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CLIMB EVERY MOUNTAIN

This Oregon pumping crew faces tough terrain, washout rains and continues to make the grade

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PLAYING TO WIN

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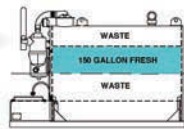


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Cover Story: Climb Every Mountain

- Ken Wysocky

Whether it's 4WD-worthy roads, washout rains or dreadful disposal bills, this Oregon crew overcomes all challenges ... with smiles on their faces.

ON THE COVER: The Roto-Rooter/Waste Connections crew battles mountain passes, tough terrain and difficult disposal challenges in northern California and southwest Oregon. Shown with their Freightliner service vehicle built by FMI Truck Sales & Service are, from left, Al Kenney, Ruben Hernandez, Stephen Wentz, Mark Jared and Dwight Kirkpatrick. (Photo by Scott Graves)

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Jim Kneiszel, Editor



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

Don't Miss Anything

Tips galore can be found inside this issue to help you run a tighter ship and build more profits

By Jim Kneiszel, Editor

Lots of folks tell me they read *Pumper* cover to cover. They say the magazine hangs around the office, where the crew devours the content until the next issue rolls off the presses.

Well, this month, I'm not going to leave it to chance. There is so much to look at in this Independence month issue of *Pumper*, I want to make sure you take it all in. My task is to write one sentence that will compel you to read worthwhile features found inside these pages. Here we go:

Profile: Roto-Rooter of Oregon/California - On-site Manager Al Kenney shares what tool he used to pull a 20-year buildup of thick septage through 240 feet of hose and up a 35-foot grade.

Profile: KRK Enterprises Inc. - General Manager Kyle Kelly explains how the company was successful at courting national chain stores for commercial pumping work at the same time it cut back on advertising and

eliminated commissioned salespeople.

Building the Business - If you're prone to micromanaging employees - you know who you are - Rhonda Savage lays out the damage you're doing by nitpicking your way through the day.

Overheard Online - The wheel is round. ... The vacuum tank is round. ... Here's why septic tank lids shouldn't be square.

Money Manager - What the heck is SWOT, and if you don't know, is your business at a major disadvantage in the marketplace?

Pumper Interview - If you work in a waterfront tourist area, become a shoreland advisor and reap the benefits of a reputation as an environmental advocate.

Septic System Answer Man - Jim Anderson says pumpers need to pay attention to what's going on in the Chesapeake Bay watershed because those same heightened regulations could someday be coming to a municipality near you.

KEEP MOVING WASTE

A wise man once told me the answer to just about every physics problem involves pressure. For the septic service contractor, that means the positive pressure created by blowers or the negative pressure spun out by vacuum pumps. These are the most important tools of your business as a liquid waste hauler, the heartbeat of an efficient service truck.

That's why the product-related content published this month could be as important as anything you'll read this year. Look inside to see a review of the latest pumps and blowers in Product Focus writer Craig Mandli's extensive listings. You can also turn to Craig's WWETT Spotlight story where he provides a snapshot of a new continuous-duty vacuum pump from Moro USA. Then take a look at your present inventory of pumps and blowers. Do you need updating to ensure uninterrupted quality service for your customers?

A PLUG FOR NAWT SCHOLARSHIPS

Take it from the parent of a recent high school graduate off to college this fall: Higher education is expensive, and your son or daughter can use all the help they can get to escape from a learning institution with as little debt as possible. And the pumping industry's trade group, the National Association of Wastewater Technicians (NAWT), wants to help.

In May, NAWT used its monthly column to promote the William Hapchuk Memorial Scholarship, which awards \$1,000 to the child of a pumping industry family. Students must compete in an essay contest with a wastewater-related theme to win the scholarship. Applications can be downloaded at www.nawt.org and must be submitted with the essay by Jan. 15, 2015. The next time you're writing that big tuition check to your son or daughter's college, remember this opportunity to trim the costs a little. ■

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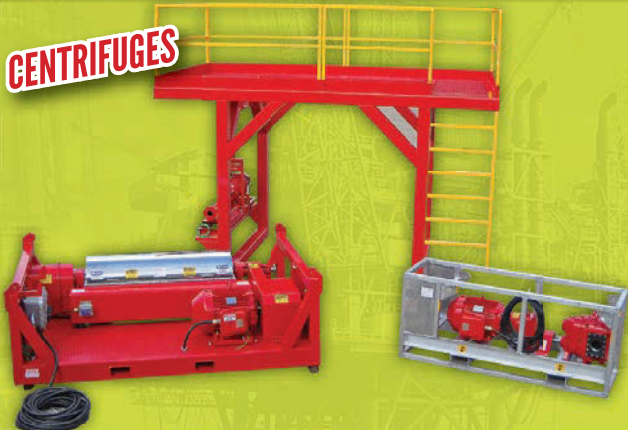
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LETTER TO THE EDITOR

Thanks for Serving the Pumper Community

It was really fun reading Jim Kneiszel's "Celebrating Milestones" piece in the June issue of *Pumper*. It was truly a walk down Memory Lane for those of us who were there to experience all of it. And we feel uniquely qualified as we have advertised in every *Pumper*, and have exhibited at every Pumper & Cleaner Expo.

What most people don't realize about the liquid waste industry is that before there was *Pumper* there was no industry *per se*. It was merely a few thousand disconnected contractors, plodding along individually, trying to keep the bills paid. In 1979 Bob Kendall and Pete Lawonn started the "trade journal" that began to glue these contractors together. It gave them a place to visit vendors. It gave them a place to compare notes with other contractors. And it gave them a place to learn what they needed to know to be on the cutting edge of their trades.

Yes, that first eight-page issue was primitive, including a full-page cartoon of "Pumpin' Pete." But they have kept true to their mission that has provided tremendous benefit for tens of thousands of septic contractors worldwide.

Would someone else have started a trade journal for the septic industry if Bob and Pete hadn't done it first? Maybe. Would they have done as good a job as Bob and Pete? No chance. Would they have started a trade show? Very doubtful.

Yet the tradeshow (at first the International Liquid Waste Haulers Equipment and Trade Show, later Pumper & Cleaner Environmental Expo International, and now the Water & Wastewater Equipment, Treatment & Transport show, or WWETT), which in 1981 occupied 25,000 square feet of exhibit space has grown into one of the largest tradeshow in the country, occupying 600,000 square feet of the Indiana Convention Center in Indianapolis. Contractors from all over the world come to see the latest equipment, to attend over 80 educational seminars, and to meet and greet the brightest and best in the industry.

One of the main reasons for the success of COLE and the industry they spawned is Bob Kendall's superlative judge of character in the people he employs. We have enjoyed working with all the people at COLE. They are knowledgeable, eager to learn and expand their knowledge; they are efficient and personable. I'm sure all the people who do business with COLE would agree with me that they make us all feel like members of the COLE family.

When we (at Cape Cod Biochemical Co.) first attempted to test-market our products to pumpers via direct mail, we found that no mailing list existed for the septic trades. In order to get our message out, we painstakingly compiled the first-ever national mailing list for this industry. Now all you have to do is latch on to COLE Publishing and WWETT to get absolutely everything you need to do business in this great industry.

And a great industry it is! We cherish the relationships we have established here, and we look forward to many, many more years of the continuing success of COLE Publishing. Because *their* success is *our* success, and vice versa.

So congratulations and thanks to Bob, Pete, and the amazing staff at COLE who for 35 years have made several thousand disconnected pumpers into one of the strongest and most respected industries in the country.

Rick Howe
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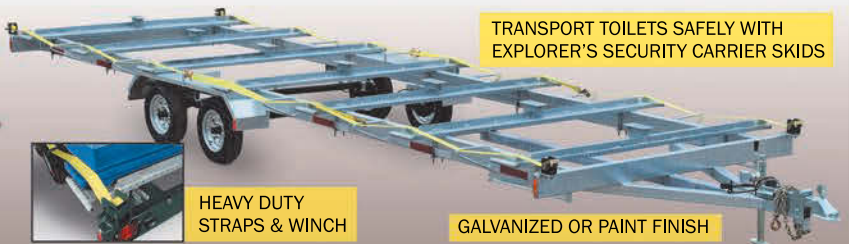
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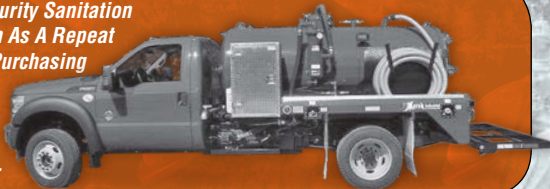
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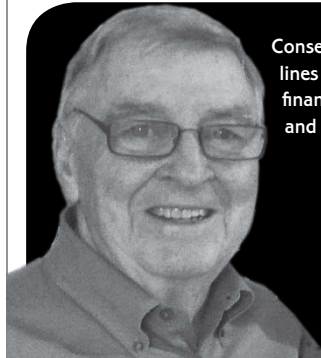


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Technician Stephen Wentz is shown standing on a catwalk built atop several holding tanks where septage is stored for later transport to a treatment plant. (Photos by Scott Graves)

Whether it's 4WD-worthy roads, washout rains or dreadful disposal bills, this Oregon crew overcomes all challenges ... with smiles on their faces

By Ken Wysocky

CLIMB EVERY MOUNTAIN

Profile

Roto-Rooter of Curry County and Del Norte County Brookings, Ore., and Crescent City, Calif.

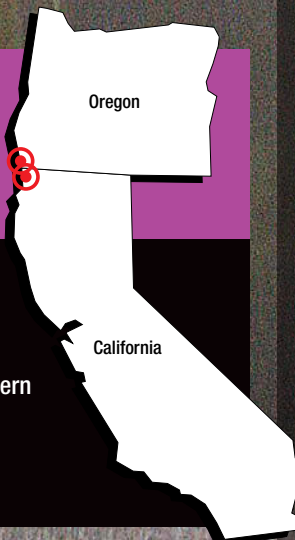
OWNER: Waste Connections Inc.

FOUNDED: 1993

EMPLOYEES: 6

SERVICE AREA: Northern California and southwestern Oregon

SPECIALTIES: Septic pumping, drain cleaning and portable sanitation



Adapting to challenging conditions comes with the territory for many septic service contractors. That's especially true for Al Kenney, the on-site manager of Roto-Rooter of Curry County in Oregon and Roto-Rooter of Del Norte County in northern California, and his employees.

Kenney and his crew routinely contend with treacherous pumping routes, problematic dumping restrictions and nearly nonstop rain November through June. It's all in a day's work for the company, which provides septic tank pumping, drainline cleaning and inspections, and portable sanitation. (The two franchises are owned by solid-waste services provider Waste Connections Inc.)

The versatile technicians serve a broad area of northern California and coastal southwestern Oregon. Much of the territory is rural and accessible only by substandard logging or U.S. Forest Service roads. In many small towns, homeowners live outside of city limits, so most utilize onsite systems.

"The terrain is very hard on our equipment ... we often have issues with ball joints, tires and the occasional broken spring," Kenney says. "We traverse very mountainous roads. For a job that's just 30 miles away, it might take 25 minutes to drive most of the way, then 25 minutes to drive the last five miles."

(continued)

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THE LONG HAUL

When technicians arrive at a job, the steep terrain might continue to pose challenges. Kenney says he bought a 3-inch Power Booster, made by Pressure Lift Corp., which makes it easier to pump materials longer distances at higher elevations. In addition, each of the company's three septic vacuum trucks carries five sections of 30-foot-long hose to more easily reach hard-to-access tanks.

"I bought the booster for a job where we had to use eight 30-foot-long hoses and the tank was located 35 feet below the truck – probably at about a 25 percent grade," he explains. "To make it worse, the tank hadn't been pumped in 20 years, so the sludge was very thick. Without the booster, we wouldn't have got it done."

Kenney learned years ago to ask new customers detailed questions about their driveways. Are they steep? Do they include a lot of switchbacks? Are they gravel or asphalt? "We don't want to send someone 20 miles away for a job, only to find out our guy can't even get the truck up the driveway," Kenney says.

Large amounts of rainfall – 100 inches a year is not unusual – also can play havoc with operations. "The first thing I do when I get in is look at the weather – not just for today but for 10 days down the road," he says.

Portable sanitation delivery drivers have to be thoughtful about where

they set up restrooms. A location that might be accessible in summer could be flooded out after the rainy season begins. "When it starts raining, you might not get to [poorly placed restrooms] for months," Kenney says.

EQUIPMENT UP TO THE CHALLENGE

About 60 percent of the company's gross revenue comes from septic pumping, with drain cleaning contributing 30 percent and portable

“ Sometimes you get a call in the middle of the night and you don't want to drag your butt out of bed ... and go drive out there in the rain and the dark. But by the time you get to the job and see how glad people are to see you, it really makes it all worthwhile. ”

restrooms accounting for the remainder. Septic pumping volume is about 70 percent residential and 30 percent commercial (motels, apartment complexes and mobile-home parks, including one with five 4,000-gallon tanks that gets pumped every two years). The company also pumps municipal wet wells when pumps fail, Kenney says.

The variety of work requires an array of equipment. On the septic side, the company runs a 1997 Freightliner with a 3,900-gallon steel tank; a 1999 Freightliner with a

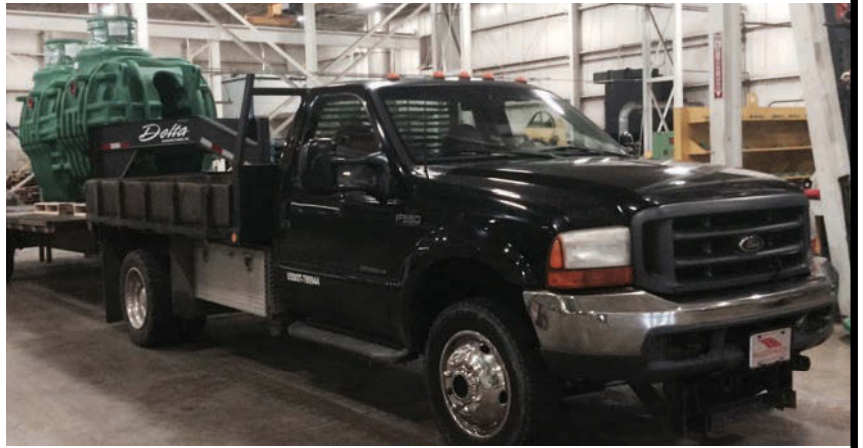
— Al Kenney

(continued)

Above: Al Kenney, the company's general manager, is shown in the office with Angela Huber, customer service representative.

Right: After pumping a residential tank, Stephen Wentz returns his hoses and equipment to the service truck, a 2005 Freightliner with a Masport pump built out by FMI Truck Sales & Service.





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3,600-gallon aluminum tank built by FMI Truck Sales & Service; and a 1994 White/GMC with a 3,600-gallon steel tank.

On the restroom side, the company runs a 1983 International with a 1,600-gallon waste/200-gallon freshwater steel tank; a 2000 Isuzu with a 900-gallon waste/300-gallon freshwater steel tank built by FMI; a 2003 Ford with a 650-gallon waste/300-gallon freshwater stainless steel tank built by Satellite Industries; and a 2006 Ford equipped with a 1,100-gallon waste/300-gallon freshwater aluminum tank built by FMI. All trucks are equipped with Masport Inc. pumps. Both Fords feature four-wheel drive to better handle the muddy, rugged terrain. The company also owns an 8,300-gallon aluminum tanker trailer used to haul septage and biosolids.

In addition, the company owns about 400 restrooms, mostly made by Satellite Industries Inc., and portable jetters made by RIDGID, Shark (a member of Karcher North America), General Pipe Cleaners and Gorlitz Sewer & Drain Inc. The company also owns four RIDGID SeeSnake video-inspection cameras and three Crust Busters made by Schmitz Brothers LLC.

TANK SIZE MATTERS

Kenney prefers larger vacuum tanks because the company's customer base is so far-flung. Larger tanks allow for better route efficiency and density. "With the price of fuel and everything, we found out years ago that if we can't get more than one [tank pumped] at a time, it's going to be awful hard to make any money, especially since we cover such a broad area," he notes.

Drivers also receive a much smaller piece of equipment that yields big dividends in terms of efficiency: a smartphone. Kenney says texting is a big productivity booster; if a call comes in to the main office for a job and a driver is already working in close proximity to the customer, he texts the driver to add a stop to the route. "It's convenient because if he's got gloves on and he's pumping a tank, he doesn't have to stop what he's doing," Kenney says.

Smartphones also play a role in refuting spurious damage claims from customers. Kenney asks his drivers to always take before-and-after digital photos of driveways, particularly if they already have large cracks in the asphalt or cement.

Below: Technician Stephen Wentz uses a Crust Buster to break up sludge for easier pumping.



“The terrain is very hard on our equipment ... we often have issues with ball joints, tires and the occasional broken spring. ... For a job that's just 30 miles away, it might take 25 minutes to drive most of the way, then 25 minutes to drive the last five miles.”

— Al Kenney

WWETT provides a boost

Every February, Al Kenney looks forward to attending another Water & Wastewater Equipment, Treatment & Transport Show (formerly the Pumper & Cleaner Expo International). WWETT offers him a chance to see old friends, take a close-up look at the latest tools and technology, receive insightful business advice and recharge his batteries.

"One thing I've really enjoyed the last couple years is the roundtable discussions," says Kenney, the on-site manager for two Roto-Rooter franchises owned by Waste Connections Inc. in Brookings, Ore., and Crescent City, Calif. "You basically go and sit down with portable restroom people or [septic] pumpers and everyone asks questions and listens to answers. It's great. No one is in competition with each other there, so you get a lot of straight answers."

While he walks around the convention floor, Kenney may overhear someone ask a question and then walk up to the total stranger and share an answer – and no one is offended. "People from five different parts of the country might have five different answers, but one is likely to fit your operation," he says.

The show keeps Kenney up to date on technology advances, which, in turn, saves his company time and money – and boosts profits. He says he prefers to talk to people as they browse through the same manufacturer booths and tries to glean any insights. "Those are the guys whose brains you've got to pick," he says. "Every tool has its limits – that's my favorite saying. And guys who use that equipment know the limitations."

But more than anything, WWETT renews Kenney's commitment to and pride in the industry.

"I remember the first time I went to the show, the one thing I took away is how proud people are to be in the business," he recalls. "It was amazing to me not only how proud they were, but how highly educated people are in this business. It's our profession and it's what we do, and we love it. I came home and felt re-energized and proud of what I do."



Jackie Taylor oversees accounts payable and customer service for the company.

DISPOSAL WOES

Waste disposal poses another challenge. Local municipalities in Kenney's service areas stopped accepting septage years ago, and the only private facility that takes it is about a four-hour drive from the company's base in Brookings, Ore. And the fee is 10 cents per gallon. As a result, it's more cost-effective for the company to pay 20 cents a gallon to have the waste hauled to a disposal facility.

"When I tell people what we pay to have waste hauled, their eyes just about pop out of their heads," Kenney says. "But when we crunch the numbers, it's actually pretty much a wash [between having waste hauled away and transporting it ourselves]. So rather than put our trucks at risk

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for accidents and additional wear and tear, we hire a company to come and get it.”

Kenney says the company is looking for disposal alternatives. “The treatment facility we use is the only game on the coast, so if something would happen to that company, I’m not sure what everyone would do,” he notes.

The company already land-applies septage on rented ranch land; it applied about 300,000 gallons last year out of 1.3 million total gallons pumped. Kenney says land application is significantly less expensive, mainly because the rented land is about a 15-minute drive from the company’s yard.

To store waste until it can be hauled or land-applied, the company owns six 10,500-gallon plastic tanks, which are surrounded by a concrete enclosure. Two of the tanks, plus two smaller tanks, are used to isolate portable sanitation waste that is not land-applied.

AT YOUR SERVICE

With persistent downpours, the steep terrain, dangerous driving conditions and disposal issues, it’s easy to imagine Kenney and his employees must be burned out from never-ending challenges. But that’s not the case – not even close.

“Honestly, I actually enjoy being out on the trucks and helping people,” he says. “I get a thrill out of the really hard jobs ... coming up with a solution to that one job that no one else can figure out. There’s a lot of satisfaction in that.

“Making people happy makes me happy, and I like to think our whole crew feels like that,” he adds. “Sometimes you get a call in the middle of the

night and you don’t want to drag your butt out of bed ... and go drive out there in the rain and the dark. But by the time you get to the job and see how glad people are to see you, it really makes it all worthwhile.” ■

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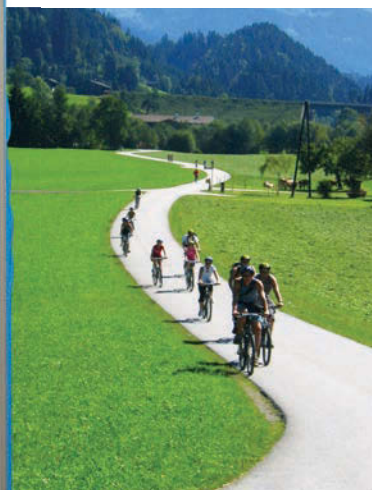
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Change Your Ways

Recognizing and altering bad management habits will earn the respect of your staff **By Rhonda Savage**

The late comedian Rodney Dangerfield won popularity with the catchphrase "I get no respect." But it's no laughing matter when you're the boss. If you are in a management position, there's a good chance you've had pet peeves regarding your employees and their behavior. What you may not realize is that your staff probably has a few complaints about you too.

Often these complaints can be unreasonable. You must accept that you can't always make everyone happy, but it's important to know what you can improve on as a leader. When your staff respects you and the way you manage, it improves morale and your business.

To improve your management style, make good on these common employee complaints:

1. You come to work grumpy.

If the moment you walk in the door, you are rude or give off a negative attitude, it may affect your employees' moods and result in low productivity or bad customer service. Be a positive influence on your staff. Start the day with a joke or humorous anecdote. And don't complain about the previous day or grumble about the morning traffic.

2. You micromanage the staff.

Excessive attention to detail can hold back the growth and development of your business and your staff. Employees who are micromanaged lose confidence and become timid, discouraged and frustrated. Attention to detail is a positive trait of any owner or manager, but if you're correcting every little detail, you'll hurt your performance and theirs. Instead, delegate work and hold people accountable. Create a system in which employees can keep you updated on their work. They won't feel you watching their every move, but you will still be able to stay updated on their progress.

3. You are too "hands off" and don't hold employees accountable.

It's also possible to be too "hands off" with employees. Good leaders coach and mentor but don't micromanage or let things float along. Most employees thrive on independence, growth and involvement, yet they also thrive on feedback, accountability and firm, fair leadership. Finding a balance is crucial for success.

4. You complain about the bad economy and lack of cash flow.

Your employees care about you and the company, but if you're burdening them with your woes, morale will go down. Don't share everything; they don't need to know it all. Focus on being positive and supportive. Some people may argue that your staff needs to know the facts. Yes, but do not harangue them daily that their job is in jeopardy. Let them know how important each and every one of them is to the company's success. If layoffs are looming, first ask yourself:

- Can you train and encourage them to do more?
- How is your customer service? Should you be working on your business before resorting to drastic measures?

5. You bring your personal life to work.

We all have personal lives outside of work. It can sometimes be difficult to separate the two, especially if your pumping business is family-owned. Regardless of what is happening in your personal life, it's important to keep that separate from your professional life. Talking extensively to employees about personal problems, or having friends and relatives always stop by, can affect the way your employees view you as a leader. Set a good example for the staff by setting the standard of behavior.

6. You don't deal with problematic employees.

If you don't address problematic staff members, not only will others begin acting like them but you could also lose your team's respect. You cannot ignore a problem; it will only build if you don't take the steps to resolve it. Deal with issues before they get out of control. Being involved in the day-to-day tasks of your employees will help you stay on top of any problems or potential problems. Make sure you are visible to employees and check in with key people to find out if there are any issues you need to resolve.

7. You are always out of the office.

Sometimes you have to be out of the office for personal reasons. But it's important that employees are able to count on you for assistance, guidance and support. A manager who is always rescheduling appointments or is not available for his staff will quickly lose respect. If you need to be away a lot for personal reasons, try to meet with your staff on the same day each week. At least then they will know when they can reach you.

8. You overreact when employees approach you with concerns or problems.

You can be a good leader 90 percent of the time, but if you're losing it 10 percent, that's what they'll remember. Don't overreact when an employee brings an issue to your attention. Staff members need to know they can come to you with problems and keep you updated on their work. Overreacting will only discourage them from keeping you informed.

BE A TEAM PLAYER

Everyone, even management, needs to work at being a better "team" member. Realize your strengths and weaknesses and work on the things you can improve. By being aware of your staff's frustrations, you can work to change those habits. You'll earn the respect of your employees, they'll be happier and more productive, and the business will benefit. ■

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Ready For Heavy Lifting

The new continuous-duty vacuum pump from Moro USA is designed for challenging industrial applications

By Craig Mandli

High performance and longevity ratings, low operating costs, and continuous vacuum are all highlights of the new PM3000 Storm vacuum pump, unveiled by Moro USA at the 2014 Pumper & Cleaner Environmental Expo International.

The PM3000 Storm is an addition to the company's Storm series of liquid-cooled models capable of pumping nonvolatile liquids and sludge from long distances, providing a solution for heavy-duty industrial applications with a tank capacity of 3,000 to 9,000 gallons. It is capable of 29 psi and features a 4-inch flange connection.

"It's rated at 1,000 cfm free air and was designed to appeal to vacuum truck operators who work in the industrial sector, including oil and gas utilities, municipal utilities and hydroexcavation," says Dave Flagg, company president. "It is also a pump that will appeal to municipalities that operate trucks continuously. It's not your typical truck-mounted vacuum pump."

Like all of Moro's liquid-cooled vacuum pumps, the PM3000 Storm includes an integrated check valve, change-over valve, automatic oiling system, industrial-duty bearings, Viton seals and state-of-the-art high-flow-rate asbestos-free spark-proof vanes. It incorporates a cantered rotor that promotes less air slippage with six Kevlar, heat-resistant vanes that improve performance and recovery time.

"This isn't the largest vacuum pump model we've made," Flagg says, noting the company's other vacuum pump models are designed for tanks ranging from 1,000 to 9,000 gallons. "This design provides a higher cfm rating at 24 Hg continuous [28 Hg maximum], which is really the top end when you need deep vacuum and high flow, such as when hydroexcavating."

A cantered rotor and Kevlar vanes allow the pump to generate 29 psi. In addition, the efficient design means the pump doesn't need to spin as fast (1,200 rpm), which also increases longevity and reduces heat, noise and



oil consumption. This unit is built to run 24/7 and last," Flagg says.

The self-contained closed-loop oiling system injects oil into the pump's housing, lubricating the vanes and industrial-grade bearings. The integrated four-way valve allows it to work under both vacuum and pressure, boosting longevity in applications where the pump works at high pressure for long periods, Flagg says. In addition, its onboard liquid cooling system incorporates a forced circulation external water pump and cooling circuit "burp" points that are manually operated to remove all air pockets from the cooling circuit. The new systems were in the research, development and testing phase for roughly five years before being introduced to the marketplace, according to Flagg.

"The response has been terrific," says Flagg. "We took orders for several units from our dealers right at the Expo."

As for the company's plans for the 2015 Water & Wastewater Equipment, Treatment & Transport Show (WWETT), the new name for the Pumper and Cleaner Expo, Flagg says Moro USA is working with all industry segments promoting its products.

"Our goal is always to have something new ready to bring to the Expo, and I know our research and development team has some projects that we're very excited about," he says. "We're already looking forward to next year." 800/383-6304; www.morousa.com. ■

Matt Gibbs, western territory sales manager for Moro USA, explains several features of the company's new PM3000 vacuum pump to an attendee at the 2014 Pumper & Cleaner Environmental Expo International. (Photo by Craig Mandli)



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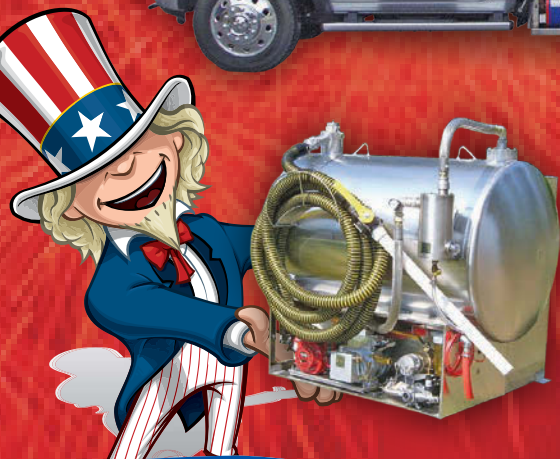
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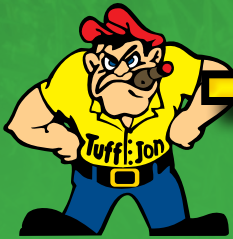


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From the left, Kyle Kelly, Mike Parker and Marvin Kelly run the operations at KRK Enterprises Inc. They are shown with a 2001 Sterling truck built out with a 4,000-gallon steel tank from Pik Rite Inc. (Photos by Keith Carson)

PLAYING TO WIN

Negotiating Florida's changing business landscape has been like a game of chess, and KRK Enterprises has made its next strategic move into commercial wastewater services By Betty Dageforde

Starting about a decade ago, septic service companies in southeast Florida got hit with one situation after another that negatively impacted their businesses - hurricanes, the recession, counties converting to sewer systems. Kyle Kelly, general manager of KRK Enterprises Inc., in Fort Pierce, Fla., says its sales were cut in half, as was its staff. To turn things around, the company made a course change and started focusing more on commercial grease trap work for restaurants and grocery stores, increasing that part of its business from 40 to 85 percent.

"We still provide all the residential services," Kelly says, "but the reality is most of our work now is commercial, prescheduled work for statewide clients." The company also offers plumbing, jetting, and sand and sludge pumping. The change in focus has provided a more reliable source of revenue but has also increased the company's legal reporting requirements and the distances

(continued)

Profile

KRK Enterprises Inc.
Fort Pierce, Fla.

- OWNER:** Marvin Kelly
- FOUNDED:** 1994
- EMPLOYEES:** 20
- SERVICE AREA:** Florida, parts of Georgia
- SERVICES:** Grease trap and septic service, plumbing, jetting, sand and sludge pumping
- WEBSITE:** www.krkservices.com





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The KRK Enterprises crew includes, from left, front, Mike Parker, Ed Ryder, George Ury, Brad Price, Joshua Gordon, Marvin Kelly and Joe Duignan. In the back row, from left, are Kenny Lyan, Buster McGlon, Alan Janowski, Doug Stewart, Richard Nangle and Justin Glazier.

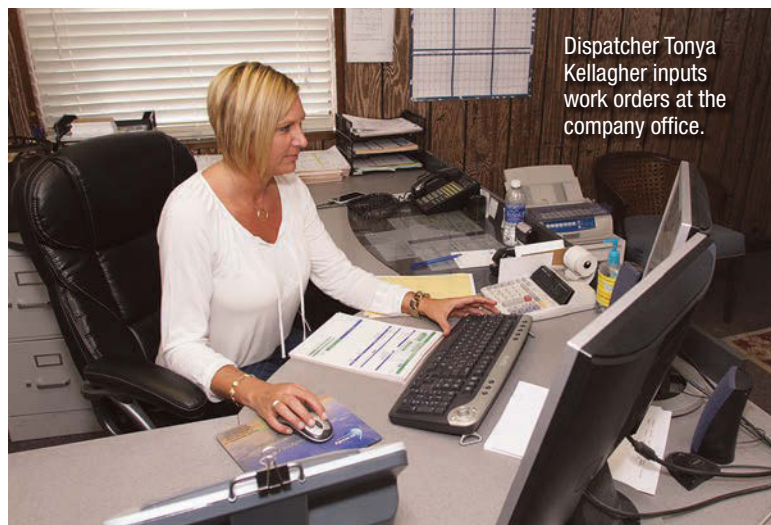
it must travel. The company now works throughout Florida and parts of Georgia to service its accounts, many of them large national chains.

BUSINESS TRANSFORMATIONS

The company and its ownership have been through a few iterations over the years. KRK was established in 1994 by three partners – Kyle Kelly, his father, Marvin Kelly, and Paul Revels. Revels was later bought out. The company owned pastureland and ran a land application operation along with two lime stabilization treatment facilities.

About 1998, with tighter legal restrictions, they decided to sell. “When it was no longer a benefit to do it ourselves we sold off the cattle, sold the land and just started to pump and dump at the closest facility available,” Kelly says. Later, the company made a decision to perform grease trap and septic work statewide, while continuing to do plumbing and drain cleaning work.

Today the company has 20 employees. As a succession plan, it established the Kelly Family Irrevocable Trust. Marvin owns all the shares, which, upon his death, will pass to Kyle.



Dispatcher Tonya Kellagher inputs work orders at the company office.

CHALLENGES LOOM

Residential pumping once accounted for the bulk of the company’s work. But Kelly says about seven years ago counties started pushing for homeowners in his territory to connect to city sewer lines, and that began to cut into their business.

“Most of our business is commercial clients ... how do you get their business? I don’t know if an ad on the Internet does it. You’ve got to be there so when they search your name, you do come up and they can check out your information.”

— Kyle Kelly

Then, to make matters worse, the area experienced a couple of record-setting hurricane seasons followed by a downward spiral in the economy – and then the collapse of the real estate market. For homeowners still on septic systems, there was a shift from preventive maintenance to emergency work only. Attempts to pass legislation requiring preventive maintenance failed.

As it had always done in the past when something wasn’t working, the company decided it was time to try something else. It started shifting the business mix toward commercial pumping accounts, pursuing and landing an account with a local store that’s part of a discount retail chain. “It got us organized to handle that large of a client,” Kelly says. “We got the infrastructure set up to handle interstate dealings and multiple locations.”

MARKETING MOVES

Growing a customer base of national clients is a slow process and requires a different approach than residential. It’s not easy finding the right

(continued)

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person in an organization to talk to. And getting face time with decision-makers is even harder, Kelly says. In other cases the company has picked up work from online bids and referrals.

It has also worked with an outside consultant to rebuild its website. "Most of our business is commercial clients ... how do you get their business?" Kelly says. "I don't know if an ad on the Internet does it. You've got to be there so when they search your name, you do come up and they can check out your information." The latest version is also more mobile device-friendly.

While increasing its marketing, the company has decreased spending on advertising, cutting way back on radio, billboard and phone book ads, and eliminating commissioned salespeople.

It is also quick to offer collateral work to existing clients. "You get your foot in the door with one service then springboard from that to providing other services," Kelly says. "If you do a good job in one area, they'll use you in others."

ON THE ROAD

The company's commitment to servicing national accounts has meant traveling significant distances - resulting in drivers being on the road all week, living out of hotels.

"It definitely takes a unique employee who has the flexibility to be gone all week," Kelly says. Fortunately, the company has not had problems finding employees. Each driver has a particular route. "One guy goes south, one covers the west, another couple of guys go north," he says. Drivers typically leave Monday morning and return Friday evening. There are also two local drivers, one for days, one for the night and weekend shift.

The company has 10 vacuum trucks, 2001-2012 models. The two newest

Technician Larry Botkin pulls the effluent filter for inspection while servicing a residential septic tank.



“ You get your foot in the door with one service then springboard from that to providing other services. If you do a good job in one area, they'll use you in others. ”

— Kyle Kelly



ones are Freightliners, the others Sterlings. Some tanks are steel; the latest six are aluminum. Sizes range from 4,000 to 4,800 gallons. Pumps are mostly Jurop 260 cfm units. Builders are Pik Rite Inc., TankTec, Progress Tank and Amthor International.

Other equipment includes a Vac-Con on a 2007 International chassis with a 12-cubic-yard solids tank for pumping sand and sludge; a 2003 Case backhoe; a 2005 Caterpillar skid loader for drainfield repairs and installs; three Chevrolet 1500 vans; a Ford F-350 with a utility box and crane; RIDGID SeeSnake cameras; Harben Inc. jetters; and a 2013 industrial Conde ProVac pump (Westmoor Ltd.) for cleaning interior grease traps.

Vehicles are serviced in-house every 10,000 miles. Washing is done weekly. "The guys wash them themselves on the wash rack out back, or they'll have them professionally done at a local truck wash," Kelly says. "They'll typically come in on weekends so they're ready to go Monday morning."

Botkin lays vacuum hose to reach a residential septic tank from the road. His truck is a 2003 Sterling with a 4,000-gallon Pik Rite Inc. steel tank.

(continued)

Blind-sided

In addition to the fallout from the recession, hurricanes and changes in septic policies experienced in Florida during the mid 2000s, KRK Enterprises Inc., of Fort Pierce, Fla., got hit with something it didn't see coming. Key employees left the company to start their own business, taking with them a large account.

Kyle Kelly, general manager, believes the customer went with the employees based solely on a lower price. "We had updated their information, got all the tanks accounted for in the field, did all the legwork. Once they were organized it made it real easy for someone just to plug in numbers in a spreadsheet, and if they were cheaper they went for the bottom line."

The company has noncompete agreements for employees but found out it didn't offer adequate protection for the business. "Legally you can hardly enforce them is what we learned from the whole process," Kelly says. "The summary was that you can't keep someone from having a livelihood. At the end of the day it's lawyers getting money to fight something you're probably going to lose."

The company hasn't significantly altered employee policies as a result of the situation. "You still try to trust your key employees," Kelly says.

"The whole process was obviously hurtful and disappointing," he says. "You want to manage with a heart but you've got to do what's in the best interest of the business at the end of the day."

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TIGHTENING REGULATIONS

Another side to commercial work that's been a challenge are the many legal requirements. The company is faced with increasing paperwork as customers pursue stricter maintenance standards. Kelly says reporting duties are growing all the time, to the point it's now a significant part of the job. "That's been one of the biggest changes over the years – just the accountability in the field and the inspectors out there looking for problems," he says.

The nuisance factor is compounded because the company is dealing with two states and numerous cities and counties, each with its own set of rules and regulations. "Some require no information, others want piles of it," Kelly says. In some cases the company can use generic forms, in others it can't.

The documentation is a three-part manifest that captures the story, Kelly says. Drivers bring the paperwork with them to every job. They sign off as the transporter, the store or restaurant signs off as the generator and the dump facility signs off as the receiver. From there, it's handed off to the KRK staff person responsible for getting it scanned and emailed to the appropriate governing authorities. "She serves as the funnel point to make sure everybody gets copies," Kelly says.

Kelly thinks some counties have unrealistic requirements regarding BOD levels that customers can't possibly meet. "There are things going on in the industry that are definitely challenges," he says. "Our clients are being fined, and there's nothing we can do about it. Even if we pumped them monthly, they're still not going to meet the parameters. We're stuck in the middle without an answer for them."



Above: Keeping service trucks clean is a priority for KRK Enterprises. Here, Larry Botkin washes down his service truck at the end of the day.



Left: The newest rig in the KRK fleet is this 2012 Freightliner built out by Progress VacTruck with a 4,800-gallon aluminum tank. (Photo courtesy of KRK Enterprises)

There is an offsetting upside to the requirements. "It's good for the industry in one sense," Kelly says, "because it forces people to have maintenance. We've gotten a lot of business just out of the fear factor of companies being fined by failing to maintain their grease traps appropriately."

COMMERCIAL SUCCESS

Recovering from the challenges of the mid 2000s has been a slow but steady process for KRK. It is not quite back to where it was pre-recession, but it is getting close.

The focus on commercial work has paid off. "We have the equipment, we have the resources available to do it," Kelly says. "Not too many people can handle servicing the whole state. It's been a nice niche for us." ■

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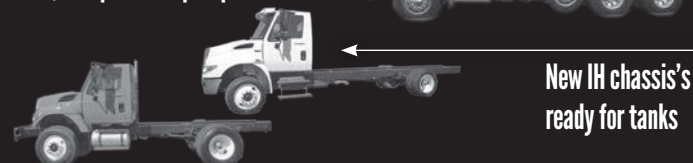
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States Fight For Shared Chesapeake Bay Cleanup Oversight

By Doug Day and Sharon Verbeten

Pollution limits set by the U.S. Environmental Protection Agency (EPA) aimed at cleaning up the Chesapeake Bay watershed are being fought by 21 states that fear it will result in the federal government taking away power from states to regulate water quality. A lawsuit brought by the American Farm Bureau and other groups was dismissed last September because a lower court ruled in favor of the EPA, six states and the District of Columbia, which voluntarily agreed to the plans.

The lower court's dismissal has been appealed to the U.S. Court of Appeals in Philadelphia. The 21 states have filed an amicus brief in support of the plaintiffs' challenges of the total maximum daily loads set by the agreement. According to *The Star Democrat* newspaper in Easton, Md., the states claim the limits are "the culmination of [the EPA's] decade-long attempt to control exactly how states achieve federal water-quality requirements under the [Clean Water Act], and marks the beginning of the end of meaningful state participation in water pollution regulation." They also claim it would end the "traditional right" of the states to decide how to meet federal requirements.

The states signing the brief are Michigan, Florida, Alabama, Arkansas, Georgia, Indiana, Kansas, Kentucky, Louisiana, Missouri, Nebraska, North Dakota, Oklahoma, South Carolina, South Dakota, Texas, Utah, West Virginia, Wyoming, Montana and Alaska.

Florida

Lawyers have notified the Florida Department of Health that they intend to sue to end the permitting of septic tanks along the 156-mile-long Indian River Lagoon system on the Atlantic Coast. The case is being filed under the Endangered Species Act on behalf of an ecotourism business owner, the Florida manatee, the green sea turtle and the Atlantic salt marsh snake. The suit will claim that septic systems contribute to algae blooms that

kill marine life. Excess nitrogen is suspected in the algae blooms, but the source of the nitrogen is not known, according to state officials.

After months of revisions, a bill to protect Florida's freshwater springs passed the first of three committees. SB 1576, introduced by Sen. Charlie Dean (R-Inverness), would provide an estimated \$378 million for septic tank hookups and wastewater improvements – considerably more than requested by the governor or recommended by House and Senate budget writers. The House bill has not been before any committees.

Environmental groups, including Sierra Club Florida, supported the changes. Representatives of wastewater utilities, Associated Industries of Florida and the Florida Home Builders Association have concerns about it.

If funding is available, the bill would require septic tank hookups near protected springs to be provided at no cost to homeowners, along with improvements to wastewater treatment plants.

Virginia

The commonwealth Senate has passed a bill that would grant a six-month interim license extension to some septic service operators concerned about their ability to pass a qualifying exam. The bill is on its way to the governor.

The bill is in response to complaints from many in the septic service industry who fear the licensing test will lead to the loss of their businesses. They argue that it is designed for engineers and others with at least a college degree and contains questions that have little bearing on their job requirements.

Critics of the test contend that the six-month extension provided for in the legislation doesn't solve their main problem, which is that the test is excessively and needlessly stringent.

The test, administered by a board affiliated with the state Department of Professional and Occupational Regulation, was created for those installing and maintaining sewage disposal systems designed for use in soils deemed unsuited for traditional septic tanks.

Idaho

The Idaho Department of Environmental Quality is considering changes to guidance covering the design, construction and operation of onsite wastewater systems. The revision to the *Technical Guidance Manual for Individual and Subsurface Sewage Disposal Systems* was put out for public comment in March. The proposals apply to separation distances, drainfield covers and excavation procedures, capping fill trenches, drip distribution systems, experimental systems, extended treatment package systems, pressure distribution, recirculating gravel filters, sand mounds and two-cell infiltrative systems. ■

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www.arkowa.com

California

California Onsite Wastewater Association
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www.cpow.net; 720/626-8989

Connecticut

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Georgia

Georgia Onsite Wastewater Association
www.onsitewastewater.org; 678/646-0379

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www.georgiafog.com

Idaho

Onsite Wastewater Association of Idaho
www.owaidaho.org; 208/664-2133

Illinois

Onsite Wastewater Professionals of Illinois
www.owpi.net

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www.iowpa.org; 317/889-2382

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Iowa Onsite Waste Water Association
www.iowwa.com; 515/225-1051

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Kansas Small Flows Association
www.ksfa.org; 913/594-1472

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Kentucky Onsite Wastewater Association
www.kentuckyonsite.org; 855/818-5692

Maine

Maine Association Of Site Evaluators
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Maine Association of Professional Soil Scientists
www.mapss.org

Maryland

Maryland Onsite Wastewater Professionals Association
www.mowpa.org; 443/570-2029

Michigan

Michigan Onsite Wastewater Recycling Association
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Michigan Septic Tank Association
www.msta.biz; 989/808-8648

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www.mowa-mn.com; 888/810-4178

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www.ncportabletoiletgroup.org; 252/249-1097

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Ohio

Ohio Onsite Wastewater Association
www.ohioonsite.org; 866/843-4429

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Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers
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Tennessee

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www.vowra.org; 540/377-9830

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Washington On-Site Sewage Association
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Wisconsin Onsite Water Recycling Association
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Water Environment Federation
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See ad page 77	 Chandler Equipment, Inc. 4180 W Sunset Ave. Springdale, AR 72762 800-342-0887 • (f) 888-645-9700 holly@chandlerequipment.com www.chandlerequipment.com	Jurop PN23		500 - 2,000	27.6"	21	117	3	Air	900 - 1,300			
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See ad page 44	Com Vac Systems 3 Peerless Way, Unit L Enfield, CT 06082 800-243-7986 • (f) 860-265-3786 comvacsys@aol.com www.utileengineering.com	Utile L320T		1,000 - 7,000	28"	35	475	6	Fan	750 - 1,000			
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		Wallenstein 402		50 - 1,800	28"	35	200	3	Fan	500 - 1,200			
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		Wallenstein 753LN		1,800 - 4,300	28.5"	35	340	3	Liquid	500 - 1,200			
		Wallenstein 1054		3,200 - 10,000	28"	35	700	5	Fan	500 - 1,100			
		Wallenstein 1054LN		3,200 - 10,000	28.5"	35	750	5	Liquid	500 - 1,100			
		Wallenstein 1504LN		3,200 - 10,000	28.5"	35	750	3	Liquid	500 - 1,100			
		Wallenstein 1604		3,200 - 10,000	28"	35	1,200	5	Fan	500 - 1,100			
		Wallenstein 1604LN		3,200 - 10,000	28.5"	35	1,200	5	Liquid	500 - 1,100			
Wallenstein 2106		3,200 - 10,000	28"	35	1,700	5	Fan	500 - 1,100					
Wallenstein 2106LN		3,200 - 10,000	28.5"	35	1,700	5	Liquid	500 - 1,100					
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			SIAV 840	Up to 4,000	28"	15	1,543			2,600	3	225	6"/8"
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			SIAV 8902	4,000+	28"	15	2,750			2,000	3	400	8"/10"
			TS-32	4,000+	18"	15	1,036			3,200	2	146	6"/8"
			TS-56	4,000+	18"	15	1,466			2,400	2	189	8"





Blowers & Vacuum Pumps Manufacturers Directory

	MANUFACTURER – COMPANY	PUMP MODEL #	BLOWER MODEL #	RECOMMENDED TANK SIZE (GALLON)	MAXIMUM VACUUM (HG)	MAXIMUM PRESSURE (PSI)	NET WEIGHT (LBS)	NUMBER OF VANES	AIR, FAN OR LIQUID COOLED	RPM RANGE	NUMBER OF LOBES	HORSEPOWER (BHP)	PORT/PIPING																								
See ad page 3	 Masport, Inc. 6801 Cornhusker Hwy. Lincoln, NE 68507 800-228-4510 • 402-466-8428 customerservice@masportpump.com www.masportpump.com	VK650		2,500 - 4,000	27"	30	560	6	Fan	1,200 - 1,400																											
		HXL400WV		2,500 - 4,000	27"	30	450	6	Liquid	1,100 - 1,250																											
		HXL15WV		2,000 - 3,500	27"	30	350	4	Liquid	1,100 - 1,250																											
		HXL15V		2,000 - 3,500	27"	30	320	4	Air	1,100 - 1,250																											
		HXL75WV		1,250 - 2,500	27"	30	260	4	Liquid	1,100 - 1,250																											
		HXL75V		1,250 - 2,250	27"	30	230	4	Air	1,100 - 1,250																											
		HXL4V		500 - 1,750	27"	30	167	4	Air	1,100 - 1,400																											
		HXL3V		250 - 1,200	27"	30	110	4	Air	1,225 - 1,750																											
		HXL2V		250 - 750	27"	30	96	4	Air	1,225 - 1,750																											
See ad page 7	 Moro USA, Inc. PO Box 424 Union, MO 63084 800-383-6304 • 412-787-8400 (f) 412-787-8444 sales@morousa.com www.morousa.com	Moro PM60A		500 - 2,500	28"/18"	29	265	6	Air	1,000 - 1,400																											
		Moro PM70A		1,000 - 3,000	28"/18"	29	309	6	Air	1,000 - 1,400																											
		Moro PM80A		1,000 - 4,000	28"/18"	29	357	6	Air	1,000 - 1,400																											
		Moro PM70T		500 - 2,500	28"/22"	21.7	350	3	Fan	1,000 - 1,100																											
		Moro PM80T		1,000 - 3,000	28"/22"	29	400	3	Fan	1,000 - 1,100																											
		Moro PM100T		2,000 - 4,000	28"/22"	29	550	6	Fan	1,200 - 1,500																											
		Moro PM60W		500 - 2,500	28"/24"	29	350	6	Liquid	1,000 - 1,400																											
		Moro PM80W		2,000 - 4,000	28"/24"	29	480	6	Liquid	1,000 - 1,400																											
		Moro PM110W		2,000 - 6,000	28"/24"	29	645	6	Liquid	1,000 - 1,400																											
		Moro PM200		2,000 - 6,000	28"	14.5	970	4	Liquid	1,000 - 1,250																											
		Moro PM2000		3,000 - 4,000	28"	29	1,034	6	Liquid	1,200 - 1,400																											
		Moro PM3000		3,000 - 6,000	28"	29	1,177	6	Liquid	1,200 - 1,400																											
See ad page 63	National Vacuum Equipment 2707 Aero Park Dr. Traverse City, MI 49686 800-253-5500 • 231-941-0215 (f) 231-941-2354 sales@natvac.com www.natvac.com	608 Challenger Heavy-Duty		Application Specific	29"	30	395	8	Fan/Liquid	1,000 - 1,500																											
		866 Challenger Heavy Duty		Application Specific	27"	20	507	6	Fan/Liquid	850 - 1,150																											
		Defender 500		Application Specific	28"	22	397	5	Ballast Port	900 - 1,200																											
		Battioni Pagani MEC 2000		Application Specific	27"	30	156	7	Air	800 - 1,400																											
		Battioni Pagani MEC 5000		Application Specific	28"	30	253	7	Air	1,000 - 1,400																											
		Battioni Pagani MEC 8000		Application Specific	27"	30	321	7	Air	1,000 - 1,400																											
		Battioni Pagani MECII 9000		Application Specific	27"	30	289	8	Ballast Port	800 - 1,400																											
			4307 Tri-Lobe		Application Specific	27"	18	321			2,400 - 4,000	3	47	4"																							
	4310 Tri-Lobe		Application Specific	27"	18	449			2,400 - 4,000	3	58	4"																									
	5314 Tri-Lobe		Application Specific	27"	18	532			1,500 - 3,600	3	95	6"																									
See ad page 104	 Presvac Systems 4131 Morris Dr. Burlington, ON L7L 5L5 Canada 800-387-7763 • 905-637-2353 (f) 905-681-0411 sales@presvac.com www.presvac.com	Presvac PV750		Up to 4,000	27"	35	468	8	Fan	1,500																											
See ad page 59	 VARCO 7489 Mason King Ct. Manassas, VA 20109 866-872-1224 • 703-334-5980 (f) 703-334-5979 sales@varcopumper.com www.varcopumper.com	Patriot 300		2,000 - 6,000	18"	21.8	397	5	Ballast Port	900 - 1,200																											
See ad page 31	 Westmoor, Ltd. 906 W Hamilton Ave. Sherrill, NY 13461 800-367-0972 • 315-363-1500 (f) 315-363-0193 pumps@westmoortld.com www.westmoortld.com	Conde ProVac 3		Up to 300	28"	20	50	4	Air	1,100 - 1,750																											
														Conde Super 6	Up to 750	28"	20	95	3	Air	1,100 - 1,500																
																						Conde SDS 6	Up to 1,100	28"	20	115	4	Air	1,100 - 1,500								
																														Conde SDS 12	Up to 1,500	28"	20	165	4	Air	1,100 - 1,500

Blowers & Vacuum Pumps

Dealers/Distributors Directory

	DEALERS/DISTRIBUTORS COMPANY	VACUUM PUMP & BLOWER LINES
See ad page 3 Eastern & Midwest Supplement	Advance Pump & Equipment, Inc. 15418 Old Hwy. Rd., Peosta, IA 52068 877-557-7867 • 563-557-0957 • (f) 563-557-0961 wayne@advancepump.com www.advancepump.com	National Vacuum Equipment, Masport, Robuschi, Demaag Wittig, Moro, Juroop, Conde, Dresser Roots
See ad page 7 Eastern Supplement	Andert, Inc. 39 Route 244, Eastford, CT 06242 860-974-3893 • (f) 860-974-2145 andertinc@gmail.com	Wittig, National Vacuum Equipment, Masport, Fruitland
See ad page 9	Armstrong Equipment, Inc. 11200 Greenstone Ave., Santa Fe Springs, CA 90670 800-699-7557 • 888-971-3210 • (f) 562-944-3636 sales@vacpump.com www.vacpump.com	Gardner Denver Wittig, Fruitland, Masport, Gardner Denver Sutorbilt, National Vacuum Equipment, Conde, Moro, Juroop, Tuthill, Robuschi
See ad page 33	Best Enterprises, Inc. 3513 W Mountain Springs Rd., Cabot, AR 72023 800-288-2378 • 501-988-1905 • (f) 501-988-2880 info@bestenterprises.net www.bestenterprises.net	Masport, Conde, Juroop, Fruitland, Moro
See ad page 77	Chandler Equipment, Inc. 4180 W Sunset Ave., Springdale, AR 72762 800-342-0887 • (f) 888-645-9700 holly@chandlerequipment.com www.chandlerequipment.com	Juroop
See ad page 42	Erickson Tank & Pump 800 Rd. P. 5 SW, Quincy, WA 98848 509-785-2955 • (f) 509-785-3770 sales@ericksontank.com www.ericksontank.com	Masport
See ad page 53	GapVax, Inc. 575 Central Ave., Johnstown, PA 15902 888-442-7829 • 814-535-6766 • (f) 814-539-3617 inquiry@gapvax.com www.gapvax.com	Hibon, Fruitland
See ad page 57	Imperial Industries, Inc. PO Box 1685, Wausau, WI 54402 800-558-2945 • 715-359-0200 • 715-355-5349 toma@imperialind.com www.imperialind.com	National Vacuum Equipment, Masport, Fruitland, Moro, Conde, Gardner Denver Wittig
See ad page 58	ITI Trailers & Truck Bodies, Inc. 8535 Mason Dixon Hwy., Meyersdale, PA 15552 888-634-0080 • 814-634-0080 • (f) 814-634-5846 www.itimfg.com	National Vacuum Equipment, Gardner Denver, Fruitland, Masport
See ad page 71	Lely Manufacturing, Inc. 4608 Lely Rd., Wilson, NC 27894 800-334-2763 • 252-291-7050 • (f) 252-237-7726 sholland@lelyus.com www.lelyus.com	National Vacuum Equipment, Battioni, Masport, Fruitland, Gardner Denver Wittig, Moro, Robuschi, Juroop
See ad page 25	LMT Inc. 1105 SE 2nd St., Galva, IL 61434 800-545-0174 • 309-932-3311 • (f) 877-471-2564 info@vaxteel.com www.vaxteel.com	National Vacuum Equipment, Juroop, Masport, Moro, Conde, Fruitland, Battioni Pagani, Wallenstein
See ad page 1 Eastern & Midwest Supplement	Marengo Fabricated Steed, LTD. 1089 Cty. Rd. 26, Marengo, OH 43334 800-919-2652 • (f) 419-253-2120 www.mfsitd.com	Wallenstein, Masport, Moro
See ad page 18	Marsh Industrial 135 E Mile Rd., Kalkaska, MI 49646 800-952-1537 • 231-258-4870 • (f) 231-258-2019 donmarsh@marshind.com www.marshind.com	National Vacuum Equipment, Masport, Juroop, Giant, Moro, Conde
See ad page 80	Mid-Continent Truck Sales, Inc. 891 W Adkins Hill Rd., Norman, OK 73072 800-414-5365 • 405-329-5365 • (f) 405-329-5381 mcts@telepath.com www.vacuumtrucksales.com	Wallenstein

	DEALERS/DISTRIBUTORS COMPANY	VACUUM PUMP & BLOWER LINES
See ad page 52	Milwaukee Rubber Products, Inc. N52 W13319 Falls Creek Ct. Menomonee Falls, WI 53051 800-325-3730 • 262-781-7888 • (f) 262-781-1742 www.milwaukeeerubber.com	Moro, Juroop, National Vacuum Equipment
See ad page 7	Moro USA, Inc. PO Box 424, Union, MO 63084 800-383-6304 • 412-787-8400 (f) 412-787-8400 sales@morousa.com www.morousa.com	 Moro
See ad page 63	National Vacuum Equipment 2707 Aero Park Dr., Traverse City, MI 49686 800-253-5500 • 231-941-0215 • (f) 800-998-6834 sales@natvac.com www.natvac.com	Battioni
See ad page 67	Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-326-9763 • 570-523-8174 • (f) 570-523-8175 sales@pikrite.com www.pikrite.com	Masport, Robuschi, Juroop, National Vacuum Equipment, Fruitland, Conde, Moro, Gardner Denver Wittig, Wallenstein
See ad page 7, 2 Eastern & Midwest Supplement	R.A. Ross NE, Inc. 10280 Brecksville Rd., Brecksville, OH 44141 800-678-4581 • 440-546-1190 • (f) 440-546-1188 danw@rarossne.com www.rarossne.com	Fruitland, Juroop, Masport, Battioni, National Vacuum Equipment, Dresser Roots, Hibon, Moro, Tuthill, Sutorbilt, Gardner Denver
See ad page 4 Midwest Supplement	Rider Agri Sales & Service, Inc. 7716 Greenville Celina Rd., Greenville, OH 45331 800-521-1338 • 937-548-2080 • (f) 937-547-0818 jlriider@embarqmail.com www.rideragrisales.com	Juroop
See ad page 79	Robinson Vacuum Sales 306 Runville Rd., Bellefonte, PA 16823 844-393-1871 • (f) 844-857-0741 info@robinsontanks.com www.robinsontanks.com	Conde, Fruitland, Juroop, Masport, National Vacuum Equipment
See ad page 61	Specialty B Sales 2100 Booth St., Searcy, AR 72143 800-364-7307 • 501-279-0001 • (f) 501-279-0003 rstevens@cldworld.net	National Vacuum Equipment, Battioni, Fruitland, Juroop, Masport, Moro
See ad page 45	TankTec 10100 Quinn St. NW, Minneapolis, MN 55433 888-428-6422 • 763-755-8075 • (f) 763-757-9788 snelson@tanktec.biz www.tanktec.biz	 Mapsort, Conde, National Vacuum Equipment
See ad page 29	Transport Truck Sales, Inc. 6740 Kaw Dr., Kansas City, KS 66111 888-395-7551 • 913-334-2400 • (f) 913-334-4576 scott@transporttruck.com www.transporttruck.com	National Vacuum Equipment, Masport, Moro, Juroop, Wallenstein, Fruitland
See ad page 37	TSI Tank Services, Inc. PO Box 8136, Cranston, RI 02920 866-720-4999 • 401-688-0043 • (f) 401-383-7462 jerry@tankservicesinc.com www.tankservicesinc.com	 National Vacuum Equipment
See ad page 62	Vacutrux Limited 20 Martins Ln., Elmira, ON N3B 2A1 Canada 800-403-4305 • 519-669-1625 • (f) 519-669-8331 info@vacutrux.com www.vacutrux.com	Wallenstein
See ads page 80 Eastern Supplement page 5	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 • 856-627-7790 • (f) 856-627-3044 parts@vacuumsalesinc.com www.vacuumsalesinc.com	Masport, Fruitland, Moro, Myers, National Vacuum Equipment, Gardner Denver Wittig, General
See ad page 59	VARCo. 7489 Mason King Ct. Manassas, VA 20109 866-872-1224 • 703-334-5980 • (f) 703-334-5979 sales@varcopumper.com www.varcopumper.com	 Moro, Juroop, Battioni, Conde
See ad page 80	Wee Engineer, Inc. 282 Delaware St., Dayton, IN 47941 877-296-2555 • 765-296-2027 • (f) 765-296-3027 bparker@wee-engineer.com www.wee-engineer.com	National Vacuum Equipment, Masport

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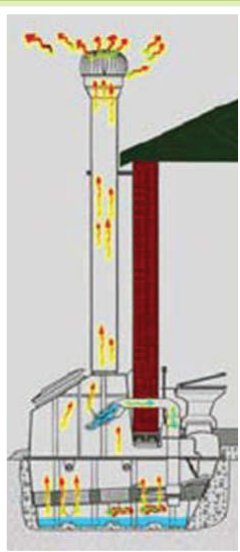
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Erik Gunn is a business writer in Racine, Wis.

Time To Reinvest?

Choosing how much to put back into your business isn't a one-size-fits-all decision **By Erik Gunn**

If you've been in business a while and are beginning to see a steady profit, it may be tempting to think you can now sit back and coast for a while. Don't fall for that.

Your real work has just begun. In a world where markets and business conditions are constantly changing, you always have to be prepared for the unexpected. And one important way to do so is to reinvest in your business – don't just pull all the profit out.

But how much should you be putting back in?

Some people think it's as simple as picking a flat number – 6 percent, 10 percent, maybe even 20 percent of your business income – and rolling it back into the company. But to small-business consultant Richard Weinberger, “that's kind of shooting from the hip.”

Weinberger, based in Austin, Texas, is chief executive officer for the Association of Accredited Small Business Consultants. His consulting work grew out of nearly two decades of practice as a certified public accountant as well as years of teaching at the college level. He's also the author of *AAMP Approach: Accelerated Action to Maximize Profit*, a book published last year by the association. Weinberger describes the book as a roadmap to small-business success.

On the subject of reinvesting, there's no one-size-fits-all answer.

“Without a certain amount of analysis that is really important, it is not possible to say how much money or what percent of profits one should reinvest in one's business,” he says. “There are too many variables that affect that decision.”

FACTORS TO CONSIDER

The No. 1 variable is where your business stands in its life cycle: Is it a startup? On a growth streak? Maturing and stable? Or perhaps in decline and in need of a turnaround? Each stage requires its own careful consideration when it comes to reinvestment.

Another variable is your competition. Are you really the only game in town for the services you deliver? Or do you have to scrap for every account you land and sale you make?

Then there's the size of your business. “A larger, more profitable company can afford to invest more dollars – which equates to a lower percentage,” Weinberger points out. Think about it. If you've decided you need to put \$500 a week back into the business and you're making \$1,000 a week in profits, that's 50 percent; if you're making \$10,000 a week, it's only 5 percent.

Even the first question – what stage your business is in – has more layers to it. You're growing, but what does that mean in detail? Are you planning

to add new products or services? Have you decided you need a capital expansion – more equipment, a bigger shop, or both?

THE FIRST STEPS

Weinberger says deciding how much to reinvest doesn't come until after some serious analysis.

“A small business must develop a strategic plan for growth with realistic, achievable goals,” he says. Strategic planning isn't just for big business – although it might sound that way. “Many small businesses fail, or don't prosper, because they really don't have a plan as to where they're going.”

Consider what niche you think you can best fill in the marketplace.

Is it your intention to be the low-cost provider? Or perhaps a premium-price provider with a sterling reputation for the highest quality services and products available? Is there a narrow market niche you want to focus on?

'SWOT' AND CASH FLOW

Two important tools as you formulate your plan are a SWOT analysis and a cash-flow forecast.

SWOT is an acronym for “Strengths, Weaknesses, Opportunities and Threats.” What is your operation good at? What must you do better – or get out of entirely? What is coming up that represents a new source of business? What's lurking that could throw

you off your particular trajectory?

The cash-flow budget, meanwhile, looks not just at how much money you're taking in, but how much is going out – and how fast.

“A profitable company can have serious cash-flow problems,” Weinberger points out – making money on paper, but falling deeper into debt because receipts aren't coming in on a timely basis.

Comparing patterns of income and expenses over the previous few years, the cash-flow budget projects month-to-month ups and downs in your income in the year – or even years – to come, showing how much cash you have when the bills come in.

DRAWING THE PICTURE

These tools can help you discover trends that help you improve the business. What service or product has the highest profit margins? How much of your time and income actually come from that segment? Perhaps you can expand in that particular service or product and boost your profits.

By identifying strengths and opportunities to build on, as well as weaknesses and threats you need to counter, goals and objectives begin to take shape. Once you have a clearly defined target to aim for, “then the business has to say, ‘OK, what is necessary to achieve those goals and

“ A small business must develop a strategic plan for growth with realistic, achievable goals. Many small businesses fail, or don't prosper, because they really don't have a plan as to where they're going.”

Richard Weinberger



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objectives?" Weinberger says. "What is it going to take them to get from Point A to Point B?"

What sort of marketing campaign do they point to? What sort of skilled labor is needed? Will you need to expand the physical plant? Will your employees need special training to enter a particular new market segment?

Only then, says Weinberger, can you come back to the question of how much to reinvest.

For two different businesses, he explains, "If their goals or plans for the future are different, then the amount they reinvest is going to be different also. The profit to be reinvested is really all based on what is needed to achieve the strategic plan."

THREE MORE THINGS

If your profits are large enough to make that monthly reinvestment amount affordable, great. But if they aren't, you'll need to do at least one, and probably all, of the following: rethink your strategy, look for ways to boost profits and cut costs.

Weinberger says his book focuses on how to expand by generating internal business growth so that you don't have to reinvest profits. But whether you are able to simply generate internal growth immediately, or you must continue to reinvest for the time being, a sound analysis beats simply picking a flat percentage of your profits, he believes.

That may be a lot more complicated and take a bit more time. But when the future of your business is at stake, it will be time well spent.

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Ker-Plunk!

What do you do when a square tank lid slips and falls into the tank?

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:

Anyone ever had a lid fall in the tank? Any quick ideas or systems for getting them out? I had a lid the other day that weighed 100 pounds – it didn't go in but was close. That would have ruined my day.

ANSWERS:

Use a rope, make a self-tightening loop and try to tie onto the lid and lift it up enough to get a hook on it. This is easier with two people. But no matter how you slice it, it's a difficult operation.



If it's possible for the lid to fall in when removing, it is time to sell the customer a replacement lid that can't fall in. I would at least put it in writing on the invoice that I would not be responsible if it fell in during a service call, and that it should be replaced for the customer's safety.



Install a riser and leave the old lid in the tank.



I had a lid drop in the tank the other day for the first time. I just finished pumping the tank and hooked the metal handle with my crowbar to lower it back in the hole. The lid slipped off my crowbar and dropped in the tank. I'm used to round covers not being able to drop in, but this was a large rectangle cover so it dropped through the hole without a problem. Luckily, the metal handle was pointed up. I grabbed a garden rake with a long wooden handle and laid on my stomach to reach in and hook the cover. Thankfully, I got it and maneuvered it through the hole.

QUESTION:

I'm looking to start a portable restroom trailer rental business. I'm going through the process of developing my business plan but was hoping to collect feedback from others in the industry. Have you found the portable sanitation business to be profitable? What are the most profitable areas of your businesses? Any tips for a newcomer?

ANSWERS:

A buddy of mine does the restroom trailers. All he has is trailers, no portable restrooms. I pump the trailers. He does very well with them when they work. Sometimes they sit for a month at a time.



You will certainly want to figure out the going rate for rentals in your area. Where I am, portable sanitation rentals are priced to the point that it should be considered a hobby because these guys sure as heck aren't making any money. ■

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Training the Tourists

Rob Davis advocates for better care of septic systems in Canada's environmentally sensitive lake and wetlands areas **By David Steinkraus**

For about two decades, Rob Davis has been talking about septic systems to “cottagers,” the Canadian term for people with seasonal vacation homes. But he is not just a roaming advocate for better use of septic systems. He has a personal stake in this talk because he has history in Haliburton County in Ontario, Canada.

Hundreds of lakes are scattered across this swath of land just outside the most heavily populated section of Ontario. Haliburton is about three hours from Toronto, perfect driving distance for getting away from the city without undertaking a major trip. As a boy, Davis went to a camp in Haliburton and paddled the area's lakes and rivers. His family also had a cottage in the county. “Pretty much every weekend during the summer we were up at the lake. In winter we were skiing,” he says.

Septic system knowledge came early because his father was a civil engineer who designed wastewater treatment systems for mining companies and more than 50 municipal systems in Canada. Davis now lives in Sunderland, halfway between Toronto and Haliburton. There he heads EcoEthic Inc., which produces a bacterial septic tank additive and other environmentally friendly products.



Contact Rob Davis at 888/436-3996.

Pumper: You worked as a shoreline advisor?

Davis: I took it on because I spend a lot of time in the county during the summer. This is a provincial government program, and each volunteer advisor is assigned to a lake to help the local property owners. We receive a lot of training from university staff in ecology, shoreline erosion and other subjects. People sign up for a visit, and I walk the property with them and provide advice such as adding as much vegetation as possible between a drainfield and a lake to get the maximum absorption of water from the septic system.

Pumper: Why did you start giving septic talks?

Davis: It started from my knowledge of what the general public knows – which is pretty much zero – and from what I saw in my business. We were called in to help a number of recreational vehicle parks that had problems with their systems.

In Haliburton County, there isn't more than [about a third of a mile] between water sources in any direction. You're going to hit a swamp, a wetland, a stream, a river, a lake. As you go north from there, there is even less soil on top of the underlying granite. The ability of the soil to hold nutrients is essentially zero, and any water coming out of a drainfield heads

straight for the nearest lake. Lakes with larger populations have water-quality problems in general, and some lakes have the algae blooms that indicate major problems.

I began with the RV trade shows. That was about 17 or 18 years ago. There was also the big Cottage Life show in Toronto. It's everything about cottages – boats, docks, arts and crafts, building products – and it draws thousands of people.

For about the last 10 or 12 years I've been talking to [property owners' groups] at specific lakes. Haliburton County has more than 50 lakes, and each lake has between 100 and 700 property owners. Only about 10 percent of those are permanent residents. The county population is about 5,000 in the winter and about 100,000 during the summer. The problem is that people want to spend time at their cottages, not sitting in a meeting. If there are 600 owners on a lake, I'm lucky to see 100 or 250 at a meeting where I speak.

I've had more luck with associations that hold annual meetings in the city during the winter. People come to the meeting to see neighbors whom they haven't seen since the summer, and the weather keeps them inside.

“ I know I've done my job if, the week after I speak, local septic companies are swamped with calls from people worried about the health of their systems. ”

– Rob Davis

Pumper: What do you cover in your talk?

Davis: The core message is care and maintenance. I talk about how a basic system works; about how people can cause system failures by putting the wrong stuff down their drains; about concrete deterioration, the failure of baffles and how this can allow solids into the drainfield; and about the indicators of failure such as strips

of green grass on top of the drainfield.

I talk about some of the myths of septic care, such as the one that says to put a piece of roadkill into your system each spring to rejuvenate it. Along the way I tell personal stories about some of the problems I've seen. Septic systems don't come with an owner's manual. That's what I'm trying to provide.

Whether I'm speaking to cottagers or an industry group, the one common issue is the water quality of the lake. I say, this is what we're trying to preserve and improve, and this is your role.

Pumper: What advice would you give to pumpers who want to do public education speaking?

Davis: Keep it simple, and remove the facts and figures because people

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won't care. Regulators who speak to the public tend to give very technical presentations that are not meaningful to people without a science background. And all the detail conceals the core message.

Also, know your audience. If you're talking to regulators, you need to be more technical. For real estate agents I talk about what they should look for when evaluating a property, such as sellers who say the tank hasn't been pumped in 20 years or the strips of bright green grass over a drainfield.

Pumper: How often do you change your material?

Davis: I'm always tweaking. A few years ago Health Canada issued a warning about antibacterial soaps and the harm they can do, so I put that in for a while. If I know of a lake with recent blue-green algae problems I'll put that in when talking to people who know the lake, but that will be pertinent for only a year or two.

I pick up myths about septic systems from talking to the public, such as the idea that septic tanks never need to be pumped.

Pumper: How much time do you allow for people to ask questions?

Davis: It's about 20 minutes because event organizers typically schedule time in one-hour blocks. For a group of property owners, 20 minutes is about the right amount of time. But I always invite people to stay afterward if they want to talk more, and often they do. At trade shows I sometimes take a whole crowd of people to a corner of the room.

At groups where I've never spoken before, the organizers don't always understand the importance of allowing enough time for questions. Once they see how curious and involved an audience is, they sometimes say the topic should have a whole day.

You can watch an edited version of Rob Davis' talk here: <http://vimeo.com/channels/506748>.

Pumper: What sort of audience do you face these days?

Davis: We are now moving into the next generation. People like my dad are retiring, and their cottages are being handed down to their children. People from the last couple of generations were very respectful and were careful about the quantity of water they used. They understood the connection between the health of their natural environment and sewage. Now you have a whole new group of people, raised in cities, who have this septic system they don't know anything about.

And they have old septic systems, which may need replacing. In the meantime, the provincial government is talking a lot about preventing nutrient pollution, and people are looking at the expense. These properties, at the low end, may be worth \$400,000, and many owners are shocked when they learn a new system will cost \$50,000. Suddenly they think seriously about how to keep the current system functioning as long as possible. And I have talked to property owners who say, "You actually need to pump it out?"

I know I've done my job if, the week after I speak, local septic companies are swamped with calls from people worried about the health of their systems.

Pumper: How can speaking improve business?

Davis: There is a large disconnect between the majority of pumpers and the public. The more information pumpers give their customers, the better the systems work and the better the pumpers look. Just by passing on a bit of information, pumpers can improve a customer's system and the perceived quality of service. A lot of the industry misses the boat on this. ■



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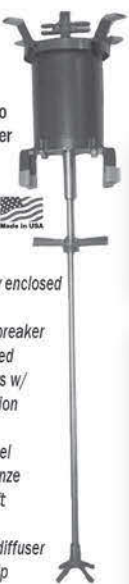
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio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

Learning From Chesapeake Bay Study

An onsite wastewater panel recommends all states in the sensitive watershed area agree on best management practices protocol for reducing nitrogen load **By Jim Anderson**

In January 2012, I was asked to serve on an expert panel to review available science on the pollutant removal performance of treatment practices to derive nutrient removal rates for individual onsite wastewater practices. This ended up being a nearly two-year process culminating in a December 2013 workshop held in Washington, D.C.

The practices in question were those currently in use or with the potential for use in the Chesapeake Bay watershed bordering Maryland and several other eastern states. The primary objective was to review documentation, and provide concise system definitions and percent reductions for nitrogen load reduction practices that could then be used in a model to evaluate how changes in practices will impact nitrogen loadings to Chesapeake Bay.

So if you're a pumper in Texas or Minnesota or Florida, why should this study interest you? Because the microscope now focused on the Eastern Seaboard will eventually turn elsewhere. What happens in the Chesapeake Bay watershed has the potential to impact how you will do business in the future by determining what kinds of systems will be installed in those areas.

THE TASK AT HAND

The Chesapeake Bay panel, in addition to the primary objective, was to:

- Recommend whether to establish interim removal treatment rates prior to the conclusion of the panel to assist with the watershed implementation plan;
- Recommend procedures for reporting, tracking and verifying the recommended retrofit credits; and
- Critically analyze any unintended consequences associated with the credits and any potential for double- or over-counting the credits.

The panel divided appropriate best management practices (BMP) into two main categories: BMPs that occur prior to the drainfield and BMPs that are implemented as enhancements to the soil treatment unit, including the drainfield. Reduction credits for BMPs prior to the drainfield were compared to the baseline of 5 kg TN per person per year associated with septic tank effluent. Reduction credits for enhancements and combined BMPs were compared with the baseline edge-of-drainfield performance of 4 kg TN per person per year that was used to model the performance of a conventional septic tank coupled with a gravity-flow drainfield.

The technologies evaluated prior to the drainfield included ATUs, media filters, recirculating media filters, constructed wetlands and several state-specific proprietary products. In terms of the enhancements, they included shallow pressure-dosed systems, including both low-pressure pipe systems and drip irrigation systems, elevated sand mounds and at-grade systems, and reactive permeable barrier systems. In addition, the panel

There have been calls to look again at phosphorus as it pertains to onsite systems. This could put us into a whole new area of concern for both system management and land application requirements.

recommended a two-tiered approval protocol to be followed for proprietary systems that make claims of nitrogen reduction.

MANAGEMENT MODEL

The proprietary BMP protocol consists of an initial provisional approval on the basis of a recognized third-party testing protocol. A final approval, based on the results of the field testing, is also recommended. Nonproprietary BMPs, however, need to be evaluated on an individual basis unless the state or local government validates the performance of nonproprietary systems that are constructed with standardized system designs and materials and operated under recognized and specified O&M protocols.

The panel recommended that, at a minimum, all of the BMPs should be required to have a system operator (typically a contract operator) consistent with the U.S. Environmental Protection Agency (EPA) Level 2 management program model. The operator performs specified operation and maintenance activities, verifies proper system function and reports back to the local health department or state. An operating or construction permit should also be required.

State-issued and renewable permits consistent with the EPA's Level 3 management program model were encouraged but not deemed mandatory for reduction credit. Responsible management entities are also encouraged, and required for permeable reactive barriers. This would be Level 4 and 5 in the management program model.

These suggested reductions will be used in multiple runs of the model for the Chesapeake Bay watershed and based on results; the states and individuals will be encouraged to use the BMPs that seem to work best to reduce the nitrogen loading to the Bay.

If you are a professional working in the watershed area – covering parts of Pennsylvania, New York, Maryland, Delaware and Virginia – this may affect you through changes in both your local and state rules. That includes all aspects of managing onsite decentralized systems from design, siting, installation, operation and maintenance along with the management and treatment of septage. Any rule changes or enhancements made, as a result of the effort to reduce nitrogen to the Bay will then have a direct impact in those

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areas on the kinds of systems installed and the amount of maintenance that may be required.

STAY ON THE ALERT

The panel discussed at length the need for maintenance and long-term management. Each state currently has its own way of dealing with the issue, so there was no consensus on the panel about how to require and enforce the maintenance. But recognize that proposals will probably be made, and you should be alert about how those changes might affect your operation. The Chesapeake Bay is looked at as providing the model for what can be done across the country where nitrogen inputs to estuaries may be a problem.

If you are in the Midwest, think about the “dead zone” in the Gulf of Mexico caused by excess nitrogen delivered through the Mississippi River. If you are in New Mexico, consider the Rio Grande as it flows toward the Gulf. If you are in the Western high plateau area, think of the Colorado River as it flows to the Gulf of California across an international boundary. If you are in California, think of San Francisco Bay.

This panel focused specifically on reducing nitrogen; but another nutrient, phosphorus, came into play during the follow-up workshop. This is usually the limiting nutrient for algal growth in freshwater systems. Agriculture has begun dealing with phosphorus inputs through manure and other sources to look at reductions to freshwater systems. There have been calls to look again at phosphorus as it pertains to onsite systems. This could put us into a whole new area of concern for both system management and land application requirements. ■

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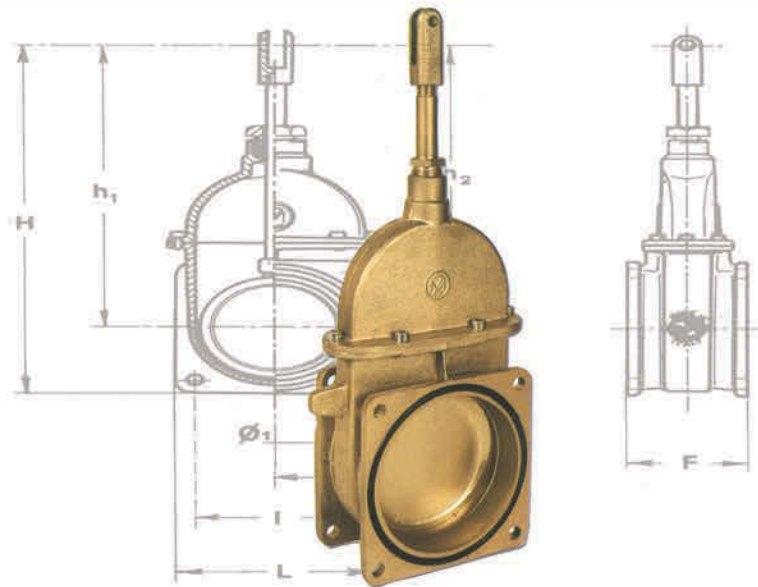
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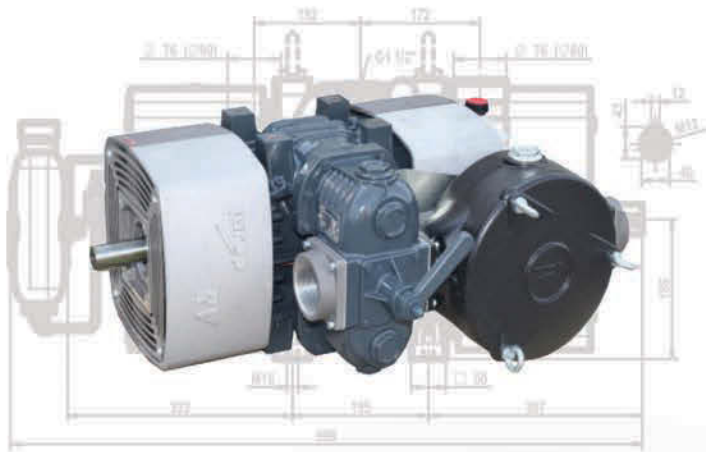
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Stewards of the Environment

A broad spectrum of industry professionals drives the Tennessee Onsite Wastewater Association to advocate for higher-functioning decentralized systems **By Doug Day**

The Tennessee Onsite Wastewater Association (TOWA) has a diverse membership that President Bob O'Dette says helps build broad consensus on ways to protect the environment. TOWA's membership consists of installers and pumpers, manufacturers, field practitioners, suppliers, engineers, soil scientists, distributors, research professionals, educators, consultants and regulators. (Learn more about TOWA at www.tnonsite.org.)

O'Dette assumed his TOWA role at the group's annual convention in February. As a regulator of the onsite industry for the Tennessee Division of Water Resources, O'Dette is the state's biosolids coordinator and is involved in the approval of operating permits for large decentralized onsite systems that are common in Tennessee.

Does your job as a regulator get in the way of being the leader of an industry association?

O'Dette: TOWA responds to proposed rules and design criteria by providing comments. We have a relatively large board of directors with 16 members and several of them are regulators. We have a specific position for a regulator along with positions to represent engineers, service providers, academia, soil scientists, installers, manufacturers and training along with some at-large positions.

I'm very pleased with the way the Division of Water Resources has been open to getting as much input as they can. We're going to have better rules by getting consensus among a large number of people with a lot of experience. It's a two-way street, and they are very open and transparent with everything they do.

Describe how that works in practice.

O'Dette: We passed state rules for the land application of biosolids in 2013 for the first time. We used to be covered under the federal [U.S. Environmental Protection Agency (EPA)] rule, and still are, but we didn't have state rules. EPA regulations have a specific agronomic rate for septage, for instance, but didn't have one for biosolids.

We've had some issues and wanted to be able to handle it better. It also made sense to have something more customized because we have a lot of differences from the Mississippi River in west Tennessee to the Smokey Mountains of east Tennessee.

Before we put the rules out for public notice and a formal comment period, we had about 15 or 20 meetings across the state and went through probably 30 revisions to the draft rules. Once we put out the public notice, we had very few comments. If we hadn't opened it up and taken the effort

to get consensus prior to going into the official rulemaking process, I think it would have been a lot more difficult.

We got the feedback from diverse groups and met with different organizations to give them a chance for input. As regulators, our approach is that you don't keep those things hidden until it's suddenly in a public notice, and people are saying, 'What's this?' and don't really have an adequate time to respond. We want a good rule at the end. It may be contrary to what some people may want, but they can understand it because it's been thoroughly aired out.

Part of your regular job is part of the permit process for decentralized cluster onsite systems. Are they popular in Tennessee?

O'Dette: The state has issued more than 400 permits for cluster systems.

About 30 or 40 of those are surface spray, the rest are subsurface drip. The typical cluster system in Tennessee serves 150 to 200 homes. We have a couple that have more than 500 homes. We permit some systems that have more than 100 acres of land that is either sprayed or dripped to handle their wastewater.

What is on your radar screen for the onsite industry in Tennessee?

O'Dette: Before the recession, we were in a time of heavy growth and cluster systems were booming. Five or six years ago, we were getting 80 to 100 new applications a year, and then it dropped to almost nothing. I don't think we had two or three new applications last year.

That's not good for the economy, but it allowed us to take a timeout and look at what we had been approving. We needed to rethink some of the criteria that we were allowing, and a number of issues have come up that show that we have to change our thinking a little bit.

One example is that we were allowing 5-foot spacing on driplines and it just wasn't giving us good coverage. We've gone to 2-foot spacing. We know that's more expensive for construction, but it's needed to get good utilization of the soil. I have pictures that show zebra-stripping, so it's obvious the nutrients weren't going to the full footprint of the soil area.



Reach Bob O'Dette at 615/253-5319.

“Our approach is that you don't keep those things hidden until it's suddenly in a public notice, and people are saying, 'What's this?' and don't really have an adequate time to respond. We want a good rule at the end.”

- Bob O'Dette

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We've had just a few cases and only one that balked at the 2-foot spacing. So that's something we're looking at. We'll have a draft and open it up to comments and suggestions. Maybe we can change the criteria, or maybe we'll have to go through formal rulemaking.

What's the difference between criteria and formal rulemaking?

O'Dette: With criteria, you can make variances and changes without going through the formal rulemaking process. But then you get into the problem of where you draw the line and is it fair to everyone? I think once we see the comments on the dripline spacing and see some more situations, we'll be better able to determine how much of a change we should make.

What about TOWA stands out in your mind?

O'Dette: I've been a member for seven years. I think it's the quality of the people in TOWA and their dedication to doing good work and protecting the environment. There are a lot of challenges out there. I'm very proud to be part of it.

I've been in a lot of organizations. The idea of consensus is so powerful because it's sometimes so difficult to achieve. If you go in and just vote on something, and the people who vote against it don't get their way, there is a tendency to work against it and it will be more difficult and convoluted to get together. With consensus, you and I may not agree that it's exactly what we want, but we can live with it, work with it and support it. And when you get that among a diverse group, you've got something that is very powerful. ■

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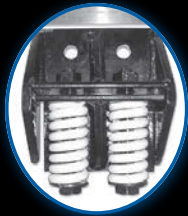
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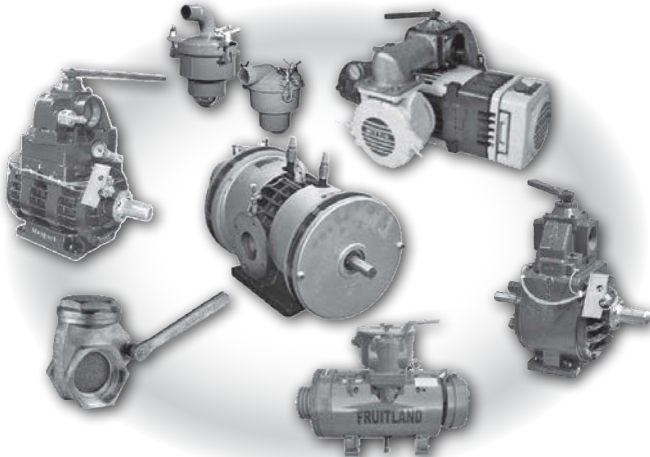
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Submit Nominations for the Excellence in Service Award

By Dhru Bhatt

It is the time of the year to remind everyone to prepare nominations for the next National Association of Wastewater Technicians (NAWT) Excellence in Service Award. The award is presented annually at the state association breakfast during the Water & Wastewater Equipment, Treatment & Transport Show (WWETT) just before presentation of the Ralph Macchio Lifetime Achievement Award. The 2015 breakfast will be Wednesday, Feb. 25, in Indianapolis.

The NAWT Board established the Excellence in Service Award in 2010 as an update to the former Man of the Year award. Establishment of this award reflected the changing industry and provides the opportunity to recognize any individual or company the NAWT Board feels has exhibited exceptional service to the wastewater profession. The nomination criteria and instructions are provided below. Nominations should be submitted by Nov. 1.

BASIS FOR AWARD

To recognize a NAWT member or NAWT-sponsored individual or company that has shown exceptional accomplishments in their service to the community and to the wastewater profession.

Nomination Criteria

The Excellence in Service Award is based on one or more of the following criteria:

- A significant contribution to the wastewater profession and/or to NAWT
- Commendable service during a significant community or national event within the last several years
- Additional responsibilities that resulted in a benefit to the community or wastewater industry
- Actions performed above and beyond the call of duty
- Provided inspiration to others
- Exhibited exceptional leadership

Nomination Instructions

Who can nominate?

- NAWT members in good standing with personal knowledge of the accomplishments of the nominee
- Liaisons from NAWT-affiliated organizations who have personal knowledge of the accomplishments of the nominee
- Nonmembers may make recommendations through any NAWT member or liaison

Who can be nominated?

- Anyone who meets the nomination criteria
- Past non-winning nominees

When to submit nominations:

- All nomination forms must be received by or postmarked Nov. 1 of each year. Any applications received after the deadline will be placed on file for the next calendar year.
- All post-deadline nominators will be notified of this fact and given further instructions.

Documentation Required

- An Excellence in Service Award application form, which can be obtained by: Calling the NAWT office at 800/236-6298; emailing info@nawt.org; or downloading from the NAWT website at www.nawt.org
- A nomination letter explaining why the nominee should be considered for the Excellence in Service Award based on the award criteria and signed by the nominating individual
- An additional signed endorsement letter to vouch for the nominee's achievements may be included, but is not required
- Submit the application packet to the NAWT office marked ATTN: Excellence in Service Award Committee via email at info@nawt.org or U.S. mail addressed to NAWT, 3150 W. Higgins Rd., Suite 106, Hoffman Estates, IL 60169 ■

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George Daniels

Hino Trucks names senior vice president
Hino Trucks named George Daniels senior vice president of sales and customer service. Previously he served as vice president of service operations for Hino Trucks.

Optronics releases vehicle lighting catalog

Optronics International released a 2014 lighting product catalog. It is available for download from the company's website, www.optronicsinc.com.

United Rentals completes National Pump acquisition

United Rentals completed the acquisition of National Pump, including 37 branch facilities in the United States and Canada. The \$780 million purchase price included \$765 million in cash and approximately \$15 million in stock.

AEM, Ditch Witch produce vacuum excavator safety video

Ditch Witch, a member of the Association of Equipment Manufacturers (AEM) Underground Equipment Manufacturers Council, collaborated with AEM on production of a vacuum excavator safety video. Available through

the AEM Store, the video promotes best practices in the operation of vacuum excavation equipment, as well as how to protect underground utilities from damage.



Rick Springer

J&J Trucks names sales manager

J&J Truck Equipment, a division of Somerset Welding & Steel, named Rick Springer regional sales manager. Based in Chambersburg, Pa., Springer will be responsible for truck equipment sales throughout eastern Pennsylvania.

Curry Supply, Reading Truck form partnership

Curry Supply Co. and Reading Truck Body formed a partnership to expand product portfolios and market reach. The partnership will enable Reading to strengthen its distribution channel and for Curry to expand internationally and support new industries.

NexTraq named Top 40 Innovative Technology Company

NexTraq, a GPS fleet and asset tracking company, was named by the Technology Association of Georgia as one of its Top 40 Innovative Technology Companies. The award recognizes Georgia-based companies for innovation, financial impact and efforts at spreading awareness of the state's technology initiatives.

Chevin Fleet Solutions names account manager

Chevin Fleet Solutions named Bradley Furie national account manager for sales development for the western United States.



Bradley Furie

Continental launches Web portal

Continental Tire the Americas expanded fleet offerings with the launch of Conti360. The Web portal enables customers to access invoices, credits, tire training modules and the Engage360 training program for fleets.

ECCO Group acquires Public Safety Equipment Group

ECCO Group of Boise, Idaho, acquired Public Safety Equipment Group. The expanded business, ECCO Safety Group, will have manufacturing facilities in nine locations on four continents with sales offices in Europe, Australia and China.



Dan Koziczowski

Super Products names vice president

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The **HXL400WV** heavy-duty, water-cooled pump from **Masport** is designed for septic pumping use. It is capable of airflows up to 400 cfm and 25 inches Hg continuous duty for vacuum, suitable for tank sizes in the 2,500- to 4,500-gallon range. Carbon fiber vanes and a solid rotor ensure quiet operation and reduction of wear on the cylinder, extending pump life. **800/228-4510; www.masportpump.com.**



(continued)

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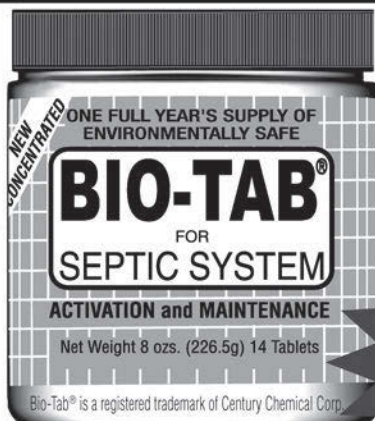
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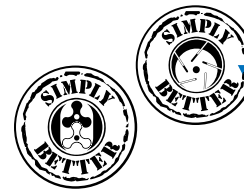
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The **PM2000 Storm Series** liquid-cooled vacuum pump from **Moro USA** is capable of pumping nonvolatile liquids and sludge from long distances, providing an additional choice for heavy-duty industrial applications with a tank capacity of 3,000 to 6,000 gallons. It includes an integrated check valve, changeover valve, automatic oiling system, industrial-duty bearings, Viton seals and high flow-rate asbestos-free spark-proof vanes. Its onboard liquid cooling system incorporates a forced-circulation external water pump. It is capable of 43.5 psi and a continuous vacuum of 24 inches Hg, along with a flow rate of 824 cfm and 1,200 rpm rotation. It has a 4-inch flange connection. **800/383-6304; www.morousa.com.**



PREASSEMBLED VACUUM PUMP UNIT

Conde Powerpak preassembled, gasoline- or diesel-powered vacuum pump units from **Westmoor Ltd.** are easily installed by bolting and attaching them to the tank. They have a heavy-duty steel base with aluminum diamond plate trim and belt guard. They are available with either vacuum-only or vacuum/pressure pumps. A wider range of CFM options ensure the right unit for various tank sizes and applications. They are powered by Honda GX commercial-series gasoline or Yanmar industrial air-cooled diesel engines. Units can be easily transferred to another tank system when needed. **800/367-0972; www.westmoorltd.com.**



TRUCK-MOUNTABLE VACUUM PUMP

The **Bolt and Go** from **Surpresseur 4S** features a range of Robuschi RB-DV 28-inch HgV high-vacuum blowers from 500 to 2,600 cfm. It is a fully integrated enclosed bolt-and-go package with chassis mounting supports, inlet pre-filter, nonreturn check valve, four-way P/V changeover valve and discharge silencer. Its modular design is adaptable for a

PTO right-angle gearbox, belt drive or hydraulic transmission. It has a stainless steel or galvanized acoustical enclosure that provides quiet (under 85 dBA) operation. External gauges make it quick and easy to monitor oil level, sight, vacuum and pressure liquid-filled gauges. **450/619-6363; www.surpresseur4s.com.**



POSITIVE DISPLACEMENT BLOWERS

FOOTPRINT INTERCHANGE BLOWER

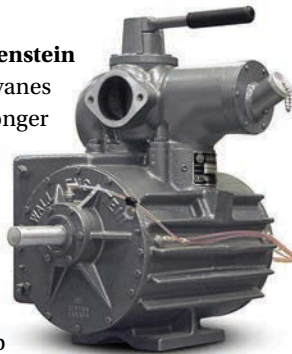


KAY Blowers from **BRUDON Air Vac / Kay International**

have a robust housing design and an impeller profile that reduces pulsation, noise and slippage. They increase service life and reduce overall maintenance and operational costs, and are designed with footprint interchange capability that allows ease of installation without major retrofit or modification to the existing airflow system. **780/440-1634; www.brudonairvac.ca.**

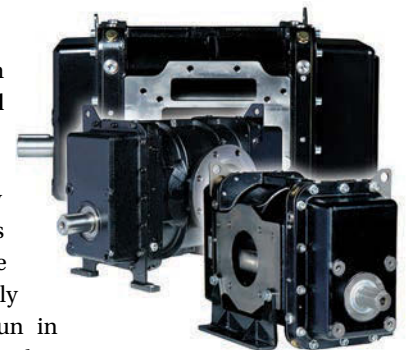
WIDE-VANE VACUUM PUMP

The **753 Series** vacuum pump from **Wallenstein Vacuum Pumps** incorporates extra-wide vanes that allow up to an inch of wear, resulting in longer service life with lower maintenance costs. It provides 422 cfm airflow performance at 1,200 rpm operation and precision machining for vacuum levels up to 28 inches Hg. Model options include air, liquid or dual-cooling systems where air injection is combined with liquid cooling. A pump flushing port is included on the top valve for simple regular maintenance. The quick-access housing endplate makes for easy internal inspection with no bearings to pull. Oil lubrication is via a mechanical piston pump driven by shaft rotation, or available with a sight-feed valve oil regulator system that uses vacuum/pressure to draw oil with no moving parts. **800/801-6663; www.wallenstein.com.**



AIR-INJECTED BLOWER

VTB or SIAV Series blowers from **Hibon Inc. (a division of Ingersoll Rand)** produce high vacuum levels and are not limited by the heat generated inside the blower. They are designed with air injection ports that allow ambient air to enter the blower and cool the lobes. A properly designed air-injected blower will run in a blanked off condition (27 to 28 inches Hg or hose fully submerged) indefinitely without the blower overheating. Therefore, no vacuum relief valve is needed. **888/704-4266; www.hibon.com.**



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POSITIVE DISPLACEMENT BLOWERS

HIGH-VACUUM BLOWER

The **Challenger 4310** high-vacuum, positive displacement blower from **National Vacuum Equipment** delivers 940 cfm and is capable of running at 27 inches Hg continuous vacuum.

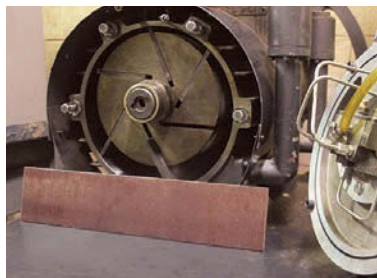


The low-maintenance, environmentally friendly (no oil) unit offers quiet operation with the Pro Pak sound dampening system. The blower is designed, built and supported in the U.S. **800/253-5500; www.natvac.com.**

PUMP ACCESSORIES

KEVLAR PUMP VANES

Lamitex vacuum pump vanes from **Franklin Fibre** are tested composites for North American- and European-manufactured pumps in light- to heavy-duty demands at temperatures up to 350 degrees F. They are constructed from virgin Kevlar fabric and high-temperature phenolic resin. The vanes are designed for all commercial-duty pumps used in oil and gas, environmental, septic and waste management applications. **302/652-3621; www.franklinfibre.com.**



BIODEGRADABLE PUMP OIL

Fruitland Green biodegradable vacuum pump oil from **Fruitland Manufacturing** can be used with all Fruitland rotary vane pumps. It is both environmentally and operator safe. Operators will no longer have to worry about harming the environment with spills. The oil helps reduce emissions and is nontoxic. **800/663-9003; www.fruitlandmanufacturing.com.** ■

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CUSTOMIZABLE VACUUM TANKS MADE FOR NONHAZARDOUS WASTE

in the
SPOTLIGHT
By Ed Wodalski

Vaxteel ST Series one-compartment 1/4-inch carbon steel vacuum tanks from **LMT** are designed for nonhazardous septic service, wastewater hauling, oil and gas well service and waste cooking oil collection.

Standard components include internal anti-surge baffles (one or more depending on tank size), primary shut-off (12-inch, low-profile, carbon steel), secondary shut-off (10-gallon, 1/4-inch carbon steel), and top and rear manways (20, 25 or 36 inches).

Other features include 12-inch rear hose hangers, three steel sight eyes, LED light kit, 4-inch discharge, 3-inch inlet, 4.5-inch vacuum/pressure gauge, and 1.5-inch vacuum and pressure relief valves. Custom tank sizes range from 36 to 84 inches in diameter and lengths up to 38 feet.

Each tank has offset seams for added strength and full-length, detachable hose trays (aluminum or stainless steel available).

"When it comes to replacing the pump, it's easier to do if the hose trays are easily removed," says Rick Kempfer, sales manager for LMT. "You're able to lift your pump right up and out of there. The other nice thing about it is if you ever damage them, they're easy to replace. You don't have to cut anything off the tank."

Stocked in 2,300-, 2,500- and 3,360-gallon capacities (300- to 6,000-gallon available), tanks have full-length straight or tapered rails. "With tapered rails, you can raise the front end up to where it drains better," Kempfer says. "Tapered rails let you handle difficult waste like car wash pits and solids better."

The 2,300- and 2,500-gallon tanks are generally mounted on a single-axle chassis, while the 3,360-gallon tank mounts to a tandem truck chassis.

"We've got many different options, from front-load valves to galvanized tanks, more access ports. We make all of our heads in-house," he says. "While we stock Vaxteel ST Series tanks for immediate delivery, our specialty is building custom configurations to customer specifications."

Other options include vacuum pump system mounted and tested, full-opening rear door with hydraulic hoist and door lift, mechanical or electronic level indicators, 25- and 36-inch manways, stainless steel heated valve collars, front load valve, external protective textured coating, internal epoxy coating, custom paint and vinyl decals. **800/545-0174; www.vaxteel.com.**

ISUZU 2014, 2015 N-SERIES DIESEL MODELS

Isuzu Commercial Truck of America has introduced its lineup of 2014 and 2015 model year N-Series diesel trucks. The 2014 NPR ECO-Max features increased frontal area, enabling non-air-deflector models to handle bodies with inside heights up to 85 inches. The 2015 NPR-HD, NQR and NRR models feature the 4J 3.0 liter, four-cylinder turbo-diesel engine with Denso air conditioning compressor, along with 19.5-inch Bridgestone M895 low rolling resistance tires for improved fuel efficiency. **866/441-9638; www.isuzucv.com.**



GUARDAIR PNEUMATIC GUN VAC

The pneumatic Flexible Gun Vac from Guardair Corp. has an 18-inch by 1 5/16-inch O.D. tapered flexible metal extension. The tapered inlet accepts standard 1 1/4-inch vacuum accessories. Designed for industrial cleaning, features include comfort grip, filtration collection bag and dual 1/4-inch FNPT air inlets (bottom and rear). **800/482-7324; www.guardaircorp.com.**

SURCOTECH ODOR COUNTERACTANT

Scatter granular odor counteractant from SurcoTech is formulated to handle odors from restaurant, institutional, commercial and municipal waste. Containing the odor-destroying additive Metazene, the granules are biodegradable, noncorrosive and contain no acids. **800/556-0111; www.surcotech.com.**



OPTRONICS LED SERIES LAMPS

ONE Series LED lights from Optronics International are available in single-diode 4-inch round and 6-inch oval stop, tail and turn lamps. The lights meet FMVSS 108 photometric requirements for visibility and safety. **800/364-5483; www.optronics.com.**

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ECCO WIRELESS REVERSING CAMERA

The EC5605-WK wireless reversing camera system from ECCO Safety Group includes 5.6-inch LCD touch-screen color monitor and CMOS color infrared camera. The system delivers high-quality images in low light and is expandable up to four cameras. **800/635-5900; www.eccogroup.com.**



EXAKTIME MOBILE 2.0 FOR APPLE DEVICES

The Mobile 2.0 time tracking app from ExaTime, for all IOS devices including Apple iPhone and iPad products, features Team View, a GPS oversight option that enables a supervisor to view a map showing the clock-in coordinates of all company employees. **877/435-6411; www.exaktime.com.**



LOWELL 4-IN-1 RATCHETING SOCKET WRENCH

The 8C 4-in-1 ratcheting socket wrench from Lowell Corp. has four sockets that fit the most common nut sizes (1 1/4, 1 1/16, 1 1/8 and 15/16 inches) in utility and construction applications. Ratchets have 36 teeth and 10-degree handle for tight spaces. The 2.5-pound wrench is 17 inches long and 1/2 inch thick. **800/456-9355; www.lowellcorp.com. ■**

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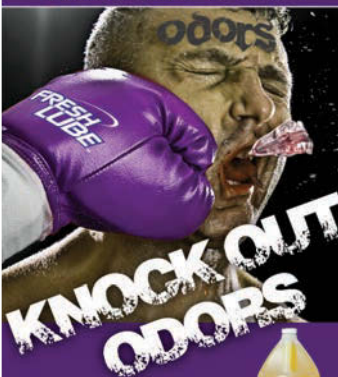
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Profitable portable toilet company for sale in the Texas Hill Country. 2013 Hino truck, 2007 International truck, special event units, handicap units, job-site units, and handwash stations. Comes with reputable name and clients. Please email admin@centexww.com to set up appointment to discuss. Serious inquiries only. (P07)

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I have a great business for sale in Minnesota, the Land of 10,000 Lakes. My dad started the business in 1950 and we have been going strong ever since. We've had a great reputation in this area for over 60 years. I have more than 350 customers on my septic maintenance list. We do septic pumping, drain cleaning, jetting, camera work and locating. We do a great deal of commercial work for towns, farms, sewer plants and such. Eighteen towns within a 30-mile radius. Equipment includes: Two septic trucks: 2003 and 2007 Kenworth trucks, both have 3,500-gallon all-stainless steel tanks with hoists and 1,000cfm pumps; Two jet-vac trucks: 1996 Ford Vactor and 2007 Sterling Aqua-Tech, and a 1992 straight jetter truck. A service bus for drain cleaning loaded with everything, it is a rolling shop. All equipment has been under roof and is in immaculate condition. The purchase would include an equipped, 3-stall, 36x48 heated shop with mechanic pit and wash bay and a 40x80 storage facility built in 2013. Please look at my website to view pictures of some of the equipment: talauritsen-septic.com. If interested call Tom at 320-226-3179, leave message or email tal@mvtvwireless.com. (P08)

Turnkey septic and storm shelter company. Forms, trucks, equipment and inventory, 3.5 acres, newer metal manufacturing building and office. \$1,700,000. 575-756-9990 or nancy.klemp@yahoo.com. Listed by EZ Realty, LLC. (P07)

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Turnkey portable restroom business for sale, Aurora, IL. This established business has secured contracts for 2014, includes 3 pumps, 1 pick-up truck, 3 trailers, over 500 units and 45 sinks. \$489,000 firm. E-mail karencarlson45@gmail.com (P08)

For Sale: Well-established sewer & drain cleaning business serving area for over 46 years. Two-truck operation. Loyal customer base. Employee with 15 years experience willing to manage business. Located in Central Indiana. 765-664-4741 (P07)

For Sale: Central Illinois portable toilet and septic pumping business. About 100 toilets, (2) handicap units, (4) sinks. 1,875-gallon tank truck and toilet truck. Turnkey, owner has other interest. Firm price \$125,000. Call 217-827-3180. (P09)

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

Turnkey Portable Toilet Business: 5 trucks, 400+ toilets, sinks, and holding tanks. Hundreds of established customers. Servicing SW Florida, Marco Island to Sarasota. Serious inquires only. portapottyrentals@yahoo.com (P07)

FOR SALE: Small family owned and operated 350-unit portable restroom company. Serving the local areas west of Colorado Springs, Colorado. \$379,499. ColoradoBusiness4Sale@aol.com (P07)

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

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (P07)

DEWATERING

Septic Receiving Stations: Dual-screen design, affordable, high capacity. Two models: One sits over any open pit and the all new stand-alone unit (newly designed screens 19.5 sq. ft. This will not plug with hair) - use it anywhere. 208-790-8770 (P07)

Flo Trend Systems Model SM-15-0-WS: 15-cubic-yard roll-off dewatering box. Can be used with a hook lift. Box only used 1.5 years. Comes with rolling tarp. Does not include polymer injection system. Asking \$14,500 OBO. 801-430-7287, UT (P08)

FKC Screw Press, Class 'A'; JWC septage receiving station; Fulton boiler; Spiroflow bulk dispenser; Xerxes tanks and Gorman-Rupp pumps. For additional information contact John W. Campbell 231-547-4429 or jwc@bigfishenvironmental.com (P08)

Complete mobile dewatering unit. Box, filters, trailer and polymer system. Easy to transport. \$18,500 OBO. Call Stan for more info @ 989-733-2840 (P07)

DRAINFIELD RESTORATION

Terralift Model 2000: Excellent condition. \$25,000 or best offer. Pictures available upon request. 315-843-5600 or email aalco@tds.net (PBM)

Soil Shaker 2000. Universal skid steer attachment for drainfield restoration. Buy factory direct. \$6,250. Check us out on YouTube or call 320-293-6644. (PBM)

New and used terralifts for sale starting at \$20,000 used and \$38,000 new. Financing available. Call Dick Crane 800-223-2256. (PBM)

EXCAVATING EQUIPMENT

1996 Kenworth Guzzler with knuckle boom: Cummins, 10-speed, 20,000 front. \$79,000. Call 503-969-9545 (P07)

GREASE UNITS

Pre-owned 2008 Peterbilt 340 cab and chassis with a 3,000 U.S. gallon carbon steel vacuum tank unit with drum holder behind cab. (Stock# 6641CC) www.VacuumSalesInc.com (888) **VAC-UNIT (822-8648)** (PBM)

HAZARDOUS WASTE UNITS



2003 Peterbilt 378: Keith Huber Beringer model B38-D-L-PTO-H-LR1k-IB. 52,900 miles, 3,315 hours. ... \$170,000

Call **715-824-5220** or **715-572-4250, WI**

P07

Pumper
AVERAGE MONTHLY
CIRCULATION

**REACHES
26,742
READERS!**



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

KLM Companies
617-909-9044

PBM

JETTERS-TRAILER



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

800-213-3272,
www.hotjetusa.com

PBM



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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617-909-9044

PBM

Pre-owned Thompson Tank, 2-compartment 2,200 U.S. gallon, 1,000/12,000 carbon steel vacuum tank mounted on a 1993 Freightliner FL70 cab and chassis and a Thompson Tank pump package. (Stock #7918C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

New 3,200 U.S. gallon, carbon steel, DOT certified, 407/412 vacuum tank, dump type with full open rear, door and a Presvac PVB 750 vacuum-pressure pump installed on a 2014 Peterbilt 348 cab and chassis. (Stock #13577 A-D) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)



2013 O'Brien Model 7040-SC Hydrojetter with 197 hours. Truck has 700-gallon tank, 40gpm @ 2,000psi Triplex pump, 500'x 3/4" sewer hose, 65hp Cummins diesel engine. Completely loaded. Priced to sell at \$37,500

Terry 800-860-7800, TN

P07



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

800-520-4704, PA
www.Opdykes.com

PBM

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

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

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

2008 Ford PipeHunter: 1/2" hose, 700-gallon tank, Giant pump, 14.2gpm @ 4,000psi. Tuthill blower. John Deere rear engine. 294 hours. khtrucks.com 972-938-1905 (P07)

2004 Sterling Safe Jet Vac by Clean Earth. Roots blower, Myers 80gpm water pump. Dump body. \$89,000. 559-276-0186 (P07)

LEASE/FINANCING

Western Equipment Finance, a bank-owned direct lender, is committed to continuing to help you prosper. All equipment types, new or used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can trust, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (PBM)

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

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

100% Financing Available. Answers within 4-6 hours. One page simple application. New or used equipment. Flexible plans to choose from. THE LEASING EXPERTS- WWW.TLEJAX.COM 1-888-505-0060 (P09)

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HYDROEXCAVATING EQUIPMENT



2011 Freightliner Business Class M2 12-yd. Hydrovac F4 Tornado that has been rolled, Roots blower rebuilt less than a year ago. Transfer case and Hi-Pressure pump. All hydraulics in good shape. Would like to sell complete or part out! It's in Odessa, Texas. Call for prices and more information. \$50,000 cash OBO

432-967-0961, TX

P08

JETTERS-TRUCK

1994 Topkick Camel Jet: Auto, Myers 65gpm pump, Perkins diesel rear engine, 3/4 in. hose. khtrucks.com 972-938-1905 (P07)

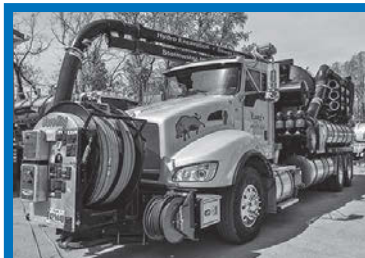
JET VACS



2007 Aquatech B10/1500: CAT 335hp (EPA 04) with Allison automatic transmission. 88,000 miles. 1,400 hours. Roots 624 blower, 8" x 19' extendable boom, pump-off option, internal tank flush, 6-function joystick. Excellent condition.

KLM Companies
617-909-9044

PBM



2012 Vactor 2100 Plus vacuum truck, hydro-excavating, drain line cleaning. 48-inch line/cleaning head. 355 blower hours, 14,353 miles. Call for more information.

410-679-2662, MD

P07

2005 Sterling AquaTech hydroexcavation truck: 624 Roots blower, 35gpm @ 2,000psi, 10-yard debris body, factory frame-mounted generator, 28,153 miles. khtrucks.com 972-938-1905 (P07)

2004 Sterling Vac-Con: 9,533 main engine hours, 1,224 rear engine hours. Roots 824, 80gpm pump, 9-yard debris tank. khtrucks.com 972-938-1905 (P07)

2007 International Vactor 2112: 12-yard debris body, 1,200-gallon water capacity. PD vacuum blower, new trash pump, 77,144 miles. \$165,000. khtrucks.com 972-938-1905 (P07)

2009 Sterling Vac-Con: 54,587 miles, 3,975 hours. 1,500-gallon water capacity, 80gpm pump, Roots 824 blower. 16-yard debris tank. khtrucks.com 972-938-1905 (P07)

1998 International Vac-Con: 9-yard debris tank, 3-stage fan, Bean 80gpm pump, 1,100-gallon water capacity. khtrucks.com 972-938-1905 (P07)

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PORTABLE RESTROOMS

For Sale: 111 tan Satellite Tufway restrooms, excellent condition - asking \$375 each. 89 blue PolyJohn PJNIII, excellent condition - asking \$375 each. 55 tan PolyJohn 4-sink wash stations, most have never been used - asking \$450 each. 5 grey PolyJohn wash stations - asking \$450 each. 3 tan Poly Portables enhanced access units (ADA), excellent condition - asking \$1,000 each. Other equipment available. Call 417-257-3427 for more info and pics. (P09)

PORTABLE RESTROOM TANKS

We have a Vacutrux portable restroom slide-in tank. 450 waste/ 210 fresh water. Wallenstein pump. Pump just rebuilt last year. Honda motor included with pump. Everything ready to go. Asking \$6,500. Please call Scott Tissot at 330-605-8290 or email at tissotsanitaryservices@gmail.com (P07)

For Sale: 2-2005 Best Enterprise 400/150 stainless slide-in pump units. Units have low usage, have been kept under roof, and are ready to use. Asking \$9,500 each. Also available is a custom-built 600/300 steel rectangular-style tank that would fit on a 2-ton truck. Comes with PTO-drive vacuum pump, built-in toilet carrier, lots of storage boxes, coated in spray on bed liner, and dual service. Asking \$10,000 OBO. Call 417-257-3427 for more info and pics. (P08)

PORTABLE RESTROOM TRAILERS

2009 AMS/Wells Cargo restroom trailer. 10 individual stalls, 4 sinks on rear. Jets VOD vacuum system. Low hours, HVAC, everything works, clean trailer. Trailer lowers to ground level. \$25,000. Call Jeff 512-590-2163 (P08)

2009 ACS1 24' high end trailer. Solid wood doors, Kohler toilets (can be removed) and vanities, wood floors. Excellent condition with low hours. Has a 500-gallon fresh water tank, 1,000-gallon waste. Propane-powered generator or shore power hook up. Heat, AC and stereo. \$37,000. 631-447-5216 (P07)

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

2007 Wells Cargo CE3 Platinum: Very good condition w/HD TVs, oak trim, SS dispensers, aluminum wheels, Corian, upgraded door pumps. Loaded. \$24,000 firm. Jeff: 610-329-3350 or email jdsiter@yahoo.com (P07)

1993 Olympic enclosed portable restroom trailer with 6 stalls and 3 sinks on women's side and 2 stalls, 2 sinks and 5 urinals on men's side. Heating/air, refurbished in 2007 with new plumbing, new marine-grade plywood floors rubberized, new fixtures and speakers for music. Most every toilet has been replaced within the past 2 years. 30' wide, 9' high, 8' deep. Lowers to ground level. Must sell ASAP. Make offer! \$13,000 OBO! 919-612-2136. judydowney@embarqmail.com (P07)

PORTABLE RESTROOM TRUCKS



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 P07



2011 Isuzu NRR: 115,000 miles. New tires. Workmate 1,000 gallon (700 waste/300 water). 4-unit carrier with lift gate. Has warranty on motor. Excellent toilet truck. \$42,500

360-431-7864, WA P08

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 Satellite Ford F-550: 100,500 miles. Runs daily. White Satellite toilet truck with no lettering. Auto/Air. New rear tires and good front tires. First \$23,000. 216-990-6658. Mike@Arisrentals.com (P07)



2007 International 4200: Non-CDL, 2,000-gallon tank - 1,500 waste/500 water. Masport pump, DC water, extended carrier. \$38,500
360-431-7864, WA P08



1992 International portable restroom truck: 300-fresh, 1,500-waste, Moro pump, gas-powered jetter, portable carrier. Call for pricing.

866-720-4999
www.tankservicesinc.com PBM



New 2014 Ford F550: 1,200-gallon aluminum tank, split 300 water/900 waste. Masport HXL4V vacuum pump, set up for dual service with hoses and wands. Moro DC-SS wash down pump with hoses and manual rewind reels. Work lights, toilet carrier and more. \$70,000

Mid-State Tank / Arthur Custom Tank
Austin Hunter 800-722-8384 P07

2005 Freightliner Business Class: C-7 CAT, 6-speed. New 1,200-gallon waste/400-gallon water tank. New Patriot 300 vacuum pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

2008 Ford F450: 4x4, diesel, auto. New aluminum vacuum tank 600 waste/300 water, 8hp Honda, Masport HXL2 vac pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

PORTABLE SINKS



2003 United 14-sink hand washing trailer, Paloma tankless on-demand propane hot water heater, potable & gray water hoses, gray water bladder bag, soap & towel dispensers, mirrors. \$14,000 OBO. Also have 22-sink hand wash trailer & a shower, laundry, hand wash combo trailer. Email for more pictures

emergencyrentalservices@yahoo.com
559-733-5117, CA P07

POSITIONS AVAILABLE

Hydro Excavator Rental Sales Representative: Hydro Excavation Truck Sales & Rental company is seeking experienced, motivated sales representatives to expand existing client base. Sales experience in rental to hydroexcavation contractors, oil & gas industry, heavy commercial trucks and/or equipment required. Excellent commission program. Send resume or contact info to JobPostingAE2014@gmail.com (P07)

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

Seeking Asst. Operations Manager: Sewer cleaning & inspection company seeks a hands-on Asst. Operations Manager with the following skill set: Project Management, Equipment Operation & Troubleshooting, PACP certified, People Development, Safety Program, etc. We operate in the greater southeast and are based in Nashville, TN. We provide a competitive salary and full benefits. Relocation considered. Please send a resume to info@sani-techservices.com (P07)

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Help Wanted - Vacuum truck salesman for septic and portable restroom trucks. Minimum 10 years industry experience. Work from home. Nationwide sales territory. All enquiries will be confidential. vacuumtrucks@gmail.com (P07)

PRESSURE WASHERS

2008 Ford F350: Crew cab, stake bed, diesel, 124,000 miles. 3,500psi 8gpm dual gun pressure washer with 500-gallon water tank mounted on trailer. 24" vacuum surface cleaner with vacuum water recovery system. 50-gallon fuel tank with 12v pump. Hoses, tips, nozzles, foot pedal and more extras. Asking \$23,000 or best offer. Call 219-850-3141. (P07)

PUMPS-VACUUM

New, used and rebuilt vacuum pumps and tanks. Most major brands. Parts in stock. Quick turnaround. 20 years experience. 866-735-7327 (P03)

Moro AC4 pressure/vacuum pump - \$2,000 OBO. About 320cfm for tanks from 1,000 to 5,000 gallons. Brand new, in the crate. Make me an offer. 989-879-3114 (P07)

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

PUMPS-WATER

New, never used Myers D65-20 water pump. List price: \$17,992. Sell for \$8,850. New Rockford power take-off part number 4-11182 - \$700. 714-381-4141. (PBM)

RENTAL EQUIPMENT

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

SEPTIC TRUCKS

1997 Volvo/Autocar 5,000-gallon vacuum truck. Cummins N-14 engine, Eaton 8LL transmission, Presvac pump. 20,000 front/56,000 rear axles. 225,000 miles. Reason for sale: Updated equipment. Truck pictures upon request. Priced to sell \$35,000. Contact Frank King 978-452-7750. (PBM)



1994 Ford LTS 8000: Jays 3,700-gallon tank, 360,277 miles. \$18,000

**Call 715-824-5220
or 715-572-4250, WI** P07



2005 M2 Freightliner: 400hp MB engine, 10-speed, 200,000 miles. Jup 150 vacuum pump, 4,200 steel tank, heat on valves. \$46,500 OBO

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



2007 Freightliner M2-112: 450hp Mercedes, 211,000 miles. 8LL transmission, 5,000-gallon carbon tank. De-Mag 150 water-cooled vacuum pump. Centrifugal pump w/irrigation gun. Will deduct w/o pump and gun. One owner. \$97,500

**stevebyrne@bytecinc.net
608-328-8200, WI** P08



2002 International i5600: 156,000 miles, C-10 CAT 370hp, 9-speed. 20front/20pusher/46rears. New Imperial 4,000 gallon and Masport 400 liquid-cooled. Never seen sewer! \$75,900

612-221-6416, MN P07



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. 1,500-gallon truck units; 16,000. Self-contained vacuum skids, 1,000-gallon; \$10,500. 2,500-gallon painted tanks ready to mount; \$13,000. PortaPotty trucks and any custom options or sizes available!

**TexLa Services
936-641-3938
www.texlaservices.com** P07



2006 International 4400 DT466: 285hp, 10-speed, 34,000 GVW. 71,500 miles (only 15K as a vacuum truck). 3,400 hours. 2,380-gallon tank, Battioni pump. All new in 2010. Excellent condition. \$59,500

**Call Rick Steele @
541-910-3458, AZ** P07

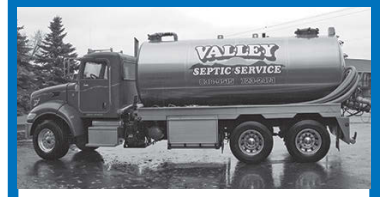


2000 Sterling: CAT, 8LL, 20front/12steerable/40rears. 252,000 miles. New Imperial 4,000 gallon & Masport 400. Truck has only been in service for a month. \$67,900

612-221-6416, MN P07

1990 Hino: 2,800 gallon. 152K miles. New pump, tires and brakes. Perfect for grease traps/tanks. \$35,000. 301-418-3724 (P08)

2003 GMC 7500: Air brakes, auto, a/c. CAT 7.2, 88k miles. 2007 Abernathy 2,500-gallon tank, 350cfm Wallenstein 753 pump. Nice truck. \$43,500. 740-357-1208. (P09)



2007 Peterbilt 335: 315 Cummins, Allison auto., 3,600-gallon 304 stainless tank, NEV 866 pump and heated valves. \$105,000

715-829-7400, WI P11



Online Auction: 2002 Sterling, CAT C12, Eaton-Fuller Road Ranger RT/RTO 8 LL transmission. 166K miles, 8,422 hours. For bidding and information, go to www.bid-2-buy.com.

**Curtis: 612-701-8677
Landon: 763-360-8655** P07



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, IL P07

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)

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 (P07)

2001 International 4700 T444E: 294,064 miles. 1,500-gallon tank: 1,200 waste water/300 clean water. Asking \$17,000. Ohio. Call Jeff 937-407-0864 or email basevending@gmail.com (P07)

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SEPTIC TRUCKS



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

866-250-8260, PA
www.Opdykes.com

PBM



1993 International 4900 septic truck, 2,500-gallon tank. \$22,000

304-887-2316, WV

P07



2013 International 7500: 4,000 waste, 150 fresh. Aluminum Imperial tank. 10-speed, 450hp. 50,000 miles. 607 Challenger vacuum pump. Excellent condition. Call for details.\$115,000 OBO

713-503-0719, TX

P08

1990 International 4900: Septic pumper. 1,800-gallon sewage 200-gallon water. DT 466, 5+2 transmission. Masport XL20 pump. Well maintained. Ready to continue working. California says sell! Asking \$19,500. Call Lee 530-241-4287. (P07)

2002 Freightliner FL70: 215k miles, 6-speed manual, CAT 3126 w/225hp, 33k GVW, hydraulic brakes. 3-year-old 2,500-gallon vacuum tank with Masport HXL400 vacuum pump. 100' 3" suction hose. \$38,000. Call or text 734-731-5256 or email dbergeron@live.com for more info. (P07)



2005 Mack Vision CX612: 3,600-gallon tank, new turbo/head gaskets 2012. 8-speed Eaton Fuller transmission. 520,043 miles, mostly highway. Recently painted. \$44,000

Jim 716-934-4754, NY
lakeshoreseptic@gmail.com P07

2006 Freightliner M2 Business Class: CAT C7 225hp, 6-speed manual, 33k GVW, 173k miles. 3-year-old 2,500-gallon vacuum tank, Jurup LC420 vacuum pump, 4gpm @ 4,200psi jetter with reel and 250' hose, trailer hitch. \$45,000. Call or text 734-731-5256. (P07)

1997 Freightliner FL70: 210hp Cummins mechanical motor, 6-speed with heat/ac. 2,200-gallon tank, 2 years old. 400cfm pump. Water tank and large toolbox for LARGE snake. All hitches and electric at rear for towing equipment. Asking \$22,500 OBO. Call Vinny 845-674-7790. (P07)

1999 Ford F550 XLT septic pump truck. 7.3 diesel, 114k miles, auto, heat & a/c. 1,000-gallon LELY tank, Masport pump w/ suck & blow, large toolbox. Trailer brake and hitches to pull equipment. Asking \$19,500 OBO. Call Vinny 845-674-7790. (P07)

1993 Ford L-9000 septic truck. CAT 3176, new turbo, clutch fan, starter. 3,600-gallon tank, Fruitland pump, 3" valves. New drivers, good front tires. Good truck. \$18,000. 406-581-5692 (P07)

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: DT466, Allison auto., 136k miles, used 1,200 gallon steel vac tank, PV3 vac pump, under CDL. 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, Jurup 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)

Twelve great older pump trucks - \$35,000 each. Big power. Jake brakes. 3,365-gallon vacuum tanks, Masport pumps. All makes & models. www.pumper-truck.com. Call JR @ 720-253-8014, CO. (PBM)

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

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

New 4,600 U.S. gallon, carbon steel vacuum tank and a RCF 500 vacuum-pressure pump installed on a (1) 2012 & (4) 2013 International 7600s cab and chassis. \$169,900 each includes 12%[^] F.E.T. (Stock #13509 A-E) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

SERVICE/REPAIR

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

SLIDE-IN UNITS

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700-gallon flatbed slide-in unit, 500/200 split, refurbished, new paint. Various vacuum pumps available. \$6,200. 337-315-0692 (P07)

STREET SWEEPERS

2006 Sterling Schwarze A7000 sweeper, dual steer, dual gutter brooms, water system, John Deere rear engine. khtrucks.com 972-938-1905 (P07)

TANKS



Progress aluminum vacuum tank: 3,600 gallons, \$21,000. Savings of \$12,500 off new. Also available: Demag RFW150, Jurup R260 vacuum pumps.

931-227-7780, TN

P07



Used Lely 1750 (1500/250) vacuum tank: Septic or portables. Full hose trays. Battioni MEC 8000 pump included. \$11,995 OBO

info@tigertoilets.com
225-937-9416, LA

P07

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

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TOYS

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

TRAILERS

2002 Explorer toilet transport trailer: Transports up to 20 toilets. Triple axle, bumper pull, 40ft. Rarely used, good condition, pulls nice. \$6,000 OBO. Call Chris @ 505-870-4216. (P07)

TRAILERS- VACUUM/TANKER



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Mid-State Tank / Arthur Custom Tank Austin Hunter 800-722-8384 P07

1994 Presvac 5,500 gallon non-code vacuum trailer, Reyco spring suspension, 80%+ brakes, tires. No rust on frame or suspension. \$16,000. KLM Companies 617-909-9044 (PBM)



1987 Heil 5,500-gallon Code Stainless Vacuum Trailer - \$25,000. Call Shawn Perry at Kline's Services, Lancaster, PA.

717-587-1927

P07



Imperial Vacuum Trailers: In stock, 6000- and 6300-gallon aluminum single-compartment Imperial vacuum trailers.

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PBM

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TRUCKS - MISCELLANEOUS



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P07

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2003 RD Mack: 500hp, 8LL, 20F/58R, 100,000 miles, J&J steel body. Call for pricing.

866-720-4999
www.tankservicesinc.com PBM



2003 Peterbilt 379..... \$30,000

For more info call/text 505-373-3054, Quebec

P07

2005 Peterbilt 379 - \$30,000. Email rob764sull@gmail.com for pictures or more info! (P07)

1987 Ford F-800: 160k miles, runs great. Moro AC4 pump - 318cfm. In good condition. 2,500-gallon tank. \$10,000. 706-798-8080 (P07)

2000 Ford F-650: Auto., 190hp CAT, 209k miles. Jurop pump with spare, 1,000-gallon waste, 250-gallon fresh. Runs great. \$25,000. 706-798-8080 (P07)

TV INSPECTION

2003 Ford F350 sewer line inspection truck: Auto, a/c, Onan generator. Aries equipment with two cameras. khtrucks.com 972-938-1905 (P07)

VACUUM EQUIPMENT



1993 Mack Presvac: Wet/Dry unit, 27" Hibon blower with offloading pump. New cab paint. Ready to work. \$60,000
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2011 International Navistar: Automatic, 77,000 miles. 4,000-gallon tank (3,700 waste/300 fresh water). Jetter system, (250'x 3/8" hose). Hoist hydraulically operated 3-stage. Full-open rear door. Blower pump (Robuschi RB-DV 65, 950cfm). Like new \$155,000

715-874-5274, WI

P06



2001 Guzzler XCR 4816 TC: 27" Hg blower with 5,340 hours, 16-cubic-yard debris, air cannon, tank vibrator, half door. International chassis with 83,963 miles. \$84,999

901-377-3289, TN

P08

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KLM Companies
617-909-9044 PBM

2008 Sterling with a Guzzler wet/dry industrial vacuum loader, 18-yard debris body, dump type, carbon steel vacuum tank. (Stock #2347V) www.VacuumSalesinc.com, (888) VAC-UNIT (822-8648) (PBM)

1999 Freightliner Clean Earth Safe Vac: 27" Roots blower, stainless steel tank, 18-yard debris body. khtrucks.com 972-938-1905 (P07)

1998 International Guzzler ACE: Wet/dry vacuum, 27" Roots blower, detachable cyclone, 18-yard debris body. khtrucks.com 972-938-1905 (P07)



2001 Gap Vax HG57 WET/DRY on Volvo WG64, 5,500 cfm, 27" Hibon blower, Cummins engine, chassis tank and bag house, in good condition, ready for work.

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2000 Ford UltraVac Model T-475: Roots 2,150cfm PD vacuum blower, wet/dry capability, bag house, 4-yard debris body. khtrucks.com 972-938-1905 (P07)

2000 Sterling Clean Earth SafeVac: Roots 1024 27" blower, stainless steel tank, 18-yard debris tank. khtrucks.com 972-938-1905 (P07)

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VACUUM LOADERS

1998 Volvo Guzzler: Wet/dry industrial air mover, 27" Roots blower, 18-yard debris body. Refurbished by FS Solutions in 2011. khtrucks.com 972-938-1905 (P07)

1998 Mack Keith Huber King Vac Liquid Ring wet/dry vacuum truck, 2,800-gallon tank, full-open rear door/dumping tank, 92,000 miles. khtrucks.com 972-938-1905 (P07)

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