

2014 EXPO SHOW ISSUE



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TOP GEAR

A colorful and chromed driver-friendly Florida rig grabs 2013 Classy Truck honors

Page 62



FAMILY MATTERS

The Favreau Septic team united to overcome an injury and keep humming along **Page 16**

THE RURAL ROUTE

Minnesota's Enviro Pump-Plus diversifies to best serve a lightly populated region **Page 38**

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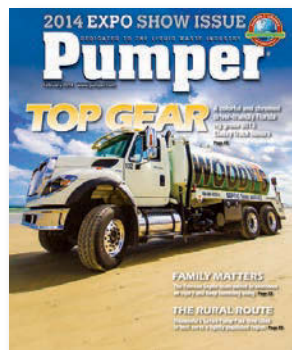
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62

Reading Between the Lines: Top Gear

- Jim Kneiszel

Bold graphics, a splash of chrome and driver-friendly features are a winning combination for 2013 Classy Truck of the Year winner Woody's Septic
(Photo by Jimmy Chirillo)

10 From the Founder: Planting Our Roots

The industry is growing and evolving, and so is your trade show.

- Bob Kendall

12 @Pumper.com

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16 Contractor Profile: Family Matters

Faced with a serious injury to its owner and leader, the team at Favreau Septic jumped in and kept the successful Massachusetts pumping business humming along.

- Ken Wysocky

Pumper & Cleaner Expo

26 A Passion For the Stage

Fresh off winning the CMA 'Song of the Year' award, Lee Brice brings his hits to the Pumper & Cleaner Expo's Industry Appreciation Party Feb. 26.

- Craig Mandli

74 Everything is Connected

From your hotel to the classrooms and exhibit floor, focus on getting the most out of your time in Indy.

- Luke Laggis

110 Dining Out

When you get a hunger on at the Pumper & Cleaner Expo, head out to these popular Indy eateries for a bite.

- Judy Kneiszel

32 Building the Business: The 'Swap' Option

Trading products or services can be a costly option for family businesses.

- Lois Lang

38 Contractor Profile: The Rural Route

Minnesota's Enviro Pump-Plus chose a model of growth through diversification that puts the company in a strong position to serve a lightly populated region.

- Dee Goerge

56 Rules & Regs:

New Jersey Watershed Association Plans Wetlands-based Onsite System

- Doug Day & Sharon Verbeten

66 Pumper Interview:

When OSHA Comes a Knockin'

Cooperation and swift action to correct violations was a key to minimizing safety concerns for an Illinois portable sanitation contractor.

- Ken Wysocky

80 Money Manager:

Buy Like You Want to Sell

Equipment purchase decisions today - whether you're pinching pennies or spending heavily - will have an impact when it comes time to cash out the company.

- Erik Gunn

86 Septic System Answer Man: The Bearer of Bad News

Homeowners hit with the news of unexpected system failure can suffer sticker shock. Take care to communicate wisely with customers.

- Jim Anderson

92 State of the State: Education in Indiana

Pumper & Cleaner Expo host state's wastewater association grows as it promotes protection of public health.

- Doug Day

98 Classy Truck of the Month

We feature J.L. Rishel Co., South Williamsport, Pa.

104 NAWT News:

Important NAWT Activities For Expo Week

- Dhru Bhatt

116 Associations List

120 Industry News

124 Product News

Product Spotlight: Vacuum truck for septic service and portable sanitation work

- Ken Wysocky

128 Overheard Online: Chain It Up!

Rocky Mountain poster says winter jobs are few and far between, but they can be exciting.

Coming in MARCH

SPECIAL ISSUE:

ONSITE SEPTIC SYSTEMS AND MAINTENANCE

- PROFILE: Farming and pumping in Michigan
- SEPTIC SYSTEM ANSWER MAN: Beware of corroded baffles

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27th TRUCKS INC

27th Trucks, Inc.25

A

ABBOTT RUBBER COMPANY, INC.

Abbott Rubber Co., Inc.82

ACRO

Acro Trailer Company106

ADVANCE

Advance Pump & Equipment. 13

Advantage Funding48

AerraTech, LLC.....55

AltumaMATS, Inc.....4

AMAZING MACHINERY

Amazing Machinery, Inc.37

AMT

AMT Pump.....117

AMTHOR INTERNATIONAL

Amthor International58

AQUA BEN CORPORATION

Aqua Ben Corporation94

AQUA-ZYME DISPOSAL SYS.

Aqua-Zyme Disposal Sys.24

ARCAN ENTERPRISES, INC.

Arca Enterprises, Inc.122

ARCTIC BLASTERS

Arctic Blasters, Inc.4

Armal, Inc.93

ARMSTRONG EQUIPMENT INC.

Armstrong Equipment.....9

ATLANTA RUBBER & HYDRAULICS

Atlanta Rubber & Hydraulics, Inc.....70

B

Bakers Waste Equipment. 129

BANDLOCK ADJUSTMENT GROUP

Bandlock Corp.140

Banjo Corp.....88

Benlee, Inc.....72

BEST ENTERPRISES

Best Enterprises, Inc.63

Bio-Microbics, Inc.24

Black Tie Products.....108

Blower Tech Solutions, Inc.140

BODUS GmbH108

SEAL-R

Brenlin Company, Inc.125

Bright Technologies4

C

CAM SPRAY

Cam Spray.....106

CanAm Equipment Solutions.75

CAPE COD BIOCHEMICAL CO.

Cape Cod Biochemical Co. 74

Capital Rubber Corp.....114

CEI - CHANDLER EQUIPMENT

CEI - Chandler Equip.....77

Chempace Corporation98

COMFORTS OF HOME SERVICES

Clear Computing, Inc.....28

Cloverleaf Tool Co.61

Com Vac Systems112

COMFORTS OF HOME SERVICES

Comforts of Home Services 122

Coxreels.....112

CRUST BUSTERS

Crust Busters/

Schmitz Bros., LLC.....30

D

DEAL ASSOC., INC.

Deal Assoc.....78

Del Vel Chem Co.....118

Den Hartog Industries, Inc..90

E

ECOLOGICAL LABORATORIES, INC.

Ecological Laboratories, Inc.115

EICA Tankheads, Inc.140

Eldredge Equipment Svcs..82

ELMIRA MACHINE/WALLENSTEIN VACUUM PUMPS

Elmira Machine/Wallenstein Vacuum Pumps81

Environmental Biotech Intl..30

EQUIPMENT SALES, LLC

Equipment Sales95

ERICKSON TANK & PUMP

Erickson Tank & Pump127

F

F. S. SOLUTIONS

F. S. Solutions.....28

FIVE PEAKS

Five Peaks.....29

FLO TREND SYSTEMS, INC.

Flo Trend Systems, Inc.....118

FlowMark11

FMI Truck Sales & Service118

FRUITLAND MANUFACTURING

Fruitland Manufacturing.....89

G

GAPVAX

GapVax, Inc.43

Gardner Denver.....64

General Pipe Cleaners119

General Pump78

Global Vacuum Systems64

GO FOR DIGGER120

GORMAN-RUPP PUMPS

Gorman-Rupp Company ..101

Green Leaf, Inc.....111

GUZZLER

Guzzler Manufacturing19

H

HANNAY REELS

Hannay Reels21

HEDSTROM PLASTICS

Hedstrom Plastics.....126

Hino Motor Sales USA, Inc.121

House of Imports87

I

IMPERIAL INDUSTRIES INCORPORATED

Imperial Industries, Inc.39

IN THE ROUND DEWATERING

In the Round Dewatering....78

Insight Mobile Data, Inc.....34

ITI TRAILERS & TRUCK BODIES

ITI Trailers & Truck Bodies .88

K

KANAFLEX CORPORATION

Kanaflex Corporation.....47

KEEVAC

KeeVac Industries, Inc.....49

Keith Huber Corporation...100

KENTUCKY TANK

Kentucky Tank, Inc.32

Key Commercial Corp.129

Kroy Industries.....81

Kuriyama of America, Inc...22

L

L. T. & E., Inc.117

LANE'S VACUUM TANK, INC.

Lane's Vacuum Tank, Inc. 122

Ledwell22, 46, 70

LELY

Lely Manufacturing, Inc.68

LENZYME

Lenzyme/Trap-Cleer.....4

LIBERTY FINANCIAL GROUP

Liberty Financial Group68

Liberty Pumps.....97

LMT - VAXTEEL36

LONGHORN

Longhorn Tank & Trailer ...102

M

MARSH INDUSTRIAL

Marsh Industrial.....60

Martin Engineering67

MASPORT

Masport, Inc.....3

EXPLORER

McKee Technologies -

Explorer Trailers/58

MID-STATE TANK CO., INC.

Mid-State Tank Co., Inc.76

MILWAUKEE RUBBER PRODUCTS

Milwaukee Rubber Products..48

MORO USA, INC.

Moro USA, Inc.7

MyTana Mfg. Company.....100

N

NATIONAL TRUCK CENTER

National Truck Center....14-15

NVE

National Vacuum Equipment 59

NAWT, INC.

NAWT, Inc.....102

Norweco, Inc.....71

NUCONCEPTS

NuConcepts.....127

O

Oakmont Capital Services 118

Olvidium, Inc.78

OMSI Transmissions, Inc...17

One Biotechnology129

P

People's United Equipment

Finance Corp.....105

PIK RITE, INC.

Pik Rite, Inc.31

POLYJOHN CANADA

PolyJohn Canada46

POLYJOHN ENTERPRISES

PolyJohn Enterprises.....147

POLYLOK

Polylok142

POLYPORTABLES, LLC

PolyPortables, LLC.....57

Presby Environmental, Inc..34

PRESVAC

Presvac Systems, Ltd.....148

PSAI107

R

RCS II, Inc.127

REELCRAFT

Reelcraft Industries, Inc.....94

RITAM TECHNOLOGIES LP

Ritam Technologies LP90

RIV SpA Rubinetterie

Italiane Valvole113

ROBOSCHI

Robinson Vacuum Tanks27

Robuschi.....45

Romotech90

Rotating Solutions60

ROTO SOLUTIONS, INC.

RotoSolutions, Inc.96

RUSH REFUSE SYSTEMS

Rush Refuse Systems79

S

SAFE-T-FRESH

Safe-T-Fresh.....73

Sanitarios y Quimicos.....106

SATELLITE INDUSTRIES INC.

Satellite Industries Inc.2, 65, 85

SEPTIC SERVICES, INC.

Septic Services, Inc.54

Sim/Tech Filter, Inc.84

THE SLIDE-IN WAREHOUSE

Slide-In Warehouse76

SPECIALTY B SALES

Specialty B Sales.....72

STAHLY

Stahly Applicators102

SURCO PRODUCTS

Surco Products41

Surpresseur 4S, Inc.....23

SVE Portable Roadway Sys.120

SWEET SEPTIC SYSTEMS

Sweet Septic Systems.....120

T

T&T TOOLS

T&T Tools, Inc.....36

T.S.F. COMPANY, INC.

T.S.F. Company, Inc.....133

TANKTEC

TankTec99

Thompson Tank, Inc114

THREE LAKES TRUCK & EQUIP.

Three Lakes Truck & Equip.96

TRANSPORT TRUCK SALES, INC.

Transport Truck Sales, Inc..91

TRANSWAY SYSTEMS, INC.

Transway Systems, Inc.....5

TSI TANK SERVICES, INC.

TSI Tank Services, Inc.....83

U

US FLEET TRACKING

US Fleet Tracking103

V

VAC-CON

Vac-Con, Inc.35

VACUTRUX

Vacutrux Limited84

Vacuum Truck Rentals.....114

VARCO

VARCo.....109

W

WALEX PRODUCTS, INC.

Walex Products, Inc.....33

WASTEQUIP

Wastequip.....54, 55

WATER CANNON

Water Cannon, Inc.....123

WC Leasing114

WEE ENGINEER, INC.

Wee Engineer, Inc.108

WESTMOR LTD./CONDE

Westmor Ltd./Conde.....69

Classifieds.....134

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Bob Kendall is co-founder of COLE Publishing.

Planting Our Roots

The industry is growing and evolving, and so is your trade show **By Bob Kendall**

During late winter 1981, the first annual Liquid Waste Hauler's Equipment & Trade Show was held in Nashville, Tenn. The show was promoted to the 12,000-some readers of the recently launched *Midwest Pumper*. That very first show was a huge success – lauded by the couple hundred people who attended and a few dozen exhibitors.

The following year, the Liquid Waste Hauler's Equipment & Trade Show would see its first name change. The change was subtle: we only added one word – “International.” Because, after all, we didn't want to shun our friends from Canada.

In 1984, COLE Publishing launched an additional title – *Cleaner* – aimed squarely at sewer and drain cleaning contractors. This meant the show had now become more than just a liquid waste event. It would take more than a decade, but in the mid-1990s the International Liquid Waste Hauler's Show again changed its name. This time, we would fully encompass everything we stood for – The Pumper & Cleaner Environmental Expo International. May no man, woman, child, country or profession ever be excluded again! So we thought.

The event would continue to grow, eventually hundreds of attendees became thousands, and dozens of exhibitors became hundreds. The Expo hopped through several cities – Nashville, Biloxi, New Orleans, Dallas, Fort Worth and Louisville. We even tried a few western destinations and visited Las Vegas, Palm Springs, Phoenix and Long Beach.

Now, after more than 20 years, it is time to make another name change. We're not just a show for “pumpers and cleaners” – we've grown and evolved into so much more, and so have you. The industry and profession has surpassed what many of us could have ever imagined way back in 1979, when *Pumper* was delivered to mailboxes across a few Midwestern states.

In 2015, the Pumper & Cleaner Environmental Expo International will become WWETT – the Water and Wastewater Equipment, Treatment & Transport show. A little better snapshot of what we have become and where we are heading. It's a show for an entire industry of hard-working people who maintain the flow in our sewer and water infrastructure, properly treat and dispose of wastewater, keep water safe, and our environment healthy.

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Through the years the name, technology and locations have changed, but the event has always been an industry favorite.



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TOP TRUCKS!

pickups score big

Meet the top pickups of the year: the redesigned 2014 Chevy Silverado 1500 and the 2014 Dodge Ram, both of which *Consumer Reports* heralds for high performance and reliability. The two workhorses earned high marks after undergoing 50 rigorous tests at the *CR* testing facility. And the best part? *CR* compared the decked-out trucks to luxury cars thanks to smooth rides and added features. One of these rigs might make your next upgrade – see what they have to offer.

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Faced with a serious injury to its owner and leader, the team at Favreau Septic jumped in and kept the successful Massachusetts pumping business humming along By Ken Wysocky

FAMILY MATTERS

As one might expect from a guy who runs a cattle operation and a septic pumping business side by side, Larry Favreau's work ethic is as solid as the boulders that dot his pride and joy, the aptly named Rocky Acres Farm LLC in Sterling, Mass.

But when the owner of L.R. Favreau Septic Service LLC fell and broke his neck one evening in May 2013, the incident revealed two truths: even proud, tough farmer/pumpers are vulnerable to accidents, and his family always has his back.

The latter wasn't surprising to Larry, 68, a Vietnam War veteran who established the pumping business in 1992 and has long depended on his son, Brian; daughter, Holly Favreau-Shaw; and wife, Teresa, to keep the family enterprises running strong. "It was wonderful the way they pulled together," Larry says of his children. "It makes you feel like you did something right while raising kids for all those years."

But realizing the former was as unexpected as the accident that sidelined him for three months. "I slipped while getting back on my skid-steer after feeding the cattle," he recalls. "I fell on my head and broke my neck ... I was laying on my back and couldn't move anything. A kid who rents a room from us on the farm finally heard me calling for help and ran to get my wife."

PULLING TOGETHER

During the ensuing surgery, doctors fused several vertebrae and inserted two titanium rods to stabilize Larry's spine. It was a daunting procedure, both physically and emotionally, especially for an energetic man used to being constantly on the go from dawn until night.

(continued)

Larry Favreau and daughter Holly Favreau-Shaw are shown along the driveway of the Favreau farm with the company's septic pumper in the background, a 1996 Kenworth built out by Progress Vac Truck with a 4,500-gallon aluminum tank and Challenger pump from National Vacuum Equipment Inc. (Photos by Ed Collier)

Profile

L.R. Favreau Septic Service LLC
Sterling, Mass.

OWNERS: Larry and Teresa Favreau

FOUNDED: 1992

EMPLOYEES: 3

SERVICE AREA: 20-mile radius around Sterling

SPECIALTIES: Septic system pumping, repair, maintenance and inspection

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"My father was in the hospital and in rehab for three months," says Holly. "I'm a nurse and so is my mother and sister, so we all took shifts so someone was with him 24/7. It was challenging to keep the company running, even with Brian coming in to help us out. It helped that I have an iPad, so I could type up septic system inspection reports and do job estimates while watching my father.

"Looking back, I wonder how we did it," she adds. "I have two kids and my sister has five. But in that kind of situation, you just do it. You just figure it out."

"My initial reaction was disbelief when my mom called and told me about the accident," says Brian, who runs a third family business, Favreau Forestry LLC, a residential and commercial tree-care firm that uses the farm as an operating base. "I thought she was kidding ... you always think your father is bulletproof.

"But then we all went into soldier mode," he continues. "Holly handled all the office work and I handled all the field work. Superman didn't fly in with his cape on. You just man up and get it done - lots of 16- and 18-hour days. You just do it."

“ You need to do for every customer what you would want if you were paying for the same service. Now, I know everyone says that. But that's truly the way it is with our company.”

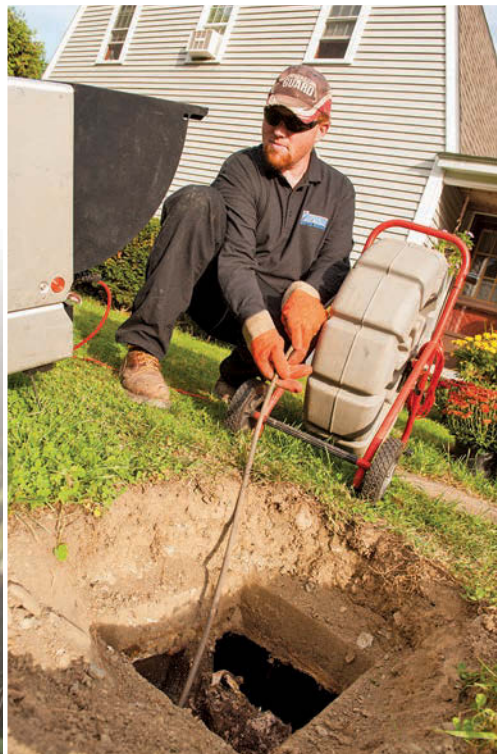
— Brian Favreau

LEGACY OF LABOR

Larry's first exposure to the world of liquid-waste removal and transportation came when he helped his Canadian-born grandfather clean outhouse pits as a youngster, carrying pails of waste to a truck for transport back to the family farm. After graduating from high school and serving in the military, including a stint in Vietnam, he returned home to work on the farm (an 80-acre spread with more than 70 head of cattle).

In 1992, prompted by a local pumper's inability to clean the farm's septic tanks in timely fashion and looking for additional income, Larry - who by then owned the family farm - decided to enter the septic-pumping field himself. So he bought a used truck for \$13,000.


(continued)



Worker Charlie Ripa uses a RIDGID SeeSnake inspection camera while on the job.



Holly Favreau-Shaw uses a RIDGID locator to pinpoint the location of an onsite system's pipes and tank.



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"At that point, the farm was too big for a hobby farm and too small to make a living off it," he adds. "So with six kids, I had to find another income source. As a farmer, I've always had a second or third job."

Through word-of-mouth referrals, phone book advertising and even a short television commercial, the business quickly gained traction. "It pretty much took off from there ... and the phone keeps on ringing," he says. "I figure I must be doing something right. Either that, or people just like to keep me busy."

Today, Favreau Septic has several thousand accounts, mostly residential. It receives about 75 percent of its revenue from pumping septic tanks; system inspections contribute another 20 percent and repairs and installations account for the balance, Holly says.

The company's equipment includes a 1996 Kenworth truck equipped with a 4,500-gallon aluminum tank built by Progress Vac Truck and a Challenger pump made by National Vacuum Equipment Inc.; two Caterpillar skid-steers; a Caterpillar 301 mini-excavator; a Caterpillar 420

“It was wonderful the way they pulled together. It makes you feel like you did something right while raising kids for all those years.”

— Larry Favreau

Pumper & Cleaner Expo Attendance: A Sound Investment

Over the years, septic system inspections have provided a small but growing and reliable additional revenue stream for L.R. Favreau Septic Service LLC in Sterling, Mass. And regular attendance at the annual Pumper & Cleaner Environmental Expo International helps owner Larry Favreau ensure that inspections will keep on contributing to the company's coffers.

Under Title 5 state legislation that went into effect in 1995, all homes sold or enlarged in Massachusetts must undergo a septic system inspection. More and more, banks also require inspections before approving mortgage refinancing, Larry says.

The Expo offers pumpers a convenient way to obtain credits toward recertification, says Larry, who's been attending the Expo for more than a decade. "Inspections have created a nice little nest for us," he says. "But every two years, we have to get recertified. We've found the most efficient way to do that is to attend the [Expo] seminars because we can get all or most of the credits we need at one time."

To obtain the required credits locally, Larry says he'd have to do it piecemeal at locations that typically require several hours of driving one way. In most cases, that means losing a day of work for each recertification class, plus paying fees for classes.

NETWORKING TIME

"But I'm going to the show anyway and I get the recertification for the cost of attending the show," he explains. "Plus, the show is in February, which is one of our slowest months, so I can leave work for four days without any trouble."

Larry says the Expo also offers him access to fellow pumpers who are more willing to share operating tips and advice than if he talked with local competitors. "You get good information because you're not threatening to cut into their piece of the pie," he says.

Moreover, the show is a convenient way to see new equipment and meet vendors in person, and provides a perspective that catalogs and websites just can't match. "We get a good look at tools and equipment that can help us modernize and keep up with the Joneses," he says. "Or maybe even get a step ahead."



backhoe; a GMC Topkick dump truck with a dump body from Galion-Godwin Truck Body Co.; a 2005 Ford 250 cargo van; a SeeSnake pipeline inspection camera and locator from RIDGID; a toolbox water jetter made by O'Brien (a Hi-Vac Corp. brand); a Spartan 727 portable mini-jetter and Spartan 300 cable drain cleaning machine, both manufactured by Spartan Tool; and a Crust Buster agitator from Schmitz Bros.

Despite being disabled from a fall on the family farm, Larry Favreau is still able to get out and work on the equipment. Here he is working dirt for an onsite project using a Caterpillar mini-excavator.

DO UNTO OTHERS

Larry credits his success to a very simple business philosophy: Do what you say you're going to do, and do it when you said you're going to do it. In other words, show up for jobs on time. After the work is complete, leave customers' yards cleaner than you found them.

"That's how we've built our business – taking pride in our name and reputation," says Brian. "You need to do for every customer what you would want if you were paying for the same service. Now, I know everyone says that. But that's truly the way it is with our company."

The little things count at Favreau Septic. Customers don't have to worry about a junky old truck rolling into their driveway and leaking oil. And it's guaranteed that if a job requires any excavation, workers will carefully place sod and dirt on a tarp – no mess or lawn damage allowed. With several competitors in the area, there's no margin for leaving customers dissatisfied, Larry notes.

The family's trio of businesses work well together. If there's an overload of chores on the farm, for instance, Brian and his five employees can help out. If the septic business is short-handed on labor for an unusually large job, Brian – who helped his father pump tanks for years – can help there, too, and vice-versa. Like the labor, equipment is freely shared between

the businesses. And sometimes work from one company generates additional work for the other, like when a septic system installation requires tree removal or other tree-related services. "I'd say that happens about 10 percent of the time," Larry says.

ENHANCED PRODUCTIVITY

The company also improves productivity by investing in affordable new technology as it comes along – such as the Crust Buster and the RIDGID pipeline camera. Before Favreau Septic owned the SeeSnake camera, tasks such as locating a D-box could be a frustrating and time-consuming, notes Holly, who gradually weaned herself off a full-time nursing job before starting to work for her father full-time about 10 years ago.

"Sometimes we'd look for hours," she says. "Now it takes me all of five minutes when we use the camera in conjunction with a sonde locator. It even tells us how deep the box is buried. We've easily gained several hours of productivity a week, which adds up to a lot of hours over the course of a year."

One of the biggest challenges Favreau Septic faces is a patchwork quilt of licenses required for both pumping septage and repairing septic systems. There's no such thing as a statewide license for those two services; instead, operators must obtain one license for pumping and another for installing systems in not only every municipality in which they actually do the work, but also any that they drive through to do work. The licenses range from \$35 to \$250 each, and Favreau estimates he renews close to two-dozen every year.

"I bet you that come December, I'm probably dropping \$2,000 or more for licenses," he says.

LOOKING AHEAD

Slowly but surely, Favreau is recovering from his accident, though he admits he's still limited physically. He's working in a limited capacity and walks with a cane that he hopes to be less dependent on as time passes. The only equipment he operates is a mini-excavator. "The trucks are too high for me to get into," he explains.

The accident will likely speed up the family's long-term plan to have Holly assume ownership of Favreau Septic. "It may be a good time for me to step back a little earlier than we expected," Larry concedes. "It's hard to think about that ... I've always been a dirt man ... enjoyed playing in the dirt. But I remember telling my father the same thing at one point ... that he had to slow down. So maybe it's time for me to take my own advice."

"It's a little scary, to tell the truth," Holly says. "But it's an adventure I'm willing to take. If nothing else, I will still have Dad to fall back on and ask questions." ■

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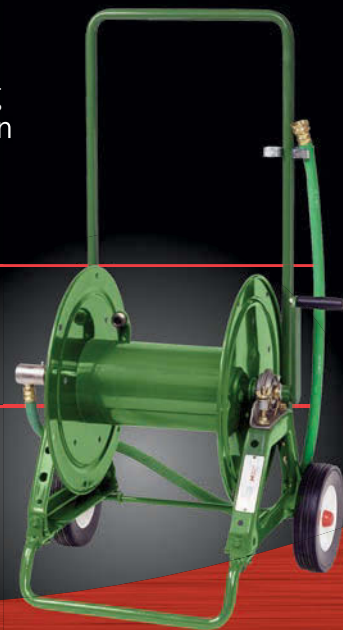
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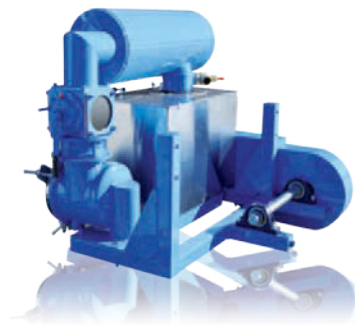
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A Passion for the Stage

Fresh off winning the CMA 'Song of the Year' award, Lee Brice brings his hits to the Pumper & Cleaner Expo's Industry Appreciation Party Feb. 26

By Craig Mandli

The timing couldn't be better for country star Lee Brice to arrive in Indianapolis for the Pumper & Cleaner Environmental Expo International Industry Appreciation Party. Fresh off his Song of the Year award for "I Drive Your Truck" at the 2013 Country Music Association Awards in November, Brice is quickly becoming one of the brightest and most sought-after performers around.

"Winning the CMA award was definitely toward the top," says Brice, when describing where the prestigious honor ranks among his career highlights. "It is simply amazing!"

While this will be Brice's first trip to the Expo, it's entirely possible that, had things gone a bit differently a decade ago, he would be a regular attendee. Brice attended Clemson University on a football scholarship and majored in engineering, fully intending to become a civil engineer. In fact, while Brice grew up in a musical family and has always had a passion for performing, he wasn't focused on music right away. It wasn't until a forearm injury forced him to step away from his role as the long snapper on the Clemson football team that he decided to take a serious look at a music career.

NASHVILLE HITMAKER

Brice latched on as a songwriter with Curb Music Publishing, cowriting some 150 songs his first year. Some of his writing credits include "Still" for Tim McGraw, "Not Every Man Lives" for Jason Aldean, "Crazy Days" and "What it Takes" for Adam Gregory, "More Than A Memory" for Garth Brooks, and "Crazy Girl," which became one of 2013's biggest hits for the Eli Young Band. Brice holds eight of the 13 writing credits on his newest album, "Hard 2 Love," and considers writing a big part of who he is as an artist.

"It's awesome! That is one thing that never gets old," says Brice of the feeling he gets hearing another popular artist perform one of his songs on the radio. "It is always cool to hear people take what you wrote and give life to it in their own way."

DRIVING YOUR TRUCK

While Brice writes much of his own music, a song he can't take the writing credit for, "I Drive Your Truck," took the CMA honor. Cowritten by Connie Harrington, Jessi Alexander and Jimmy Yeary, the song could have



been recorded by a number of major Nashville acts, but Brice was forward-thinking enough to know a powerful song when he heard it. Or rather, when he felt it.

"The first time I heard the song, it absolutely slayed me. It brought me to tears," says Brice. "It became personal to me the very first time that I heard it, and I had a feeling that people were really going to be moved by it. The writers took a broad subject on a specific event and made it accessible for anybody to listen to and connect with through lyrics, and everybody does."

The tune was inspired by a National Public Radio report on the sacrifice of Army Sgt. 1st Class Jared Monti, who died in Afghanistan while trying to save a fellow soldier. Jared's father, Paul, keeps the memory of his son alive by regularly driving Jared's Dodge Ram pickup. Brice's label threw a party to celebrate the song reaching No. 1 on the country charts last May, and Paul Monti was there to meet Brice and the writers whose work has made his son an inspiration to millions.

"It was a very moving experience to meet Paul. There is such a personal story attached to the song that you cannot forget Paul, and Jared's service to our country," says Brice. "It is such a positive song about being able to connect with that someone you've lost in your life. Already knowing the

Inside the Industry Appreciation Party

For more than 30 years, COLE Publishing has thrown an Industry Appreciation Party during the Pumper & Cleaner Environmental Expo International. This year's party, slated to begin at 5 p.m. on Wednesday, Feb. 26, at the JW Marriott Hotel Grand Ballroom, promises to be another high-energy celebration. We recently sat down with COLE Publishing founder Bob Kendall to discuss the history of the party, and find out what's in store this year.

Why do you throw a party every year?

Kendall: The whole idea is to recognize the attendees for the hard work they do throughout the year. Often what they do goes unrecognized. They are the focal point of the industry, and deserve to be celebrated.

You've had some big-name entertainers perform in the past. Who stood out to you?

Kendall: Just a few include the Oak Ridge Boys, Big & Rich, Montgomery Gentry, Neal McCoy, Dierks Bentley, Lonestar, Trace Adkins, Rodney Atkins. Craig Morgan did a great job last year. I love Sawyer Brown, and we've had them back several times. Jeff Foxworthy was a lot of fun, too.

How do you choose which artist you'd like to perform?

Kendall: We always look for country talent that's on the rise. We've had the privilege of working with one of Nashville's premier booking agents, Autumn Farrell of Prime Source Entertainment Group, for several years, and she's always gotten us great names.

Another highlight of the Party is, of course, the 25 cent tap beers. How did that come about?

Kendall: That's all part of the party. We've always offered choice refreshments to our attendees as a way to recognize and appreciate what they do.

This year's performer, Lee Brice, is one of the most sought-after performers in country music right now. How did you land him?

Kendall: Having Lee at the 2014 show is certainly great timing. We actually booked him months before his CMA award, and I have to admit I was pretty excited to see him take home that huge honor in November. That will certainly add to the excitement of the evening.

You've switched the night of the party to Wednesday this year, after holding it on Tuesday evening for several years. Why is that?

Kendall: Wednesday is always the most well-attended day of the Expo, and we wanted to accommodate as many Expo attendees as we could. The evening is a terrific way for attendees to network with both their peers and exhibitors in a more laid-back setting, preferably over a frosty cold one.

Why should attendees plan to attend the Industry Appreciation Party?

Kendall: First off, it's free with full registration. All they have to do is show their badge at the door. Second, the JW Marriot Grand Ballroom is a great setting. These are performers who are typically used to performing in front of sold-out arenas and stadiums, and our attendees can get right up next to them. It's a very intimate setting. That's what makes it the must-attend event for our industry.

story, being able to meet the family was just even more powerful and added more inspiration for the song."

FAMILY FIRST

While Brice continues his passion for his music, he is even more passionate for his family - his wife Sara and two young boys. A tireless writer and performer, Brice took December off to spend with his growing family.

"My family is everything to me," says Brice. "They inspire me to be my best, and I'm fortunate enough to get to do what I love and have a supportive wife and family behind me. I want to do well and continue doing well for them."

In his downtime, Brice enjoys hunting and watching football. "The usual guy stuff," he says. "I can also always be found writing, listening to and recording music. It's my passion and I enjoy it even in my spare time."

AND A GOOD SHOW

When Brice takes the stage Wednesday, Feb. 26, at the JW Marriott Grand Ballroom in Indianapolis, Expo attendees can expect a mix of his upbeat hits such as the catchy "Parking Lot Party," "Four On The Floor," "Hard To Love," and "Carolina Boys," along with heartfelt, emotional tunes like "Love Like Crazy," "Beautiful Every Time," "See About A Girl," "A Woman Like You," and, of course, "I Drive Your Truck."

"My thing is, I just have a ball doing what I do. I grew up watching a lot of shows. I saw Garth Brooks one time, and I just loved that he could come out and rock you in your face, and then all of a sudden just break down to a guitar and sing to you ... kind of like a roller coaster dynamic," says Brice. "That's what I like to do ... what I try to do anyway." ■



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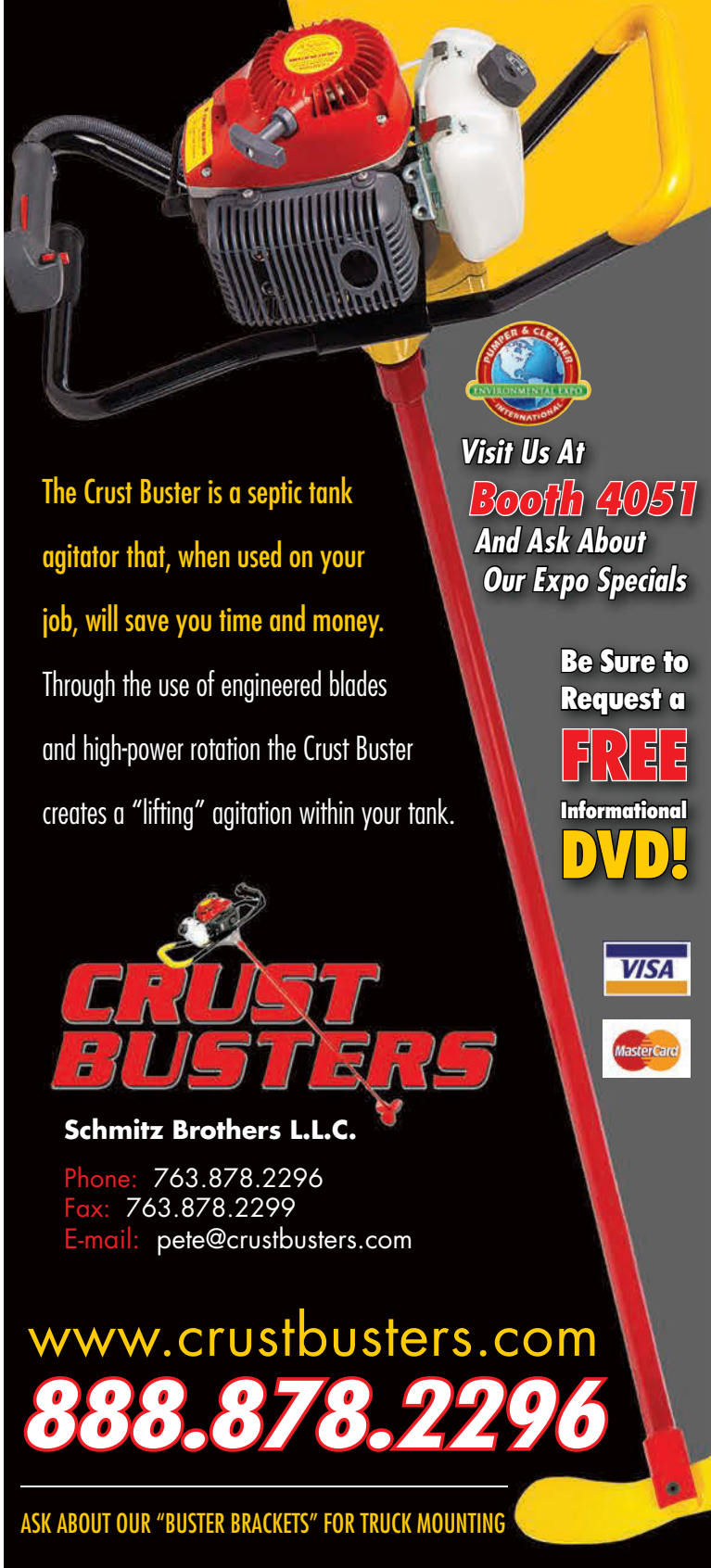
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Lois Lang is a speaker and consultant with Evolve Partner Group LLC. For more information, contact her at lois.lang@evolvepartnergroup.com or 209/952-1143.

The 'Swap' Option

Trading products or services can be a costly option for family businesses **By Lois Lang**

“*If you give me some new kitchen cabinets, I'll redo your website and give you free hosting and SEO for a year.*” Trading the products or services of a family business for something in return is more common than most people like to admit. Sure, we all enjoy getting something for “free,” but when it comes to trades, that freebie often has a steep cost.

In fact, even though you may think the trade is good for the family business because it builds friendships and can lead to referrals, often the trade is unequal, decreases employee morale and creates a “who is getting more” pile of resentments within the family. So while trading may be common, it's a practice you need to avoid or curb immediately.

Consider these key points the next time you contemplate trading your family business's products or services:

SWAPPING QUICKLY ESCALATES

A little trade with a neighbor usually starts out innocently enough. Perhaps you swap septic pumping for piano lessons for your child. Since that turned out well, you may branch out and do other trades with more businesses. Before you know it, you start to think it's okay to use the business any way you want to, which could ultimately lead to issues of embezzlement. So even though trading is not seen as taking the company's assets, it's a slippery slope that is truly a misuse of the family business.

TRADING DECREASES EMPLOYEE MORALE AND PRODUCTIVITY

Would you like to put in a full day's work and not get paid for it? Often, that's how employees feel (both family and nonfamily) when they have to do trade work. Think about it from their perspective. The person who normally would have sold the product or service no longer gets commission for the sale, yet he or she still has to process the paperwork and possibly even do the hands-on work. On top of that, the employees see the owner (or the person who did the trade) reap all the personal benefits of the trade, while the business as a whole gets nothing. And despite this extra work now on

their plate, the employees still have to meet their usual goals and/or quotas. But what's the motivation to do so when the owners or managers let product walk out the front door?

EMPLOYEES OFTEN DO WHAT YOU DO, NOT WHAT YOU SAY

When employees see the owner or other family members doing trades, they may take up the practice themselves. After all, why should the owner be the only one with a club membership or new carpeting in his or her home? Once trading escalates, profits shrink. Ultimately, employees start to think of the business as their personal pocketbook instead of as a stand-alone entity that has a responsibility to all employees and shareholders.

Even though trading is not seen as taking the company's assets, it's a slippery slope that is truly a misuse of the family business.

YOU DEVALUE YOUR OFFERINGS

When you trade, the value of the item or service (for both parties) diminishes. Because no money is being exchanged, neither party truly understands the real value of the product or service received. Even worse, when word spreads that you're willing to work for trades (and it will), the value of what you do shrinks even more. Before you know it, a good number of your sales leads are from people interested in trading. And no company can pay its bills when trades dominate the workload.

YOU CAN'T GET EQUAL SERVICE

More often than not, trades leave someone with the short end of the stick. Because you're getting the product or service “free,” it's difficult to complain when something isn't quite right. Want the yard service to do a better job landscaping? Didn't like the last batch of organic produce? If you had paid full price for the product or service, you'd have no problem complaining. Yet when it's a trade deal, you often feel that you can't make demands. When that occurs, feelings of resentment grow, making the trade an unpleasant situation for at least one of the participants.

END THE TRADES FOR GOOD

If someone really wants your product or service, and you really want theirs, then engage in each other's offerings the right way – by going through the sales channels and paying for the deliverables. While trading is perceived as cheaper and easier, when you consider all the damage it does to your employees, your product or service's value, and ultimately your business, you'll see that trading is actually a very costly option. To keep your family business going strong, swap out the trading mentality before it's too late. ■

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The Enviro Pump-Plus crew includes, left to right, Gerald Holmes, Glenn Larson, Karen Larson, Elizabeth Hoff, Todd VanderWal, Jay Fricke (in truck) and Dylan Fricke. (Photos by Todd Kent)

Profile

Enviro Pump-Plus, Inc. Balaton, Minn.

OWNERS: Glenn and Karen Larson

FOUNDED: 1963

EMPLOYEES: 5

SERVICE AREA: Southwest Minnesota

SERVICES: Septic service, portable sanitation, industrial vacuum loading, waterjetting

WEBSITE: www.enviropumpplus.net

Minnesota



THE **RURAL** ROUTE

Minnesota's Enviro Pump-Plus chose a model of growth through diversification that puts the company in a strong position to serve a lightly populated region

By Dee Goerge

Glenn Larson is living in his dream. It's the dream home he has been working on for five years, and where he and his wife, Karen, live while he completes the handcrafting details of timber frame construction. Instead of waiting to enjoy their home when it's finished, the Balaton, Minn., couple relishes the journey building it.

They did the same thing with their diversified wastewater business, Enviro Pump-Plus Inc., which they expanded after purchasing it from Glenn's father in 1989. As the name implies, they do much more than pump septic tanks. To succeed as a business in their rural area, the Larsons knew they needed to offer services for a variety of customers.

"It takes time to do things right," Glenn says. "The business didn't grow overnight. It didn't change overnight. It's been a steady progress of evolving and growing. The house is the same way. You get something started on a good foundation – that's the key."

(continued)

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SOLID FOUNDATION

Glenn credits his father, Floyd, for building the solid foundation.

“Dad is very creative,” Glenn says. “He taught me how to take things others had thrown away and recycle them. That’s the way I grew up.”

Floyd had a small farm and worked as a door-to-door salesman. One of his best-selling products was a septic enzyme treatment, and he recognized there was a need to maintain septic tanks. No one locally offered septic pumping in the sparsely populated southwest corner of Minnesota. Fly-by-night operations came through occasionally, charged a big fee and usually did a poor job.

Floyd looked around the farm for parts and purchased others. With the help of a cousin he put together a pumping rig combining a tandem axle trailer and a 350-gallon tank with a trash pump and started Floyd Larson Septic Service in 1963. He built a business pumping tanks on the small and large farms in the area. In 1970 he added portable restrooms.

Growing up, Glenn worked for his father, but had dreams of running his own business. After high school he attended vocational school and became a licensed plumber. He moved away and owned two shops for a time. In the early 1980s, he moved back to Balaton and opened Glenn Larson Plumbing and Repair and worked with his father.

The shift into pumping was a natural one, except that the entrepreneur in Glenn had ideas for expansion. When he’d press his father about buying equipment or adding services, Floyd responded that Glenn could do that – when he owned the business.

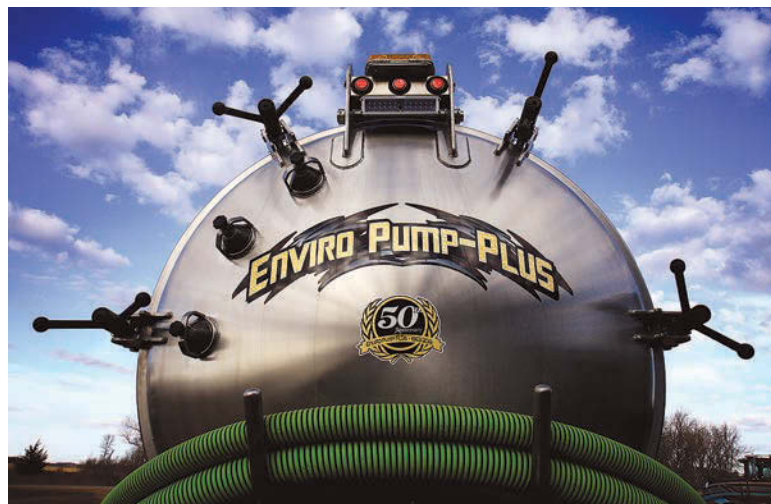
GLENN’S TURN

Glenn and Karen did just that when they bought the business in 1989. A few years later they changed the name to Enviro Pump-Plus to open up to more opportunities and reflect their purpose.

“Our mission statement is: To professionally provide an essential service with respect to our customers and the environment,” Karen says.

Besides residential pumping, there are plenty of opportunities to grow the business, with ethanol plants and industrial customers that have their own pretreatment plants because small municipal facilities can’t handle the additional waste.

“We pump the sludge and land-apply it under industrial regulations,” Glenn explains. “We also do some environmental clean up as subcontractors. Business was very good with Superfund cleanup work in the past.”



Glenn and Karen Larson at Enviro Pump-Plus with their 2006 Peterbilt service truck built out by Advance Pump & Equipment with a National Vacuum Equipment blower.

“Our mission statement is: To professionally provide an essential service with respect to our customers and the environment.”

— Karen Larson

As they recognized needs, Enviro Pump-Plus added services: hot- and cold-water jetting, televised line inspection, industrial vacuum loading and hydroexcavation, for example.

“We enlarged our service area when we went into jetting and inspection cameras,” Glenn notes.

BUILDING A FLEET ON A BUDGET

New services mean new equipment – or at least “new” to the Larsons.

“The first thing we did was buy a new vacuum truck and more portable restrooms,” Karen says.

They ordered restrooms from Satellite Industries and added more over the years. Most of their current 150 restrooms are rented for construction for projects including wind turbines, ethanol plants and electrical grid infrastructure. Glenn likes the Tufway models.

They also purchased a new truck – a 1989 International with 2,500-gallon tank and equipped with a pump from National Vacuum Equipment. Later, they purchased another new truck, a 2008 International with a 1,100-gallon waste/200-gallon freshwater stainless steel Best Enterprises Inc. tank and Masport pump for servicing restrooms.

For septic line inspection they invested in ProCam equipment by UEMSI.

The rest of the fleet is used equipment that has been refurbished and reconfigured. Glenn notes his talented crew has the same repurposing and DIY talents he and his father have. “We do a lot of stuff in-house,” he says. “Two of them were diesel mechanics and another did auto body work.”

(continued)

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"A good friend once said that if you let people help build the mountain, they're not so quick to tear it down," says Glenn Larson. His life and business are based on treating people with respect and dignity. At 61, as he plans for retirement, that philosophy may serve him well.

Instead of only having the option of selling the business, he can maintain ownership, with employees handling the day-to-day management. "We've been blessed with a good crew. We're constantly teaching each other," Glenn says.

Glenn, who has asthma, recognized his workers' full potential five years ago when he nearly died of pneumonia. Though he helps on a part-time basis – when he's not working on his timber frame home – the crew realizes he has less endurance.

"The guys are real kind to me. I rely on and trust them," he says.

For example, they took care of the whole process of shopping for, retrofitting and building the company's latest truck – with Glenn's approval.

"Sometimes I go into the shop and they ask, 'Don't you have something else to do?' " Glenn adds with a laugh.

His wife, Karen, who takes care of the accounting and scheduling and works in the office with the couple's daughter, Elizabeth, says she is not ready to retire for a while. But with their daughter and the rest of their qualified staff, she and Glenn have the freedom to take trips, work on their house and pursue other interests.

"Our daughter can handle the office and the other employees can handle the physical end of the business. There's no reason we can't own the business and put them in roles of management and leadership and be around for them to bounce some things off of and sign the checks for major purchases," Glenn says. "We're transitioning in steps and phases so we don't have to sell right away."

Last winter they put together odds and ends from old equipment to build a 60-gallon vac tank to fit through 36-inch doors to clean restaurant grease traps. For an even bigger project, they built a custom restroom service truck starting with the well-worn components from an old Isuzu Work Mate rig. After much refurbishing and fabrication, they installed the vacuum unit on a 2002 Ford F-550 truck.

"We not only diversify in our services, we also have diverse equipment," Karen says. The company strives to outfit trucks for multiple purposes.

For example, the 2004 Kenworth and 2006 Peterbilt trucks (both with 3,800-gallon stainless steel tanks from Advance Pump & Equipment)

(continued)



"The Trinket Man," Todd VanderWal, is always custom-building tools for the crew at Enviro Pump-Plus. Here he's shown with a spreader bar he fabricated. His portable grease trap service unit was built with odds and ends around the shop. Only the casters were purchased for the project.



Technician Jay Fricke pumps a tank in the Minnesota countryside with the 2006 Peterbilt service rig built out by Advance Pump & Equipment.



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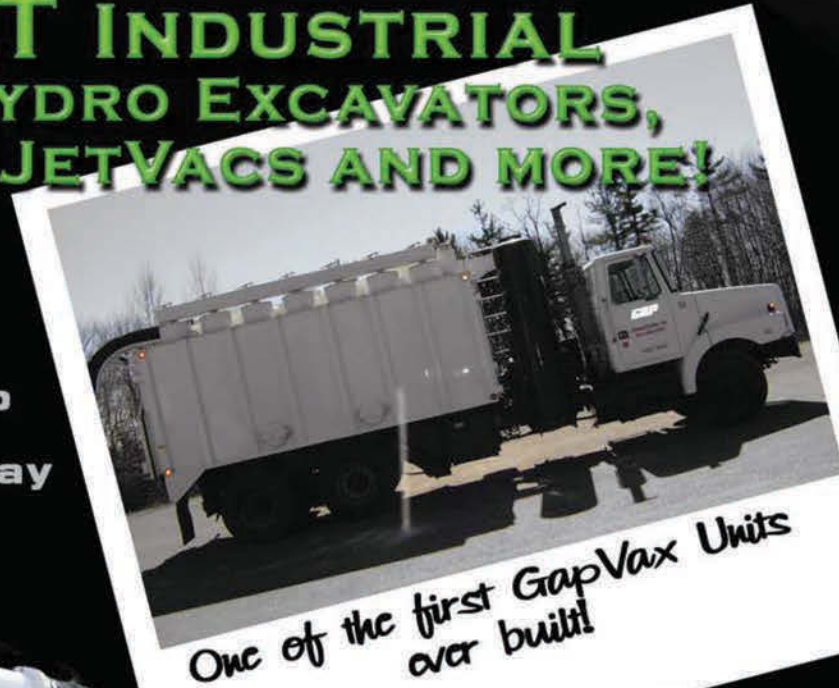
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Technician Todd VanderWal uses ProCam equipment by UEMSI for a pipe inspection.

are used to pump septic tanks, but they are also equipped with National Vacuum Equipment blowers for commercial pumping, such as carwash pits.

The crew uses a 1989 Ford combination jet/vacuum that is also set up to do hydroexcavation when working with utility clients. Because it is equipped with a jetter vac and modified pump by Flexible Pipe and Tool (St. Joseph, Minn.), it also works to pump municipal lift stations, plugged pipes in manure handling systems on local dairies and clean up slurry at ethanol plants.

The Larsons' fleet also includes a 1995 International with a 3,400-gallon aluminum tank and a 1989 International with a 2,500-gallon aluminum tank, both carrying National Vacuum Equipment pumps, a SRECO-Flexible trailer jetter and a 1997 Peterbilt with a Cusco vacuum loader. The Cusco unit's ability to handle dry material opened up a variety of services the business now offers, including cleaning flour bins, coal dust, sand and gravel, and silos.

CREATIVE TOUCH

The Larsons encourage and appreciate their crew's creativity, which is balanced by common sense since they also use the equipment and know what they need. A few years ago, they fabricated a drop deck trailer to transport portable restrooms that is built low to make loading and unloading easier.

Fellow employees call Todd VanderWal "Trinket Man" because of his knack for building things for better efficiency. For example, he builds brackets and compartments in toolboxes and on trucks so everything stays in place. He customized spreader bars for each truck for land-applying septage.

Last winter the crew worked with a graphic designer from Sybesma Graphics of Sanborn, Iowa, to include gold flake in new truck signage announcing the business's 50th anniversary. The painter, who also works on racecars, created the design earning the 2010 Pumper Classy Truck of the Year award.

"All of our trucks are like big billboards, so we use that," Glenn says.

People comment that they see the name Enviro Pump-Plus all over, so it is as good as advertising in local papers, on the radio and in the phone book. The Larsons also have a website, but admit it needs "new blood" to be developed effectively.

Other than GPS in some of the trucks, Karen notes that routes are set up old school with basic software they've had for years. The crew knows the area and puts in enough windshield time to follow routes she sets up for them – or they modify to be more efficient.

NEXT BIG THING

The Larsons and their employees brainstorm regularly at meetings about potential new services they can provide. There is more competition in the area than when Floyd started the business, and it's important to have a mix of residential, commercial and industrial work to keep the crew busy all year. Safety training is maintained with videos and programs through the Minnesota Onsite Wastewater Association. Annually employees attend safety courses conducted by ethanol plants so they can continue working there.

Under a new law in Minnesota, pumpers are now allowed to have their own on-site storage to hold waste until conditions are right for land application. Enviro Pump-Plus built a concrete in-ground tank right away and will save themselves and customers money. Prior to the law, when

weather and ground conditions weren't right for land application, they had to take septage to municipal plants and pay dumping fees.

Hardworking employees staying on top of regulations and watching for service opportunities keep the business competitive and successful, Glenn says. By taking time and small steps to grow and diversify, Larsons' business has developed a unique personality.

So has their home in progress with its blend of new lumber with wood, doors, chalkboard and windows from an old grade school and other old buildings. With a good foundation and patience to build it over time, the Larsons aren't sure what they

will end up with. That's OK. Staying open to design opportunities while appreciating the journey is just as important. ■

“A good friend once said that if you let people help build the mountain, they're not so quick to tear it down. We've been blessed with a good crew. We're constantly teaching each other.”

— Glenn Larson

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- 260 HP Cummins Turbo Diesel
 - Air brakes
 - 33,000 GVW
- Rear differential locker
- 6 Speed transmission
- 2,500 gallon steel septic truck
- Jurop RV 360 vacuum system
 - One tool box
- Two work lights (at rear)
- Heavy duty bumper



\$99,500

2014 INTERNATIONAL 4300

- Cummins 240 HP engine
- Allison 2500 6-speed RDS automatic
 - Air brakes
 - 25,999 GVWR
- 2,000 gallon (1,500 waste/500 fresh) Robinson Vacuum Tank
- Fruitland RCF 250 Eliminator Pack Vacuum Pump System
- DC-10 Fresh Water Pump
- Large waterproof cabinet each side
- Heavy duty toilet carrier with trailer hitch, 7 pin trailer connection, and winch for securing toilets
- Two work lights (at rear)



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2013 FORD F 550 TURBO DIESEL

- 6.7 liter 300 HP engine
- 6-speed automatic Transmission
 - 19,500 GVWR
- 1200 gallon (900 waste/300 fresh) Robinson Vacuum Tank
- Masport HXL4V Vacuum Pump System
- DC-10 Fresh Water Pump
- Large waterproof cabinet each side
- Heavy duty toilet carrier with trailer hitch, 7 pin trailer connection, and winch for securing toilets
- Two work lights (at rear)

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2014 EXHIBITOR LIST

Current as of January 7, 2014.
Subject to change.

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3T Equipment Company Inc.
A. Rhodes & Associates, Inc.
A.R. North America
Abbott Rubber Company, Inc.
ABCO Industries Limited
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
Aerotech, LLC
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..
Aleris-SeptiCover
AlturamATS, Inc.
Amazing Machinery, Inc.
Ameri-Can Engineering
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Anua
AP/M Permaform
Aqua Mole Technologies
AquaOnDemand Solutions by Aqua-
Aerobic Systems, Inc.
AquaSols by TriStar Medical Products
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
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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
Boergers LLC
Bowman Tool Co.
BOXR Hydro-Excavators
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BW Technologies by Honeywell
CallSource
Cam Spray
Canam Equipment Solutions, Inc.
Canplas 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
Chempac Corporation
Chempure Products Corp.
Cherne Industries Inc.
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CIPP Technology and Equipment LLC
Clarus Environmental/Zoeller Pump Co.
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Clear Computing
Clearstream Wastewater Systems Inc.
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Conqtec Universal
Consolidated Treatment Systems, Inc.
Containment Solutions, Inc.
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Crestex Specialty Products
Crust Busters/Schmitz Bros.
CUES
CUSITEC CUSTOM TANKS AND TRAILERS
De Neef Construction Chemicals
Del Vel Chemical Co.
Depth Ray
Ditch Witch
Dove Ventures Inc.
Downey Ridge Environmental Company
Dragon Products
Drainbo Products
Draincables Direct
Dultmeier Sales
Durracable Manufacturing
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DynaLiner LLC
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Earthtek Environmental, LLC
Electric Eel Mfg. Co. Inc.
Ejen Corporation
Envirologics
Environment One Corporation
Environmental Tank & Container (ETC)
Envirosight
Enviro-Tech of America, Inc.
Envirobat
Enz USA Inc.
Epps Products
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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

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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
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LIVE ENTERTAINMENT

Network with your peers over a 25¢ tap beer and enjoy a private concert just for Expo attendees! The Industry Appreciation Party is the must-attend Expo event!



» Brice, currently on tour with Brad Paisley, has celebrated three back-to-back No. 1 songs from his 'Hard 2 Love' album and his hit 'Parking Lot Party' stormed to the top of the Country radio charts. You can expect a great time as Lee Brice brings his energetic show to the Industry Appreciation Party!



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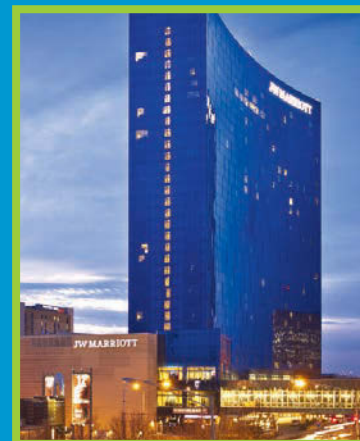
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New Jersey watershed association plans wetlands-based onsite system

By Doug Day and Sharon Verbeten

The Stony Brook-Millstone Watershed Association in New Jersey is building a wetlands-based wastewater treatment center at its new \$7.5 million environmental center. Expected to be completed in fall 2014, the new system will use the natural cleansing quality of plants, creating a more effective way to treat human waste and remove more pollution than a conventional septic system, the association reported.

Wastewater from the toilets, showers and sinks will flow into a tank where solids will be removed. The water will be pumped into the first wetlands stage, a container where microbes in the plants' roots will attack bacteria, then flow through the rest of the system. The water will move horizontally through the wetland system, which will break down contaminants and clean the water, which later will be released into the ground.

Florida

An engineering firm conducting a study on septic tank regulations in the state has requested a one-year extension, until January 2016, to finish its work. A delay would continue to prevent the Florida Department of Health from instituting nitrogen reduction laws until the study is completed. The \$5.1 million study, and the enforcement delay, was ordered by the state legislature in its 2008-09 budget. The legislature also passed a measure in 2012 to prevent local government from requiring advanced septic systems until the study is done.

The engineering firm says inconsistent funding from the state has delayed completion of the study. The legislature provided funding in the first year of the three-year study, but none in the next two budgets.

New York

One New York state agency has fined another and the two have reached an agreement to replace 30 septic systems in five state parks. The Department of Environmental Conservation and New York State Office of Parks, Recreation & Historic Preservation entered into a consent order to upgrade the septic systems. The parks department will also pay a \$25,000 fine, plus another \$25,000 if the terms of the consent order are not met in three years. The decades-old systems did not meet current treatment standards.

The action followed notice from Peconic Baykeeper of a lawsuit it intended to file because the parks were allegedly violating the U.S. Clean Water Act. The group says it still intends to file the lawsuit because it wants to see the use of more advanced treatment technology, including denitrification.

Louisiana

A former state septic tank inspector was sentenced to five years of probation for accepting bribes from a contractor. The 71-year-old contractor, Glenn Kelly Johnson, who had felony environmental convictions and had served prison time, died before he could be tried. Alan Forrest Pogue, the 52-year-old former employee of the Louisiana Center for Environmental Services, admitted to accepting \$50,000 in bribes from May 2009 to June 2011. The federal court indictment said the septic tank inspector provided a list of those who applied for septic tank permits so the contractor could try to get their business.

An inspection of all septic systems in Tangipahoa Parish showed that 63 percent of aerated treatment units were not working correctly – many because they were not plugged in. Of 83 homes with conventional septic systems, 79 failed the inspection, mainly because their tanks had not been pumped. The ongoing program in the parish seeks to help homeowners and businesses to make sure their septic systems are working as designed.

Arizona

Despite previous rulings to the contrary, the rental of portable restroom equipment is subject to Arizona's sales tax. The December 2012 order of Department of Revenue Director John Greene cites both state statutes and a 1970 Supreme Court ruling to support the rental as a taxable event, despite previous actions that exempted such transactions. The Supreme Court ruling mentioned in his ruling was not specific to portable restrooms, but instead dealt with a coin-operated laundry business and a company that installed car wash equipment.

In October 1979, the Department of Revenue imposed the sales tax on portable restroom units, a move that was overturned in November 1985 by a hearing officer and upheld by the Revenue director a few months later. In October 1988, the original 1979 ruling imposing the tax was rescinded by the Revenue director.

Greene's new decision states that gross income from renting portable restrooms is subject to the state's 6.6 percent "transaction privilege" (sales) tax. He ruled that the tax is imposed upon the gross income from the renting of portable toilets, including the servicing of those units and any other charges, including, "charges for installation, labor, insurance, maintenance, repairs, pickup, delivery, assembly, setup, personal property taxes, and penalty fees even if these charges are billed as separate items." ■

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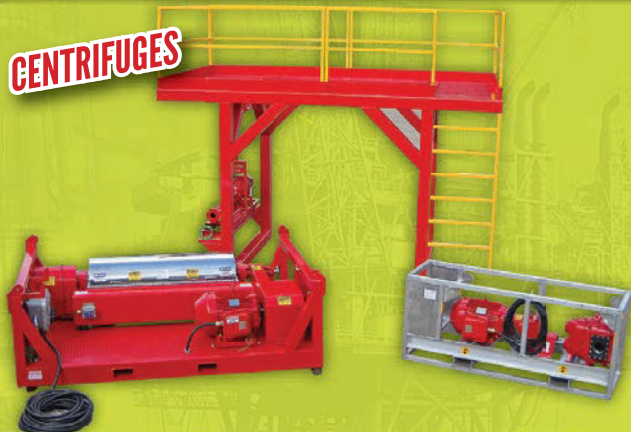


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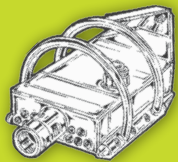
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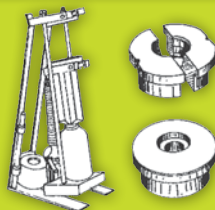
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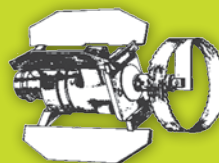
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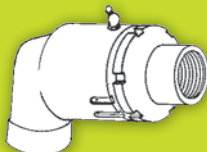
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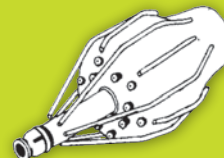
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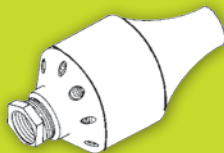
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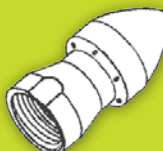
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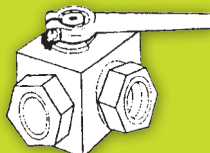
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

Top Gear

Bold graphics, a splash of chrome and driver-friendly features are a winning combination for 2013 Classy Truck of the Year winner Woody's Septic By Jim Kneiszel, Editor

At one time the Woody's name on the side of the Holly Hill, Fla., pumping company's trucks was nowhere near as big as it is now. Today, 3-foot-tall letters scream the familiar septic service provider's name. Greg Thompson, president of the company – closing in on 60 years of service to the folks of Volusia and Flagler Counties (near Daytona Beach) – says bigger has turned out to be better for marketing purposes.

"I want people to be able to read it from the next county," Thompson says of the hand-painted logo from local company Sign Power. "It's a rolling billboard and free advertising. Where else can you pay \$1,200 (for the paint work) and get a billboard for 10 years?"

The huge block letters and the rainbow graphic capture the attention of customers, but they also caught the eye of judges in the 2013 Classy Truck of the Year contest. The 2010 International 7600 built for Woody's by Lely Manufacturing Inc. has been chosen as the top truck from monthly entries that appeared in Pumper magazine over the past year.

The truck, first featured in the September issue last year, has been a great marketing tool and a proven pumper for three years cleaning septic tanks, grease traps or anything else customers can throw at it. The truck has worked out so well that Woody's ordered a 2014 model just like it, which will be on display in the Lely booth at the Pumper & Cleaner Environmental Expo International later this month.

The white-on-white Classy Truck winner has simple, good looks, accented with aluminum wheels, a chrome stack and other details, but it is first and foremost a work truck, and was spec'd for pumping performance and driver safety by Greg's father, semiretired Woody's owner Jerry Thompson. The rig has a 4,200-gallon steel tank and is powered by an International MaxxForce II 390 hp engine.

Woody's has been in business since 1955, and Jerry Thompson took over as the third owner in 1984. The company with 20 employees takes on about any wastewater-related job. They're used to taking care of their trucks in-house with a crew of guys who know how to weld and fix most problems. They maintain the fleet of seven trucks and perform about 90 percent of repairs. All the trucks were built out by Lely, including two rigs that recently received tank-off refurbishing.

Regular maintenance and handy convenience features born out of Jerry's 30 years of experience make the International a great daily driver for technician John Frugoli. And it doesn't hurt that the truck looks attractive on a job site. "It's important to us that our equipment looks good. If it looks good, the customers don't mind it parked out in front of their houses," Greg says.

What are some of the must-haves when Woody's orders a new truck?

A CLUTCH-FREE EXPERIENCE

Woody's made the switch from manual shift to Allison 4000 automatics in 2006. The result has been fewer burned-out clutches and rarer transmission repair bills. "A lot of drivers don't know how to drive a stick. They tell you they do, but they don't," Greg says. "They don't know the gear pattern and they're harder on the brakes because they don't know how to downshift." In the urban setting and with Florida's flat topography, the auto works great, Greg says. Pumpers in the mountains or those who go off-road frequently might disagree, he allows.

SUCTION TO SPARE

With the Classy winner, Woody's switched from using a vane pump to a powerful Robuschi RBDV-65 blower at an additional cost of \$6,000 to \$7,000. The move has translated into more revenue for the company. When a municipal tough job

was on the line, Greg said the blower made his company stand out. "Some pumpers couldn't pump anymore at some point, but that truck would draw it all the way down to the bottom. That justifies (the customer) paying us more."

SAFETY FOR THE CREW

A Star 2420 SLDA Razor Light Bar on top of the cab is a smart \$1,000 safety upgrade, and one that goes on every truck now. The bright flashers protect technicians who sometimes work around the clock in emergencies. "We run that light to make people aware of us and slow them down at night," Greg says. "And it looks professional on a busy construction site."

SMART TOOL HOLDER

Jerry designed a unique upright tool holder that comes off the rear bumper that prevents lost work tools and cluttered hose trays. Four 1.5-inch diameter galvanized pipes are welded vertically across a bar off the bumper. The pipes are placed where the driver can see the tools through the rear-view mirror. "If the tools are in the side trays, you don't know if you have them or not. This way, you see your tools and know you can go on to the next job," Greg explains.

PAINTED, NOT VINYL GRAPHICS

When it comes to bringing the Woody's image to the work trucks, the pumper chooses hand-painted artwork over quick-and-easy vinyl for the tried-and-true rainbow background design and bold lettering. Greg says the vinyl "peels off in the heat with the sun baking on it." The company has about 10 phone numbers for customers to call, but it doesn't include them on the trucks. ■



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When OSHA Comes a Knockin'

Cooperation and swift action to correct violations was a key to minimizing safety concerns for an Illinois portable sanitation contractor **By Ken Wysocky**

It's rarely a good thing when officials from the Occupational Safety and Health Administration (OSHA) visit your business and cite it for violations. But in a turn-lemons-into-lemonade moment, it turned out to be beneficial for Bradley Denton and his company, DropZone Portable Services Inc. in Joliet, Ill.

Denton's OSHA odyssey began in February 2012 when a former employee – who worked for the company for just a few days – filed complaints after leaving DropZone on his own accord. OSHA inspectors then showed up at the company to investigate four alleged health-and-safety violations.

That came as a complete surprise to Denton, who founded DropZone in 1997. Until that visit, DropZone – which rents and services portable restrooms in central Illinois and the metropolitan Chicago area, plus offers temporary fencing and septic-pumping services – enjoyed a spotless safety-compliance record, he says.

In the complaint, the former employee alleged that: employees who worked with glutaraldehyde were experiencing skin rashes; a 55-gallon drum of heavy-duty degreasing soap was not properly labeled with the names of the chemicals it contained, or with required safety warnings; mandated Material Safety Data Sheets (MSDS) were not readily available to employees (operators must keep MSDSs on file so employees know the various safety precautions for handling certain substances); and employees did not receive hazardous-communication training materials for handling certain chemicals.

The first three allegations were dismissed; the last one was not. But during the inspection, other issues emerged. How Denton reacted – and the lessons he learned – may be instructive for others in the pumping industry.

Pumper: What was your initial reaction to the allegations?

Denton: I thought they were false. When the OSHA inspector came out, we went through each one and gave him our book of MSDSs. In particular, we showed him our MSDS for glutaraldehyde, which is a soap product used for washing hands. It won't give you a skin rash; no one has ever had a rash on our premises. So two violations were taken out of the equation.

Then they took pictures of the area where we store our products and pictures of the warning labels that were clearly marked on our three chemical drums for soap, deodorant and fragrance spray. So we were told

we were exempt on that charge, too. So the only remaining allegation was the one regarding hazardous-communication training, which it turns out we violated because we did it verbally instead of using a written communications program. So we developed a written training manual.

Pumper: What happened next?

Denton: Things got deeper. As OSHA reviewed the photos, they showed we were using a formaldehyde-based toilet deodorizer. That's when all hell broke loose. Our supplier got nailed because he didn't have the drum properly marked with a label saying it contained a potential cancer-causing chemical [formaldehyde], and we got nailed because we didn't have the proper label on the drums, and for using a product without proper venting.

We signed an agreement right away, saying that we wouldn't use formaldehyde-based products anymore. That took care of that; OSHA was happy about that.

The photos also showed that we had an old respirator sitting on pallet racking above the drums, in case anyone ever needed one. But it turns out that in order for employees to use a respirator, they need a medical breathing evaluation to make sure they won't suffocate if they use a respirator, because their lungs aren't strong enough to pull oxygen through the filters. So we threw out the respirator right away, because none of the products we use would require one anyway.

“Employees are our biggest asset, and keeping them safe is our top priority. We thought we were safe because of the knowledge we gained at trade association conventions and shows, but it turns out we didn't know everything.”

- Bradley Denton

Pumper: What was the penalty for the violations?

Denton: Each of the three fines was \$7,000, for a total of \$21,000. But OSHA discounted them because we reacted fast. Also, if you pay by a certain date, they discount the fines even more. We worked ours down to a total of \$2,400.

It helped that we were proactive ... and that we opened that door and allowed them to come in [for the inspection]. When they noticed a problem, we jumped immediately to correct it. We took their advice. And



Bradley Denton owns DropZone Portable Services Inc. in Joliet, Ill.

they also reduced the fines because it was our first violation. Next time we won't get as much leniency, if there is a next time.

Pumper: Do you operate differently now?

Denton: Yes. Our guys now use face shields in lieu of safety glasses because the MSDSs for the products we use say we should use goggles or face shields. We still prefer safety glasses because they don't fog up, but neither do the face shields.

We also now use a [formaldehyde-free] deodorant solution. It takes a lot more elbow grease to do things like clean the [restroom] floors. Now we use all 'green' products and they don't work as well. We went proactive across the board about everything, even though OSHA wasn't citing us for using these products.

We thought we were operating safely all these years and come to find out we could've been better. We're more pro-safety than we were before.

Pumper: How have your employees reacted to the changes?

Denton: Some of them would love to go back to the other stuff that works faster and better. But newer employees have no idea what the difference is, so they don't mind it.

Pumper: What can other pumpers learn from your experience?

Denton: I would urge other operators to go to the OSHA website [www.osha.gov] and look up anything that has to do with janitorial or cleaning supplies to learn about possible hazards, such as vapor inhalation while using fragrances. They should brush up on OSHA 200 logs for tracking injuries, and double-check all the products they use to be sure they're providing the required personal-protection gear. They also should assess all the products they have in their shops – soaps, degreasers and so on.

On the other hand, OSHA lumps our industry under the SIC [Standard Industrial Classification] code for septic-tank operators and related services. Having our own category would help us better understand the requirements for all this stuff.

Pumper: In the end, did this turn out to be a good thing for your company?

Denton: I think it did. Employees are our biggest asset, and keeping them safe is our top priority. We thought we were safe because of the knowledge we gained at trade association conventions and shows, but it turns out we didn't know everything.

We always have labels on all our bottles – period. That way, everyone knows what's in them ... if someone who's unfamiliar with our products goes into a cabinet and grabs a spray bottle or a plastic jug, they know what they're using because it has the product's name on it, along with a sticker that lists possible health concerns.

Even if you pour something from a gallon jug into a smaller spray bottle, the spray bottle needs to have the same warning label as the bottle from which you poured it. That way someone won't

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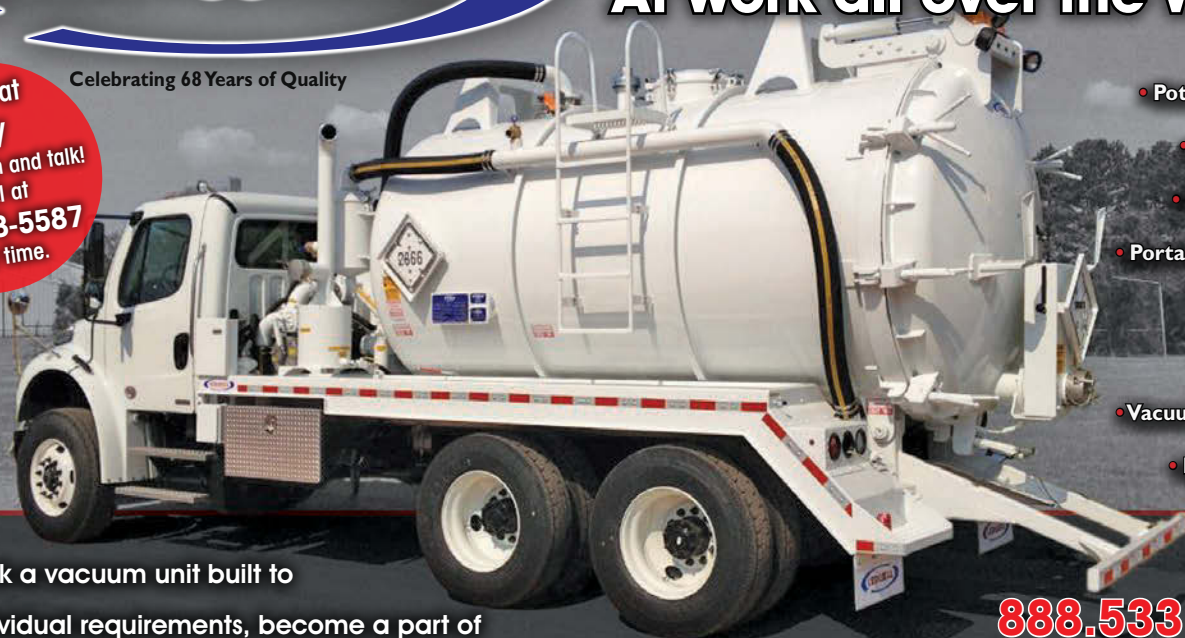
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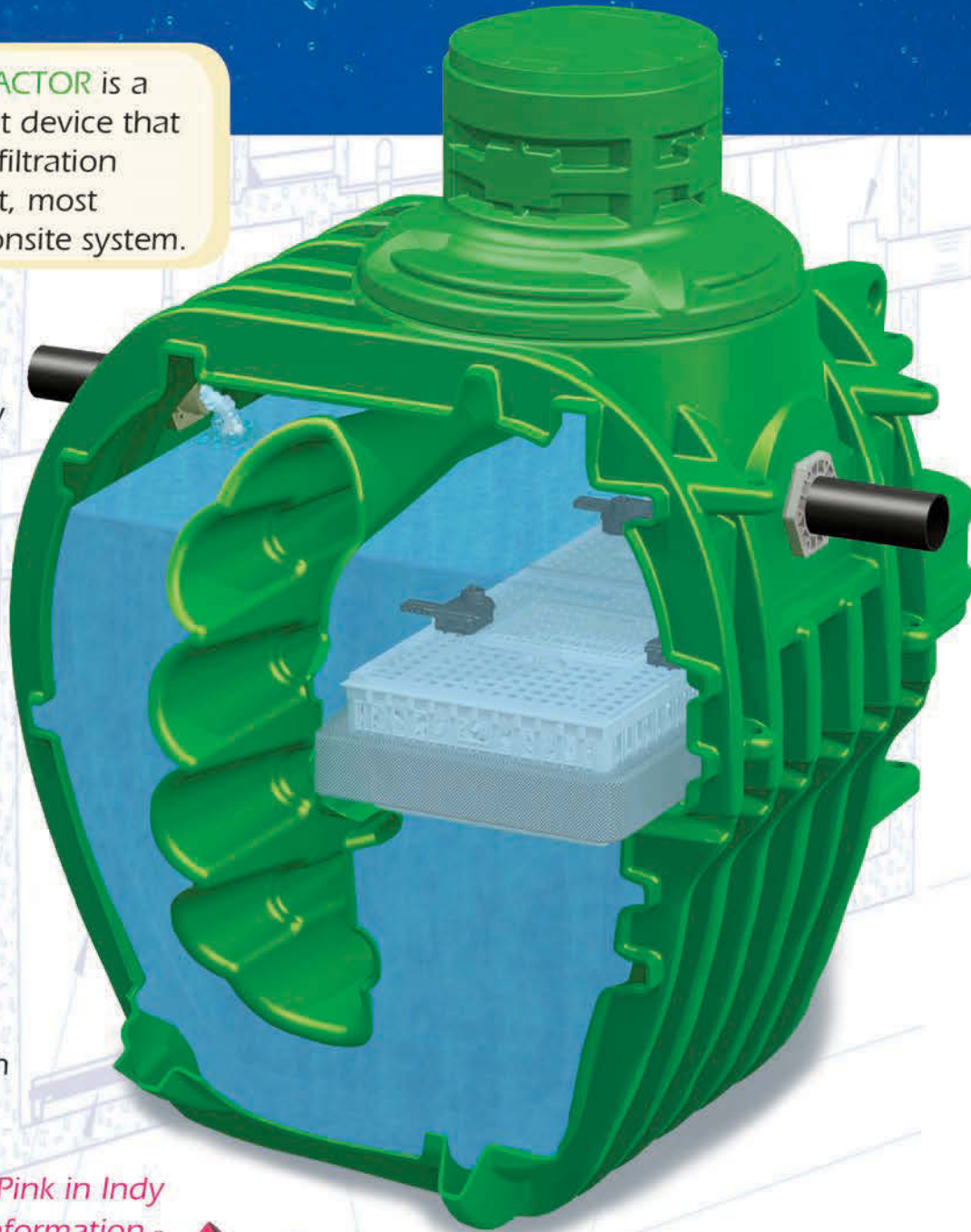
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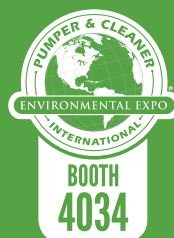
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EXPO EDITOR'S COLUMN



Everything is Connected

From your hotel to the classrooms and exhibit floor, focus on getting the most out of your time in Indy

By Luke Laggis

It's Expo time. Soon the Indiana Convention Center will be filled with the newest and best tools and equipment the industry has to offer. Thousands of environmental services contractors will be in attendance, and you should be too.

This will be my third trip to the Pumper & Cleaner Environmental Expo International, and I'm excited to get back to Indianapolis and see so many industry professionals together in one place. Even a casual observer could learn a great deal over the four days of the Expo, and if you spend some time on the show floor and attend a few education courses, you'll get enough out of the show to keep breathing new life into your business all year long.

The thing about the Expo, and its venue in downtown Indianapolis, is that everything is connected and the opportunities to grow in your industry are everywhere, from the moment you leave your hotel room to the very end of the night. In the elevator on the way down to the lobby, at breakfast, on the walk to the convention center and all throughout the day, you'll have no problem striking up conversations with your peers wherever you go.

And don't forget to give in the give-and-take. Just as you can learn from your peers, there are plenty of other pumping professionals out there who could benefit from your story and the insights you have to share. We can even help with that.

This year we're going to have a live video booth set up on the show floor so people can share their stories with all our readers and website viewers. We're looking for some good candidates in advance, people who'd like to answer a few questions and tell their stories to our audience. These three-minute videos will be posted at www.pumper.com and participants will all receive a free "3-Minute Pumper" T-shirt for their time.

Above all, whether you're walking the show floor or sitting in a classroom, the Expo is about education. My advice: Pick a few topics you'd like to learn more about and focus on those as you plan your week in Indy. Whether it's grease trap service or industrial vacuum loading, seek out opportunities to learn everything you can about those subjects. There's no better place to get a thorough education.

Use the online planning tools at www.pumpershow.com to get familiar with the schedule of education seminars, event schedules and the vendors who will be exhibiting.

When the show floor opens Tuesday morning, take your first walk and note the tools and equipment you really want to see and learn more about. If the vendors are swamped with the initial blitz of contractors vying for their time, mark it on your map and stop back later.

Talk to manufacturers and find the tools that will help you grow and improve your business. That's what the Expo is all about.

Take the time to plan out your Expo visit so you can get the most out of your stay in Indy. You and your business will see the benefits all year long. ■

Luke Laggis is editor of Cleaner, Municipal Sewer & Water and Gas Oil & Mining Contractor magazines for COLE Publishing.

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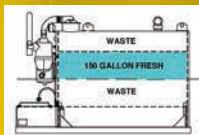
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Erik Gunn is a business writer in Racine, Wis. Readers may direct inquiries to him by contacting this publication at 800/257-7222 or e-mailing editor@pumper.com.

Buy Like You Want to Sell

Equipment purchase decisions today – whether you’re pinching pennies or spending heavily – will have an impact when it comes time to cash out the company **By Erik Gunn**

When it comes time to buy new equipment, you face scores of decisions. What brand? What make and model? What features?

Should I buy new or used? Should I lease instead of buy? Or if I do buy, how should I finance it?

Other questions require deeper reflection: Will this equipment make my business more productive? Will I be able to generate the cash flow to pay off the loan? Is it good for my business?

And some of these decisions have even longer-term implications still – not when you buy the equipment, not even necessarily a year or two later.

Instead, those turn up when you decide you’re ready to retire and sell the business to someone else. And that’s true whether you’re selling it “in house” to a business partner, your children or your employees, or whether you put it on the market and sell it to the highest bidder among a bunch of strangers.

ADDED VALUE?

It’s a bit like a homeowner who weighs whether to remodel. Sooner or later every homeowner will hear that remodeling the kitchen or finishing the basement will add handsomely to the price your house will fetch when the time comes to sell. And while that’s partly true, there’s a limit to how much you’ll benefit in that way.

Real estate experts point out that, above a limited threshold, you probably won’t get back all the money you put into that remodel. The real impact may be intangible – such as reducing the time your house is on the market before you get an offer.

So your decision to remodel, and how much to remodel, should focus on what you want out of it. Get the high-end stove because you’re an amateur gourmet chef and will use it to practice your skills – not because you think it will guarantee you \$5,000 more from the person who buys your house three years from now.

Business owners need to look at major equipment purchases in the same way, says Bud Miller, chief sales officer and senior VP for small business sales and distribution at TD Bank, which has banks across the country.

When a homeowner upgrades the kitchen or puts on a new roof, “that will all be a part of the analysis of the new buyer,” Miller says. For a business owner, new equipment before a sale has much the same impact.

THE LONG HAUL

The first rule, he says, is buy what you need to buy. Don’t skimp – but also, don’t buy more than you need.

If you get highly specialized equipment, be sure you’ll really be able to use it and that it will ultimately pay for itself. Don’t think you’ve got to buy some fancy new truck just to catch the eye of a business buyer down the road.

If you really are on the verge of selling, you need to be especially cautious, he adds. “Perhaps you want to not purchase something new if you’re planning on selling the business next year.”

Some new gadgets can help you “tease” a prospective buyer – but it could just as well work the other way: If you get a particular brand that some future buyer doesn’t like, that could scotch the deal before it’s even off the ground.

Besides that, expensive new equipment is going to add to your debt. No buyer wants that to be larger than it has to be – and if it’s too high, they will walk away without even kicking the tires of your operation.

“You really should consider, ‘What can my new purchaser finance?’ If you’re intending to sell, look at your equipment as the bank would look at your equipment.”

Mo Howard

EXIT STRATEGY

Mo Howard, CEO at Ultegra Financial Partners in Denver, Colo., says that when you buy equipment for a company you know you’re selling in the near future, your decisions need to relate directly to your preferred exit strategy. So it helps to look through the eyes of a potential buyer for your firm.

“You really should consider, ‘What can my new purchaser finance?’” Howard says. “If you’re intending to sell, look at your equipment as the bank would look at your equipment.”

Equipment that has a longer life cycle is probably going to hold its value longer – and so will add the most to your company’s potential purchase price. Short-life equipment will have the opposite impact: If your computers are six years old, don’t expect them to add anything to your overall selling price, considering that information technology tends to be obsolete inside of 18 months.

SECOND-HAND DANGERS

So should you prefer used equipment instead, since it will be cheaper and put you in less debt?

Not necessarily. Once again, think about your future buyer’s needs.

If you weren’t planning to sell, you would want used equipment that you can rely on – not equipment that will cost you more in continuing repairs than it will make for you in new business.

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The same is true if you are planning to sell – only it's your buyer who will have to rely on the equipment you buy. You can be sure if the buyer's financial team sees a money pit in your "inexpensive" second-hand trucks, it will come off the bottom line of your sale at best – or leave you without anyone to sell it to at worst.

YOUR BUSINESS

The bottom line? New or old, and whatever kind it is, you really need to think about whether the equipment you buy will enhance the business when the time comes for you to sell it – or whether, instead, it will just be a burden on the buyer.

"You should operate your business like it's an ongoing entity – do what is right for it," Miller says. Whatever you may have in mind for its future, "own it and operate it like you were going to have it another 50 years." ■



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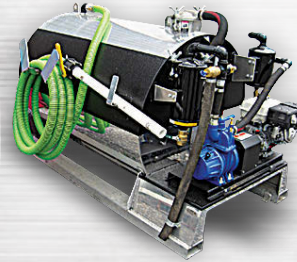


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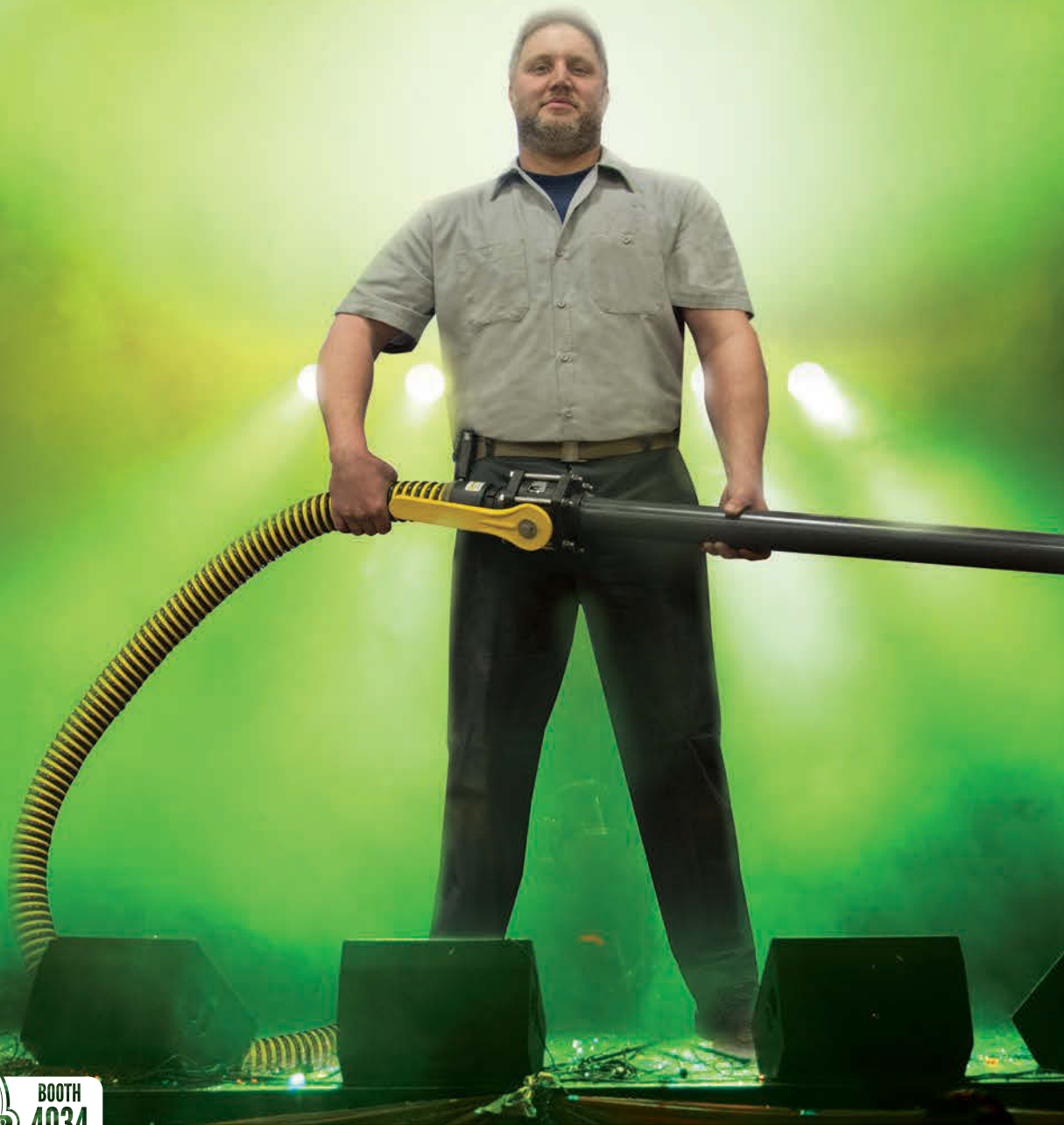


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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio Lifetime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

The Bearer of Bad News

Homeowners hit with the news of unexpected system failure can suffer sticker shock. Take care to communicate wisely with customers. By Jim Anderson

QUESTION: My drainfield is shot. Do I also need to replace my septic tank?

ANSWER: This is a question homeowners often ask either before or after the fact. Like anyone would be, these homeowners are concerned about costs, and replacement of a septic system was probably not on either their wish or bucket lists. So when the homeowner hears that the consistent smelly puddle in their backyard means their drainfield needs to be replaced, there is bound to be some amount of panic or consternation.

What is your answer from the service provider's point of view? How you answer this question and the actions that go with it may have an impact on determining whether they remain your customer and whether they are satisfied and happy with the end result.

The service provider should walk homeowners through necessary steps needed to determine what the replacement to the drainfield needs to be and also whether or not the septic tank or other sewage tanks need to be replaced.

SITE EVALUATION

In terms of replacing the drainfield, they should be informed that a site evaluation will be necessary during which the soil is analyzed for the presence of any limiting soil conditions such as indicators of periodic soil saturation, slowly permeable layers or high bedrock, all of which could have contributed to the drainfield failure. If the system is more than 10-20 years old, which is likely the case, they should be informed that the rules today are probably different from when the current system was installed. This means they may end up with a different type of soil treatment and dispersal area than they currently have.

Highlight that the tank or tanks should be opened, pumped and inspected to see that all appropriate baffles are in place and operating, and that all parts of the tank are structurally sound and watertight. Discuss with them that – depending on the evaluation – the tank could be deemed acceptable as is, require some level of repair or addition to bring it up to current code (such as bringing risers to the surface), or abandoned and replaced.

While the conversation is taking place, the homeowner is visualizing dollars disappearing. So if you are the person or the company making those assessments, give the customer a general cost estimate and then come back later with an itemized estimate. If you do not do all of the evaluation work, let them know who does.

A good policy, if you are going to do the inspection, site evaluation and evaluation of the system, is to tell the customer ahead of time how you will report the results.

A good policy, if you are going to do the inspection, site evaluation and evaluation of the system, is to tell the customer ahead of time how you will report the results. Explain that when the evaluation is completed, you will take them through each system component and detail what led to your recommendation.

All of this makes good common sense to most of us, but here is something I was consulted about by a homeowner recently:

STRUGGLING SYSTEM

The homeowner indicated their drainfield was surfacing and there was a limiting soil condition that specified that the soil dispersal part of the system be a drip irrigation system. Ahead of the drip system, they needed to install an aerobic treatment unit to clean the septic tank effluent for delivery to the drip system. The original septic tank was never inspected but the "new" system was hooked up directly to the piping from the septic tank.

After a few months, the ATU was struggling and the filters in the drip system were consistently plugging, causing problems. When the tank was opened, it was full of solids and the outlet baffle had fallen off. In addition, the lid of the tank and the area around the outlet baffle were highly corroded and not sound; the tank needed to be replaced! This had gone on long enough that the ATU was also damaged and needed replacement. Making matters worse, the warranty was voided because the tank had not been inspected and taken care of.

Now I don't know why the tank wasn't inspected as the rest of the system was worked on, but I would bet it was at least in part the result of the homeowner wanting to reduce costs and talking the service provider into just replacing the other parts of the system. Now the homeowner was ending up paying more. The bottom line is that there are procedures to follow when evaluating systems to answer what the homeowner feels is a simple question, and that when all steps are not followed there is the potential for disastrous consequences. ■

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Education in Indiana

Pumper & Cleaner Expo host state's wastewater association grows as it promotes protection of public health **By Doug Day**

Despite legal restrictions that prevent it from lobbying, the Indiana Onsite Wastewater Professionals Association has plenty of influence on the success of the industry in the Hoosier state. With a good membership mixture ranging from installers and local health officials to state regulators, the association fosters partnerships aimed at protecting the water resources of the state.

As the host state association for the Pumper & Cleaner Environmental Expo International Feb. 24-27, the IOWPA will have booth number 1062 on the exhibit floor in Indianapolis.

Under the direction of Executive Director Donna Sheets and President Jerry Maule, the group has 481 members: 302 contractors, 122 health department representatives and 57 vendors. The pair discuss association activities:

What is the main focus of the Indiana Onsite Wastewater Professionals Association?

Sheets: Our mission statement is, 'IOWPA is committed to protecting the public health and the environment of Indiana by improving and increasing access to wastewater treatment for individuals and communities living beyond centralized wastewater treatment facilities.'

We only had about 100 members when I came on board in 2007. I credit the growth entirely to the certification program. That is really our driving force, along with the relationships we have with our health departments.

We began offering the Installer Certification course in 2005 and added the continuing education component in January 2009. We now have 295 certified installers, only a handful of our installer members are not certified.

In August 2013, at the urging of the Indiana State Department of Health, IOWPA rolled out our first Inspector Certification program and certified 29 contractor inspectors plus six health department officers. Being certified as an inspector gives our installers another revenue stream.

Although the National Association of Wastewater Technicians has a thorough inspector's certification, it did not cover some of the codes specific to Indiana. Our three-day training includes two hands-on system inspections and evaluations. The certification committee developed a very detailed checklist that is available on our website [www.iowpa.org].

We also partner with the vendors to certify installers on specific products that have been approved by the state of Indiana. Some vendors have also submitted their continuing education programs to us.

We have several installer training and exam opportunities throughout the state, along with an annual conference. We also have a booth at the Pumper

& Cleaner Environmental Expo International. Our members and board members will staff the booth and we'll give away at least one free membership.

It is interesting that you don't do any lobbying. Why is that?

Sheets: As a 501(c)(3) educational organization, IOWPA cannot lobby. However, many of our members actively participate in reaching out to their legislators on a variety of issues that might impact the industry.

There has been some talk about reforming as a 501(c)(6) trade association and then we could lobby, but that's not something that is really on the radar. If we did that, we would keep the 501(c)(3) as a foundation for our scholarship program and things like that. It is something other organizations should be aware of, especially if you are forming a new one.

Do you find that you still have a voice in the regulatory process without lobbying?

Maule: We do. IOWPA can't say we take this or that position, but we can encourage our members to contact their representatives. We have embraced

local and state health department professionals by offering them complimentary membership and installer certification opportunities. With the support of our regulators, we have successfully reached installer professionals around the state, elevating their level of professionalism with training and certification opportunities several times a year.

The state Department of Health has revised the codes numerous times and they always reach out to us and ask for our input. They don't always agree, but

they always ask us and give us an opportunity to review new regulations.

Many of the regulators also give freely of their time to IOWPA. Our vice president [Alice Quinn] is with the Indiana State Department of Health. We have many county health department people who are excited about the organization and like learning more about septic systems, sharing information with the members and learning from our members. It's a really good give-and-take and exchange of information.

Sheets: Without that relationship, we would not have been able to accomplish some of the things we have accomplished. While we have a state code, each county can have specific ordinances that are set by their County Commissioners.

(continued)



Donna Sheets is executive director of the Indiana Onsite Wastewater Professionals Association. Reach her at 317/889-2382 or www.iowpa.org.

IOWPA cannot lobby. However, many of our members actively participate in reaching out to their legislators on a variety of issues that might impact the industry.

- Donna Sheets

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There are also some regulatory issues right now that are important to our soil scientist members. And one of our board members [Gary Steinhardt] is from the Purdue University Department of Agronomy, so we have expertise available in that area.

You are also involved in the community. Tell us about your Field Day.

Sheets: For the past several years IOWPA has held a Field Day to help a family or organization in need. We request candidates with the help of health departments who know about failed systems and people who need assistance. In October 2013, with the help of the Steuben County Health Department and the Indiana State Health Department, about 25 IOWPA contractors and suppliers volunteered to install an elevated sand mound system for a disabled Vietnam veteran. Our members donated and sponsored labor, equipment, product, money and food. The total value of the donations was more than \$16,000, including 210 tons of sand donated by six local gravel pits.

What is the history of IOWPA?

Maule: It was legally formed in September 2000. The key organizers at the time were Greg Miller, then with Infiltrator Systems and now with A & R Waste Management, Don Jones of Purdue University, Greg Lake, Tim Strombeck, John Vanderbosch, and Forrest Hershberger to name a few. Greg [Miller] wanted to bring in the support of the manufacturers to help professionalize the onsite wastewater industry. At the time, training was available to state and county regulators, but there wasn't much for the rest of the industry, which led to IOWPA.

The group traces its roots back to 1982 when it was the Northern Indiana Pumpers Association, which grew into the Indiana Pumpers Association. It was formed to help the pumpers deal with the EPA 503 regulations regarding septage hauling and land application. ■

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Owner Jim Rishel runs this all-burgundy Volvo VED12 built out by J & J Truck Bodies and Trailers with a 4,600-gallon steel tank and Fruitland 500 cfm pump. The truck is powered by a 465 hp Volvo engine tied to an Eaton Fuller 8LL transmission. The truck is built for a day-into-night workload with the large tank, three 4-inch intakes, a 4-inch discharge and work lights on the sides and rear. The dark, single-color look is contrasted by aluminum hose trays and front wheels. Rear wheels are white, matching the simple tank and door signage. Featured prominently is Rishel's golden retriever, Lady Cate, who rides shotgun on long routes. The graphics were from Auto Trim Design. The cab is set up for comfort with spring ride, AC, cruise control and an iPod- and Sirius satellite-ready stereo. The truck hauls mainly residential septicage. ■

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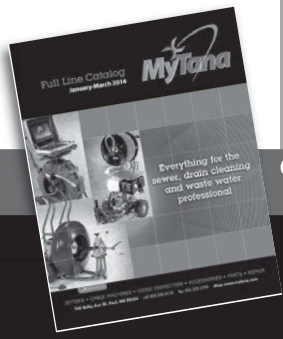
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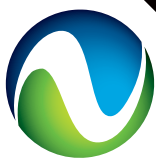
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Lewis & Clark City-County Health Dept. & NAWT
Beth Norberg: bnorberg@lccountymt.gov, 406-447-8385

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Important NAWT Activities for Expo Week

By Dhru Bhatt

NAWT BOARD MEETING

On Monday evening, Feb. 24 at 6 p.m., after the Pumper & Cleaner Environmental Expo International Education Day courses are completed, the National Association of Wastewater Technicians Board of Directors will meet for a business meeting. Members of any state association interested in learning about NAWT affiliation are welcome to attend and get to know the current board members! This will be held in Room 108 at the Indiana Convention Center.

NAWT INSTRUCTORS MEETING

On Tuesday afternoon, Feb. 25 at 3:30 p.m. there will be a meeting of all NAWT course instructors. The meeting has several purposes, not the least of which is the opportunity to get to know one another since we are scattered across the country; but more importantly to discuss current NAWT courses and their content; discuss necessary changes – what works, what doesn't; and to discuss the potential for state partnerships and educational programming in the future. If you have an interest in NAWT education programming but are not an instructor, you are still invited to attend, meet the instructors and participate in the discussion. The meeting will be held in Room 108 of the convention center.

STATE ASSOCIATION BREAKFAST

On Wednesday morning, Feb. 26 in Room 108 of the convention center there will be the state association breakfast sponsored by COLE Publishing. This is when the Ralph Macchio Lifetime Achievement Award will be presented by COLE Publishing. The annual NAWT Excellence in Service Award will also be presented at the breakfast. The William Hapchuk Memorial Scholarship recipient will be announced. So come by and have a free breakfast and take part in the award recognition and state association meeting discussion. Breakfast starts at 7 a.m. The annual state association meeting begins at 7:30 a.m., and the awards presentations begin at 8 a.m. It all wraps up in time for the show opening at 9 a.m.

DUES AND FEE INCREASES

For NAWT members and service providers who hold one or more NAWT certifications, you will have already noticed some slight increases in fees this year. The NAWT Board, after much deliberation, saw the need to increase fees for the first time since 2000 to make sure the organization

remains on stable financial footing. For those who will be recertifying or are thinking of joining, these are the fees in effect since Jan. 1.

The initial and recertification fee for NAWT inspector, installer or O&M provider has been raised to \$75 for two years. This fee is paid upon initial certification and when applying for recertification. To streamline the process, the Board did away with additional fees associated with using non-NAWT courses for recertification. Individual membership dues were raised to \$175 per year; company membership was raised to \$350 per year. Associate memberships were raised to \$750 per year. Association affiliation remains at \$100 per year. If there are any questions, contact the NAWT office. ■

NAWT Membership/Contribution Form

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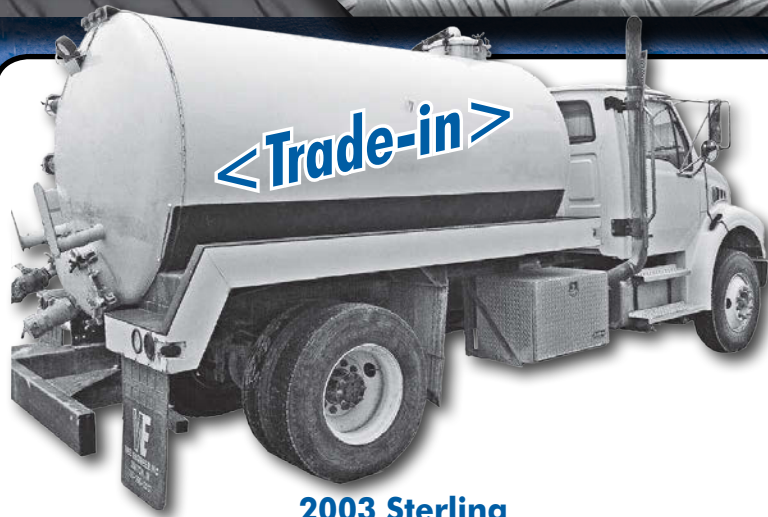
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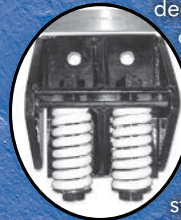
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The rescue took place in April 2012. TS-Rohrreinigung received a call from the district Frickenhausen/Linsenhofen, with the information that noises could be heard in a rain water sewer DN 150 on the industrial estate. After just a short time, a technician was on site with an equipment van and investigated the sewer with a camera. At

around 6-8 meters, a living baby animal was sighted, which obviously could not find its way out of this sewer by itself. Immediately, everyone present was asking themselves: how can the baby animal be rescued from the sewer without being injured?

Suddenly, the technician had the idea of using the bodus gripper. You can reduce the gripping pressure with the regulation valve to such an extent that it could grip the baby animal without injuring it.

And that's how it happened. The technician prepared the bodus gripper and slid it up to the baby animal in the sewer. The bodus gripper was closed carefully and the baby animal was pulled out of the sewer. After an examination at the vets, it became apparent, to the astonishment of everyone involved, that it was a young fox.

The animal was housed with a family living on the edge of the forest, and, as of August 2012, the fox is doing well. He comes and goes and continues to visit the family that reared him. That is the pneumatic gripper from bodus gmbh: the only device that is able to get almost anything out of the sewer! In order to be able to rescue more animals, every pipe cleaning vehicle should be equipped with a fishing rod from bodus gmbh!





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Dining Out

When you get a hunger on at the Pumper & Cleaner Expo, head out to these popular Indy eateries for a bite **By Judy Kneiszel**

The Pumper & Cleaner Environmental Expo International gives attendees the chance to check out the latest offerings from equipment manufacturers. It also provides the opportunity to check out the latest food offerings from Indianapolis restaurateurs. When your head is swimming with new information and your stomach is growling with hunger, you've got countless options for dining in the Circle City. Here is a description of a few interesting Indy eateries to get you started.

Note, price ranges are a per person estimate not including tax, tip or beverage.

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Hours: Sunday through Thursday, 11 a.m. to 10 p.m.; Friday and Saturday, 11 a.m. to 11 p.m.

Price range: Slices range from \$2.50-\$3.25; whole pies from \$7.25 for a 10-inch; \$22.95 for a 16-inch large specialty pizza. Sandwiches range from \$6.95 to \$8.95.

Menu sampling: Bazbeaux special pizza with fresh basil, garlic and sun-dried tomatoes; Colossus pizza with pepperoni, Italian sausage, ham, mushroom, red onion, green pepper, black olives; Stromboli stuffed with Italian sausage, green pepper, mushroom and onion, baked with tomato sauce and cheeses; sorbet and gelato desserts.

DICK'S BODACIOUS BAR B Q

50 N. Pennsylvania St.

Phone: 317/916-9600 • www.dicksbbq.com

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Hours: Monday through Thursday, 11 a.m. to 9 p.m.; Friday and Saturday, 11 a.m. to 11 p.m.; Sunday noon to 8 p.m.

Price range: \$5-\$18

Menu sampling: Loaded smoked baked potato, chili cheese nachos, smoked salmon salad, barbeque chicken wings, pulled pork sandwich, ribs, sugar cream pie.

SLIPPERY NOODLE INN

372 S. Meridian St.

Phone: 317/631-6974 • www.slippery noodle.com

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

Hours: Full menu available till 11 p.m. nightly; late night menu offered. Open every day at 11 a.m.

Price range: \$8-\$20

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

HARRY & IZZY'S

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Created by the owners and operators of the legendary St. Elmo Steak House, Harry & Izzy's provides a more casual, updated environment, but features some of the same items St. Elmo is famous for, like the "World Famous St. Elmo Shrimp Cocktail." Harry & Izzy's has something for every budget from four different \$5 sliders to a \$50 steak.

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Price range: \$5-\$45

Menu sampling: Prime rib sandwich, brick oven baked pizzas, 14-ounce New York strip steak, smoked pork chops, roasted half chicken, shrimp po boy sliders, blackened catfish, bread pudding.

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

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Phone: 317/569-0975 • www.oceanprimeindy.com

If your party can't decide between steak and seafood, Ocean Prime is the place for you. "Prime" refers to the quality of steaks and seafood, as well as their handcrafted cocktails and award-winning wines. Ocean Prime also features a raw bar, and offers a menu of gluten-free dining options.

Hours: Monday through Thursday, 5 to 10 p.m.; Friday and Saturday, 5 to 11 p.m.; Sunday, 5 to 9 p.m.

Price range: \$30-\$50

Menu sampling: Lobster bisque, oysters on the half shell, Chilean sea bass in champagne truffle sauce, jumbo lump crab cakes, aged prime steaks from an 8-ounce petite filet mignon to a 16-ounce rib-eye, ten-layer carrot cake.

MAXINE'S CHICKEN & WAFFLES

132 N. East St.

Phone: 317/423-3300 • www.maxineschicken.com

Hearty home cooking is always on the menu at Maxine's where their slogan is "A Taste of Love in Every Bite." This is a menu full of made from scratch comfort food.

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

Price range: \$5-\$15

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

THE EAGLES NEST AT HYATT REGENCY

1 S. Capitol Ave.

Phone: 317/632-1234 • www.indianapolis.hyatt.com

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

Hours: 5-10 p.m. daily

Price range: \$40-\$80

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

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Phone: 317/917-8090 • www.fastburritomexicangrill.com

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

Hours: 7:30 a.m. to 3 p.m. every day

Price range: under \$10

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

LOUGHMILLER'S PUB & EATERY

301 W. Washington St.

Phone: 317/638-7380 • www.loughmillerspub.com

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Hours: 11 a.m. to 12 a.m. Monday through Saturday

Price range: \$8-\$15

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

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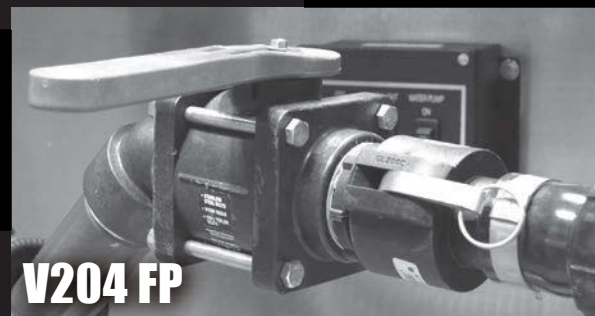


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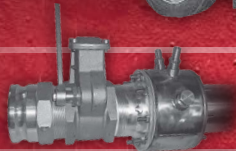
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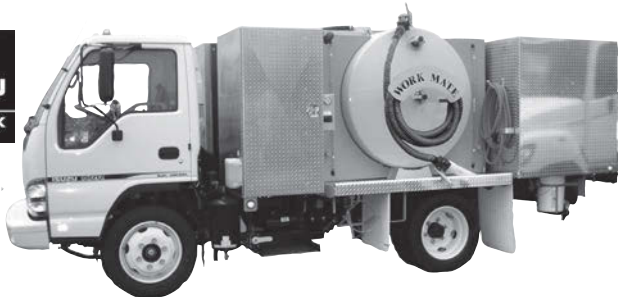
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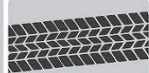


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in the
SPOTLIGHT
By Ken Wysocky

VACUUM TRUCK FOR SEPTIC SERVICE AND PORTABLE SANITATION WORK

A versatile new vacuum truck built by **Presvac Systems Ltd.** is aimed at liquid-waste contractors who clean septic tanks and service portable restrooms — or who do one or the other, but are considering diversifying their business.

"We're finding more and more people who are not dedicating their business to just portable restrooms or pumping septic tanks," says Dave Barr, sales manager at Presvac. "This unit is a hybrid that can do both for people who want to diversify their business so they're not dependent on just one market."

A primary feature of the single-axle truck is a stainless steel waste/freshwater tank, although it's also available in carbon steel or aluminum as well. The tank can be configured for between 1,000 gallons waste/800 gallons freshwater to 2,500 gallons waste/1,000 gallons freshwater.

"Stainless steel is better for longevity — there's no pitting or corrosion," Barr says. "It should last well more than the life of the truck. Contractors can move it from one chassis to the next. But for some, weight is a bigger issue than longevity, so aluminum is better."

The hybrid unit comes with a Presvac PV750 rotary vane pump that produces air flow of 450 cfm, but Barr says Presvac can install any manufacturer's pump to comply with individual contractors' fleet specifications. "Every one of our trucks can be custom built," Barr says, noting that Presvac can outfit any brand of truck, too. "That's one of our specialties. We don't have them prebuilt and ready to go."

Standard equipment on the truck includes a two-unit restroom carrier; a waterproof toolbox, available in stainless steel, steel or aluminum; and a 2-inch load valve (also available in 3-inch diameter) and 4-inch discharge valve. The tank can be angled 3 inches lower in the rear for easier off-loading.

Optional equipment includes air-ride suspension (which when disengaged in the rear can add three more inches to the tank's slope); heated valves for cold-weather applications; float gauges for convenience and less maintenance; and extra floodlights (with either standard, halogen or LED bulbs). The truck can also be outfitted with a small toolbox jetter that typically generates 3 gpm at 2,000 psi. "But those specs can vary within the parameters of the truck's hydraulic system," Barr says. **800/387-7763; www.presvac.com.**

GENERAL GEN-EYE HOT SPOT LOCATOR

The Gen-Eye Hot Spot pipe locator from General Pipe Cleaners features field antenna and on-screen icons to quickly locate inspection cameras, sondes, active power lines and utility lines. The auto backlit LCD display uses arrows to point the way. The null icon indicates pipe location and the camera icon confirms the locator is over the target. Other features include line direction compass, dust- and dirt-proof, water-resistant, upgradable software and the ability to locate two sonde frequencies, two power frequencies and four line frequencies. **800/245-6200; www.drainbrain.com.**



CENTRISYS THK THICKENING CENTRIFUGE

The THK thickening centrifuge from Centrisys thickens waste-activated sludge without polymer. The system produces up to 8 percent cake solids running at

flow rates of up to 1,000 gpm. Applications include secondary sludge, primary sludge, oxidation ditch sludge, digested sludge and membrane bioreactor (MBR) sludge. **877/339-5496; www.centrisys.us.**

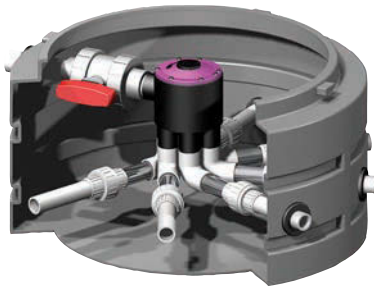
VAC-TRON LOW PROFILE VACUUM SYSTEM

The low-profile 33 Series vacuum system from Vac-Tron Equipment features quiet operation and an all-hydraulic, full-opening rear door that eliminates the need for manual safety locks. The door is controlled by push buttons on the side of the unit. Designed to remove wet and dry materials, other features of the unit include reserve pressure system, 0.5 micron filtration, quick-connect camlock fittings, two sections of 12.5-foot suction hose, underwater tank hose and wand storage, horizontal wand storage and spring-loaded locking handles. Available in trailer- or truck-mounted versions, unit options include hydraulic boom and/or air compressor. **888/822-8766; www.vactron.com.**



QUANICS PRESSURE DISTRIBUTION VALVES

Pressure distribution valves and valve assembly packages from Quanics are available in two to six outlets, enabling a single valve to alternately dose up to six different zones. Applications include mound, LPP systems, sand filters, drip irrigation fields and advanced treatment module dosing. Valves are available as a complete assembly installed inside a basin package with lid. Preassembled packages (completely insulated or insulated lid) include ball valve for adjusting flow, quick disconnects and clear sections of PVC piping for monitoring flow. **877/782-6427; www.quanics.net.**



NLB UNIVERSAL NOZZLE HEADS

Universal heads for Typhoon self-rotating nozzles from NLB Corp. are designed to cut through blocked tubes while polishing the tube's inside diameter. The seven heads – used

with Typhoon models RPN1510, RPN2410, RPN1520 and RPN2020 – combine cutting surfaces and polishing orifices in a single tool. The nozzles clean tubes down to 5/8-inch diameter, rotating at speeds up to 7,000 rpm. The rotating action comes from the head instead of the barrel, focusing the force of the water (15,000 to 40,000 psi) up front. Nozzles are made of high-grade stainless steel and coated with titanium nitrate for long life. **877/652-7796; www.nlbcorp.com.**

RAIN FOR RENT RITEFLO APP

RiteFlo, a free app from Rain for Rent, features a suite of hydraulic estimation tools designed for water and wastewater professionals. The app includes a gravity flow logger and TDH calculator. It can be downloaded from the Apple App Store. **800/742-7246; www.rainforrent.com.**



JASON INDUSTRIAL SPILL AND RECOVERY HOSE

The 3085 Series oilfield clean-up and spill recovery full vacuum hose from Jason Industrial is made with an NBR/PVC tube and PVC clockwise helix

for light weight and flexibility. **630/752-0600; www.jasonindustrial.com.**

DITCH WITCH RIDE-ON TRACTOR

The four-wheel-drive RT100 ride-on tractor from Ditch Witch has a Tier 4-compliant 100 hp Deutz diesel engine. The operator's station has a 90-degree swivel seat, adjustable armrests, tilt steering column and color LCD engine display. Climate control is available. **800/654-6481; www.ditchwitch.com.**



KROS 4-IN-1 PORTABLE URINAL

The 4-in-1 portable urinal from Kros International has four privacy stalls and 105-gallon holding tank. Made of recyclable polyethylene plastic, the urinal weighs 187 pounds. Applications include concerts, festivals, running races and construction sites. **855/576-7872; www.krosinternationalusa.com.**

B&W FIFTH-WHEEL HITCH

The RVB3500 Companion fifth-wheel trailer hitch from B&W Trailer Hitches, rated for 20,000-pound towing capacity, features the Turnoverball mounting design for quick, single-point installation. **800/810-4918; www.turnoverball.com.**



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The Hose Strain Relief Kit from Coxreels protects hose fittings and connections from potential damage by providing strain relief when the hose is fully extended on the reel. Under use, the clamp takes on the force from over-extended hose and protects the hose fittings and connections at the riser from extensive tension. The accessory is available for hand-crank and motorized reels with hose sizes from 1/2 to 1 1/2 inches I.D. **800/269-7335; www.coxreels.com.**



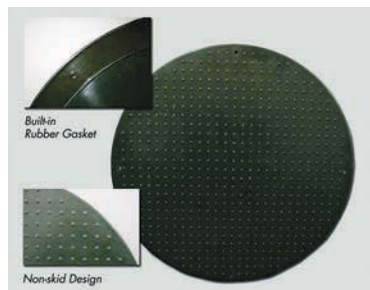
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The Compact Monafil zero-energy biofiltration system from Anua uses granular, high-density peat media to remove odors, VOCs, sulfur and nitrogen-based compounds. The system also uses shell-based media to maintain a neutral pH within the prepackaged biofilter. **800/787-2356; www.anua-us.com.**



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The HC80000 Series of heavy-duty, hand-crank reels from Reelcraft Industries are designed for industrial applications requiring long lengths of large hose and truck mounts. The cast aluminum base is rated at 40,000 psi tensile strength. Options include heavy-duty pin lock to prevent de-spooling when not in use and adjustable drag screw to prevent backlash when operating. **800/444-3134; www.reelcraft.com.**



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The nonskid, kelp green fiberglass septic riser cover from Topp Industries is designed to fit most 24-inch diameter risers and corrugated pipe. The cover is noncorrosive and can withstand a 2,500-pound wheel load. The built-in cover

gasket provides a watertight and gas-tight seal. Bolt holes are predrilled for easy assembly. Stainless steel hardware is included. **800/354-4534; www.toppindustries.com. ■**



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The poster sent this photo showing his truck with chains, after it backed up a steep grade to pump a septic tank.

Chain It Up!

Rocky Mountain poster says winter jobs are few and far between, but they can be exciting

This feature in Pumper reports noteworthy conversations that take place at the Pumper Discussion Forum, an online forum for industry professionals found at www.pumper.com. Pumper Discussion enables exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemical and additives and much more. Information and advice in "Overheard Online" is offered in good faith by industry professionals. However, readers should consult in depth with appropriate industry sources before applying such advice to a specific business situation.

QUESTION:

I had to pump a ski chalet over at Powderhorn Mountain today, at the top of the hill. I had to put on the chains to back up the drive to get close enough to the tank. Winter is so much fun.

I went up the hill without a problem but left the chains on for the ride to the bottom. There was about 4 inches of snow pack on the roads with idiots in SUVs crowding the center. There's not a lot of work this time of year but I had two customers today. Both paid cash and one even tipped.

ANSWERS:

You're a better man than me. I would have told [the customer] to plow it and salt it and I would be back. That's customer service right there.



I wish plowing and salting would have worked but the driveway was also one way and with too much grade. Once you get used to the chains, it's not too bad. And yes, I do charge extra for this kind of service. The customer was happy and even tipped.

Once you get used to the chains, it's not too bad.
And yes, I do charge extra for this kind of service.
The customer was happy and even tipped.



You've got some long hoses on that truck. How many feet of hose do you carry? I only carry 200 feet.



You carry more than me. I carry four 33-foot hoses – 132 feet – and one shorter one, a little less than 30 feet. About 160 feet total. On this job, I only had out four hoses at about 120 feet.

QUESTION:

I'm very interested to see what the guys did before computers for 2-, 3- and 4-year reminders. Individual note pads for even years and odd years? Separate log for annuals? Thousands of index cards for every individual? I enjoy not putting my whole life on a hard drive and I'm not concerned about notepads getting lost, etc., so what was the old school method?

ANSWERS:

My folks did thousands of note cards.



I mail out reminder cards. If I do not get a call, I follow it up with a letter. This works out very well for me.



I actually wrote a service order dated three years from date of pumping. Then I would call them. I prefer personal calls compared to getting all these cards in mail. I do know most of my customers personally though. ■

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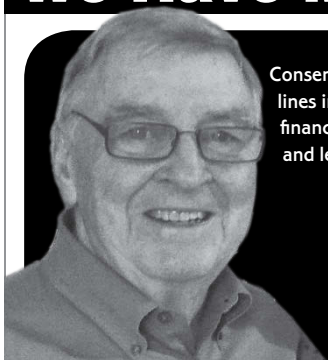
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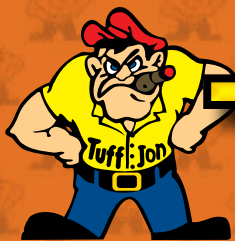


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2001 Vactor 2110 27" PD Sewer Cleaner. CAT engine with in frame and blower rebuild just done. Runs excellent with new federal DOT inspection.

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Call Mike 209-810-8049 P04

2002 Vactor 2110, PD, many options. Recently rebuilt. Please call for price. Great deal for a serious buyer. Jim 916-806-6224. (P02)

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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)

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Perma-Liner Top Gun F-18 Inversion Unit. Used only one time. Comes with five 6"-18" inversion heads, Viper steam-cure system with steam control unit and all related hoses. Paid \$105,000. Will sell for \$62,000 or best offer. For more photos visit **www.Industrialwasterecovery.com.** Call 616-719-5595 (P02)

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

PORTABLE RESTROOM TRUCKS



2004 International DT 466: 24-foot bed with lift gate; 191,000 miles. \$17,500

Rodney Lane
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Complete Portable Toilet service truck mount units (turn-key), mounted on your truck or ours. Tool boxes, dual work stations, dc10 washdown pump, reversible vacuum pump, hose reel, set up complete, toilet racks available. 1100 waste/400 fresh: \$19,000, 1700 waste/600 fresh: \$20,500. Any custom options or sizes available!

TexLa Services
936-641-3938
www.texlaservices.com (P02)

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.pottymann.net.** Call 229-224-0404 (P02)

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2002 Chevy C6500, Abernethy 1,500-gallon tank - 1250/250 split, Masport 230cfm pump, toilet rack with hitch. 210hp CAT 610TQ, air brakes, auto. 25,950 GVW, 147K. \$27,500 OBO. 740-357-1208 (P04)

2001 Ford F550 4x4 7.3L diesel portable toilet vacuum truck. 110,000 miles. New transmission from Ford. 900+ gallon baffled tank. Also has Honda engine with pump, area for 2 portables, and lift gate. \$16,500. 203-395-6017 (P02)

2005 GMC 5500: 237,000 miles. Auto, diesel, new tires. Conde SDS12 pump, 1,500-gallon aluminum Amthor tank. Asking \$19,500. Call 419-625-8764, Ohio. (P02)

2008 Dodge 5500: Purchased new Jan 2010. Diesel, auto, Satellite 650/300 gallon tank, two unit carrier. \$34,000. Call 845-883-5563 (P02)

Pre-owned Coleman 2-compartment, 1,800 U.S. gallon, 1,000 waste / 800 water stainless steel, portable toilet vacuum tank. Mounted on 2005 International 4300 cab and chassis with a Masport HXL 3V vacuum pump. (Stock# 8085V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

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

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.** (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)

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

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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)

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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

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. (P02)



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

P02



2007 Freightliner M2 with new 2,500-gallon Imperial tank, Masport 350cfm, 260hp, Allison automatic, air ride cab & suspension, ATC traction control. Stock# 373243.

888-961-4185

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P02



1996 International 4700/T444E: 1,500 gallon tank with Masport #2 under hood pump. 285,001 miles. New tires. Works hard, not pretty. \$18,500

541-410-6707, OR

P02

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1981 Peterbilt 359: Engels 3000 Hoist. Full opening rear door. 400 Cummins, 15-speed, double frame. 150,000 actual miles. New Masport 75. Call for more pics and details..... \$32,000

Dave 612-221-6416 MN P02



2005 Peterbilt 379 C-15 CAT 475hp Pre-emission, Tri-Axle, 425k miles, 80kGVW, 2010 tank 4,200 gallon, Fruitland 500. Fresh DOT paperwork, mint condition. Can email pix.. \$100,000

203-879-3746 CT P02



2013 International T-800: 5,000-gallon tri-axle. D-Mag pump. Loaded. Very nice, just too big for us. \$155,000 Firm. No trades or low offers. Located in northwest Florida.

850-902-9044, FL P02

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)

2000 GMC T-6500: VIN:YJY16398. 6-cylinder CAT motor. Pump and tank in good working order. Truck drives well. New king pins installed. Transmission in good shape. 1,500-gallon tank. \$15,700. Please email for pictures ddisanti@coastalbiodiesel.com or call with questions at 843-504-1835. (P02)



Turn-Key Vacuum Tank Units: 3,600-gallon, unit mounted on your truck or ours; \$20,000. 3,200-gallon truck units; 19,500. 2,500-gallon truck units; \$18,000. 2,000-gallon truck units; \$17,000. 1,500-gallon truck units; 16,000. 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 P02



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.0pdykes.com PBM

2002 International 4900 pump truck. 182,000 miles. Spicer 9-speed transmission. 3,300-gallon Heil aluminum tank. 300-gallon freshwater tank. \$44,500. Call 815-693-0502. (P04)

1999 Sterling: Quad axle, CAT C-12 (new in '07), 8LL Fuller transmission. 5,000-gallon tank, hoist. 400k. \$60,000. 920-639-6365 (P02)

1998 International 4700: DT466 Allison, 258,000 miles. Mechanically very good. 2002 Lely 2,300-gallon and Powerflo PF540. foresthillfarm@yahoo.com Randy 360-301-0249. \$22,500 OBO (P02)

1995 International 4000S: VIN: 1HTSCAAL SH682462 5-speed transmission. Air brakes. Tires good. Tank and pump works well. New back brakes. \$14,779. Please email ddisanti@coastalbiodiesel.com for pictures. Call with any questions at 843-504-1835. (P02)



1999 International 4900 Pumper: 2,500-gallon tank, R260 pump. Working daily. Tires 70%, good condition. Call for more information \$26,000

703-361-4517 VA P02



1991 International Model 4900 six-wheel pump truck. DT 466 with 190,000 miles. New brakes and new clutch. 2,500 gallon tank capacity. Transway TSI-500 pump. 33,000 lb. gross vehicle weight. Truck is out working everyday. Excellent condition. Inspectable. \$24,000

Call Mark 603-493-1519 NH P02



2000 Sterling: New Imperial tank and Masport H400W pump never used! 4,200 gallon. 20 front, 40 rears. 12 steerable pusher. 300 CAT 8LL. Call for more pics and details..... \$64,900

Dave 612-221-6416 MN P02

2001 Sterling Acterra: 260hp Mercedes engine. 224,000 miles, great condition. Many extras. 2,500-gallon tank. 330-428-0185 or email gsnovak1953@frontier.com. \$59,000 (P02)

1996 GMC TopKick: Gas, 2,500 gallon, runs great. New paint, new hoses. Can deliver in Utah. \$14,800 offer. 435-668-6446 (P02)

1991 International 4900: 466 engine, 250hp. 2,500-gallon tank with Masport pump. 7-speed transmission. Call 540-672-3361 (P02)



1995 Ford L8000: 8.3 Cummins, 8LL. Imperial 3,200-gallon tank, Masport H400W. Great running and working truck. 16 front, 40 rears. Working daily! Call for more pics and info. \$24,000

Dave 612-221-6416 MN P02

2001 International 4000S: VIN: 1HTSCAAM 51H386279. Electronic engine. Truck runs strong. 1,000-gallon tank. \$12,499. Please email ddisanti@coastalbiodiesel.com for pictures. Call with any questions at 843-504-1835. (P02)

1985 Mack R-Model. 350hp engine. 12-speed transmission. Tandem axle. Lely pump. 2,500-gallon tank. Call 540-672-3361 (P02)

1993 International 4000S: Excellent candidate for chassis change out. Tank and pump run well. \$6,595. Please email ddisanti@coastalbiodiesel.com for pictures. Call with any questions at 843-504-1835. (P02)

1999 Sterling Model LT9513: Cummins M11, 7-speed direct. 3,500-gallon tank, heated valves. 18,000 front/40,000 rear with additional steerable lift axle. 258,180 miles. \$48,900. Call 586-531-1976 (P02)

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-1septicseviceinc.com. (PBM)

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. (P02)

2006 Freightliner M2 Business Class: 185k miles, 225hp, 6-speed manual, 33k GVW, air brakes, Fresh D.O.T. NEW 2,500-gallon vacuum tank, Fruitland 500 vacuum pump, valves, manways, LED lights. Custom paint available. \$43,500. Contact Dave @ 734-731-5256 for more information. (P02)

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

SEPTIC TRUCKS

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

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

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

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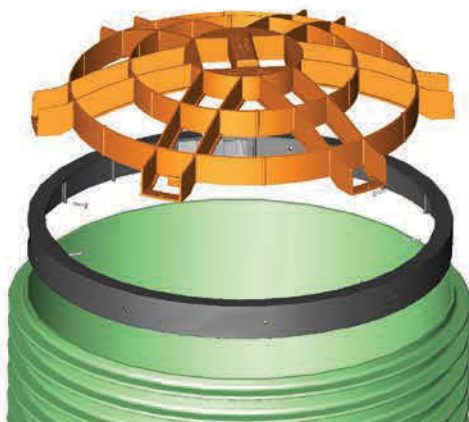
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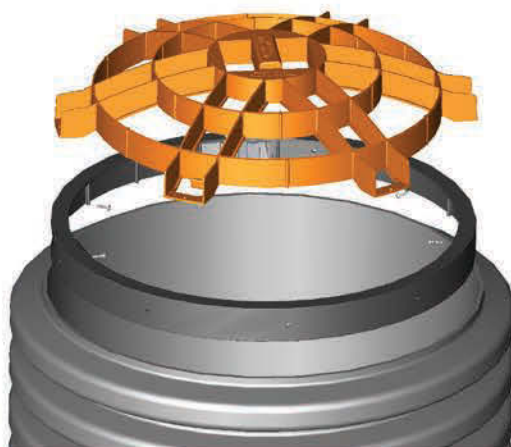




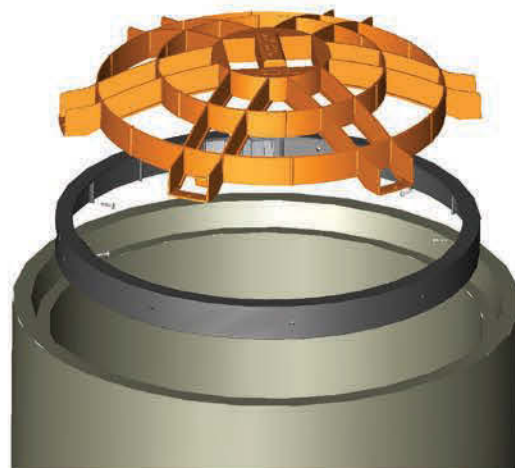
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