

# Pumper

DEDICATED TO THE LIQUID WASTE INDUSTRY

January 2014 [www.pumper.com](http://www.pumper.com)



**Indianapolis**  
FEBRUARY 24-27 **2014**  
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# CLEAN & GREEN

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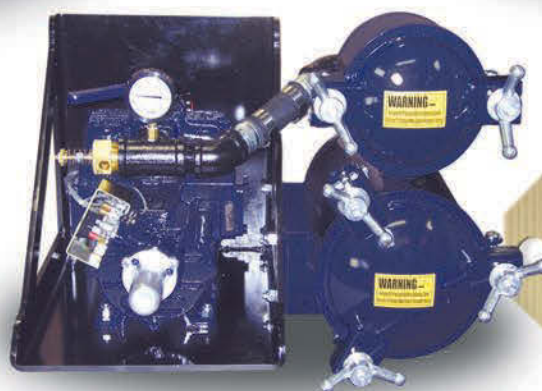
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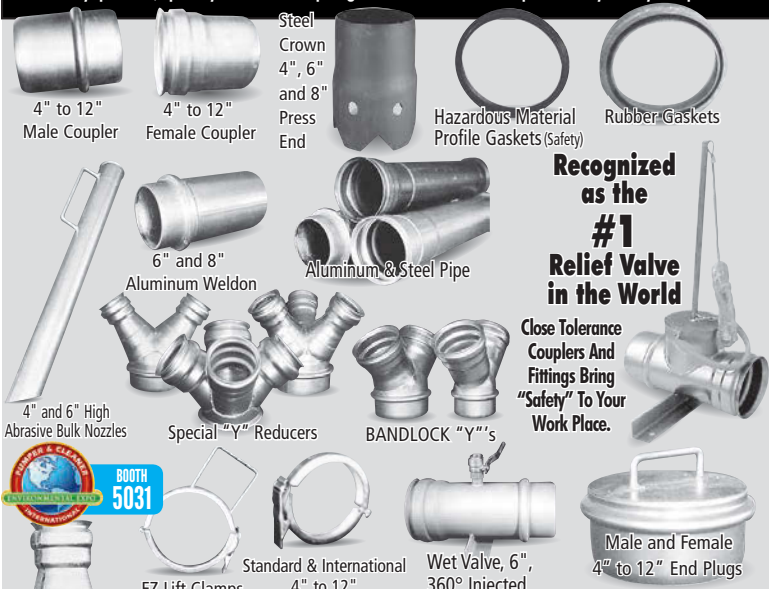


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(Photo by Autumn MacDonald)

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# Learning More about Industry Groups

Trade associations can lead the way with important training, small business networking and fighting for changes in regulations. We want to put a new focus on them. **By Jim Kneiszel, Editor**

Jim Kneiszel, Editor



Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

**T**he new year brings a natural opportunity to reassess how you're performing your job and what you might change to improve the services you provide. The same holds true for *Pumper*, which celebrates 35 years of serving liquid waste haulers in June.

When Bob Kendall and Pete Lawonn started *Midwest Pumper* in 1979, they envisioned creating a trade journal that would become the marketplace for pumping professionals, a place for septic service contractors to sell equipment, shop for new products and exchange ideas. The magazine has proven to be all that and more, promoting greater industry professionalism and serving the community of pumpers with advertising, feature stories about successful contractors and countless business-building ideas.

Over the years, the magazine has been tweaked with many improvements to enhance the reader experience. Newsprint was replaced with glossy color magazine pages. Reader-submitted black and white

photography has burst into colorful photo layouts produced by professional photographers. There is a new and exciting synergy between the print product – which readers continually tell me is a staple reading material in their offices – and the [www.pumper.com](http://www.pumper.com) website.

For 2014, we're making a few changes in the way we share news about the many state and regional trade associations that serve the pumping and onsite installation industries. We're moving away from the *Association News* format we've followed for many years and adding two new features to report in greater depth about issues facing the pumping community and to encourage more effective networking.

We saw a need to delve deeper into regional industry issues. So we're adding a new *State of the State* feature, dedicating an entire column to the happenings in a state or Canadian province in every issue. This month we catch up with the **Iowa Onsite Waste Water Association** and its president, **Steve Darrah**, to learn about topics ranging from the group's partnership with Habitat For Humanity to statewide industry certification efforts.


Writer **Doug Day** will interview a different industry association leader every month to explore the challenges they face and the initiatives they're pursuing to meet rising expectations. The feature will give associations a valuable platform to share their ideas and goals for the industry. The idea is to reach out to every active trade association over time and involve them in our new feature. If you would like Doug to give you a call and turn the spotlight on your trade group, drop me a line at [editor@pumper.com](mailto:editor@pumper.com) and let me know.

As a companion to *State of the State*, we'll run a comprehensive list of industry associations with contact information so you can reach out to the folks who represent your interests on a regional basis. Take a look at the list as it appears in this issue, and if you don't see your trade group represented, let me know and we'll add it. The goal is to link pumpers with the associations that offer training opportunities, industry networking and lobbying regarding regulations.

While more and more trade associations now use email and electronic newsletters to stay in constant contact with their members, we continue to provide space for these organizations to promote their annual conferences or training opportunities. We offer a platform for announcing these events, either in the print magazine or through the *Pumper* online presence.

Readers eagerly anticipate the arrival of *Pumper* magazine in their mailboxes, and we think it covers the industry in great depth and breadth. However sometimes associations may have late-breaking news regarding a new government regulation or updates on important training sessions that we can't respond to in the monthly magazine. The website is built for speed ... and we can add your association news items as quickly as they could be reported on the nightly news. When you find you need to spread the word to your membership in a hurry, contact me and we'll share the news at [www.pumper.com](http://www.pumper.com). ■





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“About the time I think I have seen it all in this industry, something changes, or I’m amazed at what I find out about septic systems.”

— *Pumper Rewind: Sticking to ‘Hall’s Way’*  
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**HOLY TRUCKS!**

## SEMA pickup roundup

Have you died and gone to truck heaven? Unfortunately, no. It’s just a roundup of some of the most drool-worthy vehicles — including a Team Realtree showpiece and a refrigerator-equipped Ford F-350 Super Duty — from the annual Specialty Equipment Market Association conference in Las Vegas. So sit back, dream a little and enjoy some truck eye-candy (just don’t let your technicians get any ideas!).

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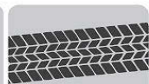


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# CLEAN & GREEN

**Quesnel Septic Service has built a septic pumping business that stresses environmental responsibility as it expands into new areas, including residential and municipal construction** *By Peter Kenter*

**Q**uesnel Septic Service Ltd. of Quesnel, British Columbia, Can., operates on the principle that we are living on borrowed water, which must be returned to the environment in the best condition possible. The company continues to grow around a core business of septic and industrial pumping as it expands its slate of offerings to include septic tank design and construction and other services.

Quesnel (pronounced Kwen-elle) is located more than a seven-hour drive northeast of Vancouver, B.C. The city sits at the center of a thriving logging and forestry industry with a municipal area population approaching 22,000. The company serves an area delineated by smaller towns: Hixon 40 miles north, Nazko 70 miles west, Barkerville 50 miles east and the same distance to the south.

Quesnel Septic was founded in 1968 and run as a one-person shop for 30 years. The business was purchased by Kim Pitcher and her then-husband Sean in 1998 with some older equipment.

"It was a mom-and-pop operation," recalls Kim. "But it was something that we could operate out of our house. We

*(continued)*

Quesnel Septic Service Ltd. owners Kim Pitcher and Ben Blacklaw diversify their service offerings to build a successful business in northern British Columbia.  
*(Photos by Autumn MacDonald)*

## Profile

### Quesnel Septic Service Ltd.

**Quesnel, B.C., Canada**

**OWNERS:** Kim Pitcher, Ben Blacklaw

**FOUNDED:** 1968

**EMPLOYEES:** 5 to 10

**MARKET AREA:** Central and northern British Columbia

**SERVICES:** Septic service, industrial pumping, site assessments, design, installation, inspection, maintenance, repair, construction

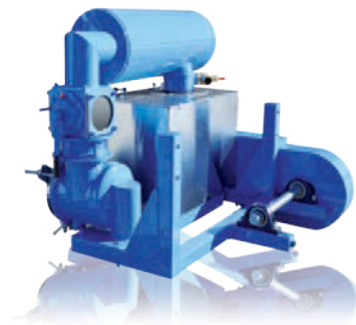
**AFFILIATIONS:** British Columbia Onsite Sewage Association, Applied Science Technologists & Technicians of British Columbia

**WEBSITE:** [www.quesnelseptic.ca](http://www.quesnelseptic.ca)





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Quesnel's Ray Repétowski, left, runs the Vactor combination truck during a hydroexcavation operation, while two city workers look on. Quesnel was hired to locate utility lines.

owned 50 percent of the business and our parents on each side of the family owned 25 percent each."

#### COMMITTED TO GROWTH

The business hired its first employee in its first year. Kim worked at administering the office and dispatch, while Sean worked primarily on the road, along with the hired help. Pitcher was also kept busy as a mother, raising son Morgan, born in 1994, and daughters Emalee and Jade, born in 1996 and 2001. Kim's father, George Yendrys, has always looked after equipment maintenance.

From the start, the owners were committed to expanding the business on the foundation of septic service.

"It's always exciting to try new challenges and invest in new equipment to offer more services to increase revenue," says Pitcher. "In a small community, you can't grow and get ahead by depending entirely on septic pumping. There are also two competitors in town and it doesn't pay to stand still."

The company soon purchased a pipe camera and pipe cleaning equipment from UEMSI to pursue municipal CCTV contracts. It also purchased a Western Star water truck with a 4,000-gallon steel tank in 2000, used to provide dust control in mill yards.

Quesnel got into and then divested itself of a portable sanitation business during this growth period. Then, in 2005, the couple bought out their parents' interests, becoming equal partners in the corporation.

“It's always exciting to try new challenges and invest in new equipment to offer more services to increase revenue. In a small community, you can't grow and get ahead by depending entirely on septic pumping.”

— Kim Pitcher

#### INDUSTRIAL PUMPING

The company increasingly turned to industrial pumping to keep its equipment fleet profitable. Currently, half of the company's pumping activity serves industrial clients, balancing the business during the winter months when residential septic drops off. Recent seasonal staffing patterns see the company employing as many as 10 people in the busy season, but as few as five in the winter. The industrial work keeps employees on the payroll.

"We have a lot of mills and industrial processing customers on our regular route," says Pitcher. "However, this is strictly transportation of the fluids from holding tanks or trenches and these aren't caustic substances or

(continued)

## CSI Quesnel: Septic Service Company Assists in Murder Investigation

For Quesnel Septic Service Ltd., of Quesnel, British Columbia, Can., giving customers what they ask for is part of a successful business strategy – even if that client is the Royal Canadian Mounted Police.

"In 1998, the year we bought the business, we were approached to assist police who were investigating a local gentleman on suspicion of killing his wife, who was missing," recalls Quesnel co-owner Kim Pitcher. "They asked us to pump out an entire sewage lagoon located near the property."

The company's vacuum trucks emptied the sewage lagoon down to the sludge as investigators began to search through sludge and debris for signs of the missing person.

"Being part of the investigation was certainly the most unusual contract we've ever taken on and it was certainly suspenseful," recalls Pitcher. "At one point, one investigator found a femur. However, it turned out to be part of the skeleton of a cow."





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harsh chemicals. It's often process water and we aren't responsible for treating or disposing of these effluents – just moving them to a treatment facility somewhere else.”

While servicing residential septic systems, the company gained increasing experience in diagnosing system failures and predicting imminent problems. Customers were also requesting assistance in repairing or upgrading their septic systems.

“At that point, we invested a lot of money in a 2006 Gehl 120 excavator, a 2007 Kubota KX161 mini-excavator, a 2006 Bobcat skid-steer and a 1987 International dump truck, so that we could work on repairing our clients’ septic systems,” says Pitcher.

British Columbia operates under strict sewerage system regulations regarding septic tanks. While anyone is theoretically allowed to repair an existing septic tank, replacing a septic system or building a new one requires the contractor to be certified as a Registered Onsite Wastewater Practitioner by the Applied Science Technologists & Technicians of British Columbia. ROWP certification involves completing an educational program and proving fully competent in site evaluation and system design. Septic system permit applications to the provincial Ministry of Health must include a scale drawing of the proposed system. As-built drawings of the installed system must also be filed.

**Below, left:** Ray Repetowski operates the Vactor truck to locate utilities.

**Below, right:** Co-owner Ben Blacklaw uses a Kobelco excavator during a home construction project overlooking a local lake. Quesnel has added construction work to diversify its service offerings.

“Sean got his ROWP in 2006 and we were soon getting into designing and building brand-new septic systems for area clients,” says Pitcher.

The new service dramatically changed the focus of the business, with 60 percent of the work now representing industrial and residential pumping and 40 percent septic system installations.

The business continued to expand.

“ I wasn’t working in the pumper end of the business, but with my experience in installing septic systems, we’ve now got both sides covered. We also install water mains and fire hydrants and recently took on a municipal contract. ”

— Ben Blacklaw

Outgrowing its home base, Quesnel Septic’s new headquarters, built in 2006, offered a 3,500-square-foot shop with a customer storefront.

The business continued to thrive, but in early 2013, the Pitchers called an end to both their marriage and the business partnership. For Kim to continue operating the business in Quesnel, she needed to raise enough money to buy out a half-interest in the company.

### FORGING A NEW PARTNERSHIP

Financial rescue arrived in the form of construction contractor Ben Blacklaw who purchased half the company’s assets in May 2013.

“I’d played hockey with Sean and knew the family and the business,” says Ben. “I was actually the contractor who built the Quesnel Septic shop and headquarters for the company. I was becoming tired of working winters in logging, so when I heard about the opportunity, I approached Kim and we struck a deal.”

Ben also brought a unique set of skills to the table. As a construction contractor, he’d already earned ROWP certification and had experience building area septic systems.

“I wasn’t working in the pumper end of the business, but with my experience in installing septic systems, we’ve now got both sides covered,” he says. “We also install water mains and fire hydrants and recently took on





a municipal contract in the town of Nazko laying 8-inch sewer pipe."

With his construction expertise and a large client list, Quesnel now offers complete construction packages, including land clearing, soil drainage work, and construction of roads, houses, retaining walls and commercial buildings.

Ben says it's challenging to adjust from a sole proprietorship to a partnership, but he's pleased with the number of projects the company is attracting. As an active supervisor, he notes that field workers have also had to adjust to his direct participation in most of the projects.

"They were working somewhat independently, but having a boss who works alongside them is helping the company to become more efficient," he says. "I also have an easy time hiring for the business. If you've been logging you already know half the people in town and if you don't know them personally, you know someone who does."

One of the company's original trucks, a 1989 Ford LNT8000, a 2002 Sterling carrying an older tank and pump transferred from another rig, the 2006 Bobcat skid-steer and the 2007 Kubota mini-excavator are still in active service. The current fleet also includes: a 1998 Kenworth vacuum rig with a 2,500-gallon steel tank from Cusco; a 2003 Vactor 2115 combo truck built on a 2003 Sterling chassis from Jack Doheny Companies; a camera unit from Aries Industries Inc.; a 1990 Peterbilt dump truck; a 2007 ED190 Kobelco excavator; and a 2008 John Deere 315 skid-steer.

Three dedicated vehicle bays in the shop allow the company to perform most maintenance in-house.

"With our in-house repair and maintenance capabilities, we're keeping our fleet in top shape with whatever we can tackle without sending them out," Kim says.

The company is committed to training and professional development. Quesnel Septic has made the long trip to attend the Pumper & Cleaner Environmental Expo International in the past and is considering a future trip across the border.

Kim continues to advertise and market the business actively. "We advertise in the Yellow Pages, local newspapers and bargain hunter publications," she says. "We also actively manage our website and Facebook page."

The partners are committed to continued growth. Kim recently received training to operate the company's Aries inspection camera, while Ben continues to expand the company's construction portfolio.

"Finding a new business partner overcame a big hurdle," Kim says. "I'm confident this will lead to new business opportunities for both of us." ■

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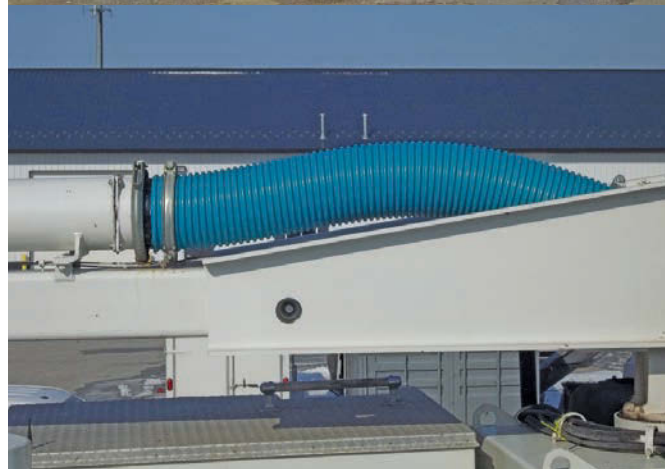
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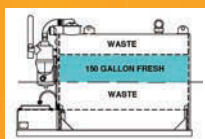
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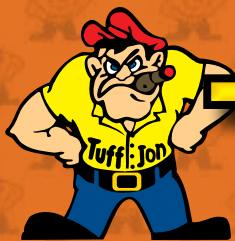


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Briana Jones



Briana Jones  
is a digital editor  
for COLE Publishing.

# Let's Make it Great

Taking it all in at the Pumper & Cleaner Expo can be overwhelming. Here is some advice to ensure you make the most of your trip to the industry's best trade show **By Briana Jones**

**M**arking my fifth Pumper & Cleaner Environmental Expo International in February, I still remember my first show, walking into the vastness of the exhibit hall when I couldn't tell a vacuum truck from a portable restroom. (Don't worry, I figured it out pretty quickly.)

The Expo can feel overwhelming for first-time attendees, but the experience and knowledge gained are well worth the time and money spent.

I've been lucky enough to meet many of you because part of my job involves interviewing attendees, seminar leaders and exhibitors for videos. You've probably seen me with a camera guy wandering around the show floor. We're the video crew, and we create videos and post them on the Expo website ([www.pumpershow.com](http://www.pumpershow.com)), to our Facebook pages and onto exhibitor websites.

And I've also learned a lot from you during my years at the Expo, which runs this year from Feb. 24-27 at the Indiana Convention Center in Indianapolis, Ind. Now it's my turn to pass along some helpful tips to make your show more enjoyable. Here's some advice for Expo goers, whether you're a seasoned pro or a first-time attendee:

## PLAN OF ACTION

As North America's largest trade show for the environmental services industry – with 500,000 square feet of exhibits and new technology – using a virtual floor plan is a great way to ensure you see it all. The online tool – available on the Expo website – will help you plan each day so you don't miss anything.

The floor plan offers a quick and easy way to find exhibits and products. A graphic layout shows where each company is exhibiting and provides booth number, website, and phone number and address.

Look up companies and products with the "Search the Show" option in the upper left-hand corner of the floor plan page. For example, a search for "Pipeline Rehabilitation/Lining" will highlight all the exhibits on the floor plan that have those products.

You can also create a show planner to save personal information, company and product information, and keep a schedule of educational seminars.

The mobile website on your smartphone is another helpful tool for planning your time at the Expo. You can search exhibitors to quickly find booth numbers, click the calendar icon to see educational seminar schedules and locations, or use the map of Indianapolis to find local restaurants.

Sign up for Facebook and Twitter updates on the mobile site to stay informed on everything happening at the show.



## DAILY DOSE

Ensure you have the most current seminar schedules and company list with the complimentary Expo Daily, the official daily publication of the Pumper & Cleaner Expo.

The publication is available each day on stands at the main registration entrance, and includes daily events, news from the show floor, seminar tracks, COLE Pub hours and lunch options in the hall.

Articles sprinkled throughout the publication offer tips and tricks for how to make the most out of your time at the show, including nightlife options, Indy attractions and restaurant suggestions. Exhibitors also like to include specific times for product demonstrations and special offers in their booths.

A great assortment of current photos from the show floor also brings the publication to life. Grab yours each morning and peruse it as you wait for the exhibit hall doors to open.

## MEET AND GREET

The Expo is the best place to meet other contractors and municipal managers from across the nation and around the world who face similar industry issues. Whether you're strolling the show floor or sitting down for lunch, introduce yourself to someone new. You're all there for the same



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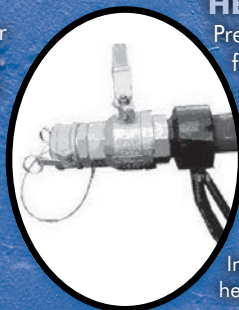


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Articles sprinkled throughout [the Expo Daily] offer tips and tricks for how to make the most out of your time at the show, including nightlife options, Indy attractions and restaurant suggestions.

reasons - to gain some knowledge, buy a new piece of equipment and network with your peers.

If you're not the type to just walk up to someone and start a conversation, maybe now is the time to give it a try. What's the worst that could happen? You meet a new friend or colleague who helps you figure out how to make more money or expand your business.

The COLE Pub, located in the back of the hall next to the main concession area, is another great place to build your professional network. Open Monday from 11 a.m. to 2 p.m., and Tuesday and Wednesday from 11 a.m. to 4:30 p.m. during the Expo, the COLE Pub is a fun way to relax, have a drink and make a new acquaintance.

As part of the video crew, I interview attendees, which usually involves randomly walking up to some of you. I've learned a lot from having candid conversations about why you enjoy the Expo. I've heard so many words of appreciation from attendees for the COLE staff and the overall show, and I can't thank you all enough for making the show a great and informative experience.

We couldn't do it without you. If you have suggestions or questions for me or any of the editors, stop by and see us at the editors' booth located between registration and the main exhibit hall entrance. See you in February! ■

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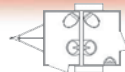


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# Leave Your Mark

There's no point in networking if people don't remember your name, so make sure you stand out with these strategies **By Patricia Fripp**

**E**veryone knows how important networking is in building your business and developing good contacts. But whether it's a local business meeting or a service industry event, if no one remembers you afterward, what was the point in attending? Such contacts only work if you make yourself memorable. And this doesn't mean being loud and boisterous.

It never ceases to amaze me how many knowledgeable people attend networking events yet overlook their big chance to be memorable by developing a mini-presentation for audiences of one to five. All speaking is public speaking. Outside the privacy of your own home, you are speaking in public no matter the size of your audience.

Here are seven strategies that let you walk into a room, confident that people will enjoy meeting you *and* will recall you afterward:

**1. Look your best.** If you have a hectic day before going to a business meeting, seminar or other work-related event, keep a change of clothes in your office or car so you can arrive unwrinkled.

**2. Wear your name tag.** We're all more likely to retain information that we see and hear at the same time; therefore, wear your name tag near your shoulder so people can read it as they hear you say your name.

**3. Develop an unforgettable greeting.** When you introduce yourself, don't just say your name and job title. Instead, start by describing the benefits of what you do for clients. One of my responses is "I make conventions and sales meetings more exciting." Almost invariably, the person I'm talking to asks me, "How do you do that?" Immediately, I get to market myself: "You know how companies have meetings that are supposed to be stimulating, but they're often dull and boring? Well, I present practical ideas in an entertaining way so people stay awake, have a good time and get the company's message. My name is Patricia Fripp, and I'm a professional speaker." People remember the pictures you create in their minds more than the words you say.

**4. Greet everyone.** No name tags? That doesn't mean you ignore people you recognize if you've forgotten their names. Smile and ask a provocative question like, "What is the most exciting thing that has happened to you since we last met?" And never be afraid to say, "The last time we met, we had a great conversation. Will you remind me what your name is?" Best-selling author Susan RoAne tells people, "Forgive me for forgetting your name. Since I passed 40, it's hard to remember my own."

**5. Overcome shyness.** Much of the value of networking events can be lost if you let yourself focus on being unassuming or fundamentally

By saying something interesting, memorable or funny, you become an object of interest to your listeners.

shy. For many people, mingling with a room full of strangers can be an unpleasant or even scary experience. Focus on the benefits of meeting new contacts and learning new information instead of any butterflies in your stomach. Until you've gained confidence, a good way to do this is to volunteer for a job that requires interacting with other attendees, such as serving as a greeter, who stands at the entrance and welcomes people to the event: "How do you do? I'm Chris Carter. Welcome to the state wastewater conference. Please find your name tag, and help yourself to refreshments; our program will start in 30 minutes." Soon you will start feeling like the host of the party. You'll meet new people this way and get cheery nods of recognition throughout the event, making it easy to stop and talk later.

**6. Travel with your own PR agent.** This is a powerful technique that maximizes your networking. Form a duo with a business associate. When you arrive, alternately separate and come together, talking up each other's strengths and expertise. As your friend walks up, you say to the person you've been talking to, "Jack, I'd like you to meet Elaine, our customer service manager. She has been with us only eight months, but her ability to listen to clients' needs has given us a competitive edge." Then Elaine can say, "Well, Greg is being generous. It's his knowledge of the septic service industry and his skill in running the company that really helped me get up to speed on the job."

When you do this, you're saying about each other exactly what you would love your prospects to know, but modesty prevents you from telling them. By saying something interesting, memorable or funny, you become an object of interest to your listeners. When they go to work the next day and talk about the networking event they attended, they'll remember you and your company.

**7. Always send a note or brochure the next day to the people you have met.** Keep business cards you receive, and make notes of what you said for the next time you meet them at an event.

These are all easy and positive ways to be memorable. Get the most out of your networking time and energy by making yourself worth remembering! ■





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# BLACK HILLS GOLD

Pam Weierke prospects for pumping customers throughout the farm and ranch territory in northwestern South Dakota and strikes pay dirt  
By Betty Dageforde

The back of Pam Weierke's vacuum truck says it all. She has found success running a one-woman pumping company in the ranchlands of western South Dakota. The truck is an International built out by Abernethy Welding.  
(Photos by Benjamin Brayfield)

## Weierke's Septic Service LLC. Sturgis, South Dakota

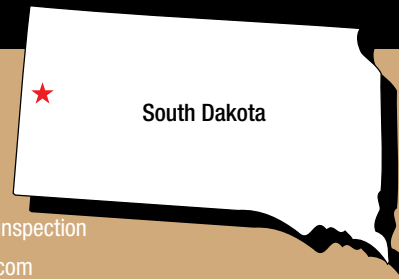
**OWNER:** Pam Weierke

**FOUNDED:** 2008

**SERVICE AREA:** Ranchlands of Northwest South Dakota

**SERVICES:** Septic pumping and inspection

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



**T**he population of Sturgis, S.D., swells to about half a million when the town hosts its annual motorcycle rally the first week in August. Otherwise, it's only about 7,000. And surrounding towns in this northwest portion of the state are even smaller – and are few and far between.

This remote area is where Pam Weierke, owner of Weierke's Septic Service LLC, found an underserved market among the area's ranches and farms. The distances she travels are so vast that several times a year she goes out for days at a time. And just for a change of pace, during the motorcycle rally she's right there in the thick of it, pumping anything and everything.

### UNEMPLOYMENT TO SELF EMPLOYMENT

In 2005 Weierke and her husband Ray moved to South Dakota from Minnesota when she had an opportunity to be safety director for a trucking company. But in 2007 she was laid off when the company was bought out. As she considered options, she kept coming back to the idea of doing septic work, which she had done with her first husband some 30 years prior.

(continued)



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So the then-49-year-old grandmother checked out the competition, researched the going rates, called the state to learn about local regulations, got a loan and then asked her son and ex-husband – Cody and Mike McKinley – to find her a truck. With the enthusiastic support of her husband, Ray, and extended family she was off and running.

“It was like I never left it,” she says. “I knew the process, I knew what to do.” What was hard was building up a clientele, especially since she was relatively new to the area and people did not know her. A big breakthrough came when she started attending local fairs called home-and-ag shows held January through April in surrounding towns. “I put up a booth there just to introduce myself to the public, answer questions and get to know people.” She says it’s one of the best things she ever did – and continues to do.

She also sent flyers to people in nearby towns. Although they didn’t always produce immediate results she is constantly amazed that years later people still call her because they had stuck her flyer up on their refrigerator and now needed service.

### CONTINUING EDUCATION

After establishing her business, Weierke went through the state certification process and began performing septic inspections. She also went through the University of Minnesota’s onsite sewage treatment program, a course of study not offered in South Dakota. She took all the required tests and goes back every three years for training updates. This is helpful not only to her but to her clients as she wants to pass along the most current information as it evolves.

*(continued)*

“ More than half my job is educating the customer. Many still believe if you’re not having problems you don’t have to pump them. But I’ve made a lot of believers out of them. ”

— Pam Weierke



Grandmother Pam Weierke moved to South Dakota with her husband, Ray, and has found a new and exciting career as an independent pumper.



Weierke always carries her Crust Buster to agitate septic tanks, like she’s doing here on a ranch in Meade County, South Dakota.



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"More than half my job is educating the customer," she says. "Many still believe if you're not having problems you don't have to pump them. But I've made a lot of believers out of them."

When she meets a customer for the first time, she explains the do's and don'ts of a septic system. She also gives them a brochure from the University of Minnesota on the topic. She puts the brochure into what she calls her goody packet – a marketing tool she fills with useful items such as lighted key rings, calendars and business cards.

Weierke also keeps up with state, local and federal regulations which continue to evolve. "Thirty-five years ago it wasn't anywhere near as controlled or regulated as it is now," she says. For example, homeowners in her county are now required to have their tanks pumped



## There's a New Woman Pumper in Town

Not too many women are in the septic business in South Dakota. So Pam Weierke of Weierke's Septic Service LLC in Sturgis was surprised and thrilled when she learned of another woman in nearby Piedmont just getting started in pumping. She took the initiative and called Vicky Konvalin to introduce herself. The two women hit it off and enjoy comparing notes and sharing horror stories. Weierke says there's plenty of work and they both have separate areas they work in.

"I think it's awesome," she says. "There's no way I can handle everything. I've got a good customer base and she's just starting out." They send work to each other and know they can count on each other in a bind. "If her truck breaks down and she has a customer, sure, I'm going to help her. And she would do the same for me," Weierke says.

Konvalin started her business, Silver Star Septic LLC in April 2013, under remarkably similar circumstances as Weierke. She had worked for a septic company and when she got laid off decided she could do the work on her own. Konvalin enthusiastically agrees that having another woman she can talk to has been a huge benefit.

"We both have the same setup with only one truck, and it just helps that she's there to talk to. She's a super sweet person. Why not help each other out?"

"She's like my twin sister," Weierke responds. "She's got the right attitude. I would not be afraid at all to refer her to anybody because I know she's going to do the type of work and treat the customer like I would."



Vicky Konvalin started Silver Star Septic in 2013 and has been mentored by Pam Weierke. The women share the experience of running one-woman septic service companies in western South Dakota.

and inspected before selling their house. And in a nearby county all tanks must be pumped and inspected every six years. She believes it's only a matter of time before those regulations expand to the whole state and she wants to be prepared.

Pumper has also been a valuable source of information, she says. "I go through every issue and take out articles that would be helpful to me. I've got those in a three-ring binder and if I have questions – what did this person do in this situation – it's a good reference for me."

Weierke links hose to reach a ranch's septic tank. She's found an underserved market for septic pumping in the ranch areas far from her Sturgis, S.D., home.

### HAVE TRUCK WILL TRAVEL

A few years ago a friend of Weierke's suggested she check out the area around Faith, N.D., (population 400), about 130 miles north, saying no one was offering septic work there. So she did and says she was astounded how quickly the customer base grew – mostly farmers and ranchers – to the point that now she sets up appointments with her customers and goes up there at least twice a year, sometimes three or four times, for as much as a week at a time. It's worked out so well she's now planning to tack on a day or two to her trips and expand another 60 miles north into the area around Bison, N.D. (population 300).

Weierke's husband often tags along. He's retired and likes to make a vacation out of it. He drives their horse trailer/camper and she takes the septic truck – a 1999 International DT466 built out by Abernethy Welding & Repair with a 2,500-gallon steel tank and Masport H15W pump – along with her 150R/T sewer line camera from Amazing Machinery Inc. and her other faithful companion, dog Skippy.

Weierke calls Ray the "agitator" and the "entertainment committee." First he stirs up the contents of the tank with the Crust Buster from Schmitz Brothers LLC, then he sits back and chats with the ranch owner while Weierke goes to work. "He's a real character," she says. "People are either shaking their heads or they're smiling."

Although ranchers often invite her to camp on their land, the Weierkes generally stay at a park in Faith where they've got hookups and a nearby gas station. She tries to be considerate of other campers, cleaning the truck before going so it looks and smells good.

(continued)





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Pam Weierke puts on lots of miles serving ranch owners hours away from her home base. Her dog, a miniature Australian shepherd named Skippy, is her constant companion on the road.

Roads are less than ideal, mostly gravel and dirt, and only get worse in the winter. More than once she's gotten stuck and had to be pulled out by a helpful rancher. "If there's any doubt at all, we tell them, 'Be ready with your tractor to come get us.' There's always equipment around."

There are few options for dumping the waste other than as land application on ranchers' fields. When she land-applies, she adds hydrated lime and tests the pH level, following state Department of Environment and Natural Resources guidelines. She does have limited access to a couple of septic lagoons when she can't get into the fields because of mud or heavy snow.

Although it can be tough getting away for a week and driving conditions may be difficult, Weierke says she loves it and it really is like a vacation. "I'm working doing what I enjoy," she says. "It's fun to meet the people. They're so friendly and there's just no way to describe the personalities and their ethics." And she enjoys the scenery. "You see a lot of country. It's rolling hills and you've got your creeks and streams. There's a certain beauty about the prairie."

**"I'm working doing what I enjoy. It's fun to meet the people. ... You see a lot of country. It's rolling hills and you've got your creeks and streams. There's a certain beauty about the prairie."**

**— Pam Weierke**

Maneuvering through the wall-to-wall crowds is the most challenging aspect of the job. Her husband usually rides shotgun to help her out. "You just have to have a lot of patience," she says. "It's quite an experience."

Weierke's regular customers know she's unavailable for routine work during the rally, but emergencies can happen any time, as she experienced during the 2013 rally when she received a frantic call from a homeowner in Faith who needed his septic system serviced immediately in time for his daughter's wedding. She finished the most critical jobs at the rally for the day and then made the trip to Faith and back in record time.

#### **CUSTOMER FEEDBACK**

Weierke says the most important thing to her is to make sure the customer is happy, she didn't leave a mess and she made them aware of any problems she sees and what their options are. "And if I did something wrong or they didn't like how I handled it, I want to know," she says. "There's always room for improvement."

She has no regrets at all about getting into the business. "It doesn't feel like a job," she says. "It's an adventure." ■

#### **STURGIS' CLAIM TO FAME**

Weierke makes sure she clears her calendar for the last two weeks of July and the first two weeks of August so she can be on hand for the Sturgis Motorcycle Rally, one of the oldest and largest biker rallies in the world. Her involvement begins before the event when she pumps and inspects septic systems for a number of the smaller campgrounds.

She doesn't do repairs but if she finds a problem she can recommend a plumber or electrician. During the rally she pumps septic systems, campground-owned portable restrooms, pit toilets and graywater tanks. People also sign up – or chase her down – to service their RVs. "I'm busy enough where it's leave at daybreak, come back well after dark," she says. After the event she stays on for another week to do a final pumping of everything.

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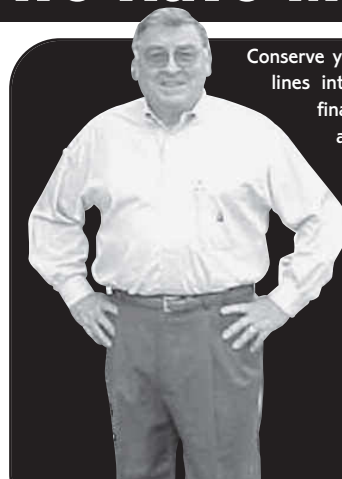


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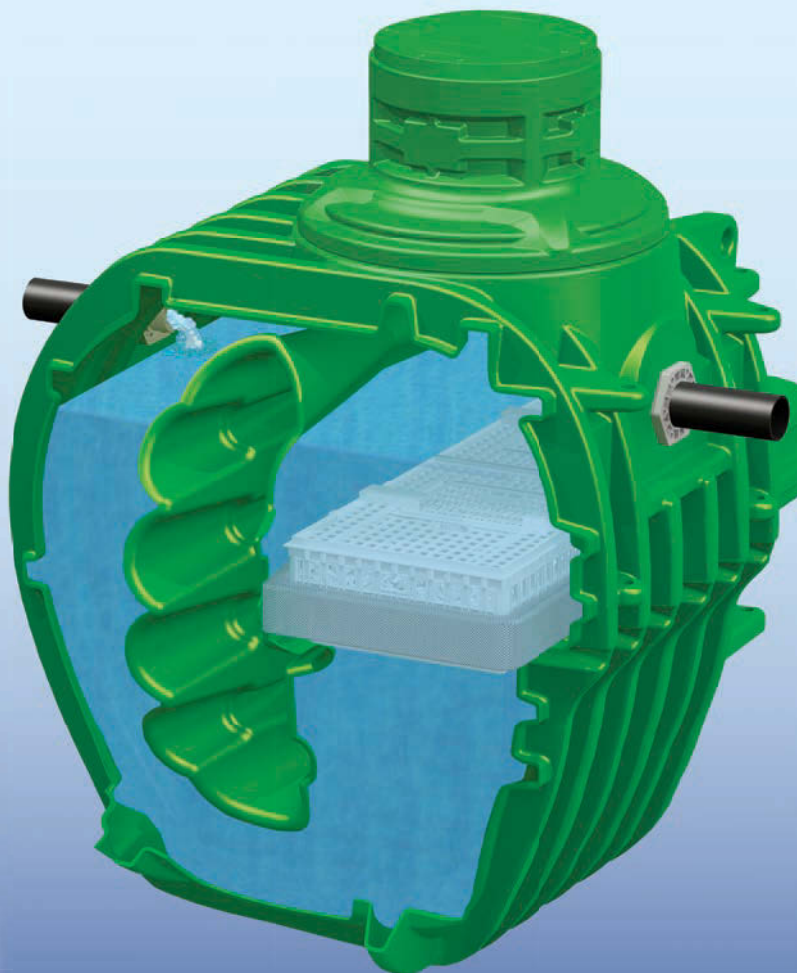


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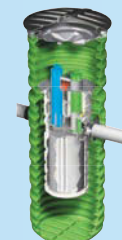


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## RULES & REGS

Rules and Regs is a monthly feature in *Pumper*.

We welcome information about state or local regulations of potential broad interest to onsite contractors. Send ideas to [editor@pumper.com](mailto:editor@pumper.com).

## Missouri Earmarks Funds to Replace Aging Septic Systems

By Doug Day and Sharon Verbeten

**G**rant funding for the repair or replacement of residential septic systems is available in the upper White River watershed of southwest Missouri. Through early October, the Ozarks Water Watch had replaced 75 systems in the area, funded by \$1 million the not-for-profit organization received from the Missouri Department of Natural Resources, Table Rock Lake Water Quality and the Department of Conservation.

The program will pay 60 percent of the cost, with as much as 98 percent available for low-income homeowners. Originally, the maximum a homeowner could receive was \$10,000 but that has been increased to \$25,000, with half available as a grant and the rest as a no-interest loan. Repaid funds will go to a revolving loan fund for future replacements. Funds will be available through July 2015 or until they are exhausted.

### Ohio

Funds are available until May 2014, or until they run out, for residents in five counties facing pollution issues that feed toxic algae bloom into Lake Erie. Residents of owner-occupied homes in Erie, Wyandot, Sandusky, Ottawa and Seneca counties can access funds to assist with replacing or repairing their onsite systems.

Property owners must meet income guidelines, and the projects will go out for bid to all contractors registered with the county's health department. Funds will not cover installation of a new home's sewer system, connecting a failing system to the public system or abandonment of drinking water wells, even if it is required by the local health department.

### New York

Nitrogen polluting Long Island's waters has long been a concern – rising levels have worried scientists and residents for three decades. To help raise awareness, the Long Island Clean Water Partnership has launched a \$3 million, three-year advertising and education campaign about protecting Long Island's waters.

What's to blame? Experts point to aging sewage treatment plants, antiquated septic systems, storm runoff and fertilizer use. According to one study, between 1987 and 2005, nitrogen in the aquifer that supplies most of Long Island's drinking water increased by as much as 200 percent. While those numbers are below the U.S. Environmental Protection Agency limit for safety, some remain concerned about the effect of nitrogen on groundwater and surface water.

According to the EPA, nitrogen pollution is one of the most widespread environmental problems in the country, affecting 15,000 waterways, including 2.5 million acres of lakes and reservoirs, and 80,000 miles of rivers and streams. ■



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# Life in Motion

You might say pumper Tammy Thompson-Oreskovic is spinning her wheels in her moonlighting retail business **By Sharon Verbeten**

**P**ortable sanitation providers live some pretty busy lives and often may look for ways to de-stress and unwind. For Tammy Thompson-Oreskovic, owner of Arnold's Environmental Services in Saukville, Wis., that outlet is bicycling.

The avid cyclist and fitness enthusiast had taken many bike rides on the 40-mile Ozaukee Interurban Trail, but after getting two flat tires along the way, frustration brought with it an idea. When Thompson-Oreskovic wasn't able to find a bike shop for trailside repairs, she thought about starting one of her own.

"For some reason, it just stuck in my head," she says, noting that her nearest competitor is 20 miles away. "Being an entrepreneur, I just kept thinking about it."

In 2011, that idea came to fruition when Thompson-Oreskovic opened Zuzu Pedals in the nearby touristy lakefront city of Port Washington.

## IT ALL BEGAN WITH A BIKE

Although she was already busy with her marketing and administrative duties for Arnold's, Thompson-Oreskovic, 49, planned to start her



**Above:** Bright colors and funky décor abound at Zuzu Pedals, where Tammy Thompson-Oreskovic (shown with employee Jerome "Bim" Lemahieu) promotes "a groovy bike life."

**Right:** In addition to selling bikes and apparel, Zuzu Pedals offers repair services. Employee Jerome "Bim" Lemahieu is shown performing maintenance on a mountain bike.



shop as a seasonal side job, just renting bicycles to the area's large tourist crowd. "I just thought it would be pretty simple and pretty straightforward," she says. She planned on just renting out single-speed, pedal-brake beach cruiser bikes – ideal comfort riding for those enjoying the lakefront and popular trail built on an abandoned railroad bed.

**Above:** Tammy Thompson-Oreskovic is shown with her shop's rental inventory of colorful single-speed comfort bikes that are perfect for riding the trails along Lake Michigan. (Photos by Jim Kneiszel)

In the city of about 11,000, Thompson-Oreskovic noticed a lot of vacant storefronts, so she began talking with local merchants and the Chamber of Commerce and decided to move forward, using her own savings as her initial investment.

"Let's just start out with this and see what happens," she recalls, and launched her business in a small storefront just two blocks from Lake Michigan.





"It was tough in the beginning," she says; she started with only 12 bikes to rent. But soon customers came in asking if she did repairs. She hired a mechanic and started doing repairs in the fall and winter; she also considered selling bikes and accessories. By the following February, Zuzu Pedals became a dealer of Specialized brand bicycles.

"As it continues to grow, it becomes its own entity and requires its own set of strategies," she says, adding, "It's been received really well."

"I feel like we've become the little corner bike shop. We try to excel at helping people feel comfortable."



In addition to renting bikes, the shop now sells several brands of bikes, apparel and accessories. In the quiet winter months, the shop hosts yoga and indoor cycling classes. Zuzu Pedals sponsors the local multisport club and organized rides, in addition to being involved in the city's Main Street downtown business organization. "Being involved is really important; it's a really civic-minded community," she explains.

In two years, Thompson-Oreskovic says the city itself has really grown, showing a tangible community reinvestment, which now rarely has storefront vacancies on the main drag.

## HER BUSINESS SYNERGIES

While both Zuzu Pedals and Arnold's may appear to be seasonal businesses, Thompson-Oreskovic stays busy, especially trying to grow and market both the companies.

Arnold's rents out about 1,700 restrooms and 10 restroom trailers from manufacturers PolyJohn Enterprises, Five Peaks Technology, Satellite Industries, JAG Mobile Solutions, NuConcepts, Black Tie Event Services and McKee Technologies. Several vacuum trucks are built out by Imperial Industries Inc. with National Vacuum Equipment pumps.

The pumping equipment and bicycles/fitness apparel may seem an unlikely pairing, but she has found synergy between her two businesses – which helps both grow and succeed.

"They do feed off of each other. For Arnold's, we do a lot of restrooms at special events that include bike races, triathlons, etc.," she says. "I already

When she's not running Arnold's Environmental Services, Tammy Thompson-Oreskovic is hanging out at her Port Washington, Wis., bike shop, Zuzu Pedals.



## The Name Game

Did you figure out the significance of the name of Tammy Thompson-Oreskovic's bike shop? Some customers do, she admitted; others don't. But she just was, and still is, thrilled about the clever play on words.

The name Zuzu Pedals, as many know, is a slight reworking of the reference "Zuzu's petals" from the classic 1946 holiday movie "It's a Wonderful Life." At the end of the movie, Jimmy Stewart's character finds his daughter Zuzu's forgotten flower petals in his pocket.

When Thompson-Oreskovic was sketching out the logo for her shop (she has a degree in graphic design and photography), she was trying to think of things that made her happy – hoping that would lead her to a name for her shop. She thought of the movie and its theme of "life as a journey."

When Thompson-Oreskovic hit upon using "pedals" instead of "petals," she says, "It was a like a light bulb came on." The name stuck and she designed her logo around that.

Her store has what she calls a "beachy harborside town look," and she has adopted the tagline "for a groovy bike life."

"People are just nuts about their bikes," she says. "I thought 'groovy' was a good word."

had a lot of relationships with promoters." Every time such an event comes up, Thompson-Oreskovic knows it could potentially benefit both businesses.

"I never know which hat I'll have on," she says, recalling a day when the race director of an Ironman event visited her bike shop. It was a perfect opportunity to talk with him about providing restrooms at the event as well. And when Arnold's provided the restrooms for the 5K Dirty Girl Mud Run in Pleasant Prairie, Wis., the event was also promoted at Zuzu.

Admitting she has "a lot of energy," Thompson-Oreskovic has seemed to hit her stride in terms of time management of both businesses. "There are a lot of people I know doing a lot more than I am," she says. "I'm pretty good at time management. Technology helps a lot ... and surrounding yourself with really

good people."

She works seven days a week, starting her day at Arnold's, where she oversees a staff of managers. She ends her day at Zuzu, where even though the business is "trending well" she is working on "creating more awareness."

"My forte is marketing," she says. "Your marketing and customer service have to be your primary focus. Once you figure out how to make that work, you can apply that skill to any industry."

"I think more about what I'm doing now to make the future happen," says Thompson-Oreskovic. To that end, she uses Pinterest, Instagram, Facebook and other social media to peddle the word about Zuzu Pedals. "I'm a big believer in social media; it's free and it works."

So when she's not working the office at Arnold's, caring for her two teenagers or running yet another triathlon, Thompson-Oreskovic is happy to hang her hat, or bike helmet, at Zuzu.

"I really am enjoying it," she says. "It's challenging; it's fun. I get to meet people every single day, [often] from around the world."

"I get to do what I love." ■





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## **Peterbilt Models 365 and 388 with 110 BBL 4700 Gallon Water Trucks**

All triaxle, MX 485HP and Cummins ISX15 500 HP engines, 8LL and 18-speed transmissions and Peterbilt Air Trac suspension. Tank options can be added before delivery. **Call for pricing.**



## **Peterbilt Model 348 with 4000 Gallon Aluminum Vacuum Tank**

Automatic or standard transmission. 4000 gallon Imperial aluminum tank. Liquid cooled pump. Aluminum hose trays. Tank options can be added before delivery. Two stage engine brake included. **Call for pricing.**



## **Peterbilt Model 348 Standard with 3600 Gallon Vacuum Trucks**

Automatics and standards in stock. Non-code 3600 gallon, Pik-Rite tank. Masport HXL400WV liquid cooled pump, aluminum hose trays. 10 yr tank warranty standard. Tank options can be added before delivery. **Call for pricing.**

# Refuse Systems



[rushrefusesystems.com](http://rushrefusesystems.com)



# 877-661-4511

**Refuse Sales Team:** Gregg Wilkinson | Jason Guzauskas | Jesse Fullilove | Hal Holloway | Alex Drabant | Ryan Hindt  
[refusesales@rushenterprises.com](mailto:refusesales@rushenterprises.com) | 8810 IH-10 East | San Antonio, TX 78219





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## 2014 EXHIBITOR LIST

Current as of Dec. 9, 2013.

Subject to change.

A. Rhodes & Associates, Inc.  
A.R. North America  
Abbott Rubber Company, Inc.  
Accelerated Tanks and Trailers  
Acro Trailer  
Advance Pump & Equipment  
Advanced Containment Systems Inc.  
Advanced Drainage Systems  
Advanced Pressure Systems L.P.  
Advantage Funding  
Aero-Tech  
AK Industries Inc.  
Alderon Industries, Inc.  
All Star Sewer Equipment  
Allan J. Coleman Co.  
Allied Forward Motion LLC  
Allied Graphics  
Allied Tank Co.  
Alpine Equipment Funding, Inc..  
Alteris-SeptiCover  
AlturamATS, Inc.  
Amazing Machinery, Inc.  
Ameri-Can Engineering  
American Express OPEN  
Amthor International  
Anua  
AP/M Permaform  
Aqua Mole Technologies  
AquaOnDemand Solutions by Aqua-  
Aerobic Systems, Inc.  
AquaSoles  
AQUA-Zyme Disposal Systems, Inc.  
Arcan Enterprises Inc.  
Aries Industries Inc.  
Arimitsu of North America, Inc.  
Armal, Inc.  
Art Co. LLC  
Arthur Custom Tank / Mid-State Tank  
Arthur Products  
Ashland PolyTrap  
Ashland Pump  
Atlanta Rubber & Hydraulics Inc.  
Avanti International  
Bad Dog Tools  
BakerCorp  
Bandlock-Amesbury  
Banjo Corp.  
Barnett  
BDP Industries  
BeanPumps.com / FMC Technologies  
Benjamin Franklin Franchising  
Benlee, Inc.  
Best Enterprises Inc.  
Betts Industries  
Biffs Pathfinders, LLC  
Biodyne Midwest  
Bio-Microbics Inc.  
Black Tie Products  
Blasters, Inc.  
Blood Hound Underground  
BODUS GmbH  
Boerger LLC  
Bowman Tool Co.  
BOXR Hydro-Excavators  
Brenlin Company, Inc.  
Bright Dyes  
Bright Technologies  
Bulk Toilet Paper  
BW Technologies by Honeywell  
CallSource  
Cam Spray

Canam Equipment Solutions, Inc.  
Camplas LLC  
Cape Cod Biochemical Co.  
Cat Pumps®  
CEMTEC / A.W. Cook Cement Products  
Century Business Solutions  
Century Chemical Corporation  
Champion Pump Company, Inc.  
Chandler Equipment Inc. (CEI)  
Chelsea Products/Div. of Parker  
Chempore Corporation  
Chempure Products Corp.  
Cherne Industries Inc.  
CIPP Services, LLC  
CIPP Technology and Equipment LLC  
Clarus Environmental/Zoeller Pump  
Company  
Clayton Industries  
Clear Computing  
Clearstream Wastewater Systems Inc.  
Cloverleaf Tool Co.  
Cobra Technologies  
COLE Publishing  
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Comforts of Home  
Conetec Universal  
Consolidated Treatment Systems, Inc.  
Containment Solutions, Inc.  
COXREELS  
Crescent Tank Manufacturing  
Cretech Specialty Products  
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CUES  
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De Neef Construction Chemicals  
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Dove Ventures Inc.  
Downey Ridge Environmental Company  
Dragon Products  
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Dyna Flex Inc.  
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Environment One Corporation  
Environmental Tank & Container (ETC)  
EnviroSight LLC  
Enviro-Tech of America, Inc.  
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GEA Farm Technologies, Inc. (Houle USA)  
General Pipe Cleaners/General Wire  
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General Pump  
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Gorlitz Sewer & Drain, Inc.  
Gorman-Rupp Co.  
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Sturgeon Tank & Equipment  
Stutsman

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SuperDri Corporation  
Superior Signal Company LLC  
Supervac 2000  
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Surpressur 4S Inc.  
SVE Portable Roadway Systems, Inc.  
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Weber Industries, Inc. (Webtral)  
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# EDUCATION DAY

## MONDAY FEBRUARY 24, 2014

### NASSCO NATIONAL ASSOCIATION OF SEWER SERVICE COMPANIES

- 8 a.m. Lessons Learned During Sewer Rehab on Public and Private Property
- 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

- 3 p.m. 7 Things About Design, Installation & Maintenance of Precast Concrete Tanks
- 4:30 p.m. Grease Interceptors: A Slick Solution to a Greasy Problem

### WJTA-IMCA WATERJET TECHNOLOGY ASSOCIATION INDUSTRIAL & MUNICIPAL CLEANING ASSOC.

- 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

### SAFETY SESSION JOHN CONLEY

- 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

VIEW FULL SESSION DETAILS AT:

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# FEBRUARY 24-27, 2014

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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. Waterjetting Hose and Nozzle Safety

### 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 = #@S%???
- 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

- 8 a.m. - 5 p.m. All Day Installer Course  
Jim Anderson and Dave Gustafson  
Sponsored by COLE Publishing and Onsite Installer Magazine



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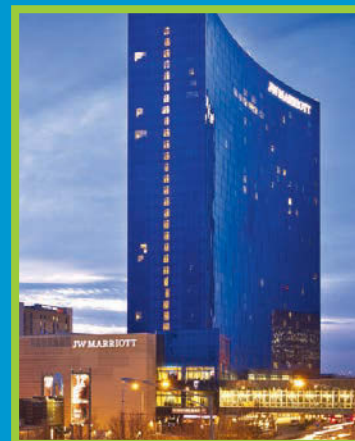
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# They're Active in Iowa

**IOWWA partners with government agencies, onsite product suppliers and Habitat for Humanity to educate installers** By Doug Day

**T**he Iowa Onsite Waste Water Association is one of the largest in the country, with about 400 members representing installation and maintenance contractors, regulators, engineers, soil scientists, manufacturers and educators. President Steve Darrah says such a broad base has helped IOWWA develop a good working relationship with interested groups to improve the certification program and onsite regulations, and help improve Iowa's water quality.

Darrah, owner of Crystal Heating and Plumbing in Waverly, took over as president of IOWWA at the beginning of 2013 after three years on the board of directors. He has 23 years of experience as an installer and 40 years as a plumber. Darrah talked about the organization and the state of the industry in Iowa.



Steve Darrah is president of the Iowa Onsite Waste Water Association.

## How did IOWWA get started?

**Darrah:** It began in 1999 to help onsite wastewater people learn more about what we're dealing with here in Iowa as far as our soil conditions and septic systems that work in certain soils. A lot of work has been done on alternative systems over the last few years.

We have a large variety of soil conditions in Iowa. In the northeast, we have solid lime rock with three to eight inches of loam cover, to areas where it's almost wetland. You might run into the water table at three feet in the north. Southern Iowa has coal, southwest Iowa is extremely hilly, very rocky and highly erodible. Plus we have a lot of streams and rivers, including the Mississippi on the east side and the Missouri on the west side of state.

## What have you done to explore the various septic systems?

**Darrah:** In 2005, we started working with a Habitat for Humanity project on an old Air Defense Command radar site just outside Waverly, where I live. They build new three-bedroom homes and revamp some of the old homes that were on the site, now called Heartland Hills. We've installed eight different systems and we maintain and monitor them monthly to see how they work. We hope to do more out there.

It's been real interesting. For each installation, we have a class open to our membership to see how they are installed. We have manufacturers there so it's a good time to see how they're expecting things to be installed and tested. That's been a good piece of knowledge for the association.

We have received a USDA Technical Assistance and Training grant for the development of a training program for the operation and maintenance of the onsite systems there. We have filmed some of the installations since

2009 and have them in our online library [[www.iowwa.com](http://www.iowwa.com)]. It's a really good asset for learning or if installers are looking for a different system for a particular application.

It's been a great place for us, the suppliers and manufacturers to show their wares and the proper way to install and maintain them. We have installed time-dosing systems, mounds, peat filters, aerobic systems and others – and hopefully more are coming. [Installed systems include: Advantex, Concrete Peat System, EcoFlex, FAST System, Fusion Tank, Hoot System, Hydro-Action Aerobic Unit, and Multi-Flo.]

## What are the licensing requirements in Iowa?

**Darrah:** We have the statewide Certified Installer of Onsite Wastewater Treatment Systems [CIOWTS] program. IOWWA proctors the test provided by the National Environmental Health Association [NEHA]. The NEHA test is well-respected, very detailed and in-depth.

We give that test twice a year to certify installers and IOWWA manages renewals. As part of that, we offer a [1 1/2-day] Installation Overview course for those taking the exam, though they don't have to take the class before taking the test. Certification requires continuing education credits. So along with the annual conference, where installers can get those, we have meetings throughout the year across the state on different topics where they can get CEUs to maintain their license.

## How does the certification work with individual counties?

**Darrah:** Requiring certification hasn't been picked up by many counties, but we're working on it and encourage the counties to adopt regulations requiring licensing of installers and certification through IOWWA. Contractors work in a lot of different counties and some work in neighboring states; a good majority of them are getting certified.

But only 10 out of 99 counties require certification. Some counties have sanitarians to make sure perc tests and soil analysis have been done and systems are inspected. Other counties don't have the resources and don't require as much. That's been a focus of the IOWWA board to get better at that in the coming years.

A lot of it has to do with funding. The state would like them to require certifications, and that's part of our efforts to get out there and meet with the county health departments to explain why it's important, what we'd like to see them do, and if they need any help implementing a program for onsite wastewater. The state has been a good partner and we have a good working relationship. They've helped us with the Habitat for Humanity project and gave us a grant for our Trailer of Training.

(continued)



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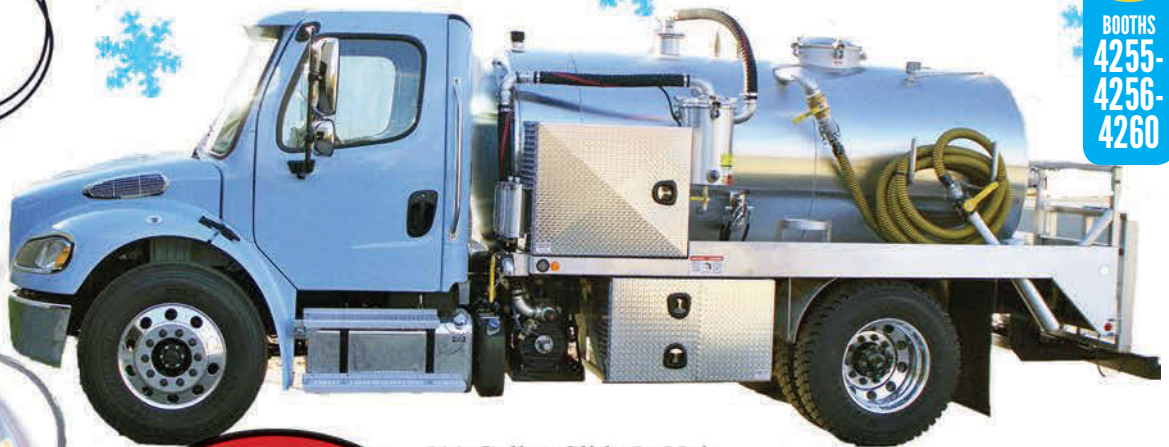
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### What is that?

**Darrah:** The Trailer of Training can be used by members for things like county fairs and IOWWA brings it to the state fair. We acquired it through a grant from the Iowa Department of Public Health.

A lot of people don't know anything about their septic systems, so we have displays and handouts about our organization and who to contact. People can learn about the type of system they have, what kind of condition it's in, how often it should be inspected and pumped, and information about the time of transfer law that requires septic to be inspected when a home is sold to make sure it is operating properly.

### Iowa updated onsite wastewater regulations last year.

#### How was IOWWA involved in that?

**Darrah:** The regulations allow more alternative peat and aerobic systems in places where conventional systems like pipe and rock, sand filters and chamber systems can't be used. IOWWA commented and we were in favor of the changes. We work pretty closely with the Department of Natural Resources and have a good relationship with them as far as regulations; we get along pretty well.

We typically use conventional systems; sand filters, seepage beds, pipe and rock, and chamber systems. Some septic systems are in highly populated areas. The type of system depends on lot sizes and how the lot is laid out. If

### Do you want to learn more?

Contact:  
Steve Darrah  
Iowa Onsite Waste Water  
Association  
crystalhp@mchsi.com  
319-352-3241

they are close to streams, rivers and lakes they need a special permit and testing twice as often as other systems.

Lots may seem to be big, but when you try to put a well and septic system on the same lot, all of a sudden they're fighting each other or with a neighbor's well. Now we have alternatives like peat, aerobic and anaerobic systems. There are a number to choose from, but they don't come into play unless a conventional system can't be used for some reason.

Back in the day, septic systems may have had a tank or maybe it went into the front of a '57 Chevy buried 10 feet under the ground. A lot of them had straight pipes from a homemade tank into a ditch. Between system failures and the time of transfer program, those problem areas are being found and corrected to better protect water quality in Iowa. ■

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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.

# Getting That Loan

Pay attention to these guidelines when it's time to borrow money for your next truck

By Erik Gunn

Is it time for another truck?

Whether your business is expanding or you simply need to replace an older piece of equipment, you can expect to spend a fair amount of time making your decision. That new asset is an important investment, and you'll want to make sure you get one that meets all your needs.

But once you've picked it out, your decisions aren't over.

Perhaps you have the resources to pay cash up front, but it's more likely you'll need to finance the purchase. And that means more choices. Will you take financing from the dealer? Get a bank loan? Consider other options?

Your course of action is anything but automatic – and when you're preparing to take this step, you have to be deliberate about which choice will be best for you and your business.

## DEALING WITH THE DEALER

Dealer financing – whether it's part of a program from the manufacturer or is independent of the company making your new vehicle – is probably the path of least resistance. Just being able to do “one-stop shopping” for a truck and loan together is likely to make it attractive.

Don't snub the value that convenience offers you. At the same time, though, don't forget that you have other options.

Financing through a dealer or manufacturer could be a bit more expensive. One reason is that in its eagerness to make a sale, the dealer- or manufacturer-affiliated lender might be willing to take a bit more risk on the loan than a conventional bank – and the riskier the lender thinks you are, the more you're going to pay.

If you're a strong candidate for a loan, however, you may do better going through that conventional bank.

## TAKING IT TO THE BANK

For most businesses seeking a loan for some piece of heavy equipment – a vacuum truck or a trailer-mounted jetter, perhaps – “it is just as easy to get it through bank financing as it would be to go through your dealership,” says Bud Miller, chief sales officer and senior VP for small business sales and distribution at TD Bank.

“Strong borrowers are very attractive to banks these days,” Miller says. While the economy is still a bit feeble, the downturn winnowed out the weakest banks. The survivors are now ready to try to grow again, he says, and so “the competition is very, very strong for strong borrowers.”

## THE ‘3 C’S’

The key to a bank loan is to understand that your banker's top priority is making sure the bank gets its money back and profits from the deal. One easy way is to show them you're on top of all of the “3 C's” – cash flow, credit history and collateral.

You want to show the bank your business has a strong cash flow and that paying your loan on time will not strain your budget.

That doesn't mean you have to present a formal business plan simply for a loan for one piece of equipment, but you will need to be sure your recent business tax returns are in order and easily show the condition of your business.

In demonstrating your cash flow can support the loan, you'll want to look forward, not just backward.

If this is replacement equipment, your job may be fairly easy: Just show how you've profited from the unit your new purchase will take the place of. If the new one has efficiencies built in that could make it do more work in less time, make sure to show that, too, as concretely as you can.

“If you're buying a truck because you just received a new contract, and your current cash flow is fine for what you currently have, but adding on will stretch your cash, having some projections for what the new business is going to bring you is going to be important.”

**Bud Miller**

But what if your new asset will allow you to expand into a new geographic area or a new subspecialty in your work? Your task might be a bit tougher, but if you're making a realistic decision, you should be able to demonstrate it. Show the bank you've crunched the numbers and produce solid evidence for the increased business you're projecting.

“If you're buying a truck because you just received a new contract, and your current cash flow is fine for what you currently have, but adding on will stretch your cash, having some projections for what the new business is going to bring you is going to be important,” Miller says.

## GOOD CREDIT

You'll also be asked for both a business credit report and, in all likelihood, a personal credit report. Paying your debts on time, as a business and as an individual, can make the difference down the road as to how much it will cost you to borrow when you need to make that purchase. If you ran into a crunch sometime back and it shows up on your report – business or personal – “be prepared to discuss what happened,” Miller warns.

Another standard request will be for a copy of the invoice on the equipment you're buying. The bank “will want to make sure its value is appropriate to what the individual is paying.” After all, if you do default on the loan, the bank will be stuck with having to resell the item in order to recoup its losses. That's the collateral.

*(continued)*



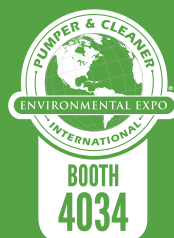
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Most lending programs for vehicles and similar business assets are pretty straightforward. Miller notes, however, that there are some additional options for smaller companies through the federal Small Business Administration.

SBA-backed loans can be especially helpful for newer companies that haven't been around long enough to build a strong business track record. Essentially, the government agency helps guarantee the private bank's loan, which can make the difference for some companies in their ability to borrow, or borrow at a better rate. From time to time, SBA has waived up front fees on loans like that, so make sure to see if your bank is participating in such a program and what help it might offer you.

SBA loans can also help if you want to put less money down, Miller says.

### A LEASE ON LIFE

Still another option might be a lease. Leasing is likely to cost a bit more than a conventional loan, but Miller says it doesn't have to be significantly more expensive - perhaps a half a percent or 1 percent more. The big advantage to a lease is that it could allow you to buy the asset with no money down.

Whatever decision you make, one thing will make the whole process a lot easier: a strong relationship with your bank going in.

### THE IMPORTANCE OF RELATIONSHIP

Forming that relationship and nurturing it long before you actually have to seek a loan can do a lot for smoothing the application and approval process, Miller says. That way you have an ally and a supporter in the bank who can hear the unique story of your business and then relate it up the chain in their own organization to make the best case possible on your behalf.

And when the time comes to buy that truck, you may find that the choices are actually a whole lot less complicated than you feared. ■

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EXPO NFL COMBINE



## See the Stars in Indy

NFL Combine gives football fans extra incentive to attend the Pumper & Cleaner Expo

By Cory Dellenbach

**S**o, you're attending the 2014 Pumper & Cleaner Environmental Expo International in late February, you've arrived a few days early and are looking for something to do, right?

You don't have to go too far if you're an NFL fan. Just look to Lucas Oil Stadium where the 2014 NFL Combine will be taking place - the combine and the Pumper & Cleaner Expo overlap by two days.

It'll be the third straight year the NFL will be distributing tickets for the scouting combine that is held each February in Indianapolis and draws the best college athletes hoping to make it onto an NFL roster.

In 2012, the NFL opened the scouting combine to 250 and demand was so high that the NFL increased the number of tickets available to 600 and fans could be allowed in for two days instead of just one.

This year, NFL officials are saying more tickets could be available. Those tickets would either be sold via a ticket outlet such as Ticketmaster or, as done in the past, fans would need to write an essay saying why they deserved the ticket. Those plans weren't finalized by deadline, according to Corry Rush, AFC Football Communications Director.

"The NFL is looking for real, die-hard fans to be a part of this opportunity," says Rush.

Fans getting tickets will get a chance to see some of the top draft prospects - Louisville quarterback Teddy Bridgewater; South Carolina defensive end Jadeveon Clowney; Texas A & M tackle Jake Matthews; Clemson wide receiver Sammy Watkins; and UCLA linebacker Anthony Barr.

"It's the ultimate job interview," said Indianapolis Colts General Manager Ryan Grigson.

Fans could watch the 40-yard dash for quarterbacks, wide receivers, offensive linemen and tight ends, and position skill drills.

The NFL Scouting Combine has been growing in popularity over the last several years. In 2012, more than 6.5 million people watched on the NFL Network and ESPN. Last year, more than 7 million watched.

There aren't too many outdoor activities centered around the NFL Combine, but if you're attending the Pumper & Cleaner Expo and book your hotel room early, you have a chance to stay in the expo's host hotel the JW Marriott - which is also the host hotel for the NFL Scouting Combine.

"Fans will see coaches, general managers and college athletes walking around the hotel, through the convention center and around that area of Indianapolis," Rush said.

The NFL Combine will be held Feb. 18-25 this year, while the first day of the Pumper & Cleaner Expo is Monday, Feb. 24 with Education Day. The Expo is returning to the Indiana Convention Center - connected to the JW Marriott - Feb. 24-27, 2014, showing off the latest products and technologies in the environmental services industry.

Early registration costs just \$50 until Jan. 24. At-the-door registration is \$70 for the full program. To find out more, visit [www.pumpershow.com](http://www.pumpershow.com) or call 866/933-2653. ■



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Owner Brian Miller bought this white 2012 International WorkStar 7500, built out by Imperial Industries with a 4,000-gallon aluminum tank and vacuum provided by a National Vacuum Equipment Challenger 607 heavy-duty pump. The rig is powered by a MaxxForce 10 engine putting out 350 hp, with power to wheels through a Fuller transmission with double low and overdrive. There's secure supply storage to spare in three customer toolboxes. A Garnet SeeLevel gauge with in-cab display conveniently and accurately measures loads. A GPS navigation system makes getting to the next stop a breeze. Clean, simple contrasting graphics were provided by Saul's Signs. Miller uses the truck for residential septic and commercial grease trap service. ■

### SHOW US YOURS!

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

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





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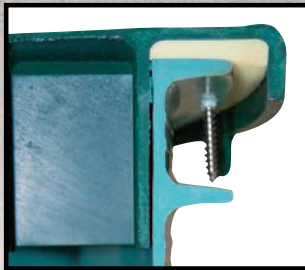
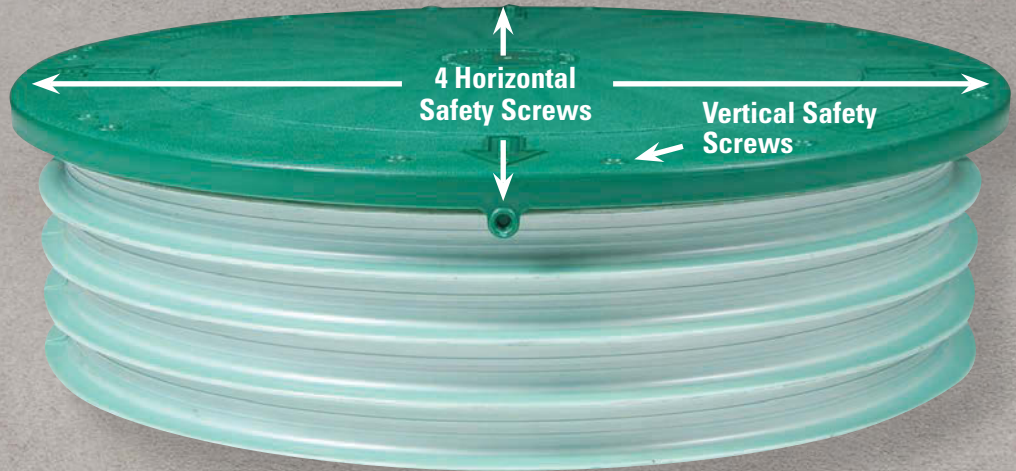
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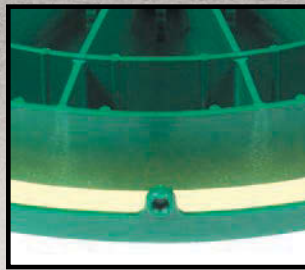
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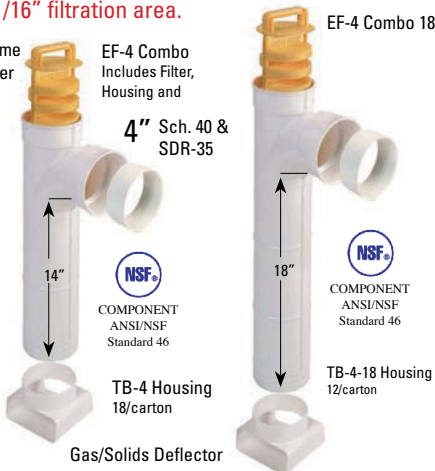


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- Injection molded T-Baffle
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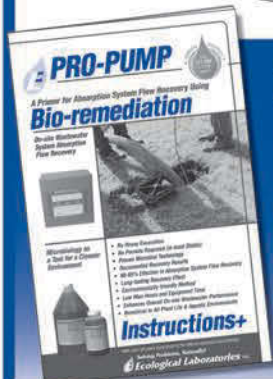
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## How can I fill my tank to the brim without watching the truck buck and jump?

*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:

I've noticed that when my truck is close to getting full the ball in the primary jumps up prematurely and closes off my supply line when I still have room for about 75 to 100 more gallons. It seems to do this when I'm at the bottom of a customer's tank and the hose is sucking

air. The truck "jumps" a bit because of the free air entering my truck, and this must make the ball jump in the primary [closing it off].

Yesterday I pumped a tank holding 780 gallons of liquid, and the truck jumped a few times and plugged the primary off. My truck should be able to hold about 825 gallons. Are there any tips or tricks around this without modifying my primary? I have a low-profile 12-inch manway/primary combo.

### ANSWERS:

Change your primary to one of the two-ball configurations with a clear sight glass.



You can't suck air when the truck tank is near full. Also, you can't use a hollow rubber float ball. It will grow in a vacuum. Use a solid rubber or hollow stainless steel ball instead.

### QUESTION:

I am setting up a home office for my pumping/Title 5 business. Please share your ideas about computer software, filing systems, etc. Right now, I have a yearly calendar notebook and five boxes filled with invoices . . . There's got to be a better way! How do you do it?

### ANSWERS:

I just use Quickbooks. I update my Quickbooks about once a week. I leave all my pumping slips in a little box. Then once a week take all the slips and enter them into Quickbooks. I know they make software for pumping. But Quickbooks seems to work fine for me.



Yes, Quickbooks. I use the online version. Anywhere I have access to the Internet, I have access to my books. With a printer in the truck, I'm able to do invoices from my smartphone. ■



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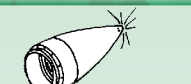
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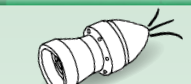
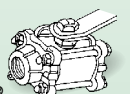
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Colorado Professionals in Onsite Wastewater  
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Onsite Wastewater Association of Idaho  
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Kansas Small Flows Association  
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## Maine

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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](mailto:editor@pumper.com).

# 6 Tips Your Customers Will Appreciate

**Customer education is the key to keeping septic systems working properly and avoid getting called out for emergency service** **By Jim Anderson**

## WHAT CAN I PUT IN MY SEPTIC TANK?

This is a common question pumpers hear from homeowners. How do you answer? Here is my somewhat tongue-in-cheek answer: Do not put anything into the septic tank unless you have eaten it first! The one exception I will allow is toilet paper and then only a limited amount! This usually gets their attention and from there we can talk specifics. So what are some of the specifics you recommend? Here are a few of mine and I am sure you can easily add to the list.

## THE TOILET IS NOT ANOTHER WASTEBASKET.

In many households, the toilet is used as a handy wastebasket to flush away a number of items. This may work where homes are serviced by the “big pipe” but for onsite systems this can be disastrous. First, even with today’s low-flow toilets, additional water is added to the system with each flush. So the toilet should not be used to dispose of cigarette butts or other smoking materials. It should not be used to flush baby wipes, sanitary napkins or paper towels. Normal household use of cleaning products to keep the bowl clean are all right, but products that provide a constant flush of antibacterial cleaners should be avoided.

## SPACE OUT LAUNDRY LOADS.

In the laundry, it’s advisable to use a water-conserving front-loading washing machine. Laundry should not be done all in one day, but spaced out during the week. Use liquid rather than powdered soaps. Some powdered soaps include fillers that are detrimental to the system. And use any kind of soap product sparingly because excessive soap will contribute to the floating scum in the septic tank.

## AVOID THE GARBAGE DISPOSAL.

In the kitchen, there are several reasons to avoid using a garbage disposal. First, the solids have not been partially digested, so they take longer to break down in the tank. The solids are often very fine after having been ground up in the disposal, so they do not settle well in the tank and have a tendency to semi-float, clogging the effluent screen. The additional solids can lead to increased BOD to the drainfield, which cause an increase in the biomat. Use of the disposal adds more water to the system. Many brands of disposals call for running cold tap water for 5 minutes following the grinding of solids to make sure everything flows through the piping. All of these items add up to the need for additional septic tank maintenance. If homeowners are going to have a disposal, recommend they enter into a service agreement for regular pumping and cleaning.

In many households, the toilet is used as a handy wastebasket to flush away a number of items. This may work where homes are serviced by the “big pipe” but for onsite systems this can be disastrous.

## DISPOSE OF MEDICINES PROPERLY.

The tank should not become a repository for unused medicines. Medications should be properly disposed of according to local and state rules. Some medicines can harm the bacterial action in the tank, resulting in problems with the drainfield. If a septic system user is taking heart medication or chemotherapy, recommend a service contract to have the tank cleaned regularly. Suggested time frame is every 6 months to be adjusted depending on how the contents of the tank look upon cleaning.

## SAY NO TO SOLVENTS.

Homeowners should not put paint or solvents down the drain because these can be harmful to the bacteria in the tank. Paint brushes should not be cleaned in the sink and excess paint disposed of in the system. Likewise, other materials such as gasoline or other petroleum products should not go down the drain.

## GIVE NEW SYSTEMS A FRESH START.

If a house is new, I recommend pumping the tank soon after occupancy. This is to remove any items that may have been flushed or washed down the drain during the construction process. These could be drywall materials, paint residuals, solvents or cleaning materials. Recommend homeowners give the system a fresh start.

## EDUCATION IS KEY

Homeowner education materials are available to help your customers understand their septic system. The one I like to promote is the Homeowners Guide published through the University of Minnesota Extension Service. There is a charge for this publication, but it is very comprehensive and provides a worksheet for homeowners to determine when they should have their septic tank pumped. It can be purchased by clicking on the Homeowner Information tab on the Minnesota Onsite Sewage Program website, [www.septic.umn.edu](http://www.septic.umn.edu). There are free materials and brochures on the U.S. Environmental Protection Agency website, [www.epa.gov/owm/onsite](http://www.epa.gov/owm/onsite), and the National Onsite Wastewater Recycling Association has a homeowner pamphlet available. ■



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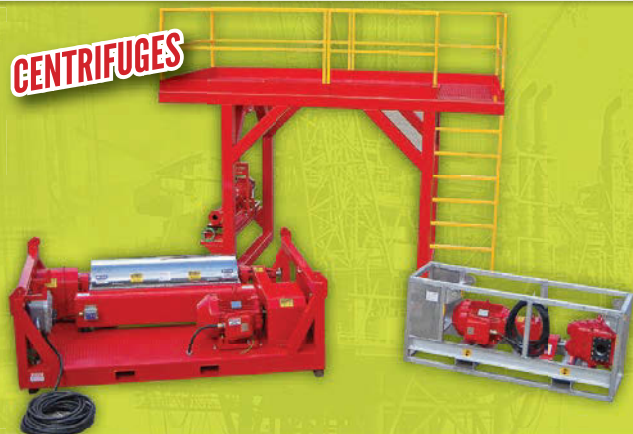
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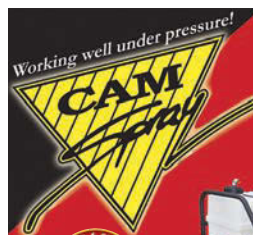
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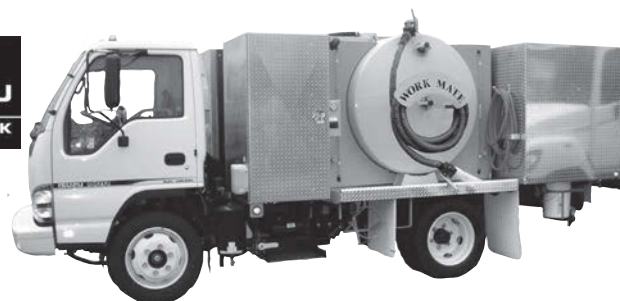


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## Join NAWT for valuable programs at the Pumper & Cleaner Expo

By Jim Anderson

**J**oin the National Association of Wastewater Technicians in Indianapolis for the Pumper & Cleaner Environmental Expo International Feb. 24-27. Many special events and activities begin with the NAWT-sponsored session during Education Day Feb. 24 at the Indiana Convention Center.

We have a great line-up on two topics that should interest every service provider. During the three morning sessions, Buddy Mauger, a compliance and training specialist and former State Patrol officer, will bring 23 years of knowledge to discussions of DOT compliance issues. As a police officer, he specialized in Motor Carrier Safety and Hazardous Materials Compliance. Buddy now travels nationwide training drivers and employers on the various state and federal regulations regarding motor carrier compliance and assisting companies with US DOT FMCSA audits.

### SYSTEM INSPECTIONS

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In the afternoon we will take a closer look at onsite system inspections and, specifically, how, when and why a hydraulic load test should be conducted. The afternoon starts off with Frank Parker, who has worked on onsite systems for 32 years. His main focus for 12 to 15 years has been in the real estate sale/inspection arena, serving the southeastern region of Pennsylvania and staying involved in the Pennsylvania Septage Management Association's Inspection Training program. He will discuss what goes into conducting a thorough inspection.

Following will be Ray Erb, President of Thomas H. Erb & Sons, Inc., an onlot wastewater treatment system maintenance and installation company located in Pennsylvania. Erb has worked in the onsite industry for 40 years. He will give background on the development of Pennsylvania's standard for hydraulic load tests.

The final presentation in the series will be provided by Kitt Farrell-Poe, Extension Professor at the University of Arizona with an assist from Dawn Long who, along with her husband, Don, has operated a pumping and inspection business in Sierra Vista, Ariz., for 15 years. They have worked closely on developing Arizona education programs. Farrell-Poe is participating with the Onsite Wastewater Advisory Committee in Arizona. They will discuss the hydraulic load test and problems they have encountered.

The NAWT Education Committee has worked hard to put these two relevant programs together, so we hope to see you all on Education Day.

### LAND APPLICATION COMPLIANCE

NAWT, in conjunction with COLE Publishing, has scheduled a Tuesday morning series covering aspects of land application to be in compliance with the Federal 503 rules. We have Bill Toffey, executive director of Mid-Atlantic Biosolids Association, leading the session by discussing how to prepare to land-apply. This will be followed by a discussion led by Dave Gustafson, of the University of Minnesota, and Bruce Fox, a popular presenter from last year's session, focusing on the land application site from the perspective of the soil and slope conditions and how they impact application rates.

This will be followed by a session led by Jim Anderson, NAWT Education Program coordinator, and Fox on crop nutrient requirements and how they are supplied through land application. So look for the NAWT sessions to get the most current information and don't forget to visit the NAWT booth at the Expo. ■

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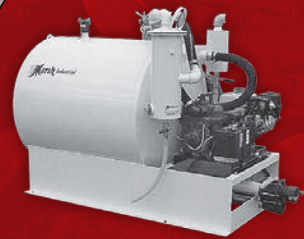
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## UPCOMING TRAINING & EVENTS

# NAWT

National Association of Wastewater Technicians

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### INSPECTOR TRAINING & CERTIFICATION:

**January 27-28, 2014 - Laughlin, NV**

Inspection Workshop - Contact Kitt Farrell-Poe at  
kittfp@ag.arizona.edu or 520-621-7221

**January 31-February 1, 2014 - Eugene, OR**

Onsite Wastewater Association (OWWA) & NAWT  
Belinda Rasmussen at o2wa.org or 541-389-6692

**February Two Day, 2014 - Malibu, CA**

Annual COWA/NAWT OWS Inspection Certification  
COWA & NAWT - Evelyn Rosefield at  
(530) 513-6658, evelyn@cowa.org

**February 22-23, 2014 - Indianapolis, IN**

NAWT Pre-Expo 2014 - More info at nawt.org

### DESIGN COURSES:

**February 22-23, 2014 - Indianapolis, IN**

NAWT Principles of Design - NAWT Pre-Expo  
2014 - More info at nawt.org

### INSTALLER WORKSHOP:

**February 6, 2014 - Helena, MT**

Lewis & Clark City-County Health Dept & NAWT  
Beth Norberg: bnorberg@lccountymt.gov, 406-447-8385

### OPERATION & MAINTENANCE TRAINING CERTIFICATION:

**February 4-5, 2014 - Helena, MT**

Lewis & Clark City-County Health Dept. & NAWT  
Beth Norberg: bnorberg@lccountymt.gov, 406-447-8385

**March Two Day, 2014 - Santa Rosa, CA**

Annual Operation & Maintenance Level I  
Evelyn Rosefield at (530) 513-6658, evelyn@cowa.org

**April Two Day, 2014 - Paradise, CA**

Annual Operation & Maintenance Level I  
Evelyn Rosefield at (530) 513-6658, evelyn@cowa.org

### INSPECTION RECERTIFICATION:

**January 13-16, 2014 - Malibu, CA**

OWTS Tech Management - Disinfection, Low Pressure  
Pipe & Drip Dispersal, OWS System Controls  
COWA & NAWT - Evelyn Rosefield at  
(530) 513-6658, evelyn@cowa.org

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# 2014 PRODUCT PREVIEW

The Pumper & Cleaner Environmental Expo International will once again fill the Indiana Convention Center in February with an array of the newest and best products and services the liquid waste industry has to offer.

To make sure you don't miss out on any of the breakthrough industry offerings in Indianapolis, be sure to check out the interactive floor plan on the Expo website ([www.pumpershow.com](http://www.pumpershow.com)). Whether you're a first-time visitor or long-time attendee, you're guaranteed to bring home new product knowledge that will help build your business in the coming year.

Here's a look at some of the products and services set to be highlighted this year.

## COME SEE IT ALL

Liquid waste professionals will have the opportunity to see the top tools and equipment the industry has to offer at the 2014 Pumper & Cleaner Expo

*By Craig Mandli*



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## PUMPS, BLOWERS

### 1. Ashland Pump

Heavy-duty effluent pumps from Ashland Pump are available in multiple horsepower for various performance requirements, and feature low amp drawing, efficient PSC motors. The oil-filled pumps feature upper and lower ball-bearing design and handle solids up to 3/4 inch. They are made of heavy cast iron, feature cast-iron impellers and are equipped with a piggyback switch (20-foot standard cord) or in manual configurations. **855/281-6830; [www.ashlandpump.com](http://www.ashlandpump.com); Booth #2268.**

### 2. Boerger LLC

Mobile Rotary Lobe Pumps from Boerger LLC are self-priming, valveless, positive-displacement pumps used for rapid deployment of flood water, stormwater, domestic wastewater, industrial effluents and sludges, spill situations (oil, gasoline, diesel, etc.), digester and lagoon clean up. Twenty pump models in six series are offered with pulsation-free operation, reversible rotation, dry-run capabilities and flow rates up to 5,000 gpm. All wear parts can be easily replaced through the front cover, without the removal of pipe or drive systems. Suction and pressure hoses can be installed in minutes. **612/435-7300; [www.boerger.com](http://www.boerger.com); Booth #2461.**

### 3. CEI – Chandler Equipment Inc.

The manifold of the Jurup RVC360 side-mount vacuum pump from CEI – Chandler Equipment Inc. can be disassembled, cleaned and reinstalled with minimal time and without a gasket and/or seal kit. Inflow of air into the final filter design was restructured to allow for effective capture of debris. The back-flow check valve was also redesigned to reduce if not eradicate replacement due to delaminating. It is ideal for applications requiring a vacuum pump, hi-vac tri-lobe blower or self-priming transfer pump. **800/342-0887; [www.chandlerequipment.com](http://www.chandlerequipment.com); Booth #4234.**

### 4. Champion Pump

The 2 hp grinder pump from Champion Pump provides up to 133 feet total dynamic head and flows up to 42 gpm. It features a double-seal configuration with a seal-failure alarm option. The starting components are optional, eliminating the need for expensive control panels. Also available in a three-phase system, its quick-disconnect cord is readily available up to 50 feet, allowing it to be replaced without disturbing the wiring in the panel and conduit. It is offered as a packaged system complete with guide rails built to specifications. **800/659-4491; [www.championpump.com](http://www.championpump.com); Booth #2377.**



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## 5. Franklin Electric

Duplex grinder package systems from Franklin Electric are turnkey and job-ready to handle demanding residential and light commercial sewage removal applications. Designed for easy installation, they feature a heavy-duty fiberglass basin, commercial-grade stainless steel rail system or rigid discharge piping assembly, MGPD duplex control panel and 2 gpm Series 2 hp manual grinder pumps. **800/701-7894; www.franklin-electric.com; Booth #5365.**

## 6. Fruitland Manufacturing

Fruitland Manufacturing is offering a biodegradable oil for use with all rotary vane pumps. It is both environmentally and user operator safe. Biodegradable oils help reduce emissions and are nontoxic. They are also cost-efficient. **800/663-9003; www.fruitlandmanufacturing.com; Booth #6007.**

## 7. General Pump

Specifically designed for sewer jetting, the General Pump MW Series offers five plunger sizes to cover flow ranges from 36 to 105 gpm and pressures up to 4,350 psi. It also features a movable gearbox with three ratio options, including an available SAE C hydraulic "plug and play" for hydrostatic drive units. The packings are water lubricated with a "run dry" teflon/graphite option available. **888/474-5487; www.generalspump.com; Booth #3207.**

## 8. Gorman-Rupp

Prime Aire Plus pumps from Gorman-Rupp employ the same Venturi/compressor priming system as the Prime Aire line, but feature increased head, flow and enhanced maintenance features. Models feature up to 8-inch flanged discharge sizes, provide flows up to 4,950 gpm, heads to 475 feet, and are suitable for both clear liquids and those containing large solids. They are available coupled to the latest U.S. Environmental Protection Agency Tier compliant engines or premium efficiency electric motors. **419/755-1011; www.grpumps.com; Booth #1239.**

## 9. Hammelmann

The HDP-MC high-pressure pump from Hammelmann is a compact, direct-driven 1,500 hp unit available with pressures to 43,500 psi and flows exceeding 785 gpm. It is built to operate at the continuous maximum duty stated in the performance parameters, and deliver high fluid efficiency. A complete line of accessories and 3D tank cleaners are available. **800/783-4935; www.hammelmann.com; Booth #3109.**

## 10. Hydra-Tech Pumps

The versatile S4TLP from Hydra-Tech Pumps can fit into tight spaces or be flange mounted on a tank to allow for direct loading or unloading of a variety of fluids. Able to run with a dedicated power source or using onboard truck hydraulics, it cuts the amount of time required to move large volumes of water. Constructed of aluminum or ductile iron, it turns hydraulic inputs of 5 to 10 gpm at up to 2,800 psi into outputs of up to 850 gpm. **570/645-3779; www.hydra-tech.com; Booth #1367.**

## 11. Liberty Pumps

The ProVore grinder pump from Liberty Pumps is designed for use in residential applications where the addition of a bathroom or other fixtures below sewer lines requires pumping. It features the same V-SliceCutter technology utilized in Omnivore series 2 hp grinder pumps. Powered by a 1 hp motor, it is designed to operate on a standard 115- or 230-volt circuit requiring a 20-amp breaker. No special wiring is needed. Compact factory-assembled systems are available in both simplex and duplex versions. **800/543-2550; www.libertypumps.com; Booth #2434.**

## 12. Moro USA

The PM3000 liquid-cooled vacuum pump from Moro USA is capable of pumping nonvolatile liquids and sludge from long distances, with a suggested tank capacity of 3,000 to 6,000 gallons. It includes an integrated check valve, changeover valve, automatic oiling system, industrial-duty bearings, Viton seals and high-flow-rate asbestos-free spark-proof vanes. Its onboard liquid cooling system incorporates a forced circulation external water pump. It is capable of 43.5 psia and a continuous vacuum of 24 inches Hg, along with a flow rate of 1,000 cfm and 1,200 rpm rotating speed. It also features 4-inch flange connection. **800/383-6304; www.moroussa.com; Booth #3122.**

## 13. National Vacuum Equipment Inc.

The Challenger tri-lobe blower from National Vacuum Equipment offers oil-free continuous-duty operation at maximum vacuum. Sizes range from 500 to 2,500 cfm, and are available in several package and drive configurations. Packages include custom-fit stainless steel silencers, a vacuum/pressure changeover valve, final filter, and sturdy mounting brackets. **800/253-5500; www.natvac.com; Booth #2201.**

## 14. Pat's Pump & Blower

The Myers D65-20 high-pressure reciprocating plunger pump, distributed by Pat's Pump & Blower, is capable of 65 gpm at 2,000 psi, and is used in a variety of applications from fire-fighting units, to high-pressure washdown systems, to sewer cleaning and hydroexcavating. It is a safe, reliable workhorse pump. **800/359-7867; www.patspump.com; Booth #3012.**





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### 15. Surpresseur 4S Inc.

The BOLT and GO from Surpresseur 4S Inc. features a range of Robuschi RB-DV 28-inch HgV high-vacuum blowers from 500 to 2,600 cfm. It is a fully integrated enclosed bolt-and-go package with chassis mounting supports, inlet prefilter, nonreturn check valve, four-way P/V changeover valve and discharge silencer. Its modular design is adaptable for a PTO right-angle gearbox, belt drive or hydraulic transmission. It has a stainless steel or galvanized acoustical enclosure that provides quiet (under 85 dBA) operation. External gauges make it quick and easy to monitor oil level sight, vacuum and pressure liquid-filled gauges.

**450/619-6363; [www.surpresseur4s.com](http://www.surpresseur4s.com); Booth #1425.**

### 16. VARCo

The Patriot 300 from VARCo is a ballast-port-cooled, continuous-duty pump with over 300 cfm of vacuum. It features auto-lubed front bearings, an auto oiler, diesel flush port and an external oil tank for easy viewing of oil levels. **866/872-1224; [www.varcopumper.com](http://www.varcopumper.com); Booth #5150.**

## ONSITE PRODUCTS

### 17. Advanced Drainage Systems Inc.

The GEO-flow HDPE pipe-leaching system from Advanced Drainage Systems Inc. promotes an oxygen-rich environment for increased biomat activity. It is comprised of a combination of a 10-inch-diameter, single-wall high-density polyethylene (HDPE) corrugated pipe, surrounded by a polypropylene grid, both of which are encased in geotextile fabric. This design creates equal distribution and enhances the biological reduction of wastewater before it leaves this gravelless pipe system. Its test-proven treatment capability supports system-sizing reductions required by many state health departments. **800/821-6710; [www.ads-pipe.com](http://www.ads-pipe.com); Booth #6119.**

### 18. AK Industries

The Hydro-Action aerobic treatment system from AK Industries is NSF 245 certified at 400 and 500 gpm. It uses suspended aeration and an activated sludge design with engineered recirculation to achieve consistent denitrification without media filters or carbon additives. **800/370-3749; [www.hydro-action.com](http://www.hydro-action.com); Booth #1228.**

### 19. Anua

Compact Monafil from Anua is a zero-energy biofiltration system utilizing specialized media for the removal of odors, VOCs, sulfur and nitrogen-based compounds. The properties of the granular high-density peat media have proven to be a key factor in achieving high-performance removal and extended media life. It also uses recycled shell-based media to maintain a neutral pH within the prepackaged biofilter. The peat and shells ensure optimal odor control performance, while simplifying operation and enhancing system reliability. It is based on technology that has been successfully used for over 20 years in odor control applications. **800/787-2356; [www.anua-us.com](http://www.anua-us.com); Booth #4200.**

### 20. Bio-Microbics Inc.

The STAAR (Smart Trickling Anaerobic/Aerobic Recirculating) Filter System from SeptiTech, a subsidiary of Bio-Microbics Inc., utilizes enhanced, unsaturated media filter technology for a biological trickling filter system designed to treat wastewater with minimal operator oversight while delivering consistently high-quality treatment even during peak, low or intermittent flows. It is EPA-ETV and NSF/ANSI Standard 40/245 certified, maintains low levels of Nitrate-N, and has a 500 to more than 18,000 gpd treatment capacity, treating high organic loads while efficiently removing ammonia. **800/318-7967; [www.septitech.com](http://www.septitech.com); Booth #2006.**

### 21. Containment Solutions Inc.

Flowtite watertight fiberglass water storage tanks from Containment Solutions Inc. allow a water storage system to be watertight between the access collar and the access riser. A watertight enclosure protecting an access opening is the only way to eliminate infiltration and exfiltration contamination, as the access opening is the most vulnerable entry point for contaminants into any water storage system. The system deserves to be watertight, not simply water resistant, and a tank with watertight access collars is an effective way to protect an investment. **877/274-8265; [www.containmentsolutions.com](http://www.containmentsolutions.com); Booth #2460.**

### 22. Eljen Corporation

The Geotextile Sand Filter (GSF) product from Eljen Corporation is an advanced wastewater treatment and dispersal technology that provides treatment and dispersal in the same footprint, while keeping installations easy and maintenance minimal. Independent testing has shown its performance is compliant with NSF/ANSI Standard 40 protocol and provides advanced treatment of septic tank effluent to better-than-secondary levels. **800/444-1359; [www.eljen.com](http://www.eljen.com); Booth #4259.**

### 23. Geoflow Inc.

In-tank drip headworks from Geoflow Inc. fit neatly inside the pump tank riser. Connected directly to the pump with strategically placed quick-disconnect fittings, it can easily be removed, with or without the pump, for comfortable servicing above ground. The preassembled headworks are available with either a Vortex screen filter or a BioDisc filter. The BioDisc filter features Geoshield discs that are crush-free and protect the filter from slime growth. **800/828-3388; [www.geoflow.com](http://www.geoflow.com); Booth #6132.**





#### 24. Infiltrator Systems Inc.

The IM-1530 large-capacity tank from Infiltrator Systems Inc. is lightweight, durable and watertight. It provides exceptional strength in a two-piece design, and enables a wide-range of installation options, including shallow, multiple and serial-tank configurations. It also features integral heavy-duty lids that interconnect with the TW Riser System, structurally reinforced access ports, reinforced structural ribbing and fiberglass support posts to provide additional strength. No special installation, backfill or water-filling procedures are required. **800/221-4436; www.infiltratorsystems.com; Booth #5248.**

#### 25. Jet Inc.

The Illumi-Jet UV disinfection unit from Jet Inc. is capable of reducing fecal coliform bacteria levels to below U.S. treatment standards. It uses a germicidal lamp, which emits 95 percent of the ultraviolet energy at the wavelength of 254 nanometers, the region of maximum germicidal effectiveness lethal to virus, bacteria, protozoa and mold. The disinfection chamber couples directly to a 4-inch discharge pipe, and is permanently installed below grade. When fully inserted, the lamp housing is properly positioned by an integrated keyway near the top of the disinfection chamber, creating a well-defined flow path ensuring system effluent has the proper ultraviolet exposure time. Under standard operating conditions, fecal coliform reduction exceeds 99.9 percent. **800/321-6960; www.jetincorp.com; Booth #2275.**

#### 26. Norweco Inc.

The Hydro-Kinetic Bio-Film Reactor from Norweco is a nonmechanical device that employs filtration technology to produce clean, consistent effluent quality. As liquid flows up through attached growth filtration media, final polishing takes place to ensure the highest quality effluent is safely returned to the environment. Constructed of high-density polyethylene, it can be used behind any type of system and is easily installed with minimal disruption to the yard. It eliminates replacement of failed systems and prevents problems in new installations. Odors, pollution, costly maintenance and system failures are reduced and/or eliminated. **800/667-9326; www.norweco.com; Booth #2456.**

#### 27. Orenco Systems

Biotube ProPak pump packages from Orenco Systems are complete, ready-to-install packages used for filtering and pumping effluent from single- or dual-compartment septic tanks to gravity or pressurized discharge points, with no pump tank required. Each includes a 20-year, high-head effluent pump and Biotube filter with 14.5 square feet of total surface area to reduce biological loading and protect downstream components, including drainfields. Packages are designed to be easily installed, cleaned and maintained. **800/348-9843; www.orencosystems.com; Booth #4010.**

#### 28. Premier Tech Aqua

The EcoFlo Biofilter from Premier Tech Aqua is compact, permanent and scalable, increasing the number of buildable lots and keeping upfront costs under control. No electricity is required for the treatment and no excavation or relocation of the unit is ever required. The unit has proven effective in more than 55,000 system installations over the past 20 years. **800/632-6356; www.premiertechaqua.com; Booth #4118.**

#### 29. Presby Environmental

Advanced Enviro-Septic (AES) from Presby Environmental is an affordable treatment and dispersal nonmechanical onsite system designed for residential, commercial and community use. It has been proven to remove up to 99 percent of wastewater contaminants without the use of electricity or replacement media, and is approved to the highest levels of treatment resulting in significant reductions in size due to the proven performance and third party certifications from NSF Class-1, Cebadeau and BNQ. More than 150,000 systems are in the ground. **800/473-5298; www.presbyenvironmental.com; Booth #6001.**

#### 30. Salcor Inc.

The 3G UV Unit from Salcor Inc. is proven for residential use, and a reliable building block for larger wastewater disinfection systems. Rated at 9,000 gpd gravity flow, it features a fouling-resistant Teflon lamp covering, two-year lamp warranty, speedy installation, minimal (annual) maintenance and low energy use. Parallel/series arrays for larger flows are easily assembled with readily available ABS pipe fittings. Gravity flow is equalized without the need for distribution boxes. Identical modular units increase plant reliability, reduce the need for spare parts and facilitate plant expansion when necessary. Systems of up to 100,000 gpd capacity have been installed. **760/731-0745; Booth #3000.**

#### 31. Septronics Inc.

The removable terminal board from Septronics keeps alarm wiring effortless and straightforward. All units contain a power-on light, and a manual-reset, horn-silence switch. The latching relay allows the light to remain on until the reset on the toggle is activated. It can be tied into a security system or auto dialer. Mounting brackets are included, with optional pedestal mounts available. This multifunctional exterior alarm is adaptable for many applications. **262/567-9030; www.septronicsinc.com; Booth #2371.**





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### 32. SJE-Rhombus

The Tank Alert EZ indoor/outdoor alarm system from SJE-Rhombus features a removable cover that provides greater access for easier field wiring, while the internal circuitry remains protected. The two-color molded enclosure integrates the red translucent LED beacon; the upper half illuminates and the horn sounds when an alarm condition occurs. Once the condition is clear, the alarm automatically resets. It meets Type 3R watertight standards, and features a sound chamber to amplify the horn while helping prevent moisture from entering. External mounting tabs offer quick, easy installation. It includes an alarm test/horn silence switch, green LED power on indicator and auxiliary contacts for remote devices. **888/342-5753; [www.sjerrhombus.com](http://www.sjerrhombus.com); Booth #2305.**

### 33. Zoeller Products

The Clarus Environmental Centrifugal 5040 STEP system from Zoeller Products is a filtered pump system for low-head applications. Its versatility enables the end user to turn their ordinary septic tank into a pump tank, saving additional excavation and storage capacity. It has multiple pump options and comes equipped with hanger pipes. Options include extended vault versions, a stand-alone stand and multiple discharge assemblies for an out-of-the-box install. **800/928-7867; [www.clarusenvironmental.com](http://www.clarusenvironmental.com); Booth #5106.**

## CLEANING SYSTEMS

### 34. NLB Corp.

The Torrent 200 self-rotating nozzle from NLB Corp. offers 3D cleaning action for totes, tanks and a variety of vessels. It is designed specifically for high-horsepower applications, and is rated for pressures up to 20,000 psi, with flow rates up to 200 gpm. It features two high-velocity water jets mounted on a rotating head. The jets spin vertically while the head spins horizontally, resulting in complete 3D coverage. It makes it unnecessary for workers to enter tanks during the cleaning process, enhancing worker safety and reducing the time needed to effectively clean the interior of vessels. **877/652-7796; [www.nlbcorp.com](http://www.nlbcorp.com); Booth #1257.**

### 35. Soil Surgeon

The Soil Surgeon X2 tool is designed to effectively clean manway storm drains and their filter separator screens. It fits any sewer combination truck equipped with a telescopic 6- or 8-inch boom, and has a 1-inch water connection. The operator controls water pressure and power with truck controls. Six jets are angled up and outward to dislodge caked solids from screens and filters. Bumpers on the bottom protect the jets. **949/363-1401; [www.soilurgeoninc.com](http://www.soilurgeoninc.com); Booth # 6231.**

### 36. Southland Tool Mfg. Inc.

Scoop Screens from Southland Tool Mfg. Inc. come with the added advantage of having a screen on the back. They connect to the company's quick-connect fiberglass pole system. These scoops come in sizes for lines 6 to 12 inches, and are ideal for picking up debris. The side holes and back screen let the water through, but keep the debris in the scoop for easy removal. **714/632-8198; [www.southlandtool.com](http://www.southlandtool.com); Booth #3001.**

### 37. US Jetting

The entry-level trailer jetter unit from US Jetting is designed specifically for the plumber who wants to expand service offerings into the jetting business. It features a 4,000 psi, 16 gpm pump, a Hatz three-cylinder diesel engine, galvanized frame and a hydraulic pivoting hose reel with a 500-foot hose capacity. **800/538-8464; [www.usjetting.com](http://www.usjetting.com); Booths #5333, #5334.**

## FINANCING/INSURANCE

### 38. Admirals Bank

Admirals Bank focuses on financing for the residential septic and wastewater industry, assisting homeowners with the access to the necessary funds needed to make the necessary repairs or installation to their private or public wastewater systems. This FHA-insured program offers homeowners non-equity based, upfront financing up to \$25,000 in the U.S. **401/248-7352; [www.admiralsbank.com](http://www.admiralsbank.com); Booth #T.B.D.**

### 39. Trans Lease Inc.

An independent lease and finance company, Trans Lease Inc. covers the United States and Canada, with a focus on the transportation industry. The company's Specialty Markets Division covers specific industries, such as industrial cleaning and excavation. **877/600-6423; [www.transleaseinc.com](http://www.transleaseinc.com); Booth #2345.**



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#### 40. Allied Graphics Inc.

Allied Graphics Inc. can provide small or large quantities of decals for the doors of portable restrooms. They can be used to supplement income through advertising, add value to a special-event venue or advertise your company. **800/490-9931; www.allied-graphics.com; Booth #4144.**

#### 41. Magnets by Stamp Works

Magnets by Stamp Works is now offering a magnetic tandem-axle pumper truck decal. The all-vinyl decals are weatherproof and suitable for outdoor display. They are approximately 0.35 mm thick, and are printed in full color. **800/758-2743; www.pumpertruckmagnets.com; Booth #6025.**



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### INDUSTRIAL CLEANING, HYDROEXCAVATION

#### 42. GapVax

The HV Advanced Series from GapVax is the company's most popular hydroexcavator, with a CANbus system control allowing the operator to observe and troubleshoot the entire system. It has a 15-cubic-yard debris body and water tank options ranging from 350 to 1,200 gallons. Features include a positive displacement vacuum pump rated at 3,500 cfm with 28 inches Hg. The tailgate is fully opening with a field-adjustable hinge and dual cylinders. Options include cold-weather recirculation package, sludge pump, auger unloading, body pressurization system, remote pendants and wireless remotes, high rail package, washdown system, stainless steel body and high-dump system. **888/442-7829; www.gapvax.com; Booth #6004.**

#### 43. Joe Johnson Equipment

The Vactor HXX 15-yard, 1,200-gallon hydroexcavator from Joe Johnson Equipment is specially designed for cold weather operation. The company offers recent and up-to-date used and rental vehicles. **800/263-1262; www.jjei.com; Booth #4250.**

#### 44. Keith Huber Corporation

The King Vac from Keith Huber Corporation combines two different loading principles — deep vacuum loading and high air conveyance — in one machine. Eight features have been redesigned to improve the overall operating efficiency. The versatile unit can perform a multitude of tasks including hydroexcavation, hazmat response, jetting, general industrial cleaning and many other tasks in industries such as gas, oil and mining. **800/334-8237; www.keithhuber.com; Booth #4115.**



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#### 45. Presvac Systems Ltd.

The Hydrovac from Presvac Systems Ltd. is a versatile hydroexcavator designed for cold-weather operation, and is offered as an option to be in full compliance with DOT collection and transportation of hazardous materials. The high-vacuum blower allows extraction of all types of soils, gravel, rock, clay, water and silt, and material knock out features in the debris tank to minimize carryover. Modular filtration configured to the blower size provides blower protection and minimal maintenance. It has a heavy-duty 8-inch boom (up to 25 feet long) with six-way hydraulic power and wireless controls for all boom functions, water pump (soft start), vacuum breaker and truck engine speed control. **800/387-7763; www.presvac.com; Booth #5000.**

#### 46. Super Products

The Mud Dog 1200 from Super Products is a 12-yard-debris-capacity hydroexcavator featuring a rear-mounted boom capable of a 19- to 27-foot reach, 335-degree rotation, 45-degree upward and 25-degree downward pivot. This range allows crews to achieve greater work area access and deeper digging without the need to halt production to reposition the trunk. It uses ejector plate unloading technology, and its tilt-unloading feature ensures that liquids in the debris tank are cleared quickly and efficiently even when unloading in an up-slope/nose down position. Options include the Acculevel load sensor system that offers precise debris tank level measurement. **800/837-9711; www.superproductsllc.com; Booth #6238.**



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#### 47. Tornado Hydrovacs

The F4 Slope hydrovac from Tornado Hydrovacs holds 13 cubic yards of mud and more than 2,100 gallons of freshwater. They feature a water tank from which you excavate, a mud tank to which the excavated spoils are held, a water pump, a boiler to heat the water, and a 3,600 to 6,300 cfm positive-displacement vacuum blower to pull the spoils to the tank via a boom. The boom has a 342-degree rotation and a 26-foot reach. All of the critical components are housed in an insulated and heated aluminum van body. The mud sweep enables operators to empty the tank without having to hoist it, eliminating the dangers of dumping on uneven ground and overhead power lines. **877/340-8141; [www.tornadotrucks.com](http://www.tornadotrucks.com); Booths #1417, #1418.**

#### 48. Vac-Con

The X-Cavator from Vac-Con is designed to handle the toughest and most challenging excavating jobs. It is powerful, durable and easy to operate. It features a chassis engine with hydrostatic drive for the vacuum that is efficient because it's less complicated and eliminates the need for PTO, clutch and gearbox operation. It also features water systems up to 4,000 psi, and a wireless remote control system that enables the operator to work the chassis engine rpm, boom, automatic vacuum breaker, dump controls and hydraulic door locks from remote areas up to 1/2 mile away. The boom rotates up to 270 degrees. **888/491-5762; [www.vac-con.com](http://www.vac-con.com); Booth #1190.**

#### 49. Wastequip

The Cusco Hydro-Trencher Excavator from Wastequip is designed for directional boring and removing liquids, sludge, slurries, mud, gravel and other solid waste materials. It's ideal for excavating around fragile oil and gas pipelines, installing fiber optic cables, repairing utility lines or excavating in remote areas with limited access. It has dual 500 USG stainless steel vertical water tanks that separate water storage, maximizing weight distribution and providing corrosion resistance and safer dumping. Features include cyclonic filtration technology with vacuum system airflow ratings of 5,300 cfm that generate 28 inches Hg of vacuum, an 18 gpm, 3,000 psi wash pump and high-pressure water jetting. **800/490-3541; [www.wastequip-cusco.com](http://www.wastequip-cusco.com); Booth #2259.**

### SEPTIC SYSTEM TOOLS/COMPONENTS

#### 50. Crust Busters/Schmitz Brothers LLC

The Crust Buster hand-held power agitator from Crust Busters/Schmitz Brothers LLC has an 80-inch shaft and two- or three-blade propeller that mix a 1,000-gallon septic tank in five minutes. Features include 2-, 4- and 6-foot extensions, and a short three-blade shaft that adapts to the two-blade unit. **888/878-2296; [www.crustbusters.com](http://www.crustbusters.com); Booth #4051.**

#### 51. Eldredge Equipment Services Inc.

The Depth Ray liquid level monitoring and control system from Eldredge Equipment Services Inc. can operate in vacuum or pressure, or in heavy material in mobile or stationary tanks. It contains no rods or floats, and is constructed of chemical-resistant components. It features a wireless remote, and optional controls for valves and alarms. Its operation is unaffected by most foam or density. It can be installed simply in any tank or container and exceeds DOT requirements. Several models and options are available. **800/220-2052; [www.eldredgeequipment.com](http://www.eldredgeequipment.com); Booth #2095.**



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#### 52. Hedstrom Plastics

Polyethylene septic tank covers from Hedstrom Plastics fit standard 18- and 24-inch double-wall corrugated pipe. Gaskets and safety hardware are included, with a safety net available. Covers can be filled with sand on site for added weight. Foam-filled lids are available upon request. Covers can be customized with a company name, and are available with a tank adapter. **888/434-5891; [www.hedstromplastics.com](http://www.hedstromplastics.com); Booth #1319.**

#### 53. Polylok

The High Vent Air Pump Enclosure from Polylok measures 24 inches long by 15 inches high, and utilizes an air vent (independently tested to 330 cfm) on a 24-inch flat cover with mesh air inlets to dissipate heat and extend the life of the air pumps. It's green-colored UV-protected weather-resistant enclosure that blends with the environment and can be used above or below grade on new or retrofit applications. Accessories include risers to adjust the height to fit most applications, and a full line of air pumps ranging from 1.41 to 5.29 cfm. **877/765-9565; [www.polylok.com](http://www.polylok.com); Booth #2000.**

#### 54. Roth Global Plastics

The MultiTank from Roth Global Plastics can be used for water cistern, pump, holding, rainwater or as a septic tank. This is possible due to its construction of an inner layer of FDA-approved virgin HDPE, two inside layers of PE for improved stability, plus one outer layer of black and UV-stabilized PE. Features include CSA, NSF and IAPMO certification; a COEX-4 multilayer co-extrusion process; a low-profile design that leads to less digging and makes it easier to avoid a high water table; lightweight construction; a multiport inlet/outlet; two 24-inch manways; a cylindrical shape that requires no water for backfill; a threaded riser system; and watertight seamless construction. **866/943-7256; [www.rothmultitank.com](http://www.rothmultitank.com); Booth #4124.**





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### 55. RotoSolutions Inc.

The 24-inch septic lid from RotoSolutions Inc. is made of heavy-duty, rotomolded plastic and weight-rated for 3,500 pounds.

**800/868-0973; [www.rotosolutions.com](http://www.rotosolutions.com); Booth #4237.**

### 56. Septic Services Inc.

The Flag-Air 340HP shaft-style aerator from Septic Services Inc. features a high-torque continuous-duty motor. It is available in two models — Model 340HP-J has 12-inch mounting brackets and fits a 10-inch tank riser opening, and Model 340HP-N has 13.5-inch mounting brackets and fits 12-inch openings. Both offer low rpm (1,750) with high airflow at lower noise levels. It has a 2-foot power cord with plug, prelubricated and sealed bearings, powder-coated steel brackets with rubber vibration restrictors for mounting stability and strength, high-impact plastic suds restrictor, a stainless steel shaft and bronze counter shaft, an integrated T-bar handle and a 7-amp mini-breaker included. **800/536-5564; [www.septicserv.com/store](http://www.septicserv.com/store); Booth #3118.**

### 57. Sim/Tech Filter Inc.

The No-Vault pump filter from Sim/Tech Filter Inc protects turbine pump intake screens. Filtration is achieved through a choice of a 6-inch PVC or 316L stainless steel screen with 1/16-inch perforations. The shorter model has 139 square inches of open area, while the tallest model has 325 square inches. The increased area reduces the frequency of screen and pump cleaning. The interior sealing sleeve allows it to adjust to different pipe heights. The smallest unit handles pumps up to 26 inches tall, while the largest unit handles pumps up to 50 inches. It is easily installed in new systems or retrofitted onto existing systems. **888/999-3290; [www.simtechfilter.com](http://www.simtechfilter.com); Booth #2206.**

### 58. T&T Tools

The Mighty Probe from T&T Tools features a 3/8-inch hex rod, which is approximately 20 percent stiffer than a round rod, or a 7/16-inch hex rod, approximately twice as stiff as the standard round rod. Stiffer hex rods bend less to make the probe easier to push into the ground, especially when probing at deeper depths. Lengths are available from 36 to 78 inches, in 6-inch increments. When the probe is combined with a slide adapter, an integrated mini slide-hammer probe is created, allowing the technician to pound through difficult spots. **800/521-6893; [www.mightyprobe.com](http://www.mightyprobe.com); Booth #6000.**

### 59. Tuf-Tite

Septic tank lid risers from Tuf-Tite feature internal support ledges that support the company's internal plastic safety lids, or a variety of internal safety devices made by other companies, such as lids made of concrete, fiberglass or a rope net. Every riser lid comes with all screws needed, including safety screws. Any internal safety lid can be replaced and then screwed to the riser. **800/382-7009; [www.tuf-tite.com](http://www.tuf-tite.com); Booth #6108.**

## ADDITIVES/CHEMICALS

### 60. Arcan Enterprises

Septic-Scrub from Arcan Enterprises is a chemical treatment that oxidizes sulfides and releases oxygen into the drainfield. It is designed to remove sludge in the biomat, restoring drainage to a system that has slowed down. It allows companies to offer an add-on drainfield cleaning service in addition to regular pumping. **888/352-7226; [www.arcan.com](http://www.arcan.com); Booth #4239.**

### 61. Avanti International

AV-100 from Avanti International is an ultra low-viscosity chemically reactive gel available as either granules or liquid. Having the same viscosity as water, it permeates anywhere water can travel and cures within a controllable time frame from 5 seconds to 14 hours. Once cured, it creates an effective, long-lasting water barrier while providing soil stabilization. It is used to stop water infiltration in manholes, sanitary and storm sewer mainlines, joints, laterals and underground structures by stabilizing external substrate. It can also be used in tunnels and mines to control groundwater. **800/877-2570; [www.avantigrout.com](http://www.avantigrout.com); Booth #5218.**

### 62. Biodyne Midwest

ENVIRONOC 301 liquid inoculant from Biodyne Midwest allows for the specialized degradation of simple/complex organics in wastewater, grease control, reduction of hydrogen sulfide and other odors, and algae control in ponds and aquaria. It features 29 strains of fresh, viable and natural microbes selected for their capabilities to handle degradation of common organics in wastewater, and the reduction of grease and hydrogen sulfide. It has a viable cell concentration of over 1 billion microbes per mL. Microbes are comprised of 100 percent naturally occurring (nonpathogenic or genetically modified) bacteria/fungi that have been selected for their special degradation or biostimulation abilities. **888/970-0955; [www.biodyne-midwest.com](http://www.biodyne-midwest.com); Booth #5453.**



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### 63. Cape Cod Biochemical Co.

AfterShock soil absorption restorative from Cape Cod Biochemical Co. restores drainage to clogged and sluggish drainfields and drainage structures. It also prevents backups and eliminates odors. It contains a naturally occurring, USDA-approved bacteria, as well as a bacteria-friendly, time-release oxidizer that accelerates the bacterial activity. It biologically digests solid material that normally clogs soil absorption areas. It is effective in residential and commercial drainfields, cesspools and seepage pits, and is ideal for use in conjunction with high-pressure water jetting and soil fracturing equipment. It can be applied in one day, eliminating the need to keep the system exposed for repeated site visits. **800/343-8007; www.septiconline.com; Booth #6101.**

### 64. Chempace Corporation

The foaming action of Sewer Foam from Chempace Corporation, when combined with the high-pressure water of a jet truck, breaks down grease and organics from all types of pipes. From large municipal sewer lines to residential pipes, its use in sewer line cleaning saves time and money. It is highly concentrated at 2 ounces per gallon, making it cost-effective and economical. It is noncaustic and is safe for all pipes and jet trucks, and can be used while jetting drainlines. **800/423-5350; www.chempace.com; Booth #1472.**

### 65. Ecological Laboratories

PRO-PUMP/HC liquid live bacteria from Ecological Laboratories are a blend of microorganisms selected for broad-spectrum application in industrial and wastewater treatment. The blend contains over 30 strains of bacteria to resolve the difficult problems that occur in grease traps. Its use results in the rapid breakdown and removal of fats, oils and greases that build up in drainlines and grease traps. It is a consortium of vegetative non-spore-forming bacteria that exhibit performance in low-oxygen facultative anaerobic environments. Regular treatment reduces trap surface solids, bottom solids and odor. **800/326-7867; www.propump.com; Booth #5247.**

### 66. Lenzyme/Trap-Cleer Inc.

Premium High Count from Lenzyme/Trap-Cleer Inc. can be used for heavy grease breakdown, drainfield rejuvenation, municipal plants, sewer and lateral lines, sewage ponds, settling ponds, grease traps, pump stations, organic spills or wherever a problem area is detected. It is available in 5-gallon pails and 50-pound totes. Both products can be private labeled. **800/223-3083; www.lenzyme.com; Booth #3026.**

### 67. One Biotechnology

BioOne from One Biotechnology contains bacteria selected for their ability to consume animal and vegetable fats, oils and greases (FOG), with no unwanted byproducts. It does not contain any added enzymes, surfactants or fragrances, so FOG does not flow out of the system into municipal wastewater treatment systems. It has also been recognized by the EPA's Design for the Environment program. **800/951-4246; www.onebiotechnology.com; Booth #4245.**

### 68. RootX

RootX is a dry powdered formula that can be applied with existing sewer-cleaning equipment or directly from the package. Just add water to the formula and you can create a root-killing foam that effectively kills the roots the foam comes in contact with and also leaves a residual to stunt new growth for a longer period of time than cutting. The simplicity of the application means a city sewer crew can do root control on demand and a professional drain cleaner has a powerful tool to add to their business. It is registered with the EPA for both sanitary and storm use (EPA Reg. 68464). **800/844-4974; www.rootx.com; Booth #5060.**

## DEWATERING/LAND APPLICATION

### 69. AQUA-Zyme Disposal Systems Inc.

The Roll-off Dewatering Unit from AQUA-Zyme Disposal Systems Inc. can reduce liquid sludge volume with reductions in BOD, COD, FOG and TSS. Solids can be landfill-ready in 24 hours. Units are mobile and can be transported with a standard roll-off truck. The unit is watertight; has a 1/4-inch steel floor plate and seven-gauge sides; filter media on sides, floor and center partition includes five-year warranty; roll-over tarp; quick connect fittings; dual inlet ports; multiple drain ports with caps; and a lifespan of 12 to 14 years. Standard sizes of 15 and 30 cubic yards are in stock, with custom sizes available upon request. **979/245-5656; www.aqua-zyme.com; Booth #2091.**

### 70. Bright Technologies

The 1.7-meter, trailer-mounted belt filter press unit from Bright Technologies features an insulated control room for operator comfort and security. The control room offers insulated FRP walls, air conditioning, electric heat, a refrigerator, stainless steel desk, tool storage, locker, closed circuit TV and remote operator controls. The modular design allows the room to be custom manufactured to fit most single-drop trailers. Units are made for rapid setup, with folding conveyor and operator walkways. No special lifting equipment is required. **800/253-0532; www.brightbeltpress.com; Booths #4223, #4224.**





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#### 71. Flo Trend Systems Inc.

Sludge Mate container filters from Flo Trend Systems Inc. can dewater a variety of sludge and waste such as alum, ferric, lagoon, digested sludge, septic tank, grease-trap, slaughterhouse waste, wastewater residual and sump bottoms. The closed-system design provides total odor control, no spillage, reduced maintenance and weather independence. They have 10-gauge reinforced walls and a seven-gauge carbon steel floor. Options include peaked roofs with gasketed bolted-down access hatches, drainage ports, inlet manifolds, floor filters and side-to-side rolling tarps. They dewater onsite; are available as roll-offs, trailer and tipping-stand mounted; and range in size from 5 to 40 cubic yards.

**713/699-0152; [www.flotrend.com](http://www.flotrend.com); Booth #6134.**

#### 72. GEA Farm Technologies Inc. (Houle USA)

The Super Pump MXjet from GEA Farm Technologies Inc. (Houle USA) offers ideal agitation power. The positioning of the nozzle on the directional valve allows direct access of the manure in the agitation nozzle with minimum restriction and higher velocity, thus more power. It is offered in many configurations and can handle hog slurry and liquid dairy manure.

**819/477-7444; [www.gea-farmtechnologies.com](http://www.gea-farmtechnologies.com); Booth #1078.**

#### 73. In The Round Dewatering

The horizontal sludge dewatering device from In The Round Dewatering features a stainless steel drum with perforated plastic tile lining, and is mounted on a roll-off frame for easy transportation and unloading. A typical batch of 18,000 to 25,000 gallons of sludge is mixed with polymer before being filtered in the drum during rotation. It is driven by a 1/4 hp variable-speed electric motor with a heavy-duty chain and sprocket. Turning action eliminates crusting and wet pockets, producing uniform results. The dewatered material dumps easily and the drum is self-cleaning. The sludge is released of all the liquids and is ready for disposal in just one night.

**317/539-7304; [www.itrdewatering.com](http://www.itrdewatering.com); Booths #2360, #2361.**

#### 74. Schwing Bioset

The Bioset Process from Schwing Bioset achieves Class A biosolids via the time vs. temperature equation and pH adjustment per EPA 503 regulations. Operating costs have been reduced due to PFRP approval allowing for process operation at 55C for 40 minutes. From startup to shutdown the process remains easy to operate and reliable. A completely enclosed system allows for the prevention of spilling and an odor-free operation.

**715/247-3433; [www.betterreuse.com](http://www.betterreuse.com); Booth #1043.**

### PORTABLE SANITATION

#### 75. ART Co. (A Restroom Trailer Company)

The EMBASSY 10-W restroom trailer from ART Co. (A Restroom Trailer Company) is designed for fast and easy setup with a sleek, streamlined appearance. The 10- by 6-foot two-station unit comes equipped with easy foldout steps and stabilizer scissor jacks. It is available in several exterior and interior color combinations to match existing fleet colors. Features include a 270-gallon waste tank, 74-gallon freshwater tank, a steel unibody frame, integral trailer skirting, a 2 5/16-inch trailer hitch, maple cabinetry, and ducted heat and air conditioning. Upgrades are available.

**269/435-4278; [www.arestroomtrailer.com](http://www.arestroomtrailer.com); Booths #4240, #4241, #4244.**

#### 76. BulkTP

BulkTP offers 2,500-Sheet Small Core Toilet Paper. It is a high-capacity jumbo-roll tissue that is manufactured under the company's label, and has guaranteed uniform quality and consistency. The paper quality is ideal, and can lower both the cost per service and annual restroom tissue costs. It is available in 24-roll cases, is one ply, is made from 100 percent recycled material and is septic tank safe. One pallet contains 55 cases.

**888/645-4225; [www.bulktoiletpaper.com](http://www.bulktoiletpaper.com); Booth #1452.**

#### 77. Comforts of Home Services

The 12-volt battery backup system from Comforts of Home Services guards against power failure on portable restroom and hand-wash trailers. The system can be located on the trailer tongue or in the utility room. The trailer remains operational during power outages, with the exception of air conditioning.

**630/906-8002; [www.cohsi.com](http://www.cohsi.com); Booths #5325, #5326, #5329.**

#### 78. Del Vel Chem Co.

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

**800/699-9903; [www.delvel.com](http://www.delvel.com); Booth #4302.**

#### 79. Five Peaks

The Summit handicap-accessible portable restroom from Five Peaks comes standard with a 40-gallon tank, ground-level floor access, powder-coated wrap-around grab bars, large open interior floor space, vent screens and an automatic door closer, all accessible through the heavy-duty rotational-molded door and jamb. The sidewalls are constructed of durable high-density polyethylene with steel reinforced corner extrusions for added strength and integrity.

**866/293-1502; [www.fivepeaks.net](http://www.fivepeaks.net); Booth #3115.**

#### 80. J & J Chemical Co.

EverPro portion control non-formaldehyde deodorizing tablets from J & J Chemical Co. are fast-dissolving, nonstaining, instant deodorizing protection that break down solids and leave a pleasant fragrance in portable toilets. They are available in a variety of sizes that are ideal for handling any situation from mild climate or events to extreme climate and weeklong services. They are available in a variety of exclusive fragrances.

**800/345-3303; [www.ijchem.com](http://www.ijchem.com); Booth #2226.**





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#### 81. JAG Mobile Solutions Inc.

The Stop, Drop & Go interchangeable pod solution unit from JAG Mobile Solutions Inc. is available in sizes up to 24 feet, with the company's custom interiors or customer-picked designs. **800/815-2557; www.jagmobilesolutions.com; Booth #2324.**

#### 82. Johnny's Choice by Chemcorp Industries Inc.

Deodorizing Urinal Screens from Johnny's Choice by Chemcorp Industries Inc. not only provide effective screening for urinals, but also freshen and deodorize with a high amount of fragrance. Optimized bacteria reduce odors and surface build-up in urinals. In addition, the upper surface has protrusions to reduce splash back, which also reduces cleaning time and improves sanitation. Each screen also comes with a set of month and date tabs, which can be used as installation or replacement date reminders. They are available in mango and apple spice fragrances. **888/729-6478; www.johnnyschoice.com; Booth #4014.**

#### 83. Kros International USA

The 4 in 1 Men's Portable Urinal from Kros International USA is ideal for crowded special events, as it allows four men to use it simultaneously, side by side, with ample separation and privacy. It's design features a large integrated tank made of long-lasting, durable polyethylene plastic. It is lightweight, efficient, easy to handle and clean (with only hot water and no chemicals), will shorten wait times at rest stations, and keep portable restrooms cleaner. It features a 105-gallon tank. **855/576-7872; www.krosinternationalusa.com; Booth #2103.**

#### 84. McKee Technologies – Explorer Trailers

The Transporter from McKee Technologies – Explorer Trailers features easy-to-adjust carrier slots that box-in virtually any size toilet skid. Multiple sizes of toilet skids can be configured securely in the same load. Models range in size from 8 to 48 feet, accommodating up to 24 toilets. All models include fully independent suspension axles that virtually eliminate side-to-side shock transfer. They are available with a front wind deflector to protect toilets from road spray, stones and wind loading. They are available with hot-dip galvanizing for corrosion protection. **866/457-5425; www.explorertrailers.com; Booth #5357.**

#### 85. PolyJohn Enterprises

The Fleet flush restroom from PolyJohn Enterprises offers more space, which translates into more comfort for moms with young children or construction workers. Its corner tank makes good use of interior space. There's also sufficient room for a urinal or sink. Amenities like paper towel and hand sanitizer dispensers fit nicely and appeal to multiple markets. It offers a full flush range, including recirculating flush, freshwater flush and a variety of units that tie into city mains. **800/292-1305; www.polyjohn.com; Booth #2030.**

#### 86. PolyPortables LLC

The Ambassador upgrade from PolyPortables LLC is designed to help replicate as closely as possible an in-home restroom experience. Customers will immediately note the convenience of the foot-pump or hand-pump flushing waste tank, 12 or 22 gallon in-unit hand-wash station, paper towel dispenser, soap dispenser, mirror, vanity shelf, motion-activated light, toilet seat sanitizer and coat hook. All the company's standard-sized restrooms can be upgraded to include any or all of the package components. **800/241-7951; www.polyportables.com; Booth #2306.**

#### 87. Rich Specialty Trailers

The Max Model restroom trailer with Vegas décor from Rich Specialty Trailers has a floor plan designed for special events and weddings. This two-station trailer has both entrance doors on the curbside of the trailer to avoid foot traffic in the street. The Vegas décor features curved soffits over double vanities. The exterior is available in an aesthetically pleasing champagne/tan color. A large white vanity includes a white porcelain sink with water-conserving faucets and a waterproof countertop of hand-molded solid-surface cobblestone. It is available with onboard freshwater and a winter package. **260/593-2279; www.richrestrooms.com; Booths #5300, #5301, #5305.**

#### 88. Safe-T-Fresh

Bio QuickScents 60 portable restroom deodorizers from Safe-T-Fresh are powerful, all-natural powder that offer odor control and cleaning power. The ingredients break down waste to prevent piling and dissolve residual waste found on tank walls and tubing. The active ingredients are also beneficial to waste treatment plants, eliminating any worries about dumping. Other products include QuickScents 30-gram packets for special events and cooler weather and 3000 and 5000 liquids. **877/764-7297; www.safetfresh.com; Booth #4034.**

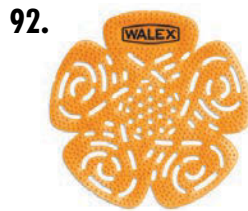
#### 89. Satellite Industries

Satellite Suites from Satellite Industries is a new line of high-quality restroom trailers being introduced at the 2014 Pumper & Cleaner Environmental Expo International. There will be two models on display with features that are new to the trailer market. **800/328-3332; www.satelliteindustries.com; Booth #4034.**





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## 90. Surco Products

Xtreme Clean portable toilet deodorant from Surco Products comes in easy-to-handle water-soluble packets, meaning no more sticky packets, blue fingers or wasted product. It is made with a clean and easy-to-handle water-soluble membrane, and contains Metazene molecular odor counteractant and a powerful biocide. Portion control prevents overuse, waste and theft. **800/556-0111; www.surco.com; Booth #3104.**

## 91. T.S.F. Company

The TJ Shorty portable restroom from T.S.F. Company is available in kid-friendly (77 by 50 by 44 inches) and construction models (80 by 50 by 46 inches). A stool in front of the tank provides a step up for seat access. The construction model has a lift bracket for high-rise construction sites and is elevator assessable. The kid-friendly unit has no urinal, a stool in front of the tank and colorful hand- and footprints. **800/843-9286; www.tuff-jon.com; Booth #4100.**

## 92. Walex Products

Bravo urinal screens from Walex Products are a cost-effective urinal odor-control product featuring bacteria action that deodorizes and cleans. The fragrance release lasts 30 days. The shape and ribbed surface reduce splashing and fits in all styles of urinals. **800/338-3155; www.walex.com; Booth #3213.**

## TRUCKS, TRAILERS, ACCESSORIES

### 93. AlturnaMATS

Ground protection mats from AlturnaMATS protect turf/subsurface, while providing access for heavy equipment without a risk of getting stuck. They are sold throughout the world, to a wide variety of industries, and provide a fast, effective way to build a temporary road that is durable enough to withstand the weight of very heavy equipment. They offer a cost-effective way for construction and septic companies to quickly prepare a site, complete the work and move onto the next project. They have a load rating of 120 tons. **888/544-6287; www.alturnamats.com; Booth #6229.**

### 94. Amthor International

The new vacuum tank truck from Amthor International is a 2014 Ford F-550 with a 1,250-gallon, two-compartment aluminum portable sanitation tank with a Masport HXL 4 pump package. The body will include an aluminum fold-up gate, D/S workstation, two tank-mounted toolboxes and an epoxy-lined waste compartment. **800/328-6633; www.amthorinternational.com; Booths #4327, #4331, #4332, #4335.**

### 95. Banjo Corp.

The VSFMT220SS 2-inch NPT stubby valve from Banjo Corp. features a 2-inch full port male adapter, 100 percent polytetrafluoroethylene ball seats, a compact design, Teflon TFE seals with no elastomers and a maximum pressure of 1,000 psi. **765/362-7367; www.banjocorp.com; Booth #1325.**

### 96. Benlee Inc.

The Super Mini Trailer from Benlee Inc. is an ideal replacement for roll-off trucks, as it is similar in length, and carries the exact same 20-, 30-, 40- or tall 50-yard box. It is maneuverable and able to fit into tighter spots; has a large payload that follows federal/state laws; allows for higher fleet uptime; and costs less than a tractor. **734/722-8100; www.benlee.com; Booths #2343, #2344.**

### 97. Crescent Tank Mfg.

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

### 98. Ditch Witch

The FXT50 Truck Vac from Ditch Witch is mounted directly to a truck's frame rails, allowing the system to flex independently of the truck, promising stability and confidence. It can be mounted to the single-axle truck of the customer's choosing, and can be customized with toolboxes and other support equipment (e.g. 1,020 cfm blower, 3,000 psi water system flowing 5 gpm.) It is quiet and offers quality filtration. **800/654-6481; www.ditchwitch.com; Booths #5214, #5216.**





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#### 99. Dynamic Filtration Limited

ME-68K5-MC vacuum truck filters from Dynamic Filtration Limited are specifically developed to remove atmospheric dust from the air intake, protecting the blower from damaging particles. Features include metal end caps for extended durability and vulcanized two-part urethane end seals to provide a positive seal. Each unit comes with standard 10-micron polyester filter media, with additional media available upon request. They are ideal for use in general site clean up and hydroexcavation.

**800/265-4544; [www.dynamicfiltration.ca](http://www.dynamicfiltration.ca); Booth #6062.**

#### 100. Green Leaf Inc.

GatorLock Couplings from Green Leaf Inc. allow for the quick connect and disconnect of tanks, pumps, transfer lines and more. The locking mechanism reduces the possibility of unintentionally opening the cam levers, which could result in personal injury and costly spills. Polypropylene couplings are highly resistant to chemical solvents and environmental stress. The line includes 1/2- through 3-inch locking cams, as well as 1/2- through 4-inch nonlocking in Series A-F. The maximum operating pressures are 90 to 125 psi at 70 degrees F. **800/654-9808; [www.grnleafinc.com](http://www.grnleafinc.com); Booth #1238.**

#### 101. Imperial Industries

MRK6000 Series aluminum vacuum trailers from Imperial Industries come standard with a 6,000-gallon aluminum tank (6,300-gallon units are available). They feature full-length aluminum hose trays, external ribs, three topside 20-inch aluminum manways, a 12-inch primary with a 4-inch air line, a 4-inch intake and 6-inch discharge, LED running lights, a Henderson INTRAAX AAT 25K suspension, leveling height control, an air-ride suspension, Haldex slack adjusters and optional full-length catwalk with hand rails. **800/558-2945; [www.imperialind.com](http://www.imperialind.com); Booth #4020.**

#### 102. Logan Clutch Corporation

The self-adjusting Bell Housing PTO Clutch from Logan Clutch Corporation is ideal for use in industrial waterblasting and vacuum excavation equipment. It replaces mechanical, hand lever-engaged PTOs with a fluid or air-actuated unit. Clutch engagement is smooth and consistent, eliminating the need for mechanical linkage, lever arms and yokes. Also, since it's air or fluid activated, the clutch can be engaged with the push of a button from the control panel or cab. They are available with or without pilot bearings, for diesel and gas engines in the 60 to 1,600 hp range. **440/808-4258; [www.loganclutch.com](http://www.loganclutch.com); Booth #1464.**

#### 103. Mid-State Tank Co. Inc.

A septic pumper truck with a 2,500-gallon, two-compartment aluminum tank mounted on a 2013 International chassis is an offering from Mid-State Tank Co. Inc. The 33,000-pound GVWR unit has an NVE 607 water-cooled pump and heated valves. Other aluminum and stainless steel pressure/vacuum tanks and options are available. **800/722-8384; [www.midstatetank.com](http://www.midstatetank.com); Booths #6312, #6313, #6317.**

#### 104. Muncie Power Products Inc.

The CS24 from Muncie Power Products Inc. is a clutch shift PTO designed for Allison World and Caterpillar automatic transmissions. It is engaged by means of a solenoid-activated, wet clutch pack. The engagement solenoid is built into the PTO, and installation is simplified by the requirement of only one hose connection. It features four remote-mount output shaft options, rotatable direct mount flanges, is compatible with PTO shaft extensions and includes the Muncie output shaft brake. **800/367-7867; [www.munciepower.com](http://www.munciepower.com); Booth #2010.**

#### 105. Pik Rite Inc.

The newest vacuum truck from Pik Rite Inc. features internal plumbing for a clean look, a 20-inch rear manway with discharge valve and camlock fittings, a vacuum pump and right angle gearbox attached to both frame rails, a 20-inch top manway, a 4-inch liquid-filled vacuum/pressure gauge, a frame-mounted secondary trap for easy access, dual vacuum and pressure reliefs, a 12-inch low-profile primary shut-off with stainless steel float ball, and large easy-to-reach hose hooks. **800/326-9763; [www.pikrite.com](http://www.pikrite.com); Booths #4217, #4220.**

#### 106. Pressure Lift

The Power Booster from Pressure Lift, available in 3-, 4- and 6-inch models, provides increased vertical lift and long-hose capability, while shortening project time and cutting maintenance cost in any pumping application. Powered by compressed air or water, the booster handles a range of viscous liquids, from water to drilling mud to heavy municipal sludge. Made of lightweight aluminum, units are reversible, allowing for slurry suspension, potholing or breaking up crusty sludge. **972/355-0550; [www.pressurelift.com](http://www.pressurelift.com); Booth #5116.**

#### 107. Progress Tank

The DOT 407 code hoist and door lift unit from Progress Tank features a 4,200-gallon aluminum tank equipped with a front hoist and full rear-opening door. It features a Robuschi 65 blower package. High-mount taillights offer improved visibility while providing less obstruction with equipment storage. The rear door is equipped with dual hydraulic cylinders and a swing arm door prop has been added for safety. It is mounted on a Western Star 4700 tandem-axle chassis with 20,000-pound front axle and 46,000-pound rear end that offers a 450 hp Detroit Diesel engine combined with a Fuller eight-speed transmission. **800/558-9750; [www.progress-tank.com](http://www.progress-tank.com); Booth #6224.**





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#### 108. Scorpion Protective Coatings Inc.

The three-part polyurethane X02 batch mix system from Scorpion Protective Coatings Inc. is a professional-grade liner that protects truck beds from abuse. This liner is virtually impenetrable and resists both moisture and rust. It is UV stable and will not fade. **765/653-1736;** [www.scorpioncoatings.com](http://www.scorpioncoatings.com); Booth #1420.

#### 109. STAC Inc.

Mobile hydraulic drive systems from STAC Inc. eliminates the need to use the drive shaft of the vac truck to power a blower or vacuum pump, which can sometimes be difficult due to tight space and angles. Benefits of a hydraulic system include safety, longevity, reduced downtime, added value and reduced maintenance. **800/334-7699;** [www.thermaflow.com](http://www.thermaflow.com); Booths #2457, #2458.

#### 110. Standard Equipment Company

The Custom Rebuilt line of sewer cleaning, maintenance and televising equipment from Standard Equipment Company offers a choice of rebuilt combination sewer cleaners, trailer- and truck-mounted jetters, catch basin cleaners, hydroexcavators and sewer televising equipment. The company starts by selecting high-quality units available for rebuild, and then processes them through a consistent evaluation system, using OEM trained technicians. All aspects of a machine are evaluated and rebuilt if necessary, including body and chassis components. The company inventories a wide variety of equipment to meet all operational needs and budget constraints. **800/633-2997;** [www.standardequipment.com](http://www.standardequipment.com); Booth #2355, #2356.

#### 111. SVE Portable Roadway Systems Inc.

TRAKMATs from SVE Portable Roadway Systems Inc. are lightweight full-size ground protection mats. Its "Power Cylinder" surface creates superior traction, while allowing the mats to slide apart smoothly for easy loading/unloading. Hand cutouts are standard for safe lifting. Mats are available in Utility Black or Cool Green to prevent burned grass. They come in several sizes to help work smarter and save money by reducing weather delays and protecting customer's property from damage. **800/762-8267;** [www.mudtraks.com](http://www.mudtraks.com); Booth #6316.

### HOSE, REELS, ACCESSORIES

#### 112. Atlanta Rubber & Hydraulics Inc.

Green and Black hose assemblies from Atlanta Rubber & Hydraulics Inc. are constructed with Kanaflex 300 EPDM all-weather hose. They are ideal for anyone working in the septic pumping industry. Custom assemblies are available in any size, length and with any fittings needed by customers. Each fitting is attached with two bands. High-quality Kuriyama and Dixon fittings ranging from aluminum and stainless steel to polypropylene and nylon are mainly used. Assemblies are typically made with quick couplings, but other fittings are available upon request. **800/282-6272;** [www.atlantarubber.com](http://www.atlantarubber.com); Booth #2442.

#### 113. Hannay Reels

The 1000 Series from Hannay Reels is a compact manual-rewind reel. Applications include high-pressure washdown and sanitizing. It is designed to handle single 1/4-, 3/8- or 1/2-inch I.D. hose. It is lightweight, yet durable and has an e-coated frame for extra protection in demanding environments. A direct-crank rewind is permanently attached, and its exterior mounting holes enable easier installation. It features a redesigned pin lock and a standard adjustable cam-lock brake. It handles pressures to 3,000 psi and temperatures from 20 to more than 400 degrees F. **877/467-3357;** [www.hannay.com](http://www.hannay.com); Booth #5027.

#### 114. Kuriyama of America Inc.

Amphibian AMPH Series hose from Kuriyama of America Inc. features a highly abrasion- and oil-resistant polyurethane inner liner that better resists internal wear than rubber hoses, especially in the bends where the material hits, leading to less costly downtime. It is effective vacuuming above ground in normal temperatures, or hard-to-reach areas in extreme subzero temperatures. Its highly flexible Cold Flex materials and corrugated outer cover allow for ease of use. **847/755-0360;** [www.kuriyama.com](http://www.kuriyama.com); Booth #3021.

#### 115. Omega Liquid Waste Solutions

The Remote Control Powered Hose Reel from Omega Liquid Waste Solutions offers the ability to slash the time required to lay out and stow either 3- or 4-inch vacuum hose, what can typically take 10 to 15 minutes is achieved in seconds. It is also hinged to swing away from the back of the tank in order to facilitate rear dumping and to deploy hose in the direction of the job site. With universal mounting to any truck frame, the install is simple and secure and only requires a 12-volt connection for operation. Operators have complete control of "reel in and reel out" and "swing open and swing close" functions via a small hand-held remote with a range of 200 feet. **450/651-0444;** [www.exprolink.com](http://www.exprolink.com); Booth #6167.

#### 116. Piranha Hose Products

Brutus and Lil' Brute portable hydraulic hand swagers from Piranha Hose Products can be taken anywhere to install hose ends. Lil' Brute is designed for hose sizes 1/4, 3/8 and 1/2 inch. Brutus is designed for hose sizes 3/4, 1 and 1 1/4 inch. Both machines include a drawer that holds up to three sets of dies and pushers to provide the complete package. They are sold either as a kit with one unit, one die and one pusher, or as individual components. **800/250-5132;** [www.piranhahose.com](http://www.piranhahose.com); Booth #3017.





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## GREASE HANDLING

### 117. Ashland PolyTraps

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; Booth #6237.**

### 118. Downey Ridge Environmental

The SM BG 10,000 Series GREASEZILLA from Downey Ridge Environmental comes preassembled, allowing for quicker on-site 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; Booth #6519.**

### 119. RecoverE LLC

The ESep trap grease separation system from RecoverE LLC accepts grease as-pumped from the interceptor and separates it from water and most solids with an energy-efficient, two-stage process without additives. After separation, the brown grease is recovered as a pasteurized, low-water biosolid, which has market value as a bioenergy or chemical resource, while the grease-free water and solids can be disposed of easily. It operates as a closed system, simplifying odor management. In a typical installation, the automated and instrumented system can reduce up to six 5,000-gallon truckloads of as-pumped grease daily to about 1,200 to 3,000 gallons of solid, separated grease. **269/370-3165; www.recovere.biz; Booth #1323.**

### 120. Westmoor Ltd.

The Conde ProVac from Westmoor Ltd. is an industrial liquid waste pumping system that is ideal for grease trap pumping. It is quiet and pumps at 120 gpm. A flip of the switch starts it in the vacuum mode for pumping. Built-in exhaust deodorizer keeps odor at a minimum. Flip the switch to the pressure mode for off-loading. It is an intelligent pumping solution for locations not suitable for large vacuum truck hoses, and ideal for the indoor/remote tough-to-get-to jobs. It is easy to maneuver, use and maintain. **800/367-0972; www.westmoorltd.com; Booth #5124.**

## SAFETY EQUIPMENT

### 121. BW Technologies by Honeywell

The GasAlertMax XT II multi-gas detector from BW Technologies by Honeywell features IntelliFlash, the flashing LED compliance indicator that indicates whether the gas monitor is functioning correctly. Workers feel safer and incidents are minimized. That means savings realized from business continuity and productivity. It is compatible with the MicroDock II automated testing/calibration/docking station for intelligent fleet maintenance and simplified record-keeping. **888/749-8878; www.gasmonitors.com; Booth #4138.**

### 122. Milwaukee Rubber Products

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

### 123. RKI Instruments Inc.

The lightweight GX-2009 personal confined-space gas monitor from RKI Instruments Inc. weighs only 4.6 ounces, and monitors combustibles, oxygen, hydrogen sulfide and carbon monoxide using individual sensors for each gas. All four gas readings are displayed on an LCD display that has auto backlighting. Gas alarms are adjustable, and alarm types include a 95 dB audible alarm with dual speakers, vibration alarm and bright visual alarms on three sides of the instrument. It is also waterproof and dustproof with an IP-67 rating. Also included is a large-capacity data logger. **800/754-5165; www.rkiinstruments.com; Booth #2062.**





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## 124. Safety Corporation of America

The corrugated aluminum ultraSHORE trench shoring system from Safety Corporation of America features stackable panels that can be used horizontally or vertically for bury depths to 12 feet in Class C soils. Extra features include leg and wheel kits for OSHA regulations. Easily transported in a pickup, the system can be closed off on one or both ends with quick-release, spring-loaded end-closure panels.

**800/746-7464; [www.shoring.com](http://www.shoring.com); Booth #5005.**

## LOCATION/INSPECTION

### 125. Amazing Machinery Inc.

The Viztrac Pipe Inspection Camera from Amazing Machinery Inc. has a durable 3/8-inch push cable with fiberglass rod inner core, a 20-inch cage reel and attached water-sealed case containing the controls, and a high-resolution 7-inch LCD monitor. It also has a 1-inch powder-coated lay-flat frame with upright carry handle; a 1 3/8-inch O.D. metal camera housing; nine dimmable high-output 5 mm LED lights; high-resolution color camera; scratch-resistant sapphire glass lens; high-grade 512 Hz sonde locator with an average range of 12 to 15 feet; and an integrated digital video recorder with remote control, compatible with most standard SD cards. **800/504-7435; [www.amazingmachinery.com](http://www.amazingmachinery.com); Booth #3024.**

### 126. Superior Signal Company LLC

Smoke Fluid Systems from Superior Signal Company LLC are used to find faults and sources of surface water inflow in collection systems. The smoke fluid is both high quality and economically priced. All blowers are engineered for smoke testing, and use a double-insulated heating chamber with stainless steel injector to maximize dry smoke output, and produce the best quality liquid-based smoke. The Superior Smoke Testing Technique has been in use since 1961. **800/945-8378; [www.superiorsignal.com](http://www.superiorsignal.com); Booth #2323.**

## 127. Vivax-Metrotech Corp.

The vCam-5 inspection system from Vivax-Metrotech Corp. features text writer, voice over, locatable sonde and traceable pushrod. The standard reel is available with 200 or 400 feet of pushrod, and choices of 34 or 46 mm self-leveling color camera. The smaller mini reel is available with 150 feet of pushrod and choices of a 25 or 34 mm color camera. The system features a control module with an 8-inch color LCD, distance counter and internal rechargeable batteries with six-plus hours of battery life. Video recording and JPEG format pictures can be saved to the internal 320 GB hard drive, USB thumb drives or SD card. The control module has built-in Wi-Fi. **800/446-3392; [www.vivax-metrotech.com](http://www.vivax-metrotech.com); Booth #4233.**

## FLEET TRACKING/OFFICE TECHNOLOGY

### 128. CallSource

DealSaver from CallSource is a lead-recovery tool designed for any appointment-driven company in the home services industry. Incoming lead calls are analyzed within minutes, and those not ending with an appointment are promptly sent back to a manager in order to recapture the lead, usually within the hour. The alert contains the lead's name and phone number, along with the company rep that handled the call, all giving the team a second chance at converting the lost prospect into a new customer. **818/596-6949; [www.callsource.com](http://www.callsource.com); Booth #5455.**

## 129. Clear Computing

The TAC (Total Activity Control) Online management system from Clear Computing is a cloud-based system that allows access from a Mac or iPad, Android Tablet or any computer connected to the Internet. Benefits include the ability to run a business from home, office, vehicle or on vacation; seasonal variation options that allow users to pay for only what they need each month; the ability for route drivers and sales force to work from the field; and the cost savings of not having to upgrade or purchase new computers, or have frequent tech support visits. It is hosted in secure, backed-up 24/7 data centers. **888/332-5327; [www.clearcomputing.com](http://www.clearcomputing.com); Booth #2339.**

### 130. EZTrakR Systems Inc.

iButton technology from EZTrakR Systems Inc. verifies services on a driver's route are completed with electronic service validation. It tracks the date and time of each service, delivery or pickup per unit. Operators can quickly access customer history to verify services completed for resolving billing discrepancies. It offers reports such as inventory count, employee productivity and missed services. It combines this technology in one simple program for improved customer service and more accurate billing. **866/529-1938; [www.eztrakr.com](http://www.eztrakr.com); Booth #3005.**

### 131. GPS North America

Smart Antenna vehicle tracking hardware from GPS North America is a tamper-proof and scalable device providing standard GPS tracking. It can also interface with third-party hardware for job dispatch, navigation and electronic driver logs. The company also specializes in the development and support of paperless forms for hand-held, mobile data collection, and enables companies to control fuel and labor costs by locating and monitoring fleets and assets through their SignalTrack Web portal. **888/760-4477; [www.gpsnorthamerica.com](http://www.gpsnorthamerica.com); Booth #5415.**



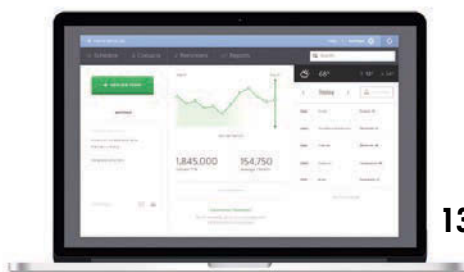


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### 132. InSight Mobile Data Inc.

StreetEagle Mobile Barcoding from InSight Mobile Data Inc. equips field workers with not only asset locations on a map, but also barcode technology to enable them to scan any asset to communicate activity and inventory data. For operations that depend on utility vehicles, equipment and other mobile assets to get their work done, keeping tracking of their location, status and usage history is critical for maximizing efficiency.

**301/866-1990; [www.insightmobiledata.com](http://www.insightmobiledata.com); Booth #2341.**

### 133. Point-of-Rental Systems

Mobile WorkForce from Point-of-Rental Systems allows the mobile worker to eliminate the paper equation by performing tasks on-site, with any wireless device or laptop, without having to be granted full access to the company server. Service personnel performing maintenance can open the service contract from the job site and scan the barcode on the unit to mark the service completed. The task is then instantly reflected in the contract, automatically noting the latitudinal-longitudinal location as well as the date-time stamp. It includes a call log feature, signature capture feature, photo captures and arrival notifications. **972/602-9819; [www.point-of-rental.com](http://www.point-of-rental.com); Booth #4326.**

### 134. Ritam Technologies LLC

Summit software from Ritam Technologies LLC is simpler and faster than previous versions, getting you back to doing what makes you money. It comes in Lite and Pro editions. The Pro edition provides a company management system from customer orders to dispatching, routing, mapping, email invoices and automatic credit cards. **800/662-8471; [www.ritam.com](http://www.ritam.com); Booth #4300.**

### 135. Tank Track LLC

Tank Track is a business management program specifically for the septic industry. The simple, user-friendly design allows users to manage customer information, track property details, upload plans, schedule appointments, assign trucks, map routes, manage reminders, and generate pumping and dumping data for reporting. Users can customize job form fields and print any page easily. The program is securely accessible from any computer with an Internet connection, and customer service is included. Optional integration with QuickBooks lets users enter customer information only once. Users can import contacts from other programs. No contract is required. A mobile app is coming soon.

**888/732-4882; [www.tank-track.com](http://www.tank-track.com); Booth #6243.**

### 136. Trade-Serve

The Trade-Serve system allows technicians to make a professional and consistent presentation of bundles and options to customers in just under a minute. In addition to eliminating paper in the field, service managers have the ability to coach every call from the office, owners control margins with the click of a button, and warehouse managers monitor inventory quickly and efficiently. It takes ordinary and familiar business models and makes them easy to use and relevant to technological advances. **636/222-2222; [www.trade-serve.com](http://www.trade-serve.com); Booth #5354.**

### 137. US Fleet Tracking

The AT-X5 live GPS tracking device from US Fleet Tracking is compact, discreet and easy to install. It assures turn-by-turn monitoring of mobile assets, and features 5- and 10-second tracking, historical playback and virtual fences. It comes standard with weather overlay and traffic features for safety and efficiency, plus the ability to create and edit up to 20 different logs while in the field. The Web-based system is compatible with every mobile platform. **405-726-9900; [www.usfleettracking.com](http://www.usfleettracking.com); Booth #5452.**

### 138. Vector Manufacturing

The VectorTRAK data collection system from Vector Manufacturing monitors and reviews sewer cleaning operations on Vector 2100 Plus combination sewer cleaners equipped with the system. It collects and transmits comprehensive, operational intelligence to a secure, hosted website where the public utility or contractor is able to access information 24/7 from any internet-connected device. It can track key data, including hours of operation, water consumption, distances of lines cleaned, vacuum utilization and fuel consumption. It allows the manager to view statistics for each unit or the entire fleet over a given time period. **800/627-3171; [www.vector.com](http://www.vector.com); Booth #5038.**



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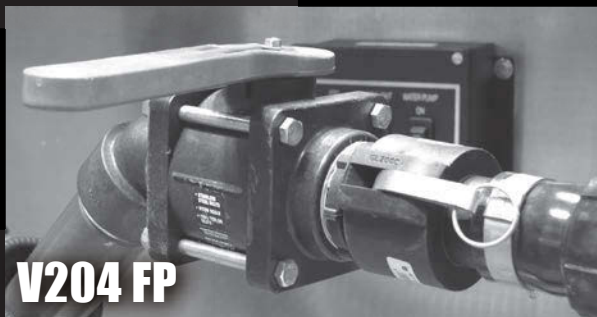


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## Ellicott Dredges names Mexico distributor

Ellicott Dredges selected Makisur S.A. de C.V. as its distributor for dredge parts. The company also will provide technical and on-site support.



## Franklin Electric relocates headquarters

Franklin Electric relocated to its new World Headquarters and Engineering Center in Fort Wayne, Ind. The 118,800-square-foot facility houses the company's headquarters staff of 245 with room for future growth, as well as a 24,000-square-foot, state-of-the-art testing lab.

## Federal Signal opens Tacoma rental center

Federal Signal Corp.'s Environmental Solutions Group opened an FS Solutions rental center in Tacoma, Wash. As the ninth FS Solutions rental center, the Lakewood location stocks parts and accessories for waterblasters and tools for specialized cleaning.



## PressurePro partners with Velociti

Advantage PressurePro, developer of tire pressure monitoring systems, and TPMS technologies have partnered with Velociti, provider of technology deployment and networking technology products. Velociti will be an official installation provider for PressurePro products.

## Tremcar Technologies names vice president

Tremcar Technologies named Andy Mulvey vice president, international. He will be responsible for developing the American market and share time between the company's Calgary, Alberta, Can., headquarters and Strasburg, Ohio.

## 360 Products provides tank vent for restroom trailers

360 Products will provide JAG Mobile Solutions and Comforts of Home Services with holding tank fume extractors for installation in their luxury mobile restrooms, portable shower and specialty trailers.

## JAG named restroom provider for President's Cup

JAG Mobile Solutions was named the exclusive restroom trailer brand for the 2013 President's Cup PGA golf tournament at Muirfield Village Golf Club in Dublin, Ohio. JAG provided the October tournament with 27 Cottage Series trailers.

## Centrisys thickening centrifuge receives technology award

The no-polymer THK Thickening System from Centrisys received the 2013 Innovative Technology Award from the Water Environment Federation.

## Vac2Go names manager, adds to fleet

Vac2Go named Jason Harville Southeast territory manager and added 2014 Guzzler Classics with HXX hydroexcavation packages to its fleet. The trucks, with 28-inch HG blower for wet/dry industrial cleaning, 18-yard debris body, telescoping boom and 600-gallon water tank will service the company's Rock Hill, S.C., Hopewell, Va., and LaGrange, Ky., locations.



## GapVax launches anniversary website

GapVax launched its redesigned website, [www.gapvax.com](http://www.gapvax.com), in celebration of its 25th anniversary. The easy-to-navigate site includes equipment, parts and contact information.

## GapVax features Orange County Chopper at Expo

GapVax celebrated its 25th anniversary by commissioning a custom-built chopper motorcycle from Orange County Choppers. Unveiled in November, the bike's fabrication was featured on the CMT Network in December as part of the new Orange County Choppers TV series. The customized motorcycle will be on display in Booth 6004 at the Pumper & Cleaner Environmental Expo International, Feb. 24-27. Paul Teutul Sr., founder of Orange County Choppers, also will be on hand.



GapVax owner Gary Poborsky and Paul Teutul Sr. of Orange County Choppers

## Five Peaks opens warehouse in Mexico

Five Peaks opened a new warehouse in Veracruz, Mexico. The facility is the first outside of the United States for the company. The building includes administrative offices as well as an outside assembly and storage area. The distribution center will carry a complete line of products, including portable restrooms, sinks and deodorants.



## Chandler Equipment founder passes away

Bobby Joe Chandler, founder of Chandler Equipment, passed away Sept. 27, 2013, at age 76. Working out of a warehouse in Springdale, Ark., in 1978, Chandler and his wife, Juanita (Faye), and nine employees began producing agricultural equipment, then grew the company every year.

In 1992, Chandler added products for the vacuum tank industry. Retiring in 2007, Chandler turned over leadership to his son Jeff Chandler and grandson Chris Chandler, who continue to run the business. ■



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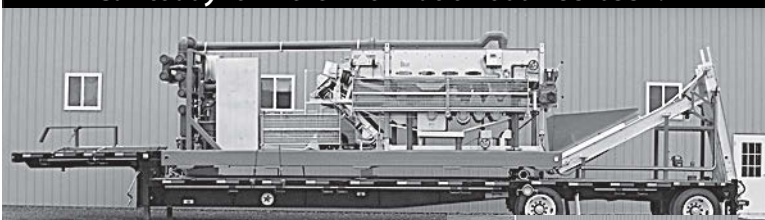
WHEN HE WAS READY TO RETIRE IN 2007, HE PASSED DOWN THE BUSINESS TO HIS SON, JEFF CHANDLER, AND GRANDSON, CHRIS CHANDLER, WHO STILL RUN THE BUSINESS CURRENTLY. BOB WAS ABLE TO BUILD SUCH A STRONG FOUNDATION FOR HIS FAMILY BUSINESS THAT IT STILL CONTINUES TO FLOURISH TO THIS DAY, TWO GENERATIONS LATER.

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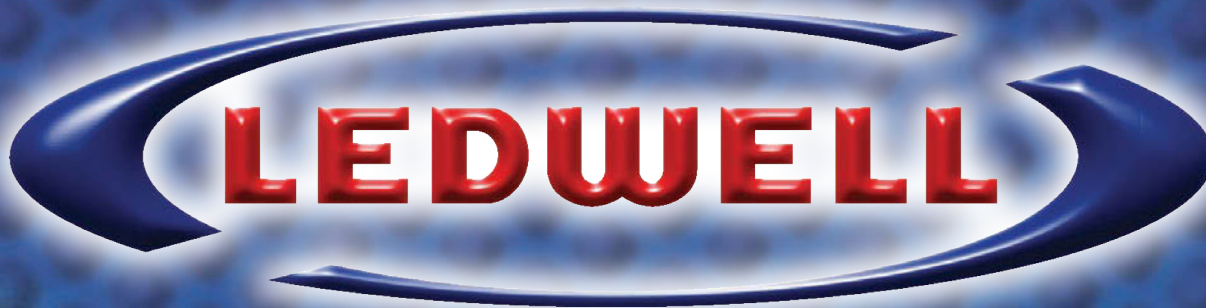
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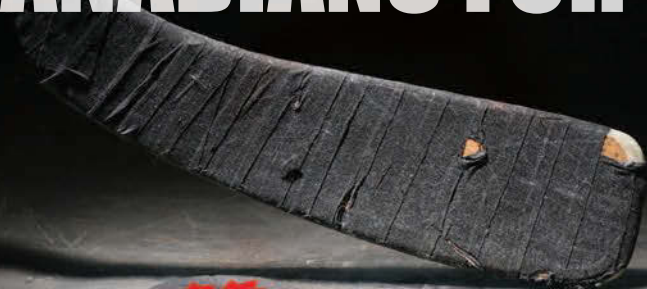
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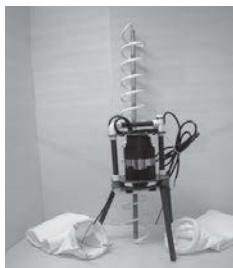


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Northern California Septic/Grease Pumping Business for Sale. Turn key, established 29 years ago. Owners retiring. \$325,000/OBO. Call 831-440-0168 or email [admin@a-1septicsserviceinc.com](mailto:admin@a-1septicsserviceinc.com) for details. (PBM)

Grease (yellow) and grease trap/interceptor pumping business for sale, located in Los Angeles, CA area. Have been in business for almost 20 yrs. The business is profitable. Management willing to train and stay with new owners as long as needed. For more information call 877-786-7090 and ask for supervisor. Please, serious inquiries only. (P01)

For Sale: 20-year-old family owned NW-Kansas portable toilet, pumping & septic installation business. \$400,000 annual sales serving NW-Kansas & Eastern Colorado area. Equipment & 70' x 130' shop w/office space. Serious inquiries only. Call 785-899-2136 or email [Brian@brippedst-tel.net](mailto:Brian@brippedst-tel.net) (P01)

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste, fryer grease and oil (yellow grease) only. Big \$. Over 30 years experience, will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. References available. Dewey Walker, 813-752-9535 or 813-758-2552. (PBM)

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 is turn the key and go. \$150,000. For questions please email [Blackhat1966@aol.com](mailto:Blackhat1966@aol.com) (P01)

Portable Toilet Business for Sale. Established company for 23 years in Seattle, WA. Net profit: \$180,000 per year. Sale price \$720,000. Please email Dave at: [spiffybiffyrentals@gmail.com](mailto:spiffybiffyrentals@gmail.com) (P01)

Oregon grease trap pumper looking for business partner to expand. Please call after 6pm PT. 971-201-8644 (P01)

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

## COMPUTER SOFTWARE

[FreeServiceReminderSoftware.com](http://FreeServiceReminderSoftware.com), [FreeServiceDispatchSoftware.com](http://FreeServiceDispatchSoftware.com), [FreeRouteManagementSoftware.com](http://FreeRouteManagementSoftware.com). (P01)

## DEWATERING

We have done our part to make Boxes, Belts, Bags and Beds obsolete! Now it's time you do your part! Check out our website and then call! It really is that easy! [ITRDewatering.com](http://ITRDewatering.com) 317-539-7304 (P02)

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. Asking \$16,000 OBO. 801-430-7287, UT (P02)

Two 15-cubic-yard Aqua-Zyme Dewatering boxes with insert micron liners with rolling tarps. INCLUDES polymer injection system. 5 years old, only used 2 times. \$45,000 for everything OBO. 419-739-4917 (P01)

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)

Lily Maximizer septic receiving station, 4-inch off load, automatic screen 1/2 & 3/8 stainless screens. Conveyor and auger takes garbage to trash bin. \$16,000. 509-336-3634 [meyersvin@gmail.com](mailto:meyersvin@gmail.com) can email photo. (P01)

Aqua-Zyme 15-yard dewatering box and polymer system - \$26,000. Also have steel tanks, mixer, pump, and roll-off truck for sale, call for prices. 256-490-8416 (P02)

4" Dia-Disk Double Diaphragm Pump: 5hp electric motor. Cost new - \$17,000. Completely rebuilt. Variable flow, 0-200gpm, low-stroke - won't shear polymer. PRICE \$7,500. Pictures are available upon request. Please call 910-738-5311. (PBM)

## 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)

TERRALIFT in need of some repairs. Low hours, unit looks good. Bad control board - 1999 unit. Not used for several years. \$7,000. 847-770-1001 (P01)

Terralift: Huge discounts on Terralift Machines. Call Dick Crane or John Vanzandt at 800-223-2256 or 888-298-4272. (PBM)

## FENCING

Wholesale windscreen privacy fence mesh: High quality, low prices. Plenty in stock. Pre-cut - Fence panels 10' up to 150' long. Construction site approved. [www.ifencedirect.com](http://www.ifencedirect.com) 626-689-2025 (P01)

## HAZARDOUS WASTE UNITS



**1997 Freightliner** with Presvac 2300 gallon DOT certified vacuum tank, Presvac PV750 vacuum pump with new paint and tank inspections. .... \$26,500

**KLM Companies**  
**617-909-9044**

PBM

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



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, (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, (888) VAC-UNIT (822-8648)** (PBM)

## JETTERS-TRAILER



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

**800-213-3272, www.hotjetusa.com** (PBM)

## JETTERS-TRUCK

2006 GMC TC6500 cab and chassis trunk mounted jetting unit, with JET EYE camera system, 3,000 psi @ 50 gpm, 1,000-gallon water, 600' of hose, 500 cfm blower and 1/2-yard debris tank and attachments. **\$69,000/purchase price.** (Stock #13234) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

1993 Ford F700 Flush Truck. \$15,000. 19,455 miles on truck. Meyers pump run by International pony motor. Truck is clean inside and out. Interior looks like new. Call Wayne 617-592-2924. (P01)

2001 Sreco 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 714-639-8352.** (PBM)

## JET VACS

1987 Vactor 810 on a Ford L8000 cab/chassis. Combination Jet/Vac. 60gpm @ 2,000psi. 9-yard debris. Single axle, manual transmission. Cold weather recirculating/antifreeze system. \$10,000. Green Bay, WI. 920-371-3311 (P01)



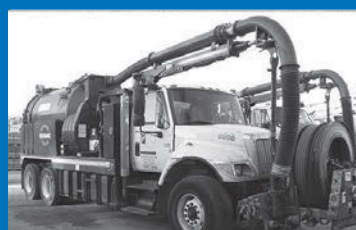
**2005 Ford F650:** CAT C-7 (210hp); 6-speed; A/C; 26K GVW. Vacmaster VNDS4000 vacuum excavator; JD diesel (155hp); D+W blower; Boss air comp; 450-gallon Spoil tank w/hyd. dump. Stock# 8364; 67,865 miles. .... \$79,500

**800-520-4704 PA www.Opdykes.com** (PBM)



**2001 Vactor 2110** 27" PD Sewer Cleaner. CAT engine with in frame and blower rebuild just done. Runs excellent with new federal DOT inspection.

**KLM Companies 617-909-9044** (PBM)



**2110 2004 International 7400 Vac-Con V3311LHA** Serial# 05043694. 50,250 miles. 3-stage fan, 1,500-gallon water capacity, 11-cubic-yard debris tank. Deutz auxiliary engine drives FMC 2,000psi @ 80gpm triplex water pump. 600' of 1" rodder hose. Rear light bar and strobe light. Mirror strobes. Reference #8897 ..... \$75,000  
**2004 International 7400 Vac-Con V311LHA** Serial# 05043693. 57,800 miles. 3-stage fan, 1,500-gallon water capacity, 11-cubic-yard debris tank. Deutz auxiliary engine drives 2,000psi @ 80gpm triplex water pump. 600' of 1" rodder hose. Rear light bar and strobe light. mirror strobes. Reference #8898 ..... \$75,000

**901-377-3289 TN** (P01)

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



Unit 9060: **2005 International Vac-Con V390LHA**, 57,635 miles, 1,250-gallon water capacity, 80gpm @ 2,000psi, 9-cubic-yard debris. Unit 8947: **2004 Sterling Vac-Con V390LHA**, 76,536 miles, 1,250-gallon water, 80gpm @ 2,000psi, 9-cubic-yard debris, remote control, high-dump. Unit 8899: **2004 Sterling Vac-Con V390LHA**, 83,204 miles, 1,250-gallon water, 80gpm @ 2,000psi, 9-cubic-yard debris, high dump.

**\$62,500 each 901-377-3289 TN** (P01)

1989 Vactor 810 on a Ford L8000. 60gpm @ 2000psi. 9-yard debris. Combination Jet/Vac, 2 stage. Telescoping boom, articulating hose reel. Cold weather recirculating/antifreeze system. Single axle, auto transmission. \$15,000. Green Bay, WI. 920-371-3311 (P01)

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. 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. 714-639-8352.** (PBM)

Vac-Con V390LHA combination unit with Roots 827 blower, 1999 International Model 2554 cab and chassis. (Stock #3918C) **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, (888) VAC-UNIT (822-8648)** (PBM)

## LEASE/FINANCING

**Capital Connection** is the leader in sanitation equipment financing. From Jetters to toilets, cameras to sewer trucks; we've been helping companies grow for over 23 years. Call today and let us help you acquire the equipment you need to grow your business. Jeff can help you. Please call 808-214-4456. (PBM)

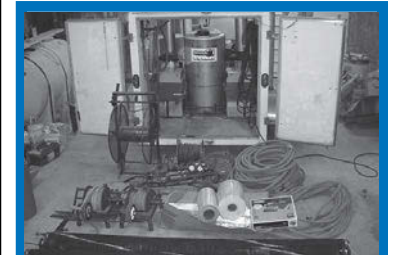
**Western Equipment Finance**, a subsidiary of Western State Bank, is committed to continuing to help you prosper. We have helped thousands of companies, large and small, with the most advanced finance options available. All Equipment Types, New or Used; we have the best rates and terms you deserve. Call the team you can TRUST, **Jim Stekl** at Western Equipment Finance 701-665-1647. **jim.stekl@westernequipmentfinance.com** (P01)

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

## MISCELLANEOUS

1990 Guzzler: Good to excellent condition. \$21,500. Call 910-844-5855 or 910-280-2769 (P02)

## PIPELINE REHABILITATION



**Sewer lining trailer for lateral/mainline repairs.** Equipment on this trailer includes a two boiler set-up, air compressor, hot water storage, air hoses, regulatory assembly, winch system, mandrel reel. Also includes three 8' long flow through mandrels for 8" diameter spot repairs. .... \$22,900

**Call Bob 262-370-7389 WI** (P01)

## PORTABLE RESTROOMS

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

300-400 Green PolyJohn & Hampel Shed construction-grade units. 90% ready for immediate use. \$50 each firm, no minimum. You choose, you transport. 804-752-2599. **egx@comcast.net** (P02)



## PORTABLE RESTROOM TANKS



**For Sale: Steel Pik Rite 450** slide-in portable toilet pumper unit. 150 gallons fresh water & 300 gallons waste water. Honda gas motor with Jurop vacuum pump package. 12-volt water pump. Nice condition. .... \$3,750

**717-530-9741 Central PA** P02

## PORTABLE RESTROOM TRAILERS

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

2005 Olympian Executive restroom trailers, heat, a/c, hot water, interior and exterior lighting. Several sizes, call 845-883-9538. (P01)

## PORTABLE RESTROOM TRUCKS



**2003 Isuzu 950 Workmate:** 300k miles, very good condition. \$30,000 OBO.

**Scott 308-289-3395 NE** P01



**2013 International Terrastar:** 1,000/400-gallon aluminum tank, 51,600 miles. .... \$62,000

**Rodney Lane**  
**270-832-3793** P01



**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!

**TexLa Services**  
**936-641-3938**  
**www.texlaservices.com** P01



**1997 International 4900** portable toilet service truck for sale. 500cfm pump. 416,738km. 760-gallon Imperial waste tank / 560-gallon Imperial water tank. \$21,000 CAD. Located in Montreal, Canada. Call or email Patrick Kelly:

**514-453-2279**  
**patrick.kelly@sanivac.ca**  
**www.sanivac.ca** P01



**2004 International 4200** Aluminum FlatVAC Portable toilet service truck with 1,040(700/340)-gallon tank. 16' stake bed truck with removable side racks. V-8 diesel with less than 10k miles on new engine. Masport HXL4V with service off both sides. Lift gate, DC-10 water pump, toolboxes both sides. .... \$49,900 OBO

**Call Mike 217-344-5004 IL** P01

2007 International 4300 with Lane tank (new) set up for service. Asking \$49,500. Turning radius like an Isuzu on shortened frame. See pics at [www.pottyman.net](http://www.pottyman.net). Call 229-224-0404 (P02)



**2004 Sterling Acterra** automatic pump truck. Coleman steel tank 950/350 & fiberglass boxes. 299k. Runs and operates daily. .... \$24,000

**patflynn2@aol.com PA** P01



**2006 International 4300** service truck with 3-comp stainless steel 1,700-gallon (200/300/1200) tank. DT466 diesel with only 44,000 miles on rebuilt engine. Masport HXL4V with service off both sides. Two-unit gate, DC-10 water pump, toolboxes both sides. Warranty on tank. .... \$49,900 OBO

**Call Mike 217-344-5004 IL** P01



**For Sale: 2007 Isuzu NQR** turbo diesel automatic portable toilet service truck. 875 Imperial tank unit. PTO-driven Jurop vacuum pump. DC-10 water pump. 2-unit carrier rack. 575 waste & 300 fresh water. Daily route truck. 198,000 miles. One owner. Kept in heated garage. Owner maintained. .... \$15,000 Also have a **2002 Isuzu NQR** turbo diesel with manual transmission. Same size tank. .... \$10,000 Picture is 2007 unit.

**717-530-9741 Central PA** P02

**2004 Ford F550:** 6.0 diesel. 6-speed manual. Zero miles on new rebuilt engine. 4x4. 600 waste/300 water. [www.pumpertrucksales.com](http://www.pumpertrucksales.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](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. \$14,000 (PBM)

**2012 International TerraStar:** 66,000 miles, Crescent tank 750/350; **2007 Chevy 6500:** 105,000 miles, Crescent tank 950/350; **2007 GMC TopKick:** 135,000 miles, Flat tank 1,000/350; **2001 Ford 350 SuperDuty:** 235,000 miles 300/150. All trucks ready for work. Call for pricing. Jeff 585-303-6155. CASH ONLY. (P01)

2008 Dodge 5500: Auto, diesel. Purchased new from Satellite, January 2010. 650 waste, 300 fresh, 2-unit carrier. \$34,000. 845-883-5563 (P01)

2000 Int 4700 - \$17,500; 2002 Int 4300 - \$23,500; 2006 Int 4300 - \$39,500; Roll-off - \$23,500. Restrooms - \$150. 256-757-9900 or [www.pbsos.com](http://www.pbsos.com). (PBM)

2006 Ford LCF: Truck runs rough, but tank and pump are in great shape. About 90,000 miles on truck. \$15,000. 563-343-7719 Brian (P02)

## PORTABLE SINKS

Handwashing Stations: 60 PolyJohn Handstand 2 units. Excellent condition, used less than 2 years. Brought them in for a customer that no longer requires them. \$250 each OBO. Call Mike 217-344-5004 (P01)

## POSITIONS AVAILABLE

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](mailto:info@clearwatercleanup.com) (P01)

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](http://www.gapvax.com), click on the Now Hiring link in the left hand column. Send resumes to [Lthomas@gapvax.com](mailto:Lthomas@gapvax.com) or 575 Central Avenue, Johnstown, PA 15902. (CPMGBM)

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**FULL-TIME SALES POSITION:** Keith Huber Corporation, a nationally recognized manufacturer of mobile vacuum loading equipment, transport trailers and industrial water jetting machines is seeking a talented, highly motivated individual to fill a full time sales position. Keith Huber Corporation provides the most reliable, comprehensive and efficient mobile vacuum units on the market today. The ideal candidate will maximize market penetration and revenue potential in an assigned territory while building and maintaining long term business relationships with high potential customers. Send resumes to Maury Hull, VP of Human Resources P.O. Box 349 Bay Springs, MS 39422 (P01)

Marengo Fabricated Steel is seeking a CAD draftsman to work with our senior engineer, using Auto CAD and Solid Works, to develop drawings that are used for quoting and fabrication of various products. Job Duties and Tasks for Mechanical Drafter: 1) Coordinate with and consult other workers to design, lay out, or detail components and systems to resolve design or correct other problems. 2) Develop detailed design drawings and specifications for mechanical equipment, dies/tools, products, including instructions for production. 3) Review and analyze existing specifications, sketches, drawings, and related data to assess factors affecting current component designs and manufacturing procedures. 4) Modify and revise designs to correct operating deficiencies and/or to increase productivity. Send resumes to Michelle Mounts, Marengo Fabricated Steel, Ltd., 1089 County Road 26, PO Box 179, Marengo, Ohio 43334 (P01)

## 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)

## PUMPS-VACUUM

Battioni MEC 4000: 145cfm vacuum & pressure running. In excellent working condition! \$950. For more information: 619-992-0263; Eggs.hewitt@gmail.com (P01)

Brand New! Masport HXL15V vacuum pump. 350cfm. Will ship to your location. \$2,600. 740-988-7878 (P01)

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

## PUMPS-WATER

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)

## RENTAL EQUIPMENT

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

## SEPTIC TANK FORMS

Five (5) 1,000-gallon septic tank molds and three (3) 850-gallon molds. \$2,500 to \$5,000. Tools and fittings also available. Del Zotto concrete auger mixer w/bins - \$8,500. Central KY. 270-524-0047 leave message. (P01)

## SEPTIC TRUCKS



**2007 & 2008 International 4400 Series**, 6-speed automatic, 2,500-gallon tank, 400 Masport, many extras!

**Ron Evans Enterprises**  
800-537-9528

P01



**2000 Kenworth T300** chassis, +/- 185,000 miles. CAT 3126 (230hp) diesel, Allison MD3060 5-speed automatic transmission. 2,300-gallon steel Imperial Ind. tank..... \$45,000

**815-693-2929 IL**

P02



**(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 M2-112:** 450hp Mercedes, 211,000 miles. 8LL transmission, 5,000-gallon carbon tank. De-Mag 150 water-cooled vacuum pump. Centrifugal pump w/irrigation gun. Will deduct w/o pump and gun. One owner. .... \$110,000

**stevebyrne@bytecinc.net**  
608-328-8200 WI

P03



**2007 IHC 4400:** with new 2,500-gallon Imperial tank. Masport 350cfm, DT466 245hp, 33,000# GVW, air brakes. Serviced and DOT. Stock# 365749.

**888-961-4185**

**www.truckcountry.com**

P01

1993 International 4900: DT466, 10-spd Fuller Road Ranger, 123,650 original miles, large toolbox, 2,000-gallon tank, 3" and 4" intakes, 6" dump. \$23,500. 831-440-0168 or admin@a-1septicerviceinc.com. (PBM)

Retiring after 30 years. Three (3) nice Transway built vacuum trucks. Original owner. **1. 1999 International:** 2,500 gallon, two axle, low miles. \$39,000. **2. 2000 SL80:** 3,600 gallon, three axle. \$45,000. **3. 2003 SL80:** 3,600 gallon, three axle. \$49,000. Clean, well-maintained California trucks. Call for photos and details. 949-701-2687 or 949-307-0933 (P03)



**2007 Mack Granite:** 115,000 miles, 405hp, 10-speed transmission, 62,000 GVW. 4.5-year-old Transway 3,200-gallon tank with TSI 500 pump. Excellent condition, used daily. .... \$98,500

**585-813-7736**

P01



**2004 Freightliner 330:** Caterpillar C7, Allison automatic transmission. 3,000-gallon tank, Jurop pump! .... \$48,000 OBO

**979-255-2368 TX**

P01



**2000 International:** 3406 CAT engine, 10-speed transmission, 46,000lb. full locking rears. Challenger vacuum pump, heated valves. Storage boxes, hose trays complete with hoses, work lights. \$45,000. **ALSO FOR SALE: 1996 Volvo ACL64FT**, 8LL transmission, 435 ECAT engine, 46,000lb. full locking rears, storage boxes, hoses and trays. Both trucks are ready to work!

**570-549-2401 or**  
**570-418-0403, PA**

P01



**1985 International 4900** septic truck. 2,000-gallon tank. Good rubber, DT466. Ready to go to work. .... \$8,500

**814-277-6227 PA**

P01

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## SEPTIC TRUCKS



**2003 Mack CV713 Granite Vacuum Truck:** 400hp Mack engine w/engine brake; Eaton Fuller 8LL trans; double frame; Mack 44,000 Camelback suspension; Heil aluminum 4,600-gallon two-compartment tank - 1,000-gallon water/3,600-gallon waste; Drum S440 vacuum pump; Dayton 4,000psi pressure pump. Very clean inside and out. \$68,000

**Robert @ 443-553-1517 MD**  
**robert@rjhmgt.com** P01



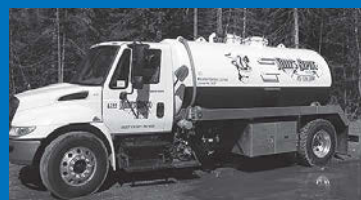
**Turn-Key Vacuum Tank Units:** 3,600-gallon, unit mounted on your truck or ours; \$20,500. 3,200-gallon truck units; \$19,000. 2,500-gallon truck units; \$17,500. 2,000-gallon truck units; \$16,500. Self-contained vacuum skids, 1,000-gallon; \$10,500, and 1,500-gallon; \$12,500, PortaPotty trucks and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

**TexLa Services**  
**936-641-3938**  
**www.texlaservices.com** P01

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. (P01)

1990 Hino: 2,800 gallon. 152K miles. New pump, tires, brakes. Perfect for grease traps/tanks. \$35,000. 301-418-3724 (P01)

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. (P01)



**2004 International 4300 DT-466:** 148,000 miles, Allison automatic transmission with 2012 Imperial 2,500-gallon tank. Heated, stainless-steel jackets, Masport HXL-400 pump, rear axle lock (Detroit locker). Set up to pull trailers with electric trailer brake. Aluminum rims, back-up camera, 35-gallon freshwater tank. .... \$57,500

**715-339-2180 WI** P01



**2008 Sterling LT9500:** Mercedes 6-cylinder (450hp). Fuller 8LL. Aluminum wheels, A/C, power locks & windows, 66k GVW. Dickirson Septic Truck, 3,000 gallon, steel tank. Masport PTO-drive pump. 149,278 miles. Stock# 8405 .... \$79,500

**866-250-8260 PA**  
**www.Opdykes.com** PBM



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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)

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

**1987 Kenworth T600A:** CW CAT 6-cylinder. Eaton-Fuller 15-speed. 8-bag A-R suspension. 3,365-gallon vacuum tank, Masport 75 pump. \$31,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

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

**1996 Western Star:** Detroit Series 60, 18-speed transmission. Hendricks suspension. 3,365-gallon vacuum tank, Masport 400 pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**1994 Peterbilt 377:** Detroit Series 60, 10-speed transmission. 3,365-gallon vacuum tank, Masport HXL pump. [www.pumpertrucksales.com](http://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](http://www.VacuumSalesInc.com), (888) **VAC-UNIT (822-8648)** (PBM)

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**2001 Peterbilt 378:** 1985 certified vacuum trailer (non-hazardous) VIN 1W9TLM304F1021091 120 bbl, new bell dome assembly, new spindle, new float assembly. Tires 85% new, aluminum polished wheels. Excellent brakes and brake assembly and hoses, near new. All tanker gaskets new. Vessel has excellent integrity - will last a long time. 6" & 4" valves on rear. Fully equipped with hoses and fittings. 2001 378 Peterbilt - 743,108 miles. (cleanest example of an 2001 Peterbilt you will find) 435hp Cummins - excellent condition. Excellent tires - 90% tread. Caps on trailer, caps on tractor. AC works great. Thompson piston V8 pump - excellent condition, pulls very strong. Runs very strong. Owner operator has treated this truck like a baby over the last 7 years. Will only be sold as a combination. \$49,000. Please contact Glenn.

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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**. Call JR. @ 720-253-8014, CO. (PBM)



**1989 International 2600 Cusco vacuum truck** for sale. SIHI liquid ring 1,200cfm pump. 195,000km. 2,700-gallon Imperial tank. \$27,000 CAD. Located in Montreal, Canada. Call or email Patrick Kelly:

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**617-212-0162 MA** P01

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