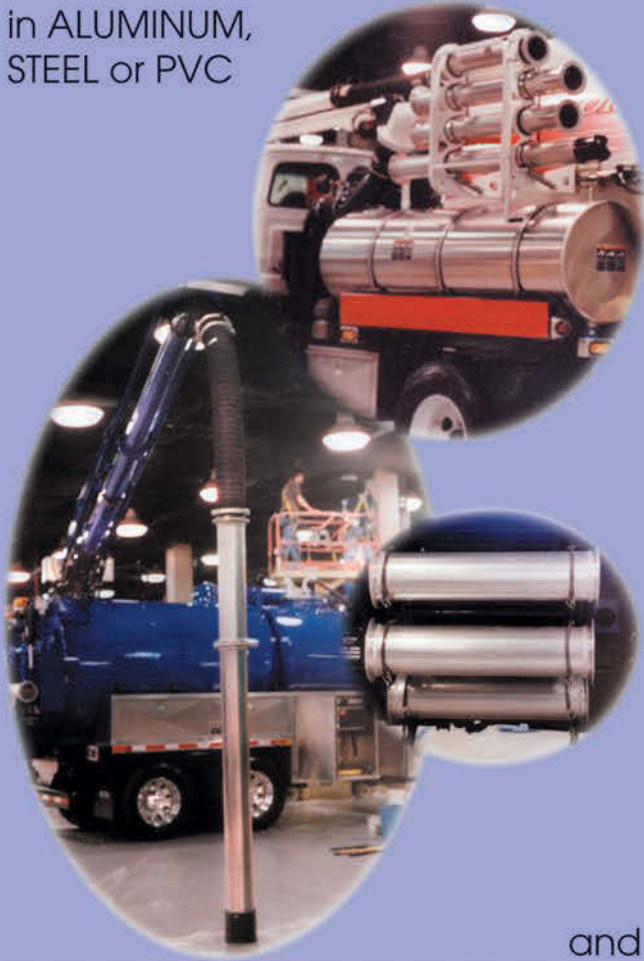
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"If I were not in this business I would not get into this business. It's very expensive to start up. It's really detailed and there is a lot of equipment and it keeps you busy 24/7. I pretty much don't have any time off, but I like it like that."

#### CUSTOMER FOCUS

Hitting the road and visiting customers is one of the things Creech likes best. In return for the company's careful attention to detail and professional, clean trucks, Creech earns the loyalty that has helped her business survive through good times and bad.

"When we go do a job, we do it just like it was our own house," she says. "We keep our trucks really clean and we pride ourselves in doing a neat job."

For restaurant customers, this means getting in and cleaning out grease traps before the doors open for business each day. "We pump most before the restaurants open. If they're open for business, we don't pump them," Creech explains. "Some open very early and some work we do at night." Restaurants open 24 hours a day pose a special challenge, where Creech's only approach can be to hit them during their slowest times.

Most grease traps are accessible from outside the establishment, but a few have grease traps inside. "We have a small hose that we keep on the truck for the inside grease traps - a really small hose and we just pull it through," she says.

Through good times and bad, Creech has found business has stayed on solid footing thanks to the moderating influence of the restaurant clientele.

"My profits have stayed pretty steady for a few years. The contracts we have keep us busy, and we're on every month with them. We're also on the Internet and we advertise in the Yellow Pages, but driving these trucks every day is the best advertisement we've got."

The company's grease trap rigs are 2011 and 2012 International WorkStar 7400 MaxxForce DTs with 2,500-gallon steel tanks with National Vacuum Equipment Challenger Series pumps. For septic pumping, the company has a 2007 International 4400 with a 2,500-gallon steel tank and NVE pump. A 1995 GMC Topkick with an 1,800-gallon tank is used on the farm to convey wastewater. All the trucks were built out by Lely Manufacturing.

#### DO IT ALL

Never afraid to get her hands dirty, Creech is intimately involved with all operations, from fielding calls on the road to driving the trucks and pumping grease traps. Given the employee count of three, she can be found most days running routes, multitasking all the while.

"I'm actually secretary, taking calls, making calls, returning calls," she says. "I'm proud of all of it. I built this from the ground up and I overcame a lot of people thinking that I didn't know what I was doing. I'm proud of my sons and of teaching them something - and they know how to do it and do it well."

"I have never met a challenge that scared me. I like challenges. I think it makes me work harder," she continues. "I don't ever see anything that I say I can't do. I'm going to do it."

And while Creech used to sit behind a desk, or have her nose buried underneath a sink, now she's on the road every day, and wouldn't change a thing.

"I love being hands-on and dealing with my customers," she says. "I like to work out in the field. I care nothing for the office - I don't miss that a bit." ■

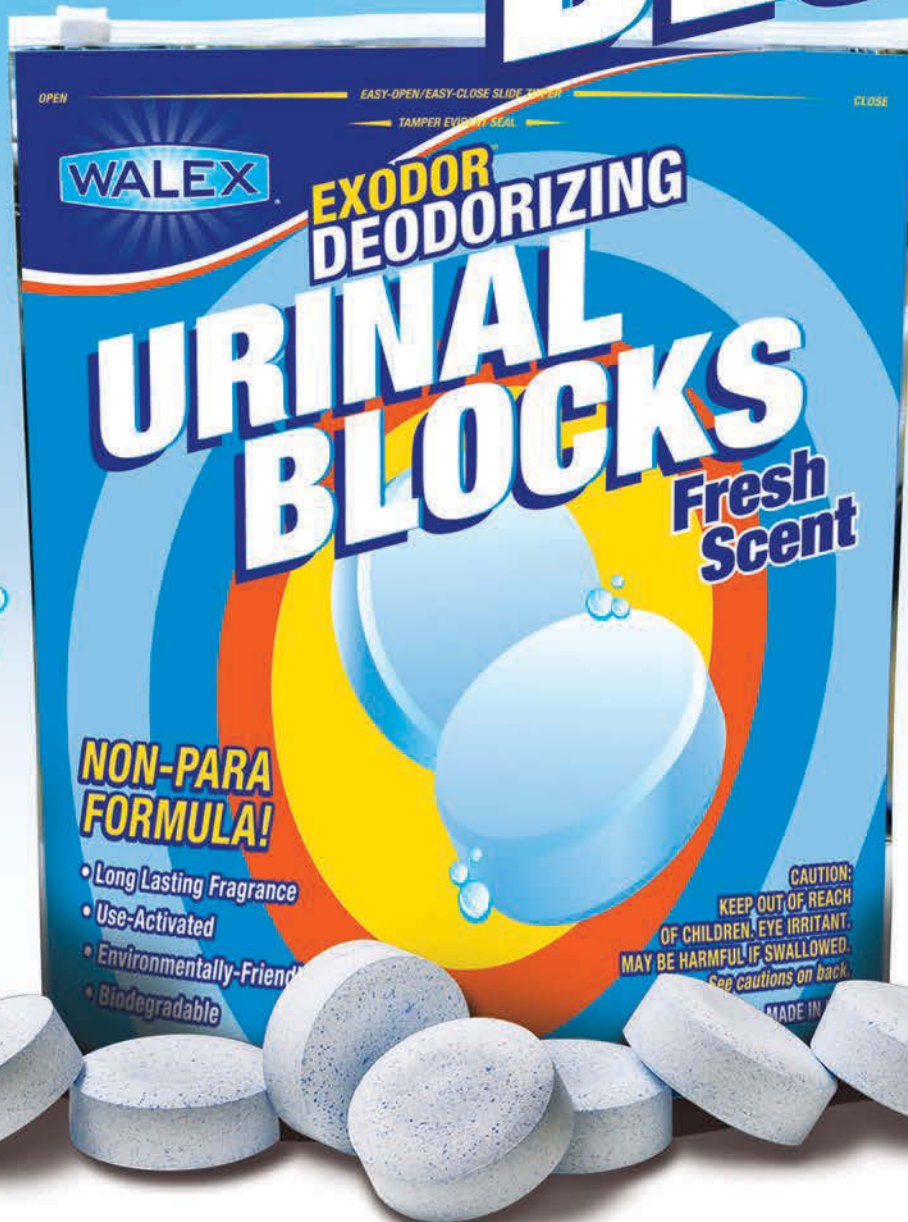
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# Racing Toward Indy

The Pumper & Cleaner Environmental Expo promises four fabulous and value-packed days in the Hoosier State **By Craig Mandli**

**S**ee the best new equipment. Take advantage of quality educational opportunities. Enjoy networking opportunities with your peers. Those three key components keep thousands coming back to the Pumper & Cleaner Environmental Expo International every year.

The Expo will return to the Indiana Convention Center Feb. 24-27, 2014, again showing off the latest products and technologies in the environmental services industry, as well as providing educational seminars and roundtable discussions taught and moderated by skilled industry professionals.

"The Expo is the one place the industry gathers where you can see the best equipment available from the best manufacturers, specific educational opportunities, and the chance to meet and network with others in the field from all over the world," says Bob Kendall, cofounder of COLE Publishing and president of COLE Inc. "Those ideas have always been the backbone of the Expo."

Education opportunities are the focus of Day 1 of the 2014 Expo, and will feature presenters from the industry's top manufacturers and associations. New to this year's Education Day is a business-marketing seminar from Suzan Chin of Creative Raven Marketing, as well as a technical session from National Tank Truck Carriers' John Conley, who will focus on preventing tank truck rollovers. There are educational opportunities for everyone, though, as sponsoring associations are offering over 50 sessions on Education Day.

Trade organizations taking part include the National Association of Wastewater Technicians (NAWT), National Environmental Health Association (NEHA), Southern Section Collection Systems Committee (SSCSC), National Association of Sewer Service Companies (NASSCO), National Onsite Wastewater Recycling Association (NOWRA), Waterjet Technology Association/Industrial & Municipal Cleaning Association (WJTA-IMCA), Portable Sanitation Association International (PSAI) and the National Precast Concrete Association (NPCA).

Learning opportunities are available throughout the week, with educational seminars from Expo exhibitors also slated for Tuesday and Wednesday, and the Roundtable Discussions set for the Expo's final morning. Not only can attendees gain valuable industry-specific knowledge, Expo education courses also count toward continuing education credits in many states. Visit the Expo website ([www.pumpershow.com](http://www.pumpershow.com)) for specific information on your state.

While the educational opportunities are immensely valuable and popular, it's the more than 550,000 square feet of tools, trucks and technology on display that leaves an indelible mark on most attendees. Every year, products introduced at the Expo become tried and true components of many industry professionals' toolboxes and equipment fleets. Outdoor demos will also be back for 2014. A new concept at the 2013 Expo, demos

featuring hydroexcavation, industrial vacuum trucks and CIPP lining were well-attended despite inclement weather, giving attendees yet another opportunity to learn about the newest innovations in the industry.

"It really is an opportunity to meet the people behind these products," says Kendall. "When you're talking about a hydroexcavating truck that costs a quarter of a million dollars, that's a big deal."

More than 8,418 people representing 3,730 companies attended the 2013 Expo, with 520 exhibitors nearly spilling out of the Expo hall. Expo organizers are optimistic that the 2014 Expo will be even bigger and better.

"We're aiming for even more exhibitors in 2014," says Julie Gensler, COLE Inc. trade show coordinator. "The interest is there. People in the industry know this is the place to be."

The list of exhibitors is continually updated on the Expo website, which you can also use to preview the educational sessions, study the interactive floor plan, plan your itinerary and search for hotel rooms. Several hotels boasting more than 4,900 guest rooms are directly connected to the convention center. Rooms are booking fast, though, so it's best not to wait.

"Indy has the most connected downtown you can find," says Kendall. "Once you get there, you can stay inside, and everything you need is within a short walk. It's the perfect location for an industry convention. All you have to do is get there."

While many attendees will spend their time roaming the Expo hall, attending education sessions and networking, Indy is also extremely family friendly, with several museums, entertainment venues and shopping opportunities, along with hundreds of restaurants within a short walking distance of the Convention Center. In fact, the number of industry professionals who base their annual family vacation around the Expo continues to grow each year.

Of course, no Expo week is complete without the annual Industry Appreciation Party, moving to Wednesday evening for the first time. In 2014, in addition to popular 25-cent tap beers, up-and-coming country music star Lee Brice will perform at the JW Marriott Hotel, connected to the Convention Center. The concert is free to all Expo attendees with full registration.

"Wednesday is always the heaviest attended day of the Expo," says Kendall. "Moving the Industry Appreciation Party to Wednesday made sense. It will give more attendees the chance to attend and let loose a little."

The 2014 Expo is shaping up to be another great four days. More surprises are in store, so hop onto the website and check out the constantly evolving schedule of events. Whether your goal is to check out the new innovations in the industry, educate yourself, meet your contemporaries or all of the above, you'll be glad you visited the 2014 Expo. ■

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Joelle Jay is an executive coach and the senior managing partner of the leadership development firm, Pillar Consulting, and the author of "The Inner Edge: The 10 Practices of Personal Leadership." Contact her at [info@theinneredge.com](mailto:info@theinneredge.com).

# Put Time On Your Side

Look for ways to gain productivity in your hectic workday, then be sure to take off a little time occasionally to rest and recharge the batteries **By Joelle Jay**

**A**mericans today are busier than ever, and it seems to be getting worse. More demands, new technology, layoffs, competition, day-to-day operations and family obligations combine to create the kind of pressure that can make it hard to breathe.

If you start to feel overwhelmed, you must learn to be more effective in your use of time. Instead of trying to go faster, maximize the time you have so you're more productive. It is possible, and the benefit is that as you gain productivity, you actually work less. These strategies will help you achieve more in less time:

## MAKE NEW TIME RULES

Financial advisors often tell people to set "money rules," such as "Save 10 percent of every paycheck." Money rules help you be decisive and stay true to your financial goals. For efficiency and quality of life, you can apply the same concept to your time by setting new rules, such as never open emails before planning the day, or always eat dinner at home.

To set up your own time rules, use this simple formula:

- Notice what's not working about the way you spend your time.
- Write down what would work — the way you wish you could spend your time.
- Make a rule that makes your time work well for you.

Here's an example:

- It's not working for me to have people walking into my office all day.
- I would prefer to have at least two consecutive hours a day with the door closed.
- Time rule: I close my door for two hours a day.

Time rules should be concrete and explicit, making it easier to hold yourself accountable. Once you set a rule, communicate it so you can accommodate the people in your life. They can only respect your boundaries if they're clear. Said another way, they can only follow the rules if you set them.

## POWER DOWN

Power down means turn off the technology. Yes, turn off — even though today's technology can help us maximize our time. We can use it to transform the way we work. It can buy us time, save us time, leverage time and organize our time. However, if you're not careful, technology can also use up all of your time. Just because you can be available 24/7 doesn't mean you should be. Just because you can send a text message at the same time you're setting up at a construction site doesn't mean you should do it.

The trouble is not with the technology. The abuse of technology is the issue. To combat the downsides to technology, a CBS news report offered this advice: "Give the brain time to relax with family, exercise, eat well and

Power down means turn off the technology. Yes, turn off—even though today's technology can help us maximize our time ... Just because you can send a text message at the same time you're setting up at a construction site doesn't mean you should do it.

ignore those emails." In other words, take control of your technology so you can get the important things done and not get distracted all day long.

Remember, this is not about ignoring people or shirking responsibility. It's about helping you focus so you can be more productive during your working hours. Think about the expectations you place on yourself and employees, and then create appropriate guidelines.

## TAKE A VIRTUAL VACATION

Research has shown your brain needs time to rest and recover. You'll work much more productively after you've taken a break. Just as your muscles need to recover from hard workouts, your brain needs time to recover from hard work. And while it would be wonderful to take a trip to Tahiti every few months, few people can do that. However, you can take a short virtual vacation as often as you like. Just close your eyes, breathe deeply and fill your mind with restful images, thoughts or music. Walking, running, biking and swimming are also well suited to resting the mind, but you can get away from stress with any kind of sport.

Of course, it doesn't have to be exercise. Some quiet time on the couch can bring all the rest you need if you're able to detach from the pressure. However you relieve stress, be sure it engages your mind, either by helping you escape into a relaxed state or getting you so involved in something else that you forget about work for awhile.

How does this increase productivity? It gives your mind the space and rest it needs to function at its best. As a result, you gain a clearer mind with clearer thoughts, which leads to more productive work.

## RECLAIM YOUR TIME

Ultimately, gaining productivity by maximizing your time is not about what you should do; it's about what you choose to do. Do you want to work more productively? Do you want to have more time to yourself and find ways to be rested and renewed? Then these strategies can help. So take control of your time and watch your productivity soar. And remember, the goal is not just to make the best use of your time; it's to use time to get the most out of your work and your life. ■

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# Strict septage disposal rules coming in South Carolina to stop PCB dumping

By Doug Day and Sharon Verbeten

The discovery of PCBs in upstate South Carolina wastewater treatment plants has prompted the Department of Health and Environmental Control to take emergency actions to prevent a spread of the toxic chemical while it and the U.S. Environmental Protection Agency investigate the source of the contamination. DHEC has banned the landfilling or landspreading of any biosolids, including septage, containing any level of PCBs. Small amounts of PCBs, under 50 parts per million, have been allowed in the past.

Since the original report of PCBs at three wastewater treatment plants this summer, the state has found contamination on a septage hauler's equipment, restaurant grease traps, waste oil storage tanks, an oil recycling company truck, and in a stormwater pond that also had an oil sheen. At least one septage hauler has been ordered to temporarily cease operations due to the contamination of its equipment.

Officials have said they are investigating reports that someone illegally discharged PCB-contaminated material into manholes and grease traps. They are also making appeals to the public and law enforcement to be on the lookout for suspicious activity.

The three wastewater plants where the contamination was found are the Spartanburg Sanitary Sewer District, Renewable Water Resources in Greenville, and the Town of Lyman. Those sewer districts have tested grease traps in their service areas and each found one instance of PCB contamination.

Some wastewater treatment plants are reportedly responding to the situation by placing new restrictions on septage haulers. Renewable Water Resources (ReWa) has confirmed that it is proposing several new regulations for haulers. Until they are approved, all septage loads are being monitored for PCBs, so deliveries are only accepted from 7:30 a.m. until 6 p.m. Monday through Saturday.

These ReWa proposed regulations were to be subject of a public hearing on Oct. 22 and scheduled for final approval on Oct. 28:

- All haulers (grease and septage) will be required to obtain Environmental Cleanup Liability Insurance, or another acceptable monetary instrument, in the amount of \$1.5 million. The insurance will be used to recover the additional costs related to the treatment and disposal of contaminated biosolids if it is confirmed that the contents of any hauler's truck was contaminated with PCBs. ReWa will be listed as a beneficiary of the policy.

- All trucks will be monitored and sampled for the presence of PCBs.
- The receiving facilities at the Mauldin wastewater plant will be limited to 8 a.m. to 4 p.m. Monday through Friday.
- Off hours dumping will be allowed on an emergency basis at an additional \$50 cost.
- The dumping fee will be increased by \$50 per load to offset the additional costs of monitoring and content analysis.
- All manifests will clearly indicate the source(s) of septage and/or grease.
- No co-mingled loads of grease and septage will be allowed.
- Each truck will only be used for the single purpose of hauling grease or hauling septage, there will be no cross usage of equipment for both wastes.
- Each grease interceptor will have locked manholes. All haulers will be required to have customer acknowledgement and permission to unlock the manhole for servicing. The customer shall sign a chain of custody document which shall remain with the truck driver and be surrendered to ReWa personnel at the time of unloading.
- All grease haulers will undertake a statistically supported analysis of the grease interceptors they service for the presence of PCBs. The haulers shall provide a list of all the grease interceptors they service. ReWa will develop the list of grease interceptors, and each hauler will be responsible for testing the contents for the presence of PCBs and reporting those results back to ReWa from a certified laboratory.

## Pennsylvania

Properly designed septic systems satisfy the state's anti-degradation requirements for water quality, according to a new law in Pennsylvania. Pushed by homebuilders in response to a 2011 decision by the state's Environmental Hearing Board, the new law removes a hurdle that slowed or prevented development in areas without public sewers, especially in high-quality or exceptional value watersheds.

The Pennsylvania Department of Environmental Protection argued that its requirement for a 10-acre minimum for any lot developed with onsite sewage in high-quality or exceptional value watersheds was needed to protect water from nitrates. Opponents said the policy would have depleted property values and made construction much more difficult and expensive by requiring extensive studies and the use of specialized septic systems.

They also argued that the previous regulations applied to areas with low nitrate levels in rivers and streams, but did not apply to other areas that already had nitrate-impaired waters.

The law became effective in July, though it is possible that challenges could be filed claiming it violates federal requirements.

## Rhode Island

Rhode Island has a new plan to prevent conflicting rules on environmental protection. Legislation signed by Gov. Lincoln Chafee calls for a single statewide standard for wetlands protection, septic systems and coastal conservation.

Currently local governments can set stricter rules and different aspects are regulated by different state departments. Supporters of a single standard say current rules make it confusing for businesses and property owners looking to develop land or operate septic systems, and that the changes will help improve the state's business climate.

The new law creates a task force of state and local officials, scientists and business owners that will recommend statewide regulations by Dec. 31, 2014. Legislation based on the report is supposed to be introduced in early 2015.

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**Illinois**

Peoria County is working to revamp and tighten its regulations for septic systems. Among the proposed changes are more inspections, the ability to include room for a backup system on the property and a requirement to keep treated effluent underground.

A dozen people challenged the proposal earlier this year, saying the measure is too far-reaching in some areas, incomplete in others and was written without public input. Homebuilders, real estate agents, septic system contractors, environmentalists, public health advocates and others are examining the changes. ■

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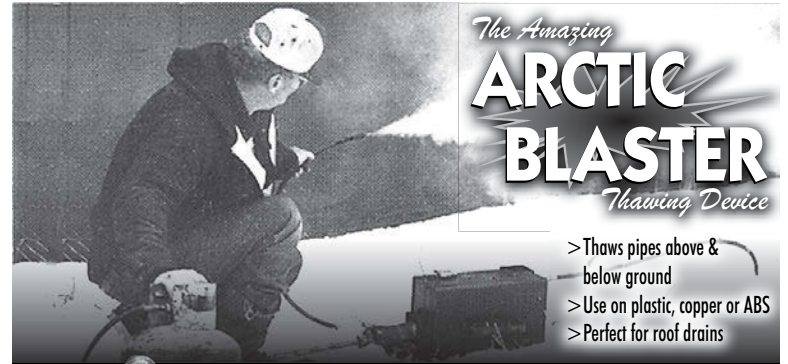
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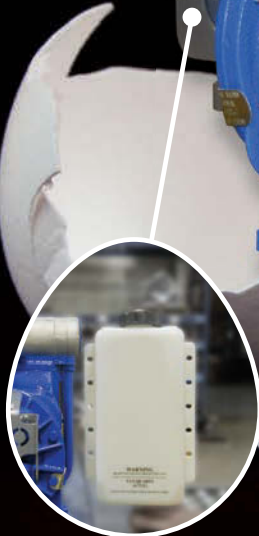
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# Measuring Up

What's the best way to check on your tank capacity on a service route? Sight glasses or tubes, or electronics?

*This feature in Pumper reports noteworthy conversations that take place at the Pumper Discussion Forum, an online forum for industry professionals found at [www.pumper.com](http://www.pumper.com). Pumper Discussion enables exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemical and additives and much more. Information and advice in "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 does everyone use to monitor liquid levels in the truck tank? My truck has a sight glass, which once dirty is useless. Any other ideas?

**ANSWERS:**

Sight glasses and keep cleaning them.



Small PSI gauge and do the math?



I have always used sight glasses and kept them clean, which has worked great. But in my area everyone charges by the gallon, which has led to more than a few people lying to customers and at the disposal site about gallons. So four or five years ago, on my last four trucks I had the Moro Accu-Level installed. It's a very nice piece. You're able to show customers exactly what's on your truck before you get started and after you finish. It leaves no questions in anyone's mind. I like it so much that I didn't even have sight glasses installed on my last truck.



I like a sight tube in the front and sight glasses on the back of the tank, which gives you two ways to check your level, show your customers how much you are taking out if they ask, and know how much is in the tank when your truck is parked on a grade.



The sight tube uses clear food-grade hose with couplings on each end for easy cleaning. If you live in freezing country make sure the bottom elbow is mounted so it drains back into the tank when empty. The electronic gauges work well but the sonar they work on does not work unless vacuum is relieved. Sonar does not work in a vacuum. ■



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# Movin' On Up

Michigan's Gretchen Hole trades standard restrooms for upscale trailers and scores big with movie, TV and wedding customers **By David Steinkraus**

**A**fter 15 years in the portable sanitation industry, Gretchen Hole made a decision about a year ago to sell her inventory of standard restrooms and concentrate solely on providing high-end restroom trailers for special events.

It wasn't a lack of business or a lack of enjoyment that pushed her away from the original business plan she followed for her Poopy's Potties company in Holly, Mich. As a woman working mostly alone, the problem was the accumulated physical cost of pushing, pulling and heaving portable restrooms into place and on and off a transport trailer.

Hole retooled her business with a new name, Swanky Restroom Trailers by Gretchen ([www.swankytrailers.com](http://www.swankytrailers.com)), using equipment from Comforts of Home Services Inc., and targets the needs of clients who want more than the ordinary restroom. As a result, there's no more wrestling with portable units and she's developed a new market for her services. And she's found success teaming with a network of partner businesses that ease her workload while everyone makes money.



Gretchen Hole

**Pumper:** How do you connect with potential customers?

**Gretchen Hole:** A lot of my business comes from referrals, and I make sure to have business cards in the units because people will pick those up at events. A woman from a chamber of commerce did that, and I've been getting regular business from them. Movies and TV shows are about 50 percent of my contracts. I was lucky when I got into that. A bunch of shows came to film in Detroit so I ended up getting some big accounts. Then I joined the Michigan Film Office, and that lets location managers find me. They're the people who set up support services, and that's a small group. Develop a good reputation with a couple of them, and they'll mention you to other people.

When a lot of those shows left, I had to figure out another market. I moved into wedding services and VIP events and advertise on websites where brides shop for services. I hardly ever get a phone call now. Most customers write emails, usually late at night. Sometimes I don't even talk to the customer on the phone when I'm setting up a job. I'll write, "OK, I'll call you the week of your delivery," and that's the first time I ever talk to them. To make it easier for customers, I put a contact form on my website. All people have to do is fill it out. I respond within 24 hours with a quote, and I follow up with a phone call if they have questions.

**Pumper:** How do you set your units apart from others that customers see?

**Gretchen Hole:** On my newest trailer I designed the whole interior myself. Comforts of Home will let me do that – one reason I love those trailers – and

then build it to my design. I have it set up so I can switch out the decorations – like the artwork or the rug – so I can have a different color. If I'm doing a wedding, I'll ask the bride what colors she's using and decorate the interior to match. I can put in pictures of the couple or their events, like an engagement party. For one TV show I hang photos from it. If the customers want to decorate themselves, I'll deliver the trailer plain.

**Pumper:** How far do you go for jobs?

**Gretchen Hole:** I'll go pretty far. I live between Detroit and Flint but I have gone as far as Traverse City, which is about 3 1/2 hours to the northwest on the shore of Lake Michigan, the other side of the state. I've done VIP events in Harbor Springs, near Traverse City. They're big into horses there. I priced my service so it pays, and it's high, but people are paying it.

I'm in my third year with National Geographic for a show called "The Incredible Dr. Pol" that follows a veterinarian. It's kind of crazy; they called me because I'm two hours away from them, but I priced it out, and they still went with me. This year the season is February to August, but I have

a complete schedule ahead of time so I can rent my trailer to other clients when the show is on break from filming.

Customer service is so important, not only to the present job but also for future business. I know my trailers are impeccably clean. When I drop a trailer off, it looks brand new. That's also why I replace trailers fairly often; an older trailer can be very clean but still look second-rate just because it's a little worn.

- Gretchen Hole

**Pumper:** How do you handle service for your units?

**Gretchen Hole:** I call up another pumper and contract with him to pump out my trailer. Then I don't have to have a [vacuum] truck. That's a big expense to have, especially for me, because maybe once a week I need to have something pumped out. So the trailer is pumped out before I bring it home, and that helps a lot because I have only two or three days to thoroughly clean it and make any repairs before the next job.

This year I have a wedding almost every weekend, so on Thursday or Friday I'm on the road to deliver. I always try to pick everything up on Sunday. People like the Sunday pickup, and I understand they don't want my trailer sitting on their property for an extra day once their event is over. I tell clients I won't come too early so I don't wake them. A lot of my competitors won't work on Sunday.



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I even met a couple of pumpers around Traverse City who told me I could leave my trailer with them between rentals so I don't have to haul it back and forth from Detroit. The more people you know the better. It all comes down to relationships. Good relationships make my life so much easier, and the same goes for my partners.

**Pumper:** What does your future look like, and what about Poopy's Potties?

**Gretchen Hole:** I had to keep Poopy's Potties. I'd been in business for so long everyone in the area knows me, and they keep calling about jobs. But now my friend Ray [Birchmeier of R & D Septic, New Lothrop, Mich.] delivers and services the units. I'd started working with Ray on big events. I book everything just like I used to, and we agreed on a commission for me. I use pictures of his units on the website.

Ray and I share the same idea of service quality, so customers calling me based on my reputation won't be disappointed. Customer service is so important, not only to the present job but also for future business. I know my trailers are impeccably clean. When I drop a trailer off, it looks brand new. That's also why I replace trailers fairly often; an older trailer can be very clean but still look second-rate just because it's a little worn.

Right now I have two two-room trailers. One can handle an event with up to 300 people, and that's 95 percent of what I do. There are a couple of other companies I partner with; I refer business to them if I get a call when I'm booked, and they do the same. I could add a third trailer. I've had to turn down some jobs, including a movie, because my two units were already spoken for. Next year I'll probably buy a third trailer, but I'm still thinking about that. I would rather grow slowly than too fast. ■

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- 9:30 a.m. Pipe Bursting a Mature and Diverse Trenchless Technology
- 11 a.m. Resurgence of Chemical Grout Industry: Niche Business Opportunities
- 1:30 p.m. Chemical & Biological Control of F.O.G. in a 2,500-Mile Collection System
- 3 p.m. Lateral Rehabilitation, What's Available
- 4:30 p.m. Fiber Optic Temperature Sensing Technology for CIPP Cure Quality Control

## NEHA NATIONAL ENVIRONMENTAL HEALTH ASSOCIATION

- 8 a.m. DEER in the Headlights
- 9:30 a.m. Basic Chemistry of Onsite Wastewater Treatment Systems
- 11 a.m. Making the Most of Experience: Training and Credentials for Wastewater Pros
- 1:30 p.m. Winners Communicate
- 3 p.m. Best Available New Technology
- 4:30 p.m. Best Available New Technology: How to Get Your Regulators on Board

## NPCA NATIONAL PRECAST CONCRETE ASSOCIATION

- 8 a.m. 7 Things About Design, Installation & Maintenance of Precast Concrete Tanks
- 9:30 a.m. Grease Interceptors: A Slick Solution to a Greasy Problem

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- 8 a.m. Preparing for your First High Pressure Waterjetting Job
- 9:30 a.m. Vacuum Truck Operation and Safety
- 11 a.m. Hydroexcavation: Getting the Best Bang for Your Buck

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- 8 a.m. Preventing Tank Truck Rollovers

## PSAI PORTABLE SANITATION ASSOCIATION INTERNATIONAL

- 9:30 a.m. State of Global Sanitation
- 11 a.m. Industry Image
- 1:30 p.m. Visions of the PSAI and the Education Initiative
- 3 p.m. What's New with OSHA Safety Requirements
- 4:30 p.m. An Introduction to Entering the Federal Government Contracting Arena

## SALES & CUSTOMER SERVICE FRANK TACIAK

- 8 a.m. Be Always Profitable: Setting up the Sale
- 9:30 a.m. Be Always Profitable: Your Best Sales Presentation
- 11 a.m. Be Always Profitable: Servicing Your Sale
- 1:30 p.m. Be Always Profitable: Our Attitude to Success

## NAWT NATIONAL ASSOCIATION OF WASTEWATER TECHNICIANS

- 8 a.m. CSA 2010 Implementation/Impact on Carriers/Drivers
- 9:30 a.m. DataQ's: When and How to Challenge
- 11 a.m. US DOT Update/Recent, Upcoming and Proposed Regulations
- 1:30 p.m. What is a Good Septic System Inspection?
- 3 p.m. The History of the PSMA Hydraulic Load Process
- 4:30 p.m. Improving Arizona's Inspection Program to Meet Modern Challenge

## NOWRA NATIONAL ONSITE WASTEWATER RECYCLING ASSOCIATION

### » SITE EVALUATION AND DESIGN OF ONSITE WASTEWATER TREATMENT SYSTEMS

- 8 a.m. Why Do We Care About Soils?
- 9:30 a.m. Design for Dummies
- 11 a.m. How to Do a Good Site Evaluation
- 1:30 p.m. Designing for Tough Sites
- 3 p.m. Wastewater and Soils: Clean It Up AND Get It To Go Away
- 4:30 p.m. Good Installation for Long-Term User Satisfaction

### » FROM INSTALLATION TO MARKETING YOUR BUSINESS AND EVERYTHING IN BETWEEN

- 8 a.m. Look Out for Gophers! Taking Care of Mound Systems
- 9:30 a.m. ATU's - How to Make them Work
- 11 a.m. Rest Stops: A Case Study of Challenging Wastewater
- 1:30 p.m. Troubleshooting Onsite Systems
- 3 p.m. Installation Mistakes: How to Avoid and Fix Them
- 4:30 p.m. Marketing & Customer Service for Small Business Owners

## SSCSC SOUTHERN SECTION COLLECTION SYSTEMS COMMITTEE

- 8 a.m. Personal Safety
- 9:30 a.m. Understanding the Nuances of a Quality CCTV Inspection Program
- 11 a.m. In the Trenches with Trenchless Pipeline Repair and Renewal
- 1:30 p.m. Nozzle Application: What, Why, Where, When and How?
- 3 p.m. Stop It! A Closer Look at Plugging
- 4:30 p.m. Getting the Most out of Your Combination Unit

## BUSINESS TRAINING & MARKETING SUZAN CHIN

- 1:30 p.m. Marketing on a Shoestring
- 3 p.m. Getting Some... Brand Recognition
- 4:30 p.m. The Online Marketing Toolbox

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## TUESDAY SESSIONS

February 25, 2014

### SSCSC TRACK

- 8 a.m. Don't Fear the Shapefile
- 9:30 a.m. What's Important for Your Company; Is it Size, or Profit or Both?
- 11 a.m. 1 + 1 = 14: Cleaning and Inspection Equipment Working as an Entity

### NAWT LAND APPLICATION TRACK

- 8 a.m. Be Ready to Land Apply
- 9:30 a.m. Soils and Cropping Systems
- 11 a.m. Land Application Rates and Nutrient Management

### SAFETY COMPLIANCE TRACK

- 8 a.m. OSHA Confined Space and Fall Protection Untangled
- 9:30 a.m. Air Monitoring Application for the Liquid Waste Industry
- 11 a.m. T.B.D.

### MUNICIPAL TRACK

- 8 a.m. Sealing - Take Control of Inflow & Infiltration in Manhole Sealing Systems
- 9:30 a.m. DC Water is Utilizing CIPP to Rehabilitate the Nation's Capital
- 11 a.m. Nozzle Explanation and Selections

### INSTALLER TRACK

- 8 a.m. Septic Tank Bells and Whistles
- 9:30 a.m. Aeration Units for On-Site Septic Systems
- 11 a.m. Understanding ATU's, their Service Requirement, and Maintenance

### GENERAL TRACK

- 8 a.m. Portable - The Best of Both Worlds - Liquids vs. Portion Control Deodorizers
- 9:30 a.m. Vacuum Loaders - Taking the Mystery out of Vacuum Truck Operation
- 11 a.m. DOT Compliance - The Value of DOT Certification for Vacuum Trucks

### CUSTOMER SERVICE & EMPLOYEE DEVELOPMENT

- 8 a.m. Gen Y + Gen X + Baby Boomers = #@\$%???
- 9:30 a.m. Get and Keep the Best Co-Workers
- 11 a.m. Win, Win, Win in Residential Service Contracting

## WEDNESDAY SESSIONS

February 26, 2014

### BUSINESS TRACK

- 8 a.m. Improving Profitability through Tracking
- 9:30 a.m. How Paperless Operations Save Time and Money
- 11 a.m. Book More Calls - Wow More Customers

### PORTABLE TRACK

- 8 a.m. Deodorizers and Making the Right Choices
- 9:30 a.m. Oh Shift! 6 Future Trends You Must Gear Up For to Compete and Succeed
- 11 a.m. Portable Restroom Service Units

### MUNICIPAL TRACK

- 8 a.m. Sewer Cleaning 101
- 9:30 a.m. Underground Coatings - Restore Deteriorated Infrastructure
- 11 a.m. How Small Contractors Can Make Big Money Doing Manhole Rehabilitation

### LIQUID WASTE TRACK

- 8 a.m. Right Sizing Your Pump System
- 9:30 a.m. Make More Money by Using a Biological Product with Your Services
- 11 a.m. Septic Drainfield Restoration

### ADVERTISING & MARKETING TRACK

- 8 a.m. Advertising and Marketing for Service Companies
- 9:30 a.m. Getting Sales Personnel to Properly Price and Present
- 11 a.m. 7 Incredibly Effective Ways to Improve Your Sales



### ONSITE INSTALLER COURSE

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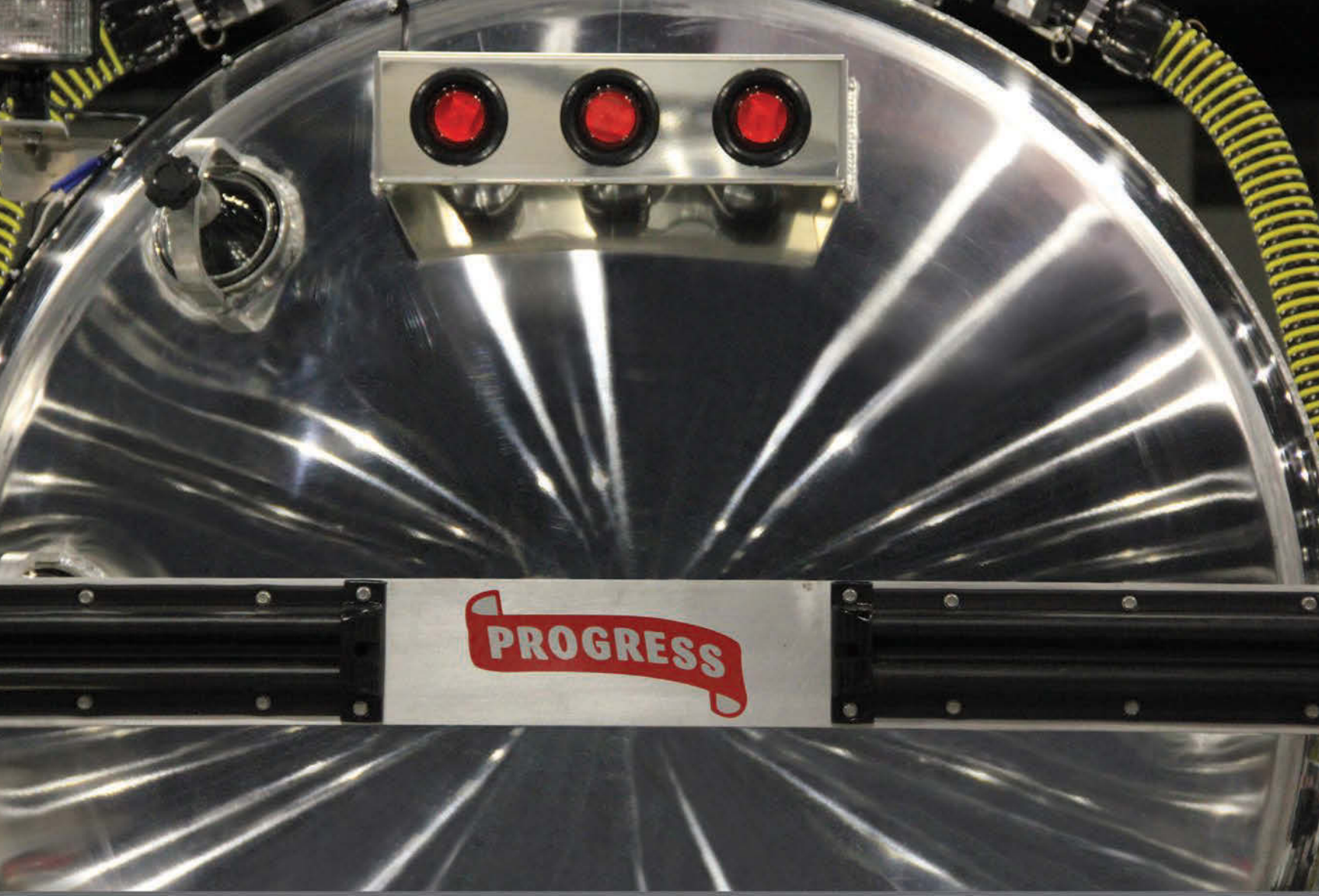
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Erik Gunn is a business writer in Racine, Wis. Readers may direct inquiries to him by contacting this publication at 800/257-7222 or e-mailing editor@pumper.com.

# Paying it Forward

Following a strategy for saving will make your next big equipment purchase much easier

By Erik Gunn

**H**ow did you pay for the last big piece of equipment you bought? And how would you want to pay for the next one?

You may think that for big-ticket items – a new truck or some other piece of machinery, say – it’s inevitable that you’ll have to get financing. And it’s true there is an advantage for many businesses to stretch payments over time.

But that’s not the only way to go. When it comes to acquiring major pieces of new equipment, you have three alternatives.

Financing is, of course, one of them: After a down payment, you take out a loan for the balance of the cost of your purchase and pay it out over time, with interest, typically with monthly payments.

Another is leasing: You may have a large up-front payment – depending on the terms of your specific deal. In either case, you then have monthly payments, as with a loan. The difference is that after a fixed amount of time you can walk away from the transaction or buy the product at a price usually set in advance.

But some business owners opt for a third way: cash. You do that for small purchases all the time. And with careful planning you can even use it for high-priced items.

## BALANCING YOUR INTERESTS

Which alternative will serve you and your business best can depend on a lot of factors – not just the obvious ones.

If the equipment is expensive and your need is genuinely urgent, financing may be your only option. Even the most profitable small business is unlikely to be able to just peel off tens of thousands of dollars or more on the spur of the moment to replace a machine that broke down unexpectedly.

And if you have another reason to want to hang on to cash – to cover expenses and payroll during a predictable, upcoming seasonal slump, for instance – you have another incentive to borrow for a major purchase.

Leasing offers some of the same benefits as borrowing, but it also has a downside. While a lease often has a lower up-front cost, it’s likely to be more expensive overall than a simple loan, especially if you want to keep the product when the lease expires.

Leasing has some other distinct advantages, though. The main one is that it can help you guard against obsolescence.

If the product you need is expensive and is also one frequently upgraded thanks to rapid technological advances, you might think twice about owning it outright. By leasing, you could simply upgrade to the newest model every few years.

## CASH ON THE BARREL

Some business owners, though, prefer to keep finance debt to a minimum. And the best way to do that is to pay cash when you buy something new.

Even if you do finance or lease equipment, you still need to be saving for the down payment or other up-front costs, as well as the buyout cost in the case of a leased product you choose to buy at the end of the lease term – just as people hoping to buy a house someday save for the down payment, even if they know they’ll have to take out a mortgage.

Households save for the future in other ways – and more should, as personal finance experts will no doubt attest.

But so do municipalities. Equipment replacement funds are common on the line-item budgets of many units of government. They are sometimes required by law. In Wisconsin, for example, the state Department of Natural Resources oversees local municipal sewer collection and treatment agencies and issues the permits required for operation. One condition of those permits is for the municipality “to properly operate and maintain the facilities, including maintaining adequate funding.”

**Even the most profitable small business is unlikely to be able to just peel off tens of thousands of dollars or more on the spur of the moment to replace a machine that broke down unexpectedly.**

For municipalities that receive loans from the state Clean Water Fund Program to help cover the costs of treatment facilities, an equipment replacement fund – or ERF – is also a requirement. The DNR rule specifies the fund is to be used “only for expenses incurred for equipment related to the municipality’s wastewater treatment works or urban runoff treatment works” – including both the cost of the equipment as well as the costs of installing it.

The rule further specifies how much the community must set aside based on the cost of the equipment that it covers. For communities with \$1 million or less in the assets covered by the rule, the equipment replacement fund balance must be at least 50 percent of that value. As the amount increases, the required percentage falls; communities with more than \$30 million in relevant assets must keep 5 percent of that value in their ERF. As you can easily see, that indicates those higher-priced items are probably still going to be purchased through a loan, but the regulation is aimed at making sure the agency has enough for a down payment.

## MAKE IT A HABIT

Private business owners aren’t governed by that sort of regulation, of course. But that doesn’t keep you from abiding by its spirit.

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You can do that any way that works for you. One simple approach is, with every price you set for a service, simply build in a fixed percentage to cover future maintenance and replacement of your assets. When you get paid, put that particular sum aside into your designated fund.

If you wanted, you could tie the size of that added factor directly to the kind of job and thus the nature of the equipment that you use, but that's a lot of work and isn't really necessary. Picking an appropriate flat percentage for everything is going to be easier.

Your tax advisor or accountant will be able to help you figure out just how much - and also how to make sure that it gets properly accounted for so that it's not treated as taxable profit when it hasn't been distributed.

Just like a municipal sewer utility, your business depends on quality equipment to do the job efficiently and deliver value to your customers. Making sure you can adequately maintain your equipment and replace it when the time comes ensures you live up to that standard. ■



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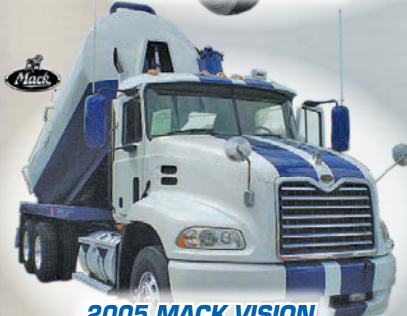
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio Lifetime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

# Not So Baffling After All

To forecast corrosion problems and prevent improper waste or effluent flow, make inlet and outlet baffle inspection a priority in every tank cleaning **By Jim Anderson**

**W**hat is the purpose of a septic tank baffle?

This is a question that homeowners often ask, usually in connection with a conversation after a recent inspection shows the baffles need to be repaired or replaced. So it is a legitimate question as your customers realize they are going to have to spend some money.

Before directly answering the question, a brief explanation about what the inside of their tank looks like is in order. The tank should have three separate layers: a floating scum layer on top, relatively clear water in the middle and a sludge layer in the bottom. If these three layers are not present when evaluating the tank, the service provider is on a mission to determine the cause. One of the most likely causes is related to our question above: One or both of the septic tank baffles are missing or damaged.

A septic tank should have baffles at both the inlet and outlet. The purpose of the inlet baffle is twofold: to direct flow from the house sewer downward into the tank to create a longer detention time for the sewage to allow settling of solids, and to keep the floating scum layer from plugging the inlet pipe. The outlet baffle also has two functions: to prevent floating scum or debris from passing to the drainfield, and to ensure the effluent moving to the next part of the system is from the clear effluent zone. These days we enhance the first function through the use of effluent screens to keep large floating solids or debris from passing downstream.

## TWO TYPES OF BAFFLES

There are two basic types of baffles: plastic sanitary tees and wall baffles. Wall baffles are built-in and often create more space for the solids carried through the house sewer to move into the tank. Having said this, sanitary tees, by nature of their construction, are less likely to have plugging problems. Either type of baffle will work if they are properly installed. But without proper tank installation, baffles can rapidly deteriorate so they do not operate the way they should. And in older tanks with wall baffles, it is difficult to add an effluent screen to the system. When wall-attached baffles need replacement, it is usually accomplished by retrofitting a sanitary tee.

Sanitary tees are different from a standard tee as they are curved to avoid a straight lip that can be a solids catcher, particularly at the inlet. These days this hardly bears mentioning because professionals readily recognize the difference. Back when I started in the industry there were a lot of standard tees installed as repairs that led to their own problems. Now many prefabricated septic tanks come with a sanitary tee already installed.

Baffles must be properly connected. A wall baffle should be connected in a way that will not corrode. All baffles must be attached so they remain in place over the life of the tank, and they must be accessible for inspection and replacement. Baffles made of PVC sanitary tees must be properly glued and affixed to the inlet and outlet piping. The holes the pipe passes through must

Sanitary tees are different from a standard tee as they are curved to avoid a straight lip that can be a solids catcher, particularly at the inlet ... Back when I started in the industry there were a lot of standard tees installed as repairs that led to their own problems.

be properly sealed to keep the tank watertight and to prevent root entry.

This is where many repair jobs fall down – a wall baffle is replaced with a sanitary tee but the job of patching around the hole is slipshod, allowing space for roots or surface water to enter the tank. If you are inspecting the tank, verify nothing is plugging the baffles. If there is an effluent screen, it should be evaluated for cleaning.

## CHECK FREE FLOW

During a routine inspection, verify there is enough free space between the inlet pipe and the wall baffle to allow free flow of water and solids to the tank. There should be 2 to 4 inches of space. This is a common problem due to installation where the pipe was shoved past the inside wall of the tank, reducing the space for solids to pass through. This creates a place for toilet paper to clog the pipe, which can cause backups into the house. The bottom of the inlet baffle should extend down at least 6 inches so the flow into the tank is directed downward.

One other item to evaluate at the inlet is the type of pipe used for the house sewer line. In older tanks, and even still in some states newer construction, this piping can be cast iron. This type of pipe can react with soap products causing corrosion, plugging the pipe and causing flow problems. Of course, this may lead to another conversation with the homeowner; but the piping should be replaced to avoid problems in the future.

Similarly, the outlet baffle should be evaluated for adequate space. This is less critical since the outlet baffle should extend to a depth equivalent to 40 percent of the operating depth of the tank, drawing clear liquid out of the tank.

## A FINAL THOUGHT

The piping into and out of the tank should be looked at to determine if it runs straight in and out. If the pipe is “cocked” at an angle due to settling after installation, it needs to be repaired. This condition can lead to pipe blockages and backups, and contribute to venting and corrosion problems. ■

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# Low-profile Vacuum/Jetting Truck Debuted at the 2013 Pumper & Cleaner Environmental Expo

By Ed Wodalski

The tunneltrux low-profile vacuum/jetting service vehicle from Vacutrux Ltd. - on display at the 2013 Pumper & Cleaner Environmental Expo - especially appeals to pumping contractors who need a double-duty truck to fit into tight spaces, says Derek Potma, customer service specialist with Vacutrux. The combination unit mounted on a 19,500-pound GVWR cab chassis was an option many hadn't previously considered.

"There are a lot of guys who do pipeline maintenance. They're in the plumbing business and do jetting, but not a lot of them have vacuum," he says. "They say they don't use it all the time, and when they do, they'll hire a vacuum truck for a couple jobs a year. Most of them, when they think of a vacuum truck, they think of a big sewer cleaner unit. The fact that this truck is pickup size, it really makes people think they should have their own vacuum truck and not just do the jetting only."

The black-and-yellow-lettered vacuum/jetting truck owned by Claudio De Carli of Toronto caught the attention of Expo guest Kris Noble from John Noble Septic Service in Creemore, Ontario, Can., who was searching the show floor for new ideas. "I'm always in the market for a truck," he says. "I can see all the different designs and options at the show and go home and figure out how I want to build it."

DeCarli, owner of Metro Jet Wash, says the low-profile truck, designed for cleaning catch basins, sumps and grease traps in underground structures, has helped his company increase profits and production.

"We really like the full tailgate for unloading at the dump site," he says. "It reduces time, allowing for more work hours and less time at the dumping station. We also like the onboard remote. All the components are exposed for easy servicing. It has all the features of a larger pumper truck but very compact."

Featuring four-corner air ride technology, the body lowers to 76 inches from the top of the cab, or 72 inches on a lighter chassis, says Richard McKee, sales manager for Vacutrux Ltd.

"You can lift and lower this truck to get into underground garages. Instead of parking a big industrial vacuum truck on the road and running in 300 feet of hose, you can dispatch the smaller truck. It's more efficient in the city."

McKee says the truck received a lot of interest at the Expo, which led to follow-up calls and sales. "On the industrial side, there were a lot of big owner/operators who run fleets of hydrovacs or big industrial vacuum trucks and systems, but also the septic and sanitation guys who might have one industrial truck that could use a smaller GVW," he says. "It was interest from all different types of customers."



William McKee, left, Vacutrux sales manager, explains some of the advantages of the company's new low-profile vacuum/jetting truck at the 2013 Pumper & Cleaner Environmental Expo. (Photo by Ed Wodalski)

The truck's remote control, which operates from up to 300 feet away, enables the operator to engage and disengage the PTO, vacuum pump rpm and load valve as well as the pressure pump.

Mounted on a 2013 Ford F-550 chassis (Dodge available), the truck is powered by a 6.7 liter Power Stroke engine with automatic transmission. Measuring 84 inches cab to axle with 165-inch wheelbase, the vehicle has a 720-gallon, two-compartment galvanized steel baffled tank (600-gallon rear debris/120-gallon front water), 16-inch flat-top hatch, fully opening hydraulic rear door, 3-inch low-profile primary check valve, secondary moisture trap and oil-catch muffler. Other features include front telescopic hoist cylinder, tank vibrator with variable-speed control, top rub rails, checkered-plate tank protection and stainless steel hose trays.

"We constructed the tank out of prime carbon steel and hot-dipped galvanized it [for corrosion protection]," McKee says. "The fenders are constructed of stainless steel."

The vacuum/jetting system has a Wallenstein 753HRVAP vacuum pump that delivers 350 cfm at 15 inches Hg (1,000 rpm), hydraulic drive package, Giant 10 gpm, 2,500 psi high-pressure washer, electric switch and hydraulic drive package. 800/305-4305; [www.vacutrux.com](http://www.vacutrux.com). ■



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# NAWT Plans 2014 Pre-Expo Courses for Installers

By Rob Patterson and Jim Anderson

**P**lease join us the two days before the Pumper & Cleaner Environmental Expo International, Saturday and Sunday, Feb. 22-23, 2014, in Indianapolis, Ind., to take part in NAWT's nationally acclaimed education workshops.

Once again, NAWT will offer its two-day onsite inspector training course and the updated and revised course on principles of good design

practices. The inspector course looks at inspections at the operation level and is specifically designed to address issues that would be encountered while conducting inspections for real estate and property transfers.

The first day covers the basics of sewage treatment and system types from a troubleshooting perspective. The second day goes through a step-by-step procedure to conduct a system inspection. As in recent years, the second day will take place at Camp Camby, located just outside of Indianapolis. The course requires attendees to locate and identify all parts of the system, assess their condition and determine if they are operating properly.

Instructors for this course will be Frank Parker, a member of the Pennsylvania Septage Management Association, and Tom Frank of Tim Frank Septic Tank Cleaning in Huntsburg, Ohio. Between them, they have more than 50 years of experience with onsite treatment systems. PSMA is a NAWT-affiliated member and, along with the NAWT Education Committee, has worked on advancing real estate inspections for over 20 years. This will be a unique and valuable opportunity to look at inspections from the "practicing professional" perspective.

Running concurrently with the inspection course will be the special NAWT "Principles of Design" course. This course was conducted before the 2013 Expo, and has been revamped and redone based on our experience with the first class. The purpose of this course is not to make everyone designers; but rather to discuss site and system characteristics and how design decisions can affect the long-term operation and performance of systems.

The topics this year will be based on real design examples. There will be the opportunity again to practice some simple field surveying techniques and to look at soil characteristics. An exam and certification will be offered at the completion of the course. Instructors will be Jim Anderson and Dave Gustafson with assistance from NAWT President Jeff Rachlin. Jeff is owner of Onsite Management Inc., West Chester, Pa.

The site of field activities, Camp Camby, is a unique and excellent facility that also provides us with a lunch. ■

*Rob Patterson is executive director of the National Association of Wastewater Technicians.*



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**November 15, 2013 - Arlington, TX**  
 RETS - Real Estate Training Systems,  
 RETS at 817-861-9998, rets@rets-llc.com

**January 27-28, 2014 - Laughlin, NV**  
 Inspection Workshop - Contact Kitt Farrell-Poe at  
 kittfp@ag.arizona.edu or 520-621-7221

**February 5-6, 2014 - Eugene, OR**  
 Onsite Wastewater Association (O2WA)  
 Belinda Rasmussen - More info at o2wa.org

**February 22-23, 2014 - Indianapolis, IN**  
 NAWT Pre-Expo 2014 - More info at nawt.org

**OPERATION & MAINTENANCE TRAINING CERTIFICATION:**  
**December 4-5, 2013 - Napa, CA**  
 COWA & NAWT - Evelyn Rosefield at  
 (530) 513-6658, evelyn@cowa.org

**CEUs FOR RECERTIFICATION:**  
**November 12-13, 2013 - Santa Rosa, CA**  
 COWA Conference/Integrated Water Technologies  
 Evelyn Rosefield at (530) 513-6658, evelyn@cowa.org

**DESIGN COURSES:**  
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-- Watch the NAWT website and industry publications for updates --

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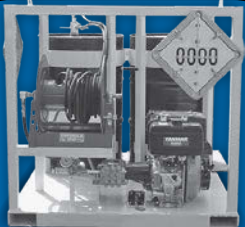
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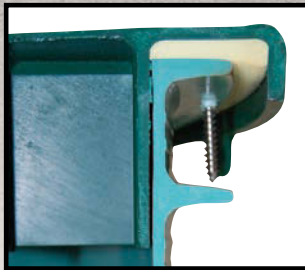
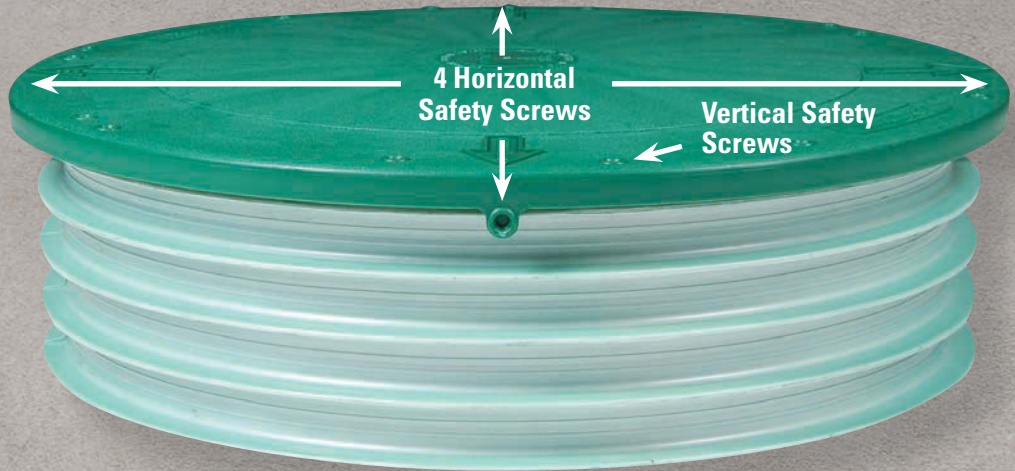
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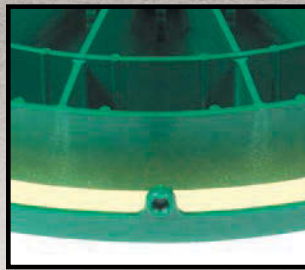
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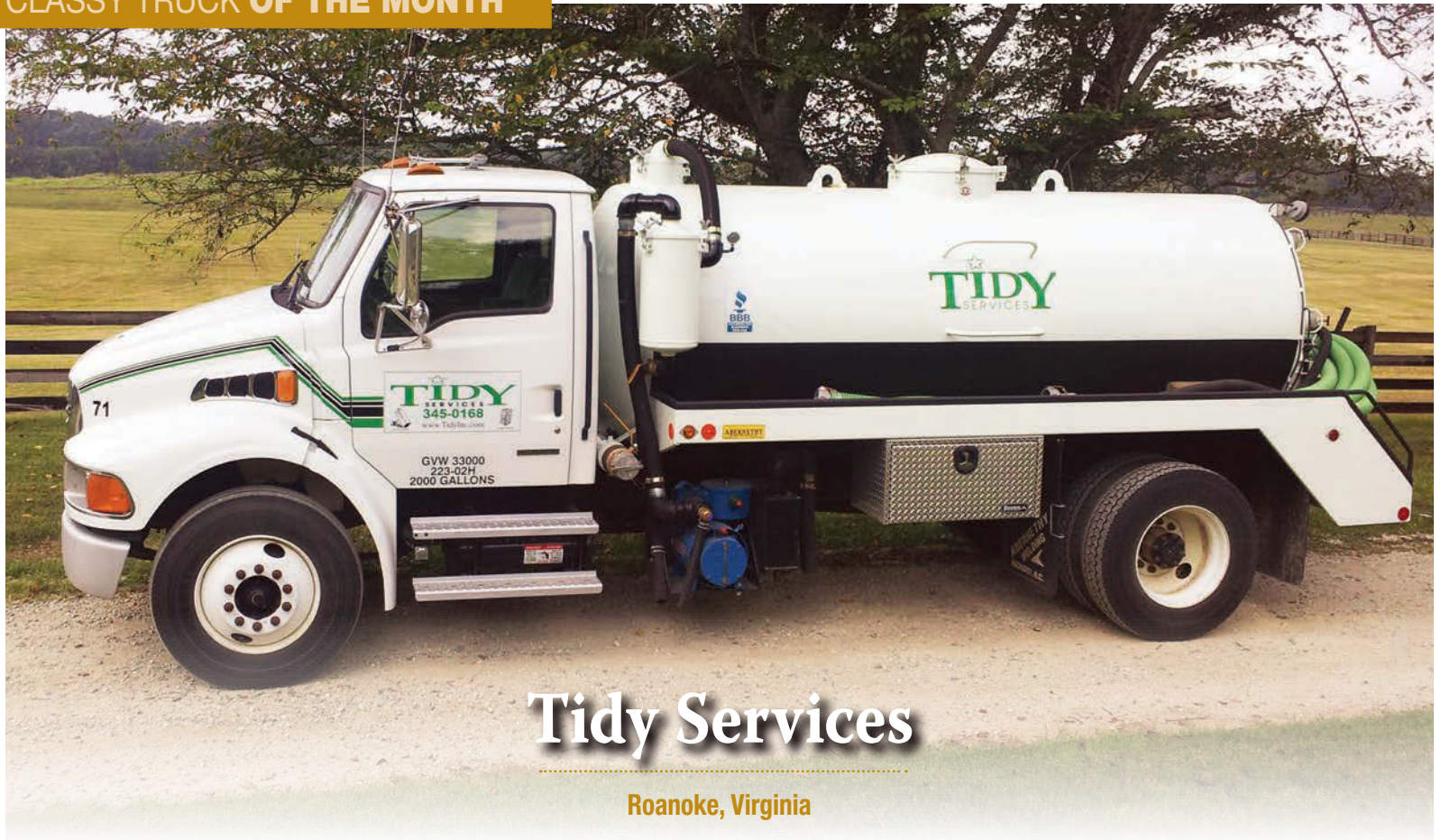
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### GREASE WASTE PROCESSING SYSTEM

The **SM BG 10,000 Series GREASEZILLA** from **Downey Ridge Environmental** comes preassembled, allowing for quicker onsite installation and startup. It processes concentrated raw trap waste into a marketable commodity

– a clean product that features moisture content of less than 1 percent. Its hydronic heating system burns brown grease, the petroleum-free, green, renewable biofuel it produces. The system can be accompanied by two 10,000-gallon double-walled process tanks built with a 3-inch interstice filled with a poured insulation, resulting in efficient heating and code compliance. The control panel requires 120-volt power. **304/658-4778; www.greasezilla.com.**

(continued)

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## CASE STUDY

### TRAP GREASE SEPARATOR REDUCES EQUIPMENT FOULING AND ODOR COMPLAINTS

**Problem:** Clean Earth Environmental, a contracting firm in Kalamazoo, Mich., pumps, hauls and processes septage and trap grease. They faced processing problems caused by trap grease fouling their equipment, requiring time-consuming shutdowns for cleaning. The firm also received odor complaints when processing grease. Additives reduced fouling, but increased processing and tipping costs, while grease disposal by land application was unappealing.

**Solution:** The **RecoverE ESep** trap grease separation system was an ideal solution. It accepts grease as pumped from the interceptor and separates it from water and most solids with an energy-efficient, two-stage, additive-free process. After separation, the water and solids are returned to the customer's process. The brown grease is recovered as a pasteurized, low-water biosolid, which has intrinsic market value as a bioenergy or chemical resource. It operates as a closed system, simplifying odor management.



**Result:** The system reduced 30,000 gallons of as-pumped grease daily to about 500 to 1,500 gallons of solid, separated grease. By diverting grease truckloads, the firm reduced downtime on septage-handling equipment and increased operator efficiency. The system integrated seamlessly with the customer's plant controls. Odor complaints from neighbors were reduced. They eliminated the need for additives, cutting processing and disposal costs by more than 75 percent. **269/370-3165; www.recovere.biz.**

### GREASE HANDLING EQUIPMENT

#### INDOOR CONTAINMENT SYSTEM

The indoor containment system from **EnviroTub** is made from recycled plastic that eliminates grease buildup and allows for easy cleaning. The system measures 18 inches wide, 32 inches high and 28 inches long, enabling it to fit under most two- and three-compartment kitchen sinks, and has four cast-iron wheels with optional locking. The top of the system has a raised edge to contain overflow and spillage and is designed to drain spilled grease or fryer oil toward the opening. The 12-inch lid seals to prevent odors and is vented in the center to allow heat to escape and prevent expansion. The unit can hold up to 55 gallons (400 pounds) of waste and withstand oil temperatures up to 190 degrees. The tub can be pumped out in 60 seconds or less. **866/777-4322; www.envirotub.com.**

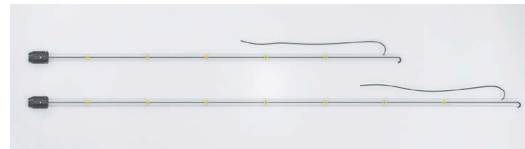


### CONTAINER FILTERS

**Sludge Mate** container filters from **Flo Trend Systems** can dewater a variety of sludge and wastes such as alum, ferric, lagoon dredgings, digested sludge, septic tank and grease trap



waste, wastewater residuals and sump bottom materials. The closed system design provides odor control, no spillage, reduced maintenance and weather independence. Units have 10-gauge reinforced walls and seven-gauge carbon steel floors. Available designs include peaked roofs with gasketed bolted-down access to hatches, drainage ports, inlet manifolds, floor filters and side-to-side rolling tarps. They dewater on site and are available in roll-off, trailer-mounted and tipping-stand-mounted styles and in sizes from 5 to 40 cubic yards. **713/699-0152; www.flotrend.com.**



### CORE SAMPLER

The **CORETAKER MAX** core sampler from **Raven Environmental Products** is used in septic tank and grease interceptor maintenance to view and check sludge and solids levels. Its link release mega valve takes up heavy sludge, and it features a large interior cavity for maximum flow through, stainless steel fasteners, internal O-rings and a durable 1 1/2-inch polycarbonate tube. **800/545-6953; www.ravenep.com.**

### VACUUM TANK UNIT

Vacuum tank units from **Vacuum Sales Inc.** are available in 500- to 5,000-gallon capacities and constructed of aluminum, stainless steel or carbon steel for grease collection. They are available with any make and model cab and chassis, along with any make and model rotary vane pump or positive displacement blower. Features



include heated waste compartments, heat jackets for product valves, drum holders and waterjetting systems with an additional front compartment or side-mounted water tanks. Custom-built units are available by request. **800/547-7790; www.vacuumsalesinc.com.**

(continued)



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## GREASE HANDLING EQUIPMENT

### INDUSTRIAL PUMPOUT UNIT

The **Conde PROVAC** from **Westmoor Ltd.** is a preassembled industrial liquid waste pumping system ideal for grease trap pumping. It is quiet and lightweight, and pumps at a maximum rate of 120 gpm. A built-in exhaust deodorizer minimizes odor. It is easily switched from vacuum mode to pressure mode for off-loading. It is a solution for servicing locations not suitable for large vacuum truck hoses, including indoor or remote difficult-to-access jobs. **800/367-0972; www.westmoorltd.com.**



## GREASE INTERCEPTORS

### HDPE GREASE TRAP/INTERCEPTOR

The **4800 Series** high-density polyethylene (HDPE) grease traps/interceptors from **Ashland PolyTraps** will not rust or corrode, and feature lightweight, one-piece mold construction that's shippable anywhere. They are PDI certified/approved, UPC listed and IAPMO listed. They can be installed on the ground or belowground, are economical and nonstick for easy cleaning. They are available in a multitude of sizes for virtually any application, with commercial sizes up to 350 gpm. Oil, lint, hair and solids traps/interceptors are also available. **800/541-8004; www.ashlandpolytraps.com.**



### SOLIDS-BASKET GREASE INTERCEPTOR

**Endura** grease interceptors from **Canplas** feature a removable solids basket that can be fitted in place of the inlet baffle to capture both coarse and fine debris, retaining it in a defined area without impacting function. It features integrated handles for ease of removal, removable filter screens within the basket and a flow path that maximizes effectiveness. It is also offered in conjunction with a tank to provide a standalone solids interceptor. **888/461-5307; www.endurainterceptor.com.**



## BACTERIA/CHEMICALS - GREASE

### GREASE TRAP MAINTENANCE SOLUTION

The **DrainMaster** grease trap and drainline maintenance system from **Cape Cod Biochemical Co.** can eliminate sluggish drainage, overloaded grease traps, odor, slow running plumbing and waste lines, backups, contaminated septic systems or sewer plants, grease disposal problems and regulatory problems. It is a scientific formulation of specific enzyme-producing bacteria that will digest grease, oil, protein, starch, fat, carbohydrates and cellulose that commonly build up in drains, pipes and waste lines. The process utilizes a simple, timed metering pump to inject a precise daily dosage into the grease waste system. The peristaltic pump is easy to install and service, and economical to operate. **800/343-8007; www.septiconline.com.**



## CASE STUDY

### LIGHTWEIGHT UNIT REPLACES OUTDATED GREASE INTERCEPTOR AT ASSISTED LIVING FACILITY

**Problem:** An assisted living facility in the Chicago area needed to replace a rusted steel grease interceptor. Due to the scope of the project and the physical size of the steel unit, the contractor, Norton Sewer Service, faced a big challenge in excavating and removing the old unit.

**Solution:** They decided to replace the steel unit with a **Schier Products Great Basin** model **GB-75**. First, the surrounding floor was jackhammered and a portable pump was used to drain the tank and surrounding excavation pit. Next, a portable hydraulic lift was used to remove the 1,300-pound, 150-gallon steel unit. The lightweight, polyethylene model was installed. The **TeleGlide** adjustable adapter allowed the contractor to bring the cover to grade without installing an additional riser. "I was amazed at the versatility of the design and the stress it took out of the equation," says John Franck, President of Norton Sewer Service.



**Result:** The facility has saved thousands of dollars with the high-efficiency design, prolonging the pumpout cycle. A lifetime warranty against corrosion helps avoid future tear-outs and replacements. **800/827-7119; www.schierproducts.com.**



## CASE STUDY

### DOSING PUMP INJECTION SYSTEM STOPS FREQUENT SEWER CLOGS

**Problem:** The owner of Figaro's Pizza, a restaurant in Howard, Wis., dealt with sewer backups into the business's three-compartment sink every five weeks. The drainline would plug and the restaurant would close early so workers could clean up the mess, resulting in a loss of business and compromised sanitary conditions.

**Solution:** Speedy Clean Drain and Sewer completed a thorough cleaning of the 50-gallon indoor grease trap. They installed one **Trap-Clear** dosing pump injection system from **Lenzyme** into the mainline located under the three-compartment sink and feeding into the grease trap. Liquid Trap-Clear was dosed in at 2 ounces per evening. The solution is designed to keep the system flowing properly and consume much of the grease, extending the time between clean-outs and servicing.



**Result:** The system went from backing up every five weeks to operating normally, with only a small amount of grease buildup in the trap. The trap needed pumping after eight months of operation. Though the system performed eight months before it filled, it is recommended to clean the system when the grease level reaches one-third full. In this case, a cleaning every four months was established. **800/223-3083; www.lenzyme.com.**

### BACTERIAL WASTE DEGRADER

Specially formulated for direct addition to drains and grease traps, **bioForce Plus** bacterial waste degrader from **Chempace Corporation** is a blend of bacillus strains cultured for their ability to digest all organic waste. It also contains cellulose that works to quickly break up grease, fat, starch and carbohydrates, reduce sludge buildup and lower BOD in the effluent wastewater. When added during the time when drains are the least active, it establishes a strong bacteria population that continuously works to keep drainlines and grease traps free flowing. Regular injections are recommended to maintain peak effectiveness and control odors. **800/423-5350; www.chempace.com.**



### SEPTIC/GREASE TREATMENT AND CLEANER

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



### LIQUID LIVE BACTERIA TREATMENT



**PRO-PUMP/HC** liquid live bacteria from **Eco-logical Laboratories** are a blend of microorganisms selected for broad-spectrum application in industrial and wastewater treatment. It contains over 30 strains of bacteria that rapidly break down and remove fats, oils and greases that build up in drainlines and grease traps, treating line blockages, surface solids, bottom solids and grease blocks. It will also degrade long-strain fatty acids, reducing grease trap odors. Treatment reduces

trap surface solids, making pumpouts more cost-effective. **800/326-7867; www.propump.com.**

### BACTERIAL GREASE CONSUMER

**GES Plus** from **Environmental Biotech International** is an environmentally conscious product that eliminates grease blockages permanently. It harnesses the power of nature in a process in which specifically developed bacteria consume grease and oil from drainlines, grease traps, pump stations, septic tanks and anywhere else grease creates problems. These bacteria are nontoxic, nonpathogenic, live and highly active. They turn grease and oil waste into carbon dioxide and water. The product contains a powerful odor treatment to eliminate rancid odors, leaving the drainage system smelling fresh and clean. **800/314-6263; www.environmentalbiotech.com.**



(continued)

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## BACTERIA/CHEMICALS – GREASE

### GREASE TRAP REPAIR TREATMENT

Earth Works Water Treat GT from Green Way Products by PolyPortables is a ready-to-use all-purpose treatment for repairing and maintaining grease traps, septic systems, drainfields and wastewater holding tanks. It combines two natural technologies to



control odor, reduce fats, oils and grease, reduce corrosion and promote healthy wastewater containment systems. The primary active ingredient, Histosol, is organic, and binds up hydrogen sulfide, mercaptans and ammonia to reduce odor. Selective bacteria strains are added to break down grease and waste, and reduce suspended solids. It also reduces rancid odors associated with grease traps. For poorly maintained solidified traps, pretreat traps 48 to 72 hours before pumping to reduce odor and speed pumpouts. It will also condition the inside of a pump truck's holding tank while enroute, reducing foul tank odors. It comes in a variety of fragrances in 1-, 5-, 7- and 55-gallon containers. **800/241-7951; www.greenwayproducts.net.**



### BACTERIAL INOCULANT

**BioOne** bacterial inoculant from **One Biotechnology** is designed to degrade fats, oils, grease and other organic matter in commercial kitchen drainlines and grease traps through natural biological digestion. The treatment contains live vegetative bacteria with no emulsifying agents or added enzymes. **800/951-4246; www.1biotechnology.com.**

### TREATMENT TABLETS

**Mighty Mike FOGHog** treatment tablets from **Scienco/FAST** combat fats, oil and grease in pipes, drains, pump stations and other areas plagued with clogs and blockages. They are formulated with over 25 billion active, robust organisms per gram that consume the waste and break down fats, oils and grease naturally. They improve flow and system/pump efficiency, while reducing maintenance costs from constricted pipes and blockages. No premixing, premeasuring or presoaking is necessary. They activate in both aerobic and anaerobic conditions, and are available in quantities of 14, 90 or 225 tablets. Use one tablet per 500 gpd flow per week until FOG thins. **866/652-4539; www.sciencofast.com.** ■



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## HANDY POLE WITH MIRROR AND LIGHT EXTENDS YOUR VIEW DURING TANK INSPECTIONS

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

Time-of-sale real estate inspections of septic tanks can generate a new revenue stream and gain access to future customers for pumper professionals. To aid those efforts, **Prototek Corp.** offers **Mirror-On-A-Stick**, a device that allows septic service contractors to safely and thoroughly examine the inside walls of septic tanks, either during home sale inspections or during routine pumping visits.

"Basically, no septic pumping job is complete without being certain of the tank's condition," says Scott Taylor, communications director for Prototek. "Pumping out what's in the tank is only part of the issue. A customer needs to know that the interior of a tank is intact and functioning as it should."

The Mirror-On-A-Stick features a corrosion-resistant, strong and lightweight anodized aluminum pole. It telescopes from 5 to 10 feet, and a camlock inside the handle tube allows for easy locking and unlocking with a quick twist. It's light enough to float, too, should it be dropped, Taylor says.

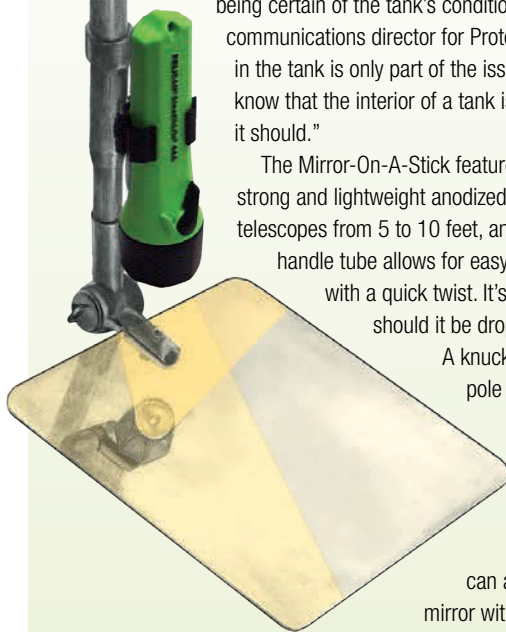
A knuckle fitting that connects the pole to the mirror articulates, which allows critical adjustment to find the precise angle needed for inspection. "If you tighten it just enough, you can adjust the angle of the mirror without pulling it completely out of the tank," Taylor notes.

The flashlight is a StealthLite model, made by Pelican Products Inc., featuring a 10,000-candlepower Xenon beam designed to work when submerged in water up to 500 feet. The detachable flashlight is powered by four AA batteries, allowing for convenient replacement.

"The flashlight fits directly into a clip on the pole above the mirror, so it shines onto the mirror," Taylor explains. "The angle of the mirror bounces light directly upward at whatever it is you want to see. The light also is chemical proof, so if you dip it in the tank, you won't hurt it."

The device's 8- by 10-inch mirror is made of durable acrylic, which won't break as easily as glass and is lighter, too. And if the mirror is too large to fit into a certain area, it can be cut to various shapes. It attaches and detaches quickly via a spring-loaded button at the end of the pole.

All parts on the Mirror-On-A-Stick are replaceable, so if one part breaks, a pumper doesn't have to buy a complete unit. The device can also be used for other applications, such as viewing the underside of vehicles, inspecting gutters and chimneys and so forth, Scott adds. **800/541-9123; www.prototek.net/Acc-MOAS.php.**



## KAFKO INTERNATIONAL PARTS WASHER

Line parts washers from Kafko International are available in basic, premium and professional models. Each model includes six gallons of eco-friendly Oil Eater original cleaner/degreaser. The basic unit has a 440-pound working tray, flow-through brush with adjustable fluid control, adjustable goose neck spigot, skimmer pads, stainless steel drain screen, 26-gallon soaking capacity and thermally protected 350 gph pump. The premium model also has a preset fluid heater, low fluid level protection switch and secondary 50-micron fluid filtration. The professional model includes a high-impact HDPE lid, pump protector drain magnet, 20-piece cleaning brush kit and 10-watt, moisture-resistant LED work light. **800/528-0334; www.oileater.com.**



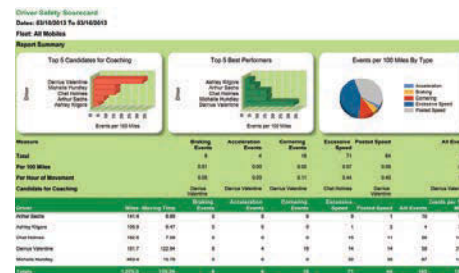
## RAMVAC HX-12 HYDROEXCAVATOR

The HX-12 hydroexcavator from Ramvac has a 12-cubic-yard debris tank, temperature-controlled environmental chamber and directional discharge system for off-loading back into the excavation site. **800/323-1604; www.ram-vac.com.**

## NEXTRAQ FLEET SAFE DRIVING PACKAGE

The complete safe driving software package from NexTraq includes NexTraq DriveGuard, online driver education courses and driver safety scorecard report. DriveGuard eliminates the temptation to text, make phone calls or surf the Web while driving.

The scorecard provides metrics and information on driver behaviors to identify dangerous habits. **800/358-6178; www.nextraq.com.**



## RIDGID SEESNAKE WITH SELF-LEVELING HEAD

The SeeSnake Max rM200 camera system from RIDGID with self-leveling head takes the guesswork out of inspections, providing clear, right-side-up images or video. **800/769-7743; www.ridgid.com.**



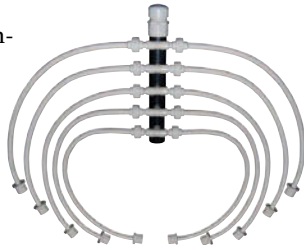
## COXREELS LARGE-CAPACITY STORAGE REELS

Large-capacity storage reels from Coxreels are built without swivels and risers for storage purposes and feature heavy-duty spun and ribbed discs with rolled edges for added strength and safety. The reels are designed to store and maintain long lengths of various materials, including collapsible hose, power cord, cable rope, wire, tape and chain. Models are available in various lengths and outlet sizes. **800/269-7335; www.coxreels.com.**



## CLARUS ENVIRONMENTAL SPIDER VALVE ASSEMBLY

The Spider Valve assembly from Clarus Environmental is designed for effluent distribution when regulations require pressure splitting or when a small lot requires lateral lines of unequal length. The valve is available in models that range from two to 10 laterals and mounts in a 24-inch-diameter access riser. The 2-inch-diameter Schedule 80 PVC manifold has an accessible clean-out for equal pressurization and maintenance. Each valve assembly includes 5/32-inch predrilled washers and union. **800/928-7867; www.clarusenvironmental.com.**



## REELCRAFT STATIC DISCHARGE REEL

The GHC3100 N industrial-duty, static discharge reel from Reelcraft Industries stores up to 100 feet of high-visibility orange nylon jacketed cable. The manual rewind reel, when properly clamped to a ground, dissipates static electrical buildup, reducing the chance of sparking. **800/444-3134; www.reelcraft.com.**



## GENERAL PIPE CLEANERS PIPE-FREEZING REPAIR KIT

The Cold-Shot pipe-freezing kit from General Pipe Cleaners enables repairs to be made on operating water systems without draining water lines, sprinkler systems or hot-water systems before cutting pipe or tubing. Carbon dioxide in dip-tube cylinders freezes liquids in steel, copper, cast-iron, aluminum or plastic pipes from 1/8 through 2 inches in diameter. The kit includes 10 sets of freeze heads, two high-pressure spiral hoses with injectors, rubber gloves, goggles and carrying case. **800/245-6200; www.drainbrain.com.**



## MARTIN HIGH-SPEED ROLLER CRADLE

The EVO high-speed impact cradle from Martin Engineering Co. is designed to reduce roller and frame damage from heavy conveyor loading conditions in mining, coal handling, aggregates and other applications involving dense materials or high volumes. The cradles feature Trac-mount technology to slide in and out for easy, one-person maintenance without heavy lifting equipment. **800/544-2947; www.martin-eng.com.**

(continued)

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## WATER CANNON JETTER PACKAGE

The XT jetter package from Water Cannon delivers up to 5.5 gpm and pressure to 4,200 psi. It functions as a drain cleaner and high-power pressure washer. Powered by a Honda GX 630 engine, it is available with a General Pump or an Annovi Reverberi pump. Features include pulsation on demand, adjustable throttle control from 100 psi and ball-valve shut-off. The 15-gallon fuel tank, electric key start and portable wheel kit are included. Accessories include Hosetract hose reel to handle 300 feet of 3/8-inch Piranha jetter hose, 125 feet of 1/4-inch hose and four stainless steel nozzles. **800/333-9274; www.watercannon.com.**

## HBC-RADIOMATIC LINUS 4 TRANSMITTER

The updated linus 4 transmitter from HBC-radiomatic is available with two joysticks (up to four steps) or four stepless levers in combination with push buttons, toggle switches or rotary switches. The transmitter weighs approximately 2 pounds with battery and has an LED to indicate operating/batter status. Options include radiomatic infrakey, tandem operation, pitch-catch and micro/orthogonal drive. **800/410-4562; www.hbc-radiomatic.com.**



## PCI BOBTAIL VACUUM TANK

Bobtail vacuum tanks from PCI Manufacturing are available in 1,832- to 3,359-gallon capacities that can be customized to meet specific applications. Features include a wedge sump, rear blowdown and three-point rear access to the catwalk. The design has a 5-inch drop from front to rear, allowing for quicker clean out. Divided hose hooks enable the tank to accommodate two sets of different size hoses. A front sight tube is viewable from the driver's seat. Tanks are sold as complete kits for customer mounting, including bumpers, spring-based frame mounts and multiple configurations. Complete installation is available. **800/256-5633; www.pcmfgllc.com.**

## INFILTRATOR IM-540 SEPTIC TANK

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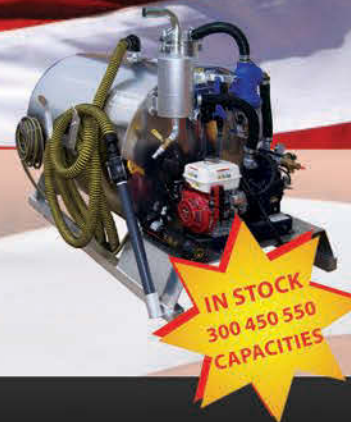


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\*Consult your Tax Advisor to determine the tax benefits of acquiring equipment for your business.



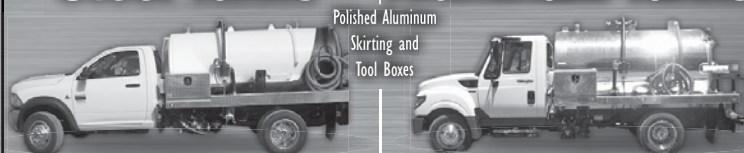
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### Advanced Fluid names president, CEO

Advanced Fluid Containment named Bruce H. White, principal shareholder with the law firm of Greenberg Traurig, president and chief executive officer.



### Camex launches equipment search website

Camex Equipment Sales & Rentals launched a new website, [www.camex.com](http://www.camex.com). The site enables users to browse the company's line of oilfield trucks, including bed, winch and picker trucks, fluid handling trucks and trailers, heavy haul trailers, as well as construction equipment and support items. The site includes equipment photos, pricing, specifications and features.

### Vacuum Truck Rentals opens Ohio location

Vacuum Truck Rentals opened a rental location in Marietta, Ohio. Chuck Cisler will manage the store. The rental center is the company's eighth. Other locations include Deer Park, Texas; Geismar, La.; Merrillville, Ind.; Richland, Miss.; Gaston, S.C.; Worcester, Mass.; and Oakland, N.J.

### GPS Insight receives Best in Biz Award

GPS Insight, provider of GPS fleet tracking software, was named a silver winner in the Enterprise Product of the Year category for the Best in Biz Awards 2013 International. The awards program is judged by members of the media and industry analysts.

### Waste Concepts adds Redbox + equipment line

Waste Concepts has added the full line of Redbox + equipment to its inventory of waste handling equipment and customized services.

### Hi-Vac adds inside sales, regional managers

Hi-Vac Corp. named Brent Muskin inside sales manager and Dave Oman regional sales manager for contractor sales in the western United States. Muskin will oversee products sold through contractors (X-Vac and UltraVac) as well as industrial sales (Hi-Vac and UltraVac).



### Benko Products celebrates 30-year anniversary

Benko Products celebrated its 30th anniversary in October. Based in Sheffield Village, Ohio, the industrial safety products company was founded in 1983 by John Benko, inventor of the Sahara Hot Box warming oven.

### Kobelco names national accounts sales manager

Kobelco Construction Machinery USA named Randy Hall sales manager of national accounts. Based in Fayette, Ala., he will head efforts to establish preferred supplier agreements with key national accounts.

### Wastequip names vice president-general manager

Wastequip named Tim Phanco vice president-general manager for its technical products division. He will manage operations at all technical facilities that manufacture compactors and balers.

### Satellite Suites restroom trailers announced

Satellite Industries announced its entry in the restroom trailer market by offering the Satellite Suites product line. The first two models will be displayed at the Pumper & Cleaner Environmental Expo International in Indianapolis Feb. 24-27, according to Todd Hilde, owner and CEO of Satellite Industries.

"We have been watching the restroom trailer market for some time. It is a dynamic market segment and we believe Satellite has something important to add to its development," Hilde said. He said the trailers are designed to provide customers with high quality and affordability. Adding the trailers will allow Satellite to provide a wider variety of portable sanitation solutions globally, he said.

The units are manufactured in Bristol, Ind.

Satellite also announce the appointment of Charlie Senecal as national accounts manager. Senecal has been involved in the portable sanitation industry as a sales executive for 13 years. ■

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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).

## ALABAMA

### Alabama regroups

Declining membership attendance and the potential loss of attendance by the Alabama Department of Public Health forced the Alabama Onsite Wastewater Association to cancel the 2014 Auburn Conference. To compensate, executive director David Roll and staff will focus on expanding AOWA's 2014 Trade Show on June 19-20 in Pelham. Last year, attendance fell to about 300. "The board is committed to increasing the number of exhibitors, engineers and licensees," says Roll. "We'll also have two full days of continuing education classes." Members with thoughts on how to improve the show should email Roll at [droll@aowa.org](mailto:droll@aowa.org) or call 334/396-3434.

## KANSAS

### Winning streak

For the third consecutive year, Joe Seiwert won the 5th Annual Kansas Small Flows Association Pete's Puddle Equipment Show and Roe-D-Hoe to qualify for the state Roe-D-Hoe finals held during the annual KSFA conference on Feb. 5-7, 2014. Seiwert received \$200 from KSFA and a prize provided by Sellers Equipment. Other vendors donated prizes to the second and third place winners.

Treasurer Charlene Weiss succeeded Elma Ball as KSFA executive director. Ball resigned to pursue a different career.

## TRAINING & EDUCATION

### Alabama

The Alabama Onsite Wastewater Association and University of West Alabama have a Continuing Education course on Dec. 5-6 at UWA Livingston campus. The first day 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>.

### Delaware

The Delaware Technical Community College-Owens Campus has these courses:

Online: Pumps, Motors and Controls – enrollment until Dec. 13.

Dec. 4 – Onsite 101

Dec. 5 – Biological Nutrient Removal (BNR) Process Control

Dec. 12 – Soils

Dec. 18 – Tracking Water Movement Through Doppler and Transit Time Flowmeters

Call Hilary Valentine at 302/259-6384.

### Minnesota

The University of Minnesota Onsite Sewage Treatment Program has these classes:

- Dec. 9-11 – Introduction to Onsite Systems, Mankato

## CALENDAR OF EVENTS

**Nov. 12-13** California Onsite Wastewater Association Conference, LEJ Eco Center, San Francisco. 530/513-6658; [www.cowa.org](http://www.cowa.org).

**Nov. 12-13** Trenchless Technology Road Show, Holiday Inn, Boxborough, Mass. <http://trenchlessroadshows.com>.

**Nov. 17-20** National Onsite Wastewater Recycling Association Technical & Education Conference and Trade Show, Millennium Maxwell House Hotel, Nashville, Tenn. 800/966-2942; [www.nowra.org](http://www.nowra.org).

- Dec. 12-13 – Installing Onsite Systems, Mankato
- Dec. 16-17 – General Continuing Education, Brainerd
- Dec. 18-19 – Installer Continuing Education, Mankato
- Dec. 19 – Pipelayer Certification, Mankato

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

### Missouri

The Missouri Smallflows Organization has these CEU courses:

- Dec. 11 – Drip Irrigation, Camdenton
- Dec. 12 – Pumps, Panels, and Electrical, Camdenton

Call Tammy Trantham at 417/739-4100 or visit [www.mosmallflows.org](http://www.mosmallflows.org).

### Nebraska

The University of Nebraska-Lincoln Extension has these state-approved courses:

- Dec. 10-11 – Mound Systems, Norfolk
- Dec. 12-13 – Mound Systems, Ithaca

Call 402/472-9390.

### New England

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

- Dec. 5 – Nitrogen in the Environment and Onsite Wastewater Systems
- Dec. 12 – Designing Nitrogen Removal Technologies

Call 401/874-5950 or visit [www.uri.edu/ce/wq](http://www.uri.edu/ce/wq). For soil courses, call Mark Stolt at 401/874-2915 or email [mstolt@uri.edu](mailto:mstolt@uri.edu).

### North Carolina

The North Carolina Pumper Group and Portable Toilet Group have an educational seminar on septage management and land application on Dec. 14 in Raleigh. Call Joe McClees at 252/249-1097 or visit [www.ncpumper-group.org](http://www.ncpumper-group.org) or [www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org). ■

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Septic Company For Sale, Westchester County, NY. Great opportunity for contractor or individual looking to start their own business. Established over 60 years, great customer base, owners retiring. Serious inquiries only! Email: [Easternusa@optonline.net](mailto:Easternusa@optonline.net) (P11)

Vacuum truck business for sale in Mississippi. Included in sale: Pre-treatment facility, video pipe inspection van, two vacuum trucks, one jetter truck, drying bed, building and land. This business is in operation currently and the owner is willing to train. Asking \$1.2 million. 228-896-6348 (P04)

FOR SALE...Established porta potty company located in central New Jersey! This company comes with its own website, truck and all the equipment needed. All you have to do it turn the key and go. \$150,000. For questions please email [Blackhat1966@aol.com](mailto:Blackhat1966@aol.com) (P01)

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P11

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Containers — Dewatering; Vacuum; Garbage: Build to suit. One box can be used for dewatering with insert or garbage w/o 200-400 micron liners available. Starting at \$16,995 J and D Containers 208-860-8033 [jdcontainers.jenna@gmail.com](mailto:jdcontainers.jenna@gmail.com) (P11)

Flo Trend Systems Model SM-15-0-Ws: 15-cubic-yard roll-off dewatering box. Can be used with a hook lift. Box only used 1.5 years. Comes with rolling tarp. Does not include polymer injection system. \$19,500 OBO. 801-430-7287, UT (P11)

FKC Screw Press, Class 'A'; JWC Septage Receiving Station; Fulton Boiler; Spiroflow Bulk Dispenser; Xerxes Tanks and Gorman-Rupp Pumps. For additional information contact John W. Campbell 231-547-4429 or [jwc@bigfishenvironmental.com](mailto:jwc@bigfishenvironmental.com) (P12)

Perrin (US Filter) 10-inch screw dewatering press, plate and frame filter presses, large lightning mixers and aerator drives, stainless tanks, pumps, strainers. Dorr Oliver, Barrett centrifuges, K-S 1X3 rotary vacuum filter, Kason 18-inch vibratory screen. [www.warwickequipment.com](http://www.warwickequipment.com) 732-241-9263 (P02)

## DRAINFIELD RESTORATION

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

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Pre-owned Thompson Tank, 2-compartment 2,200 U.S. gallon, 1,000/12,000 carbon steel vacuum tank mounted on a 1993 Freightliner FL70 cab and chassis and a Thompson Tank pump package. (Stock #7918C) [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 2014 Peterbilt 348 cab and chassis. (Stock #13577 A-D) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648) (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)

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1984 Vactor 850 Jet Rodder: 40K miles on truck, less than 1,000 hours on pump. \$21,900 OBO. Call Terry 734-365-4035 or 231-325-0052 (P11)

2001 Secco water jet on an International 4900 tandem axle. 100gpm, 2,000psi pump. 3,000-gallon water tank. 600 feet of jet hose. Was a city-owned unit. Price \$57,500. [www.empireequip.com](http://www.empireequip.com) 714-639-8352. (PBM)

## JET VACS

1998 Vac Con V390SHA 1998 International Vac Con with 21,519 miles, 43,000 GVW. 98 International engine, John Deere pony motor with only 753 hours. Three-stage fan unit, 9-yard debris tank. 1,000-gallon fresh water. 600 feet of 1" jet hose and an 80gpm @ 2,500psi. Jeff Brooks 317-258-4900 (P11)

2002 Vactor Model 2110PD on an International 7400. 61,650 miles. 80gpm, 2,500psi. Roots 824 blower. 600 feet of new jet hose. Was a city-owned unit. Price \$120,000. Pictures at [www.empireequip.com](http://www.empireequip.com). 714-639-8352. (PBM)

2007 Vactor Model 2112 on a Sterling LT7500. 50,876 miles. Two-stage fan. 65gpm, 2000psi pump. Was a city-owned unit. Price \$157,500. Pictures at [www.empireequip.com](http://www.empireequip.com). 714-639-8352. (PBM)



**1999 Vactor Model 2110:** Freightliner FL80 chassis with Cat engine, 18K front, 23K rear, Road Ranger transmission, John Deere auxiliary engine, single fan, extendable boom, 80gpm Rodder pump, 1" hose, aluminum tool boxes, boom lights, air-purge system, etc..... \$65,000

914-739-3300, NY P11



**2003-2005 Vac-Con V390LHAD, V311LHA:** 7 Vac-Cons available:

**1)** Unit 8841: V390LHAD single axle, 2004 Sterling chassis, 82129 miles 9-cubic-yard debris tank, 1,250-gallon fresh water. \$75,000. **2)** Unit 8899: V390LHAD single axle, 2004 Sterling chassis, 82430 miles, 9-cubic-yard debris tank, 1,250-gallon fresh water. \$75,000. **3)** Unit 8947: V390LHAD single axle, 2004 Sterling chassis, 57,500 miles, 9-cubic-yard debris tank, 1,250-gallon fresh water. \$75,000. **4)** Unit 9060: V390LHAD single axle, 2005 International chassis, 57,500 miles, 9-cubic-yard debris tank, 1,250-gallon fresh water. \$75,000. **5)** Unit 9066: V390LHAD single axle, 2005 Sterling chassis 45,000 miles, 9-cubic-yard debris tank, 1,000-gallon fresh water. \$75,000. **6)** Unit 8897: V311LHA tandem axle, 2004 International chassis, 49,800 miles, 11-cubic-yard debris tank, 1,500-gallon fresh water. \$95,000. **7)** Unit 8898: V311LHA tandem axle, 2004 International chassis, 58,000 miles, 11-cubic-yard debris tank, 1,500-gallon fresh water. \$95,000. All Vac-cons have auto transmissions, Arrow Board or Light bars, strobe lights, telescoping booms, 80gpm @ 2,000psi jetter pumps, 1" rodder hose, and 3-stage hydrostatically driven fans. All prices are negotiable and package deals are available.

901-377-3289 TN P11

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514-521-5060 or  
514-895-0038, CN P11

Vac-Con V390LHA combination unit with Roots 827 blower, 1999 International Model 2554 cab and chassis. (Stock #3918C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648) (PBM)

Pre-owned 2002 Sterling LT 9500 cab and chassis with a Clean Earth Safe Jet Vac 1015 combo unit. (Stock #3876C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648) (PBM)

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Nu Flow commercial potable water lining system complete with all hoses and for air and product insertion. System comes complete with all valves. \$38,000. Call Brian 978-230-1960. (P12)

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Used fiberglass Olympia toilets - \$75. 8-10 years old. Pensacola, FL 850-944-0580 or email: ClaudiaTaylor65@yahoo.com (P11)

50-plus used Poly Portable units in good condition, in South Carolina. \$200/each. For more information 843-390-1130 or liquidmunne@hotmail.com (P11)

For Sale: High rise units @ \$350 each; Holding tanks @ \$175 each. Email proequip1@yahoo.com or call Manny 305-970-9837 (P11)

New blue portable toilets - excellent condition. I have 50 available. Used for 1 event and then stored inside. \$295 each. Also have 12 NEW half-units for high-rise projects. These were never used. Bought new and stored. No use for them. \$275 each. Call for information. 614-642-0001 or info@innovativesiteservices.com (P11)

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## PORTABLE RESTROOM TANKS

For Sale: Two (2) 600/300 porta-potty tanks, good condition, no pumps or hoses. \$1,500 each or \$2,500 for pair. Call 606-439-4887 (P12)

Self-contained 1,000-gallon vacuum tank. Honda powered. On gooseneck trailer. 2002 model. \$7,500. Chris Brimhall 801-598-0781 MSPL Riverton, Utah (P11)

## PORTABLE RESTROOM TRAILERS

2012 Wells Cargo UltraLav, ADA has men's, women's, ADA restrooms, winterization package. Call for price and pictures. Chris or Jeff at 217-224-1932, IL (P11)

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

2013 Wells Cargo 2-stall restroom trailer: White exterior, standard interior, roof-mount AC w/heat strip. 105 gallon freshwater system. Full belly pan w/additional insulation. A-frame hood, aluminum wheels. \$18,250. Call 574-612-4072 (P11)

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Comfort Elite 2 - 1 male/1 female; ACSI - 5WS 2S 1TU. Email proequip1@yahoo.com or call Manny 305-970-9837 (P11)

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**Complete Portable Toilet service truck mount units** (turn-key), mounted on your truck or ours. Tool boxes, dual work stations, dc10 washdown pump, reversible vacuum pump, hose reel, set up complete, toilet racks available. 1100 waste/400 fresh: \$18,000, 1700 waste/600 fresh: \$21,000. Any custom options or sizes available!

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**Call Jeff 585-303-6155 NY** P11

**2004 Ford F550:** 6.0 diesel. 6-speed manual. Zero miles on new rebuilt engine. 4x4. 600 waste/300 water. www.pumpertruck-sales.com. Call JR. @ 720-253-8014, CO. \$21,000 (PBM)

**2005 Ford F350,** diesel, Satellite unit, 400 waste, 200 water, M2 Masport. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. \$14,000 (PBM)

2002 Chevy C6500: 25,950 gvw, auto, air brakes, AC, CAT 7.2. Abernethy 1,250 waste/250 fresh. Masport 75 230 cfm. 147,000 miles. \$36,500 obo. 740-357-1208 (P12)



**2011 Dodge 5500** (16,300 miles) with a 2012 300-water/700-waste Lely flat tank with lift gate. Honda power unit with vacuum pump. ....\$55,000  
**254-534-5007 TX** P11

1999 International Pump Truck: 400 fresh/1,100 waste. Mileage 140,000. In operation. New brakes, new tires, ready to pump. Call for pricing at 843-390-1130 or email at liquidmunne@hotmail.com (P12)

1999 Isuzu NQR FMI Workmate 950. Good condition, replacing with new truck. \$12,000. California, 530-241-4287. (P11)

2004 Ford F550 diesel satellite truck, 600 waste, 350 fresh, 246K miles, \$9,800. Call 800-281-3335 PA portajohnrental@aol.com (P12)

1997 Ford F-Super Duty with 500/250 Pikerite tank. Truck has over 350k miles on it, but just over 100k on Ford reman. Runs and drives. Ready to work. Has Jurop PN33 with 11hp. Honda. \$13,500 OBO! Will email any pictures. 920-979-7711 (P11)

TRUCKS, TRUCKS, TRUCKS! 1999 Ford F550 \$12,500; [2] 2000 Int. 4300 \$22,500 each; 2002 Int 4300 \$25,000; 2003 Ford F650 \$27,500; 2007 Ford F550 "aluminum 1350 tank" blown motor \$20,000; 2003 Chevy 5500 cab & chassis, blown motor; 2005 GMC 4500 cab & chassis, blown motor. Also have [3] Olympic restroom trailers - CHEAP! Email or text for pics dlove285@gmail.com or 973-445-2285 (P11)

## PORTABLE SHOWER TRAILERS

53' 22-stall mobile shower trailer. Changing room for each stall. Great for motorcycle rallies, NASCAR races, festivals, etc. Travel and be your own boss!! Comes with all accessories: waste bladder, generator, tables, chairs, fencing, skirting, carpet, & more. Available with or without contracts. Call, can email pictures. 800-498-3000. WI (P11)

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## POSITIONS AVAILABLE

Pipeline Inspection/Robotic Cutter Operators Wanted - NYC/Long Island based company seeking ambitious, energetic pipe inspection truck operators with a minimum of two years experience. Must have knowledge of sewer systems, ability to read project prints and drawings as well as a strong understanding of computers. PACP credentials a plus. NYC/Long Island prevailing wages paid. Please forward resume to: pipedr1@gmail.com. (P11)

WHY NOT DO IT IN THE MOUNTAINS? Established company seeks service tech with 2 years experience in pumping, sewer cleaning/inspection or plumbing to join our hard-working team in Colorado. Top pay, full benefits, great opportunity for career-minded tech. Must be able to work hard at high altitude, pass pre-employment physical, DOT drug testing and background check for federal contracts. Send resume to info@clearwatercleanup.com (P01)

Vactor Operators Wanted - Experienced pipe cleaning operators for NYC/Long Island based company. Must have knowledge of sewer systems with ability to read drawings & project prints. Mechanical background a plus. Clean CDL a must, tanker endorsement a plus. NYC/Long Island prevailing wages paid. Please forward resume to: pipedr1@gmail.com (P11)

CCTV OPERATOR/PROJECT MANAGER NEEDED: Pipeline Inspection Company in Houston, TX has immediate need for individual with at least 3 years of project management experience coupled with knowledge of pipeline inspection and cleaning. PACP certification and field experience on CUES equipment preferred. Must be able to supervise crews, assist estimator in bidding, maintain client relations and handle operational issues. Compensation and benefits based on experience and qualifications. Please email resume to gc@pvciaz.com. (P12)

Help Wanted - Vacuum truck salesman for septic and portable restroom trucks. Minimum 10 years industry experience. Work from home. Nationwide sales territory. All enquiries will be confidential. vacuumtrucks@gmail.com (P12)

Fast growing company seeks Project Manager in the San Antonio, TX area. Minimum 5 years' experience in hydro vac cleaning and video inspection of sewer lines. Must be well organized and detail oriented. Must work well independently and in groups, have solid verbal and written communication skills, and effectively prioritizes and multitasks. Must have a valid driver's license and clean driving record and be willing to be mobile. This position requires strong coaching, leadership and people development skills. NASSCO PACP, LACP, MACP Certification is preferred. Job Description: Report all field issues. Understand project plans and specifications completely communicates with key personnel and customer on a daily basis. Implement and follow all field safety procedures. Email daily updates on contract progression. Consistently visits job site to review safety, work conditions, contract progress and personnel. Efficient in MS Office. Pay rate is based on experience. Please email to submit resume. gc@pvciaz.com (P11)

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)

## PUMPS

Two (2) 4" Thompson Double Diaphragm Pumps: 5hp electric motor, single phase. Cost new - \$9,000 each. Will sell both for \$5,000 or sell individually for \$3,000 each. Pictures are available upon request. Please call 910-738-5311. (PBM)

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New, never used Myers D65-20 water pump. List price: \$17,992. Sell for \$9,750. New Rockford power take-off part number 4-11182 - \$700. 714-381-4141. (PBM)

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

## ROLL-OFF TRAILERS

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

## SEPTIC TRUCKS

2001 Sterling 300 CAT 8LL, 256k, 18 front, 40 rear, with pusher axle. New Imperial 4,200-gallon tank. New Masport 400. \$72,500. Call for more info. Dave 612-221-6416 (P11)

2007 Freightliner M2, CAT C-7 engine, Allison automatic. New 2,400-gallon tank. New 367CFM NVE pump. Includes new hoses, 100 feet of 4" EPDM water s&d, 10 feet of discharge hose 6". Only 10 hours on new equipment. Excellent shape. Asking \$79,500 CAD. Located in Cochrane, Ontario. Phone: 705-272-5669 s.s\_services@hotmail.com (P11)



**2002 Freightliner:** One owner, vacuum pump truck for septic, grease traps, and storm drain service. 3,400-gallon aluminum tank with a 500-gallon fresh-water holding tank. Pressure jet & sewer jet capabilities. Masport vacuum pump, PTO drive, Caterpillar CFE3126 7.2L diesel engine, 300hp (Rebuilt July 2013). 10-speed manual transmission. New tires. Truck runs great. Regular P&M serviced. 309,987 miles. PRICED TO SELL - \$40,000. For additional information and serious inquiries contact:

**305-257-1711 FL**  
**office@aaaaboveallsungold.com**  
PBM



**(3) 2000 International 2764:** Cummins ISM 400hp, Fuller 8LL trans., 300K-360K miles, 4,000/200-gallon vac tank, Wittig RFL100 vac pump, jetter.

**866-720-4999**  
**www.tankservicesinc.com** PBM



**2007 Freightliner M2 Business Class:** 33k GVW, 6-speed manual, 250hp CAT, 133k miles. NEW 2,500-gallon vacuum tank, Masport HXL400 pump, LED lights, lined hose trays, complete warranty. Call 734-731-5256 for complete specs and pictures. ....\$49,500

**734-731-5256 MI** P11



**2000 Peterbilt 330** with 2007 Lely 2,000-gallon tank (130,000 miles). 6-speed transmission, NVE vacuum pump. 250-gallon fresh water tank with water pump. .... \$32,500

**254-534-5007 TX** P11

VARIOUS PUMPER TRUCKS FOR SALE!!! **94 GMC** 5-speed w/3200-gallon tank (147430 miles) \$10,000; **99 FREIGHTLINER** PTO driven 5-speed R260 vac pump w/2200-gallon tank \$30,000; **2003 F350** 5-speed (needs work) 350 waste/180 fresh. Fully equipped (209201 miles) \$14,000; **2007 F650** automatic transmission (rebuilt motor!) 800 waste/450 fresh, fully equipped \$48,000. GREAT STARTER TRUCKS!! For pictures please email us: info@brunsonpump.com. Brunson Pump Service, El Paso, TX 79928 915-858-5511 (PBM)

## SEPTIC TRUCKS



**1994 Ford L8000:** 3,200-gallon Imperial, 400 Masport, 16 front, 40 rears, working daily. Great little truck! \$24,500. Call with questions.

**Dave 612-221-6355 MN** P11



**2005 Freightliner:** Like brand new! 173,138 current miles. Tank, pump and hoses have only been used 46 times! 6-speed transmission, CAT C7 230hp. Power windows & locks, AC, heated mirrors. Two 50-gallon fuel tanks. 2,30-gallon steel vac tank. Jurup PN 84 pump. 3" inlet, 4" dump. Hose hangers, sight eyes, work lights, heated valves. 150' HPDM vac hose. Crust buster. Asking ..\$58,000

**605-342-6066 SD** P12



**Great Buy for \$29,500...** 2000 Ford Sterling L7500 pumper truck, 2,000-gallon tank, Jurup pump, 156,993 miles.

**912-632-8883 GA**  
**smcdispach@accessatc.net** P11

2006 International 7500-HT570: 10-spd. 18K front 40K rear, 168K miles, 4,000-gallon aluminum tank built by Imperial. \$125,000 775-315-5140 (P11)

2007 Ford 750: Progress tank 1,850-waste/250-fresh. 65,000 miles. Still in service. Auto, a/c, pto water jet. Selling due to need for larger truck. Call Mike 607-327-1033 for info and pic. Asking 50,000. (P12)



**2005 Peterbilt 379** C-15 CAT 475hp Pre-emission, Tri-Axle, 80K, 2010 tank 4,200 gallon, Fruitland 500. Fresh DOT paperwork, mint condition. Can email pix.....\$105,000 B/O

**203-879-3746 CT** P11



**Turn-Key Vacuum Tank Units:** 3,600-gallon, unit mounted on your truck or ours; \$20,500. 3,200-gallon truck units; \$19,000. 2,500-gallon truck units; \$17,500. 2,000-gallon truck units; \$16,500. Self-contained vacuum skids, 1,000-gallon; \$10,500, and 1,500-gallon; \$12,500, PortaPotty trucks and any custom options or sizes available!

**TexLa Services**  
**936-641-3938**  
**www.texlaservices.com** P11

2000 Sterling with 285 Cummins: Pre-emissions, tri-axle with tag, all new tires, 4,400-gallon T-Line tank, MEC 8000 pump, new paint, air valve, all new brakes, bushings, and leaf springs, nice truck. 715-923-4127. (P11)

2004 Peterbilt 340 pre-emissions: 3,600-gallon Transway tank and pump, C-7 CAT engine, 8LL transmission, 2004 stainless-steel chrome package, aluminum rims, air-ride suspension, air valve. 715-923-4127. (P11)

**2006 Chevy C7500:** Isuzu 7.8 Duramax turbo diesel engine, 230 hp, factory exhaust brake, Allison MD 3060 6-spd. auto. trans. 33,000 GVW. New 2,500-gallon tank - you choose pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

**1997 International 4900,** 210 hp, 5-spd, newer 1,500-gallon vacuum tank, Morrow M10 pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. \$17,000.(PBM)



**1992 International 4900:** DT466 Diesel, 7-speed synchronized transmission, double frame, newer front and rear springs, newer kingpins. Truck in good working order. 3,500-gallon carbon steel tank. Tank mounted with spring mounts. newer Manways, newer Bationi vacuum pump, 300cfm. Truck well maintained. Tires 80 percent all around. Truck comes with 5 hoses. Ready to work. GOOD STARTER TRUCK- North of Boston, MA ..... \$23,500

**Call Dustin 978-468-9001** P11



**1998 Peterbilt 378** C-12 380hp with Jake, 13-speed, 266" wheelbase. 12,000 fronts/36,000 rears. 997,442 miles. 4,800-gallon tank with Masport pump. Double frame, rebuilt, #2090. ....\$55,000

**262-652-7922 WI**  
**www.milesleasing.com** P11

1998 Mack tri-axle 5,000-gallon septic pump truck with Masport pump. 8LL Fuller transmission. Mack 350hp engine. Pictures available. \$36,900. Call Frank 978-970-5800 (PBM)

1990 Volvo WIG with 3,200-gallon tank. Cummins Big Cam M11. Fuller 9-speed. Rebuilt National pump. Used daily. Has current DOT and new tires on drive. Locking diffs/3-stage jake. \$20,000. Questions call Chris @ 218-343-0108. (P11)

**2003 International 4300:** Allison auto., 136k miles, new 1,850 gallon steel vac tank, under CDL; work in progress - you choose pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

**2008 Ford F750:** 7-speed, 260hp Cummins, exhaust brake, rear lockers, new 2,500-gallon steel vac tank - you choose the pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

**1996 Western Star:** Detroit Series 60, 10-speed transmission. Hendricks suspension. 3,365-gallon vacuum tank, Masport 400 pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

**1994 Petebilt 377:** Detroit Series 60, 10-speed transmission. 3,365-gallon vacuum tank, Masport HXL pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

Pre-owned Progress 4,400 U.S. gallon, aluminum, vacuum-pressure tank. Mounted on 1995 Peterbilt 377 cab and chassis with a Masport HXL400WV vacuum pressure pump package. (Stock #8258V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

Pre-owned 3,500 U.S. gallon, carbon steel, vacuum-pressure tank. Mounted on a 2000 Sterling cab and chassis - No Pump Package. (Stock #8719V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

2008 U.S. carbon steel 4,000-gallon tank with a NVE vacuum pump PTO to gear-box drive mounted on a 2004 Peterbilt 378 cab and chassis. (Stock #4897V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

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

Pre-owned Coleman 3,500 U.S. gallon carbon steel vacuum tank, mounted on a 1989 Peterbilt 377 cab and chassis and a Thompson Tank pump package. (Stock #9643C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

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Call Don 608-558-0870, WI P11

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570-673-5055 PA  
www.watsondieselinc.com P11

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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 gallons. 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.** Contact Jerry: **JEagleTanks@yahoo.com** or **800-721-2774.** (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)

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

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2009-2012 Vacuum Trailers - steel or aluminum available. 5,500 gallon - 6,300 gallons capacity. All trailers are in excellent condition - used to haul fresh water. Equipped with digital gauges, custom drip pans, cat walks. These trailers are in excellent condition, ready to be sold. Please call for information. 607-776-7997 ask for Phil or Mary. Also 607-368-0543 ask for Phil. We can deliver to any place in the U.S. (P11)



**2011 Galyean Vacuum Tanker:** This tanker is loaded with EXTRAS! Light kit, Air-ride suspension, aluminum wheels, NEW brakes, good tires, full-length side trays, 607 Challenger pump and SEVERAL different size hoses and fittings to start work right away. The tanker has gone through it's annual DOT inspection and then parked. Ready for sale. .... \$40,000  
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**www.IndustrialWasteRecovery.com** P12



**Imperial Vacuum Trailers:** In stock, 6000- and 6300-gallon aluminum single-compartment Imperial vacuum trailers.  
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**800-558-2945 Ext. 328** PBM

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

4,000-gallon Lely Self-Contained Vac/Press Tanker: Isuzu motor, Fruitland RCF 500 vacuum pump, Evans tri-axle trailer with aluminum wheels. Excellent condition - \$27,500. Pictures are available upon request. Please call 910-738-5311. (PBM)



**2001 Brenner:** Code stainless steel tanker, tri-axle, 6,000-gallon stainless steel tank, insulated. Weight: 16,420. Hendrickson Air Ride 80% brakes & tires, 43' length, 35 1/2 to king pin rat hole baffles. .... \$34,500  
**503-969-9545 or**  
**503-682-8000 OR** P10

1994 Presvac 5,500 gallon non-code vacuum trailer, Reyco spring suspension, 80%+ brakes, tires. No rust on frame or suspension. KLM Companies 617-909-9044 (PBM)

## TRUCKS (DUMP, MISC.)

1990 Mack R Model. 350hp. Mack 9-spd Camelsback. Mack rears. 3,800-gallon vac tank. Hose, etc. Marcell, MN 218-244-0867 \$25,500 (P11)

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..... \$66,800

**800-839-0832 NJ** P11

2001 International vacuum/septic truck used for septic and grease traps. 1,500-gallon hydraulic tank, vacuum pump, Allison engine, 200,000 miles. Includes jetting machine with 2 lines and a camera. Fully operational, ready to work! \$19,500 OBO. Call Joe for additional info and pictures, or to make an offer at 760-703-0714. (P11)

1989 GMC Vacuum Truck: Tandem third axle, air lift, 3,600 gallon. 90,000 miles. Caterpillar with Allison auto. Air shift PTO. Runs, drives, looks good. Very clean. \$21,500. 937-674-7288 (P11)

1999 Freightliner: Fuller 10-speed, m-11-350 hp, Juroop PNR-142, air cooled. About 20 hrs. Rebuilt pump. \$23,000. Have pictures if interested, call at 865-463-9641 or email at ruralseptic@comcast.net if interested. (P11)

2002 International 4900 pump truck. 182,000 miles. Spicer 9-speed transmission. 3,300-gallon Heil aluminum tank. 300-gallon freshwater tank. \$44,500. Call 815-693-0502. (P12)

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**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 gallons. [www.pumper-trucksales.com](http://www.pumper-trucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

## TRUCKS- HIGH PRESSURE



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**719-494-4927 CO** P12

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## VACUUM LOADERS

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2013 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)



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**423-240-9737** P11



**1995 Ford LTS9000 Supersucker:** 27" blower, 3,000-gallon tank, 9,575 miles. Completely refurbished, ready to go. .... \$69,000

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2006 Jetstream 3600 Series 27gpm@10K, 175hp John Deere. Excellent condition. 440-813-0025 (P01)

Gardner Denver T-375M: Bare Shaft pump. Gardner Denver T450M Bare Shaft pump NLB 20-200: 12 gpm @ 20,000 psi. Gardner Denver LC-1500: 390 gpm max, 15,000 psi max. NLB 36-200 6 gpm @ 36,000 psi. HT-150S 25 gpm max 10,000 psi max, Shell Side Machine, Wheatley 165: 30 gpm @ 10,000 psi, Wheatley 165: 17 gpm @ 20,000 psi. Wheatley 125 with aluminum bronze fluid end. Boatman Ind. 713-641-6006. View @ [www.boatmanind.com](http://www.boatmanind.com). (PBM)

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