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FAMILY TIES

Dad, mom and daughters pull together in Ohio to expand services offered by Tom's Sewer and Septic

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A HELPING HAND

Allan Baird believes in the power of networking with industry colleagues in Nova Scotia

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16 Cover Story: Family Ties

- Dee Goerge

Young Crissy Glass and mom Laura manage the septic and portable sanitation lines at Ohio's Tom's Sewer and Septic, while father Rick and sister Lauren turn to the potential of the gas and oil industry.

ON THE COVER: For 57 years and three generations, Tom's Sewer and Septic Service has provided wastewater services for customers around Youngstown, Ohio. Father-daughter team Rick and Crissy Glass (shown on the cover with a group of Satellite Industries restrooms) manage the business with Rick's wife, Laura, and Crissy's sister, Lauren Jursik. (Photo by Amy Voigt)

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


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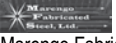
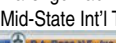
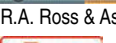



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Jim Kneiszel, Editor



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

Good Work and Good Works

Pumpers who provide great service and give back to their communities get a sense of personal satisfaction and build a positive business reputation **By Jim Kneiszel, Editor**

What do you do to give back to the community that supports your business? I'm not working on the hose-end of the wastewater industry, but as editor of *Pumper*, I still feel I represent the industry, and I ask myself this question often. The older I get, the more important it seems to share my time and talents to make my community a better place to live.

That's why I was so interested in our Money Manager feature this month, exploring how pumpers can plot a strategy for charitable or civic giving. Writer Erik Gunn talks to experts about factors small-business owners may consider when determining if and how much they want to give back to hometown causes. The story delves into the "why" and "how much" aspects of the topic but doesn't talk much about the "what?" question.

As much as any local small business, pumping companies deal with a broad cross-section of the community every day. In the morning you may pump a holding tank at a trailer park, then move on to an advanced onsite system at a mansion on the lake. In the afternoon, you'll stop at the local café to clean a grease trap, and then it's on to the carwash to remove grit from the pit. You might also have contracts to work with public entities, such as wastewater plants or municipal parks.

USE YOUR EXPERTISE

The constant networking gives you a good perspective on all the opportunities for donating money, time or both to your favorite local causes. And because you deal with so many people, you stand to benefit from the goodwill derived from routine giving in some way. When your customers and prospective customers see you active and doing your part in the community, they will have a favorable impression of your company and be more likely to give you a call when they need septic or portable sanitation services.

Considering your business expertise, there are some obvious ways to give back. You could donate pumping or repair services to a local church or help install a new onsite system through Habitat for Humanity. With experience handling workers, administering a budget or marketing a service, you could get involved with running a local festival or sit on the board of a charity group, such as a food pantry or a thrift shop. Perhaps your family is involved in recreation activities, so you could sit on the local parks board or help organize the Little League.

I have approached community involvement from the perspective of capitalizing on both my professional background and personal interests. As a writer and photographer, it has been natural to offer my services to produce promotional flyers and press releases for local events and fundraisers. I have served on a few fundraising committees for projects large and small, where I've done everything from producing handout materials to getting on

When your customers and prospective customers see you active and doing your part in the community, they will have a favorable impression of your company and be more likely to give you a call when they need septic or portable sanitation services.

the phone and asking for money for what I perceived as worthy causes.


A few years back, I decided to run for local office. For three years I've served as an alderman, reviewing new ordinances, approving a budget and serving on committees. When elected, I made my background known and was appointed to the public works committee. There I can use the expertise I've gained from our industry to help decide things like when to buy new industrial vacuum loading trucks and review contracts for citywide sewer repairs. I hope the insights I have from talking to pumpers help guide some good decisions about city equipment and maintenance.

FIND YOUR NICHE

Most recently, I spearheaded a campaign to build a disc golf course in a local park. The recreational sport involves tossing Frisbee-like discs into metal baskets on courses set up like traditional golf courses. I enjoy it because shooting a round is less frustrating and more affordable than playing with a little white ball and a set of clubs. The course – paid for completely through private donations – opened over the summer and it's been great to see a project I envisioned become a popular attraction for people of all ages.

Pumpers are very busy people, especially when the summer weather allows you to work from sunup to sundown. You may not have the time or the inclination to be involved in local government or to organize a festival. But there are many other ways to contribute to the community, and they can all be quite gratifying. I urge you to think about new and creative ways to give back ... ways that will first and foremost help others but will also enhance your company's professional reputation.

What charitable or civic efforts have you been involved with? Tell us what causes are nearest and dearest to you. Through your stories, we can show the public the pumping industry cares not just about doing good work but also doing good works. Drop me an email at editor@pumper.com to share your stories. ■



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“septic” #alsicebucketchallenge

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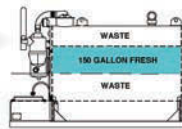


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Crissy and Rick Glass sit on their latest septic service truck, a 2013 Peterbilt with a 4,000-gallon aluminum tank from Rush Refuse Systems. (Photos by Amy Voigt)

FAMILY TIES

As a young girl, Crissy Glass posed for photos in front of her father's vacuum trucks because she thought the trucks were "cool." Later, she was shocked when she found out what the trucks were used for. These days, however, the petite 24-year-old is totally cool being photographed with the trucks and workers she manages as part of Tom's Sewer and Septic Service in McDonald, Ohio.

Rick and Laura Glass credit daughter Crissy for growing the portable restroom and septic pumping business, so that Rick and another daughter, Lauren Jursik, can focus on growing a new industrial business targeting gas and oil clients.

WOMEN IN CHARGE

"For the past 2 1/2 years, Crissy has run the day-to-day business," Rick says. "She has grown into a person who can handle it all. She takes the calls, schedules, handles customer and employee issues, and does the bookkeeping. She pretty much calls the shots."

Rick says the women in leadership roles, starting with his wife, "push it hard and do a great job."

"I'm only 5 feet tall and don't fit the industry [image]," Crissy admits. "When I go to the local health department, they are surprised how young I am. At the Pumper show, suppliers I talk to on the phone are surprised when they see me."

(continued)

Young Crissy Glass and mom Laura manage the septic and portable sanitation lines at Ohio's Tom's Sewer and Septic, while father Rick and sister Lauren turn to the potential of the gas and oil industry **By Dee Goerge**

Profile

Tom's Sewer and Septic Service McDonald, Ohio

OWNERS: Rick and Laura Glass

FOUNDED: 1957

EMPLOYEES: 11

SERVICES: Portable sanitation, septic and grease pumping, minor plumbing

SERVICE AREA: 100-mile radius around Youngstown, Ohio

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Left: Technician Brandon Carpenter loads a PolyJohn Enterprises restroom for delivery at the company yard.

Below: Crissy Glass handles customer service correspondence at the Tom's Sewer and Septic Service office in McDonald, Ohio.

Having grown up with the business – especially building the portable restroom side of the operation – she understands all aspects. She occasionally rides with drivers on septic routes and has made it a point to go along on restroom deliveries for events.

“I meet the customers so we can put faces with names,” she says. “I help with the delivery and show the customer that someone is in charge. It makes for awesome customer service.”

History is repeating itself, with Crissy following a similar path Rick took in the family business.

STARTED EARLY

The business is named after Rick's father, Tom Glass, who started pumping septic tanks in 1957.

“I originally started in sewer and drain when I was 14, and as I got older I started driving with my dad,” Rick recalls. As Rick took over more responsibilities, he started an industrial company, Project Management Services, and ran it until he sold it eight years ago.

Rick purchased the sewer and drain side of the business in 1998, and Crissy started learning the ropes before she could drive when she went to the Pumper & Cleaner Expo with her dad. Before she could vote, she was learning how to manage employees that were older and more experienced.

“I told the girls to hold their ground. They can't let employees dictate. We have to run a tight ship. To make happy repeat customers we have rules to follow,” Rick says. “They've earned respect.”

It was difficult in the beginning, Crissy admits, and she sent a few workers home when they wouldn't listen to her. Now, with eight years of experience, she has no issues with drivers.

“I was retiring, and then when the oil and gas industry started up I saw an opportunity,” Rick says. With Crissy successfully managing the restroom/

“ I meet the customers so we can put faces with names. I help with the delivery and show the customer that someone is in charge. It makes for awesome customer service.”

— Crissy Glass



septic business, four years ago he started Global Oil and Gas, hauling water, cleaning frac tanks and providing other industrial cleaning services.

SPOT CHECKS

The Glass family added restrooms to the business the year Crissy attended her first Pumper & Cleaner Expo, which is being rebadged the Water & Wastewater Equipment, Treatment & Transport Show (WWETT) for 2015.

“There only seemed to be one other competitor, and he didn't have nice [portable restrooms]. We figured we'd buy nice ones and work hard on keeping them clean,” Rick says, noting they purchased a truckload of units at the Expo.

To ensure a “clean” reputation, Crissy and Laura made spot checks. It didn't take long for workers to make sure they were doing quality work.

“We were pushing it for the first six months,” Rick says. “We wanted to make sure we were doing a super good job. We wanted to make sure a woman would be willing to use them.”

Service protocol includes a thorough washing with a scrub brush and hose (or power washer, if necessary) on site. When restrooms are returned to the yard, they are thoroughly cleaned with a bleach solution before they go out again.

(continued)



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"I think the most important thing we do is bleach every unit from top to bottom, inside and outside," Crissy says.

PERSISTENT MARKETING

Between building a reputation for cleanliness and Crissy's persistent marketing, that truckload of restrooms has grown to more than 800 units, bringing in half of the business's income.

"I made a lot of phone calls and faxed a lot of flyers. I grew it from my desk," Crissy says.

She doesn't call potential customers just once. In her confident but young and friendly voice, she calls customers repeatedly to convince them to try Tom's Sewer and Septic Service.

"I go up the chain if the person I called is not responding," Crissy says. To attract new customers she offers many coupon specials. For example, in the spring there was a special on restrooms for graduation parties. Her persistence recently paid off when she landed a contract for 45 restrooms for a run event.

She uses the slower time in winter months to make contacts, and she reads area papers for opportunities.

"On the construction side, we focus on big projects," Crissy adds. When a steel plant was built, Tom's supplied 110 restrooms, six restroom trailers and 16 hand-wash stations for more than 2 1/2 years. Besides being a good contract, having their name visible that long was like free advertising to subcontractors working on the project.

She also runs coupons in a monthly flyer booklet of local businesses, as well as ads in the phone book and on a smartphone app.

"We are one of two companies in a 100-mile radius [on the app], so we

Right: Technicians Brian Moran (left) and Kevin Masterson pump a residential septic tank.

Below: Rick Glass (right) listens to customer Ed Black's concerns about septic system maintenance.



WATCH THEM IN ACTION!

To learn more about Tom's Sewer and Septic Service, see a video interview at www.pumper.com.

have a 50/50 chance," Crissy says.

MODERN EQUIPMENT

"My dad always taught me you've got to crawl before you walk. As we grow, we invest in more equipment," Rick says. "We're really growing on the commercial side with the restaurant grease trap business."

On the septic side, Tom's has a 2013 Peterbilt with a 4,000-gallon aluminum tank from Rush Refuse Systems, a 2011 International with a 4,200-gallon aluminum tank built by Progress Tank and a 1993 GMC with a 2,200-gallon aluminum tank. The trucks have Masport pumps.

Portable sanitation trucks include two 2012 Ford F-550s with 1,100-gallon waste/400-gallon freshwater tanks; a 2008 Ford F-550 with a 300-gallon waste/150-gallon freshwater tank built by Progress Tank; a 2006 Chevy Kodiak 5500 14-foot stake body with lift gate with a 400-gallon waste/200-gallon freshwater tank built by Progress; a 2005 Chevy 5500 with a 1,100-gallon waste/400-gallon freshwater tank built by Progress; and a 2002 Ford F-550 with a 600-gallon waste/300-gallon freshwater tank built by Marsh Industrial. All tanks are aluminum and all trucks are equipped with Masport pumps.

The portable restrooms include 407 PJN3 and Comfort XL units from PolyJohn Enterprises; 150 High Tech, 28 Taurus and three Freedom Handicap from Satellite Industries; 84 Armal; and 56 Five Peaks units. Tom's also has hand-wash stations including 15 from PolyPortables and two from PolyJohn. For optional services for their customers Tom's invested in three Black Tie Products restroom trailers and 34 250-gallon holding tanks from Kentucky Tank. The restrooms are transported on two McKee Technologies Explorer 10-unit trailers.

In addition to offering clean, quality restrooms, Crissy continually looks to new Walex Products Inc. deodorants for both the restrooms and the septic service trucks.

Keeping employees happy

Having nice trucks to drive makes it easier to maintain employee morale, says Rick Glass, co-owner of Tom's Sewer and Septic Service, McDonald, Ohio.

"We try to give them the best of the best to make their job as easy as possible," he says. "We have a Christmas party and bonuses, and offer incentives when they do a good job."

Tom's pays competitive wages (\$12-\$20 hourly) for regular 8 a.m. to 5 p.m. shifts. (Drivers take turns serving 24 hours on-call to respond for emergencies, including holidays.) Employees receive one week paid vacation after one year and two weeks paid vacation after three years and the company pays half the cost of health insurance. Tom's provides clean, new T-shirts, hoodies, embroidered jackets and hats for the crew.

"Tom's gets on a more personal level with employees to make our employees feel comfortable and part of our 'family' since we are a family-owned and -operated business," says Crissy Glass, who manages the septic and portable sanitation lines of the business. "We believe this is why employees stay at Tom's for so many years. Most of our employees have been here four to 12 years, with some new hires for the growth of the business."

"We try to help our guys out," Crissy says. "They bring me their needs, and I research equipment. They tell us before the Pumper show so we know what to look for."

For example, the Glasses purchased a Crust Buster tank agitator to make it easier for employees to pump thick and neglected grease traps.

A BRIGHT FUTURE

Rick admits he wasn't sure about breaking into portable sanitation. But now he likes to joke that, "It's like having 800 employees out there that give me a little crap every day."

His recent purchase of a Guzzler HXX from Jack Doheny Companies provides new opportunities. The 2014 Kenworth hydroexcavator has a 4-inch trash pump, 6-inch release valve and 8-inch boom.

As he expands the area of his industrial busi-

ness, the territory of the pumping and portable sanitation business is also growing. The family plans on expanding to an office between Akron and Cleveland and adding 500 to 800 more restrooms units over the next few years.

"What's nice is that a lot of people see your name in multiple areas. They know you cover a lot of counties," Rick says. "We try to keep the reputation of having nice, clean and new trucks. We invest in the company by keeping up an image with good guys that look good, dressed as a team."

In spite of the family business's past success, Crissy admits she got a little nervous when

the economy slowed down a few years ago. She decided to attend night school as a backup plan.

She earned certification in cosmetology, but says that she never needed to change careers. Tom's continues to grow, and she enjoys her job managing it. And, thanks to her cosmetology skills, she looks professional and confident as she works to build the business.

With Crissy managing from the office, Rick is confident about the success of the third-generation business.

"She knows it well and does a great job," Rick says. ■

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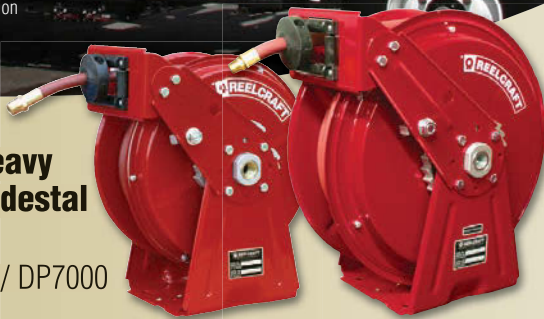
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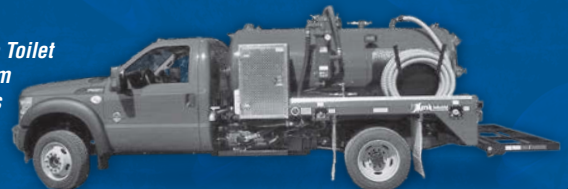
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Curt Wang is an executive coach and speaker on the topics of change leadership and organizational change. Contact him at 888/848-3130 or curt@maketheleapcoaching.com.

5 Tips to Promote Change

Master the 'people' side of company changes and you'll generate employee buy-in **By Curt Wang**

Is your company rolling out a major change? Restructures, mergers, new systems and new business lines are the norm as companies move to respond to a more challenging and increasingly fast-moving, unpredictable business environment.

When launching a significant change initiative, one of the biggest mistakes business owners and managers make is to view the change as an event that happens at a single point in time. Accepting and then embracing change is a process, not an event. No matter how well you craft your announcement to employees, it should be just one of many conversations to generate employee buy-in, not the end. People naturally have resistance to change; for many, buy-in is a process that may take days, weeks or even months to achieve. Don't expect it to happen immediately.

Here are five tips that can help you increase your odds of success by focusing on the people side of change:

1. Don't judge individuals by their initial reaction.

Give people time to get on board and process the change before judging their willingness to accept it and be a team player. When making a big announcement on a major change, recognize the shock of the news will instantly start minds spinning over how it will affect them. It's only natural for a person to immediately focus on the fear of loss or loss of control rather than to appreciate the potential benefits of a change. Don't be surprised if some initial reactions are negative. Some individuals may need several weeks before going through the stages of grief: shock and denial, anger, depression, bargaining and acceptance. If you observe employees' first reactions, you may falsely judge that an employee won't come on board with the change. Keep in mind that this does not mean they will not eventually accept the change once they are able to process it.

2. Realize that much of what you say when making the announcement may not be heard.

The shock of learning about a major change can start people's minds spinning. Lost in their own thoughts, employees may not clearly hear and absorb important details you are communicating. Leaders are always surprised to learn, after making a major announcement loaded with helpful and important information, how little was actually heard. Keep in mind that, as the leader planning the major change, you have had weeks or perhaps months to process the change yourself.

3. Ask your staff how they feel about the change.

When you ask employees what they think about the change, you are asking, "Is the change logical from a business perspective?" You may get a very positive response, which may fool you into believing the staff member is emotionally on board. However, an employee can think the change is rational and yet personally feel threatened. Asking staff members how they feel about the change may elicit a different answer regarding their emotions, allowing you to better understand and address concerns.

4. Give key managers time to process and accept the change before they meet with their employees.

Change needs to be cascaded down the organization, even in a small-business setting. Owners need to bring supervisors on board and then supervisors need to bring the rest of the team on board. Because of legitimate fears about controlling news about change, supervisors often talk with the crew before they have had a chance to process and accept the change themselves. If they're working to convince employees that the change is good but they are not fully committed themselves, their messages will be perceived as disingenuous.

5. Identify and bring key people on board first.

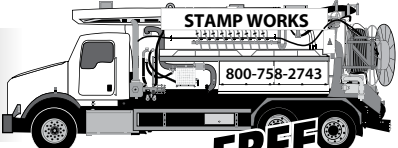
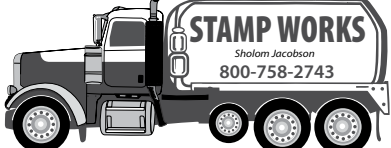
In every team there are leaders outside the ranks of management whom other employees take their cues from. There are also staff members who more quickly accept change or perhaps even embrace it. If early on you can enlist these key people, they can help set the tone for the group's reaction to change.

TAKE YOUR TIME

Moving too fast can actually make your change initiative take longer. When you don't take the time to build commitment, people act out of self-interest and fear. This can result in decisions and actions that can slow down or even sabotage your change efforts. By recognizing change is a process, you will be in a better position to manage the "people" side of change, significantly increasing the odds of creating successful transition. ■

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Michigan bill aims to allow pumpers to continue using their storage facilities beyond 2025

By Doug Day and Sharon Verbeten

The Michigan House of Representatives passed a bill simplifying several provisions of laws dealing with septage. The bill now awaits action in the Senate.

The bill (HB 4874) eliminates a sunset provision that applies to pumpers with storage capacity of 50,000 gallons or more. As of 2025, those pumpers would be required to off-load at a receiving facility within 25 miles of where the septage was pumped. The requirement still exists for smaller operators. The bill also overrides local ordinances that impose requirements stricter than the state law.

According to a summary by the Natural Resources Committee, the bill was opposed by officials in Grand Traverse County because it would affect the amount of septage disposed of at a wastewater treatment facility that was

built with excess capacity. Local officials worry that loosening the disposal rules will require municipalities to foot a bigger bill to support the facility.

New York

A proposal by the Suffolk County executive to provide sewer service or upgraded septic systems for 209,000 homes could cost around \$7 billion. The county estimates it would cost \$30,000 to \$35,000 per house to install new onsite wastewater systems and about \$50,000 to connect each home to a sewer. More than 70 percent of Suffolk homes currently use onsite systems.

The county will look into state and federal grants to help pay for the improvements.

Ohio

Proposed rules regarding septic systems in Ohio are expected to take effect next January. The regulations are designed to modernize requirements to account for soil types and the amount of water generated by homes.

The Ohio Department of Health says 31 percent of system failures are due to soil conditions, which wasn't addressed in the current rules written 35 years ago. The new rules would only apply to new homes or systems needing replacement. Officials are hoping the rules will help make consumers more informed about their onsite wastewater options.

Minnesota

Minnesota has become the first state to ban the sale of antibacterial soaps, bodywashes and other products containing triclosan. The ban takes effect January 2017. According to the U.S. Food and Drug Administration, about 75 percent of antibacterial soaps and bodywashes contain the chemical. While not dangerous to humans, it is suspected to contribute to drug-resistant bacteria and disrupt reproductive hormones in some animals.

According to the University of Minnesota Onsite Sewage Treatment Program, normal use of antibacterial products is acceptable, though it destroys some good and bad bacteria in a septic system. Excessive amounts of these products, however, "can cause significant and even total destruction of the [bacterial] population."

In a fact sheet, the university says, "Several professionals have reported problems with low or no bacterial activity in systems and upon the removal of antibacterial products from the home, beneficial bacterial activity returns and desired treatment functions resume. These products affect all treatment systems but because of special attention being paid to new 'alternative' treatment technologies in the onsite industry, it is possible that some systems may be more affected by fluctuating bacterial numbers than others. More research needs to be done on this as well." ■

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Whether it's sharing restrooms with strapped, smaller operators or logging long hours working for industry trade groups, Nova Scotia's Allan Baird believes in friendly networking *By Peter Kenter*

Take more than three decades of septic service, add a thriving portable sanitation component, then stir in a helping of equipment sales and you'd wind up with a business that looks a lot like Baird's Septic Tank Pumping Ltd. and Go-Johns, of Truro, Nova Scotia.

At age 67, company owner Allan Baird is slowly stepping back from day-to-day operations, but his philosophy continues to guide the business: develop opportunities in your own backyard, invest in state-of-the-art equipment and techniques, and extend a helping hand to everyone. James Baxter, his operations manager, maintains those company traditions.

(continued)

Profile

Baird's Septic Tank Pumping Ltd./ Go-Johns

Truro, Nova Scotia, Canada

OWNER: Allan Baird

FOUNDED: 1980

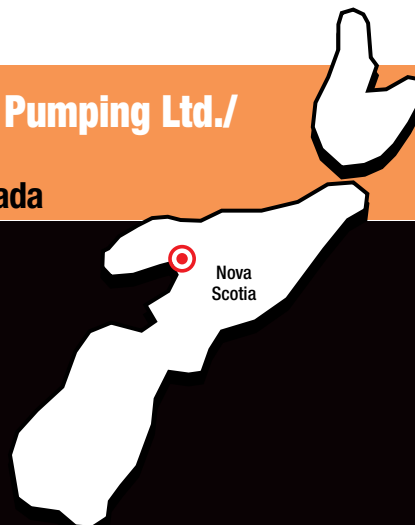
EMPLOYEES: 8

SPECIALTIES: Septic service,
portable sanitation

MARKET AREA: North-central
Nova Scotia

AFFILIATIONS: Waste Water Nova
Scotia Society, Portable Sanitation Association International

WEBSITES: www.septictankpumping.ca
www.septictankpumping.ca/go-johns.html



A HELPING HAND



The team at Baird's Septic Tank Pumping Ltd./Go-Johns includes (from left) Virginia Blondon, James Baxter, Allan Baird, Doris Baird, Glen Rossiter, Paul MacLean and Deanna Baird. They are shown in front of an Ameri-Can Engineering restroom trailer. (Photos by Warren Robertson)

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Above: Allan Baird believes in routine septic tank maintenance and makes the message clear in signage for his company.

Right: An inventory of colorful Five Peaks restrooms is protected from the elements at Baird's Septic Tank Pumping and Go-Johns while awaiting deployment.

"I got the idea of entering the business in 1980 when I still had two children in diapers and the toilet wouldn't flush one day," says Baird. "A local guy was in the septic tank business but he did it as a sideline on evenings and weekends. He told me it would be a week to 10 days before I could get service."

Sensing an opportunity, Baird offered to buy the business, its equipment and the telephone number to take advantage of existing customers and advertising.

"He was using a mud pump for septic pumping, so I bought an agricultural vacuum tank and pump from Badger Farm Equipment to replace it," says Baird. "I painted the truck in two colors: green because I was new at the game, and yellow because I was scared to start a new business."

MINING THE HOME TURF

Baird has always operated in a roughly 35-mile radius from Truro, preferring to develop new business opportunities on his home turf over spreading the company thin. Truro's central location has earned it the nickname the "hub of Nova Scotia" and offers plenty of opportunities within that service area.

He entered the portable sanitation business in his first year, supplying restrooms and providing service under a new name, Go-Johns. By his second year, he had acquired two dozen units, most of them from a company that is now PolyJohn Canada.

By the third year, Baird had hired his first seasonal employee. Today, he employs as many as eight workers during the busy season, dividing the business almost evenly between portable sanitation and septic service.

"As we expanded our portable restroom offerings, we also assisted other area operators by offering an inventory of 250 gray unbranded standard

units, because we didn't want to force other companies to accept our advertising," he says. "We began to assist other operators with concerts and events as far away as Halifax, or in New Brunswick and Prince Edward Island."

EQUIPMENT UP TO THE TASK

The generic gray units were sold to other operators seven years ago so Baird could concentrate on local customers and events. "It was simply becoming too labor-intensive to deliver and service restroom units so far afield," he says. "We would be working regular contracts while sending three or four of our people to Moncton [two hours away], for example, sometimes for days."



“At one point you could have told construction workers to use the service station down the road. Now portable restrooms are required for everything from road work to single-home construction.”

— Allan Baird

Go-Johns currently has 239 Five Peaks K2s. From PolyJohn: three PJ3s, four Comfort XL models and two Fleet flushing units. Rounding out the rentals are 14 Armal Inc. units, 10 Global 1.5s by Satellite Industries, two Explorer Single Stations from McKee Technologies and a 612 Royale restroom trailer from Ameri-Can Engineering.

"We've also added one Stump from Nature Calls," says Baxter. "It looks exactly like a redwood tree stump and is designed to fit into natural surroundings - it even has moss on it. We're determining if there's a market for it at our forest parks."

Go-Johns also fields 22 PolyPortables Tag Along hand-wash stations and a mobile hand-wash station from T.S.F. Company. Hand soaps are supplied by Chandler. Deodorizers are supplied by Surco Portable Sanitation Products or Johnny's Choice by Chemcorp Industries.

The units are hauled on several trailers manufactured by Wayneco, a Truro-based manufacturing company.

(continued)



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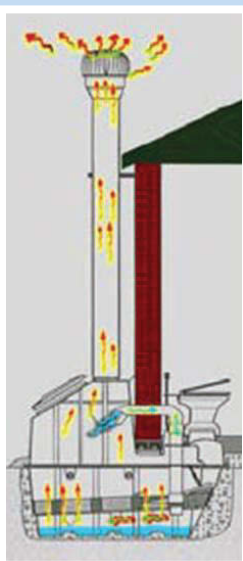
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The airflow is assisted by the ventilation extraction unit positioned on top of the outlet vent pipe with air being drawn into the container via the inlet vent pipes.

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.





IN THE GARAGE

Baird's vehicle fleet has also expanded significantly, all featuring hot-dip galvanized carbon steel tanks built and assembled by Vacutrax Limited.

On the septic side, Baird's fields three Internationals. A 2012 7500 offers a 3,800-gallon tank and Wallenstein pump. A 2005 7400 and 2009 7500 are each outfitted with 4,100-gallon waste and 110-gallon freshwater tanks and pumps from Fruitland Manufacturing.

The restroom service fleet, fitted with Wallenstein pumps, includes a 2011 Dodge 5500 featuring a 620-gallon waste/215-gallon freshwater/240-gallon deodorant tank, and a snowplow from Fisher Engineering for tough winter service. A 2012 International Terra Star features a 725-gallon waste/360-gallon freshwater/240-gallon deodorant tank.

A backup fleet includes a 1988 Ford L8000 and a 1995 International 4300, each with Vacutrax Supertrux III tanks and Wallenstein pumps. Delivery vehicles include a 2008 Dodge Dakota and a 2012 Chevrolet 2500. A 1957 GMC half-ton is taken out for parades and special occasions.

WORK SITES TO EVENTS

The backbone of the Go-Johns business is construction rentals. Stringent provincial occupational health and safety regulations have extended requirements for portable restrooms to most construction sites.

"At one point you could have told construction workers to use the service station down the road," Baird says. "Now portable restrooms are required for everything from road work to single-home construction."

Major concerts and events typically punctuate the year. Go-Johns has serviced large events, including the 2000 Tall Ships convention in Halifax, and the 2001 "CJ 01" Canadian Scouting Jamboree, an order to supply half of the 370 restrooms required for 19,000 attendees. The company also helped with supply and service at two Rolling Stones concerts – one in Moncton in 2005 and another in Halifax in 2007.

"In addition to weddings and weekend barbecues, we tend to win bids on the same events and fairs year after year, typically about a dozen annually," says Baird. "We work the Halifax County Exhibition in Middle Musquodoboit,

Above: Allan Baird (right) and operations manager James Baxter pause to review the day's workload at the company yard.

Right: The yard at Baird's is busy with restroom inventory and trucks coming and going every day. Shown in this photo is a restroom trailer from Ameri-Can Engineering and a 2011 Dodge 5500 built out by Vacutrax Ltd.



“Postal delivery is more expensive, but we get better results. We concentrate on flyers in the fall, first covering one half of the territory and then the other the following month. The first flyer brings in a lot of work and staggering delivery evens out the workload.”

— James Baxter

Developing many happy industry relationships

All businesses are, at their heart, people businesses, says Allan Baird, founder of Baird's Septic Tank Pumping Ltd. and Go-Johns, of Truro, Nova Scotia, Canada.

Baird practices what he preaches, working closely with fellow operators and colleagues. In 1992, he joined other septic pumpers to form the Septic Pumpers Association of Nova Scotia, which later merged with the Waste Water Nova Scotia Society. The association promotes customer service and introduces members to the latest industry technologies and techniques.

He's also been a longtime member of Portable Sanitation Association International (PSAI) and joined its board of directors in 2000, a position he held for six years. In 2014, he was presented with PSAI's Andy Gump Award for lifetime achievement.

Baird has also supported the Ontario Association of Sewage Industry Services (OASIS) and attends its annual convention. He's developed a lifelong friendship with OASIS member Robert "Pepi" Murrell, owner of Pepi Sewage Disposal Services in Port Severn, Ontario, whom he met through the Pumper & Cleaner Expo.

"Each year I attend Pepi's golf event that he stages for the gang in Ontario," says Baird. "For the past three or four years I've brought live lobsters to the tournament, picking them up fresh and driving them 18 hours straight through the night to Ontario, to be eaten the next day. Those 18-hour drives are getting a bit much for me though. This year, I'll bring Pepi his lobsters – but he'll have to settle for frozen."

and the Nova Scotia Provincial Exhibition in Truro with up to 5,000 attendees per event. We also work the annual Dutch Mason Blues Festival in Truro with up to 30,000. Between helping other operators and servicing our own events, we try to keep an inventory of 110 portables in the yard."

PIONEERING LAGOONS

The company pioneered development of lagoon treatment for waste in 1987 when the Nova Scotia government began to limit land application. "It was quite a task finding the right piece of land and digging test holes," recalls Baird. "We finally found a site in nearby Green Oaks that had just the right heavy clays."

However, provincial guidelines on waste lagoons toughened in 2005. Operators faced an average upgrade cost of \$300,000 to \$400,000 per operation, driving some of them out of business. A provincial government program soon emerged offering to match operator upgrades to a total of \$50,000 per year.

"We spent \$400,000 over four years and again became fully compliant in 2009," says Baxter. "We also increased lagoon capacity from 600,000 gallons to 1.8 million gallons and transformed it into a man-made wetland, employing bulrushes and other natural features."

MARKETING SAVVY

Baird's maintains an informative website, advertises in the phone book and sponsors a community event feature on local radio – the business has even experimented with television ads. However, an active direct mail program best sells its septic services.

"We don't use flyer delivery services because they tend to batch up the deliveries which often get thrown straight into the fire pit," says Baxter. "Postal delivery is more expensive, but we get better results. We concentrate on flyers in the fall, first covering one half of the territory and then the other the following month. The first flyer brings in a lot of work and staggering delivery evens out the workload."

Baxter says he enjoys working for the business. "Allan is even-handed and treats everyone like family," he says. "He's very innovative and is always exploring new options in our sales territory. He's also very traditional in some ways. A handshake is his contract and he's quick to help others start up and succeed in the business."

Baxter has also contributed his own modernizing touch, upgrading the business to a computerized accounting package, Sage 50 by Sage Accounting.

Over the long run, Baxter hopes to build a business Baird will continue to be proud of.

"Allan is in here almost every day, but in his time off he likes to grow things and enjoy life in a different way," says Baxter. "After 34 years, he's earned it." ■

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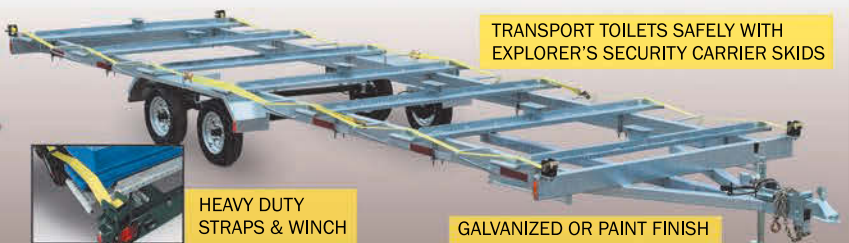
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OVERHEARD ONLINE

Scrubbing the Sight Tube

How can I deal with the constant maintenance concern of dirty sight tubes?

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: Has anyone found a good way to clean a 2-inch sight tube on a vacuum truck? I can't find a soft brush for this purpose.

ANSWERS: I used to just replace it.



I use a water jet. If that doesn't work, replace the sight tube.



Do you drain the sight tube at night if you're parked outside so it doesn't freeze? Is the process shutting off ball valves and undoing the caps, and then drain into a bucket?



I'm interested in the sight tubes. My trucks use the glass bowls. What material is the tube constructed of? How long do they last? Have you ever had an issue/emergency with one breaking?



Yes, I have had one freeze and crack, so I switched to using 2-inch milk hose. It freezes but doesn't break or crack.

One poster uses a durable 2-inch milk hose as a sight tube and easily replaces it when it gets too dirty.

Just make sure during installation that elbows are mounted so the hose drains completely when the truck is emptied. I had this done wrong the first time. I can post photos

of my current setup. The blue-colored hose actually stays clean longer. I have an extra tube made, and swap hoses when they get too dirty. ■

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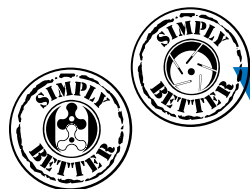
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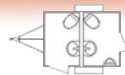
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Satellite Suites series of restroom trailers is aimed at luxury events, weddings and parties

By Craig Mandli

Satellite Industries utilized the stage of the 2014 Pumper & Cleaner Environmental Expo International to mark its entry into restroom trailer manufacturing. At the largest environmental services trade event in the country, Satellite rolled out a new product line with a pair of Satellite Suites models aimed at the luxury restroom trailer market.

The 10-foot, two-stall model and a 20-foot, eight-stall model were displayed at the Expo in Indianapolis in February, creating excitement among attendees, according to Charlie Senecal, a national accounts manager for Satellite and one of the line's designers.

"The response was better than expected, and we aimed pretty high to begin with," Senecal says. "We talked to a lot of potential new customers that were impressed with the unit. On top of that, many of Satellite's longtime customers are now looking at the feasibility of adding a restroom trailer to their fleet. It was a great show for us."

The luxury trailers feature an advanced sump pump system with a bottom dump for efficient tank evacuation.

"You can get a nice trailer, but if the sump clean-out is on the side, you are always leaving some waste in the tank, which creates odor issues," says Senecal. "With this system, the bottom dump allows you to leave the tank clean and odor-free."

The company took precautions to make the unit leak-resistant, including a new "over-armor" roof skin that is impervious to the sun, rain, snow and ice. The roof easily sheds water, eliminating the potential for leaks around roof fixtures. Rather than a wood structure, Satellite uses aluminum and composite material.

"All the places you would normally see wood on a trailer don't have any on these units," says Senecal. "Therefore, you'll never see any water damage or soft spots on the floor, walls, or cabinets and trim. The skin on the roof is a brand-new material that is extremely durable. There's nothing that can degrade."

The exterior is covered with a seamless gel coat that is difficult to damage and easy to repair. Lighting is all LED components for lower energy and maintenance costs. Units have half-gallon flushing urinals and premium toilets in spacious interiors, along with lockable cord storage, hidden electrical connections and AM-FM stereo with Bluetooth capability. Air conditioning and heat are standard.

"We designed these units to be used at upscale special events, such as weddings, golf tournaments and large family gatherings," says Senecal. "They are designed to not have to compromise on any of the comfort and



Above: The interior of the unit is constructed using aluminum and composite materials for durability and longevity. (Photo by Jim Kneiszel)

Right: Tim Hilde, left, director of Satellite Suites, discusses the features of the new luxury restroom trailer with Pumper & Cleaner Expo attendees. (Photo by Craig Mandli)



luxury that indoor restroom facilities provide."

Senecal says response to the units was so positive he is already working on additional models, including larger trailers with more stations and a shower trailer. He hopes they are ready to display at the 2015 show when it becomes the Water & Wastewater Equipment, Treatment & Transport Show, or WWETT.


"I feel that Satellite really did a great job bursting onto the luxury restroom trailer scene this year, and I'm excited to see what we can come up with for next year's show," says Senecal. "I don't feel there is a lot we can improve on the models we have, but there is always room for new innovations. That's what's exciting." **574/350-2152; www.satelliterestroomtrailers.com.** ■

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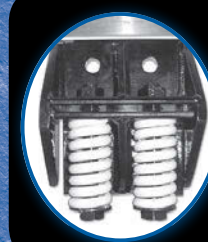
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Erik Gunn is a business writer in Racine, Wis.

Paying it Back

Plotting a strategy will maximize the benefit of giving when local charities and other community groups come calling **By Erik Gunn**

Business owners are inundated with requests to contribute to local charities, civic organizations and other community groups. The higher your profile, the more likely you'll find yourself on the receiving end of their requests.

Some people have trouble saying "no" to any such plea. Others hardly ever say "yes" – not out of principle, but simply because they're just so overwhelmed.

How – and how much – you contribute from your business toward the common good, whether to charity, in public service or through in-kind donations, is a personal decision.

You could punt and make a token donation to every organization that asks, or just throw every solicitation in the trash. Neither extreme is practical though.

The more you give, the more lists you end up on, as groups you've never even heard of decide you must be a generous soul – or an easy mark. Keep it all to yourself and you might end up with the reputation as the local Scrooge. You have every right not to give a penny of your money or your time, but most business owners want to be supportive at some level.

Perhaps you want to support a cause you're passionate about. Or you want to help those less fortunate than you are. Or maybe you simply want to give back to the community in gratitude for the support it's shown your business.

GETTING STARTED

"There is no price tag that can be put on being a good corporate citizen," says Richard Weinberger, CEO of the Association of Accredited Small Business Consultants. Businesses benefit when they adopt an ethic of social responsibility and doing good, he says, pointing out that giving companies have better employee morale, productivity, more effective marketing and a bump in quality service.

"Customers want to do business with companies perceived as doing the right thing," Weinberger says.

So sooner or later, you will have to make some choices.

"The first decision businesses need to make is whether they want to support an organization for philanthropic reasons, to further their own business goal or some combination," says Gail Bower, president of Bower & Co. Consulting in Philadelphia.

Bower helps businesses and nonprofits develop corporate sponsorships. Her expertise includes marketing and event and festival produc-

tion, and she's written the book *How to Jumpstart Your Sponsorship Strategy in Tough Times*.

THE RIGHT FIT

She suggests that if your reason is purely philanthropic, choose a charity that's important to your staff, customers or community.

Are your employees handy with tools? You could pay their wages for a shift working on a local Habitat for Humanity project or helping erect equipment in a park. (They might be willing to volunteer their services – but that has to be their choice. Requiring them to volunteer is unfair and likely to land you in legal trouble.)

Or you could support something that offers your business a spin-off benefit – perhaps sponsoring training programs in the kind of skills you hope to see in future job applicants at your shop.

If charitable choices garner goodwill for your business, so much the better. However, public relations may be just a side benefit, not your goal.

"Any type of donation associated with a company's name has PR value," says Weinberger. Of course, the price can vary too: "The name of a business on the back of a sports jersey is more noticeable than a name on a placard at a silent auction, so the cost and visible exposure must be balanced."

“For a small business to survive, succeed and grow, their communities must support them. In turn, businesses must also support their respective communities.”

Richard Weinberger

RAISE YOUR PROFILE

Giving isn't ultimately about advertising your products or services, Weinberger points out. If PR is driving your decision, look for opportunities that are more closely connected to your business.

Sponsorship can help there, says Bower. If you're trying to reach a new segment of customers, work with an organization that reaches those same customers. Is there a new subdivision in town whose residents might be potential customers for your septic services? Consider becoming a sponsor for the community playground or the annual neighborhood block party.

Of course, a lot of times your goal might be both philanthropic and promotional. In that case, "select an organization that can allow both," Bower says. "For example, perhaps the company has a strong environmental component to its brand. It may select a park or clean-water environmental organization."

John Tichenor, a management professor at Stetson University in DeLand, Fla., recommends aligning your giving with your overall mission.

Some do's and don'ts

Gail Bower, president of Bower & Co. Consulting in Philadelphia, offers these tips and cautions in deciding how you give back:

Do:

- Make the decision strategically.
- Check out the organization to make sure it is well run and successful.
- Seek partners to make the most of your contribution or sponsorship investment.
- Engage employees and/or customers through connection to the organization.
- State your philanthropic and sponsorship parameters clearly on your website.

Don't:

- Send a check and a logo or invest in a Gold, Silver or Bronze "sponsorship" and expect results. Get involved.
- Expect long-lasting visibility or results from one donation.
- Feel pressured to do everything.
- Make nonprofit organizations fill out online applications.
- Be afraid to be generous with the right partners.

to the area, Dayton would "basically tell them that 5 percent of profit was expected to be given back to the community," Tichenor explains.

But Weinberger points out that times change and you can't bank on a hard and fast number for giving. Instead, focus on the mission of your business and consider your overall goals when it comes to charitable giving. And when your situation changes due to market forces or a change in employee attitudes, get creative with other approaches. Options Weinberger suggests include in-kind donations, free

service work or giving employees time off to do volunteer work.

Take time to think through your choices – but don't just walk away from a decision about charitable giving.

"For a small business to survive, succeed and grow, their communities must support them," Weinberger says. "In turn, businesses must also support their respective communities." ■



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DRAW THE LINE

Some businesses donate a fixed percentage of annual profits to charity.

"I think 5 percent of profit makes sense as a standard," says Tichenor. Ken Dayton, the former CEO of the retailer Dayton Hudson – now Target – set the standard not only for his company but also for the business culture of his city, Minneapolis. When introducing new CEOs

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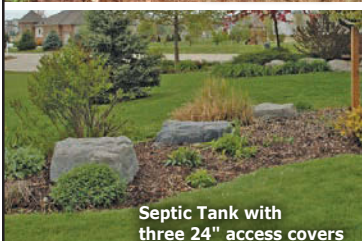


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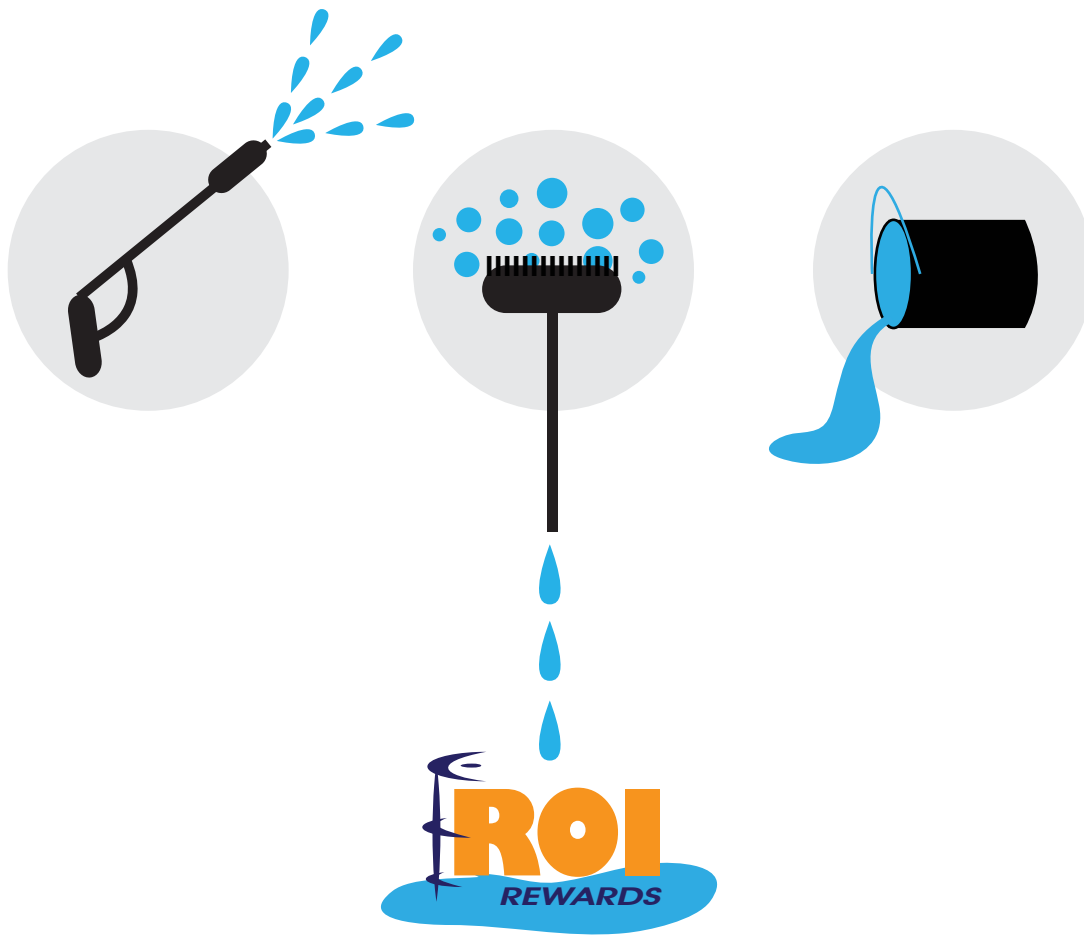
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio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

Beware of Unseen Trouble Below

Mistakes in confined-space entry situations claim lives every year. Take all necessary precautions to work safely inside septic tanks and excavation sites By Jim Anderson

A few months ago I addressed some safety concerns for onsite system service providers and inspectors. As I continue to travel around the country to speak to wastewater professionals, I hear from contractors who talk about the need to enter tanks to complete repairs to baffles and other components.

At the same time, not a year goes by without reading or hearing about someone dying when entering a septic tank without adequate confined-space training or equipment. Sadly, very often there are multiple fatalities in these cases as someone enters the tank in an attempt to save the person overcome by dangerous fumes.

Any enclosed working area faced by onsite professionals should be considered dangerous, but the confined space most associated with septic service technicians is the septic tank. By definition, a confined space is an area with limited entry and exit that contains known or potential hazards, has poor natural ventilation, and is not designed for continuous human occupancy.

Deep excavations to access septic tanks or pump tanks present some of the same confined-space hazards in addition to the potential for collapse of the excavation. Worker safety laws require special precautions, equipment and training for entry into confined spaces.

THREAT OF TOXIC GAS

When faced with a confined-space situation, three primary sources of concern come to mind: oxygen deficiency, toxic gases and explosive conditions. Suffocation caused by oxygen deficiency is due to the biological and chemical activity in the tank consuming oxygen. In addition, the percentage of oxygen in the air is reduced due to the formation of gases such as carbon dioxide and methane.

The atmosphere contains 21 percent oxygen. At 14 to 16 percent, the safe exposure limit is eight hours. For a short time humans can tolerate levels as low as 12 percent. At 7 percent the condition is fatal. An oxygen deficiency meter should be used to determine if levels are sufficient.

Toxic gases that are common in septic tanks and other system components are hydrogen sulfide and carbon dioxide. They are both formed during anaerobic decomposition occurring in the septic tank. Hydrogen sulfide can be detected by the distinctive rotten egg odor; the problem is that the sense of smell is lost quickly as the concentration of the gas increases. Hydrogen sulfide gas can be detected by a hydrogen sulfide detector or lead acetate paper.

Not a year goes by without reading or hearing about someone dying when entering a septic tank without adequate confined-space training or equipment. Sadly, very often there are multiple fatalities in these cases as someone enters the tank in an attempt to save the person overcome by dangerous fumes.

Carbon dioxide, on the other hand, is an odorless and colorless gas. It is heavier than air so will be found at the bottom of the tank. In general, if oxygen levels are sufficient it usually means that carbon dioxide will be in the safe range.

NO SMOKING

The most common explosive agent found is methane. Methane is colorless and odorless and is not toxic but can cause oxygen depletion. It is explosive at concentrations of 5 to 15 percent. Everyone has a story about an explosion triggered by someone smoking around the tank while pumping. That is a good reason service providers should not smoke while pumping a tank. Recognize the risk of explosion and refrain from using electrical tools or any items with sparks or flames until the situation is safe.

A confined space must be adequately ventilated using blowers and large-diameter flexible hose before worker entry. The person entering the space should be secured with a lifeline attached to a safety harness. Appropriate lifeline materials are 3/4-inch manila, 1/2-inch nylon or 1/2-inch polypropylene. Two physically able people should remain on the surface when someone enters a tank.

The confined-space rescue of a person not wearing a lifeline should only be undertaken by someone wearing a self-contained breathing apparatus and a lifeline, or after proper ventilation of the space. Generally two fatalities occur when someone enters the tank to save a worker without following these guidelines. Make sure this does not happen to you!

Confined-space training programs are available through state worker safety offices. If you frequently encounter confined-space situations or deep excavations, make sure your entire crew has the proper training and that all necessary safety equipment is available. ■

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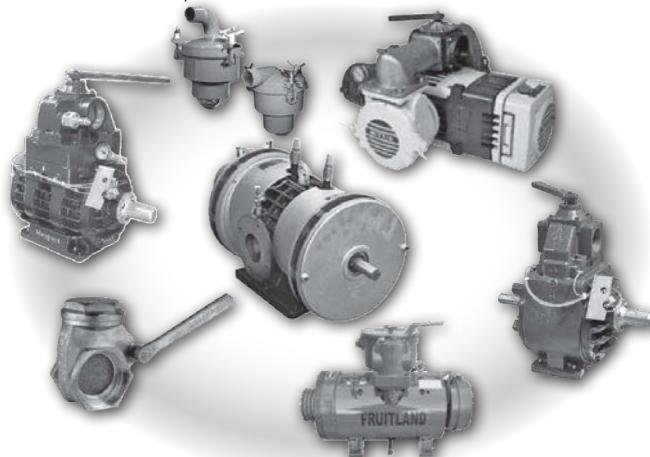
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FROM THE WASHING MACHINE TO THE FLOWER GARDEN



For the first Mercer University project, drip trenches were dug first and not filled until the connections and every other aspect worked. This system was the senior design project for Kristina Deer, center. Sarah Dorminy, left, helps lay tubing, while Micah Esmond works in the background. (Photos courtesy of Philip McCreanor)

Graywater reuse projects in drought-stricken Georgia could help conserve a precious resource and identify a new installation service for septic system contractors

By David Steinkraus

A few years ago, Georgia residents were suffering through one of the worst droughts in the state's history. The reaction from Mercer University students, Habitat for Humanity and the state may change Georgia's water rules and create a new service for companies that build and maintain decentralized wastewater systems.

The response from Mercer, in Macon, Ga., was to look for effective systems to recycle graywater, the slightly dirtied water that has been used to wash dishes, clothes or faces in a home. Students were interested in the topic, says Philip McCreanor, an associate professor of engineering and director of the Mercer engineering honors program. At the same time, the local Habitat for Humanity chapter was open to the idea, and it had homes ready for construction during the academic year so students could design the systems and help with the installation.

In the Habitat houses, a collection of tanks, pumps and distribution pipes bring much-needed irrigation to lawns and landscapes. For McCreanor and the State of Georgia, this is an experiment to see what types of graywater recycling concepts work.

GETTING STARTED

It helped that Habitat was doing new construction. McCreanor's students could design a graywater system without the complications of fitting it into an existing house. The complication they did face was creating a system both permanent and impermanent. "We had to build something that was permanent enough to last forever, but on the flip side it had to be removable so if we decided the experiment was not going the way we want, we could take it out without serious changes to the structure," McCreanor says.

(continued)



Philip McCreanor, associate professor at Mercer University, installs one of the corner connections of a dripline at a Habitat for Humanity house in Macon, Ga.

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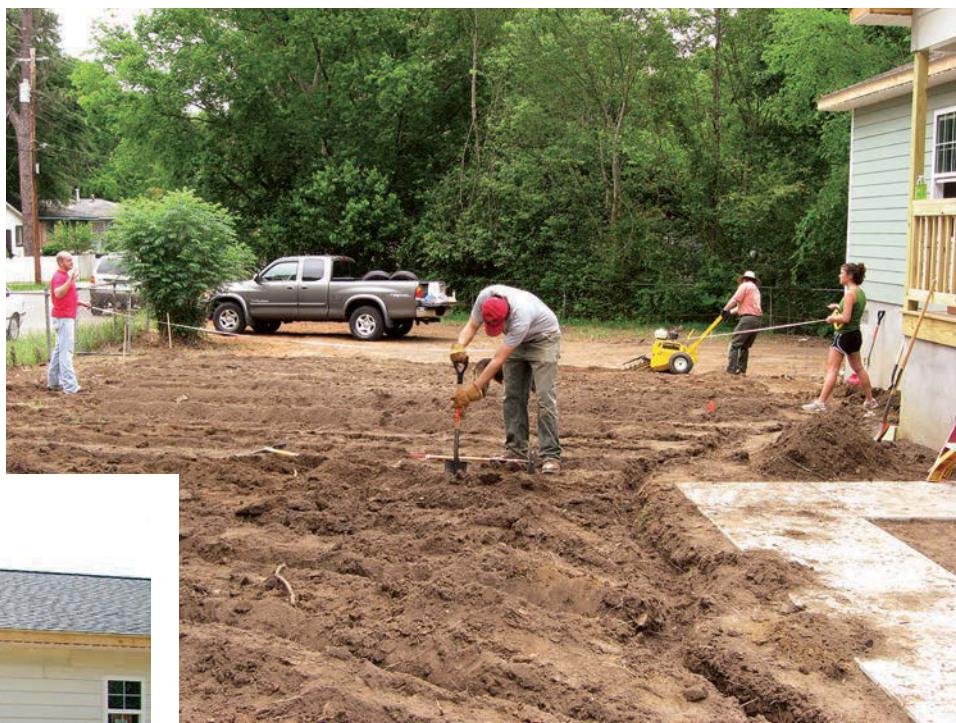
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Right: At the first Mercer University project, students Brandon Cavendish, far left, and Sarah Dorminy, right, check the length of trenches for the graywater dripline. Kellin Bershinsky, with shovel, works on the dripfield, and Philip McCreanor operates a Vermeer trencher.

Below: The second graywater system installed by the Mercer University project team includes a sump tank that collects water from the home and discharges to the treatment tank through a pipe that was installed after this photo was taken. The tanks were placed beyond the dripline from the roof, and a rock bed behind them prevents soil erosion.



One of the experimental systems was installed about four years ago. The second went in during the spring of 2013. All graywater coming out of the homes is routed into above-ground tanks. These are easy to change for trying out other options, and if there was to be some failure of the system, water would flow by gravity into the city sewer.

There are two tanks, each 225 gallons. One serves as a settling tank and overflows into the second, which is a dosing tank. The first system, which went in about four years ago, incorporates a bristle filter. The second uses a Tuf-Tite EF-4 filter. Using different filters is part of the experiment. McCreanor suspects the characteristics of solids in graywater are different, and lint in particular will settle less readily than solids in blackwater.

One concern is to keep the graywater moving because if it sits too long it turns septic. It needs to sit more than a day but less than a week to promote settling but avoid the onset of anaerobic decomposition. The dosing tank is a demand system. A timed-dose system could be filled beyond capacity if residents did several loads of laundry before the dosing pump came on, McCreanor says.

From the dosing tank, water goes into standard drip tubing, 800 to 1,000 feet of Geoflow. The amount of tubing was calculated with standard numbers that assume usage of so much water per person per day from a house of a certain size. At this point it looks like the systems are oversized by 50 to 75 percent, McCreanor says. A five-bedroom, seven-occupant property has a low-flow washing machine that puts out only about 10 gallons of water per load instead of the approximately 50 that is typical.

The dripline is set up for a constant forward flush to scour solids from the tubing. This required only a slightly larger pump and saved money by eliminating the solenoid valves and controller required for a timed back-flush, McCreanor says.

At the outset, the design team did consider reusing the graywater inside the homes, he says, but they abandoned the idea because of the cost of putting graywater and potable water supply lines next to each other. If graywater was to be used for flushing toilets, a potable supply line would be required in case the graywater reserve was depleted. That means a level-control system and a back-flow preventer for starters. Recycling graywater for laundry would create an issue of clothes picking up scent from lint. Utilizing the graywater for landscape irrigation eliminated such concerns.

“ We had to build something that was permanent enough to last forever, but on the flip side it had to be removable so if we decided the experiment was not going the way we want, we could take it out without serious changes to the structure. ”

— Philip McCreanor

CHANGING USAGE RULES

When the State of Georgia granted McCreanor permission to run experiments, it was looking for results to inform its rule making, says Chris Kumnick, program director for land use in the state Department of Public Health. Alterations suggested by McCreanor's work may be quickly incorporated into Georgia's Manual for On-site Sewage

Management Systems. The Legislature left that responsibility with the department and its 15-member technical review committee composed of three state regulators and various outside professionals, such as a developer, an installer, an engineer, an environmental health specialist and a soil scientist.

There are already rules for graywater reuse, but the severe drought and concerns about the effects of climate variability are causing people to rethink those, Kumnick says. The manual currently allows a single-compartment, 500-gallon tank minimum for graywater, and while subsurface drip irrigation is allowed, water used for that purpose must be aerobically treated.

(continued)

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"So Phil was looking at the rules and questioning them," Kumnick says. "He wanted to put a system in the ground and play with it. What happens when you modify the minimum tank size? What happens when you modify the treatment? So he's trying different things to maybe reduce the cost and get the same performance."

Some manufacturers have wanted experimental approval for products but have objected to the amount of information they must accumulate and the amount of time needed to do that, Kumnick says. But Georgia has geology that varies from mountainous to ocean beach, and an experimental system running in one region for a few months will not provide enough information to predict its effectiveness when used across the state and justify a change in the rules, he says. Another benefit of McCreanor's project is its survey of the actual user activity, he says; for example, how often they clean a washing machine filter.

Right: Student Lexington Belyeu guides the Vermeer trencher through heavy Georgia soil.

Below: Students finish the drip system at the second Mercer University graywater project. Davis Lacey, left, puts in an irrigation control box. Each zone has one so researchers can measure the pressure and drip rate for the experimental system. Working with Lacey is Laura Lopez Sosa.



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McCreanor challenged the assumptions in the current rules, and Kumnick says that's good because the state does not have the manpower or time to review everything. "We encourage people to bring up this or that sentence. If someone really isn't challenging or pushing, we're not looking into it."

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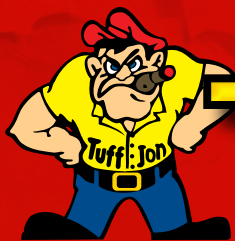
For customers, the benefits of McCreanor's work may come in the form of a more economical and intelligent way to manage water.

Under current rules, graywater systems are not cost-effective for single-family homes, says Matt Vinson, who owns Vinson Septic Solutions, and who installed the Aquaworx Intelligent Pump Controller panel that runs one of McCreanor's graywater systems. For larger structures – multifamily homes, commercial buildings – reuse is economical and seems to be gaining in popularity, Vinson says.

Dart Kendall, who owns Advanced Septic in Acworth, Ga., and donated the Geoflow tubing for McCreanor's project, sees great potential in graywater reuse systems. This is a technology installers should get behind, he says, because drip irrigation provides much better water use. Installers should also become involved with regulators now to make sure rules are well-written and to avoid the greater trouble of trying to revise them later.

Kendall envisions great possibilities for onsite installers to promote graywater systems to complement decentralized wastewater treatment systems and public sewers, essentially finding far broader markets for their services and helping conserve reuse of a precious resource.

As McCreanor's work in a sewer area demonstrates, Kendall says, "There's a potential for septic tank guys to turn right around and go back into the areas we lost to sewers." ■



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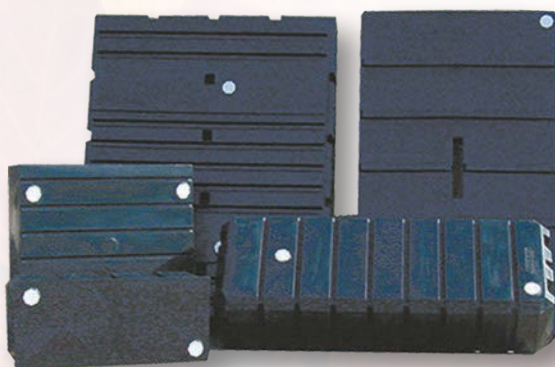
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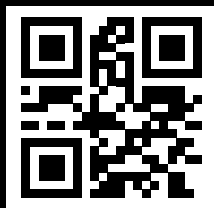
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We Need Inspection Standards

Connecticut decentralized wastewater professionals work with state officials to set effective system-evaluation protocols **By Doug Day**

In December 2002, Janice Cavanaugh was preparing for the Christmas holiday when her septic system failed. While the onsite system was being replaced, a sanitarian and member of the Connecticut Onsite Wastewater Recycling Association (COWRA) stepped in and halted a poor installation job. Cavanaugh was thankful for the professional oversight.

Little did Cavanaugh know at the time that five years later she would become the executive director of the organization of onsite professionals in a state where 40 percent of residents are dependent on septic systems. While she does not have an onsite wastewater background, Cavanaugh is a consumer who uses a septic system and appreciates the important role played by the members of COWRA in protecting the environment, public health and consumers.



Contact Janice Cavanaugh at 860/267-1057 or cowraonline@yahoo.com.

What did you do when your septic system failed?

Cavanaugh: I did as anyone would do; I got out the Yellow Pages. I was just your average consumer. The local sanitarian, Thad King, was experienced and knew the installer was putting in an inappropriate system that was going to fail, and the fill he was using was junk and was not going to work. Thad fought with the installer and finally told him to stop and take out everything. The installer was really taking me for a ride and the inspector knew it. If not for [King], I would probably have had to install another septic system by now.

Inspections have become a big issue in Connecticut recently. How did that come about?

Cavanaugh: Two years ago, legislation was proposed that would have required a septic inspection for the sale of any commercial or residential building with a septic system. That sounds like a great thing for our industry. However, Connecticut doesn't have a law about who can be a septic inspector; anyone can call themselves an inspector. And there is no protocol for doing inspections. There is suggested guidance, but nobody really knows what a septic inspection is in the State of Connecticut.

We have a lobbyist, David Evans, who has helped us for many years. Because he found out about this bill early, we were able to get to the committee meetings to inform legislators why it wouldn't work. Everyone was up in arms about the bill and it died in committee.

It is a great idea for the industry because it will bring in work. It's a great idea for consumers because they are going to pay the price for a bad inspection. So the state asked COWRA to help put together an inspection program, and that work is underway. One of our board members, Gary Yuknat of Shoreline Sanitation, is heading that up for us as a member of the state's Code Advisory Committee. It is in its infancy and will take a long time.

Gary, how is that work coming along?

Yuknat: We're putting together some prescriptive methods of septic inspection. There is no one way to do an inspection, so everybody goes off on their own. It could be a two-minute inspection or four hours. We've been working on it for about a year and it's moving forward. The challenge is how you determine a result. Everyone is looking for a definitive answer. Things aren't pass-fail in this business, sometimes they are a little more subjective because there are so many variables.



Gary Yuknat

Are there other issues on the horizon in Connecticut?

Cavanaugh: The Department of Public Health is writing new technical standards for residential and smaller systems that are going to come out in 2015. We have a very good relationship with the Department of Public Health

[standard septic systems] and the Department of Energy and Environmental Protection [alternative treatment systems and those greater than 5,000 gpd]. They are a great group of people who really care. But sometimes, things sound really good in theory but don't work in practice. Getting the people who make the laws sitting down with the people who are installing the systems is very conducive to coming up with policies that work for both.

Yuknat: The Code Advisory Committee updates the standards every couple of years. A lot of it is because of new technologies and when we discover some changes that need to be made on things that have been approved. There is nothing big coming, just some fine-tuning.

Cavanaugh: I don't know how

people who aren't members of COWRA stay up to date with changes to the laws and guidance. Our 340 members represent a much larger number of onsite professionals in their companies who care about their work product and a standard of excellence, those people who want to go out and do the right thing. But there are around 2,800 licensed installers in the state.

Our membership is made up of pumpers, installers, cleaners, local sanitarians, regulatory officials, civil engineers, suppliers and those who do

“One of the problems in Connecticut is that the economy hit the housing market so badly. We used to have 60 to 80 people taking our installer classes. The last few years it's been around 30 ... It's been very hard for young people trying to enter the field.”
- Janice Cavanaugh

inspections. We want a real good working relationship between the industry and the regulators, especially the local sanitarians. Many of them have never installed a septic system; it would be nice if they took our courses so they knew what we were dealing with.

What is COWRA's role in training onsite professionals?

Cavanaugh: We have a Septic Installer School that we do as a courtesy to the state because they don't have a training program for people to get a license. The state approves our study guides to make sure we are teaching the information that is needed.

The class meets on six consecutive Thursday nights for 3 1/2 hours, with one night set aside for a Pumper/Cleaner School that includes people who just want to do that and don't need the installer license.

One of the problems in Connecticut is that the economy hit the housing market so badly. We used to have 60 to 80 people taking our installer classes. The last few years it's been around 30.

One reason is that part of the license requirement is that you do four installations under someone else's license and have a local sanitarian sign off on them. That's a great internship and shows that you can put in a viable system. But with the housing market, we don't have many installations. It's been very hard for young people trying to enter the field.

We do have experienced installers taking the course sometimes. Not to take the test again, but just to learn the material. The industry isn't what it was years ago and there are no continuing education credits required in Connecticut.

The state does offer classes such as a really good course on soil testing. It's a great program and we suggest our members take it because it's real helpful if an installer has a good understanding of soils. The state has suggested that they would like some continuing education requirements and I believe there will be in the future. ■

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California

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

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Florida Onsite Wastewater Association
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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.maineese.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

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www.ohioonsite.org; 866/843-4429

Oregon

Oregon Onsite Wastewater Association
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Pennsylvania

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Pennsylvania Onsite Wastewater Recycling Association
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Pennsylvania Septage Management Association
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Tennessee Onsite Wastewater Association
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Texas On-Site Wastewater Association
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New Brunswick Association
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www.nbaowp.ca; 506/455-5477

Nova Scotia

Waste Water Nova Scotia
www.wwns.ca; 902/246-2131

Ontario

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

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

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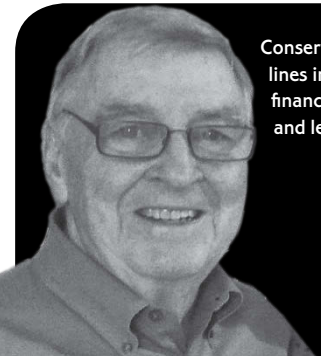
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Nominate an Industry Leader for the Excellence in Service Award

By Dhru Bhatt

It's time to prepare nominations for the NAWT Excellence in Service Award. The award is presented annually at the state association breakfast during the 2015 Water & Wastewater Equipment, Treatment & Transport Show (WWETT). At the same time, the Ralph Macchio Lifetime Achievement Award will be presented. The breakfast will be Feb. 25.

The NAWT Board established the Excellence in Service Award in 2010, replacing the "Man of the Year" award to reflect the changing industry and provide the opportunity to recognize any individual or company the NAWT Board feels has exhibited exceptional service to the wastewater profession. The nomination criteria and instructions are provided below. Nominations should be submitted by Nov. 1.

BASIS FOR AWARD

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

Nomination criteria

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

- Significant contribution to the wastewater profession and/or to NAWT.
- Commendable service during a significant community or national event in the last several years.
- Accepting additional responsibilities that benefited the community or wastewater industry.
- Actions performed were above and beyond the call of duty.
- Providing inspiration to others.
- Exhibiting exceptional leadership.

Nomination instructions

Who can nominate?

- NAWT members in good standing with personal knowledge of the accomplishments of the nominee.
- Liaisons from NAWT-affiliated organizations with personal

knowledge of the accomplishments of the nominee.

- Nonmembers may make recommendations through any NAWT member or liaison.

Who can be nominated?

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

When to submit nominations:

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

Documentation required:

- An Excellence in Service Award application form, which can be obtained by:
 - Calling the NAWT office at 800/236-6298
 - Emailing info@nawt.org
 - Downloading from the NAWT website at www.nawt.org
- A nomination letter explaining why the nominee should be considered based on the award criteria and signed by the nominating individual.

The 2015 Hapchuk Scholarship Assignment

The assignment for the annual William Hapchuk Memorial Scholarship is now posted at the NAWT website, www.nawt.org. The scholarship was created to remember William Hapchuk, a longtime supporter and champion of the industry, and to provide support to industry children and relatives to further their education.

Current college students are eligible for the \$1,000 scholarship. Visit the website for a scholarship application. The deadline for submissions is Jan. 1. ■

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



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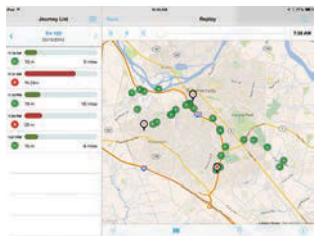
Office Technology and Software, Portable Sanitation

By Craig Mandli

FLEET MANAGEMENT

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TAC Online and web stations from **Clear Computing** provide anytime, anywhere access, minimizing productivity delays. Moving to cloud operations allows companies to be freed from being tied to the office and the responsibilities for computer operations and IT support. The business can be managed remotely, and communication with customers and drivers occurs with paperless, real-time information. Operations and customer support are improved with service notifications and a customer portal, enabling issues to be resolved quickly. **732/747-0113; www.clearcomputing.com.**



CLOUD-BASED VEHICLE TRACKING SYSTEM

The **Reveal** GPS vehicle tracking solution from **Fleetmatics** is designed to drive savings and improve productivity for virtually any mobile workforce. The cloud-based platform includes native apps for iPhone and Android, providing visibility into field

activity and actionable insight into driver behavior and workforce productivity. **704/716-7662; www.fleetmatics.com.**

FLEET AND ASSET TRACKING SOFTWARE

GPS Insight fleet and asset tracking software allows management professionals to have complete visibility into mobile operations to reduce costs and drive efficiencies. It tracks delivery trucks and portable restrooms, providing a customizable software that allows operators to gather information in a variety of ways. **480/663-9454; www.gpsinsight.com.**



FULLY INTEGRATED FLEET TRACKING SYSTEM

The **Smart Antenna** fully integrated fleet tracking system from **GPS North America** has advanced routing capabilities to reduce costs and improve efficiency. The tamper-proof, scalable hardware is discrete and easy to install. Its easy-to-use routing feature allows personnel to optimize driver routes to decrease fuel usage, unnecessary overtime and vehicle wear and tear, while increasing customer service. Routes can be saved, edited, scheduled up to 30 days in advance and dispatched to drivers with turn-by-turn navigation. It can run reports on driver behavior, set alerts for vehicle maintenance and locate vehicles in easy-to-use Web and mobile apps. **888/760-4477; www.gpsnorthamerica.com.**



CLOUD-BASED FLEET TRACKING

NexTraQ cloud-based, comprehensive fleet tracking allows managers to easily schedule jobs, dispatch them to vehicles and send messages to and from workers in the field. Included is the Job Schedule Board, which offers a drag-and-

drop feature that accelerates and simplifies other time-consuming methods of assigning jobs,

all from one screen. It also shows pending jobs and appointments, as well as employees' availability and status of their current jobs. ClearPath optimized routing takes all locations and stops in a vehicle's route and orders them to create the shortest route, which can then be sent directly to the driver via a personal navigation device or the NexTraQ Connect mobile app. **800/358-6178; www.nextraq.com.**

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CASE STUDIES

CASE STUDY: GPS SYSTEM CURTAILS TIME MISMANAGEMENT, CUSTOMER COMPLAINTS

Problem: As part of New Jersey's Storm Water Act, the Atlantic City Public Works Department was required to keep track of how many streets or road miles the department cleans annually. Public Works Director Paul Jerkins sought an efficient and cost-effective solution. A typical routine was for the city's trash trucks to begin their various routes at 5 a.m., complete their pickups around 9:30 that morning, then dump their loads in a designated place outside the city and return to the shop about 1 p.m. That indicated that the trucks were either parked or driving around local neighborhoods. "We really had no way to track that," Jerkins says.

Solution: The municipality chose to install a GPS tracking solution from **A & D Technology**.

Result: The installation has effected a change in the department's trash truck travels. "Now our drivers have their routes completed and are back parked in our city yard by 11 a.m.," says Jerkins. "Not only does this save taxpayer dollars in gas because the drives around the city have been curtailed, but it has stopped the resident complaints about our vehicles being parked where they should not be parked." The city can now track where their sweepers and trucks are, how many miles per day are cleaned, and at the same time have proof that the units are cleaning and servicing areas they are supposed to clean. **888/628-6261; www.navman1gps.com.**



CASE STUDY: REAL-TIME GPS TRACKING INCREASES ACCOUNTABILITY

Problem: J.R. Inman, vice president of Northwest Cascade Inc., the operator of Flohawks Plumbing & Septic and Honey Bucket portable restrooms, wanted better accountability of where his vehicles were at any given time, plus the ability to verify the mobile team was on the job if customers had questions.

Solution: Inman turned to **US Fleet Tracking** initially because the company offered 10-second real-time tracking and a software package, including instant viewing of jobs entered on-screen by dispatchers for him to see technicians' promptness and length of time spent at each job. "We know who's there and what's happening just by looking online; we can ensure we're delivering on what we promise our customers," he says.

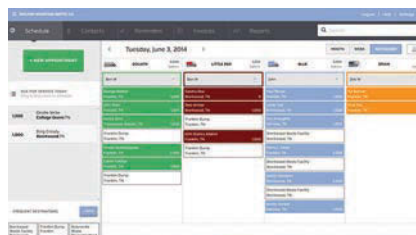
Result: Accountability and verification have taken an upturn. "The problem of having to guess where our fleet is, or communicate constantly to see if a job is finished is now handled by just looking online at the system," says Inman. "An added advantage we didn't count on is that we now verify all our service tickets with the fleet tracking Historical Playback or Start and Stop reports. We see how long our driver was there, and any customer questions that arise, we can show them. It's very accurate, and neither the company nor our client has to rely on hearsay." **405/726-9900; www.usfleettracking.com.**



FLEET MANAGEMENT

RENTAL MANAGEMENT SOFTWARE

The **Service Module** and **Mobile WorkForce Module** from **Point-of-Rental Systems** utilize mobile technology to document missed services and show completed services in real time. With any smartphone, tablet or laptop and a wireless barcode scanner, drivers can scan equipment to keep route statuses current and accurate, making adjustments when service requirements change. Personnel can open the service contract from the job site and scan the barcode on the unit to mark the service completed. The task is instantly reflected in the contract, automatically noting the latitudinal-longitudinal location as well as the date-time stamp. Automating service scheduling and routing that would otherwise require extensive managing eliminates the need for paper to be delivered back to the office. **972/602-9819; www.point-of-rental.com.**



OFFICE SOFTWARE PROGRAM

The **Tank Track** office software program for septic businesses has a simple, user-friendly design that helps business owners manage customer information and schedule appointments quickly and easily. Users can customize many aspects of the program to meet their own needs, such as products and services that they provide, as well as invoice details. Users can keep customer contact info up-to-date, manage scheduling, track property information, map truck routes, see when properties are due for service, generate pumping and dumping data, and print invoices. The online format allows users access from any location with an Internet connection. Pricing is a straightforward monthly rate based on the number of trucks, and all levels of subscriptions include unlimited users and workstations, free data storage, unrestricted local backups, setup assistance, and customer service. **888/704-1335; www.tank-track.com.**

TELEMATICS PLATFORM

The **V3R** telematics platform from **Zonar Systems** provides vehicle tracking combined with operating information for vehicles working in harsh conditions. It has a durable hard casing to withstand harsh shaking and shocking inherent in rough terrain. Easy to install, the GPS device meets IP67 and IP69K ratings, making it dust-tight and able to withstand high-pressure and steam cleaning. Sealed, watertight connectors ensure reliable connectivity with the vehicle under all weather conditions. It can endure temperatures from -40 to 185 degrees F and will function properly in environments up to 95 percent humidity. Reports and alerts for asset location, speed, idle time and geo-fences help fleet managers monitor daily activities. The automatic hour meter, based on ignition status, helps track the need for preventive maintenance and provides data for billable hours. **877/843-3847; www.zonarsystems.com.**



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ROUTING SOFTWARE

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The **Summit Automatic Decision Mapping and Dispatch** add-on from **Ritam Technologies** sends work orders and service data, balancing loads between drivers with truck capacity in mind, and respect for customer time commitments, minimizing overtime and optimizing routes for most efficient travel. The results are sent through the mobile dispatch link to each driver's mobile device. Instantly, drivers have their routes with the best service sequence, turn-by-turn directions, street-level maps and feedback to the office at each service stop. Real-time GPS-type tracking of the mobile device throughout the day and end-of-day profit, expense and fuel reporting is available. **800/662-8471; www.ritam.com.**



ROUTING APPLICATION

The **RouteOptix Android App** allows the driver to key notes regarding locations, change service details, record delivery/pickup details and enter tickets from disposal facilities. Equipment location can be updated with the press of a button. Voice-activated directions are available utilizing Google Maps. Four pictures can be associated with each stop. Any documents produced in the main application, such as work orders and signed receipts, can also be electronically produced, signed for and emailed from the Android device. All activities performed on the device are updated in real time in the office. The actual GPS vehicle location is also updated in real time. Live date/time stamps, including driver start/end time, mileage and on-site time, will also be updated, providing accurate production statistics. **866/926-7849; www.routeoptix.com.**



MOBILE MANAGEMENT APPLICATION

The **StreetSmart** suite of configurable mobile apps and a Web-based management application from **Xora** allows managers and office personnel to analyze performance for better decision making, faster routing and more efficient customer service. Among the mobile apps are Mileage Manager, which streamlines mileage and expense submission and analysis; Mobile Timesheets, which save time and reduce errors; Mobile Jobs, to reduce phone tag and manual paperwork; and Mobile Forms that include photo and electronic-signature capture capabilities for proof of service. The cloud-based model allows companies of all sizes to integrate the apps with their own back-office systems. **877/477-9672; www.xora.com.**

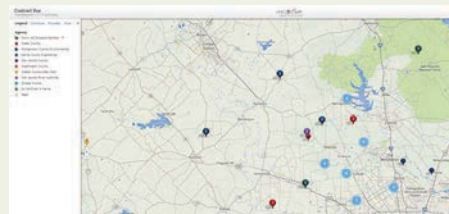
CASE STUDY

CASE STUDY: SEPTIC PUMPER USES SOFTWARE TO INCREASE FUEL ECONOMY

Problem: It was a hot day last June, and Judy Malone with A & M Septic in Valley View, Texas, was making her typical round of service calls. She had used an entire tank of gas in her Chevy pickup and realized she would need to fill up before heading home. With fuel prices creeping higher, she began to look for ways to save.

Solution: Malone decided to call Jon Denney with **SAFE Software** and see if there was a way to utilize the mapping portion of the program to reduce her driving and fuel consumption. Denney showed her how to export her scheduled inspections to a Microsoft Excel spreadsheet and then upload it into a website that would create an interactive map that could be saved to her computer, sent to her smartphone and used on her tablet in her truck.

Result: After doing this for a week, Malone cut drive time in half, while seeing twice as many customers per day. **800/604-7351; www.thesafeprogram.com.**



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Heffernan Insurance Brokers offers a limited pollution endorsement to their general liability policies by their two lead insurers. Pollution coverage is also offered on general liability and auto coverage. The coverage is ideal for big jobs that require pollution coverage. **800/208-6912; www.heffins.com.**

INSURANCE WITH ONLINE RISK MANAGEMENT

Insurance plans from **LaPorte & Associates** are available for the entire waste and environmental industry. The company merges its online risk management tool and insurance services, including real claims support. A demo of the online risk management tool is available. **971/207-7763; www.laporte-insurance.com.**

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The **Glacier II** portable restroom from **Five Peaks** has an ultra-smooth door and sidewalls, making it easy to clean. Extra-deep molded-in grab handles are located in all four corners for ease of maneuverability. It is manufactured from durable, high-density polyethylene with UV-stabilizers, with a twin-sheet heavy-duty door and jamb with integrated hinge and return spring. The 65-gallon tank has sloping lines to keep the tank top dry and clean. It comes standard with a hover handle, oversized mirror, integrated vents, two shelves, gender sign, coat/purse hook, beverage holder and three-roll toilet paper holder. **866/293-1502; www.fivepeaks.net.**



FOUR-PERSON URINAL

The **Kros** urinal from **Kros International USA** has built-in partitions to allow four men to urinate simultaneously with privacy. It stands 6 feet 6 inches tall and has a reinforced, stable 3-foot-6-inch square base with dual forklift slots for easy transport. It weighs 188 pounds and has a 100-gallon integrated tank, and can be easily moved by one operator with a hand



truck. It can be used for events or to curb public urination problems in urban settings, decrease the load on portable restrooms and shorten waiting lines. **855/576-7872; www.krosinternationalusa.com.**

SERVICE VEHICLES/TANKS/TANK CLEANING

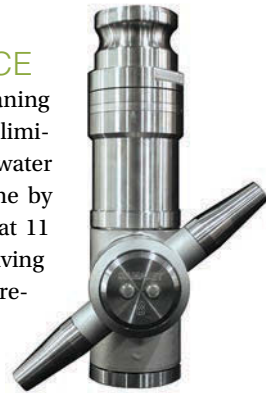
PORTABLE RESTROOM VACUUM SERVICE UNIT

The **WorkMate** portable restroom service truck from **FMI Truck Sales & Service** has sidewinder tanks with consistent, equal weight distribution, extending brake life and improving handling. Two food-grade poly water tanks are plumbed to provide brine, freshwater, premix or any combination of fluids with no corrosion or rusty water. The ergonomic workstation with over 60 cubic feet of storage saves both time and effort during the workday, minimizing restocking and driver movement. It can carry four restrooms on the bed, and the modular design allows components to be easily replaced or transferred if damaged. The vacuum system is plumbed using hot-tar hose and Masport components. Marine style wiring is used, and all electrical systems are contained in a watertight panel with automatic-reset circuit breakers. Each system is color-coded and individually loomed. **800/927-8750; www.fmitrucks.com.**



AUTOMATED TANK-CLEANING DEVICE

The **EZ-8** automated rotary impingement tank-cleaning device from **Gamajet**, part of the **Alfa Laval Group**, eliminates the need for manual cleaning, while reducing water and chemical usage by 85 percent and cleaning time by 80 percent. It is compact and easily maneuverable at 11 inches tall and 14 pounds. This allows for space saving while maintaining the impact, durability and range required for optimal impingement tank cleaning. It is available with directional nozzles that concentrate power downward, enabling grease and other debris at bottom corners of tanks to be blasted away quickly and more efficiently. Operating between 50 and 300 psi and 50 to 120 gpm, it has a cleaning range between 35 and 50 inches, and cleans a tank in 8 to 12 minutes. **610/408-9940; www.gamajet.com.**



PORTABLE RESTROOM SERVICE UNIT

The **PMT980** portable restroom service unit from **Imperial Industries** has a steel two-compartment tank with a 680-gallon



waste and 300-gallon freshwater capacity. It is available in two models: a standard truck-mounted unit with a Masport HXLV4 vacuum pump or a modular unit with a Masport HXL3V vacuum pump and 9 hp Honda gas engine. The modular unit is a self-contained unit that can be mounted on a standard chassis frame or a flatbed. The modular unit comes complete with the electrical package and is prewired and plugs into a standard chassis trailer outlet adapter. **800/558-2945; www.imperialind.com.**

SERVICE VEHICLE

The **Portable Restroom Service Vehicle** from **Ledwell** has a coated freshwater tank interior, 20-inch manway on the fresh compartment, dual self-supporting restroom carrier, 160 cfm direct-drive vacuum pump, Burks DC-10 washdown system, spring-loaded Han-nay hose reel, large weather-resistant locking storage cabinets, a 3-inch pressure/suction discharge, 50 feet of 2-inch suction hose with ball valve, pressure off-load capability and a 2-inch driver's side bucket fill. It has several vacuum pump and custom component choices. **888/533-9355; www.ledwell.com.**



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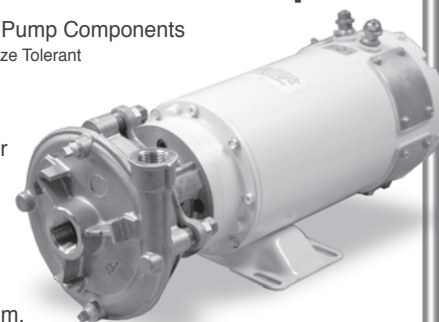


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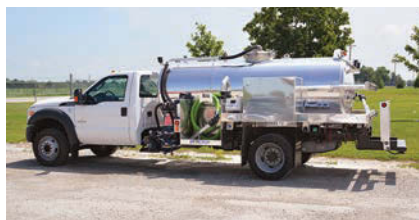
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Portable restroom service trucks from **Lely Tank & Waste Solutions** are available in aluminum tank construction for extra payload capabilities in a variety of capacities, or steel construction for extra-long life and durability. Ergonomic workstations are available on either type, with easy bucket filling allowing for more service with less fatigue. The station has a chemical and water spout for easy access and easy water tank refill. A remote-mounted switch panel allows for control of the vacuum pump, lights and water pump from one position. A variety of vacuum pumps are available. A two-unit fold-up restroom rack is standard, including lights and markings for legal operation at night. **800/367-5359; www.lelytank.com.**



RESTROOM SERVICE TRUCK TANK

The 1,200-gallon, two-compartment portable restroom service truck tank from **Mid-State Tank / Arthur Custom Tank** is available in aluminum or stainless steel. Several standard sizes

range from 1,000 to 2,200 gallons. **800/722-8384; www.midstatetank.com.**

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The **VP Series** service truck from **Pac-Mac, a division of Hol-Mac Corporation**, comes with a 2,500-gallon tank with 66 inches OD and 156-inch shell length (also available in 1,500, 3,000, 3,500, 4,200, 4,500 and 5,000 gallons), a 1/4-inch thick shell and 5/16-inch nominal thick heads, right-angle drive pump system, 20-inch rear clean-out manway, 20-inch top manway, manway ladder with safety tread, bolt-on baffles and hose trays with drains, rear hose hooks, 4-inch intake and 6-inch discharge, and a premium two-component epoxy primer-sealer and polyurethane topcoat in solid and metallic colors. Options include a hydraulic-drive jetting system, 36-inch rear clean-out manway, multiple toolboxes, bed-liner applied to hose trays and tank, a chemical-resistant two-part epoxy interior liner, safety beacon, rear sump and stainless steel float level indicator. **800/844-3019; www.e-pac-mac.com.**



PORTABLE RESTROOM SERVICE TRUCK

The **Princess II** portable restroom service unit from **Keith Huber Corporation** is

equipped with a 160 cfm vacuum pump, rear restroom carrier gate and four large, water-resistant cabinets with more than 30 cubic feet of storage space. It has a 1,500-gallon tank with 1,100-gallon waste/400-gallon freshwater capacity, a pressurized water system with a 12-volt motor-driven pump that delivers 45 psi at 7 gpm, and 50 feet of 1/2-inch water hose on a spring-loaded retractable hose reel. The vacuum pump is driven by a transmission-mounted PTO operated by push button. It has a 3-inch intake with valve, dual-suction with dual water and hose reels, a four-way valve to control vacuum loading and pressure discharge, and a 2-inch water tank drain with remote-mounted driver's side valve for quick bucket fill. **800/334-8237; www.keithhuber.com.**

PORTABLE RESTROOM SYSTEM SERVICE TRUCK

Portable restroom service trucks from **Southwest Products** are customizable in a variety of sizes and configurations, and include dual-side service, restroom carrier, custom lighting and dual-compartment freshwater/waste tanks. They are offered in traditional configurations, as well as a "hot dog" design with carbon steel waste tanks and a stainless steel internal tank, a 500-gallon freshwater tank and a Burks DC-10 water pump. They feature a Masport water-cooled pump, bucket holders, primary and secondary shut-offs, HID light package and 2-inch bucket fill. Waste tanks range from 250 to 5,000 gallons, and both trailer-mounted and slide-in vacuum tanks are available. **602/269-3581; www.southwestproducts.com.**



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SLIDE-IN UNITS

STANDARD SLIDE-IN

Standard slide-in units from **Pik Rite** are available in 300- and 450-gallon sizes, with custom sizing available. Units are also available in a variety of materials, such as steel, stainless steel and aluminum, with optional freshwater or non-freshwater compartments. The freshwater compartment includes a 12-volt washdown pump, while the non-freshwater compartment is designed with dome heads for added strength. The tank-within-a-tank design provides even weight distribution, which doesn't overload the axle and creates a safer environment. Various vacuum pump and engine options are available. They have all-steel components, a 3-inch discharge with poly-ball valve, 30 feet of 2-inch hose with poly-ball valve and PVC nozzle. **800/326-9763; www.pikrite.com.**



TRANSPORT TRUCKS/TRAILERS

FLAT-TANK RESTROOM HAULER

The **Flat Vac** versatile multipurpose portable restroom tank truck from **Amthor International** allows the operator to carry up to 12 restrooms on top of the tank, as well as pull a restroom delivery trailer. The tank has a rounded bottom with a full-length formed sump design for drainage and full baffles for strength. The flat tank has separate wastewater and freshwater compartments, as well as an option for a chemical or brine compartment. It is available in steel, stainless steel or aluminum. Each unit comes with a workstation and a vertical cabinet with an aluminum extruded door including numerous shelves. A liftgate is installed behind the tank to load and unload restrooms. All units are custom-built to specifications. **800/328-6633; www.amthorinternational.com.**



PORTABLE RESTROOM MOVERS

TRANSPORT DOLLY

The **Armal** transport dolly is used to move Wave portable restrooms from one location to another. It is made of lightweight aluminum, making it easy for one operator to maneuver a portable restroom quickly and effectively. It is made for rigorous daily use, and speeds up the process of picking up and/or dropping off portable restrooms in a safe and efficient manner. **770/491-6410; www.armal.biz.**



HOLDING TANKS

FRESHWATER SUPPLY TANK

The lightweight, polyethylene 100-gallon **Fresh Water Supply** from **T.S.F. Company** is 69 inches high and 24 inches in diameter, and allows users to see the water level through the semitransparent shell. It is ideal for any job site or event where non-filtered, non-potable freshwater is needed. It can be placed in a field office or service trailer, and comes with two 3/4-inch spin welds to connect tanks together for more water capacity. **800/843-9286; www.tuff-jon.com.**



DECALS/MAGNETS/ACCESSORIES

PORTABLE RESTROOM DECALS

Portable restroom decals from **Allied Graphics** are available in custom shapes and sizes, and can be color-matched to any portable unit. The decals have an adhesive designed to stick to the plastic on portable units, including textured surfaces. QR codes can be printed onto the decals. Lack-of-service tags, service decals, men/women decals and unit numbers are also available. **763/428-8365; www.allied-graphics.com.**



SOFT PORTABLE RESTROOM TISSUE

Simply Soft restroom tissue from **Del Vel Chem Co.**

offers a small-core roll lasting 2 1/2 to 5 times longer and the double roll lasting 1 1/2 to 3 times longer than standard rolls. Each roll is individually wrapped and packaged for protection.

800/699-9903; www.delvel.com.

RUST-RESISTANT COLOR-CODED PADLOCKS

Brass economy padlocks from **Lock America** are available keyed alike in five colors that match the most common portable restrooms. The range of color options gives operators the opportunity to dress up their product line. In addition, the locks prevent theft of paper products, which can be a significant long-term expense, deter vandalism and provide better customer service by ensuring clean units. Durable chrome-plated brass shackles and brass bodies make them virtually rustproof. **800/442-2866; www.laigroup.com.**



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CASE STUDY

CASE STUDY: MAGNETS HELP GENERATE BUSINESS FOR PUMPER

Problem: Laura Philpeck of Danny's Septic in West Palm Beach, Fla., was growing increasingly frustrated with many of the traditional methods for advertising her business. "I used to place big ads in the Yellow Pages," she says. "I found that if my customers look for me online, they see all my competition as well, and then they start price-shopping and ask me to lower my prices."

Solution: Philpeck put in an initial order for vacuum truck-shaped magnets from **Magnets by Stamp Works**. "They make them look just like my pumper truck, in the same colors and shape, and they hold up to the weather because he makes them out of vinyl and prints them in full color," says Philpeck. "I think it's better than giving a business card because my customers can't remember where they put them, and I have found that pens just run out of ink and then they are thrown away."

Result: Philpeck now orders a supply of hundreds of new magnets every year to promote her business. **800/758-2743; www.stampworks.net.**



CUSTOM PORTABLE RESTROOM DECALS

Screen-printed pressure-sensitive decals with vibrant ultraviolet inks from **Roeda Signs & ScreenTech Imaging** advertise company names to portable restroom users. They are made of a 3.5 mil white outdoor vinyl with a coated high-tack adhesive and a 90-pound paper liner back-slit for easy application. Decals are designed to get attention and durable to make a lasting impression. Screen-printed mini magnets are also available in portable restroom and pumper truck shapes. Larger vehicle magnets are also available. **800/829-3021; www.screentech.com.**



COMPACT LIGHTING SYSTEM

The **Solar Pod Light** compact lighting system from **Solar LED Innovations** provides 65 lumens of light, fully illuminating portable restrooms for nighttime use. About the size of a hockey puck, the unit protrudes less than 1/4 inch above the roofline and double locks securely through the roof. Automatic and manual settings control lighting. Up to 24 hours of light are provided from a single day in the sun. It exceeds Cal/OSHA illumination requirements for nighttime agricultural operations. **484/639-4833; www.solargoose.com.**

DECALS/MAGNETS/ACCESSORIES

SOLAR-POWERED LIGHTING

Solar-powered **LunarGlo** lighting consists of a tempered glass solar array and lithium-ion technology to provide a constant power source to four non-dimming LED bulbs in the roof-mounted light. Light output and charging levels are maintained through sealed internal circuitry at 26 Lux at 2 feet. The units are waterproof and will withstand high-pressure washing. Auto on and off is controlled by the sun, and there are no moving parts to wear out. This light mounts in roofs up to 7/8-inch thick in less than three minutes. A single battery charge provides up to 80 hours of lighting. The lights have been tested at -22 to 155 degrees F. Lights can be stored out of the sunlight for extended periods with no adverse effect on performance. **574/294-2624; www.lunarglo.com.**



RESTROOM TRAILERS

DURABLE LOWERING RESTROOM TRAILER

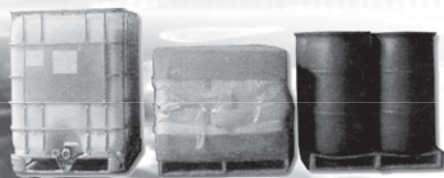
Omega restroom trailers from **AMS Global** have a Jets Vacuumator system that liquefies all waste and paper products, and can either pump to a sewer up to 100 yards away or store on board. They flush using only a pint of water, allowing them to hold a large amount of flushes. The trailers lower to the ground with retractable tongues, and the frame walls are built out of 1 1/2-inch tubular steel with granitized steel floors that won't decompose or rot. Construction is entirely of steel, composite fiberglass panels and aluminum. The chassis has been tested at over 16,000 pounds capacity. **888/574-4222; www.amsglobal.us.**



ADA-ACCESSIBLE LOWERING RESTROOM

Handicap-accessible restroom trailers from **Comforts of Home Services** have a hydraulic lowering module and attached ramp to meet federal ADA guidelines. It can be pulled to a venue and set up for operation in less than 10 minutes, eliminating the need for an additional truck to carry an ADA ramp system. The module can be attached to any of the company's floor plans that are 20 feet or longer. **630/906-8002; www.cohsi.com.**

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Fiberglass-reinforced plastic corrosion-resistant grating, stair treads and railings from **Fibergrate Composite Structures** are used to build platforms that provide safe access to restroom trailers. The components are manufactured with specially formulated resin systems that will not rust or rot, reducing overall maintenance. The slip-resistant surfaces provide added safety, and the lightweight composite will reduce the overall weight of trailer systems. **800/527-4043; www.fibergrate.com.**



CONSTRUCTION SITE RESTROOM TRAILER

The construction site restroom trailer from **Rich Specialty Trailers** has eight male stations (four stalls and four urinals) and one female station. Industrial package decor includes durable aluminum-lined interior walls and stainless steel countertops. The exterior is dent-resistant fiberglass trimmed with a heavy aluminum corner. Large stalls are divided with waterproof copolymer walls and include industrial-hinged stall doors. It is fully insulated and is available with electric room heaters and air conditioning. It is also available with onboard freshwater and a winter package. **260/593-2279; www.richrestrooms.com.**

LOW-RIDING RESTROOM TRAILER

The **Low-Ryder** single-restroom trailer from **Tow-Let Manufacturing** has a unibody design utilizing a 2,000-pound torsion-spring axle, steel fenders and dual handrails with built-in stabilizers. The removable tongue serves as a theft deterrent. The unit comes in either a painted or galvanized finish, and with or without lights. An optional upgrade to an aluminum tread plate and aluminum mag wheels is available. **712/623-4007; www.tow-let.com.**





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The **Stop Drop & Go ADA Shower** from **JAG Mobile Solutions** operates as a non-axled box designed to be moved and placed either by forklift, tilt-back, roll-off or with a trailering system. It can be lifted into tight quarters, has a reduced overall height and offers a low deck profile for easy ADA access. Options include ADA showers, ADA restrooms or ADA shower/restroom combo. Sizes range from 8 to 24 feet, with custom or factory interiors. **800/815-2557; www.jagmobilesolutions.com.**



PORTABLE SINKS

PROPANE-POWERED PORTABLE SINK

The **PSE-2003LAP** portable self-contained sink from **MON-SAM Enterprises** has three deep basins and is powered by propane. It is also available in one, two or four basins. It allows customers to have hot and/or cold water whenever and wherever they need it with no electricity. Water can be heated up to 160 degrees F. It comes with fresh and wastewater tanks and is easy to move. **800/513-8562; www.portablesink.com.**



ODOR CONTROL PRODUCTS

BIOLOGICAL ODOR ELIMINATOR

Advanced Bio Pro Concentrate stable, highly active microbial cultures, enhancers and nutrients from **Brookside-Agra** biologically degrade a variety of odors associated with agricultural and environmental conditions. It eradicates fats, oils, greases and other organic materials. By increasing the rate of activity of both naturally occurring and bio-augmented microbes, test results have been shown to remove 95 percent of odor within three days, absorb odors until bacteria can digest organics, reduce composting time by 30 to 50 percent, reduce ammonia emission by 50 percent within minutes, control hazardous gases, help meet discharge parameters, eliminate fruit fly and mosquito larvae, and prevent growth of algae in water bodies. **618/628-8300; www.brookside-agra.com.**



LIQUID RESTROOM TREATMENT

PowrX non-formaldehyde liquid portable restroom treatment from **CPACEX** is a biodegradable, environmentally friendly option for controlling odors in all conditions and temperatures. These concentrated formulations offer maximum protection and are safe to use in all types of self-contained sanitation systems. The formulations contain nonstaining blue dye and are available in a variety of fragrances. **800/974-7383; www.cpacex.com.**

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TOSS-IN DEODORIZER PACKS

Toss-Ins deodorizer packets from **Johnny's Choice by Chemcorp Industries** are available in several sizes and in a variety of perfumes, including Sea Breeze, Fresh Air and Mulberry. The product meets operator requirements in all climatic conditions. **888/729-6478; www.johnnyschoice.com.**



DEODORIZING PACKETS

ProPaxx Elite Series portion control non-formaldehyde deodorizing packets from **J & J Chemical Co.** provide long-lasting color and odor control in demanding conditions. They are formulated with multiple odor-control components designed to engage when needed. The time-released fragrances keep portable restrooms smelling fresh while helping to clean the holding tank, giving units constant protection. They are available in a variety of fragrances and sizes. **800/345-3303; www.jjchem.com.**



TRUCK-MOUNTED ODOR CONTROL SYSTEM

The truck-mounted **12VDC** odor control system from **OMI Industries** is a delivery system for Ecosorb odor-neutralizing products in vacuum truck applications for grease traps, septic tanks and other tank-related job sites. This one-size, fully enclosed system integrates directly into the truck's exhaust stack via in-line mounting of a small nozzle close to the opening. The brain of the system is mounted to the side of the truck just behind the driver's cab, pushing out a low-pressure liquid spray of nontoxic and nonhazardous odor neutralizer with no added fragrances or toxic chemicals, eliminating associated vacuum truck odors. **800/662-6367; www.omi-industries.com.**

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Scatter easy-to-apply absorbent odor control granules from **Surco Products** contain Metazene odor-destroying additive, providing a solution to odor problems from trash containers and compactors. A triple-phase odor-control system absorbs rancid, odor-causing spills, counteracts odors and controls and freshens airborne malodors. It is designed to suppress gaseous malodors associated with decaying carcasses and organic wastes. **800/556-0111; www.surcotech.com.**



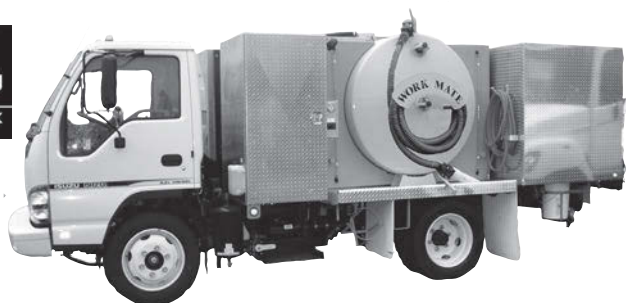
HIGH-STRENGTH DEODORIZER PACKS

Super-concentrated **Porta-PAK MAX** deodorizer packs from **Walex Products Co.** come with 50 percent more color, 50 percent more odor control and double the fragrance of regular-strength Porta-PAKs to combat extreme heat. They are quick to dissolve, safe and easy to use, require no skin contact with harsh chemicals and have a long shelf life. They are packaged in resealable bags for easy transport and distribution at special events and along portable restroom service routes. Drop one pack in the holding tank and add water. **800/338-3155; www.walex.com.**

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The Hydro-Arc 7500 hydraulically driven DC welder/AC generator from Fabco Power delivers 240 amps DC or 120/240 volts AC. The 27 inches long by 17 inches high and 10 inches wide unit weighs 165 pounds and has an 11 gpm or 21 gpm piston type motor. **845/469-9151; www.fabcopower.com.**



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The AllExcavate hydroexcavator step-in compartment from Vacall provides operators with warmth and protection from inclement weather. The compartment enables operators to change out of wet and muddy boots and clothing. It also has floor drainage, racks to hang dry clothing and another rack to store a high-pressure hand gun and extensions. Larger compartments are available. **800/382-8302; www.vacallindustries.com.**

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The BN 15 Banshee rotary tube cleaning nozzle from StoneAge reduces the jet stand-off distance in tubes and provides harder hitting power for 3/4-inch tubes. The BN 15 has a tube I.D. range of 0.75 to 1.2 inches, maximum pressure of 22,000 psi and flow range of 7 to 10 gpm. The nozzle is 3 inches long and 0.6 inches in diameter. **866/795-1586; www.stoneagetools.com.**



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REELCRAFT NONCORROSIVE FLUID PATCH OPTION

The noncorrosive fluid patch option from Reelcraft Industries is available on the Series RT, 5000, 7000 and 9000. Reinforcements reduce weight while maintaining structural integrity. **800/444-3134; www.reelcraft.com.**



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WOWRA members donate new onsite system for Wisconsin family

Members of the Wisconsin Onsite Water Recycling Association (WOWRA) donated and installed a standard residential private onsite wastewater treatment system (POWTS) for a Wisconsin family as part of Rejuvenate a Family Day this summer.

Each year, members nominate families in need. This year's recipient was Charlene Brace of Janesville, Wis. Brace suffered a stroke 10 years ago, shortly after her husband passed away. It was about this time her septic system began to fail.

"We are extremely grateful for this wonderful goodwill gesture offered by WOWRA," says Michelle Mattingly, Charlene's daughter and caregiver. "It's one less thing for my mom to worry about while she's trying to get well."

WOWRA member companies donated materials and labor for the design and one-day installation of the system in accordance with their philosophy of environmental stewardship and to maintain and enhance Wisconsin's public health and safety.

"This is an exciting and rewarding day for WOWRA leadership and membership, but more importantly it is a day of necessity for the Brace family," says WOWRA's Roger Fanning. "As we complete WOWRA's second annual Rejuvenate a Family Day, we have not forgotten the true meaning behind this endeavor - helping a family in need and giving back to our community that we are a part of."

Donating products and services for the event were Roger and Don Fanning of Fanning Excavating; Don and Dawn Long of American Septic Service; Matt Wesson, inspector, Tim

Banwell, environmental health director, Rock County; Tom Collins of Collins Sanitary; Aaron and Rob Ausen of Dalmaray Concrete Products; Tim and Kyle Frank of Frank Brothers; Jerry Ellis of Rundle Spence; Jeff Iverson of Infiltrator Systems Inc.; Randy Tischendorf and Pat Kiss of First Supply; Gary Voigt of Lakeshore Burial Vault; Bill Mueller of County Materials; Damon Huibregtse of Dirkse & Huibregtse; Tom Ryan of Miller-Bradford & Risberg; Sam Lindner of Lindner Brothers Sewer & Excavating; Len LaFrenier of LaFrenier & Sons; Mark Wieser of Wieser Concrete; and Tony Birrittieri of Peterson Supply.



Damon Huibregtse of Dirkse & Huibregtse, assists with the installation of an onsite system for a Janesville, Wis., family as part of Rejuvenate a Family Day. (Photos courtesy of the Wisconsin Onsite Water Recycling Association)



Aaron Ausen, president of the Wisconsin Onsite Water Recycling Association, helps install a 1,300-gallon septic tank donated by Dalmaray Concrete Products as part of the association's second annual Rejuvenate a Family Day.



Charlene Brace of Janesville, Wis., pictured with her daughter Michelle Mattingly and granddaughter, was the recipient of a new system donated by WOWRA.

Ditch Witch presents top sales awards

Ditch Witch presented John Smith of the Ditch Witch Southwest dealership with the Gold Ace Award for top sales volume and named James Patterson of the Ditch Witch Sales of Michigan dealership winner of the Great Catch Program for top sales across all product categories. Ditch Witch also presented Richard Knight of Ditch Witch of North Carolina with the Lowell Highfill Award for being the top salesperson worldwide.

Green Leaf brings manufacturing back to U.S.

Green Leaf will return the production of select liquid-handling products to the United States after manufacturing its products in China. The Fontanet, Ind.-based company, maker of Gator Lock couplings, cited increased energy and labor costs for the decision.

GPS Insight awarded Product of Year

The GPS Insight Fleet & Asset Tracking Solution was named a 2014 M2M Evolution Product of the Year by M2M Evolution Magazine.

LMK names regional sales manager

LMK Technologies named Jacqueline Jaques western regional sales manager. She will be responsible for providing sales, product and technical support, as well as assisting with project specification review, developing a network of licensed contractors to install LMK product and educating the industry on the need to address laterals as part of trenchless rehabilitation programs.



Jacqueline Jaques



M & W Shops acquires Fast-Vac

M & W Shops, Union Grove, Wis., acquired Fast-Vac of Hartland, Wis., manufacturer of wet/dry vacuum loaders and hydroexcavators. M & W added 15,000 square feet to its manufacturing facility to accommodate production of the Fast-Vac line.

Pressure Pro, Shaw Tracking form partnership

Advantage Pressure Pro and Shaw Tracking formed a partnership that enables Pressure Pro's tire performance management solutions to be offered across all of Shaw Tracking's in-cab mobile computing platforms.

Jet hires national sales manager

Jet Inc. named Shelly Wybensinger national sales manager. She has 15 years experience in the water and wastewater industry.



Shelly Wybensinger

Liquid Environmental Solutions acquires NewStream

Liquid Environmental Solutions of Irving, Texas, acquired NewStream, the nonhazardous industrial water and wastewater treatment and materials recycling company in Attleboro, Mass. Liquid Environmental Solutions specializes in collecting and treating commercial and industrial waste, as well as extracting and recycling fats, oils and grease for resale to the biodiesel market.



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Martin Engineering raises funds for orphanage

Illinois-based Martin Engineering co-sponsored the fourth annual fundraiser to support the children of Casa Hogar de Cabo San Lucas, helping raise \$500,000 for an orphanage dedicated to providing active care and personal well-being for boys in need in Baja California Sur, Mexico.

Wastequip provides truck to D.C. ministry

Wastequip provided God's Connection Transition of Washington, D.C., with a box truck for collecting goods from partnered grocers and retailers. The non-profit organization provides food and clothing to more than 5,000 families. The ministry fell short of its goal to raise funds for a new truck. Wastequip partnered with one of its dealers, Rush Truck Centers, and donated the vehicle to the ministry.



Federal Signal opens North Dakota store

Federal Signal Corp.'s Environmental Solutions Group opened an FS Solutions service center in Williston, N.D. The 11th service center will stock parts and accessories for Federal Signal's Guzzler brand of industrial vacuum trucks and Vac-tor vacuum excavators.

RFE Investment acquires Wind River Environmental

RFE Investment Partners, a private equity firm based in New Canaan, Conn., acquired Wind River Environmental, provider of brown grease and septic services, from Centre Partners and Housatonic Partners. The Wind River Environmental group of companies was founded in 1946 by Denny Carrier of Middleton, Mass. ■

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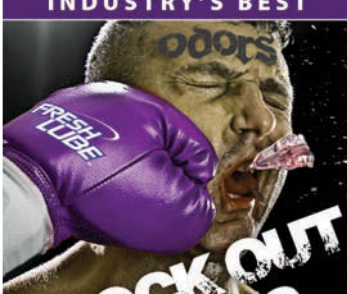


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Business for sale in fastest growing county in US. All or assets-only - taking top bids by Nov 1. Well-known & respected, family-owned and operated septic tank cleaning company based in Fort Bend County, Texas, servicing the region southwest of Houston. Two (2) vacuum trucks, both in good working order with aluminum tanks & Allison auto. transmissions: 2007 Peterbilt with 4,000-gallon tank; 1997 Chevy with 1,900-gallon tank. Centrally located state registered transfer station in good standing with TCEQ, 500-barrel frac tank in good condition. 34 years worth of 7000+ satisfied commercial & residential customer data. 281-342-9891. kcheath@gmail.com (P11)

For Sale: Woman/family-owned portable toilet company with over 20 year history in New York's Hudson Valley area servicing counties of Orange, Ulster, Sullivan and nearby counties. A turn-key operation for sale with hundreds of loyal customers. Both annual and monthly customer base. Approximately 75 units including Standards, Handicaps, Queens with flushing capability, Standards with Hygolet seats, free-standing sink units, all inventory and supplies. Units very well maintained. Also included is 1999 GMC rack body truck with lift gate and tag-along trailer. Phone number and website to go with this well-established, profitable business. Looking for interested but serious buyers. Contact via email: jlee86@hvc.rr.com or Jennifer at 845-430-3094. (P11)

Turnkey septic business for sale in the hottest real estate market in US - Central Texas. Includes website, phone number, six-year client list and 2001 International 4700 (118k) new paint, rubber, 1,800-gallon tank and Jurop pump (under CDL). \$60,000. 512-284-4663 (P10)

Septic pumping (well established for 50 years), grease trap & cooking oil business located on the Eastern Shore (DE, MD, VA). '07 Freightliner - 2,500 gallon, '99 Volvo - 3,800 gallon; '99 GMC - 2,500 gallon; '99 International cooking oil truck, '09 Pipehuter w/'05 Ford F250, camera w/ locator, \$950,000. Also available: 14 acres, house, 2 shops, land application permit for grease trap waste. Serious inquiries only. Contact mike@jobsitepumping.com. (P10)

SELLING: Established, 20+ years, septic pumping business in Southeastern Mass. Serving 22 towns with excellent reputation. Pumping over 1,700,000 gallons a year - residential and commercial. Sale of business includes a 2007 Sterling LT9513, Mercedes Benz 4000 Series engine, 410hp, 4800 Progress vacuum tank, PTO-driven jetter system with two 75-gallon water tanks. Our company has a solid income with huge growth potential. Serious inquiries: masepticco4sale@gmail.com (P12)

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. (P10)


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1999 Terralift: 2, 4 & 6 ft. probes. Works great. Great starter machine. \$8,000 OBO. 615-444-0833 (P10)

2000 Terralift: Two probes, extension, beads, excellent condition. Used very little. Original manual. \$12,500. Scott 267-784-7161 (P10)

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)

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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)

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Presvac 2,300 U.S. gallon, carbon steel with a Masport H15W vacuum pump installed on a 1993 Chevy Kodiak cab and chassis (Stock #6615V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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JETTERS-TRUCK



2006 Vector 2112: 2006 International, 57,400 miles, 285hp Allison transmission. Rebuilt Vector 2112, dual-fan, 1,500-gallon water tanks. 80gpm @ 2,500psi. \$157,700

405-495-5110, OK P12

1984 Vector 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)



2001 Vector 2110: 2001 Sterling, 29,200 miles, 3126 CAT 246hp, Allison transmission. Rebuilt Vector 2110, single-fan, 1,000 gallons of water. 60gpm @ 2,000psi. Excellent machine. \$127,900

405-495-5110, OK P12



1999 Vector 2110: 1999 International, Cummins 285hp, Allison transmission. Rebuilt 2110 Vector PD, 825 Roots blower, 1,000 gallons of water. 60gpm @ 2,000psi. Great unit. \$122,500

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JET VACS



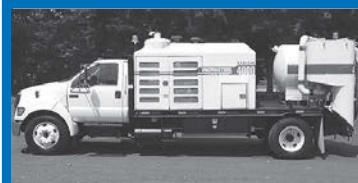
2003 Peterbilt 378: Keith Huber Beringer model B38-D-L-PTO-H-LR1k-IB. 52,900 miles, 3,315 hours. ... \$170,000

Call 715-824-5220 or 715-572-4250, WI (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)



1998 Sterling 2115 Vector: Rebuilt Roots 824 blower, 80gpm rodger pump, extendable boom and hose reel. Good rubber, multi-flow, Allison transmission. Ready to work. \$49,000

248-345-3993, MI P11

1992 Ford Vector: 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 (P10)

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

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Used Olympic high rise portable restrooms: \$205 OBO. Over 30 units to choose from. Located in Southern California and transportation available.

Contact Dean @ 760-744-7191, CA Deann@Diamondprovides.com P10

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WANTED: Used Sebach 'Drop Box' portables. Will purchase with roof damage. Primarily interested in the caramel color. Photos/questions/reply: eric@anderson-rentals.com (P11)

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Used 1,000-gallon (750/250) portable restroom tank, full hose trays, 2-toilet carrier, Conde SDS pump. \$8,000. 337-315-0692. (P10)

PORTABLE RESTROOM TANKS

Used 700-gallon (500/200) portable restroom tank, Jurop-Honda. Good condition. \$6,000 OBO. 337-315-0692. (P10)

Used 750-gallon (550/200) portable restroom tank, Jurop-Honda. Good condition. \$6,000 OBO. 337-315-0692. (P10)

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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

Comfort Elite 2 - 1 male, 1 female bathroom. Call Manny 305-970-9837. (P10)

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

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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



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



2008 Ford F750, 6.2L Cummins, Allison automatic, 135K miles. BEST stainless steel tank 1,100/400, (tank was on other truck before this one) Washdown pump, dual side service. \$49,900

330-733-9000, OH 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)

2006 International DT466 4300: 265,054 miles, 300/400 H2O and 800 waste tank with Masport vacuum system. VIN #1HTM-MAAL96H267168. \$27,500. For information contact Marcus at 208-467-0089. (P10)

2008 F550 Satellite MD950: 600 waste/350 fresh, V-10 gas, automatic, 258,000 miles. \$25,000. Pennsylvania 724-459-9670 or portajohnrental@aol.com (P10)



1991 379 Peterbilt: 3,300-gallon tank, new Jurop pump, gear box, PTO and driveshaft, new hose trays, primary and secondary, new valves, bumper, etc. This truck has 183,000 miles showing super clean Cummins motor, 15-speed transmission. 54,000 GVW. \$47,500

Call Jerry 918-381-9072, OK P10



1991 International 3,800-gallon truck with 425 CAT and Super 10-speed transmission. Brand new Jurop vacuum pump and new valves. \$42,500

Call Jerry 918-381-9072, OK P10



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!

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936-641-3938
www.texlaservices.com P10

2007 Dodge 3500 SLT 4-Door. 800-gallon tank. \$24,999. Excellent shape. 715-977-0576 (P10)

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)

Clean **2008 Ford F450** diesel, auto., 4x4 chassis, flatbed. New aluminum vac tank vac tank - 400 waste/200 water. New Conde vac pump. Call for more info. www.pumpertruck-sales.com. Call JR. @ 720-253-8014, CO. (PBM)

Clean **2009 Ford F550** 4x4 chassis, diesel, auto., combined with 1,000-gallon rebuilt Abernathy Welding vac tank. 700 waste/300 water. Call for more info. www.pumpertruck-sales.com. Call JR. @ 720-253-8014, CO. (PBM)

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SEPTIC TRUCKS

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)



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



2008 Peterbilt: 4,200-gallon aluminum Progress tank, Challenger blower, jetter. 300hp, 286,000 miles. ..\$88,500

281-347-2224, TX P10



2005 GMC C6500: 216,000 miles, 6-speed. New 2,000-gallon steel tank. New paint on tank, cab, and chassis. New Jurop PN84 vac pump. Stainless steel hose trays. New aluminum wheels.\$42,500

740-961-9138, OH P10

2002 Sterling: 109,000 miles. CAT 3126 engine, 300hp, 6-speed manual. Single axle. 33,000GVW. Presvac 3,000-gallon with PV750 pump. Tank hoist & full-opening rear door. \$55,000. 540-886-4954. (P10)

1990 Mack CM 442 truck, T-Line tank, 2,300 gallons, new clutch. \$15,000. Wisconsin. 920-439-1566 (P10)

2006 International 4300: Owner driven, 200,000 miles. 2,600-gallon tank, Masport pump. Excellent condition- new truck on the way. \$43,000. 352-686-1001 (P11)

1993 Ford L8000: 8.3 Cummins, 6-speed, 298,000 miles. 2,300-gallon tank, NVE vacuum pump. Call 610-488-7351. PA. (P10)



2001 Sterling Acterra: 2,500-gallon tank, 250hp Mercedes, 228,000 miles. Truck is in great condition.\$45,000

Call 330-428-0185 P10



2007 Freightliner M2 106MD: 300hp C7-CAT. Purchased new in 2009. 4,000-gallon Amthor aluminum tank, Jurop LC420 pump new in 2011. 125,000 miles.\$65,000 OBO

256-604-9681, AL P12



2007 Peterbilt 357: Cummins ISM 380hp, 8LL. Only 10,000 miles! Jugler grey water filtering system, 4,800-gallon tank, NVE blower, jetter, heated valves. Perfect condition.\$150,000

774-272-3164, MA P12

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 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)

1988 GMC C65 Series: 350 v8 gas, 25,900 GVW, 1500-gallon tank, single baffel w/ Fruitland 500cfm pump. Disc brakes, 5-speed w/2-speed rear. 125,000 miles. 50,000 on rebuilt engine. Tires 60%. All equipment included. \$10,000. Call Jim 440-520-3746. ratchetmn1@aol.com (P10)



1998 International Eagle 9200: C12 CAT, 13-speed transmission. 20k front, 46k rears, Hendrickson air ride, full lockers, heated valves. 437,000 miles.\$47,500

For more info call 715-352-3031, WI P10



1998 Freightliner FL70 septic truck, 2,600-gallon tank, 160,750 miles. Cummins 8.3L diesel - great running shape. Ready to start working. Email/call for any questions.\$25,000

csegura505@gmail.com 505-490-2756, NM P10

1995 Kenworth Cabover: Steel tank, Masport 400 pump. In use thru August. Comes with hoses, ready to run. 300k on truck, 80k on motor. Fair condition. Tight turning truck. Can send pics. 215-237-0552. \$13,000. (P11)

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)

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)

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)

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

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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)

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, rear locking differential, 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)

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450-gallon slide-in unit. Single compartment. Pre-owned, freshly painted, good working condition. Jurop PN23 pump, 8hp Honda motor. \$3,000. Call 540-556-2011 (P10)

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Call Don 608-558-0870, WI P10

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New Aluminum Tanks: 2,800-gallon \$23,500; 2,500-gallon \$22,500. All sizes available.

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270-832-3793 P10

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Two (2) new 850-gallon waste-only tanks. 2" sight eyes, 12" hatch, 2" suction, 3" dump, primary, secondary, Honda-Battioni. \$9,000 each, negotiable. 337-315-0692. (P10)

2012 Progress 4,000-gallon aluminum septic tank in excellent condition. \$25,000. Call Aaron @ 276-620-0533. (P12)

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. www.VacuumSalesInc.com (888) **VAC-UNIT (822-8648)** (PBM)

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

TANK TRAILERS



2011 6,000-Gallon Advance Aluminum "short" Tanker Trailer: 30' over-all length, tandem air-ride suspension, all aluminum wheels w/22.5 rubber, full-length aluminum hose trays. Kohler engine-drive 607 Challenger vacuum pump system. Stainless steel under frames. Used one season only - like-new condition. Sale price \$72,000

Contact Randy @ Fox Valley Septic, GreenLeaf, WI: 920-621-6437
or Wayne @ Advance Pump, Peosta, IA: 877-557-7867 P10

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Crust Busters: Portable, lightweight machine, guaranteed to mix up septic tanks and grease traps! Save time and money! www.crustbusters.com, 1-888-878-2296.(PBM)

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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)

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Call Mike
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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

5 Guzzler Trucks, mid-90s, 3 Super Sucker trucks for sale. We also have several NLB jet stream water blasters for sale. Eric 760-703-5556 (P10)

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www.tankservicesinc.com PBM

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1998 Ford E450 14' Hi Cube Box video inspection truck: 7.3 diesel, auto., a/c. All new cameras and equipment installed in 2013. Used 7 times. Excellent shape and clean as a whistle. \$65,000. For complete specs call 631-586-5900 or email jseda@aarcoenvironmental.com. (P10)

VACUUM EQUIPMENT



Vacuum Tank 2,300 Gallons: Split tank, plumbed for hydro snorkel, rear lift, sight glass and level indicator.\$9,500 OBO

780-866-0692, AB P10



Four (4) Vacuum Trucks for Sale: 1999 Guzzler wet/dry vacuum truck - Pneumatic offload, liquid only, 180,279 miles, 5,860 hours, hub meter 30,629. \$50,000; 1999 Guzzler wet/dry vacuum truck - Pneumatic offload, liquid/dry, 210,077 miles, 6,580 hours, hub meter 45,576. \$50,000; 2001 Guzzler wet/dry vacuum truck - Pneumatic offload, liquid/dry, 80,037 miles, 6,288 hours, hub meter 40,632. \$50,000; 2001 Guzzler wet/dry vacuum truck - 45,263 miles, 500 hours, hub meter 51,241. \$50,000. Photos, video, full maintenance records available.

Don 410-636-0730, MD P10

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

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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



2004 Kenworth T-800 with Keith Huber Dominator. DOT 407 coded. Never used for hazardous waste. Cummins M-11. 425hp. 40,000 lb. rear, 20,000 lb. steers. Steerable 13,500 lb. tag axle. Two (2) RFW 200 vacuum pumps. 1,250cfm. Dual 6" pneumatic-controlled inlet and outlet valves. Vibrator, full-opening rear door, hydraulic tank hoist, full-length hose trays, rear work lights.\$165,000 OBO

Contact Steven 303-299-9300 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!\$99,500

903-738-2917, TX P01



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KLM Companies
617-909-9044 PBM



2001 Kenworth T-800 with Keith Huber Dominator. DOT 407 coded. Never used for hazardous waste. Cummins M-11. 450hp. 40,000 lb. rear, 20,000 lb. steers. Steerable 13,500 lb. tag axle. Two (2) RFW 200 vacuum pumps. 1,250cfm. Dual 6" pneumatic-controlled inlet and outlet valves. Vibrator, full-opening rear door, hydraulic tank hoist, full-length hose trays, rear work lights. Located in Colorado.\$155,000 OBO

Contact Steven 303-299-9300 P11

1996 Mack CL713 E7-427 C21-30 GapVax HV747, 13-speed, 3,400-gallon mild steel tank. \$80,000. Call 724-568-3623 Ext 109 (P10)

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VACUUM LOADERS



1997 Volvo Autocar with Keith Huber Dominator. DOT 407 coded. Two (2) LC 44 pumps. 880cfm. Cummins M-11. 350hp. 40,000 lb. rear end. 20,000 lb. steers. Full-opening rear door, tank hoist, vibrator, tag axle, rear work lights, full-length hose trays. Never used for hazardous waste. Located in Colorado.

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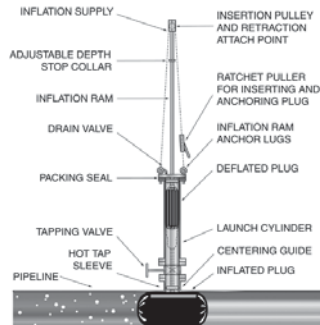
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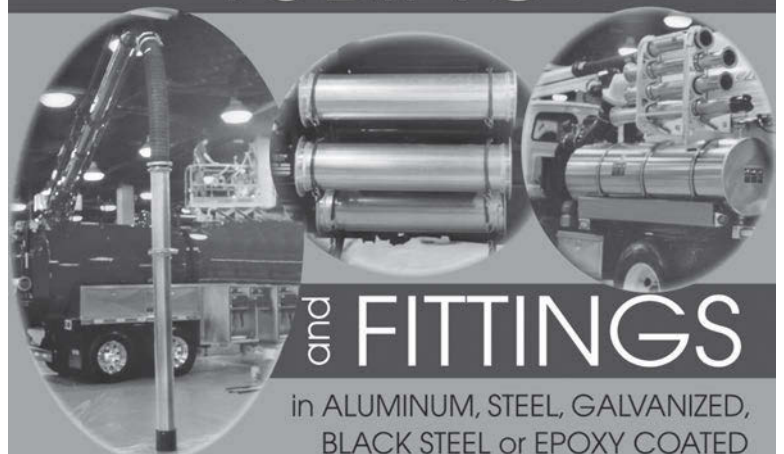
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YEARS AGO I INTRODUCED HIM TO **SPORTING CLAYS,** 
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FATHER & HUSBAND.



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

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LISTENER.**

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IS ALL ABOUT?

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