

Pumper

DEDICATED TO THE LIQUID WASTE INDUSTRY

September 2014 www.pumper.com



EMBRACING CHANGE

Florida's Reliable Septic constantly refreshes and retools to meet customer service expectations [Page 20](#)

POWER PLAY

McCutcheon Enterprises goes big with equipment and tackles more industrial vacuum loading jobs [Page 36](#)



AVAILABLE TRUCK INVENTORY

PRE-BUILT TRUCKS
READY FOR SERVICE

RESTROOM

MD950

- 2015 4x2 Ford 650 waste/300 fresh \$68,112*
- 2014 4x4 Ford 650 waste/300 fresh \$72,288*
- 2014 4x2 Dodge 650 waste/300 fresh \$71,736*†

MD2150

- 2014 Peterbilt 337 1600 waste/550 fresh \$115,437*

MD1600

- 2014 Hino 1100 waste/500 fresh \$99,218*†



SEPTIC

MAL4000

- 2014 Peterbilt Model 348 \$139,670**

MAL2500

- 2013 Peterbilt Model 337 \$115,440*†

* Plus FOB MN Factory
 ** Plus FET FOB MN Factory
 † Viewable on Website

View our full line of pre-built trucks online!

800-328-3332

www.satelliteindustries.com



ISUZU



KENWORTH



FREIGHTLINER

We've Built a System That's Right For You.



**HXL400WV Plug & Play
Liquid Stabilized Pump**

**400
CFM**

**25" Hg
Continuous**

**20 PSIG
Continuous**



**RB-DV45 Plug & Play
Robuschi High Vacuum Blower**

**494
CFM**

**27" Hg
Continuous**

**15 PSIG
Continuous**

Looking for a vacuum/pressure system that is powerful, reliable, and economical? We have a Plug & Play system that's right for you! Masport Plug & Plays come preassembled and ready for installation. Choose from several Masport rotary vane vacuum pump models or Robuschi high vacuum blowers. Plug & Play systems are expertly engineered with quality Masport components and parts which make for a reliable system that is easy to service. Call a Masport authorized dealer to configure your truck with one of our field-proven Plug & Play systems.

**FOR MORE INFORMATION CALL: 1-800-228-4510
OR VISIT www.masportpump.com**

Masport®

DON'T GET BIT!



SAVE TIME AND MONEY!

Backflushing a septic tank can cause a loose septic hose to fly around like a cobra spewing effluent all over! Don't get bit by this costly and messy problem! Forget backflushing; use a Crust Buster septic tank agitator!

CRUST BUSTERS

www.crustbusters.com

763-878-2296 or 888-878-2296



CUSTOM SIGNS AND DECALS

All Of Our Custom Manufactured Products Are Quality Engineered For Long Term Outdoor Durability.

We Offer, Decals With Hi-tac Adhesive, Permanent Acrylic Adhesive, Removeable Adhesive And Aluminum Signs For Use On: Portable Toilets, Equipment Roll-off's And Vehicles

YOUR NAME HERE

YOUR COMPANY NAME HERE

Quality Screenprinting Since 1949

J.C. Gury Company Inc.

530 East Jamie Ave, La Habra, CA 90631
Call (800) 903-3385 or Fax (800) 556-5576 www.jcgury.com

Lenzyme

Bio-Products, Packaging and Marketing Experts

Customer's ask for

Monthly Treatment



Septic Kit

Learn more at: www.lenzyme.com

Septic Solutions - Grease Solutions - Drainfield Solutions



FREE Private Labeling

1-800-223-3083

or Text us at 920-288-2847

Irrigation fittings are for irrigating – NOT vacuum. How many dollars are you spending **SUCKING AIR?**

Industry-proven, quality vacuum couplings from Bandlock will put money into your pockets.

4" to 12" Male Coupler
4" to 12" Female Coupler
Steel Crown 4", 6" and 8" Press End
Hazardous Material Profile Gaskets (Safety)
Rubber Gaskets
6" and 8" Aluminum Weldon
Aluminum & Steel Pipe
Recognized as the **#1 Relief Valve in the World**
Close Tolerance Couplers And Fittings Bring "Safety" To Your Work Place.
4" and 6" High Abrasive Bulk Nozzles
Special "Y" Reducers
BANDLOCK
EZ Lift Clamps
Standard & International 4" to 12"
Wet Valve, 6", 360° Injected
Male and Female 4" to 12" End Plugs
BANDLOCK Reducers
MADE IN THE U.S.A.
BANDLOCK AMESBURY GROUP
Download Catalog From Our Web Site!
www.bandlockcouplers.com
1-800-659-2978
Superior "Quick" Connect Vacuum And Pressure Couplings And Accessories

**TRANSWAY
SYSTEMS INC.**
Custom Built...Driven by You

www.transwaysystems.com

1-800-263-4508

Take advantage of our quality & experience.



CUSTOM BUILT TO FIT ALL YOUR NEEDS

"you need it, we have it"

**YOUR SALES, PARTS,
AND SERVICE
EXPERTS**

BUY DIRECT FROM THE MANUFACTURER



Transway Systems Inc.

Direct: 1-905-578-1000

Fax: 1-905-561-9176

sales@transwaysystems.com

314 Lake Ave., N. Hamilton, ON L8E 3A2



COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes, WI 54562

© Copyright 2014 COLE Publishing Inc.

No part may be reproduced without permission of the publisher.
In U.S. or Canada call toll-free 800-257-7222. Elsewhere call 715-546-3346.

Email: info@pumper.com • Website: www.pumper.com
Fax: 715-546-3786

Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

SUBSCRIPTION INFORMATION: A one-year (12 issue) subscription to *Pumper* in the United States is free to qualified subscribers. Subscriptions to Canada or Mexico cost \$28 per year (24 issues for \$54). Subscriptions to all other foreign countries cost \$150 per year (\$290 for two years). Subscribers are guaranteed monthly delivery of the magazine. To subscribe please visit pumper.com or send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Nicole LaBeau at nicolel@colepublishing.com.

CLASSIFIED ADVERTISING: Submit classified ads online at www.pumper.com/order/classifieds. Minimum rate of \$25 for 20 words; \$1 per each additional word. Include a photo for an additional \$125. All classified advertising must be paid in advance. DEADLINE: Classified ads must be received by the tenth of the month for insertion in the next month's edition. PHONE-IN ADS ARE NOT ACCEPTED. Fax to 715-546-3786 only if charging to MasterCard, VISA, Discover or Amex. Include all credit card information and your phone number (with area code). Mail with check payable to COLE Publishing Inc. to the address above. CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTERNET. Not responsible for errors beyond first insertion.



Jim Flory



Winnie May

DISPLAY ADVERTISING: Email Jim Flory at jimf@colepublishing.com or Winnie May at winniem@colepublishing.com or call 800-994-7990. Publisher reserves the right to reject advertising, which in its opinion is misleading, unfair or incompatible with the character of the publication.

CIRCULATION: 2013 circulation averaged 26,400 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

REPRINTS AND BACK ISSUES: Visit www.pumper.com/order/reprints for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 (715-546-3346) or email jeffl@colepublishing.com. To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email nicolel@colepublishing.com.

2015 WATER & WASTEWATER EQUIPMENT, TREATMENT & TRANSPORT SHOW



Education Day:
February 23, 2015

Exhibits Open:
February 24-26, 2015

**Indiana Convention Center,
Indianapolis, IN**

www.wwett.com



20 Cover Story: Embracing Change

- Betty Dageforde

Celebrating 60 years in business, Florida's Reliable Septic is constantly refreshing and retooling to meet customer service expectations.

ON THE COVER: George Jr. (left) and Bruce McCullers are shown with one of the Reliable Septic vacuum trucks painted in a distinctive orange, blue and white color scheme. All of their trucks use Masport pumps. The three-generation Vero Beach, Fla., family company is celebrating 60 years in 2014. (Photo by Keith Carson)

10 Reading Between the Lines: A Day to Promote Septic Service

The liquid waste industry may benefit by setting aside one day every year to inform customers and the general public about the importance of proper septic system maintenance.

- Jim Kneiszel

14 @Pumper.com

Check out the latest online-only content at the *Pumper* website.

28 Rules & Regulations: Alaskan Septic Service Providers Expect Stricter Disposal Limitations

- Doug Day and Sharon Verbeten

32 WWETT Spotlight

A Green Choice: Fruitland introduces biodegradable pump oil.

- Craig Mandli

36 Profile: Power Play

Pennsylvania's McCutcheon Enterprises adds equipment to handle bigger and tougher industrial vacuum loading jobs, and an explosion of diversification follows.

- Ken Wysocky

46 Building the Business: Think Outside the Box

Defying convention can give your company a competitive edge.

- Eric J. Romero

50 Associations List

58 State of the State: Regulations Reboot in Colorado

Updated onsite guidelines are a welcome addition for the Rocky Mountain state's growing wastewater trade association.

- Doug Day

62 Money Manager: Know the Real Cost

Price is only one factor in determining how long it will take a new piece of equipment to return a profit.

- Erik Gunn

66 Pumper Interview: Promote Groundwater Awareness

Pumpers can team with the National Groundwater Association to raise awareness for Protect Your Groundwater Day.

- Ken Wysocky

70 Septic System Answer Man: Breathing New Life Into a System

Be prepared to explain the basics of pretreatment components and aeration to your onsite customers with struggling systems.

- Jim Anderson, Ph.D.

74 Classy Truck of the Month

We feature Small Town Septic, Granby, Conn.

76 Overheard Online: Down at the Plant

Do I need special pumping equipment to haul for municipal treatment facilities?

78 NAWT News: Support Your Trade Association Through Sponsorships

- Dhru Bhatt

82 Product Focus/Case Study: Hydroexcavation and Industrial Jet/Vac Services

- Craig Mandli

90 Product News

Product Spotlight: Universal coupler enables septic systems to accept larger cartridge and filter.

- Ed Wodalski

92 Industry News

Coming in OCTOBER

SPECIAL ISSUE:

**ANNUAL SUPPLIER DIRECTORY/
OFFICE TECHNOLOGY AND SOFTWARE,
PORTABLE SANITATION**

- PROFILE: Daughters help an Ohio company grow
- ANSWER MAN: Exploring confined-space safety

RIGHT-ANGLE PUMP PACKAGES

Packages available with any Moro vacuum pump

Model Shown:
Moro PM100T
Fan Cooled
Vacuum Pump
Option 3



Most Bolt & Go packages can be delivered within one week of order date.

OPTION 1

- ✓ Moro vacuum pump
- ✓ Gear box
- ✓ Coupling assembly
- ✓ Assembled on right angle pump base
(Fully assembled)

OPTION 1.5

- Includes: Option 1 Package**
Plus:
- ✓ Mounted oil catch muffler

OPTION 2

- Includes: Option 1 Package**
Plus:
- ✓ Secondary trap
 - ✓ Oil catch muffler
 - ✓ Vac/Pressure relief valves & gauges
(These items shipped loose)

OPTION 3

- Includes: Option 2 Package**
Plus:
- ✓ Fully assembled and ready to mount

MORO VACUUM PUMPS

Over 60 years of
field proven performance

AIR COOLED



PM60A : 252 cfm
PM70A : 322 cfm
PM80A : 417 cfm

FAN COOLED



PM70T : 247 cfm



PM80T : 350 cfm



PM100T : 460 cfm

LIQUID COOLED



M9 : 547 cfm
PM200 : 677 cfm

LIQUID COOLED : W SERIES



PM60W : 252 cfm
PM80W : 417 cfm
PM110W : 630 cfm

LIQUID COOLED : STORM SERIES



new
PM2000
824 cfm



new
PM3000
1000 cfm



For more information, call

MOROUSAINC.
800-383-6304

www.morousa.com

U.S. Toll-free

ST. LOUIS WAREHOUSE/OFFICE : (866) 383-6304

PITTSBURGH SALES OFFICE/WAREHOUSE : (800) 383-6304



Mark Nixon
314-608-4679
East Region



Dave Clavenna
314-608-3089
Midwest Region



Matt Gibbs
314-608-3808
West Region



Jeff Jaillet
412-787-8400
Sales/Whse. Mgr.

A

ABBOTT RUBBER
Abbott Rubber Co., Inc.26

ACRO
Acro Trailer Company34

AMAZING MACHINERY
Amazing Machinery, Inc.41

AMT
AMT Pump42

AMTHOR
Amthor International33

Aqua Ben Corporation89

arcan
Arcan Enterprises, Inc.30
Armal, Inc.32

ARMSTRONG EQUIPMENT INC.
Armstrong Equipment9

Atlanta Rubber & Hydraulics
Atlanta Rubber & Hydraulics, Inc.68

B

BANDLOCK
Bandlock Corp.4

BEST ENTERPRISES
Best Enterprises, Inc.23

Seal-R
Brenlin Company, Inc.63

C

CAM
Cam Spray11

CanAm
CanAm Equipment Solutions.34

Cape Cod Biochemical Co. 18
Century Chemical Corp.16

Chandler Equipment21

chempace
Chempace Corporation74

Clear Computing, Inc.67

Comforts of Home
Comforts of Home Services..59

CRUST BUSTERS
Crust Busters/
Schmitz Bros., LLC4

D

Del Vel Chem Co.12

E

Ecological Laboratories, Inc. .34

vallenstein
Elmira Machine/Wallenstein
Vacuum Pumps63

EQUIPMENT SALES, LLC
Equipment Sales, LLC26

ERICKSON
Erickson Tank & Pump48

F

F. S. Solutions30, 73

FIVE PEAKS
Five Peaks13

Flo Trend Systems, Inc.59

Fruitland Manufacturing54

G

GapVax
GapVax, Inc.65

GUZGLER
Guzzler Manufacturing19

H

Hi-Vac Corporation25

Hino Motor Sales USA, Inc. 87
House of Imports43

I

Imperial Industries, Inc. 16, 71

In the Round Dewatering63

ITI Trailers & Truck Bodies .12

J

J.C. Gury Company, Inc.4

K

KeeVac
KeeVac Industries, Inc.79

Kentucky Tank, Inc.28

Key Commercial Corp.16

Kuriyama of America, Inc.48

L

LANE'S VACUUM TANK, INC.
Lane's Vacuum Tank, Inc.92

Lely Manufacturing, Inc.80

Lenzyme/Trap-Clear4

LMT - VAXTEEL47

Longhorn
Longhorn Tank & Trailer72

M

Marsh Industrial77

Masport
Masport, Inc.3

EXPLORER
McKee Technologies -
Explorer Trailers/33

Mid-State Tank Co., Inc.52

MRP
Milwaukee Rubber Products..60

Moro USA, Inc.7

N

National Truck Center15

NVE
National Vacuum Equipment 69

NAWT, Inc.80
Norweco, Inc.31

O

One Biotechnology80

P

People's United Equipment Finance Corp.60

Pik Rite, Inc.91

POLYJOHN CANADA
PolyJohn Canada44

PolyJohn Enterprises103

Polylok102

PolyPortables, LLC81

Premier Oilfield Equipment 11

PL POWER BOOSTER BY PRESSURE LIFT
Pressure Lift Corporation...30

PRESVAC
Presvac Systems, Ltd.104

R

R. Nesbit Portable Toilets...72
RCS II, Inc.59, 67

Ritam Technologies LP12

Robinson Vacuum Tanks72

RotoSolutions, Inc.89

Rush Refuse Systems29

S

Safe-T-Fresh39

Satellite Industries Inc.2
Satellite Suites53

Septic Services, Inc.18

THE SLIDE IN WAREHOUSE
Slide-In Warehouse56

SWP
Southwest Products Corp...44

Specialty B Sales64

Stahly
Stahly Applicators47

SURCO
Surco Products17

Sweet Septic Systems48

T

T&T Tools, Inc.64

T.S.F. Company, Inc.35

TankTec
TankTec61

Transport Truck Sales, Inc. .37

Tranway Systems, Inc.5

TSI Tank Services, Inc.57

V

VAC-CON
Vac-Con, Inc.49
Vacall-Gradall Industries....83

Vacutrux Limited54

Vacuum Sales, Inc.67

VARCO
VARCO75

W

Walex Products, Inc.55

WASTEQUIP
Wastequip76, 77

Water Cannon, Inc.45

Wee Engineer, Inc.68

Westmoor Ltd./Conde27

Classifieds96
Marketplace94

REGIONAL ADVERTISERS

Midwest Supplement

(after page 74)

Advance Pump & Equip3

Crescent Tank Mfg.3

Marengo Fabricated Steel1
Mid-State Int'l Trucks3

R.A. Ross & Associates NE..2

Rider Agri Sales & Svcs4

Truck Country4

V&H Inc.2

Eastern Supplement

(after page 74)

Advance Pump & Equip3

Andert, Inc.4

Crescent Tank Mfg.3
Gordon Quinton Insurance ...7

Marengo Fabricated Steel1
Mid-State Int'l Trucks3

R.A. Ross & Associates NE..7

Tremcar, Inc.6

V&H Inc.2

Vacuum Sales, Inc.5

Socially Accepted

facebook.com/PumperMag
twitter.com/PumperMag
plus.google.com
youtube.com/PumperMagazine
linkedin.com/company/pumper-magazine

NO COMPROMISE



Masport
HXL400WV

FRUITLAND
Manufacturing
RCF500F

GD Wittig
RFL100

GD Sutorbilt
4M

NVE
608

Jurop
R260

m
mora
PUMPS

Conda

At Armstrong Equipment, we believe life and business require certain compromises, but not on those things on which your business and family depend. A beautiful, new and shiny vacuum truck with a burned out pump is nothing more than uncomfortable transportation at four miles per gallon.

Your customers depend on you! Your employees depend on you! Your family depends on you!

We think you should be able to depend on **us!** That is why we sell the most dependable vacuum pumps, parts, valves and tank components available. When it comes to quality and reliability in the tools that make your business successful, there should be:

"No Compromise."

We proudly stock Masport, Jurop, NVE, Condé, Fruitland, Mora and G-D Wittig vacuum pumps, Sutorbilt blowers, Garnet Instruments SeeLevel gauges, Clearflow Heavy Duty valves and most other vacuum truck components and accessories. We can also provide replacement pumps and repair kits for most major brands. For more information call us toll free at **800-699-7557**.

**ARMSTRONG
EQUIPMENT
INC.**

800-699-7557

11200 Greenstone Ave. • Santa Fe Springs, CA 90670

562-944-0404 • Fax: 562-944-3636

www.vacpump.com

Like us on
Facebook



Hablamos Español





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

A Day to Promote Septic Service

The liquid waste industry may benefit by setting aside one day every year to inform customers and the general public about the importance of proper septic system maintenance **By Jim Kneiszel, Editor**

I was sifting through the piles of junk emails clogging my *Pumper* mailbox the other day and I clicked to flush away a message just as the contents were starting to register in my brain. Something told me to retrieve it and have another look.

The email headline was “National Garbage Man Day ... Keeping You and the Environment Safe. Love Your Garbage Man.”

At first I chuckled to myself. They’ll dedicate a day to anything, I thought. I was about to click the message into oblivion when a thought occurred to me: If solid waste sanitation workers can have their own day, why not hard-working septic service workers?

Pumpers do thankless work every day. It’s necessary work; much of the world couldn’t get along without it. So why not single out a day to – as the National Garbage Man Day (NGMD) website suggests – show appreciation for septic service contractors with words of encouragement, baked goods and T-shirts carrying a positive message about septic tank cleaning?

For a moment I pondered the idea of delivering fresh cinnamon rolls to my septic service technician. What a nice gesture that would be. When is the last time a customer baked you fresh cookies or invited you in for afternoon tea after a pumpout?

APPRECIATE THE UNDERAPPRECIATED

The idea of an unofficial holiday to celebrate the garbage man was concocted by trash company executive John Arwood, CEO of Arwood Waste (learn more at www.garbagemanday.org). The NGMD website suggests many ways to recognize your garbage man, shares the history of garbage men, and includes a wall of honor where trash industry luminaries can finally get the respect they deserve.

And the website also has a link to a “Sesame Street” clip that honors trash haulers with the singing of the “Garbage Man’s Blues.” Why did “Sesame Street” ignore the liquid waste industry anyway?

While I see the amusement behind National Garbage Man Day, there is something laudable about taking time out to appreciate the underappreciated. It’s true that folks don’t have much of a reason to think about garbage men or septic pumpers ... until they have a real serious reason to think of them. What happens when the sanitation workers go on strike in a major city? It’s chaos. By the same token, what happens when a septic system stops working due to neglect and a full tank? At that moment, nothing is more important to a homeowner than his or her pumping professional.

Pumpers, like garbage men, might appreciate having their own day where maybe a media outlet or two will make a minor splash with an “It’s a dirty job but somebody’s gotta do it” report. A sincere pat on the back is sorely lacking in this industry, where the media invariably lowers itself to repeating tired old bathroom humor whenever any aspect of septic service

A sincere pat on the back is sorely lacking in this industry, where the media invariably lowers itself to repeating tired old bathroom humor whenever any aspect of septic service makes the news.

makes the news. But that’s the subject of another editor’s column.

KEEPIN’ IT CLEAN

While honoring the individuals who keep this industry humming along is a great idea, I’m not sure most pumpers would see the benefit in that gesture. More important than building up the self-esteem of individual pumpers, I think the industry would rather dedicate a day to stress the importance of septic tank maintenance. Rather than getting a bag of donuts and an attaboy once a year, the pumpers I know would rather send the message to homeowners that a septic tank is not a set-it-and-forget-it proposition.

The best way to validate the important work of pumpers is to keep them busy on the job. Taking the time to remind homeowners about the value of a properly operating septic system doesn’t just help their neighborhood septic service contractor. Periodic septic tank pumping protects their significant investment in decentralized wastewater treatment by keeping solids out of the drainfield. And perhaps most important, it protects the environment all around them.

We all know the lingering myth that septic tanks never need to be pumped; that a septic system is designed to last the life of a home with little or no care or maintenance. Some folks stubbornly hold to this misconception because, frankly, they don’t want to pay a few hundred dollars every three to five years to make sure these systems work efficiently. When it comes to septic systems, there’s still a huge “out of sight, out of mind” mentality among some users. If groundwater contamination and poorly functioning drainfields are hidden from view, homeowners can remain blissfully ignorant about the trouble brewing in their onsite systems.

GET IT IN GEAR

That needs to change. And maybe setting aside a day to remind folks about the importance of system maintenance is part of the solution. I would propose calling for a Septic System Awareness Day, possibly in May, after spring thaw and as people are starting to go outside to work in the yard. Pumpers could take this opportunity to raise awareness in a number of ways:

WE WEAR A
DIFFERENT
KIND OF SUIT
TO WORK.

BUILDERS OF THE CV SERIES HYDROVAC

FIELD-TESTED
IN MOTHER NATURE'S BOARDROOM



WWW.POEQUIPMENT.COM • 970-542-1975 • FORT MORGAN, CO

- Send a postcard mailer to customers, thanking those who have kept current with their septic tank maintenance and encouraging others to call for an inspection and pumpout. Reinforce the message that periodic pumping is good for the system and good for the environment.

- Call the local media and offer to share your expertise for a story about septic system maintenance. Your local newspaper, radio station or TV news program may welcome the opportunity to help promote this important environmental cause, and introduce your business to a wider audience.

- Reach out to your local county or municipal health officials and organize a homeowner seminar about onsite system care. You could plan the event around an actual inspection and pumping to show firsthand the benefits of a thorough tank cleaning and demonstrate your expertise and the capabilities of your equipment.

WHAT DO YOU SAY?

Is it time to devote a day to educating the public about proper septic system care? Can we band together as an industry and encourage homeowners to adhere to a basic interval for pumping and inspection to ensure a cleaner environment? Can we utilize the media to build professionalism for septic service contractors? I think we can, and I invite you to share your opinions about a national day for septic system awareness. Send your replies to me at editor@pumper.com. ■

Working well under pressure!



GET MORE JETTER FOR YOUR DOLLAR!

Honda 690cc Skid Models Starting at \$4995




STB2511H-Hot Trailer Jetter
11 gpm @ 2500 psi
400' x 1/2" hose on power reel
250' x 3/8" on manual reel
690 cc Honda Engine
Hot Water Jetting at 8 gpm.
\$17550.00



SK2512 Trailer Jetter
12 gpm @ 2700 PSI
745 cc Kawasaki Engine
fully equipped for
\$8995



See more than 50 models and custom built jets on the web
www.camspray.com 800-648-5011



**TRAILERS AND
TRUCK BODIES
INCORPORATED**

Custom Manufacturer of Vacuum Trucks & Trailers



ASME DOT 407/412



2 Compartment Tank Trucks



Double Drop Aluminum &
Stainless Steel Tanker Trailers



Stainless Steel Oilfield Truck



Portable Restroom Trucks



Aluminum Septic Truck

We Manufacture & Service What We Sell.

ASME Certified

Building DOT 407/412 Equipment



To learn more about
ITI Trailers and Truck Bodies,
call **1-888-634-0080**
or visit
www.itimfg.com

*Does your price for toilet paper
seem too good to be true??*

... Maybe it is!



Small Core – 2500
1 Ply, 2500 sheets/roll

Regular Core – 1500
1 Ply, 1500 sheets/roll

Call Steve today!



FULL SERVICE DISTRIBUTOR OF

JANITORIAL SUPPLIES AND CLEANING PRODUCTS

250 Old Marlton Pike • Medford, New Jersey 08055
800-699-9903 www.delvel.com

Software for your Industry

since 1981

- Portable Restrooms ▪ Roll-Offs ▪ Septic ▪ Sewer/Drain
- Grease Traps ▪ Rendering



POWERFUL! EASY TO USE!
AFFORDABLE!

>>> WHAT WE OFFER:

- > Route Optimizing
- > Dispatching
- > Billing
- > Customer Accounting
- > Inventory Control
- > Service Reminders

- *LESS EXPENSIVE & more features than our competition!*
- Local, WAN, LAN, or Cloud.

>>> CHOOSE FROM 5 EDITIONS:

Lite: \$17/mo*
Plus: \$37/mo*
Pro: \$84/mo*
Deluxe: \$141/mo*
Premium: \$204/mo*

Watch demos online or call for personal tours! <<<

*Single-User Price. One time payment plan also available.

Ritam Technologies, LLC

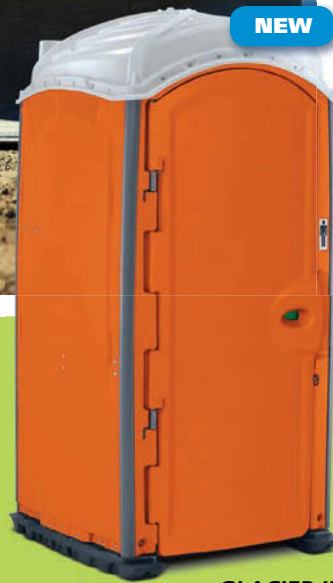
Sales: USA 800-662-8471 Int'l 925-478-2732 info@ritam.com www.ritam.com

VERSATILE RESTROOMS FOR WORK OR PLAY

Our entire line of portable restrooms share a lot of common characteristics. The first is versatility. Our restrooms are tough enough for any location or special event, from construction sites to marathons. They also all have a distinctive modern look and are available in a variety of colors. Not to mention they all come with a long list of impressive features - all at no extra cost to you. And MOST importantly, we will get them there when you need them at the best price in the industry.



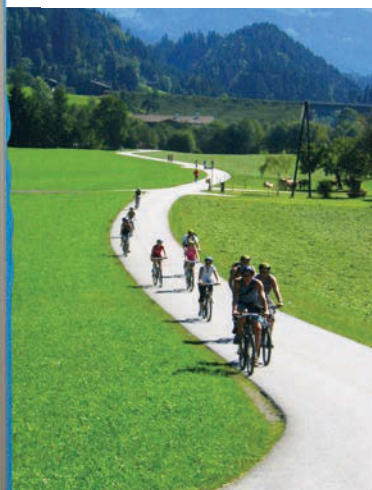
ASPEN



GLACIER II



SUMMIT



Call us today and learn more about our impressive line of portable restrooms with the most affordable prices.



FIVE PEAKS

866.293.1502

www.fivepeaks.net

@Pumper.com

Visit the site daily for new, exclusive content. Read our blogs, find resources and get the most out of *Pumper* magazine.



TIGHT QUARTERS

slide-in unit picks

Squeeze into tight spaces and hard-to-maneuver job sites with compact, lightweight slide-in or bolt-on vacuum units. Bonus? Rigs outfitted with these tanks are ideal for special events. Check out these cherry-picked units. www.pumper.com/featured

TANK TALK

time for fresh facts?

The septic tank additives debate rages on. It's been 15 years since the U.S. EPA did a comprehensive study on the impact of additives in septic tanks. A more recent study helps, but perhaps it's time for some fresh facts? www.pumper.com/featured



CONNECT WITH US

want more?



Find us on Facebook at www.facebook.com/PumperMag or Twitter at twitter.com/PumperMag

“If your online presence is nonexistent, you're likely losing out on business.”

— Does Your Business Need a Facelift?
www.pumper.com/featured



DOG EAT DOG

outsmart pumping competition

Don't let your septic pumping and installation business get lost among the competition. Hint: The power of social media is here to stay. Check out these three simple ways to stand out and ensure your company is around for years to come.

www.pumper.com/featured

GET GREASE GONE

10 grease-handling tools

Tightening regulations. Rising disposal costs. Curse words for a septic pumper. Find out how investing in one of these grease handling equipment picks could offer unlimited rewards for your pumping business.

www.pumper.com/featured



emails and alerts



Visit Pumper.com and sign up for newsletters and alerts. You'll get exclusive content delivered right to your inbox, and you'll stay in the loop on topics important to you!

National Truck Center



Call For More Info **GEORGE GONZALEZ:**
954-558-0816

MICHAEL VERA:
786-554-0892

**OUR
35TH
YEAR**



2007 Mack CX-Vision
100k Miles, 330HP, 10 SPD, New 4000 Gal. Tank
\$92,000



2006 INTERNATIONAL 8600
New 4000 Gal. Tank, Cummins ISM 425 HP, Juroop LC-420
\$77,000



2007 FREIGHTLINER COLUMBIA
New 5000 Gal. Tank, New 425 CFM Pump, 475 Hp, Detroit 12.7L,
10 Spd, Low Miles! **\$98,000**



NEW 2015 Kenworth T-800
5000 Gal. U.S. Tank, Cummins 485 HP, 18 Spd, Full Lockers
\$176,500



2006-07 INTERNATIONAL 4300
New 2500 Gal. U.S. Tank, DT-466, 6 SPD, Juroop R-260
9 to Choose From, **\$53,000**



2006 FREIGHTLINER M2
New 3,200 Gal. Tank, Juroop R-260, 20k Lift Axle, 52k GVW,
Automatic. **\$69,000**



2005 GMC C7500
Under CDL! CAT Power, New 1800/400 Gal. Tank, Allison Auto,
\$49,000

1-YEAR, 100,000 MILE ENGINE WARRANTY NATIONWIDE - 5-YEAR WARRANTY ON TANK

Flanged & Dished Heads
 Mike Fitzner Ext. 328
 Michael@imperialind.com



IMPERIAL
 INDUSTRIES
 INCORPORATED

Part Inquires
 Kristi Adams Ext. 326
 Kristi@imperialind.com

Now manufacturing Flanged and Dished Heads (Steel, Aluminum and Stainless)



Custom Manufactured Parts • Standard Parts • Vacuum Pumps and Accessories

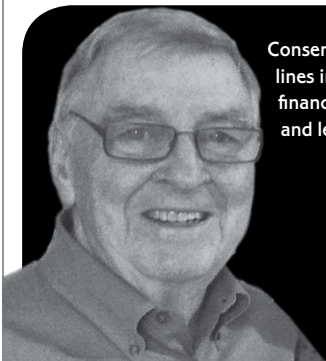


GREAT PRICING • SELECTION • SERVICE



CALL TO ORDER 800.558.2945

We Have Money To Loan



JIM THOMAS

Conserve your working capital. Keep existing credit lines intact, and enjoy the security of knowing financing is there when you need it. We offer loan and leasing plans tailored to individual needs.

- Portable Toilets
- Pumper Trucks
- Water Jetters
- Vacuum Trucks
- Sewer Equipment
- TV Inspection
- New and Used Equipment

- ❖ Programs offer longer terms for older equipment
- ❖ We do start ups
- ❖ 90 Day Delayed Billing
- ❖ Seasonal Payment Programs Available

GIVE ME A CALL!

We work hard to get our customer's credit approved. We have been involved in the environmental and liquid waste industry for over 35 years. We understand the competitive nature of your business and are prepared to act quickly.

If you are having difficulty getting the Credit you need call Jim Thomas.

Toll-Free 877-333-4539 • JimThomas@KeyCommercial.com



ARE YOU WALKING AWAY FROM BIGGER PROFITS?

ADD TO YOUR PROFITS... WITH BIO-TAB!

What is BIO-TAB®?

BIO-TAB® is a highly concentrated tablet of bacteria (both aerobic and anaerobic) and enzymes that acts as a biological activator for septic tanks. In short, BIO-TAB® helps septic systems work like they were intended.

Unlike most competitor's dusty powders or messy liquids, BIO-TAB® is in tablet form. Easy to use and easy to store, BIO-TAB® is highly concentrated (one jar contains a year's supply). It is a safe, non-toxic, non-corrosive and non-poisonous product that will not harm plumbing or septic systems.



28790 County Road 20W • Elkhart, IN 46517
 574-293-9521 • 800-348-3505

New **Berry Cherry™** Dry Toss Packets Keep Special Events Special.

Clean-Handling Pouch
Eliminates Mess & Waste!



280 Packets Per Case



290 Alpha Drive • Pittsburgh, PA 15238
800-556-0111 / Int'l 412-252-7000
www.surcopt.com

20 YEARS AND COUNTING



OWNER JOHN DIVINCENZO & MIKE SNOW, GEN'L MGR., STEWART SEPTIC, BRADFORD, MASS. AT 2014 PUMPER SHOW

Why has Stewart Septic recommended the CCLS Family of Products for over 20 years?

Great Products

"We've tried them all," says John. "CCLS is by far the best septic product on the market. And BIO-REM E-D is supercharged. We couldn't be happier with both products."

Great Educational Materials

"The products sell themselves with Cape Cod's educational product brochures," explains Mike. "The brochures explain septic systems in laymans terms. Customers appreciate the education."

Great People

"Cape Cod Bio has been in the septic business since before Pumper Magazine," remarks John. "There isn't a problem they haven't seen and solved. And the service is incredible. They get our pallets of CCLS and BIO-REM E-D shipped same day or next day at the latest."

For complete information on all our products including prices and educational materials please call us at 1-800-759-2257 or visit us at www.SepticOnline.com. Thank you.

— Rick Howe, President



CAPE COD BIOCHEMICAL CO.
800-759-CCLS

WWW.SEPTICONLINE.COM



Green Products for
Septic Professionals
Since 1976

Over 30 years experience
SEPTIC SERVICES, INC.
SEPTIC SYSTEM PUMPS, PARTS AND SUPPLIES STORE

TO ORDER VISA MasterCard DISCOVER **SHOP ONLINE**
CALL TOLL FREE: (800) 536-5564 www.septicserv.com/store
(636) 583-5564

Introducing Spring 2014 Model Shown: RA4 1.0YF

RETROAIR

Available in 4 models to match your application

The Retro-Air provides a complete absorption field rejuvenation system that will improve flow and return a failed existing system back to optimal flow and performance. Use in systems prone to backup in the tank.

Starting at \$564.00

- Improve Flow
- Eliminate Clogged Absorption Field Due to Biomat
- Install in Single or Multiple Tanks

2-YEAR WARRANTY

MAXAIR500

MAXAIR500 SUBMERSIBLE SEPTIC AERATOR

- Motor is fully enclosed, continuous duty
- Stainless steel motor enclosure & legs
- 15-foot power cord

\$425.00
2-YEAR WARRANTY

Replacement for Multi-Flo Aerator

All original equipment manufacturer's names, drawings, and part numbers are used for identification purposes only, and we are in no way implying that any of our products are original equipment parts. Not associated with Multi-Flo or Consolidated Treatment Systems.

BULLET™ HIGH HEAD FILTERED EFFLUENT PUMPS

18-Month Warranty

All stainless steel construction built for years of dependable service

- 1/2 HP, 10 amp motor
- Prewired
- 15-foot power cord

Models:
BP12 (12 gpm) ... \$280.00
BP20 (20 gpm) ... \$272.00

FLAGG-AIR 340HT AERATORS

Flagg-Air New High-Torque Performance

We've increased motor torque and adjusted shaft length to provide greater aeration.

UPGRADE!

MADE IN USA

FEATURES:

- Motor is fully enclosed
- Prewired
- 7-amp mini-breaker
- Powder coated steel brackets w/ rubber vibration restrictors
- Stainless steel shaft w/ bronze counter shaft
- High impact plastic suds diffuser & aspirator tip

Does not carry the NSF seal. Check local and state regulations for approval in your area.

\$350.00
2-YEAR WARRANTY

AERATORS

Superior choice for new installation or upgrading existing 60/80/100 models.

2-Year Warranty

Whirlwind Linear Air Pumps

Models:
STA60N ... \$220.00
STA80N ... \$250.00
STA100 ... \$340.00

*N models include hose bib for low pressure alarm connection.

Whirlwind STA80AL Linear Air Pump

Integrated audible alarm & warning light with toggle testing switch. 2-Year Warranty

STA80AL ... \$320.00

ALARMS • TIMERS CONTROLS

24-HOUR TIMERS 15-min increments settings

Model: P101FA-2 \$105.00

- Warning light & reset switch
- Mini-breaker

Model: P101-2 \$95.00

REGENERATIVE BLOWERS

18-Month Warranty

Whirlwind R-5760 ... \$400.00
(57 CFM)

Who knew your best
business partner would be
a truck?



It takes more than just steel

to create the toughest industrial vacuum truck in the business, it takes the same grit you're made of to give it all, day after decade. So every Guzzler® is built with the reliability you need in a business partner. Not the kind that wears a suit, but the kind that thrives on getting dirty and getting things done. This machine is built for the long haul, easy to operate and even easier to clean and maintain. So you'll never have to doubt that your investment gave so much more in return.

Because around here, we don't just build trucks. We build tough.



Guzzler.com • 800.627.3171



The Reliable Septic team stands in front of several of their service vehicles. Shown are (left to right) Bruce McCullers, Michael Ruehman, George McCullers Jr., William Hunsicker, George Bresett, Seth Record, Steve Wilson, Chris Madon, Corey Madon and Joey Benson. (Photos by Keith Carson)

EMBRACING CHANGE

Just because a company enjoys the continuity of three generations of family ownership over 60 years doesn't mean it resists adapting to change and modernization. Reliable Septic and Services, in Vero Beach, Fla., is a good example of a business with strong and deep roots that is always willing to prune and reshape the business plan for improved service, efficiency and profitability.

The company, started by Edward Bobo and his son-in-law George McCullers Sr. in 1954, employs smart cross-training of employees, advanced route-planning technology and social media through Facebook, all with one goal in mind: maintain customer service satisfaction for a new age.

A FAMILY LEGACY

When George passed away in 2010, the ownership of Reliable Septic passed to his sons George Jr. and Bruce, who were raised watching their father and grandfather hard at work. They've kept the work ethic but brought the business into the 21st century in other respects.

"As far back as I remember I was going out with the pump trucks, snaking out drains and you name it," Bruce McCullers re-

(continued)

Celebrating 60 years in business, Florida's Reliable Septic is constantly refreshing and retooling to meet customer service expectations *By Betty Dageforde*

Profile

Reliable Septic and Services
Vero Beach, Fla.

OWNERS: George Jr. and Bruce McCullers

FOUNDED: 1954

EMPLOYEES: 20

SERVICES: Complete septic and grease trap services, portable restrooms, grading, roll-off containers

SERVICE AREA: Three counties around Vero Beach, Fla.

WEBSITE: www.reliableseptic.net



CHANDLER

Chandler Products Get The Job Done.



Manufactured Components:

- Frac Tank Components
- Manways & Hatches
- Tank Components
- Primary Shutoffs
- Secondary Shutoffs
- Mufflers
- Final Filters
- Muffler Accessories



Jurop Pumps & Blowers:

- Liquid Transfer Pumps
- Liquid Cooled Pumps
- Blowers
- Pump Packages
- Pump Rebuild Kits
- Air Cooled Pumps
- Cooled Pumps
- Air & Hydraulic Actuators
- Atex Explosion Proof Pumps
- Engine Drive Packages

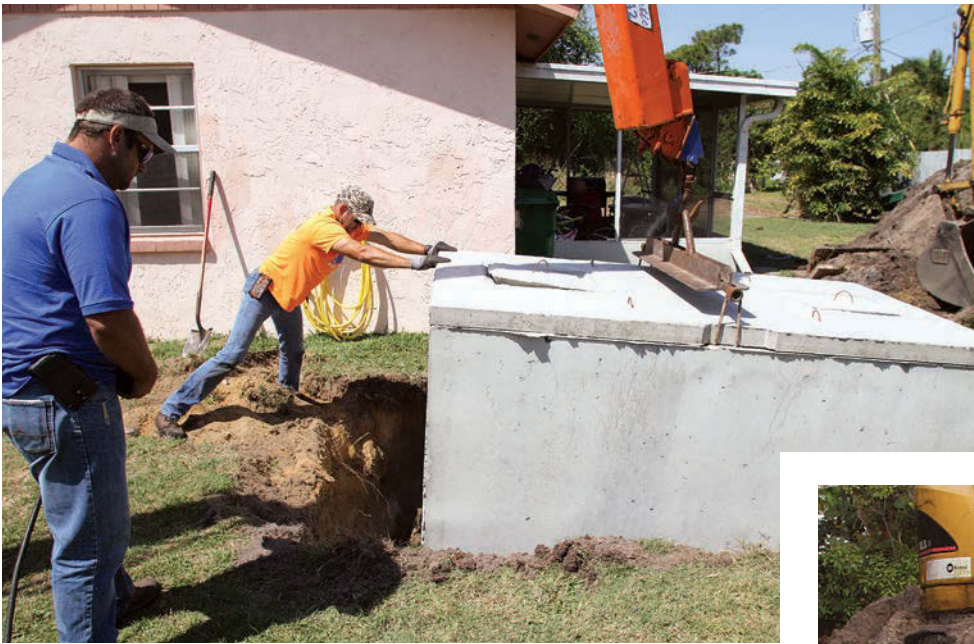


Valves & Fittings:

- MZ Brass Lever
- MZ Brass Lever-Heated
- Jurop 4 -Way
- MZ Cast Iron Gate Valve
- Chandler Butterfly
- MZ Brass Bolted Ball
- Jurop 4 -Way
- MZ Brass Piston
- MZ Brass Piston Stainless Steel Gate
- MZ Brass Vacuum Reliefs
- Chandler Camlock Couplings
- Chandler Brass Ball

800-342-0887, 479-751-9771

www.chandlerequipment.com



Left: Installing technician Steve Wilson guides a new Sebring Precast Products concrete septic tank into place as field supervisor Corey Madon looks on.

Below: Installers Ramon Santiago (left) and Michael Ruehman place an Infiltrator Systems chamber as part of a new septic system in Indian River Shores, Fla.

calls. He's been doing it ever since – other than a short stint at age 18 working at his aunt's restaurant when his father fired him for not showing up to work on time. It took him about two weeks to figure out he ought to go back to what he knew best.



Reliable machine operator Seth Record uses a Caterpillar excavator during a drainfield installation.

The company has added other services to its lineup over the years – grease trap pumping, grading, portable restrooms and roll-off containers – but septic work still dominates. They serve a three-county area and have 20 employees who work out of a 3.5-acre industrial plaza with a 1,400-square-foot office building and a 3,000-square-foot auto garage.

The company has always provided a full range of septic services: “Everything from the smallest plumbing repair to the largest system installs,” McCullers says. “Back in the day, everything was done by hand. My dad had one of the first backhoes and drag lines in the county.”

IN THE GARAGE

Today's installs are aided by an Auto Crane on a Chevrolet 6500. The company still typically uses concrete tanks (Sebring Precast Products Inc.), but also uses polyethylene Infiltrator Systems Inc. tanks on occasion. Other equipment includes two 1999 International dump trucks (a 10-yard and a 16-yard), a 2013 20-yard Caterpillar dump truck, four Caterpillar tractors, three Caterpillar excavators (two minis), two Caterpillar skid-steers (277 and 287), two Ford F-350 and four 2013 Chevrolet pickups.

They've got four company-built vacuum trucks – two 2002 Sterlings with 2,600-gallon steel tanks, a 2000 Freightliner with a 3,600-gallon steel tank and a 2013 Caterpillar C65 on which they are retrofitting a used 4,000-gallon

“Some people like to call, some like to do things online, some people even like to stop in. Believe it or not we still get a lot of calls from [the phone book].”

— Mandy Madon



steel tank. They're also in the process of refurbishing a 1998 Ford F-7000 with a 2,200-gallon steel tank. Pumps are from Masport Inc.

Over the years, the company has gone to ever-larger vacuum tanks to maximize the number of pumpouts per load. They're looking at going to a 5,000-gallon tank on a tri-axle truck, which would enable them to pump out five tanks before disposal.

Many accounts go way back. For example, they've installed systems at large agricultural buildings for the big farm growers and have maintained them for years. Recent accounts include extending their reach to municipal customers. “We picked up a couple sewer plants, some large national chain wastewater companies,” McCullers says. “We haul their residuals for them. We pump 50,000 to 80,000 gallons once a month.”

ADAPTING TO THE MARKET

The gravel-and-pipe drainfield systems of the past are being replaced by more advanced concepts. “Rock is kind of a thing of the past in our county,” McCullers says. “The chamber systems just work better. It's mainly a root issue and they're just a lot more root resistant than the old systems.”

In 1986, when Florida mandated use of portable restrooms on construction sites, the company saw an opportunity and added that service. Unfortu-

(continued)

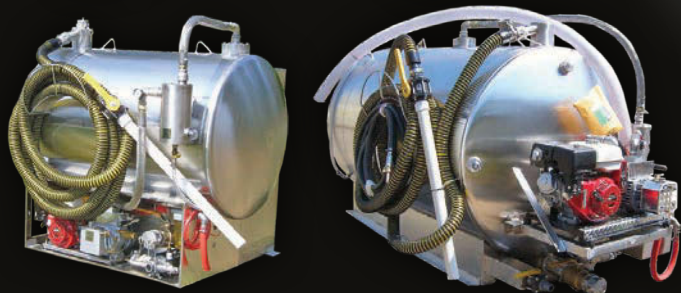
*Building
quality
Stainless
Steel Tanks
since 1972*

BEST ENTERPRISES, INC.

**DON'T
SETTLE
FOR LESS
DEMAND THE
BEST.**



What we manufacture **does not** need to be replaced, this leads to an ever lasting relationship with a customer.



**Best provides a full line of
Vacuum pumps and available
parts, to serve you.**

All 304 Stainless Steel



Best Enterprises, Inc.
Located in Cabot, Arkansas
501-988-1905 800-288-2378
www.bestenterprises.net
www.youtube.com/bestentinc

nately many other pumpers did the same, and by 2000 they sold the division. Seven years later, they decided to try again after a bad hurricane season led to a surge in construction. They also added construction containers around that time. "It makes a good package for people who are building," McCullers says.

The company has 200 restrooms from PolyPortables, PolyJohn Enterprises and Armal Inc. Their PolyPortables ADA units are self-flushing and include diaper stations. Service is performed with a 2013 Ford F-550 built out by Satellite Industries with a 600-gallon waste/300-gallon freshwater steel tank and a 1999 Ford F-700 built out by Reliable employees with a



Above: You can tell the Reliable Septic headquarters are in Florida, with the palm trees and bright colors. The building is beautifully landscaped.

Right: Technician Chris Madon drags a long hose to reach a residential customer's septic tank in Fellsmere, Fla.



1,200-gallon waste/500-gallon freshwater steel tank. Both trucks carry Masport pumps.

Units are used mostly on construction sites. When they do events, the company often donates the units. "Most of the events around here are fundraisers," McCullers explains. "We try to give as much back to the community as possible."

EMBRACING TECHNOLOGY

Technology is key to route efficiency, and Reliable is on board with the latest communications tools. The company has had to look for an alternative to cellphones since Florida passed a law prohibiting talking on a phone while driving. Today the company's trucks are equipped with laptop computers and drivers now receive schedule updates by email.

The company recently installed a GPS fleet-tracking system from Advanced Tracking Technologies. "We have trackers on all the trucks and TV screens in all the offices," McCullers says. "That way we can pinpoint where every truck is at any time of the day."

The phones ring constantly, and when a call comes in for service, a quick glance at the monitor shows who's closest to the customer.

Other updates include revamping the outdated and hard-to-navigate website. Their new marketing director, Mandy Madon, created a fresh look

Something to bark about

In 2000, when HALO Animal Rescue put in a service call to Reliable Septic and Services, the no-kill shelter ended up with more than a clean drain. Owners George Jr. and Bruce McCullers saw good work being done and became fast friends with the organization.

Bruce has adopted eight rescue dogs and George one. Employees jumped on the bandwagon, as well. "We've got more dogs than we have kids," Bruce says. Time off is freely given to employees who need to take their pet to the vet. And it's not just the employees. "A lot of our customers are also animal lovers and we spread the word," he adds.

The company provides free septic work for the shelter. They also run a Christmas fundraising drive for dog food and sponsor a charity golf tournament. Their trucks carry an animal rescue symbol and their newspaper ads include the line, "Save a life, adopt a rescue pet."

When the shelter needed work on its two-acre property so the dogs would have a place to run, Bruce sprang into action. "I called all my contacts and got it all donated," he says – everything from brick pavers, sod, a sprinkler system and volunteers to clear the property.

Numerous dogs have been saved due to the efforts of the brothers, their employees, suppliers and customers. "It's turned into a passion of ours to support them in any way possible," he says.

and an interactive site linked to her mobile phone. She receives alerts when someone sends a message or requests service. She also created a Facebook page, which is approaching 1,000 likes. "We run specials on there and interact daily with our customers," she says.

The company wants their customers to be able to get information and make contact with them in whatever way they prefer. "Some people like to call, some like to do things online, some people even like to stop in," Madon says. They also continue to put ads in the phone book. "Believe it or not we still get a lot of calls from that."

UPGRADING THE IMAGE

The brothers have worked on every facet of their business to create a professional appearance and attitude. Employees wear uniforms. The office has been refurbished. The fleet is kept washed, painted and updated. And, of course, the old septic jokes printed on the sides of the trucks had to go.

Company colors – bright orange and blue – along with their version of an alligator ("We're

Florida Gator fans," McCullers explains) are designed to stand out and attract attention. They appear on everything – trucks, portable restrooms, roll-off containers, uniforms and signage. "You can't miss it," he says. "You can see it a mile away. Everybody knows us by those colors." Even their office building is orange with a blue security fence.

The brothers are selective in hiring. And they have the luxury to be as they get about 20 calls a week from people looking for work. Prospective team members are thoroughly evaluated during a two-week trial period. Most of their employees have been with them a long time. Two are dedicated to the portable sanitation side of the business, but everyone is cross-trained on all lines of business.

“ We have a great customer base. We take care of them – helping them through the hard times and going above and beyond to give a good quality job and a fair price – and they take care of us. ”

— Bruce McCullers

“We run it like a family,” McCullers says. “If they have a problem, they come to me. Everybody’s got their own set of life issues and if [someone] has to take time off, everybody steps up to the plate and fills in their spot.” The company holds monthly meetings to ensure everything is running smoothly and everyone has the help they need.

ALWAYS ON DUTY

The company name, Reliable, is something they take seriously, and the crew is reachable day and night. “We are a true 24-hour, seven-day-a-week business,” McCullers says. Any time a customer calls, they get a live person. Every third week employees rotate being on call in addition to working their regular shift.

For spikes in business or emergency work,

Reliable has three 7,000-gallon Fruehauf tankers to store wastewater “so we can truly run 24 hours a day whether the dump stations are open or not,” McCullers says. They average 10 or 15 pumpouts on Saturdays and about 10 on Sundays.

To minimize emergency calls, the company introduced a two-year septic pumpout reminder service, offering discounts for homeowners who plan ahead. “It’s definitely gotten a lot of customers on a repeat basis and keeps them out of trouble,” McCullers says. “But then you’ve still got those who will ponder on it and wait until they start to see a slow drain.”

As they look back and celebrate the company’s 60th anniversary, the brothers also keep an eye on the future. Their modernizing and professionalism efforts have paid off, leading to increased sales. And customers have voted them the No. 1 septic service provider in the region the past three years in a local newspaper poll.

“We have a great customer base,” McCullers says. “We take care of them – helping them through the hard times and going above and beyond to give a good quality job and a fair price – and they take care of us.” ■

MORE INFO

Advanced Tracking Technologies
800/279-0035
www.advantrack.com

Armal, Inc.
866/873-7796
www.armal.biz
(See ad page 32)

Auto Crane Company
918/836-0463
www.autocrane.com

Caterpillar, Inc.
309/675-1000
www.cat.com

Freightliner Trucks
A Div. of Daimler Trucks NA
503/745-8000
www.daimler-trucksnorthamerica.com

Fruehauf Trailer Corporation
www.fruehauf.com

Infiltrator Systems, Inc.
800/221-4436
www.infiltratorsystems.com

Masport, Inc.
800/228-4510
www.masportpump.com
(See ad page 3)

PolyJohn Enterprises
800/292-1305
www.polyjohn.com
(See ad page 103)

PolyPortables, LLC
800/241-7951
www.polyportables.com
(See ad page 81)

Satellite Industries
800/328-3332
www.satelliteindustries.com
(See ad page 2)

Sebring Precast Products Inc.
800/869-0503
www.sebringprecast.com

DIG SMART. DIG SAFE.

- EASY OPERATION
- SAFER
- MAXIMUM EFFICIENCY
- SIMPLE MAINTENANCE
- VERSATILE
- GLOBAL SALES & SUPPORT

800.752.2400 ▪ **740.374.2306** ▪ **www.X-Vac.com**

X-VAC
HYDRO EXCAVATOR
A Product of Hi-Vac® Corporation

EQUIPMENT SALES, LLC

Restroom Trucks Vacuum Trucks Slide In Tanks (816)589-7040

2014 Intl 4300, 6-speed
2800 Gallon Vacuum Tank
HXL400WV, 4" Inlet, 6" Discharge
**IN STOCK!
\$135,900**



Vacuum Trucks

2014 Intl 7500, Auto Trans
Aluminum Wheels
3600 Gallon Vacuum Tank
HXL400WV, 4" Inlet, 6" Discharge
**IN STOCK! LAST ONE!
\$135,900!
plus FET**



Portable Restroom Trucks

2015 Ford F550
1200 Gallon
HXL4, FloJet
FREE Dual Svc
\$73,900



IN STOCK!



2015 Hino 268A
2000 Gallon
HXL4, DC10
FREE Dual Svc
\$107,900

\$8,295



Slide In Tanks

Multiple sizes
IN STOCK,
ready for
IMMEDIATE SHIPPING!

5 HP Honda
Conde Super 6 Vacuum Pump
Vac and Press Modes
30" x 2" Inlet Hose
Wand and Valve
12V Washdown System with
50' Garden Hose
3" Discharge
12V Batter
Electric Start
Work Light

3 Decades of Vacuum Truck Exp Working for You!
Right People, Right Knowledge,
Right Products, Right Price.

EQUIPMENT SALES, LLC

Contact Phil Hodes

Call: 816-589-7040 Toll Free: 877-713-2345
equipmentsalesLLC@gmail.com

WWW.PUMPERHOSE.COM

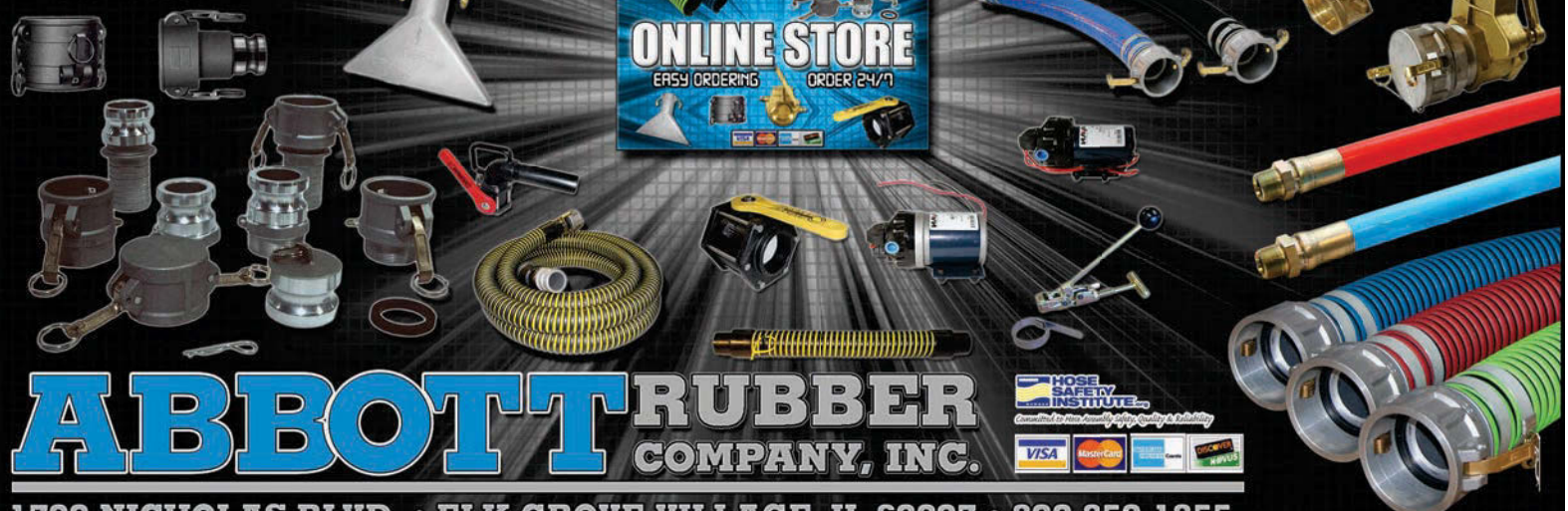
THE HOSE AND FITTINGS EXPERTS

**'We Sell
The Good Stuff'**
Why buy anything else?

VISIT OUR



Featuring:
Kanaflex
Hose Products



ABBOTT RUBBER COMPANY, INC.



1700 NICHOLAS BLVD. • ELK GROVE VILLAGE, IL 60007 • 800.852.1855

Designed, Machined & Assembled in the USA

Ideal For Grease Trap Service



Electric Powered

PRO-VAC

INDUSTRIAL PUMPOUT UNIT



Gasoline Powered

1939 *Celebrating 75 Years* 2014



SDS 6 BELT DRIVE (115 CFM)



Pump Accessories



PROVAC 3 BELT DRIVE (35 CFM)



SDS 6 DIRECT DRIVE (115 CFM)



Gas & Diesel Engine Packages - 35 thru 230 CFM



SDS 12 BELT DRIVE (180 CFM)



ULTRA SDS BELT DRIVE (230 CFM)



SUPER 6 DIESEL BELT DRIVE (70 CFM)



SUPER 6 BELT DRIVE (70 CFM)

Westmoor Ltd.
906 West Hamilton Ave
Sherrill, NY 13461

MANUFACTURERS OF
 VACUUM TECHNOLOGY

TEL (800) 367-0972
FAX (315) 363-0193
WEB www.westmoorltd.com

Alaskan Septic Service Providers Expect Stricter Disposal Limitations

By Doug Day and Sharon Verbeten

Pumpers in the Matanuska-Susitna Borough of Alaska don't have a local disposal site for septage. Every day, they have to ship 50,000 gallons of septage to the Anchorage Point Woronzof treatment plant. The plant already operates under an exemption from the Clean Water Act allowing it to discharge effluent with much less treatment required than at most wastewater plants. Officials expect the U.S. Environmental Protection Agency to pressure the city to limit how much waste it accepts from outside the area, which also includes around 1.5 million gallons of landfill leachate.

Of the 96,000 residents of what is called Mat-Su, about 80,000 use septic tanks and the population is growing. Two existing treatment plants in the borough can't accept septage because they are already operating with permit exemptions due to high levels of ammonia and nitrates. Mat-Su officials have been studying the matter for years and estimate a regional wastewater plant will cost nearly \$18 million. Even if approved, the plant couldn't operate until 2019.

The study shows that pumpers and haulers travel 500,000 miles a year to dispose of septage in Anchorage — with one saying he makes up to five trips a day.

Land application ban delay fails in Florida

An effort to delay a ban on the land application of septage failed to clear the Florida Legislature in the past session. If something isn't done next year, the ban will become effective in 2016. According to the Florida Department of Health, about 40 percent of the state's septic tank waste is spread on 92 permitted sites.

The ban is expected to double the average \$250 cost of pumping a septic tank. The Florida Onsite Wastewater Association, and others, had sought a one-year delay so the state could study disposal options and the environmental effects of land spreading, and wants to repeal the ban outright. Even though the legislation failed, the Florida Department of Environmental Protection says it will begin the requested study this fall.

The bill delaying the ban passed the Senate on a 37-1 vote on the last day of the session. But a companion bill in the House was never brought up for a vote. One legislator said many urban lawmakers don't understand the significance of the bill and how much rural counties depend on land spreading. Many wastewater treatment plants don't accept septage and some rural counties have no treatment plants.

Ohio proposal would allow sewer connection opt-out

A proposal in the Ohio General Assembly would allow property owners served by an onsite sewage treatment system to opt out of mandatory sewer system connections. The bipartisan measure was crafted to provide relief to property owners facing mandatory sewer system tie-ins.

House Bill 522 requires that property owners with onsite systems, and the local health department, be notified of planned sewer systems if the property may be required to connect. The property owner could opt out of the connection as long as the onsite system is maintained in accordance with state law. Owners of onsite systems not in compliance would have an opportunity to upgrade their system in order to avoid connecting to the sewer system.

State Rep. Sean O'Brien (D-Bazetta), one of the lead sponsors of the legislation, says people can be prosecuted for not connecting to a sewer system and feels that is unacceptable and unconstitutional. He says the bill was drafted with the assistance of the Trumbull County Board of Health, the Ohio Department of Health and the Ohio Environmental Protection Agency.

Georgia now requires portable sanitation certification

The Georgia Department of Health will now require certification and continuing education for portable restroom operators. Certification classes will be offered through the Georgia Onsite Wastewater Association; contractors certified by the Portable Sanitation Association International will meet the state requirements and only have to provide proof of their PSAI certification.

New regulations dealing with portable restroom units were also passed by the Department of Health after several years of research and two public hearings. ■

16 Colors

Pro Pumper 250
Waste Holding Tank

SAVE with the 3-PAK

kentucky tank

For Portable Offices
Construction Trailers

The Best Place for Tanks

kentuckytank.com

1.888.459.8265

When it comes to pumper trucks, no one offers you more.

SERVICE | PARTS | COLLISION CENTER | NEW AND PRE-OWNED SALES | FINANCING | LEASING | RENTAL



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

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



Peterbilt Model 348 with 4000 Gallon Aluminum Vacuum Tank

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



Peterbilt Model 348 Standard with 3600 Gallon Vacuum Trucks

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



Contact us today for more information on these or other models.

877-661-4511



rushrefusesystems.com

refusesales@rushenterprises.com | 8810 IH-10 East | San Antonio, TX 78219



Quality Used Trucks Available for Immediate Delivery



2009 Int. 7600 with 2010 Vector HXX - Truck ID #72091

- Cat C-13 engine
- Fuller FRO-15210C transmission
- Mileage: 109,287 Hours: 4,612
- 430 horsepower
- GVWR: 66,000; front 20,000; rear 46,000
- 20 GPM Cat pump
- 8702 Hibon blower
- 12 yard debris box



2010 Kenworth T800 with 2014 Guzzler CL Truck ID #73551

- Cummins ISX450 engine
- 450 horsepower
- Eaton Fuller 13 speed transmission
- GVWR: 66,000; front 20,000; rear 46,000
- 176,981 miles
- Hibon 28" blower
- 18 yard debris box
- Omsi transfer case



2007 Mack with 2012 Guzzler CL Truck ID #56434

- 246,335 miles with 10,698 engine hours
- 425 horsepower
- 60 bag filtration with air cannon
- Single mode filtration
- 14" SS liquid level float ball shutoff
- 5300 CFM 28" vacuum blower
- Blower discharge temperature gauge
- Omsi transfer case

Interested? Call John Stafford, FS Solutions Used Equipment Sales Manager (815)341-3512 for pricing or visit fssolutionsgroup.com for a complete listing of used equipment

©2014 FS Solutions Group

POWER BOOSTER

PATENTED TECHNOLOGY FOR PUMPING

**PUMP DEEPER
PUMP FASTER**

APPLICATIONS:

- Refineries
- Environmental
- Mining
- Marine
- Onshore Drilling
- Offshore Drilling
- Municipal/Septic
- Construction



Power Booster Sizes:
2", 3", 4", & 6"

Discover how over 30 years industry experience and proven technology will increase your vacuum truck performance. By providing limitless vertical lift and distance capability, this unit will shorten project time.

Solid engineering coupled with rugged, lightweight construction make the Power Booster™ the ultimate pumping solution. Unsurpassed execution in highly viscous applications.



PL pressurelift.com
PUMP DEEPER PUMP FASTER
972.355.0550

Septic-Scrub™

**The Demonstrated Drainfield
Restoration/Maintenance Solution**

Backed By Science ■ Proven with Experience ■ Many Satisfied Homeowners

Septic-Scrub™ is a superior product for the maintenance and restoration of septic system drainfields. Customers appreciate that it is environmentally safe, contains no organic chemicals and does not produce any toxic by-products. Most importantly, **Septic-Scrub works.** It breaks down sulfide buildup in the biomat and soil to allow for better water absorption.

Learn more about Septic-Scrub at www.arcan.com.



arcan

P.O. Box 31057
Clarksville, TN 37040

For information on increasing sales and providing a valuable service to your customers, call Arcan Enterprises at **888-35ARCAN (352-7226)**



DELIVERING SOLUTIONS in Wastewater Treatment



SINGULAIR GREEN®



HYDRO-KINETIC®



**HYDRO-KINETIC®
BIO-FILM REACTOR**

Norweco's line of treatment systems has set the standard in onsite wastewater treatment. Engineered with you in mind, our systems provide superior effluent quality at a competitive price. Norweco's commitment to insuring that you get the best products at the lowest price gives you the ability to submit competitive bids while leaving more money in your pocket.

- ◆ Extensive Product Offering
- ◆ Award-Winning Products
- ◆ Certified, Listed, Approved
- ◆ Designed for Fast, Easy Installation
- ◆ Minimal Maintenance
- ◆ Industry Leading Warranty

norweco®

*Engineering the future of water
and wastewater treatment*

1-800-NORWECO
www.norweco.com

A Green Choice: Fruitland Introduces Biodegradable Pump Oil

By Craig Mandli

Fruitland Vacuum Pumps are known for their iconic blue exterior, but another color made waves at the company's Pumper & Cleaner Environmental Expo International 2014 booth – green. That's green as in Fruitland Green, its 100 percent biodegradable vacuum pump oil designed to eliminate the chance of contaminating the air, water or ground.

"The main reason we came out with this product is it's what our customers wanted," says Keith Myers, sales manager for Fruitland. "We've had customers in the oilfield, environment, industry, septic service and grease services continuously ask if we have an environmentally friendly oil available. Now we do."

The product is specifically designed for use in Fruitland vacuum pumps, although according to Myers, testing continues on other pump brands. The viscosity of the oil maintains stability across extreme temperature ranges.

"This product is just as effective as typical vacuum pump oil but with the huge bonus of being biodegradable and safe for the environment," says



Myers. "The formulation is nontoxic, is easy to use and completely safe for operators."

Fruitland had been planning to roll out the new Green oil at the 2014 Expo for some time. "The 2013 show was where we really bounced the idea off of our customers and decided a product like this was really needed in the industry," says Myers. "The oil was tested internally in our shop for seven months, then field tested for three more months. The response was overwhelmingly positive."

Myers says he talked to many Fruitland customers who were excited about the possibility of using biodegradable oil in their units.

"Not only is it a selling point for us, it's an idea that our customers can pass along to their customers too," he says. "In an era where people are increasingly conscious of the footprint they're leaving on the environment, a septic pumper or drain cleaner being able to tell a customer that the oil they use in their unit is safe for the environment is a great selling point."

Myers says the new pump oil was a way to introduce new customers to Fruitland pumps.

"Talking about the Green oil was actually a terrific conversation starter with attendees," he says. "That gave us a great opportunity to talk with them about our vacuum pump options, and what they can do for their rigs and their business."

The company is finalizing packaging and distribution details for the new oil and will follow up with Expo attendees who showed an interest, Myers says.

Fruitland's technicians are hard at work to roll out several new products for the 2015 WWETT show (the new name for the Pumper & Cleaner Expo). "We're working on some industrial blowers, which will be a completely new market for Fruitland, and also a blower for the dry bulk market," Myers says. "We're excited to enter that market and gauge the reaction at next year's show. It's always a great opportunity for us to show our new products and gather feedback for the future. Hopefully we'll have a product that will create just as much excitement as our Green oil." **800/663-9003; www.fruitlandmanufacturing.com.** ■

Fruitland Manufacturing Sales Manager Keith Myers, right, discusses his company's new biodegradable vacuum pump oil, Fruitland Green, with an Expo attendee. (Photo by Craig Mandli)

Strong. Experienced. Worldwide.

Armal

ARMAL INC.
122 Hudson Industrial Drive
Griffin, GA 30224 USA
Phone +1 770.491.6410 Fax +1 770.491.9458
Toll free 866.873.7796
www.armal.biz armal-inc@armal.biz

At the end of the day, you have a job to do.
Amthor helps you get it done!

UNITS IN STOCK AND READY
FOR IMMEDIATE DELIVERY

2014
Peterbilt 337
"Loaded" with
a 2500 Gallon
Aluminum Tank

BUY TODAY FOR
~~\$199,000~~

NOW \$117,900!



Tank Truck Manufacturer & Design Leader

434.656.6233 • AmthorInternational.com

Contact Hank Vanderveen: 845.494.0104

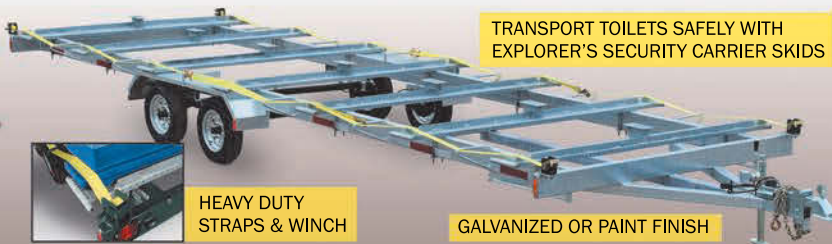
- Aluminum, steel and stainless steel code and non-code vacuum tanks with numerous options
- Aluminum and stainless steel round and flat portable restroom tanks
- Numerous bare chassis and tanks in stock ready to be tailored to your companies needs
- Many financing options available through our in-house financing company

Family Owned. Internationally Known. American Made.

EXPLORER

PORTABLE TOILET TRANSPORTERS

We Have Your Size...1 to 24 No worries with Explorer's full line of built tough, heavy duty trailers. Call today or visit our website for details.



TRANSPORT TOILETS SAFELY WITH
EXPLORER'S SECURITY CARRIER SKIDS

HEAVY DUTY
STRAPS & WINCH

GALVANIZED OR PAINT FINISH

MANUFACTURED BY:

McKee Technologies
Elmira, ON (519) 669-5720

Ted Hoover
Crossfield, AB
(866) 587-7262

Steve Baie Ent.
Apopka, FL
(386) 265-1973

Satellite Industries
Minneapolis, MN
(800) 328-3332

Columbia Sanitary
Golden, CO
(303) 526-5370

Tom Woyt
Jacksonville, TX
(903) 586-6493

Plumas Sanitation
Portola, CA
(530) 832-0370

explorertrailers.com

Explore the Finest in Sanitation!

1-866-457-5425

SEASONS CHANGE - DEDICATION DOESN'T

Stainless Steel • Aluminum • Code & Non-Code



**Manufacturing
Vacuum Trailers for the
Liquid Transportation Industry**

Parts • Repair
Complete Pumping Systems



800-589-5254

www.acrotrailer.com • 417.862.1758 • Fax - 417.862.8084 • 2320 North Packer Road • Springfield, Missouri 65803

CanAm EQUIPMENT SOLUTIONS



Paddle Agitator Now Available.

Oilfield
Arctic
Combo
Arctic
Straight Vac
Hydro Vac
Dumping Vac Trailers
B-Train Trailers
Shift Pull Trailers
Frac Tanks
Crude Oil Haulers
Potable Water
Haulers
Construction
Roll Off Tanks
Hydro Excavators
Winch Trucks
Heavy Haul Trailers
Municipal
Restroom Service
Septic / Grease Vac
DOT-407 Code &
Non Code Tanks
Hoist & Door
Vacuum Slide Ins
Parts
All Vacuum Truck
Parts & Accessories
Financing
Competitive
Loan & Lease Rates



Septic/Grease Vac Truck



Restroom Service



Potable Water Units



Crude Oil Haulers



Winch Truck



Heavy Haul Trailers



Dump Trailers



Vacuum Trailer



B-Train Trailers



Calgary / Toronto
Saskatoon
Las Vegas
Kansas City
Ceres

1-877-58-CanAm
(582-2626)

www.canamequipment.com
email: sales@canamequipment.com

Carrying the brands with the highest levels of quality and backed by the industries best warranties.



Redhead



ITI Trailer & Truck Bodies

GREATWEST KENWORTH

Pump! Save! Earn!

With **PRO-PUMP**

The Finest Name in Biological Products for Septic Systems, System Recovery, Odor Elimination and More...



- Septic System Treatment
- Absorption System Recovery
- Aerobic System Treatment
- Drain & Grease Traps
- Solids Reduction
- Odor Control
- Bio-remediation

Our 35th Year!

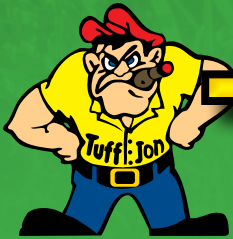


Call Sam Toll Free at 1-800-326-7867 and ask about our Special Discounts & Free Freight!

Solving Problems, Naturally!
Ecological Laboratories INC.

TOLL FREE: 1-800-326-7867 • FAX: 516-823-3440 • EMAIL: info@propump.com

Visit our web site at: www.propump.com



In Business Since 1959

TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories



Tuff-Jon



Tuff-Jon III



TJ Kids



TJ Shorty



100 Gallon Fresh Water Supply Tank



Containment Tray



- Tank sizes 60, 105, 225, 300 and 440 gallons.
- Standard holes are 2 - 3" holes with plugs
- Can customize holes to match your specs



90 Gallon Free-Standing Sink (45 gallons fresh water)



TJ Junior Single Free Standing Sink (16 gallons fresh water)



Interior View of Deluxe TJ-III



TJ Handy Stand Waterless Gel Touch Dispensers



60 Gallon Rinse Tank

- Lifting Bracket Assembly
- Sky Heater
- Corner Shelf
- Towel Dispenser
- Hand Washer Available For Both Styles of Tuff-Jon



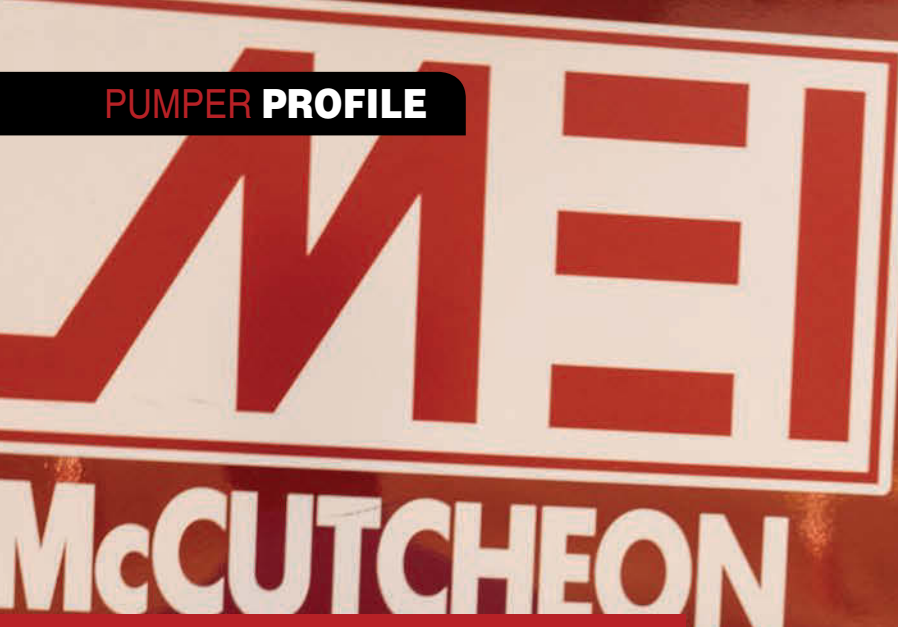
The TSF Company Inc.

2930 S St. Phillips Rd. | Evansville, IN 47712

Toll Free: **1-800-843-9286** | **812-985-2630** | Fax: **812-985-3671**

Email: rsitzman@tuff-jon.com | Website: www.tuff-jon.com





Pennsylvania's McCutcheon Enterprises adds equipment to handle bigger and tougher industrial vacuum loading jobs, and an explosion of diversification follows

By Ken Wysocky

Calvin McCutcheon, president of McCutcheon Enterprises Inc., stands in front of a Peterbilt roll-off truck. The Apollo, Pa., company continues to grow at a fast pace providing a variety of services, including industrial vacuum loading. (Photos by Justin Merriman)

POWER PLAY

When Maxwell and Olen McCutcheon started pumping septic tanks and hauling steel-mill waste in 1947 in Pennsylvania, they owned just one small septic service truck. Today, the company they founded - now known as McCutcheon Enterprises Inc. (MEI) in Apollo - is one of the state's largest industrial cleaners, employing 125 people and running 275 vehicles, including 21 vacuum trucks and nine vacuum trailers.

As its name implies, this well-diversified company now provides many more services than it did a half century ago, ranging from industrial cleaning and emergency response services to septic pumping, roll-off containers, site remediation and a host of other environmental-related services. And its steady growth reflects a simple premise upheld by subsequent generations of the McCutcheon family: Bold is better than timid when it comes to growing a company.

CHANGE IS GOOD

By taking calculated risks, such as developing and investing in new vacuum loading technology or designing and building

(continued)

Profile

McCutcheon Enterprises Inc.
Apollo, Pa.

OWNER: Calvin McCutcheon

FOUNDED: 1947

EMPLOYEES: 125

SPECIALTIES: Industrial cleaning, HAZMAT emergency response, waste transportation and treatment, septic service

SERVICE AREA: 100-mile radius around Apollo

WEBSITE: www.completewastemgmt.com



Pennsylvania

TRANSPORT TRUCK SALES, INC.

Ask for Scott or Frank – 888-395-7551
After hours call Scott at 816-590-4076



2005 Freightliner M-2, CAT 210 hp, 6 spd, AC, low miles, **new** 2300 gallon steel vac tank, **new** Jurop PN-84 vac pump.
Call For Pricing!
2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY



2006 Freightliner Classic, Mercedes 450 hp, 8LL, jakes, 14,600# fronts, 46# rears, double framed, **new** 3360 Gallon steel vac tank, Hoist and Full Open rear door, **new** 866 Challenger liquid cooled, 200 gallons fresh water.
Call For Pricing!
2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY



2008 Freightliner M2, Mercedes 250 hp, Auto trans, low miles, **new** 2300 gallon steel vac tank, **new** Jurop PN-84 vac pump.
Call For Pricing!
2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY



2006 International 4300, DT-466E 220 hp, Auto, NON CDL, low miles, **new** 1850 gallon steel vac tank, **new** Jurop PN-84 vac pump.
Call For Pricing!
2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY



2006 Sterling Acterra, Cat 210HP, 6spd, 33# GVW, low miles, **new** 2300 gallon steel vac tank, **new** Jurop PN-84 vac pump.
Call For Pricing!
2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY



2007 International 9400i, C-15 Cat 475, jakes, 10spd, 46# rears with Full lockers, double framed, **new** 3360 gallon steel vac tank, **new** Masport 400 HXL liquid cooled pump.
Call For Pricing!
2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY



ATTENTION CALIFORNIA OPERATORS, we want your trades!!

We stock a wide variety of emission compliant chassis of all sizes!!

We want to build your truck and take your non-compliant truck off your hands!!!

Call us today for details!!

Delivery Available Anywhere in the Lower 48!!

TransportTruck.com

a waste-processing facility, the company – now led by President Calvin McCutcheon, Olen’s son – continually finds ways to better serve customers through innovation.

“My father [Calvin] and grandfather [Olen] were not risk averse,” says Chad McCutcheon, the company’s communications manager. He and his brother, Nathan, who oversees operations in Houston, Pa., and is part of the executive management team, are fourth-generation employees. “My great-grandfather, Maxwell, and grandfather, Olen, started with an idea. My father turned that idea into a vision.”

As an example, McCutcheon points to the company’s move to become certified hazardous waste haulers in the mid-1970s, when the federal government began implementing hazardous waste transportation regulations.

“My grandfather and father saw what was happening,” McCutcheon says. “That’s the point where the business really took off. They both saw that the new hazardous waste regulations would create a solid base for a waste-management business. No longer would companies be able to hire just anyone to transport their waste ... they saw a boom coming and they needed to be ready for it.”

NEW TECHNOLOGY IS KEY

In the mid-1990s, the McCutcheons needed more efficient and powerful vacuum trucks to handle tough cleaning projects in steel mills and other industrial plants. So they worked with GapVax Inc. to develop a high-flow vacuum truck that could suck up heavy industrial waste over long

distances and simultaneously pump it into tanker trailers and roll-off boxes for disposal. Then the company became one of the first customers to buy these specialized GapVax trucks.

Almost 20 years later, the McCutcheons still believe that investing in new equipment increases productivity and boosts customer service and satisfaction. A good example is the company’s recent purchase of three customized vacuum trucks, made by ITI Trailers & Truck Bodies Inc., which can quickly load drilling cuttings from gas and oil wells. Built on 2012 Peterbilt 367 chassis and equipped with low-emission, fuel-efficient diesel engines made by PACCAR, the ITI trucks feature 4,200-gallon stainless steel tanks, a hydraulic hoist for efficient dumping through a full-opening rear door and a 921 cfm blower made by National Vacuum Equipment Inc.

The powerful units enable the company to use just one truck on congested drilling pads instead of the two it required before (one to vacuum up the cuttings and blow them into roll-off boxes, and another truck to take away the boxes). That, in turn, leaves more equipment and employees to serve other clients. Moreover, because of the way the trucks are designed, they weigh less than conventional high-flow vacuum trucks, allowing them to carry larger payloads – and make fewer trips.

(continued)

“We would absolutely like to have more septic pumping and waste to treat, but in recent years, MEI has had more success in providing other complete waste management solutions to our clients.”

— Chad McCutcheon

Technician Dave Dingey connects lengths of hose to reach a septic tank that requires pumping.



SPRING VALLEY

WIG VALLEY SUNBURST

SUNBURST SPRING



Bring The Outdoors...Indoors

What could be nicer than having the fresh, clean fragrance of the great outdoors indoors? Our two new fragrances, Spring Valley and Sunburst, will remind you of the pleasant smell of fresh clothes

right-off-the-line and refreshing citrus! Ask for one of these two delightful fragrances when you order Fresh Form or STF liquid deodorizers, cabana spray and popular scent disks.



877.764.7297

| safetfresh.com

| facebook.com/safetfresh

“ With our services so diversified, our employees find themselves working in many different situations – even if it’s just one time. The bottom line: If there’s a training course specific to an industry we serve, our guys take it. ”

— Chad McCutcheon



THE FLEET FACTS

The company owns many other pieces of equipment and vehicles, including five GapVax high-flow vacuum trucks (built on Peterbilt, Mack and Volvo chassis and equipped with 5,200 cfm blowers); a Freightliner equipped with a 2,800-gallon aluminum vacuum tank with a Masport pump, built by Progress Tank; and several service trucks – built on Sterling, Peterbilt, Mack and Freightliner chassis – with stainless steel or aluminum tanks in the 2,800- to 4,300-gallon range, built out by ITI, Progress Tank and Presvac Systems and all equipped with Wittig RFL 100 pumps (Gardner Denver) and National Vacuum Equipment Inc. blowers.

In addition, the company owns four 5,500-gallon, stainless steel tanker trailers, with manufacturers including Polar Corp. and Stainless Tank & Equipment LLC, and equipped with Wittig RFL 100 pumps; two 5,500-gallon tanker trailers made by Dragon Products Ltd. and equipped with National Vacuum Equipment pumps; three 6,500-gallon aluminum tanker trailers

made by Heil Trailer International Co. and Tremcar Inc. and outfitted with Wittig RFL 100 pumps; four dump trucks (Mack and Peterbilt chassis with dump bodies by J&J Truck Bodies & Trailers); and 15 tri-axle roll-off trucks (Macks and Peterbilts) equipped with 60,000-pound hoists made by GalFab (a Wastebuilt company) and extended tails.

The project managers and sales team at McCutcheon Enterprises Inc. stand in front of one of the company's many service trucks in Apollo, Pa.

While the company’s roots are linked to septic pumping, McCutcheon Enterprises doesn’t do much septic work anymore. The company pumps and treats about 1.25 million gallons of municipal waste a year.

“We would absolutely like to have more septic pumping and waste to treat, but in recent years, MEI has had more success in providing other complete waste management solutions to our clients,” McCutcheon explains. “For us, providing septic pumping and treatment services is not about the money as much as it is about providing a valuable community service to customers in our local area. We get the most bang for our buck by providing other solutions, such as emergency response cleanups or hydro-cleaning with a high-flow vacuum truck. Another area in which we’d like to expand our business is in the world of restaurant grease traps.” McCutcheon concluded.

Employee safety matters

Employees at McCutcheon Enterprises Inc. perform many services, from heavy-industrial cleaning of tanks and pits in factories to collecting drilling cuttings in the gas and oilfields in the Marcellus Shale. No matter what service they provide, employee safety always comes first. That’s why the Apollo, Pa.-based company has its own safety division, staffed by a safety director and two emergency-response coordinators who travel with crews in emergency-response situations.

Members of the safety staff are certified by the Occupational Safety and Health Administration in a variety of areas, ranging from construction to hazardous-waste operations. In fact, the company’s safety personnel even offer training to other contractors, says Chad McCutcheon, the company’s communications manager.

“A lot of people in our industry can do confined-space entry work but not confined-space rescue work,” he says. “We provide our employees with both kinds of training, which helps us because our customers don’t have to hire two separate companies – one with employees trained in only confined-space entry and another with employees trained in only confined-space rescue. That’s huge.”

All field employees must pass a 40-hour HAZWOPER (hazardous-waste operator) training course; a 10-hour OSHA industrial-training course; a 10-hour construction-training course (for working in areas where OSHA construction regulations apply); first-aid and CPR training; confined-space entry and rescue training; lock-out, tag-out training (which prevents machinery from getting turned on while cleaning crews are working); and many more.

“With our services so diversified, our employees find themselves working in many different situations – even if it’s just one time,” McCutcheon says. “The bottom line: If there’s a training course specific to an industry we serve, our guys take it.”

WASTE NOT, WANT NOT

Facing more competition and disposal-capacity questions in the late 1990s, as well as growing concerns over ever-escalating disposal fees and associated hauling expenses, McCutcheon Enterprises built its own waste treatment facility. In 2001, the company opened what is now a 58,000-square-foot treatment facility that can handle everything from solid to semisolid to liquid wastes from many different industries. Those waste streams could include sediment from a chemical-treatment plant at a local steel mill; chemical and sewage solids that accumulate in clarifiers and digesters at other treatment plants; and drilling mud and cuttings collected at natural gas or oil well drilling pads.

“But nine times out of 10, it’s nonhazardous slurry or sediment that builds up in tanks and pipelines at industrial facilities,” McCutcheon says.

The waste treatment facility can treat and release up to 160,000 gallons of wastewater per day (or about 58 million gallons of wastewater a year) from its biosolids treatment area. A waste solidification area can process up to 500 tons of waste per day, he says.

The facility offers many benefits. First, it significantly reduces transportation costs. Second, spending less time trucking waste to treatment facilities boosts productivity dramatically because the company can perform more cleaning jobs per year. Third, it generates another revenue

(continued)

AMAZING MACHINERY

Your Equipment SUPERSTORE Since 1995

Viztrac® AM100-100



ONLY
\$1495.00

- 20" Reel w/ 100' of 3/8" Cable
- 7" Color LCD Display
- Heavy Duty Powder Coated Frame

~~\$1895.00~~
FREE Freight

J/E4040HA-CKIT2



ONLY
\$1495.00



- 4000 psi @ 4.0 gpm w/ Pump
- GX390 Honda OHV Engine
- 150' x 1/4" Hose w/ Remote Hose Reel
- 3 Nozzles/Ball Valve/Aqua Pulse

~~\$1895.00~~
FREE Freight



BUY BOTH
\$2895.00

6 Months, No Interest!



Get 6 Months to Pay on Purchases of \$99 or More.
Choose Bill Me Later® at Checkout. Subject to Credit Approval.



Complete Details At
www.AmazingMachinery.com

1-800-504-7435
3807 Old Tasso Rd. • Cleveland, TN 37312



stream because the company allows other contractors to bring in waste. And perhaps less tangible but equally important, customers like it because the company can handle all aspects of a job, from cleanup to disposal, McCutcheon explains.

"We responded to clients' needs," he says. "Clients prefer to hire one company to manage waste, transport it and dispose of it. It's a cost-effective way to provide waste-disposal solutions to our clients. Customers reduce their costs, compared to sending it to a facility that's farther away or to one in New York or Ohio ... and when they break down their costs, they can see the savings gained from hiring one contractor as opposed to multiple contractors."

The facility runs several different treatment processes. One process treats

McCutcheon Enterprises technician Dave Dingey agitates a tank during a pumping job.

MORE INFO

Dragon Products, Ltd.
877/783-5538
www.dragonproductsltd.com

Masport, Inc.
800/228-4510
www.masport.com
(See ad page 3)

Freightliner Trucks
A Div. of Daimler Trucks NA
503/745-8000
www.daimler-trucksnorthamerica.com

National Vacuum Equipment, Inc.
800/253-5500
www.natvac.com
(See ad page 69)

GalFab
574/946-7767
www.galfab.com

PACCAR
425/468-8216
www.paccar.com

GapVax, Inc.
888/442-7829
www.gapvax.com
(See ad page 65)

Polar Tank Trailer, LLC
800/558-9750
www.progresstank.com

Gardner Denver
217/222-5400
www.gardnerdenverproducts.com

Presvac Systems, Ltd.
800/387-7763
www.presvac.com
(See ad page 104)


Heil Trailer International
423/745-5830
www.heiltrailer.com

Stainless Tank & Equipment
608/368-9663
www.stainlesstanker.com

ITI Trailers & Truck Bodies, Inc.
888/634-0080
www.itimfg.com
(See ad page 12)

Tremcar Inc.
888/442-4888
www.tremcar.com
(See ad page 6, Eastern Supplement)

J&J Truck Bodies & Trailers
888/777-2671
www.jjbodies.com

OFF THE SHELF

OFF THE SHELF

AMT
A Gorman-Rupp Company
"Right Product, On Time"

12 VOLT DC HIGH HEAD WASHDOWN PUMP

- 1 HP Washdown Duty Motor for Severe Operating Conditions
- Investment Cast 316 Stainless Steel, Cast Iron or Cast Bronze Construction with High Efficiency Stainless Steel Impeller on all Models
- Discharge Port Rotates in 90° Increments
- Four Front Drain Plugs

Max. Flow 56 GPM Max. Head 80 Ft (30 PSI) Max. Temperature 200°F

The AMT 12 Volt DC Washdown Pumps are designed for pumper, septic service, OEM, and marine applications requiring a DC motor. The motor has one hour duty rating and is furnished with a grade 303 stainless steel shaft. Pull-from-rear design for ease of servicing without disturbing piping.

American Machine and Tool Co. Inc. of Pennsylvania
400 Spring Street
Royersford, PA 19468

Call us toll free at 888-268-7867 or visit our website www.amtpump.com

municipal and residual waste from sources such as municipal treatment plants, residential clients, manufacturers and the energy and industrial sectors. It utilizes screening and degritting, chemical treatment, separation of solids and liquids, and filter pressing, which consists of a series of vertical plates that squeeze out solids. The resulting cake can be landfilled, and the remaining liquids receive further treatment before they're discharged into a municipal sewer.

The solidification process involves putting liquid and semiliquid materials into four armor-plated cement pits, where a solidifying agent is added. After the waste solidifies, it's suitable for landfill disposal, McCutcheon says.

The company recently modified its solidification process to include waste reduction, which is a more efficient treatment method that yields less solid waste. In this process, waste passes through a rotary filter press, separating liquids and solids. The liquids are sent to another processing area for further treatment, while solids are landfilled.

MORE GROWTH AHEAD

Future growth remains in the company's plans, as evidenced by the acquisition in 2013 of Myzak Hydraulics, a dealership for three equipment brands that sells hydraulic hoses, parts and valves to operators in the Marcellus Shale play and other clients. The company also offers oil and gas industry solutions, such as roustabout services and containment liners for well pads.

When does the diversification stop? "I don't see a limit at this point," McCutcheon says. "We've been around since 1947, my brother and I are going to be around for some time to come and Dad has no plans to quit anytime soon either. And we'll keep adhering to Dad's philosophy of people, performance and progress - that the best people perform the best work, which leads to continual progress and growth. So really, the sky's the limit." ■

WWW.VACUUMTRUCKUSA.COM
HOUSE OF IMPORTS

6995 NW 32ND AVE • MIAMI, FL 33147 • info@houseofimportsvacuumtrucks.com

SINCE
1947

CALL ANGEL AT:
786.258.3384
angel@houseofimportsvacuumtrucks.com

CALL GINO AT:
786.271.7112
gino@houseofimportsvacuumtrucks.com

QUALITY ISN'T EXPENSIVE...IT'S PRICELESS!



\$87,000

*1 YEAR OR 100K WARRANTY

2007 INTERNATIONAL 8600

LOW MILES, 5000 GAL., BIG PUMP, 4 MORE IN PROGRESS!



\$58,000

*2 YEAR OR 100K WARRANTY

2007 INTERNATIONAL

LOW MILES, AUTO, AIR CONDITIONING



2003-2007 INTERNATIONALS

1500-2500 GAL., 230H.P., AUTO, 367CFM N.V.E. CHALLENGER PUMP



SPECIAL

\$47,000

*2 YEAR OR 100K WARRANTY

FOR IMMEDIATE DELIVERY!

2005-2007 FREIGHTLINERS

1500-2500 GAL., 230H.P., 367CFM N.V.E. CHALLENGER PUMP



\$78,400

*1 YEAR OR 100K WARRANTY

2007 INTERNATIONAL 8600

4000 GAL., 450 H.P., CUMMINS, 10 SPD., 367CFM N.V.E. CHALLENGER



\$78,400

*1 YEAR OR 100K WARRANTY

2007 INTERNATIONAL 8600

4000 GAL., 450 H.P., CUMMINS, 10 SPD., 367CFM N.V.E. CHALLENGER

***WARRANTY INFORMATION**

- 2 year/100K mile warranty on engine, transmission and rear end for Class 6 and Class 7 vehicles.
- 1 year/100K mile warranty included on engines for class 8 vehicles.



Stock, Standard, and Custom Vacuum Trucks

602-501-3792

Trucks and Tanks in Stock and Ready to Go!



1000/500 Gallon Dual-Side Service Hot Dog Style Vacuum Truck



2000 Gallon Aluminum Dual-Side Service Vacuum Truck



Standard 3500 Gallon Septic Truck



Standard 1000/500 Gallon Dual-Side Service Vacuum Truck



www.southwestproducts.com

PRODUCTS BUILT BY CANADIANS FOR CANADIANS



Behind every product we sell is a hardworking, dedicated Canadian committed to delivering the best portable sanitation equipment in the world. It is this dedication that has allowed us to become Canada's largest portable sanitation equipment manufacturer. With four distribution centers across the country, we are committed to working even harder to ensure Canadians get the service they deserve and the products they need.

That's a promise.

705-325-4200 | 800-465-9590 | polyjohncanada.ca



PJ USA | PJ CANADA | PJ INTERNATIONAL | PJ SOUTH AMERICA | PJ MEXICO
POLYJOHN.COM | POLYJOHNCANADA.CA | POLYJOHN.CO.UK | POLYJOHNSA.COM.BR | POLYJOHNDEMEXICO.COM



Pressure Washers, Replacement Engines, Pumps, Parts & Accessories

NOZZLES

SEWER 4 PACK



\$54.99

QC 4 PACK



\$9.99

THREADED



\$2.99

ROTATING 4K



\$39.99

REPLACEMENTS

50' 4K HOSE



\$44.99

TRIGGER 5K



\$24.99

GX390QA



\$599

RECOIL



\$15.99

ACCESSORIES

JETTER KIT



\$49.99

DUCT CLEANER



\$399

24" CLEANER



\$739

PORTABLE REEL



\$375

WASHERS

3300 PSI



\$399

DRAIN CLEANER



\$1,299

HOT WATER



\$3,899

DIESEL POWER



VACUUM SYSTEM

WaterCannon.com

30 YEARS OF SERVICE

1.800.333.WASH (9274)



Industry Trained Staff available from 8:30 a.m. to 9:00 p.m. weekdays E.S.T.

Orlando | Phoenix | Minneapolis | Hattiesburg | Melbourne | Toronto | Bogota International: 1-321-800-5763 ext.115

Water Cannon is proud to be a MWBE



Eric J. Romero is a speaker and consultant. For more information, visit www.competeoutsidethebox.com.

Think Outside the Box

Defying convention can give your company a competitive edge **By Eric J. Romero**

Leaders inspire people to do amazing things – the type of things their followers would not do on their own. With leadership, a vision and competitive advantage become reality. The more change a company faces, the greater the need for leaders. The more flexible a business must be to survive, the greater the need for leaders. Given that today's environment is characterized by frequent change, leadership is more important than ever before.

Unconventional leaders go a step further. They lead their companies to repeatedly do or create things that people love but no one expected, especially their competition. Unconventional leaders are fanatical about the products and services they provide rather than profit, yet they tend to lead the most profitable businesses in their industries. They create companies built on innovation, flexibility and risk-taking that redefine their industries and sometimes the way people live. Through their companies, they often lead other firms in terms of technology, customer service, etc. Unconventional leaders beat the competition on a regular basis.

Apple co-founder Steve Jobs was a prime example of an unconventional leader. He didn't look like the typical business leader, and his leadership style was anything but conventional. In fact, his background was contrary to what most people would expect of a successful corporate leader. He dropped out of college and had no formal management training. Despite this, or maybe because of this, he had an unconventional leadership style that led to the creation of an unconventional firm. In fact, the people with the most education and experience are often the most conventional thinkers.

UNCONVENTIONAL THINKERS

Unconventional leaders are unconventional thinkers; but what does that mean? Their ideas come from a wide range of areas. They often use bits and pieces of simple concepts in unique combinations to create new solutions to problems. Their unique thinking is often reflected in their eclectic mix of interests and people with whom they form relationships. They like information and ideas, and often focus on things that most people overlook. Unconventional people like to think about things and understand them fully.

Compare the difference between conventional and unconventional thinkers:

Conventional thinkers...

- Like safety, avoid risk.
- Say things like "This is just the way we do things" and "Everyone does it this way."
- Accept things as they are.
- Avoid expressing their ideas unless agreement is likely.

Unconventional leaders are fanatical about the products and services they provide rather than profit, yet they tend to lead the most profitable businesses in their industries.

- Follow trends; there is safety in numbers.
- Are less willing to think, would rather continue doing things the same way.
- Consider agreement and consistency very important.
- Have a negative perception of differences; these are weird, strange, odd, etc.
- Do not question why things are the way they are, do not think of a better way.
- Value established knowledge.

Unconventional thinkers...

- Search for improvements or even perfection.
- Think and act differently from most people.
- Re-evaluate everything, including their beliefs, and change them if necessary.
- Integrate disparate ideas and knowledge into new ideas and solutions.
- Are not restricted by other people, do not care what they think or do.
- Like change, see it as an opportunity for improvement.
- Are willing to try new things and learn from them, whether or not they work out.
- Believe that constructive conflict leads to more ideas and a better understanding of issues.
- Openly express what's on their mind.
- Value thinking and creating new knowledge.

Although it might not be an easy change, conventional thinkers can become more unconventional. Everyone is born an unconventional thinker. Just observe young children and you can see their amazing creativity and free thinking. Unfortunately, as kids get older, they are taught to think like everyone else. They learn to become conventional thinkers. However, if this can be learned, it can be unlearned. You might not become as unconventional and innovative as Steve Jobs, but you can become far less conventional in your thinking – and become a more unconventional leader.

TANK TO TRUCK

DESIGN & BUILD SERVICES



- Hoisted Tanks/Full Open Doors
- Steel, Stainless & Galvanized
- Roll Off Tanks
- Tank Kits 300 to 5000 Gallon
- Ready to Ship Tanks



VAXTEEL ST Series Vacuum Tanks
Stock Tanks Available in 2300, 2500 & 3360

- Dealer for 7 Major Vacuum Pumps
- Equipment Installation
- Approval Drawings
- Custom Lettering & Graphics



www.vaxteel.com



LMT Inc.

Galva, IL

800-545-0174

309-932-3311

**Built to Order.
Built to Last.**



Here are some ideas you can use to start on that path:

- Force yourself to try new things: music, food, activities, travel.
- Question everything you do and believe; stop doing things to fit in or just because everyone else does it.
- Get used to people not agreeing with you. Always tell people what you think, even if they might not like it.
- Debate with people who disagree with you in order to understand their point of view. Accept their ideas even if they are different.
- Talk to people who are totally different from you and learn from them: younger, older, retired, foreigners, different professions.
- Try new ideas even if you are not sure they will work.
- When new ideas don't work out, view this as part of the learning required to try new things - the cost of creativity - not as a failure or mistake.
- Don't take yourself too seriously; use humor to make fun of yourself when things don't work out.

GETTING IT DONE

Doing the above activities is easier if they are done with other people, so look for groups you can join or create to help you become more unconventional. While changing is not easy, becoming an unconventional leader has the potential to help you create significant competitive advantage based on innovation, flexibility and risk-taking. ■

BIOSOLIDS APPLICATORS

2,500 to 6,000 gallon injection or broadcast



Trailer models also available liquid or dry

7,000 gallons per acre at 9 mph

Rehab & Consignment Options



Bloomington, IL
1-800-678-2459

Stahly
SINCE 1976

Setting the standard.

www.stahly.com



tigerflex[®]

Thermoplastic Industrial Hoses

Tigerflex™ Amphibian™ AMPH™ Series Heavy Duty Polyurethane Lined Wet or Dry Material Handling Hose



- **High Abrasion Resistance** - polyurethane liner specially designed to resist internal wear, especially in the hose bends, leading to less down time and lower operating costs.
- **Extremely Flexible** - convoluted cover and "Cold-Flex" materials resist hose kinking and allow the hose to remain flexible in sub-zero temperatures.
- **Oil & UV Resistant** - won't dry out and crack from oil and UV exposure like similar rubber hoses.



Kuriyama of America, Inc.

360 E State Parkway | Schaumburg, IL 60173

847.755.0360 | fax: 847.885.0996

email: sales@kuriyama.com | www.kuriyama.com



ERICKSON

TANK & PUMP



2005 Kenworth with 4600 gallon tank, Masport HXL400 pump



2006 Western Star with 3600 gallon tank, Masport 400 pump



New IH chassis's ready for tanks

OTHERS AVAILABLE, CHECK OUR WEBSITE

"Tanks" for your business!



509.785.2955

WWW.ERICKSONTANK.COM

SEE OUR LIST OF EQUIPMENT ON WEBSITE

WA dealer #1812

Odor Problems

Sweet Air

Septic odors stop with
SWEET AIR™
FILTERING DEVICE

— THE ORIGINAL —

SWEET SEPTIC SYSTEMS, INC. 800-622-8768
7121 Green Valley Road • Placerville, CA 95667 sweetair.com

Join the
empowered.

Let the confidence of a VAC-COM
Certification empower you.

Questions answered. That's our goal with the



Operation of this unit involves
high-pressure water and
that can present potential
precautions are not follow



Safety. Efficiency. Sustainability.

That's why we've created the industry's
most powerful on-line training system.

More power to you in the form of on-line training. Helpful videos, graphics and tests that get you and your team up to speed on maintaining and operating a Vac-Con truck more efficiently and safely.

www.vac-con.com

A subsidiary of Holden Industries, Inc., Vac-Con is a 100% employee-owned company.
©2014 Vac-Con, all rights reserved.

 **VAC-CON**
MORE POWER TO YOU

If you would like your wastewater trade association added to this list, send contact information to editor@pumper.com.

Serving the Industry

Visit your state and provincial trade associations

Alabama

Alabama Onsite Wastewater Association
www.aowainfo.org; 334/396-3434

Arizona

Arizona Onsite Wastewater Recycling Association
www.azowra.org; 928/443-0333

Arkansas

Arkansas Onsite Wastewater Association
www.arkowa.com

California

California Onsite Wastewater Association
www.cowa.org; 530/513-6658

Colorado

Colorado Professionals in Onsite Wastewater
www.cpow.net; 720/626-8989

Connecticut

Connecticut Onsite Wastewater Recycling Association
www.cowra-online.org; 860/267-1057

Delaware

Delaware On-Site Wastewater Recycling Association
www.dowra.org

Florida

Florida Onsite Wastewater Association
www.fowaonsite.com; 321/363-1590

Georgia

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

Georgia F.O.G. Alliance
www.georgiafog.com

Idaho

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

Illinois

Onsite Wastewater Professionals of Illinois
www.owpi.net

Indiana

Indiana Onsite Waste Water Professionals Association
www.iowpa.org; 317/889-2382

Iowa

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

Kansas

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

Kentucky

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

Maine

Maine Association Of Site Evaluators
www.maine.com

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
www.mowra.org

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

Minnesota

Minnesota Onsite Wastewater Association
www.mowa-mn.com; 888/810-4178

Missouri

Missouri Smallflows Organization
www.mosmallflows.org; 417/739-4100

Nebraska

Nebraska On-site Waste Water Association
www.nowwa.org; 402/476-0162

New Hampshire

New Hampshire Association of Septage Haulers
www.nhash.com; 603/831-8670

Granite State Designers and Installers Association
www.gsdia.org; 603/228-1231

New Mexico

Professional Onsite Wastewater Reuse Association of New Mexico
www.powranm.org; 505/989-7676

North Carolina

North Carolina Septic Tank Association
www.ncsta.net; 336/416-3564

North Carolina Portable Toilet Group
www.ncportabletoiletgroup.org; 252/249-1097

North Carolina Pumper Group
www.ncpumpergroup.org; 252/249-1097

Ohio

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

Oregon

Oregon Onsite Wastewater Association
www.o2wa.org; 541/389-6692

Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers
www.pa-seo.org; 717/761-8648

Pennsylvania Onsite Wastewater Recycling Association
www.powra.org

Pennsylvania Septage Management Association
www.psma.net; 717/763-7762

Tennessee

Tennessee Onsite Wastewater Association
www.tnonsite.org

(continued)

Pumper Cleaner

PROFIT

Series

3 DAYS OF HANDS-ON BUSINESS BUILDING & NETWORKING

ORLANDO, FLORIDA • GAYLORD PALMS
MARCH 25-27, 2015

EARLY REGISTRATION: ONLY \$395 PRIOR TO NOV 25, 2014
ADDITIONAL REGISTRANTS FROM SAME COMPANY SAVE \$100

WWW.PUMPERPROFIT.COM
866-933-2653

DAY 1 & 2 - ELLEN ROHR

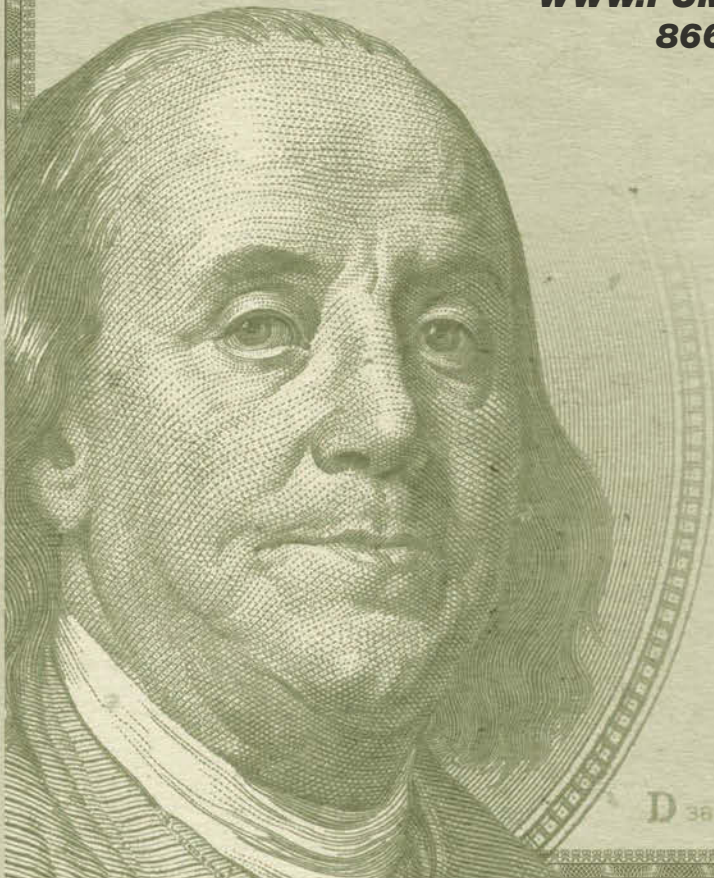
- **WHERE DID THE MONEY GO?**
- **HOW MUCH SHOULD I CHARGE?**
- **REWARD THE RIGHT STUFF**
- **BUYING, SELLING AND GETTING OUT**

DAY 3 - JEFF BRUSS

- **HOW TO USE AND UNDERSTAND SOCIAL MEDIA, E-MAIL AND THE INTERNET AS A BUSINESS TOOL**

SMALL BUSINESS BREAK-OUTS

- **MARKETING**
- **EMPLOYEE RETENTION AND HIRING**
- **SALES AND PRICING STRATEGIES**
- **BUYING OR SELLING A BUSINESS**
- **PROFITABLE IDEAS**



Texas

Texas On-Site Wastewater Association
www.txowa.org; 888/398-7188

Virginia

Virginia Onsite Wastewater Recycling Association
www.vowra.org; 540/377-9830

Washington

Washington On-Site Sewage Association
www.wossa.org; 253/770-6594

Wisconsin

Wisconsin Onsite Water Recycling Association
www.wowra.com; 608/441-1436

Wisconsin Liquid Waste Carriers Association
www.wlwca.com; 608/441-1436

NATIONAL

Water Environment Federation
www.wef.org; 800/666-0206

National Onsite Wastewater Recycling Association
www.nowra.org; 800/966-2942

National Association of Wastewater Technicians
www.nawt.org; 800/236-6298

CANADA

Alberta

Alberta Onsite Wastewater Management Association
www.aowma.com; 877/489-7471

British Columbia

WCOWMA Onsite Wastewater Management of B.C.
www.wcowma-bc.com; 877/489-7471

Manitoba

Manitoba Onsite Wastewater Management Association
www.mowma.org; 877/489-7471

Onsite Wastewater Systems Installers of Manitoba, Inc.
www.owsim.com; 204/771-0455

New Brunswick

New Brunswick Association
of Onsite Wastewater Professionals
www.nbaowp.ca; 506/455-5477

Nova Scotia

Waste Water Nova Scotia
www.wwns.ca; 902/446-2131

Ontario

Ontario Onsite Wastewater Association
www.oowa.org; 855/905-6692

Ontario Association of Sewage Industry Services
www.oasisontario.on.ca; 877/202-0082

Saskatchewan

Saskatchewan Onsite Wastewater
Management Association
www.sowma.ca; 877/489-7471

Canadian Regional

Western Canada Onsite Wastewater
Management Association
www.wcowma.com; 877/489-7471

MID-STATE TANK ARTHUR CUSTOM TANK

A.S.M.E. Certified / D.O.T. Approved
UL-142 Listed

Tanks for your Business



Mid-State Tank Co., Inc.
P.O. Box 317
Sullivan, IL 61951
Telephone: 800-722-8384
Fax: 217-728-8384

Manufactures of dependable stainless steel and aluminum pressure / vacuum tanks and trailers for the septic, industrial and portable trucks.

www.midstatetank.com

Contact:
Gene for a quote or check on stock tanks

Arthur Custom Tank is a subsidiary of Mid-State Tank

Luxury Restroom Trailers



Delightfully Different!

There are two very distinct features you will enjoy when previewing a Satellite Suites luxury restroom trailer. First, the appearance of our restrooms are light and clean, with a pure white exterior and interior colors that create a calm, relaxing atmosphere for guests to enjoy.

The second unique feature is the moisture resistant materials used throughout the trailer to prevent rotting, mold and mildew and warping. Eliminating damages caused by moisture will dramatically decrease repair and maintenance costs and increase the days your trailer is available to rent.



The flooring (a), interior walls (b) and exterior walls (c) are made with moisture-resistant, non-wood materials.

News...

There are two sizes of trailers available for immediate delivery:

- 6 x 10 / 2-Station
- 8 x 20 / 8-Station

**AVAILABLE FOR
IMMEDIATE
DELIVERY**

Coming at the end of August is a 6 x 14, 4-station trailer with all the same outstanding features found on existing trailers. Place your order today to reserve your new 14' trailer.

Satellite Suites™

574-350-2152 • info@satelliterestroomtrailers.com



While our competitors are busy looking at us, we're busy listening to you.

Time and again, our designs send the competition running back to the drawing board. Innovations that continue to baffle the competition - it's our way of knowing we offer you the most advanced vacuum trucks available today.



Volume and Flexibility

septictrux



Industrial • Commercial

envirotmux



Long Routes, Large Capacity

maxtrux



Compact Full Service Body

supertrux



Pickup Beds Flat Decks Trailers

pickuptanx

*Maximum Value, Maximum Service,
from the Leaders in Vacuum*

vacutrux.com

TOLL FREE US AND CANADA:

1-800-305-4305



FRUITLAND®

True Colors

500 Series Pump

The Color of PERFORMANCE



FRUITLAND® BLUE is recognized around the world as the color of premier commercial heavy-duty pumps and has become synonymous with reliability, efficiency and performance. It has become the reliable standard for many companies in a myriad of industries all around the world. You can count on a Fruitland® Pump day in and day out. True Blue. The color of Fruitland® Pumps and the color of performance.

The Color of RESPONSIBILITY



FRUITLAND'S 100% BIODEGRADABLE OIL

is designed specifically for use with Fruitland® vacuum pumps. The viscosity of our new environmentally safe oil is highly stable within extreme temperature ranges compared to that of conventional pump oils.



FRUITLAND®
Manufacturing Est. 1957

VACUUM PUMPS
Reliability Redefined

Toll Free: 1-800-663-9003

905-662-6552

www.fruitlandmanufacturing.com/pumper

324 Leaside Avenue, Stoney Creek, Ontario, L8E 2N7



WALEX

MORE POWERFUL THAN A SPEEDING LOCOMOTIVE!

Walex raises the bar for portable sanitation deodorizers once again.

PORTA-PAK[®]

When service requires maximum performance, go for the super-concentrated formula of new **PORTA-PAK MAX** holding tank deodorizer.

> 50% more color > 50% more odor control > Double the fragrance

Fast dissolving | Safe & easy to use | No skin contact | Formaldehyde-free
Long shelf life | World-class customer service

Just Drop It In... TO THE MAX!

800.338.3155 www.walex.com

NEW!



THE SLIDE IN WAREHOUSE



Atlanta, GA
 Bellefonte, PA
 Dallas, TX
 Denver, CO
 Los Angeles, CA
 Mauston, WI

450 Gallon Aluminum Slide-In 300 Gallon Waste/ 150 Gallon Fresh

Electric Start 5.5 HP Honda
 Condé Super 6 vacuum pump w/4-way
 valve 30"x2" Tiger Tail inlet hose w/
 stinger, washdown system w/50' hose,
 3" discharge, 12V battery & work light

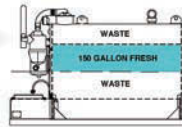


435 Gallon Rear Engine



Side Engine Style

Not all models available at all locations.



'TANK IN A TANK'
 Offers improved
 weight distribution!



Available from 300 to 1500 Gallon Capacities, Single & Multi-Compartment
 Call for Our Price & Availability!

www.slideinwarehouse.com

Call Us Today Toll-Free: 888-445-4892

SIW0414

Want More Stories?

Get more news,
 more information,
 more features with

Online Exclusives

Exclusive online content
 for *Pumper*

www.Pumper.com/online_exclusives


Extra! Extra!



2013 Peterbilt
26,000 GVWR, auto transmission, 400/1100 stainless steel tank, Masport HXL4 pump, dual service-loaded.




NEW 9000 Gallon Aluminum Vacuum Trailer,
Air ride suspension (tri-axle), pump platform, bright finish, LED lights, Betts valves,
ON THE GROUND READY FOR DELIVERY.




PRO-VAC
INDUSTRIAL PUMPOUT STATION

NVE NEW ENGLAND DISTRIBUTOR
Used Pumps For Sale
Used reconditioned Utile 625 and 825 vacuum pumps



SHINE ON Products From
GTI
CHEM-TECH INDUSTRIES





2015 Kenworth, tri-axle 4200(200/4000) NVE Challenger 866, jetter system.



2014 Peterbilt's In Stock



2014 Peterbilt
2800 gallon tank



Self Contained Unit
600 gallon steel tank, 33.5 HP Kubota diesel engine (choice of pumps), 200 gallon poly tank, 6 gpm 3,000 psi jetter.



Peterbilt
4500 gallon stainless, hoist tank



Peterbilt 337
3600 gallon aluminum hoist tank



Slide-In Units
500-1,000 gallons, 1 or 2 compartment; select a pump package & engine HP. Standard units **"Always in Stock"** all light weight aluminum, many available options.

TANK DISTRIBUTOR FOR



Roll Off Vacuum Tank



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



2003 FL-70
Air Ride, 2,800 gal. single compartment, rebuilt meter, 230 HP Cat, 6-spd.



2005 M2 Freightliner, 400HP MB engine, 10-speed, 200,000 miles, Juroop 150 vacuum pump, 4200 steel tank heat on valves \$46,500 OBO.

Regulations Reboot in Colorado

Updated onsite guidelines are a welcome addition for the Rocky Mountain state's growing wastewater trade association **By Doug Day**

The Colorado Professionals in Onsite Wastewater (CPOW) organization is now 10 years old, tracing its origins to when a small group of people decided the state's industry needed a new direction and new regulations. Chuck Cousino was involved in that effort as president of CPOW last year and is now responsible for managing the process; he became Colorado's onsite wastewater treatment system (OWTS) coordinator for the Water Quality Control Division in November 2013.

What is the history behind the regulations?

Cousino: Emergency guidelines were implemented as regulations in 1974 with a few revisions in later years in reaction to issues that came up. A group of regulators and practitioners formed the Individual Sewage Disposal System [ISDS] Steering Committee in 2002 to update the regulations. Many of them went on to found CPOW in 2004.

One of their goals was a full-time position to run the state's onsite program. The position was created in 2008 and I took over when my predecessor retired.

In 2009, the state initiated the process to rewrite the ISDS regulations, which eventually involved more than 250 people, roughly 20 meetings and six or seven drafts. OWTS Regulation 43 went into effect in July 2013 and local public health agencies had one year to implement their regulations that have to be at least as stringent.

What was CPOW's role?

Cousino: Much of what happened can be credited to the group that founded CPOW. They and the local directors of environmental health were the most active in the stakeholder process.

One of the results was a defined need for training. CPOW officially formed an education committee last year, but we already had two [National Association of Wastewater Technicians]-certified trainers and have offered NAWT classes at least annually for inspectors, installers and O&M providers for years.

We are modifying the NAWT design class that was presented for the first time last year at the Pumper & Cleaner Environmental Expo International. There are items that still have to be added because of the unique geological conditions we have in the Rocky Mountains.

CPOW has added a soils class that takes much of its content from the University of Minnesota Onsite Sewage Treatment Program soils class, and we're adding the Colorado components. Two of the biggest additions to the new regulation were the inclusion of long-term acceptance rates and placing a focus on soil structure; we were relying strictly on percolation tests. Soils training has become a real focus.



Contact Chuck Cousino at 303/692-2366 or chuck.cousino@state.co.us.

What were the biggest gaps between the old and new regulations?

Cousino: The biggest thing was changing the focus from disposal to treatment and moving toward a performance-based standard instead of a prescriptive code. We aren't there yet, but it's a good start. The new regulations have brought us more in line with industry standards in areas like soils, O&M, training and oversight. There is a minimum interval for maintenance evaluation by a certified inspector that varies based on the type of system. The regulations are more science-based and allow more use of current technologies to overcome site restrictions.

Did you get everything you wanted?

Cousino: The regulations were developed before my arrival. My understanding is that many areas of discussion couldn't get buy-in from all the stakeholders so there are about 15 items that are opt-in/opt-out for the counties. One of the opt-ins is to allow for reductions in system size or isolation with the use of higher-level treatment systems. If they do, they must have oversight programs to ensure proper maintenance is conducted.

Another opt-in is a transfer of title inspection. If a county chooses to implement this, they must provide oversight and the inspector has to be certified by NAWT or an equivalent national program. A couple of counties are more stringent and require the same certification for those doing maintenance on higher-level treatment systems.

One of the biggest reasons for the options was that some counties have bigger programs and staff, 30 or 40 people. There is a lot of growth along the Colorado Front Range and their programs tend to be more progressive.

Some of the smaller counties may not even have an environmental health program. They may rely on a land-use person or building inspector for OWTS inspections and have only three or four permits a year. Their reluctance to jump into more programs is understandable.

Are the new regulations working?

Cousino: Yes. Some counties kept their old regulations and worked in the new ones. Others started with the new regs and kept some of the nuance of their old rules. For the smaller counties, we developed a four-page template

“ Tanks have to be recertified, watertight risers to grade are required, and a focus has been placed on system maintenance. There are significant advancements and systems are going to last longer.”

- Chuck Cousino

FLO TREND SYSTEMS, INC. **Dewatering Made Simple**

Trailer Mounted Sludge Mate®
Dewater onsite where and when you need it with maximum convenience and mobility.


- wide range of filter, roof and hitch options
- mounted platform for Poly-Mate® System
- 5, 7, 10 & 12 cu yd capacities



(713) 699-0152 • www.flotrend.com


t f

IT REALLY WORKS!




Septic Drainer

A Drainfield Soil Restorative Sodium is the REAL problem. We drive the sodium OUT of the soil.



David Currier
Lake Norman Sewer & Septic, Denver NC
"Septic Drainer opened up many systems we couldn't open any other way."



Robert Smallwood
ABA Well & Septic Svcs, Ivor VA
"We use it on every drain field cleaning we do now. We're very happy with it."

www.septicdrainer.com
RCS II, Inc. PO Box 4143 Queensbury, NY 12804 (518) 812-0000

Getting past the deal breakers

Just as the new onsite wastewater regulations were about to be finalized in Colorado, a small group of stakeholders started to question a few specific items. "Suddenly some people were realizing that it really was going to happen," says Colorado's onsite wastewater treatment system coordinator Chuck Cousino, who is also past-president of Colorado Professionals in Onsite Wastewater. "Some felt that we always made small modifications to the regulations in the past and wondered why we couldn't do that now."

In response, the stakeholders were called together for a meeting to identify all the main "deal breakers" that needed attention. "They made a list of those things they absolutely could not live with, sat down, and hammered it out."

Many of the contentious matters ended up as items counties could adopt if they wanted. Cousino says that helped get the regulations passed, and he plans to spend the next few years assisting both practitioners and regulators and providing direction as to where improvements can be made the next time the regulations are updated.

to adopt the regulations by reference and still allowed for local items to be included. There is also a checklist for the opt-in/opt-out items, included as an appendix where they can define what items they want to include. We received a lot of positive feedback to the template. There are still a few counties we haven't heard from, which we expected, but we'll work through that.

Is the opt-in/opt-out option a strength or weakness?

Cousino: It's a good step that allowed the core items to be implemented. The site evaluation requirement is very extensive. Tanks have to be recertified, watertight risers to grade are required, and a focus has been placed on system maintenance. There are significant advancements and systems are going to last longer.

The options allow the smaller counties to work within the framework of their abilities, both manpower and financial. Education will make a difference and we plan to revisit the regulations in a few years.

Any advice for other states that want to do such an update to their regulations?

Cousino: Patience. 'Baby steps' was the term used by my predecessor. Start early with the stakeholders, define where you want to go and how to get there. You may not reach the end right away, it might be the next time or the time after that; just keep things moving in the right direction by getting buy-in from your stakeholders and get their feedback. Education is key. ■

Comforts of Home
Services, Inc.

LUXURY TRAILER SALES



Units come with A/C, Heat, HD Steps and a Large 300 Gallon Waste Tank

- Lowest Interior Floor Height in the Industry
- ADA wheelchair accessible units.
- Unlimited Floor Plans from 8' to 53' Trailers
- Rigid Steel Shell Construction from top to bottom to resist rot and warping.
- Specializing in Customizing trailers to fit your needs.
- Easy Fold-Up Steps & Door Handles
- 24/7 Tech Support for the best customer service available.
- Free Nation Wide Lead Program for our customers.
- Large Capacity Waste Tanks
- High Privacy Partitions are Standard for Added Comfort
- Rigid Platform, our smallest wide body trailers start out with Dual 10" ASTM I-Beams.




8' 2-Station w/A/C & Heat • 300 gal waste

12' 2-Station Combo w/A/C & Heat • 450 gal waste Includes Showers

20' 6-Station w/A/C & Heat • 600 gal waste

24' 7-Station ADA w/A/C & Heat • 750 gal waste

See our website for more layouts and options.

INFO@COHSI.COM • 630.906.8002 • WWW.COHSI.COM

People's United Equipment Finance Corp.

A subsidiary of **People's United Bank**

- Industry Finance Specialists
- Industrial and Commercial Equipment Financing
- Manufacturer Programs Available
- Acquisitions Financing

A Premier Commercial Finance Company that specializes in financing & leasing equipment in the Waste & Environmental Industries

SERVING THE NEEDS OF THE WASTE INDUSTRY FOR OVER 20 YEARS

PLEASE CONTACT YOUR LOCAL REPRESENTATIVE

Gerald Hargrave
Cell: 713-898-0531
Area: TX, OK, LA, NM

JD Magness
Cell: 804-694-6183
Area: Eastern VA, MD, DC, NJ, DE

Bob Marino
Cell: 215-360-1776
Area: PA, NY, CT, RI, MA, NH, VT, ME

Ozzie Merino
Cell: 714-351-4798
Area: CA, OR, WA, ID

John Moore
Cell: 720-315-5700
Area: NV, CO, MT, WY, UT, NM, NE, KS

Kevin Parry
Cell: 704-650-2635
Area: NC, WV, SC, Western VA, Inside Sales

Bob Pritchett
Cell: 205-999-4214
Area: GA, FL, AL, MS, AR

Perry Siler
Cell: 231-745-3495
Area: MN, WI, IL, IN, MI, OH, IA, ND, SD

Kevin Steier
Cell: 502-741-7524
Area: TN, KY, OH, WV, MO

WE SELL HOSE & EQUIPMENT

Hose | Couplings | Valves | Pumps | Vacuum Accessories | Rubber Products | Safety Equipment

www.MilwaukeeRubber.com
CALL TO ORDER **800-325-3730**

TankTec

Tank Technologies & Supply Co, LLC

In Stock or Custom Built
 Financing and Lease Options
 Aluminum or Stainless Steel
 300-6000 Gallon
 Trailers
 Many Trucks In Stock

www.tanktec.biz
1.888.428.6422
 Contact Steve Nelson
snelson@tanktec.biz



TankTec

PARTNERS WITH



VACUUM TRUCKS
 FOR
 FACTORY BUILT TRUCKS
 BUILT-TO-ORDER
 IN-STOCK
 IN-HOUSE FINANCING
 EXPECT MORE, WE DELIVER!

SLIDE IN TANKS - MANY IN STOCK!

300 Gallon (200/100) \$7525
 450 Gallon (300/150) \$8090
 600 Gallon (400/200) \$9395
 800 Gallon (540/260) \$10295
 Single section, deduct \$300



Standard Features:
 Aluminum Construction
 30' Vacuum Hose with Wand and Valve
 Whale Water Pump
 Honda 5.5 hp Electric Start Gas Motor
 Conde 70 cfm Vacuum/Pressure Pump
 (9 hp With Masport 106 cfm Pump or
 Conde 115 cfm Pump Available)

Completely Self-Contained and
 Ready to Work!
 Larger or Smaller Sizes,
 Trailer Mount, Custom Configurations
 and Many More Options
 Available

IN STOCK!



Portable Restroom Service
 2015 Ford F750
 Auto, Air Brakes
 2000 gal (1500/500)
 HXL4, DC10/Hannay
\$102,900 IN STOCK!
 lease from \$1,700



Portable Restroom Service
 2015 Ford F550, Diesel, Auto
 4x2, 1200, HXL4, FloJet - \$73,900
 4x2, 1500, HXL4, DC10 - \$83,200
 4x4, 1200, HXL4, DC10 - \$84,100
 Finance and Lease Options

Portable Restroom Service
 2015 Hino 268A
 Auto, Air Brakes
 2000 gal (1500/500)
 HXL4, DC10/Hannay
\$107,900 IN STOCK!
 lease from \$1,700



IN STOCK!



2014 Intl 4300M7
 6-speed
 2800 gallon
 HXL400, 3" in, 4" out
 toolbox
\$107,025, lease from \$1,765



2014 Intl 7500
 350HP, Allison
 3600 gal
 HXL400
 4" in, 6" out
 toolbox
**\$135,900
 plus FET**

IN STOCK!

TankTec vacuum trucks



Erik Gunn is a business writer in Racine, Wis.

Know the Real Cost

Price is only one factor in determining how long it will take a new piece of equipment to return a profit **By Erik Gunn**

So you're all ready to buy a new piece of equipment for your business – perhaps a vacuum truck or an excavator.

You've settled on your preferred model, figured out your financing and made room in your budget for payments. Now, hold on. There are two more questions you must always consider before making a major business purchase.

No. 1: How soon will that new gadget pay for itself? And No. 2: What is owning it going to cost you?

You really need to know the answer to the second question if you're going to accurately answer the first one.

The cost of owning something isn't just the purchase price or even the cost of the loan – it's all the additional expenses that come along with it.

If you have always ridden a bus to get anywhere and one day buy a car to save on bus fare, you'll take on other expenses: buying gas, paying auto insurance premiums, paying for repairs, or even for your state registration and license fees. Those will all be part of the cost of owning that car – not just the car's price and your finance charge.

Business equipment is no different. Everything your business owns incurs some cost of ownership, however small. Some are easy to figure out; others are more complicated. Some you can only guess at.

BUSINESS DECISION

"This is a business decision," says Paul Schwada, a Chicago-based business consultant. "The choice is essentially a decision to invest in the business in a specific area, and there are some bigger-picture considerations than just the obvious numbers."

Jamie Smith agrees. He's a certified public accountant who owns Mr. Rooter of Greater Baltimore. There's another side to ownership cost, he points out – the cost of not owning that new machine.

Maybe you're getting by with an existing device you've adapted to the task. If the new machine can allow you to do the work a lot more efficiently, it might allow you to bill more jobs in less time.

Or, says Smith, "If you don't own this piece of equipment and you're having to rent it, that's significant. If you own this equipment, would it help you sell the jobs more quickly? Do you lose jobs because you can't get to it for two days because you have to set up a rental?"

Against the cost of non-ownership, in rentals, lower efficiency or both, you'll also need to weigh the costs of ownership: debt payments, insurance, maintenance and more.

Armed with that information, you can begin to calculate how soon the machine will pay back – in revenue and profits – the costs you're taking on when you buy it.

GOOD QUESTIONS

In making those calculations, it's reasonable to project what additional business you might gain by having the new tool in your possession – so long as you're realistic in your forecasts.

Schwada advises asking yourself several questions about your prospective purchase. These can point you to some deeply hidden potential ownership costs.

Does the new piece of equipment fit your operation? Or, instead, does it represent a big change in size or function from what you've used before?

If the purchase is a lot different from what you've used before, be prepared for it to be used less. Employees might not really "get" how to use this new device, or they may simply prefer old, familiar options.

In the best case scenario, maybe they'll just need extra training to get comfortable with using it. That's another cost of ownership but one that will ultimately pay off.

In the worst case, though, maybe its design makes it too difficult to use. If a new piece of equipment just sits idle because no one wants to use it, your projections about the revenue it will fetch will end up being way too rosy, Schwada warns.

You're the best judge of whether the new tool makes sense for your business, says Smith. "Don't be tricked by a salesperson telling you, 'Everyone else has one.' Maybe they're sorry they bought that piece of equipment; if it's sitting around, it's just a drain on your operation."

Does it overlap equipment you already have? "Almost every new piece of equipment – once in use – does some things that you used to do with other equipment," Schwada notes.

That could be good or bad. If your older equipment stays back at the shop all the time as a result, think about unloading it to recapture some dollars. But if you can still use both the old equipment and the new tool, maybe you've increased your capacity for certain kinds of jobs. If there's a real market, that can be great.

How realistic is your plan for the new equipment? You may hope to expand into some new specialty line of business. Be realistic about the actual opportunity.

"You won't want to invest in a significant piece of equipment for a new area of business without a good guess on the likelihood that it will pan out," Schwada says.

“If you own this equipment, would it help you sell the jobs more quickly? Do you lose jobs because you can't get to it for two days because you have to set up a rental?”

Jamie Smith

In The Round Dewatering

Patent Pending

**Dewaters Overnight
Consistent Results
Low Energy Use
Self-Cleaning**

- >All Stainless Steel & Plastic construction
- >Very Forgiving
- >Roll-Off Frame
- >Amazing results

If it will Flocc, it will work. ITRDewatering.com or call: 317-539-7304

Sample costs of ownership

What additional expenses are associated with specific pieces of equipment?

I asked Bruce Hines of Brown Plumbing and Septic in Chesapeake, Va. He's well-positioned to advise both septic pumpers and drain and sewer cleaners. He gave his expert assessment on the hidden costs that come with ownership of big-ticket tools of the trade.

Vacuum truck: Replacing a vacuum pump or blower that breaks down can cost \$5,000 or more, Hines notes. You can keep repair and replacement costs down, but it will cost you in another way (although probably less than repairs): spending time and wages on routine maintenance, such as regularly cleaning components. "If you don't keep your secondary trap cleaned you can get water contaminants into the pump."

Combination truck: Repairs and maintenance costs are "on a much larger scale and a much more expensive scale," Hines says. Necessary upkeep can range from replacing damaged or worn hoses to fixing or replacing a broken blower or other component.

Trailer jetter: "Maintenance is always an issue," says Hines, as is the diesel fuel or gasoline to run the engine. Also consider your water supply. And don't forget weather – freezing temperatures can do permanent damage to equipment that has water in it. Reduce weather-related costs by picking equipment that is easy to winterize.

Sewer camera: As sewer cameras get more and more complex and sophisticated, repairs can become costly. "If they break, they've got to be repaired," Hines says. And local service is not always an option; you may need to add in the cost of shipping it back to the manufacturer.

Once you invest in a piece of equipment like this, you raise customers' expectations. They'll naturally think you should be able to provide the service, even if the device is out for repair. A rental or loaner for when the camera is in the shop is part of the ownership cost too.

If you're already fulfilling customers' requests with existing equipment in place of specialty equipment you plan to buy or by renting specialty equipment – or if you are having to turn down lots of requests for a particular service because you lack the needed tools – you can probably have some confidence in the future possibilities. But again, be realistic. Don't get caught up in overly optimistic scenarios.

Before you make any major capital investment in your business, take time to figure out its real return – how soon it will add to your bottom line instead of just eating away at your top line.

Then you'll know whether it's worth the money you plan to spend in the first place. ■

The "Simply Better" choice for tanker and truck mount vacuum.

Forget complicated vacuum pump designs. Choose the rugged and dependable Wally for longer service life and lower maintenance. Quality built to outperform. Precision manufactured for higher vacuum levels... and largest displacement design for maximum air flow.



SANITATION

Reliable commercial duty in a compact package

Problem Free **151**
Time after Time **202**
302

SEPTIC

Heavy duty truck mount vacuum solutions

403 Dual Cooling
553 Liquid and Air
753



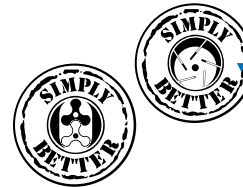
INDUSTRIAL

For the largest tanks and loading lines.

Huge Air Volume at **1054**
Low RPM Operation **1604**
2106



**Available from Leading OEMs
Made in Canada Since 1969**



wallenstein
pumps • blowers

EM elmira machine industries inc.

1-800-801-6663
wallenstein.com



Seal it Tight! Seal it Easy! Seal it Fast!

Are you tired of using risers that are too tall or too short for the job you are completing?

Seal-R™
Sizes:
**12", 15", 18",
24", 30",
36", 42"**

↑ RISER: Dual-wall plastic culvert pipe.

↑ Inner safety lid.

Plastic riser pipe will give an exact height each time. Try our system and you will never have to carry concrete pipe and lids again. Save time by not having to assemble multiple sections.

- Easy 10 minute installation!
- Secure fit for all systems!
- Prevent ground water infiltration and save money at the same time!
- Made & sold by septic installers!

BrenLin Company, Inc
Manufacturers of Seal-R™ Products

888-606-1998 • www.seal-r.com



T&T Tools, Inc.

Fax: 800.521.3260

Email: sales@mightyprobe.com

800.521.6893
www.MightyProbe.com



Call for a FREE Catalog

Call for a FREE Catalog

HOOKS...

- > Several different styles of heat-treated hooks are available
- > Top Poppers are great to open manhole covers
- > The Handy Hooks allow two handed use

PROBES...

- > Insulated, standard, and specialty soil probes
- > Metal shaft sizes: 3/8" round, 3/8" hex, or 7/16" hex
- > Replaceable tips are threaded on and hardened
- > A "slide" allows the handle to pound the shaft into the ground



TANKS SHIPPED TO YOUR LOCATION

STAINLESS STEEL & STEEL UNITS - CALL FOR INFORMATION

TANKS TO YOUR DESIGN

PUMP DISTRIBUTOR

- ★ BATTIONI
 - ★ CHALLENGER
 - ★ FRUITLAND
 - ★ JUROP
 - ★ MASPORT
 - ★ MORO
- Pump Rebuild Kits In Stock**

Call Today For Information Or Prices On Tanks, Pumps And All Parts



Secondary Shutoffs

Sight Glasses, Valves & Couplings

12" Primary Shutoffs

21" & 36" Manways

BASE TANKS INCLUDE:

1/4" Thick Steel • Pipe Reinforced Baffles • Primary Shutoff Flanged and Dished Heads • 21" Top and Rear Hatches Full Length Under Carriage on Bottom of Tank

BASE TANK PRICING

2100 gallon	\$5800	3360 gallon	\$8140
2500 gallon	\$6740	3570 gallon	\$9000
3000 gallon	\$7575	4000 gallon	\$9920



800.364.7307

2100 EAST BOOTH ST. • SEARCY, AR 72143
 Fax: 501.279.0003 • E-mail: sbs3647307@gmail.com



GapVax®



**HYDRO EXCAVATORS
COMBINATION JETVACS
INDST. VAC LOADERS
& MORE**

RUGGED RELIABLE

#1 CHOICE EQUIPMENT

JOIN US! Oct 1-2 OKC Oilfield Expo, Oklahoma - Oct 13-15 WJTA in New Orleans.

www.gapvax.com

888-442-7829

Promote Groundwater Awareness

Pumpers can team with the National Groundwater Association to raise awareness for Protect Your Groundwater Day **By Ken Wysocky**

Protect Your Groundwater Day (PYGD) on Sept. 9 very well might pass unnoticed by many pumpers. But it deserves some attention. In fact, it could even provide pumpers with a marketing opportunity, while at the same time increase customers' awareness of one of the country's greatest – and, in some areas, most endangered – natural resources.

PYGD typically falls on the second Tuesday in September. It's sponsored by the National Groundwater Association (www.ngwa.org), a trade and professional organization for those employed in the groundwater industry. That includes everything from water-well drillers to groundwater engineers who design well systems to manufacturers and suppliers.

"The overarching purpose is to advance groundwater knowledge in general and raise the bar for professionals in the industry," says Cliff Treyens, public awareness director for the organization. "We also educate the public about the importance of groundwater stewardship."

Technically speaking, septic pumpers are not part of the association's focus. But that doesn't mean they can't be comrades in arms with the group; after all, proper septic system maintenance helps to protect groundwater, which is defined as water that lies below ground level in water-bearing geological formations, Treyens explains.

How important is groundwater? Consider this eye-opening fact: An estimated 99 percent of the world's freshwater is groundwater. "Even if you don't get water from a well, I think that statistic can help you appreciate that groundwater is worth protecting," Treyens says. The association uses PYGD to aim a spotlight on this invaluable resource – raise public awareness of what groundwater is, why it's important and what people can do to protect it. Pumpers can help spread that message, as Treyens explains in the following interview.



Cliff Treyens, public awareness director for the National Groundwater Association, may be reached at 800/551-7379 or ctreyens@ngwa.org.

Pumper: Is there a logical connection between the septic pumping industry and your organization?

Treyens: Yes. People who use water wells typically are concentrated in the same rural areas where septic systems also are more prevalent. And a well-made, well-constructed and properly located septic system can treat sewage properly and protect groundwater, while a poorly made, installed or located system can contaminate groundwater. Our industries have symbiosis there.

It's in the interest of both industries to establish high standards of construction and maintenance because neither one of us wants to foul the resource that's our customers' lifeblood. We already partner with the National Onsite Wastewater Recycling Association. They understand that protecting groundwater is important to them and their customers.

Pumper: What role can pumpers play in protecting groundwater?

Treyens: They can educate customers about how they can protect groundwater through their own daily habits. If you change your own oil, don't dump it on the ground ... don't pump toxic chemicals down your toilet.

They also can emphasize the importance of proper septic system maintenance – help them understand exactly what maintenance their system requires, because if it fails it can contaminate groundwater. You can explain the adverse consequences of inadequate maintenance ... point out to them that it's really a matter of their health.

"If I read a newspaper and saw a guy quoted about how important it is to protect groundwater, and he was a septic system professional, I'd think he stands above other pumpers."

– Cliff Treyens

One analogy we use is cars ... it's always better to stay on top of maintenance than wait until something goes wrong, like a catastrophic engine failure. The consequences of poor maintenance are almost always more costly than a gradual investment over time to keep a system in good operating order.

Pumper: Are septic pumpers uniquely qualified to play an important role in groundwater education?

Treyens: Yes. The thing about professionals in the septic industry is they're in proximity to and

in contact with people who use groundwater for drinking ... mostly rural areas. By virtue of that, these professionals are in a perfect position to educate their customers.

Pumper: What else can pumpers do to spread the word about groundwater protection?

Treyens: They can ask local newspapers to run a story or speak at community meetings that allow time for public comment. All kinds of opportunities exist to explain how protecting groundwater is important. We have a lot of information on our website. If they can talk, they can do it ... and

Clear Computing Software

- Mac/Apple/Chrome products fully supported
- Mobile web stations – sales, customer portal, service
- Fully integrated with credit card processing and GPS
- Paperless for both operations and customer contact
- Rent on the cloud or buy on the premise
- The industry leader for 30 years...
We know your business



Your Company, Your Way, Anywhere, Anytime

Clear Computing - (888) 332-5327- www.clearcomputing.com

they don't have to be a journalist to ask a local newspaper to write a story.

You'd be surprised at how many venues people have to communicate these days, with Facebook, blogs and so forth. If you're of a mind that you have information to give to the public, then pull it off our website and start sharing it with people. We've got thousands and thousands of people who are potential educators and you could argue it's just as or more important for people in the septic industry to do it.

Pumper: Would it appear self-serving for pumpers to advocate regular maintenance?

Treyens: I think customers will think that someone who expends the effort and time to communicate a message like that is somebody who gives a darn, not necessarily doing it for selfish purposes.

If I read a newspaper and saw a guy quoted about how important it is to protect groundwater, and he was a septic system professional, I'd think he stands above other pumpers. I'd figure if he was quoted in a newspaper, he must know what he's talking about ... he's a doer. And I think the public would perceive it that way too. You're projecting a positive image – someone who's bringing up an important issue. And that would increase my confidence in you.

Pumper: Could pumpers use PYGD to raise awareness?

Treyens: There's no limit to what you can do with it if you're willing to execute it. For example, some water-well drillers offer customers discounts on Protect Your Groundwater Day. And some county health departments around the country have used Groundwater Awareness Week (in early March) and Protect Your Groundwater Day to offer discounted water-well tests. So they're taking this recognition event and using it to draw attention to something they're trying to accomplish. I could definitely see a pumper offering a discount during Protect Your Groundwater Day.

Pumper: Where can pumpers get good information to give to customers?

Treyens: I would suggest going to one of our websites: www.wellowner.org. Click on the Protect Your Groundwater Day logo to get information. People are free to use anything that's there: cut and paste it into an article, link to it – we don't care. We just want to get the information out there. ■

Septi-Marker

Safely marks the location of a septic system's risers and distribution box



Provides a place for your company sticker to remind customers to call

RCS II, Inc.

PO Box 4143 Queensbury, NY 12804 (518) 812-0000

VSI

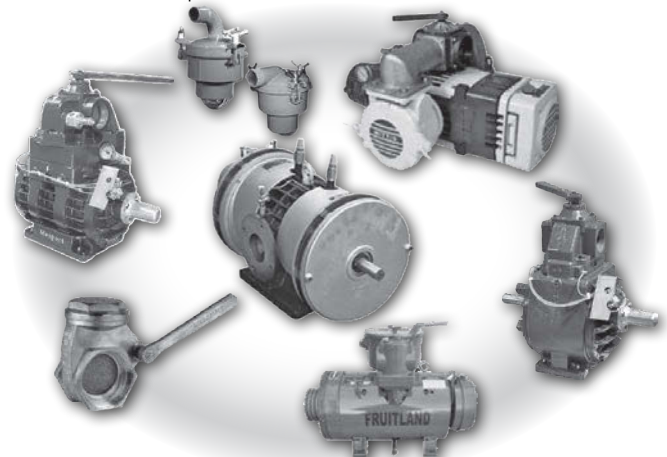
Vacuum Sales Inc.

51 Stone Road, Lindenwold, NJ 08021

Order Discounted Pumps Online
24 hours a day 7 days a week

www.vacuumsalesinc.com

parts@vacuumsalesinc.com



800-547-7790 • fax: 856-627-3044

VISA PayPal



Atlanta Rubber & Hydraulics

because you deserve more

We offer a vast selection of Pumper & Cleaner products to meet your specific needs.

Look no further, for the highest quality products at the most competitive price

Our customers are our main priority.

We believe in honesty, integrity and fairness and apply those principles across every aspect of our business. The result is a level of customer service you won't find anywhere else. Discover for yourself what sets Atlanta Rubber & Hydraulics apart from the competition.



KANAFLEX HOSE SPECIAL
 3" x 25' Green Black Septic Suction Hose -
ONLY \$97 (Coupled M X F Aluminum Quick Couplings)

Value Adding Services:

Special Packaging Fabrication

Custom Assembly Work
On-Site Troubleshooting



1000 Marble Mill Circle, Marietta, GA 30060

Toll Free: **800-241-2680** PH: 770-955-5225

FX: 770-955-2377 Email: sales@atlantarubber.com

Visit Our Online Store www.AtlantaRubber.com

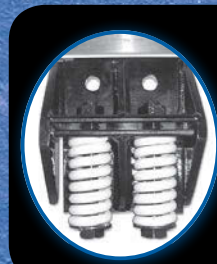
Wee Engineer

WITH IMAGINATION

Call us for a quote



**Thank you to Boone County
Regional Sewer District**



SPRING MOUNTS

decrease fatigue on your tank frame, mounts to most tanks, easy bolt or weld-on style, heavy-duty stress relieved springs.

**Mounts with springs..\$82.00
Springs alone\$11.00**

Join us on Facebook!



PO Box 39, Dayton, IN 47941
Toll-Free:

877.296.2555

Phone: **765.296.2027**

Fax: **765.296.3027**

www.wee-engineer.com

4307 The Best Choice In Performance • Reliability • Durability



Challenger Series

VACUUM PUMPS & BLOWERS

Load Faster & Pump Deeper

- 27" Hg Continuous Duty
- 560 CFM

Reduced Cost



- No Oil Required (\$1,000/Year Est Savings)
- One Year Limited Warranty

Increased Durability

- No Internal Wear Parts
- No Oil Required for Lubrication
- No Overheating
- No Vane Breakage
- *Designed, Built, and Supported in the USA*



NVE

800-253-5500 | natvac.com/4307





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.

Breathing New Life Into a System

Be prepared to explain the basics of pretreatment components and aeration to your onsite customers with struggling systems **By Jim Anderson**

My system failed! Should I put in an aerobic treatment unit? This is another homeowner question that usually follows or precedes a question about how and when oxygen is important in a system. In a previous column we discussed formation of the biomat and the relationship between the organic loading through measures of BOD and FOG, and development of a more resistant and thicker biomat.

Adding more pretreatment components – along with altering household practices – is a way to address the organic loading issue and keep biomat development at levels where the soil is able to hydraulically accept the water generated by system users. Pretreatment components involve oxygen as a part of the process of breaking down and removing the organic waste constituents before they reach the soil treatment unit.

PROBLEM SOLVING

Several types of pretreatment components can be used. These include a variety of media filters (sand, peat, textile) in addition to aerobic treatment units (ATUs). Whether adding any of these components will help solve the situation where a drainfield has already failed depends on the factors discussed previously: that the condition is the result of hydraulic and organic overloading and lack of proper septic tank maintenance, or it is due to soil compaction or smearing. In most cases where there is an existing problem, additional pretreatment efforts will need to be accompanied by a resting period, which also may mean some modification to the soil treatment area.

Determining the appropriate pretreatment component for a specific situation requires knowledge about how each component works. In an ATU, wastewater is pretreated by adding air to break down organic matter, reduce pathogens and transform nutrients. There is usually a septic tank in front of the ATU that acts as a trash tank to remove the larger solids and foreign material such as plastic products or baby wipes.

A highly oxygenated environment is created by bubbling compressed air through the liquid effluent to promote aerobic bacteria in the unit. These bacteria are more efficient at breaking down the organic matter than the aerobic bacteria that survive in a septic tank. Effluent delivered to the soil treatment area from a properly operating unit is much cleaner. There are still relatively high levels of nutrients and pathogens present but much lower organic loading. There are also now aerobic units set up and operated to address nutrients as well.

In other than specific types of peat filters, septic tank effluent is delivered periodically through a set of pressure distribution laterals. In all cases effluent is uniformly distributed to the media. Treatment mechanisms in

media filters involve physical filtering of solids, ion exchange (alteration of compounds by binding the media), decomposition of organic waste, trapping of pathogens and transformation of nutrients.

By using equal distribution and periodic loading over time, septic effluent comes in contact with oxygen in the unit and allows aerobic bacteria time to break down the waste. In areas where nitrogen is a public health or environmental concern, recirculating media filters can be installed to address this specific problem.

KNOW THE LOADS

As wastewater moves through a recirculating media filter, the filter becomes oxygenated and the nitrogen present as ammonia in the effluent is transformed to the nitrate form of nitrogen. The effluent is then circulated back to the septic tank, which is low in oxygen and high in organic matter; there the nitrate is converted to nitrogen gas and released through a process called denitrification.

The pretreatment component selected will depend on the organic loading, as well as the level of desired treatment of not only the organic loads but also nutrients and pathogens and the consistency of the waste generated. For instance, an ATU would not be selected for a situation where the system only periodically receives wastewater. So they would not be an ideal choice for seasonal or periodic-use residences because it is important that the aerobic bacteria are consistently fed. If they go through time periods of low loading, the bacteria do not survive and thrive well. So when they are hit with a higher load, they are not able to break down the waste as efficiently.

All of the pretreatment components have the potential to improve the function of a failed system and, by “cleaning up” the effluent, allow the system to recover over time. Other potential applications include use in areas where vertical separation distance to a limiting layer – such as bedrock, high water tables and wellhead protection areas – ensures adequate treatment before discharging into the environment.

Homeowners should be made aware that all of these pretreatment components will require more maintenance and management than they have been accustomed to with their septic tank. Since one of the causes of the failure may be lack of septic maintenance, having this discussion with the end user is important. It will take some education to get them to understand that continuous maintenance is required to keep these systems operating efficiently. That is why many states and local authorities require maintenance programs if these components are used. ■



**IMPERIAL
INDUSTRIES
INCORPORATED**

The Proud Tradition Continues...

**THE INDUSTRY LEADER IN
*DESIGN - DEPENDABILITY - SERVICE***



Commercial Waste Units



407/412 DOT Units and Aluminum Trailer Units



Portable Restroom Service Units

**STOCK UNITS
AVAILABLE**

800-558-2945
www.imperialind.com

**PARTS AND
SERVICE CENTER**

www.longhorntank.com

Truck
Mounted
Tanks
for Septic,
Portable Toilets,
Grease Traps, Etc.



Aluminum,
Stainless,
and
Steel
Vacuum Trailers
in any Size

Call or Email Us For a Quote Today

Longhorn Tank Company

800-422-9840

sales@longhorntank.com

PO Box 1147 Gravette, AR 72736

Fax 479-787-6935



2014 Peterbilt 337,
1500 x 500 Portable Restroom Truck.
\$105,495



Slide Ins
in stock starting at
\$7,500



2014 Peterbilt 337, with
2500 gallon aluminum, 6-Speed,
Jurop PN84. \$111,895

Manufacturer of Portable Restroom, Septic/Grease,
Slide-Ins and Custom Vacuum Tanks.

306 Runville Rd, Bellefonte, PA 16823

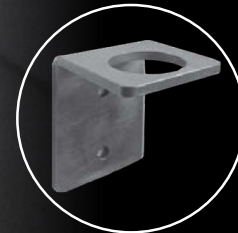
844-393-1871

info@robinsontanks.com
www.robinsontanks.com



R. Nesbit Portable Toilets introduces:

The Sani-Klip



A COST
EFFECTIVE
SOLUTION
FOR
PROVIDING
ALL OF YOUR
CUSTOMER'S
HAND
SANITIZER

- Our product is made out of aluminum
- Takes minutes to install with rivets or c-clamps
- Easily holds an 8oz-10oz bottle of hand sanitizer or soap
- Save time and money by enabling service trucks to restock sanitizer from any available retailer

TO PLACE AN ORDER
OR FOR PRODUCT
INFORMATION CONTACT:
KATIE/TONI

R. NESBIT PORTABLE TOILETS

724-652-8232

www.best-portable-toilets.com



MAKE YOUR TRUCK PERFORM LIKE IT USED TO.

We bring all makes and models of industrial vacuum loaders, vacuum excavators and waterblasters back to life. So they run like they used to. Think of FS SolutionsSM as your truck's performance enhancing agent.

GUZZLER

Jetstream

**VACTOR[®]
HXX**



A proud member of the Federal Signal Family.

© 2014 Federal Signal Corporation

www.fssolutionsgroup.com 1.800.822.8785



Small Town Septic

Granby, Conn.

chempace[®]
corporation

BEST IN...QUALITY...PRICE and SERVICE

In Business Since 1968
Chempace Is Celebrating Our 46th Anniversary

In Honor We're Offering a Fantastic "Special"
Now Thru October 31st (Halloween)

bioForce Liquid Bacteria

1-9 Cases \$43/Case
10-30 Cases \$36/Case
30+ Cases \$31/Case

4 Gallon Cases

Private Labeled at NO Extra Charge!

800-423-5350

www.CHEMPACE.com

Owner Jason LaChance operates this red over white 2006 Mack Granite truck built out by Joe's Welding Supply in 2012 with a 3,200-gallon steel tank and Masport HXL400 vacuum pump. Pulling power is provided by a Mack MP7 405 hp engine. The truck has a 22,000-pound front axle and 52,000-pound rear, and 4-inch inlet and 6-inch dump valves. LaChance also added heated collars to avoid winter freezing and an oil-catch muffler. The truck also has aluminum wheels and chrome accents. The new truck was in storage for six years and was bought with 400 miles in 2012. LaChance runs a one-man, one-truck operation and serves mainly residential septic-pumping customers. ■

SHOW US YOURS!

Got a truck with real WOW appeal? Show it off to Pumper readers!

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

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



SEE A VIDEO ABOUT THIS AMAZING NEW PRODUCT HERE: www.varcopumper.com/testimonials.asp

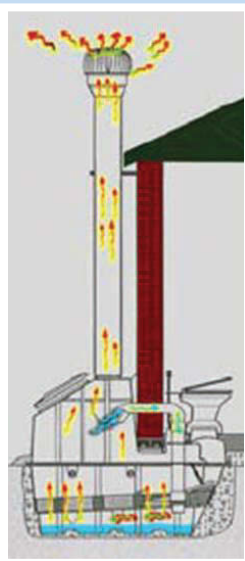
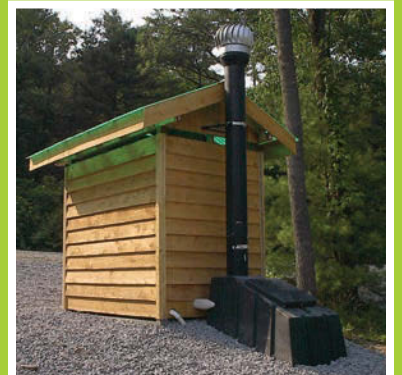
DON'T PUMP FOR UP TO 2 YEARS!

- Up to 60 uses per day with no need to pump for up to 2 years!
- Save dumping fees
- Less Maintenance EQUALS MORE Profit
- No Odor – no need for the deodorizers
- Evaporating Technology means No water – not a composting toilet but can be used anywhere a composting toilet is used
- Buy the System and Rent it or Sell it to :
 - Hunting and Fishing Cabins
 - Parks, Schools, Acreages, Camp
 - Golf Courses
 - Public Buildings
 - Concert Venues
 - Homes with Failing Septic Systems
 - Shoreline Settings, Recreational Fields, Municipal Public Sites
 - Anywhere that sanitation is needed but there is no water
 - Anywhere you would rent a restroom trailer
- Mount below ground or above-platform available
- Permanent Structure or Temporary
- Install 1 or Multiple units
- Measures only 30 x 30 x 54 and weighs only 140 lbs!



WATERLESS TOILET Enviro Loo

~~\$3,999⁹⁵~~
\$3,395⁰⁰



HOW IT WORKS:

Separation of liquid and solid wastes enter the container through the toilet pan. The liquid drains to the bottom of the container. Evaporation of the liquid occurs due to airflow over the liquid surface. Instances do occur where it is necessary to install a liquid overflow to avoid liquid overload- i.e. high usage applications, humid climatic conditions.

As the waste migrates down the sloped ridged, perforated drying plate, it is subjected to continuous ventilation thereby promoting dehydration of the solids and evaporation of the liquids.

This forced extraction ventilation system results in continuous air flow through the unit, allowing aerobic decomposition and evaporation of liquid waste. It also creates negative pressure within the container, thereby preventing the escape of odors through the toilet pan.

The airflow is assisted by the ventilation extraction unit positioned on top of the outlet vent pipe with air being drawn into the container via the inlet vent pipes.

Sunlight absorbed by the black manhole cover increases the ambient temperature of the container, which allow the human waste to be converted into an inoffensive compost like material – roughly 5% of its original volume. Air flow allows the waste to crust over, thus eliminating odor.



THE ANTI-THEFT GREASE VAULT

With the rocketing price of used cooking oil and grease, thieves all over the country have been busy stealing grease in the dead of night and quietly slipping away. We just made it harder for them. We are the leading manufacturer of waste handling and recycling equipment in North America and our Grease Vault features a patent pending design that thwarts even the most ingenious efforts. With interlocking lid plates, shields for the lock and security bar, and a heavy duty grate, you can feel secure that your grease will stay exactly where you put it...until you're ready to sell it yourself.



www.wastequip.com | 877-468-9278

OVERHEARD ONLINE

Down at the Plant

Do I need special pumping equipment to haul for municipal treatment facilities?

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: Does anyone have any experience pumping and disposing of wastewater treatment plant sludge? Specifically, has anyone done it with a pump truck? What is the size of your tank, the model of pump, and the amount of time it took you to pump a load? I'm trying to figure out if my truck can do the job or if I should rent one of the larger industrial vacuum-loading trucks.

ANSWER: I used to haul sludge out of plants with a 3,200-gallon vacuum truck. Just a normal, everyday vacuum truck. I can't remember the pump size but it was a Masport vane pump. Hauling sludge is no big deal. We hauled out of three or four smaller plants. We left 4-inch hose at the plants. We loaded fast pumping through the larger hose.

ANSWER: The truck I have was originally spec'd as a spray spreader truck for a municipal treatment plant. It had nothing special other than a spray unit on top. It had a 4,000-gallon tank with a Jurop R260 vacuum pump with 4-inch intakes. I understand one of the tanks could load the truck from the top and the others were sucked up. Now when the local treatment plant has a problem, they call me and I will pump a tank, depending on how thick and how deep. I can load at 15 feet in about 15 minutes with a 4-inch hose and 20 minutes with a 3-inch hose. If the waste is thick, it can add 10 minutes or more.

QUESTION: What kind of oil do you use in your vacuum systems? Mine is a Wallenstein pump and instructions specify SAE 20W non-detergent and that's difficult to find locally. Any other suggestions?

ANSWER: I have been using Mobil vacuum pump oil. I buy it in a 5-gallon container for just under \$100 from the local Mobil oil distributor. NAPA also carries a vacuum oil. You might have to have it ordered in.

ANSWER: On my Masport, I've been using 30W non-detergent oil.

ANSWER: All of my trucks have 2,800- to 3,000-gallon tanks with Jurop pumps. I may start having problems tomorrow, but for the last 20 years I've been using automatic transmission fluid. They use a lot of it but I don't have any pump problems. ■

Marsh

INDUSTRIAL

P.O. Box 1107 - 135 E Mile Road - Kalkaska, MI 49646
 p: 231.258.4870 - f: 231.258.2019 - sales@marshind.com

800.952.1537 - WWW.MARSHIND.COM

Slide-In Units



Thank you Voss Equipment from Illinois for purchasing three Stainless Steel 100 gallon Skid Mount Units

Mini Vac Trailers

Industrial Units
 DOT Code



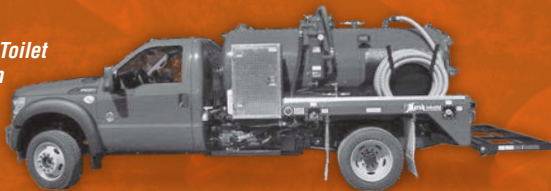
Vacuum Septic Units



Aluminum Or Steel Tanks In A Variety Of Capacities.

Portable Toilet Units

Portable Toilet Restroom Services Units.



Industrial Vacuum Units



DOT Code & Non-Code Hoist & Rear Door Options

Quality People Doing Quality Work

Join us on Facebook See the progress of some of our units in the making.

Check out our website for more information: www.marshind.com

THERE'S
HEAVY DUTY,

AND THERE'S

HEAVIER DUTY.



Galbreath

galbreathproducts.com • 877-468-9278



NAWT
National Association of Wastewater Technicians

NAWT EXECUTIVE ADMINISTRATOR: Donn Lesko

NAWT BOARD OF DIRECTORS:

Jeff Rachlin, President, PA	Jim Anderson, MN	Bill Hall, CT	Stuart Mead, IN
Jamie Miller, Vice President, VA	Gene Bassett, NM	Tom Johnson, NY	Kit Rosenfield, CA
Ralph Macchio, Treasurer, NY	Jace Ensor, NM	Arthur Joubert, NH	Susan Ruehl, OH
Tom Ferrero, Secretary, PA	Tim Frank, PA	Bob Kendall, WI	Mark Scott, MI
Tom Frank, Past President, OH	Larry Frost, ME	Frank King, MA	

3150 W Higgins Rd., Ste. 105, Hoffman Estates, IL 60169 • 1-800-236-NAWT (6298) • Fax 847-885-8393 • www.nawt.org

Support Your Trade Association Through Sponsorships

By Dhru Bhatt

Are you interested in supporting the National Association of Wastewater Technicians by bringing an educational workshop to your state or area? Are you interested in becoming a sponsor of one of NAWT's educational sessions? Are you interested in sponsoring a breakfast, lunch or dinner at one of NAWT's workshops? Are you interested in becoming a sponsor of NAWT's Pre-WWETT Workshops? Or are you interested in becoming a general sponsor of NAWT?

If the answer to any of these questions is yes, we have the opportunity for you. Become a NAWT sponsor today! With your sponsorship, your company logo will be prominently placed on NAWT's supporters page with a link to your website. You will also be recognized at the workshops and your company logo and name will be prominently displayed on all marketing materials.

Take advantage and become a sponsor today! NAWT presents 10 to 15 workshops throughout the year including septic system inspection training, operations and maintenance training, vacuum truck technician training, onsite installer professional training and a waste treatment symposium. In addition to these workshops NAWT conducts an additional five to 10 customized workshops for continuing education.

Bring workshops to your state or area

One of the key aspects of NAWT's educational programs is the desire to establish working partnerships with state associations and other organizations to deliver high-quality programming to practicing professionals in the onsite wastewater treatment fields.

Through your sponsorship of a workshop, we can produce a training seminar in your state or area. The workshops and activities would be directed to pumpers, service providers, installers, inspectors, consultants and engineers. NAWT is willing to work with your organization to provide the workshops and programs, or work with you to develop your own unique training program.

Educational sessions

If you are interested in sponsoring one of NAWT's educational sessions, we can earmark your sponsorship dollars toward a specific educational session.



Breakfast, lunch or dinner sponsor

If you prefer to sponsor one of NAWT's breakfasts, lunches or dinners at one of our workshops, your sponsorship dollars can be earmarked toward a specific meal function.

Pre-WWETT Workshops

In February, NAWT conducts its Pre-WWETT Workshops preceding the Water & Wastewater Equipment, Treatment & Transport show. If you are interested in sponsoring one or more of NAWT's Pre-WWETT Workshops in 2015, we can assign your sponsorship dollars toward these workshops.

NAWT's 2015 Pre-WWETT Workshops will be held from Feb. 21-22, 2015, at the Indiana Convention Center and nearby Camp Camby. WWETT is scheduled for Feb. 23-26. Registration for NAWT's 2015 Pre-WWETT Workshops will be opening soon.

General sponsorship

For a general sponsor of NAWT, you can become a Silver, Gold or Platinum NAWT sponsor. Details regarding NAWT's sponsorship opportunities can be found on the NAWT website.

With all of these sponsorships, your company logo will be prominently placed on NAWT's supporters page with a link to your website. You will also be recognized at the workshops and your company logo and name will be prominently displayed on all marketing materials.

NAWT's goals and purposes

One of NAWT's goals has always been to be the information center for the industry and serve as a communication and education conduit for the gamut of people from public officials to homeowners.

NAWT can complete this goal by conducting educational sessions with your support. Choose to become a NAWT sponsor today! ■



ASME 407 Code Tanks Available



Aluminum, Stainless Steel, Steel

YOUR CHASSIS OR OURS!

Call for Pricing



\$105,995

2014 PETERBILT

- Cummins 240 HP engine
- Allison 2500 6-speed RDS automatic
- Air brakes • 25,999 GVWR
- 2,000 gal. aluminum tank
- Two compartment tank, 500 fresh water/1,500 waste
- NVE primary moisture trap
- NVE 20" top man way
- 4" waste discharge line with valve, adapter, and cap
- Anti-surge baffles
- Heavy duty toilet carrier with trailer hitch



\$99,950

2014 INTERNATIONAL 4300

- Cummins 240 HP engine
- Allison 2500 6-speed RDS automatic
- Air brakes • 25,999 GVWR
- 2,000 gal. aluminum tank
- Two compartment tank, 500 fresh water/1,500 waste
- NVE primary moisture trap
- NVE 20" top man way
- 4" waste discharge line with valve, adapter, and cap
- Anti-surge baffles
- Heavy duty toilet carrier with trailer hitch



\$149,900

2013 FREIGHTLINER M2 112

- 450 Horsepower DD13
- 10 Speed transmission
- Jacobs engine brake
- Aluminum wheels • Power mirrors
- 3600 gal. steel hoist & door tank
- NVE primary moisture trap
- NVE 20" top man way
- Aluminum Hose trays
- 4" waste discharge line with valve, adapter, and cap
- Anti-surge baffles
- (2) NVE sight eyes



\$59,750

2006 INTERNATIONAL 4300

- 245 HP DT466
- Air brakes
- 33,000 GVW
- Auto transmission
- 2,300 gallon steel septic truck
- Jurop PN84 vacuum system
- One tool box
- Two work lights (at rear)
- Heavy duty bumper

NEW TANK & PUMP



Call for Pricing

NOW OFFERING STEEL RESTROOM TRUCKS

- Single or two compartment tanks



SLIDE-INS AVAILABLE

- 300 to 1500 gal.
- Single & Dual Compartment
- Multiple Pumps Available

KeeVac Industries is proud to announce Sturgeon Tank is now our authorized Canadian Distributor!

Quebec, PC
Ontario, ON
Calgary, AB
Moncton, NB



Denver, CO
Bellefonte, PA
Kansas City, MO

866.789.9440
www.keevac.com

LELY Commercial Wastehandling Equipment

Put Our Experience to Work for You Aluminum Tanks • Full Open Door Hoist Tanks

- Standard and custom tanks
- Large range of sizes
- Carbon steel and aluminum available (400 - 6000 Gal.)
- A tradition of reliable service
- Complete line of parts



Call for Pricing!



Portable Toilet Trucks

- Available On All Models** (Optional Dual Service)
- Hot Shift PTO with Automatic Transmission
 - 2" Bucket Quick Fill
 - Full Set of Working Lights
 - Balanced PTO Axle
 - Driver Side Work Station
 - Truck-Lite Lights
 - Heavy Duty Toilet Carrier
 - Dual Side Tool Box
 - 50 ft. Water Hose with Nozzle
 - Trailer Hitch
 - Electric Water Pump 40 PSI 6 GPM
 - Vacuum and Pressure Relief Valve
 - Spring Rewind Reel
 - Coated Water Compartment (Air Pressurized Optional)

Stock Tanks Available

Lely Manufacturing, Inc.
P.O. Box 739 Wilson, NC 27893

800.334.2763
sales@lelyus.com



—partners in wastehandling—

www.lelyus.com



UPCOMING TRAINING & EVENTS

NAWT
National Association of Wastewater Technicians

YOUR SOURCE
FOR REAL LEARNING

SAVE THE DATES!

TEXAS

Inspector Certification & Training

La Quinta Inn & Suites, Arlington North 6 Flags Dr
825 North Watson Rd - Arlington, TX
September 26 - 27, 2014

Contact **Brian P. Murphy** - 972-743-5588

OREGON

Inspector Certification & Training

Oregon Onsite Wastewater Association
Training Schedule TBD

Contact **Belinda Rasmussen** - 541-389-6692
Fax 541-389-2832, Email info@o2wa.org

NEW MEXICO

Inspector Certification & Training

Albuquerque New Mexico
Tentative Date: October 22, 2014
Instructor: Jim Anderson

Contact **Bill McKinstry** at 505-989-7676
admin@powranm.org

BRITISH COLUMBIA

Operation & Maintenance 1 & 2

Tentative scheduled date: September 26-30 2014

Instructor: Dave Gustafson

Contact **Lesley Desjardins** at 877-489-7471
info@wcowma.com

VIRGINIA

Inspector Certification Training

November 2-3 2014

Instructor: Dave Gustafson

Contact **Cody Vigil** at 540-487-2317
cvigil@infiltratorsystems.net

YOUR SOURCE
FOR REAL LEARNING

— WATCH THE NAWT WEBSITE AND INDUSTRY PUBLICATIONS FOR UPDATES —

For more information call: **800-236-6298** : **WWW.NAWT.ORG**

BioOne

Patented Biological Drain Line & Septic System Maintainer

- Professional Strength
- No Mix, Pour & Go!
- More Profit per Service
- EPA Recognized
- Safer for Human Health & the Environment



Assorted Sizes

5 g, 2.5 g or 64 oz.

Call **1.800.951.4246**
www.ospreybiotechnics.com

ONE/Biotechnology

1833A 57th Street, Sarasota, FL 34243



U.S. PATENTS #5,980,747 #7,341,863
Patents are for liquid product only

AFFORDABLE AND RUGGED

THAT'S THE DIFFERENCE

NO GIMMICKS, NO TRICKS AND NO BS. JUST A TOUGH-AS-NAILS RESTROOM LINE THAT CAN HANDLE ANYTHING YOU CAN THROW AT IT.



Blue Works



Turbo Tubes



Turbo DriPax



Super Turbo Tubes



Air Works



Screen Works



Phone (800) 241-7951 or (706) 864-3776 | Fax (706) 864-8111 | www.polyportables.com

Hydroexcavation and Industrial Jet/Vac Services

You employ blowers, hazardous-duty units, high-powered and high-capacity vacuum systems, pumps and hydroexcavation systems to do the heavy lifting for your business. Consider these products if you're looking to expand your hydroexcavation or industrial vacuum fleet. **By Craig Mandli**

BLOWERS

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. Air injection ports 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 worry of the blower overheating. No vacuum relief valve is needed. **888/704-4266; www.hibon.com.**



TOP-MOUNT BLOWER PACKAGE

The **5314 Top Mount** blower package from **National Vacuum Equipment** includes a cyclonic grit ridder, secondary/scrubber, pre-filter to keep the blower free of foreign material, an air ballast system to keep it running cool while providing 27 inches Hg continuous operation, a water-cooled 6-inch remote four-way valve to prevent freeze-ups in frigid temperatures, and an air ballast and exhaust silencer with stainless construction on the internals.

The silencers are double-walled with internal packing to ensure quiet operation. This package has adequate airflow, 1,600 cfm and a 6-inch boom. **800/253-5500; www.natvac.com.**

BLOWER TORQUE CONVERTER

Torque converters from **Pik Rite** are installed on the input of the right angle gearbox drive to act as a clutch, eliminating shock load between the gearbox and the coupler while still allowing the operation of an automatic transmission. It softly starts the blower versus a harsh, abrupt method that can cause damage to the gearbox and coupler. Packages available for Robuschi and NVE blowers. **800/326-9763; www.pikrite.com.**



HAZARDOUS UNITS

INSULATED BOILER CABINET

Insulated boiler cabinets from **CanAm Equipment Solutions** house a Hotsy 750,000 Btu boiler, a CAT 660 pressure washer and hose reels. An optional workbench with storage is available. **877/582-2626; www.canamequipment.com.**



HYDRAULIC POWER SUPPLY

Designed to provide electric motor-based hydraulic power for temporary or fixed application, the **HT20EVX** from **Hydra-Tech Pumps** meets at minimum Class I, Div. I standards, and can be modified for more stringent requirements. It has a NEMA 7-rated domestically produced control panel with available soft start to operate the 20 hp power pack. The standard variable volume piston hydraulic pump can be fitted with a remote compensator valve, and the hydraulic outputs can be adjusted to meet performance requirements. Standard hydraulic outputs are 11 gpm at 2,700 psi. Any external power required for activating solenoids or safety shutdown switches is low-voltage 12 VDC. It comes in either a skid or trailer build, and can also be fitted with options like auto-start, a tamper-proof roll cage, and tube-and-bundle oil cooler. In addition to powering submersible pumps, it can be configured to run other tools and equipment. **570/645-3779; www.hydra-tech.com.**

(continued)



AllExcavate
HIGH DUMP

**THE NEW HIGHER STANDARD
IN JET VAC MACHINES**

Vacall's new High Dump option allows the debris tank to raise 76" above ground level and shift 21" beyond the bumper – an industry best accomplished with remote control. You get productive, no-spill debris dumping into on-site roll-offs or municipal dewatering containers. AllJetVac combination sewer cleaners and AllExcavate models also feature high performance jetting and vacuum with just one engine – a "Green That Works" advantage that slashes fuel consumption, emissions and service requirements. For details and a demo, visit our web site to find your nearest authorized dealer.

GREEN
THAT WORKS 



AllJetVac
HIGH DUMP



**VIDEO
SEE IT WORK**

VACALLINDUSTRIES.COM | 800-382-8302

ALAMO GROUP **GRADALL** 

VACUUM TRUCKS/TRAILERS/TANKS

MUNICIPAL/ COMMERCIAL VACUUM TRAILER

The **Versa-Vac** vacuum trailer from **Advance Pump & Equipment** has a 1,000-gallon debris hopper with either 1,400 or 2,200 cfm high-volume vacuum systems. The 74 hp or optional 110 hp Cummins power plant operates all components, including a high-pressure water system, trash pump system and remote-controlled full-function 6-inch vacuum boom, along with hydraulic end gate locks, tank hoist and vibrator. It is effective in loading product from depths of at least 50 feet. **877/557-7867; www.advancepump.com.**



DUMPING VACUUM TANK

The 4,000-gallon aluminum **Matador** vacuum tank from **Amthor International** comes standard with a 5/16-inch-thick side shell and floor, full head baffles and no external rings. It is

available as a dumping tank with or without full-opening rear doors, as well as with off-road construction options for various oilfield and mining applications. Various pump models are available, as are chassis and stock tanks. **800/328-6633; www.amthorinternational.com.**



NONHAZARDOUS HAULER

The **Pac-Mac VP Series** nonhazardous hauler from **Hol-Mac Corporation** offers numerous adjustments, from vacuum system options to valve setups. It includes a 2,500-gallon tank with a 66-inch outside diameter and 156-inch shell length (available tank sizes include 1,500, 3,000, 3,500, 4,200, 4,500, and 5,000 gallons). It has a 1/4-inch-thick shell and 5/16-inch nominal thick heads, a right angle drive pump system, 20-inch rear clean-out manway, 20-inch top manway, a ladder to the top manway with safety tread, bolt-on baffles and hose trays with drains, rear hose hooks, a 4-inch intake and 6-inch discharge, and two-component epoxy primer-sealer and polyurethane topcoat on the tank available in solid and metallic colors. Hydraulic and direct-drive pumps from Fruitland, Masport, NVE, Moro, Jurop and Becker are available. **800/844-3019; www.hol-mac.com.**



BLOWER/ VACUUM TRUCK

The **VAC3000 Series** from **Imperial Industries** are ASME-certified 407/412 steel DOT units with capacities of 3,200 and 3,600 gallons. Choose either a blower system (NVE 4310 or the Hibon 820) or a vacuum system (Fruitland, Moro or Wittig) to meet specific needs. The units feature three rollover bars, bolt-on aluminum hose trays, 4-inch riser intake, 6-inch discharge, full-opening rear door, three-stage hoist assembly and a complete hydraulically controlled system. **800/558-2945; www.imperialind.com.**



PRESSURE VACUUM TANK TRUCK

Pressure vacuum tank trucks from **J&J Truck Bodies & Trailers** are

available in capacities of 3,360 to 6,000 gallons. The tank is butt-welded to the shell by Submersion Arc Welding (SUB-ARC) for 100 percent weld penetration. They also have two anti-surge baffles made from the same material as the heads. Tank bodies are outfitted with one-piece aluminum hose trays and polyurea chip guard along the full length of the tank, providing added protection when loading and unloading hoses. A heavy-duty, large tow flap and pin and pipe will pull more than 80,000 pounds. All valves are equipped with heat jackets that operate from the engine's cooling system. Options include interior tank liners, electric hose reels, toolboxes and onboard scales. **800/777-2671; www.jjbodies.com.**



VERSATILE VACUUM TRUCK

The **Knigh**t vacuum truck from **Keith Huber Corporation** incorporates all the features of the King Vac with the filtration technology of the AirLord. The ability to efficiently move dry product, combined with the deep vacuum of the 4,120 cfm liquid ring pump, allows it to perform hydroexcavation, hazmat response, jetting and general industrial cleaning. It has a 3,000-gallon carbon steel tank with 5/16-inch shell, nine-stage air inverting cyclone, a baghouse that holds 40 sock filters, a hydraulically operated full-opening rear door with holding valve, hydraulic tank lift, rear-door safety prop bar and tank lift safety prop bar. It is powered via a transfer case and is belt driven. It has 6-inch discharge and intake valves with internal standpipe, rear work lights, LED running lights, back-up alarm and grounding reel. Options include ASME/DOT 412, high-pressure jetting systems with an integral water compartment, Huber Lock rear door, stainless steel tank and wetted stainless parts, auxiliary transfer pump and top-mounted hydraulically operated 6-inch boom. **800/334-8237; www.keithhuber.com.**



(continued)



North America's Largest Show
for Liquid Waste & Vacuum Truck
Service Contractors

More than 12 acres of indoor exhibits!

- Vacuum Trucks
- Pumps
- Hose & Parts
- Portable Toilets
- Septic System Components

And much more!

ONLY
by **\$35**
NOV. 14



Water & Wastewater Equipment,
Treatment & Transport Show

wwett.com

February 23-26, 2015

Indiana Convention Center • Indianapolis, IN

HYDROEXCAVATION

HYDROEXCAVATING TOOL

The **Soil Surgeon** hydroexcavating tool is designed to fit any sewer combination truck equipped with a telescopic 6- or 8-inch boom. The tool has a 1-inch water connection. The operator controls water pressure and power with truck controls. It has a 6-foot Tuff Tube with handles fabricated to the tube to guide the unit down for potholing or side to side for trenching. Six jets boring inward cut the soil, while six boring outward bring the tube down. **949/363-1401; www.soilsurgeoninc.com.**



VACUUM EXCAVATOR

Vacuum excavators from **VacStar** are designed to reclaim directional drilling fluids, pothole utilities, clean out manholes, catch basins, wash pits, valve and meter boxes, and wash equipment and property. A rotary-vane pump provides a strong vacuum for greater depths,

distance and speed. It allows the operator to vacuum and pothole great distances, easily permitting backyard and previously inaccessible work areas. The pressure mode allows clogs to be removed from the vacuum hose and the contents to be maintained under the controlled dump mode. **319/656-3434; www.vacstar.com.**

CASE STUDY

COMBINATION TRUCK REMOVES SAND AND GRIT AT WASTEWATER PLANT

Problem: The Sun 'n Lake Improvement District in Sebring, Fla., experienced a loss of detention volume and reduced water quality as a result of accumulated sand and grit at one of its wastewater treatment plants. The district contemplated a major capital expansion to increase the functional capacity and efficiency of its 700,000 gpd facility.

Solution: The district hired **Polston Applied Technologies** to help with the problem. They developed the **PAT 949 Combination Truck** and a method, called the Polston Process, to remove accumulated sand and grit while the plant remained in operation.

Result: The unit pulled more than 175 cubic yards of accumulated sand from the wastewater treatment plant without taking the system offline. The district was able to indefinitely put off the capital expansion. **844-765-7866; www.polstonprocess.com.**



WATER PUMPS

TRIPLEX PLUNGER PUMP

The model **6810** triplex plunger pump from **Cat Pumps** offers a flow rate of 10 gpm and pressure to 10,000 psi at 600 rpm. Concentric, high-density, polished, solid ceramic plungers provide a true wear surface and extend seal life. V-packings and low-pressure seals are lubricated and cooled to increase service life. Low upswept volume maximizes volumetric efficiency that reduces energy costs while supplying consistent flow. Block-style, stainless steel manifolds are designed for strength and corrosion resistance. A chrome-moly crankshaft provides strength and surface hardness. Oversized crankshaft bearings withstand high loading capacity, leading to longer bearing life. **763/780-5440; www.catpumps.com.**



HIGH-HEAD PUMP



The portable 6-inch, high-head **6JCC** pump from **Thompson Pump** delivers 1,100 gpm, high heads to 490 feet, and 212 psi with automatic initial priming and re-priming. It is ideal for high-pressure applications such as for clear-water jetting, water boosting, wellpoint installation, water supply for hydraulic fracturing, washdowns, tank cleaning and

fire protection. Its Enviroprime System provides reliable, automatic initial priming and re-priming. Options such as the Silent Knight sound-attenuated canopy, accessories, applications assistance and alternatives are available. **800/767-7310; www.thompsonpump.com.**

VACUUM PUMPS

LIQUID-COOLED VACUUM PUMP

The **PM3000 Storm Series** liquid-cooled vacuum pump from **Moro USA** is capable of pumping non-volatile liquids and sludge from long distances, providing an additional choice for heavy-duty industrial applications with a suggested tank capacity of 3,000 to 6,000 gallons. It includes an integrated check valve, changeover valve, automatic oiling system, industrial duty bearings, Viton seals and high-flow-rate asbestos-free spark-proof vanes. Its onboard liquid-cooling system incorporates a forced circulation external water pump. It is capable of 29 psi and a continuous vacuum of 24 inches Hg, along with a flow rate of 1,000 cfm and 1,200 rpm rotating speed. It has a 4-inch flange connection. **800/383-6304; www.morousa.com.**



(continued)

GAME ON.



A Toyota Group Company



VISIT ONE OF THESE PARTICIPATING DEALERS TO LEARN MORE ABOUT OUR AWARD-WINNING TRUCKS PROUDLY ASSEMBLED IN WEST VIRGINIA:

CALIFORNIA

Fontana

Rush Truck Center of California
909-829-2200
(f) 909-829-2290
www.rushtruckcenters.com/
fontanamd

DELAWARE

New Castle

Bentley Truck Services
302-328-4600
(f) 302-328-4601
www.bentleytruckservices.com

FLORIDA

Fort Pierce

Hino of Fort Pierce
772-409-1800
(f) 772-409-1805
www.kenworthsf.com

ILLINOIS

Bolingbrook

JX Hino - Chicago
630-972-2720
(f) 630-972-2721
www.jxe.com

KANSAS

Olathe

Rush Truck Center of Kansas
913-764-6000
(f) 913-696-1800
warrell@rushenterprises.com

NEW JERSEY

Trenton

Bergey's Truck Center
609-586-3333
(f) 609-890-7256
www.bergeystruckcenters.com
bschenck@bergeys.com

Logan Township

Bentley Truck Services
856-467-4446
(f) 856-467-2455
www.bentleytruckservices.com

NEW YORK

Marcy

Utica Mack Inc.
315-797-1714
(f) 315-797-4824
www.uticamack.com
ehellandiv@umtrucks.com

OREGON

Portland

FMI Truck Sales & Service
800-927-8750
(f) 503-286-3223
www.fmitrucks.com
johnb@fmitrucks.com

PENNSYLVANIA

Philadelphia

Bentley Truck Services
215-708-1001
(f) 215-708-9413
www.bentleytruckservices.com

Philadelphia

Bentley Truck Services
215-937-1044
(f) 215-937-1005
www.bentleytruckservices.com

Souderton

Bergey's Truck Center
215-721-3400
(f) 215-723-4963
www.bergeystruckcenters.com
srybacki@bergeys.com

WASHINGTON

Auburn

The Truck Shop
253-852-3827
(f) 253-939-9348
www.thetruckshop.net
sales@thetruckshop.net

FIND US ONLINE. WWW.HINO.COM



YouTube

VACUUM PUMPS

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, 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.**



MULTIPURPOSE TRUCK

The multipurpose **Guzzcavator** from **Guzzler Manufacturing** combines the performance of a Guzzler CL vacuum loader with the versatility of a Vactor HXX hydroexcavator. The unit's air filtration system features 60 Dacron filter bags (70-inch) for wet/dry industrial cleaning. Designed for cleaning and recovering solids and dry bulk powders, liquids, slurries and thick sludge, the truck can also be used for potholing, slot trenching, water valve box repair, as well as locating fiber optic lines, cable and other utilities. Its 1,300-gallon stainless steel water tank provides up to seven hours of continuous operation and removes debris by delivering up to 20 gpm of water and 2,500 psi when hydroexcavating. The multi-flow water pump provides water pressure adjustment with the push of a button for various digging conditions. It has a full-opening rear door and rear-door-mounted sludge pump for off-loading. **800/627-3171; www.guzzler.com.**



JET/VAC COMBO UNITS

TRUCK VACUUM EXCAVATOR

The **FXT50** truck vacuum excavator from **Ditch Witch** mounts directly to a truck's frame rails, allowing the system to flex independently of the truck, increasing stability. It can be mounted to the single-axle truck of the customer's choosing, and can be customized with toolboxes and other support equipment, such as a 1,020 cfm blower and 3,000 psi water system flowing 5 gpm. It is quiet and offers ideal filtration. **800/654-6481; www.ditchwitch.com.**



VACUUM EXCAVATOR



The **X-10** and **X-15** hydro-excavator models from **Hi-Vac Corporation** are designed to virtually eliminate the risk of under-

ground utility strikes. They perform hydroexcavation along with vacuum excavation, potholing and daylighting. The easy operation and simple maintenance required provides for maximum efficiency on the job. They combine a state-of-the-art water pump and vacuum technology to create ideal vacuum excavation power. **740/374-2306; www.x-vac.com.**

COLD-WEATHER HYDRO-EXCAVATOR

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



CYCLONE FILTRATION HYDROEXCAVATOR

The **HV-55** hydroexcavator from **GapVax** has a 12.5-cubic-yard debris body and water tanks from 400 to 1,400 gallons. It comes with a positive displacement blower rated at 5,250 cfm and 28 inches



Hg. The filtration design includes five cyclones that prolong the life of the filter bags and eliminate the threat of material entering the vacuum pump. The full-opening tailgate is field adjustable and has four fail-safe, individually adjustable locks that ensure a complete seal. Options include interior polymer coating, cold-weather package, sludge pump, wireless remotes, wash-down system and stainless steel body. **888/442-7829; www.gapvax.com.**

JET/VAC COMBO UNITS

VERSATILE-DUTY HYDRO-EXCAVATOR

The **Supersucker HDX** industrial vacuum loader from **Super Products**



has a water system including a standard 600-gallon capacity water tank setup and a hydraulically driven pump delivering flow up to 14 gpm and pressure up to 3,000 psi. Its 8-foot articulating boom offers 330-degree rotation and a 27-foot reach, and has the ability to pivot 45 degrees upward and 25 degrees downward. An 8-inch positive displacement vacuum system provides airflow to 5,800 cfm and 28 inches of vacuum. Single-mode filtration enables the loading of both wet and dry material with no changeover required. The durable collector body is constructed of 1/4-inch steel and offers a payload capacity of 18 cubic yards. A heavy-duty, telescoping double-acting cylinder provides a 51-degree dump angle for thorough unloading. It is available with the Accu-level load sensor system. **800/837-9711; www.superproductslc.com.**



LARGE-CAPACITY HYDROVAC

The **F4 Slope** hydrovac from **Tornado Hydrovacs** holds 13 cubic yards of mud and more than 2,100 gallons of freshwater. It has a water tank from which to excavate,

a mud tank where excavated spoils are held, a water pump, a boiler to heat the water, and a 3,600 to 6,300 cfm positive-displacement vacuum blower to pull spoils to the tank via a boom. The boom has a 342-degree rotation and a 26-foot reach. All critical components are housed in an insulated and heated aluminum van body. Its mud sweep empties the tank without hoisting, which eliminates the dangers of dumping on uneven ground and around overhead power lines. **877/340-8141; www.tornadotrucks.com.**

ALL-SEASON HYDROEXCAVATOR

The **HV-64** all-season hydroexcavator from **Transway Systems**



operates at less than 85 dBA. It has a 6,400 cfm and a 27-inch Hg high-vacuum blower with direct-drive transfer case. Water pressure is achieved with a hydraulically driven triplex pump, delivering 10 gpm at 6,000 psi. Water is supplied from a 1,200-gallon HDPE baffled water tank with 1/2-inch sides and 3/4-inch bottom floor. The 26-foot telescopic boom allows for operation in remote areas. Water is heated with a 525,000 Btu diesel-fired burner for all-weather operation. Components are enclosed in an insulated, heated, walk-in storage enclosure with diesel-fired heater, marine-grade plywood flooring and metal components that are powder coated prior to installation. **800/263-4508; www.transwaysystems.com.**

HYDROSTATIC-DRIVE HYDROEXCAVATOR

The **X-Cavator** from **Vac-Con** has a hydrostatic drive that efficiently uses the chassis engine for the vacuum, eliminating the need for PTO, clutch and gearbox operation. It has water systems up to 4,000 psi, and a mobile wireless remote control system that enables the operator to work the chassis engine rpm, boom, automatic vacuum breaker, dump controls and hydraulic door locks from remote areas up to a half mile away. The boom rotates up to 270 degrees. **888/491-5762; www.vac-con.com.**



HIGH-DUMP COMBINATION SEWER CLEANER

A high-dump option for **AllJetVac** combination jet/vac sewer cleaners from **Vacall - Gradall Industries** allows the operator to raise

the debris tank 76 inches above ground level and shift the tank horizontally 21 inches beyond the rear bumper. After removing debris from clogged lines, the operator can raise, shift and tilt the debris tank to dump material faster and more efficiently into dewatering containers, avoiding the need for dangerous ramps. The tank movement and dumping is accomplished with a wireless remote control, affording the operator a clear view of the dumping process. The chance of spills can be further avoided with an optional slanting splash shield extending from the debris tank. **800/382-8302; www.vacallindustries.com. ■**

Introducing The Most Durable & Economical Septic Lid On The Market Buy Direct from the Source - No Middleman!

- Durable & Lightweight Polymer
- WILL NOT Crack Like Concrete!
- Easier to Handle & Transport
- Easy Installation
- Optional Sand Fill
- Have It Customized (Name, Number or Logo)
- Green or Black
- Foam Filled (Optional)
- Hardware Included
- Custom Plastic Mfg. Molding Available



Cost Effective
6 Pack
Shipping

Now Offering
18" & 24"
Custom
Lids



RotoSolutions 800.868.0973 www.RotoSolutions.com

Coagulants and Flocculants for Septic, Grease, Municipalities and Industry



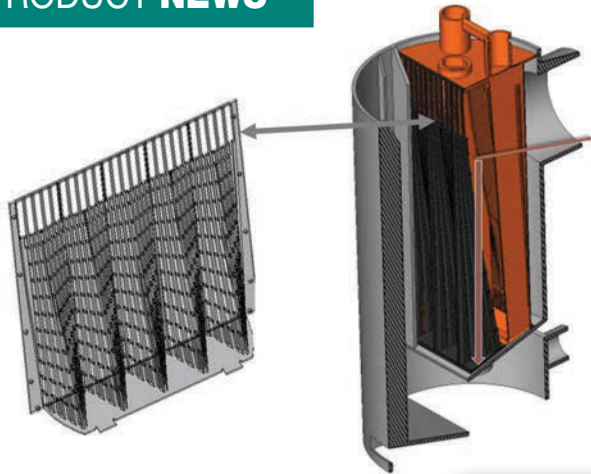
Save Money • Save Time • Save Polymer

- Dewatering polymers for all dewatering equipment
- All forms: Dry and Emulsion
- Variety of packaging sizes to meet customer needs
- Both East & West coast shipping points
- Expert technical staff
- Specific solutions for our customers

Call Toll-free:
877.771.6041



AQUA BEN CORPORATION 1390 N. Manzanita St.
Orange, CA 92867
www.aquaben.com • sales@aquaben.com



**UNIVERSAL
COUPLER ENABLES
SEPTIC SYSTEMS TO
ACCEPT LARGER
CARTRIDGE AND FILTER**

in the
SPOTLIGHT
By Ed Wodalski

The 9-inch ML2-920 effluent filter cartridge from **Bear Onsite** is designed for maximum septic system ventilation. The open back half enables septic gases to exit through the outlet pipe. It also allows air to come in, replacing the hydrogen sulfide gas and carbon monoxide with oxygen and nitrogen.

"It's a way to make sure we vent the tank," says Theo Terry, CEO of Bear Onsite and the product's inventor.

The filter features horizontal and vertical screens with progressively smaller apertures, allowing polarization to take place for maximum filtration. The size of the primary screen aperture also increases toward the top to open the flow path. Inward folding pleats in the self-cleaning primary screen allow solids to drop into the tank and prevent plugging during periods of little to no flow.

"The initial screen is vertical slots and the final screen is horizontal slots," Terry says. "The reason that's important is when solids are rising up in the water column in the housing they're going to orient themselves with the largest surface area perpendicular to the direction of flow.

"Think of it as a magic carpet," he says. "It's going to be laid out horizontally. It wouldn't be up on the edge. The same is true of solids. If its depth is very narrow, it can go right through 1/16-inch filter because it's oriented in the same direction as the slots. But if you make that first screen vertical, even if it's very narrow in depth, you're going to stop it. We're not trying to capture solids in filters; we're trying to keep them in the tank."

When used with the preinstalled Uni-Coupler, also from Bear Onsite, the ML2-920 filter can easily be used to upgrade the system from a 4-inch Uni-Tee baffle and ML2-916 filter, or the Uni-Tee with multiple brands of filters. The twist-and-lock Uni-Coupler also accepts a 6-inch Uni-Tee or larger housing.

Molded connections enable the ML2-920 filter cartridge to accept an alarm system, while molded-in handle couplings assist in filter changing.

The ML2-920 effluent filter provides 165 linear feet of total filtration and 125 linear feet of 1/20-inch final filtration rated for 1,875 to 2,500 gpd of flow, depending on application.

"When it comes to filters, size does matter," Terry says. "When you go with a larger filter you have more room for venting, more slots that provide the filtration."

Accessories include a 9-inch case adapter and three 2-inch Schedule 40 molded-in couplers for adding 2-inch PVC pipe support legs, as well as a 6-inch Schedule 40 molded-in coupler for adding a 6-inch PVC pipe extension and 9-inch plates that slide into the filter case to shut off flow during cartridge maintenance. **877/653-4583; www.bearonsite.com.**



**SUPER PRODUCTS
COLD-WEATHER VACUUM TRUCK**

The Arctic Supersucker cold-weather vacuum truck from Super Products features a glycol-heated collector body and tailgate, heated and insulated heavy-duty tailgate drain valve and low-temperature-rated oil and hoses. Other features include 8-inch positive displacement vacuum system, 18-cubic-yard payload capacity and body dump, hydraulic boom with stainless steel cannon and abrasion-resistant liner, cold-weather-resistant wiring and pendant. **800/837-9711; www.superproductsllc.com.**

**SJE-RHOMBUS
OIL SPOTTER
CONTROL**

The Oil Spotter auto control and alarm system from SJE-Rhombus is designed to monitor and control one single-phase pump in water/oil environments. The system has two terminal blocks – one for a 120 VAC pump, 120 VAC oil containment valve or 120 VAC water drain valve. The other terminal block is for wiring the Oil Spotter auto probe, high-water alarm float or auxiliary alarm connection. The panel includes an auto/hand pump switch and water/oil drain selection switch (functions in hand mode only). **888/342-5753; www.sjerrhombus.com.**



**GATEWAY SAFETY
LENS CLEANER**

Kleen View lens cleaning products from Gateway Safety have a fast-drying, silicone-free formula that includes an anti-fog, anti-static ingredient that extends the life of safety glasses. The cleaner is available as a spray packaged with nonabrasive tissues or as single-use towelettes. **800/822-5347; www.gatewayssafety.com.**

PORTABLE TOILET
SERVICE UNITS
SLIDE IN UNITS
HOISTED UNITS
ROLL OFF UNITS
CUSTOM UNITS



SCAN FOR
FREE
TANK
MAINTENANCE
GUIDE!

Call toll free at
1-800-326-9763
or visit
pikrite.com/guide
to get your
free guide today!



pikrite

Manufacturing & Sales - 60 Pik Rite Lane - Lewisburg, PA 17837

1.800.326.9763 • pikrite.com



AVAILABLE IN
STEEL & ALUMINUM
Built by Pik Rite Since 1999!



NLB WATERJET LANCE WITH SAFETY SHROUD

NCG24-535 waterjet lances from NLB Corp., rated for applications requiring operating pressures to 24,000 psi, are designed to reduce hose or fitting failure. The lances have a 90-degree bend and safety shroud that surrounds the hose where it attaches to the lance. The shroud complies with WJTA-IMCA recommended practices, as does the color-coded handle that identifies the lance's operating pressure. **800/441-5059; www.nlbcorp.com.**

HONEYWELL FIRMFIT EARPLUGS

Howard Leight FirmFit earplugs from Honeywell provide effective 30 NRR dB hearing protection. The bright orange color offers high-visibility identification. The earplugs are available in corded and uncorded versions. **800/430-5490; www.howardleight.com/firmfit.**



STONEAGE HANDS-FREE HOSE HANDLING SYSTEM

The AutoBox ABX-500 hands-free hose handling system from StoneAge is designed to provide a safer and more efficient alternative to manual feeding of high-pressure

hose for industrial pipe cleaning. The 90-pound system can be used with any of StoneAge's rotary pipe cleaning tools. Safely operated from outside the blast zone by a single operator, the portable, air-powered system can drive hose sizes and pass couplings up to 1.75 inches O.D. **866/795-1586; www.stoneagetools.com.**



LOWELL DOUBLESHOT WRENCH

The 8D DoubleShot Plus wrench from Lowell Corp. combines two wrenches in one for rugged duty in pipeline, construction, utility and maintenance work. The wrench has a torque capacity of 200 ft-lbs. Model DSP1 has a 1 1/4-inch by 1 1/16-inch hex double socket. Model DSP2 has a 1 1/8-inch by 15/16-inch hex double socket. Both models are 13 inches long with ergonomic handles and weigh 1 3/8 pounds. **800/456-9355; www.lowellcorp.com.** ■

Ditch Witch recognizes top electronics dealer

Ditch Witch recognized Ditch Witch of Oklahoma & Arkansas with the Top Electronics Dealer Excellence Award. The award recognizes dealers for sales volume and customer service.



Members of the Ditch Witch of Oklahoma & Arkansas team include (from left) Chris Jones, Dru Bridwell, Grant Golay, Tiffany Sewell-Howard, Gary Bridwell, Mark Whiteman, Mark Taylor and John Truett.

NexTraq named American Business Awards finalist

NexTraq, a GPS fleet and asset tracking company, was named a finalist for the 2014 American Business Awards in the Most Innovative Tech Company of the Year category.

Curry Supply earns ASME certification

Curry Supply received authorization from the American Society of Mechanical Engineers to build pressure vessels in accordance with the requirements of the ASME Boiler and Pressure Vessel Code.

Wastequip opens manufacturing facility

Wastequip opened a manufacturing facility in Blacksburg, S.C. The plant will produce front-load and roll-off containers, as well as grease containers and specialty products.

Hyundai Construction Equipment names Kentucky dealer

Hyundai Construction Equipment named Team Boone to its dealer network, providing sales and service in Bardstown, Ky.

Baldwin employees receive CLARCOR awards



Baldwin employees (from left) Michael Von Seggern, Wendy Wilkins, Diane Karstens and Rosario Castillo received CLARCOR Achievement Awards.

Baldwin Filters employees received CLARCOR Achievement Awards for outstanding service. Rosario Castillo and Diane Karstens, international customer service and logistics administrators, were recognized for negotiating freight terms. Michael Von Seggern, design engineer, was recognized for his work with the company's Channel Flow product line, and Wendy Wilkins, human resources generalist, was

recognized for efforts during the company's transition in payroll systems.

Hino Trucks partners with Telogis

Hino Trucks partnered with Telogis to release its next generation platform for Hino Insight, the company's Web-based location and telematics for the medium-duty commercial truck market. Standard on 2015 model year Hino 195h and 195h-DC hybrid models, and an option on 195 and 195-DC models and the conventional truck lineup, the intelligence platform includes route optimization, real-time work order management, truck-specific navigation, telematics and mobile integration services.

National Vacuum Equipment names sales manager

National Vacuum Equipment of Michigan named Mike Rost regional sales manager. He has 27 years' experience in the vacuum truck industry.



Mike Rost

Roeda Signs & ScreenTech celebrates 60th anniversary

Roeda Signs & ScreenTech Imaging celebrates its 60th anniversary this year. Roeda Signs was founded in 1954 by Neil Roeda and his late wife, Jeaneane, in their South Holland, Ill., apartment. In 1986, the ScreenTech Imaging division was created to serve the waste, recycling and portable sanitation industries. The global company produces millions of custom and stock labels. ■

Steel Tanks

Polished Aluminum Skirting and Tool Boxes

• 2015 International Terastar, 1000 Waste, 300 Fresh... **\$72,000**

• 2015 Ford F-550, 900 Waste, 300 Fresh, Gas... **\$60,000**

• 2014 Dodge 5500, 1000 Waste, 300 Fresh, 4x4... **\$69,000**

... **\$71,500**

Aluminum Tanks

• 2015 International Terastar, 1100 Waste, 400 Fresh... **\$76,000**

• 2015 Ford F-550, 950 Waste, 300 Fresh, Gas... **\$63,000**

• 2014 Dodge 5500, 900 Waste, 300 Fresh, 4x4... **\$72,000**

... **\$74,500**

Portable Restroom Trailers

13" Tires
23" High

8 Restroom...	\$4500
10 Restroom...	\$5000
12 Restroom...	\$5300
14 Restroom...	\$5600
16 Restroom...	\$5900
20 Restroom...	\$7000

Call about our new design to haul handicaps

Used trailers also for sale

SLIDE-IN UNITS & USED TRUCKS AVAILABLE / MASPORT, JUROP & CONDE VACUUM PUMPS

CHECK OUR PRICES

LANE'S VACUUM TANK, INC.

3133 VANZORA RD. • BENTON, KY 42025

800.592.3308 • 270.527.9945

RODNEY LANE'S CELL 270.832.3793

We stand behind our trucks and trailers!



I'm proud of my industry.

I belong to an elite group of business people who keep homes and communities safe, clean and healthy. My colleagues and competitors are true professionals who care about their work and about customers' welfare. Members of this industry are some of my greatest role models and best friends.

I work with the greatest people in the world.

Lead the way

*For your customers,
your industry,
and your business*



Over 25 years of building quality equipment

HotJetusa®

DRAIN LINE JETTING EQUIPMENT

Xtreme Flow Hot/Cold Jetter!



- 35 HP Vanguard
- 8.5 gpm @ 3600 psi
- 325-Gallon Tank • 300' Hose
- General Pump

On Sale For Only **\$29,995!**

Fully loaded! Call for details!

1-800-213-3272
www.hotjetusa.com

Potty Fresh®

Xtreme



Xtreme BEST Water Soluble Packets

SURCO®
BRAND

www.surcopt.com
1-800-556-0111

Screenco Systems

SEPTIC RECEIVING STATIONS

Aluminum & Stainless Construction



- Affordable ■ No Moving Parts
- Screens That Really Work
- Gravity Off-Load At 500 GPM

NEW Stand Alone Screen
Set it up anywhere

208-790-8770
www.ScreencoSystems.com
screenocosys@gmail.com

T&T Tools, Inc.

800.521.6893



CALL for a FREE Catalog
Many styles Available

Insulated Soil Probes (for locating) Heat-Treated Hooks (for covers, lids, etc)


www.mightyprobe.com

BÖRGER®

ROTARY LOBE PUMPS

Technical Features:

- Self Priming
- Positive Displacement
- Pulsation Free
- Low Shear Operation
- Reversible Rotation
- Flows up to 5,000 usgpm
- MIP Design = Maintenance In Place



612.435.7300
www.boerger.com

Truck For Sale:

2004 FL70 Freightliner,
Cat Diesel Eng,
6 speed, A/B, A/C,
new 16' set bed,
\$34,000
For Photo contact Tommy

Custom Made To Your Specs Truck Beds & Forms

1500 & 1000 Gal.
2 Compt.
Septic Tank Forms



Septic Tank Delivery Beds

Call Tommy for a quote!

THE SHADDIX COMPANY
256-338-4987 or 256-737-0051
Ask about our used equipment

Trailer Jetters

Gas or Diesel



More Power per GPM!

AmericanJetter.com
866-9HI-FLOW

Coming in October

Pumper Supplier Directory

A complete listing of all manufacturers and suppliers of liquid waste water equipment

Save on Odor Control Solutions!

Spring Into Summer Sale



Patent # US 8,273,162

- ▣ More Carbon than other filters
- ▣ Patented Cross Flow Design
- ▣ Wicks Away Moisture

IndustrialOdorControl.com
866-NO-STINK (667-8465)
973-846-7817

Simple Solutions DISTRIBUTING LLC



It's 2014.

When was the last time someone under the age of 40 actually used the phone book to find your business?

We can build your site ... for **FREE!**

- » Mobile Optimized
- » Tablet Optimized
- » Custom URL
- » SEO-Friendly
- » Updates Included
- » Listed at **SepticPages.com**
- *Monthly fees apply. Starting at \$59/month.

SepticPages.com
800.257.7222 • info@septicpages.com

Powered by: **Pumper** | COLE publishing

DREDGING & DEWATERING SERVICE

- Municipal and Industrial • Digester and Lagoon Cleaning
- Double Belt Filter Presses • Liner Repair & Replacement

Fluid Technology, Inc.  **(513) 241-1600**
Fax (513) 756-1995
www.fluidtechnologyinc.com



ASHLAND PolyTraps

Traps and Interceptors For Grease, Solids, Lint, Oil & Hair

- NO Rust or Corrosion
- Lightweight
- Very Cost Effective
- Sizes up to 560 Gallons
- Made in the U.S.A.!

LIFETIME WARRANTY!

Certified by U.P.C., IAPMO and P.D.I.

800-541-8004

PolyTraps@AshlandPolyTraps.com
www.AshlandPolyTraps.com

Industrial Grade Pressure Washers



WATER CANNON.com

1.800.333.9274

INDUSTRY'S BEST

KNOCK OUT ODORS

From PUMPER TRUCK EXHAUST

Effectively controls offensive pump exhaust odors PLUS!

SURCO 290 Alpha Drive, Pittsburgh, PA 15238
1-800-556-0111 / Intl: 412-252-7000
www.surcopt.com

Water Jets for rent

- Units from 4,000 to 40,000 psi, including convertibles
- 60-600 hp, diesel or electric
- Rent, buy or lease
- 6 convenient branches: MI, IN, NJ, LA, TX, CA

NLB Corp. 1-800-441-5059
www.nlbcorp.com

WWW.SANITATION GRAPHICS.COM

BIG SAVINGS ON CUSTOM & STOCK DECALS

- Service Records • Custom Decal Designs
- Die-Cut Shaped Decals • Lack of Service Tags
- Fence Signs • Signs & Safety Products
- 1000s of Stock Decals

ScreenTech
IMAGING
a division of Roedel Signs, Inc.

800-829-3021

Finally... a real solution for handling grease trap waste!

- Environmentally Responsible
- Competitive Edge
- Additional Revenue
- Increased Productivity
- Incredibly Efficient
- An option for POTWs

Made for Grease Trap Haulers by Grease Trap Haulers

304 658 4778
Downey Ridge Environmental Co.
www.greasezilla.com

Power Level: **100%**

SURCO
PORTABLE TOILET DEODORANTS

290 Alpha Drive - Pittsburgh, PA 15238
Call us Today! (800)-556-0111 • 412-252-7000
www.surcopt.com ©SP 2014

wwett
Water & Wastewater Equipment, Treatment & Transport Show

FEBRUARY 23-26
INDIANA CONVENTION CENTER
INDIANAPOLIS
2015

www.wwett.com

TERRALIFT

HUGE DISCOUNTS ON NEW TERRALIFT MACHINES

Under New Ownership
Call **John VanZandt**
AerraTech, LLC
Parts, Sales & Service
1.888.298.4272

Waterblaster Rentals & Sales

Houston, Texas

Boatman Industries
1K to 50K psi
60 hp to 1000 hp
Waterblasters & Accessories
Used Equipment Sales
713-641-6006
www.boatmanind.com

CONFINED SPACE ENTRY PACKAGE ONLY \$2,995

The best package on the market includes:

- 4-Gas Air Monitor (3 Year Sensor Warranty)
- 7' Tripod
- 3-Way Fall Protection
- Work Winch
- Full Body Harness

Add a Blower with 15' of duct for only \$350!
Add a 5 Minute Escape Respirator for only \$500!

MTECH 800.362.0240
www.mtechcompany.com

ADVERTISING

SANITATION REMINDER POSTCARDS, BUSINESS CARDS AND CUSTOM COLOR DECALS: We are your resource for marketing your business. Call 781-844-8600 or visit us and see samples at www.onsitecompany.com (PBM)

AERATORS

Blue Diamond ETP 80 heavy-duty linear diaphragm air pumps \$187.08. 800-717-8807 www.Roland-Turbo-Aerator.com www.whitesepctic.org (P09)

Aerators: Multiflo alternative replacement \$295 + shipping. Alternative replacement, NEW FILTER SOCKS, 30 per case \$295 + shipping. Spring clips to hold filter socks in place, \$3.86 per clip. **Alternative Jet Aerator** available \$250. Call us at 800-717-8807 or email us at fabulousfungi@gmail.com. www.Roland-Turbo-Aerator.com. Multi-Flo® and NAYAD-IC® are registered trademarks of Consolidated Treatment Systems, Inc. used here for reference purposes only. (P09)

Blue Diamond Aerators, 60-120 liters, in stock, low cost. Free next-day shipping. 866-631-5124 (PBM)

AUCTIONS

1998 Mack DM690S liquid vacuum truck with liquid ring blower. Will sell to the highest bidder regardless of price on Sept. 16. View pics, details and bid at www.purplewave.com (P09)

BLOWERS

Used Vac-Con 3-stage fan - housing is patched and worn, blades have less than 400 hours. \$1,500 OBO plus shipping. 954-366-8744 (P10)

BUSINESSES

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

PARADISE FOR SALE! Bee's Honey Pots, Inc., portable toilet company established in 1983 in the beautiful Florida Keys is for sale. Based on Big Pine Key, Bee's is the oldest established and largest portable toilet company in the Keys. Sole owner and operator for the past 30+ years wants to go fishing! Interested? Call 305-872-2287. (P09)

Septic/Portable Toilet Business for Sale - West Texas. Reputable family-owned business for 25 years. 4 vacuum units, numerous portable toilets, holding tanks, hand wash stations. Serious inquiries only. 325-656-6007. (P10)

Widow selling market-leading industrial vacuum company. Over \$500,000 EBITDA. Excellent equipment, limited competition, experienced staff. Real estate available. Inquire info@cbiteam.com (P09)

Portable restroom company for sale in Northwest Wisconsin. Includes 235 units, one truck, one slide-in, two haulers. Good, stable client base. Land available - negotiable. Business-only price: \$200,000. goprowaste@yahoo.com (P09)

Septic pumping (well established for 50 years), grease trap & cooking oil business located on the Eastern Shore (DE, MD, VA). '99 Volvo - 3,800 gallon; '99 GMC 2,500 gallon; '99 International cooking oil truck. Land application permit for grease trap waste up to 250,000 gallons a year. Also included: 14 acres with 3 bed, 2 bath residence with 60 x 80 heated shop, 40 x 300 storage shop, operating chicken farm - producing \$45,000 a year with Perdue Farms, automatic generator runs entire farm. Serious inquires only! \$1,400,000. Contact mike@jobsitepumping.com (P10)

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)

Septic Tank Service Business for Sale, Northeast Florida. Owner wishes to retire. Callahan area north of Jacksonville, a fast-growing area in Florida. Profitable, turnkey business. 29 years in business with loyal customer base. Two pump truck operation: (1) 1996 International 4900: DT466, 5-speed transmission, 2-speed axle. 2,500-gallon capacity. 297,000 miles. Good tires, excellent condition. (2) 2000 Freightliner FL70: 8.3 Cummins, 6-speed transmission. 2,400-gallon capacity. 195,000 miles. Good tires, excellent condition. Business includes complete onsite lime 20,000-gallon stabilization plant in Northeast FL. Owner will train and assist with licensing. Call for more information. Kenny Farmer 904-879-4701 or 904-545-0357. (P09)

Well-established portable toilet rental business. Capital District, NY area with HUGE growth potential. Excellent income! Serious inquiries only. Non-Disclosure Agreement required. E-mail: PottyPeopleBiz@gmail.com (P09)

Established 1964: A turnkey operation with customers based in beautiful Southern Oregon. Portable toilets and septic pumping business. 2.05 acre property, storage tanks, building includes; storage, office space, and more. Over 500 portable units. 5 handicap compliant, 6 service vehicles, 3 septic pumping trucks. \$450,000. Serious inquires only. Office 541-772-9484 (P09)

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. (P09)

DEWATERING

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 (P11)

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 (P09)

Complete dewatering system for sale. Aquazyme 15-yard roll-off box, polymer injection unit, lime mixer, storage tanks, Kenworth roll-off truck, hoses, fittings, and valves. 256-490-8416 (P10)

DRAIN/SEWER CLEANING EQUIPMENT

Perma-Liner pipelining equipment (\$15,000) and stair climber/hand truck (\$1,000). Call Matt 970-846-3549 for details & photos. Located in Steamboat Springs, CO. (P09)

DRAINFIELD RESTORATION

1996 Terralift: Good shape, includes trailer! Pics available. \$8,000. May consider trades. Steve 314-724-5248. Need sale ASAP. (P09)

1998 Terralift, low hours, great shape. \$12,000. 317-627-7033 (P09)

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)

2004 & 1999 Terralifts, 6gpm @ 4,000 psi Brute jetter, 14' trailer. All in excellent condition. First \$25,000 takes all. 815-363-8972 (P09)

1999 Terralift: 4 & 6 ft. probes. Works good. \$7,500 or reasonable offer. Deliverly available. 315-436-4058 (P09)

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

GREASE UNIT

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)

GREASE TRAP SEPARATOR TANK

4,000-gallon grease separator tank. Pump 12 to 20 tanks per load. Save time and money. Call 239-731-2587 DVD demo. (P09)

HAZARDOUS WASTE UNITS

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

JETTERS-TRAILER



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

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

FMC Jetter: 65gpm @ 1,500psi, 300-gallon tank. 65hp 4-cyl. gas motor. New tires, brakes system, bearings, seals, hubs, muffler. Rebuilt carb. 500 foot new hose plus 175 foot used hose in great shape. Unit is ready to go, needs nothing. Runs and tows like a dream. \$6,900 OBO. Call 804-334-9210 (P09)

JETTERS-TRUCK



1997 Ford LN 8000: 8.3 Cummins, 78k actual miles, with a/c. Allison auto trans. 1997 Vactor 2100 Series, Model 2110 C4, serial #96055831, Cummins 4 bt, 3.9, vacuum fan, 401 hours. \$56,000
843-546-2402, SC P09



2012 US Jetting Model USJ6018-300: Just 291 hours on unit. 6,000psi @ 18gpm, 2 hose reels - 500 feet x 1/2" hydraulic and 300 feet x 1/2" electric. 300-gallon water tank. 84hp Kubota 4-cyl. water-cooled diesel. All maintenance at US Jetting shop. Paid \$45,500, will sell for \$35,000
Call Paul 404-624-7604, GA
ppowers@envremedies.com P09

1984 Vactor 850 Jet Rodder: 40K miles on truck, less than 1,000 hours on pump. Includes nozzle assortment and 700 ft. of 1" hose. \$14,500 OBO. Call Terry 734-365-4035 or 231-325-0052 (P10)

JET VACS

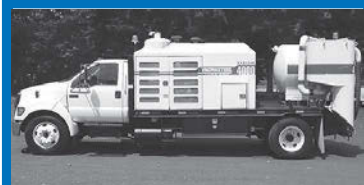


2003 Peterbilt 378: Keith Huber Berlinger model B38-D-L-PTO-H-LR1K-IB. 52,900 miles, 3,315 hours. ... \$170,000
Call 715-824-5220
or 715-572-4250, WI PBM



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



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

1992 Ford Vactor: 80 gallon @ 2000psi, 29,171 miles. New black paint, new wrap on the cab with flames. Low hours on a new pump. The fan has been rebuilt, new tires, new lower tanks. Very nice unit. Must see. \$60,000. Please call 651-334-4446 or 612-414-2727 (P09)

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 12554 cab and chassis. (Stock #3918C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

WE PAY CASH for used Vactors - Call Jim @ 352-427-6605 (P01)

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

LEASE/FINANCING

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)

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. Please 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)

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)

300+ used Satellite Taurus Port-O-Pots for sale, \$300 per unit. 50+ Poly Portables dual hand wash sinks, \$250 per unit. Green in color. Only used on a military base. Please call 317-445-6392 if interested. (P09)

Looking to purchase new or used handi-cap portable toilets. Please contact at joshuaperez@portoco.com (P09)

PORTABLE RESTROOM TRAILERS



2013 Rich ST8520 six-station restroom trailer - Like new. 3 private stalls, double-bowl vanity for ladies and 1 private stall, 2 urinals, a single-bowl vanity for men. HVAC, hot water, 200 gallon fresh, 700 waste. \$25,000

724-539-1009, PA P10



2010 Black Tie Opt14E, 8x14, like-new condition, used less than 10 times at weddings. We are purchasing a smaller unit. AC/heat, mens & womens, excellent condition. www.blacktieservices.com/pdf/OPTimum14e.pdf\$25,000

618-988-8300, IL P09

Looking to purchase a used ADA-accessible restroom trailer. 5-station or larger. Call or email Bo 904-315-7027 info@thelovelyloo.com (P09)

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

PORTABLE RESTROOM TRUCKS



2003 International 4300: 1,200/200. Battioni pump. Dual service and wash-down pump. New transmission, new clutch, new rear end. Numerous other new parts. Needs air compressor and front timing chain cover. \$22,000

304-266-7147, OH P09



2006 Ford F-750: Manufactured by Progress Tank, 1,500 waste/500 fresh. 295,687 miles. Good truck in good condition. More pics available upon request. Asking price \$28,500

Contact Frank
337-278-4511, LA P10

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)

PLACE YOUR AD ONLINE AT www.pumper.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

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 P09



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



2013 International Terrastar: Aluminum tank 1,000-gallon waste/400-gallon fresh. 54,000 miles with a 200,000 extended warranty included. ... \$63,500

Call Rodney Lane
270-832-3793 P09

2003 International: 2,000-gallon aluminum Progress vac tank, 1,500 waste/500 water. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

2002 International: 1,500-gallon Glendale Manufacturing vac tank, 1,100 waste/400 water. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)



2006 International 4300: DT466, Allison auto., air brakes, a/c, 229k. Best stainless steel tank (1100/400). Excellent condition. \$39,500

Mike 901-452-7040, TN P11

2000 International DT 466: 236,084 miles, 400/400 h2o and 900 waste tank with Masport vacuum system. VIN #1HTSCAA-L2YH313775. \$15,500. For information contact Marcus at 208-467-0089. (P09)

2001 International 4700: DT466, A/T, cold A/C, Honda motor, Masport pump. 1,200-gallon waste/300-gallon water. Great starter truck or back-up truck. \$10,000 OBO. **2000 Ford F450:** V-10, flatbed w/slide-in unit. 300-gallon waste/150-gallon water. Hauls six units. Honda engine, Masport pump, cold A/C. Great for smaller jobs. \$8,000 OBO. All vehicles fleet-maintained by certified master tech. For more information or pictures call James @ 405-761-6870. (P09)

Clean **2008 Ford F550** 4x4 chassis, auto., combined with 1,000-gallon rebuilt Abernathy Welding vac tank. 700 waste/300 water. Call for more info. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

POSITIONS AVAILABLE

FRANC Environmental is looking for a motivated team player to dispatch vacuum trucks and service technicians in the Philadelphia, PA region. We are interested in people with septic system, grease trap, bulk hauling, drain cleaning, and/or general service industry experience. We offer full benefits. Responsibilities include, but are not limited to, scheduling and dispatching all equipment and personnel out of our Horsham, PA office. Track and follow up on service orders and requests. The ideal candidate is a professional with excellent communication, management, leadership and organizational skills with 2 years experience, knowledge of industry with a strong work ethic and willing to work after hours and on call schedule (at times) Francenviro.com Please email resume to jobopps@francenviro.com (P09)

Wanted: Independent Contractor to refurbish our used and abused portable toilets located in North East, MD. PolyJohn and Poly Portables. 50+ units in various states of repair. Regal Restrooms 410-287-5277 (P09)

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

PUMPS-VACUUM

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

2011 Fruitland VacPac RCF500: S/N 5160 27LU, PTO, Right angle drive, driveshaft. Used very little. \$5,000. Call 607-738-8723. (P09)

SJHI Liquid Ring Pump model LPHR, used and tested before removal. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

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 jetters. 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)



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

866-720-4999
www.tankservicesinc.com PBM



1996 International 10-speed, engine break. Pintle hook, '92 Petro tank. New paint. This truck has a very good motor. Very powerful. It does not leak or use any oil. 425hp. Best offer. Email for more info.

631-219-3299, NY
dma1371@aol.com P09



1998 Mack Tanker: Low miles with Masport five pump. Highest pump you can put on a 3,500-gallon tank. Great condition inside and out. 10-speed transmission, 4" inch intake 6" inch dump. New valves and PTO. Truck is in great working condition — ready to make you a lot of money. Must pick up Chicagoland area. Serious inquiries only. Asking \$42,000

Contact us at
312-532-9569, IL P09



1988 GMC 7000: 1999 tank/pump. Low use for personal business. No public work. 2,000-gallon tank, Masport H75V. More pictures by email... \$11,000

731-925-4019 leave message
731-607-0848 P09

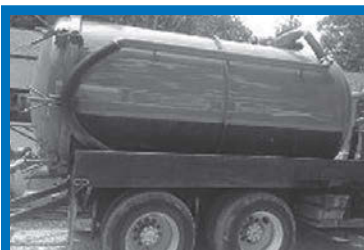
PLACE YOUR AD ONLINE AT www.pumper.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



1999 Freightliner FL120: 420,000 miles - runs great. Cummins M-11 motor, clean interior. Has a Masport pump that is less than one year old, tires are in great shape. This truck is still being used everyday until sold. Truck is located in Orlando, FL. Asking\$30,000 OBO
Call Paul 321-436-9488, FL P09



1999 International 8100: C-10 CAT, Spicer 10-speed, air ride, heated valves. 3,500-gallon tank, MEC 8000 pump, 270,000 miles. Half-tread tires. \$39,995
920-765-1903, WI P09



1995 International: Detroit 60 engine. 3,500-gallon Keith Huber tank. Hoist lift dump with H-400 Masport liquid cooled. Good condition. Asking \$42,500
Call Mark 423-421-4347, TN P10

1999 Freightliner FL112: Only 80,000 miles. 3,000-gallon tank, Moro AC4 pump, 64kGVW, 230hp Cummins diesel, 10-speed Fuller Road Ranger, 3-axle, locking rear differentials. \$55,000. California. 831-440-0168. (PBM)

2006 International 7500: HT570, Imperial 4,000-gallon aluminum tank, 10-speed Fuller, 18,000 front, 40,000 rear axle. \$95,500. 775-315-5140 (P11)

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)



1999 GMC: 2,500-gallon Abernathy tank, 400 Masport pump, tool box jetter. 196,000 miles. Price reduced ..\$22,000
Mike 443-235-5979, DE P09



2008 Ford F-650: Under CDL. 6.7 Cummins engine. 1,500-gallon tank. Masport vac pump. 6-speed. 115,170 miles. One owner. \$50,000 OBO
615-851-1517, TN P09



2008 Peterbilt: 4,200-gallon aluminum Progress tank, Challenger blower, jetter. 300hp, 286,000 miles. ..\$88,500
281-347-2224, TX P10

Retiring after 30 years. Two (2) nice Transway-built vacuum trucks. Original owner.
1. 1999 International: 2,500 gallon, two axle, low miles. \$31,500 OBO. **2. 2000 SL80:** 3,600 gallon, three axle. \$39,500 OBO. Clean, well-maintained California trucks. Call for photos and details. 949-701-2687 or 949-307-0933 (P12)

1997 F-800: 2,500-gallon Transway tank, TSI-250 pump, 33,000GVW, 6-speed. Cummins 5.9 diesel, 210hp, 186,000 miles. \$17,500. Runs & pumps great. 315-773-4135 NY (P11)

2010 International Durastar: DT466, Allison 6-speed auto., differential lock, aluminum wheels. Approx. 16,000 miles, with 2,500-gallon waste and 35-gallon freshwater. Heated valves, Masport air-cooled vacuum pump, air brakes. Asking \$88,000. 410-875-0926 (P10)



1989 Kenworth T600 chassis: New in 2008: 435 CAT rebuilt (100,000 mile warranty), 3,500-gallon Scorpion-lined Kennedy tank. Tandem air-ride, Jake brake, 367 Challenger Max-Pak, Right Angle Drive, sight tube/bubble glasses, jetter new. Used daily. Great shape. 90% ready..... \$37,000
317-627-7033, IN P09



2005 Western Star: C15 475hp, 9LL transmission, tri-axle, air-ride drive suspension. New 4,700-gallon tank - epoxy coated interior. New Masport pump, heated valves. \$135,001
Call Tim 888-201-9166, WI P09



2007 Peterbilt 357 Vacuum Truck: Caterpillar C13 engine, 4:10 ratio, 235" WB, polished aluminum rims. 20,000 front & 46,000 rears, steel 4,500-gallon tank. 167,569 miles with clean interior and full lockers! Rear tailboard storage, aux. spread pump and heated valves. St# 2131. \$89,000
www.milesleasing.com
262-652-7922, WI P09

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. \$39,900. Call 586-531-1976 (P09)

2001 Mack Tank Truck: 4,000-gallon, Two 4" intake/dump valves, one 6" intake/dump valve. Fruitland pump. 3-stage hydraulic dump. Will email pictures upon request. \$48,000. 727-545-8982 (P10)



New 2013 Western Star: ISM 525hp, 18-speed transmission, tri-axle. 4,700-gallon tank - epoxy coated interior. Masport pump, heated valves. \$192,000
Call Tim 888-201-9166, WI P09



2012 International 7500 Workforce: 3,964 US Gallon Transway vac tank w/ TSI 500 pump. 350hp International 10-liter, 6-speed Allison automatic, 18,000 & 40,000lb. axles, air ride, aluminum wheels outside, 22:5 rubber, 118,000 miles. \$82,900

For more info, call Randie
905-699-8171
www.source1trucks.ca P09



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 P09

1994 Freightliner FL70. 230hp Cummins. 240,000 miles. 2,100-gallon tank - four years old with sight gauges and 3" intake and 6" dump. Newly rebuilt Moro AC4 pump. No problems, great truck. \$19,995 OBO. Call Stan 989-733-2840. (P10)

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



2013 International 7500: 4,000 waste, 150 fresh. Aluminum Imperial tank. 10-speed, 350hp. 58,000 miles. 607 Challenger vacuum pump. Excellent condition. Call for details.\$112,000 OBO

713-503-0719, TX P10

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)

1992 International 4900: DT466, 10-speed transmission, 220,998 miles. Toolbox, 2,300-gallon tank, 3" intake, 4" dump. \$15,500. 810-614-8034 (P10)

2004 Peterbilt 340 pre-emissions: 3,600-gallon Transway tank and pump, C-7 CAT engine, 8LL transmission, 2004 stainless-steel chrome package, aluminum rims, air-ride suspension, air valve. 715-923-4127. (P09)

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: DT 466 new in-frame overhaul; Allison auto., 136k miles, used 1,200-gallon steel vac tank, under CDL; PV3 vac pump. **www.pumpertrucksales.com.** Call JR. @ 720-253-8014, CO. (PBM)

2008 Ford F750: 260 Cummins, 7-speed, New 2,500-gallon vac tank, new 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)

Eight 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)

SERVICE/REPAIR

Dynamic Repairs - Inspection Camera Repairs: 48 hour turn-around time. General Wire, Ratch, 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

Galvanized portable slide-in unit, lightly used. Truck or trailer mount. 450 gallons, 300 waste/150 water. Honda 5.5 electric start motor, pressure washer. Juddy's Septic Service. Call Brian 802-673-5527. (P09)

TANKS



New Aluminum Tanks: 2,800-gallon \$23,500; 2,500-gallon \$22,500. All sizes available.

Call Rodney Lane
270-832-3793 P10



Pre-owned 3,300-gallon tank. Fresh paint. New 4" valve. Site tube. Hose trays and hangers. Primary shut off. Must go. \$10,500

Contact Doug
207-551-6594, ME P09



Progress aluminum vacuum tank: 3,600 gallons, \$21,000. Savings of \$12,500 off new. Includes: Diamond plate toolbox, full-length hose trays, tank protector, valves, work lights.

931-227-7780, TN P09

Pre-owned petroleum, steel, 3,800 U.S. gallon, carbon steel, vacuum pressure tank. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

Pre-owned 3,000 U.S. gallon carbon vacuum tank unit. TANK ONLY - NO PUMP. **VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

TOOLS

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

T&T Tools, Probes, Hooks: Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. **www.TandTtools.com.** Phone **800-521-6893.** (PBM)

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- VACUUM/TANKER



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

Call Mike
800-558-2945 Ext. 328 PBM

1980 Reliable 8,900-gallon aluminum vacuum pressure trailer. Spring ride. Just had a WI DOT. Ready to work. \$22,500. 715-556-1106. **rbignellpe@gmail.com** (P09)

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)

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

TRUCKS - MISCELLANEOUS



Like new and clean **2004 Mack Vision:** 5,000-gallon grease trap/septic, brand new air bags, 11hp Honda pressure washer/hydro-jetter, tilt bed, hoses, hooks. \$99,999. Full company purchase for \$130,000 OBO including truck.

786-246-5557, FL P09

PLACE YOUR AD ONLINE AT **www.pumper.com** - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



1978 International Model 1700
2,000-gallon vacuum truck. 26,000 GVW, 404 gas motor, 5-speed, 2-speed rear, Moro M-40 pump. 145,000 miles. \$5,000 OBO. Located in PA. Call Brandon at Kline's Services:

717-666-5827, PA P09



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

866-720-4999
www.tankservicesinc.com PBM

2000 Ford F-650: Auto., 190hp CAT, 210k miles. Jurup pump with spare, 1,000-gallon waste, 250-gallon fresh. Runs great. \$17,000. 706-798-8080 (P09)

VACUUM LOADERS



2001 Guzzler XCR 4816 TC on International chassis. 27"Hg Roots blower, 20-cubic-yard debris body, air cannon, half door, sludge pump, and rotating boom. 285,000 miles \$64,999

2001 Guzzler XCR 4816 TC on International chassis. 27"Hg Roots blower, 16-cubic-yard debris body, air cannon, half door. XCR function allows you to continuously offload material while vacuuming. 84,000 miles \$64,999

901-377-3289, TN P10



2006 Sterling LT95 Guzzler CL vacuum truck with top-loading boom, Hibon 8702 (5,300cfm blower). Excellent condition, private sale. Asking \$135,000

416-410-7222, Ontario P11



1999 International Guzzler Ace High-Dump with NEW (less than 100 hrs.) Roots 27" blower. Fresh paint, 161,517 miles. 305hp CAT C-10. Great truck - Ready to work! \$109,500

903-738-2917, TX P01

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)

VANES

American Industrial Components: Our vanes are manufactured from the highest quality laminated materials available and are fabricated to exact tolerances and specifications. 800-272-7557 (PBM)

WANTED

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

WATERBLASTING

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

FILL a job opening

BID OUT an upcoming job

ANNOUNCE
contracted services offered

SELL
used equipment

OBTAIN
a position wanted

FIND IT IN THE CLASSIFIEDS!

In Pumper magazine and on the web.
Pumper.com



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.

KLM Companies
617-909-9044 PBM



1994 Cusco/Volvo Mastervac Wet Dry DOT/312 3,000-gallon carbon steel vacuum truck. 27' Hibon blower with Moro off-loading pump. CAT engine with Fuller transmission.

KLM Companies
617-909-9044 PBM

SUBMIT YOUR CLASSIFIED AD

ONLINE at
www.pumper.com

If you are using an **800 NUMBER** in your ad, be sure it can be used in all areas nationwide.

PLACE YOUR AD ONLINE AT www.pumper.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

POLYLOK

Innovations in Precast, Drainage & Wastewater Products



Zabel®
A Division of Polylok Inc.



PL-68 PL-122 PL-525/625 GF-10 12x20 4x22 4x18 Filter Alarms & Switches



Effluent Filters / Filter Alarms & Switches



- Easy installation
- No gluing necessary
- Centers filter or tee under riser



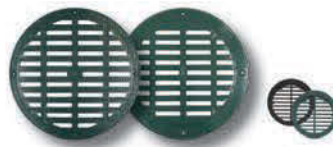
6" Tall Risers 12" Tall Risers

Extend & Lok (3", 4" & 6")

Tank Risers (12", 20" & 24")



Covers: 12", 15", 18", 20", 24" & 30"



Grates: 3", 4", 6", 12", 15", 18", 20" & 24"

Covers & Grates (for Polylok Risers / D-Boxes & Corrugated Pipe)



- One Hydro Shield fits 3 pipe sizes: 1", 1-1/4" & 1-1/2" or 1", 1-1/2" & 2"
- Easy to install, just clip in.
- 360 degree equal distribution

Hydro Shield



- Fits securely onto either 3/4" - 1" pipe or 1-1/2" - 2" pipe
- Constructed of engineered resin
- Slotted design prevents plugging
- Can be installed facing up or down
- 360 degree equal flow distribution with impeller

Orifice Diffuser



Poly-Air

6", 4", 3", 2" & 1-1/2"

6" supplied with 5 lbs. of Activated Carbon!



Activated Carbon Vented Covers
18", 20" & 24"

Activated Carbon Roof Vents & Vented Covers

WE HAVE IT ALL!

New Products

For: Polylok Risers / PVC Ribbed / HDPE Corrugated / Concrete



12", 20" & 24" Safety Screens



Universal Kid Catcher

Help save a child or pet's life with our safety devices!



20" & 24" Lid-Lok Safety Device



20" & 24" Riser Pan



Distribution Boxes



Cover Insulation



Pumps & Air Pumps



STEP Systems



High Pressure Filter



U.V. Disinfection Unit

1-800-701-3942 / www.polylok.com

Your One Stop Shop for Superior Onsite Wastewater Products.

SON OF A GUN



POLYJOHN
there when you need us

ANTHONY BORGATELLO
is more **LIKE A SON** than a client.



I met him **20 YEARS** ago when he was right out of college, starting his business.

We hooked him up with a few PolyJohn units & **HELPED HIM GROW.**

TODAY, ANTHONY OPERATES ACROSS SEVERAL COUNTIES. I guess the student has become the teacher.

I HOPE THAT KID KNOWS I'M PROUD OF HIM.

HE'S A GOOD MAN. HE'S ALSO A QUICK LEARNER.

YEARS AGO I INTRODUCED HIM TO **SPORTING CLAYS,** WHICH IS BASICALLY GOLF WITH A **SHOT GUN.** Now he's so good he competes.

Anthony's also an amazing **FATHER & HUSBAND.**



ANTHONY
GREGG

YEAH, WE'VE HAD A FEW **LATE-NIGHT PHONE CONVERSATIONS** WHEN TIMES GOT TOUGH. Hopefully I steered him in the **RIGHT DIRECTION.**

I actually have a lot of late-night phone conversations with my customers.



..... I'M A
GOOD LISTENER.

ISN'T THAT WHAT SALES IS ALL ABOUT?

SOME THINGS CAN'T BE MANUFACTURED.

PolyJohn.com 800.292.1305

PJ USA | PJ CANADA | PJ MEXICO
PJ INTERNATIONAL | PJ SOUTH AMERICA



DESIGNED AND BUILT FOR PERFORMANCE



Powervac 3800 w/ Jetting Package

- > DOT 407/412 Code Tank
- > 3800 CFM Blower
- > 27" HG Vacuum
- > Acoustic Enclosure
- > Waste Tank: 15 Cubic Yard SS 316
- > Water Tank: 600 US Gallon SS 316
- > Water Pump: 10 GPM @ 4000 PSI

Rest Room Service

- > Alum. 5454 Bright Finish
- > 2 Compartment,
Both 2000 US Gallon
- > PV 750 Vacuum Pump
- > 27" HG Vacuum
- > Wash Pump: 3 GPM @ 2000 PSI
- > Transfer Pump: 30 GPM
- > Heated Valves & Cabinets



Dump Trailer / Tractor Combo Stainless Steel 316

- > DOT 407/412 Code Tank
- > 900 CFM Blower
- > 27" HG Vacuum
- > 7800 US Gallon Tank
- > Axle Spacing & Tank Size
Configured To Your
State Regulations



Quality...
...is our Trademark

Work with us ... We listen!



4131 Morris Drive
Burlington, Ontario, Canada L7L 5L5
Fax: 905-681-0411

Nationwide Sales & Service

800-387-7763 | 905-637-2353 | www.presvac.com