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**California's Kurt Bohmer brought savvy customer care when adding pumping to his plumbing company** **Page 16**

## SERVICE SUPREME

### A BORN BUSINESSMAN

**Bryce Harding started in high school and built a thriving Wisconsin pumping company** **Page 38**

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## Cover Story: Service Supreme

- Ken Wysocky

California plumber Kurt Bohmer brought along a penchant for savvy customer care when he expanded into septic pumping.

**ON THE COVER:** Southern California plumbing company Kurt Bohmer's Professional Plumbing & Drain Service brought one-stop shopping convenience to customers by adding septic pumping. Bohmer is shown at the company yard with a 2014 Peterbilt truck from FlowMark carrying an Amthor International tank and Masport pump. (Photo by Collin Chappelle)

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- Jim Kneiszel

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- Doug Day and Sharon Verbeten

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- Jim Kneiszel

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- Jim Anderson, Ph.D.

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- Doug Day

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- Ed Wodalski

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- Ed Wodalski

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### SPECIAL ISSUE: WWETT PRE-SHOW

- PROFILE: Visit a three-generation women-owned business
- ANSWER MAN: Offering incentives for septic service

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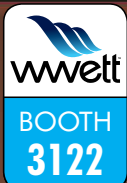
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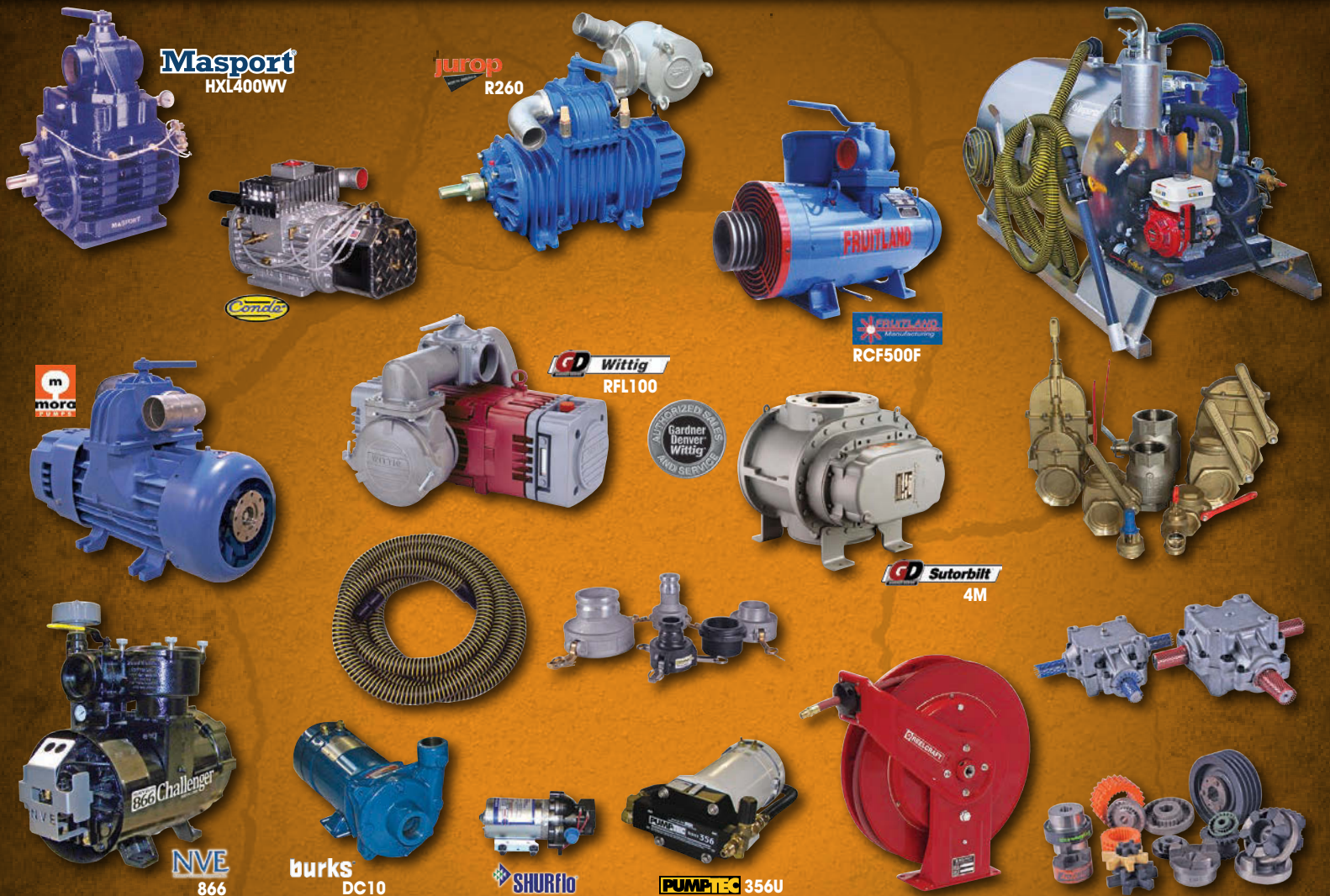


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Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

# Hey Good Lookin'

**Classy Trucks for 2014 are built for good looks, hard work and providing bigger profits for their owners**

**By Jim Kneiszel, Editor**

**T**urn inside this issue to see our annual review of the Classy Truck of the Month entries leading up to the naming of the 2014 Classy Truck of the Year award winner. Working trucks from pumpers located across the United States and Canada – New York to Florida to California and many places in between – are represented.

What does this year's collection of Classy Truck entries say about the buying and work habits of pumpers as a group? And what trends will we be seeing in spec'ing for vacuum trucks heading into 2015 and beyond? Reviewing the trucks appearing in 2014 issues of *Pumper*, and sorting through a pile of photos for trucks that will be considered for next year's issues, I have a few trend-spotting observations to share.

And I'd also like to hear your forecasts for the truck market. Which of the features you see in this year's batch of published trucks will be added to your next work truck? What color combinations and graphics choices are popular in your area? Are you going more job-specific with your next truck order or looking for a convenient do-it-all performer equally comfortable working a septic tank or pulling sludge on a commercial job site?

Ordering your next truck is a big deal. Your choices for cab and chassis, pump and other features can either help you achieve the goals set forth in your business plan or become a drag on your future profitability. The stakes are high for small-business owners and that's what makes looking at the Classy Trucks every year so interesting. These truck owners have made many decisions based on their business' needs and personal style preferences. Now they're rolling down the road hoping their choices pay dividends.

Here are a few trend choices I've noticed:

## **Purpose-built designs.**

One size typically doesn't fit all when it comes to handling a pumper's workload. There are many new solo-truck pumping companies – and companies working in lightly populated areas – that prefer a general-purpose truck. They'll go a little lighter-duty with the chassis and put on a tank in the 2,000- to 2,500-gallon range so they can hold a few septic tank loads and still maneuver into tighter yards or reach commercial grease traps with ease. But for growing companies offering diversified services, it's getting more common to build the truck for specific work areas – a big truck for a driver handling septic systems exclusively and a more compact truck for a driver providing grease trap service. When you build a truck for a specialty, you can better take into account factors such as ergonomics, safety and ideal waste- and water-tank capacities. I'm seeing more attention given to placement of hoses, valves, accessories and work lights on purpose-built trucks to make the driver's job easier, less strenuous and more convenient.

## **Go big to grow.**

For general septic pumping work, the trend toward bigger vacuum

tanks continues. Almost half of the rigs on this year's list carry 4,000 gallons or more, with a few more with 3,600-gallon waste tanks. You can point to rising fuel, labor and disposal costs – a triple threat to pumping profitability – to explain the bigger and bigger trucks. They might not get quite the mpg of the trucks carrying smaller tanks, but the added volume lets pumpers plan a more efficient route and hit several jobs between runs to the disposal plant. Labor costs play into this because drivers have to get paid to sit in the cab running multiple trips to dump, and then there's the time it takes filling out paperwork and waiting in line to drop a load at the treatment plant. As for disposal, some pumpers are still paying by the load, meaning the more they can carry in, the lower the per-gallon off-loading. For owners of big tanks, volume can mean saving the customer a few dollars and putting a few more dollars in the pumper's bank account.

## **Everyone likes a little chrome.**

If the photos I'm sifting through tell anything about work-truck style, it's that a little bit of chrome can do a lot to dress up a vehicle. Beyond the tank, bits of polished aluminum and stainless steel can turn a ho-hum workhorse into a head-turner on the highway. Shiny stacks, visors, toolboxes, wheels and trim work as eye candy when tricking out a truck. Of course, there's a price to be paid initially and in routine maintenance to keep the chrome looking good, but it appears that most pumpers think it's worth the time and effort. More pumpers understand the value of their truck as a rolling billboard and a way to enhance their professional reputation, and they're not afraid to spend a few extra bucks to make a big splash.

## **Restore, refurbish, rejuvenate.**

Pumpers recognize when a truck has good "bones" and they're not afraid to bring an older vacuum truck back to its previous glory. Whether it started life out as a waste hauler or was repurposed from some other work-truck duty, pumpers will invest money in adding a new tank and pump to a truck that's more than a decade old. They'll also give it some custom paint work, modern vinyl graphics and often go for a retro look on a classic chassis, for instance a Peterbilt or Kenworth. Some pumpers view the older rigs as easier to work on, less problematic when it comes to emissions standards and an economical way to start out or serve a pumping niche in their business.

## **YOU PICK'EM**

Take a look at the 2014 Classy Truck entries and tell me the industry trends you spot in these trucks and the vacuum trucks you see running the roads where you live. And please choose your favorite truck from the past year, then go online to [www.pumper.com](http://www.pumper.com) and throw your support for the truck in our year-end contest. The winning truck will be photographed for the February 2015 cover of *Pumper*. ■



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### leveling the playing field

For pump truck owners in Ontario, a new road licensing policy is not just a matter of sharing the cost of road maintenance, it's also a matter of fair competition. After years of fighting for fairness, new regulations will apply road licensing fees equally to all vehicles.

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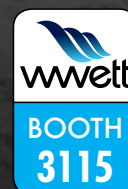
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# The check's in the mail for some Maryland residents who schedule septic cleaning

By Doug Day and Sharon Verbeten

To encourage septic tank owners to properly pump their systems, Charles County is now reimbursing them. To help meet its nutrient load reduction targets of the multi-state Chesapeake Bay restoration program, the county has a goal of pumping 20 percent of its septic systems annually. It encourages people to schedule pumpouts every three to five years, and residents can only get reimbursed every three years.

The county will send a check to system owners once the work is verified, reimbursing up to 50 percent of the cost for most homeowners, and up to 75 percent for those in the Chesapeake Bay Critical Area Boundary (within 1,000 feet of tidal waters). The maximum reimbursement, however, is \$187.50.

In Calvert County, the Bay Restoration Fund has provided another \$1.2 million in grants for new septic tanks and system upgrades for residents. Since 2006, the state's "flush tax" has provided money to replace 462 systems in the county, with another 80 or 90 planned. The county is among the highest recipients of state grant money, having received \$6.4 million since the program began in 2004.

People with incomes up to \$300,000 a year are eligible for full funding, though the grants are prioritized based on criteria including location near sensitive waters. Replacing metal tanks is a priority for the county.

## California

By 2020, nearly every truck in California will be required to have a particulate matter (PM) filter, with the phase-in period already underway. Any vehicles retrofitted with PM filters by 2014 will still need to be replaced in 2023.

The regulations date to 2009 legislation covering diesel trucks and buses, public and private, with a gross vehicle weight rating more than 14,000 pounds. According to the California Air Resources Board, they required newer, heavier trucks and buses to meet PM filter requirements beginning January 2012. Lighter and older heavier trucks must be replaced starting January 2015. By 2023, nearly all trucks and buses will need to have 2010 model

year engines or equivalent.

Some relief was made available in the spring when a few requirements were amended, but Alvin Urke told *The Union* newspaper his excavation and septic business has two trucks, one a 1979 model and the other from 1991. He said it will cost him \$20,000 to \$40,000 a year to stay in compliance until 2020, when it will cost him up to \$200,000 to buy a new truck. The new exemptions will allow Urke to run his trucks without the filters, but only up to 5,000 miles a year.

## Maine

Maine now has a law regulating odors from companies that compost septage and municipal biosolids. The Department of Environmental Protection has finalized the rule, established in response to a 2013 law passed by the Legislature.

The original odor limit was 25 parts per million, but the final rule sets the limit at 300 ppm for more than four hours per month or 600 ppm for three hours a month using an n-butanol odor intensity scale developed by the state.

The only company in the state doing such work, Soil Preparation Inc. in Plymouth, has until March 2015 to comply with the law. The firm says it is investing more than \$10 million into gasification technology to reduce odors that have generated complaints. The company accepts biosolids and septic waste and makes an organic fertilizer for non-food crops.

## Washington

New standards have been proposed for residential onsite systems in shoreline areas of Spokane County. The standards are part of a limited amendment to the county's existing shoreline program to reduce nutrients released to the groundwater.

The proposed amendment also calls for the drainfield portion of onsite systems to be located outside shoreline areas whenever possible. When lot boundaries limit the location of onsite systems to within shoreline areas, the systems must meet strict design, performance and maintenance standards, including monitoring.


## Wisconsin

A state panel approved spending \$337,000 to replace the septic system for Mirror Lake State Park near Wisconsin Dells. The system has failed due to being undersized for the 2,180-acre park. The Department of Natural Resources has received reports of untreated sewage above ground near the trailer dump station.

A new drainfield will be installed across the road from the current location and sized to accommodate 50 recreational vehicles daily. The park's vehicle maintenance shed used to drain into the septic system, but such a design no longer complies with groundwater regulations. A holding tank will be installed for the vehicle shed, which will be pumped out and hauled off for treatment. ■

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# SERVICE SUPREME

California plumber Kurt Bohmer brought along a penchant for savvy customer care when he expanded into septic pumping

By Ken Wysocky

**A**s a stickler for providing great customer service with a personal touch, Kurt Bohmer won't abide not getting the same treatment in return. That explains why his company, Kurt Bohmer's Professional Plumbing & Drain Service Inc., also pumps out septic tanks in and around Los Angeles County, Calif.

Established in 1984, Bohmer's company has always focused on emergency plumbing repairs and septic system installations. But tired of and frustrated with pumping companies that showed up late to empty tanks before system replacement work, he expanded into septic pumping in the mid-1990s.

(continued)

## Profile

**Kurt Bohmer's Professional  
Plumbing & Drain Service Inc.**  
Santa Clarita, Calif.

**OWNER:** Kurt Bohmer

**FOUNDED:** 1984

**EMPLOYEES:** 25

**SPECIALTIES:** Residential and commercial plumbing, septic service and onsite system installation

**SERVICE AREA:** 100-mile radius around Santa Clarita (Los Angeles County)

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







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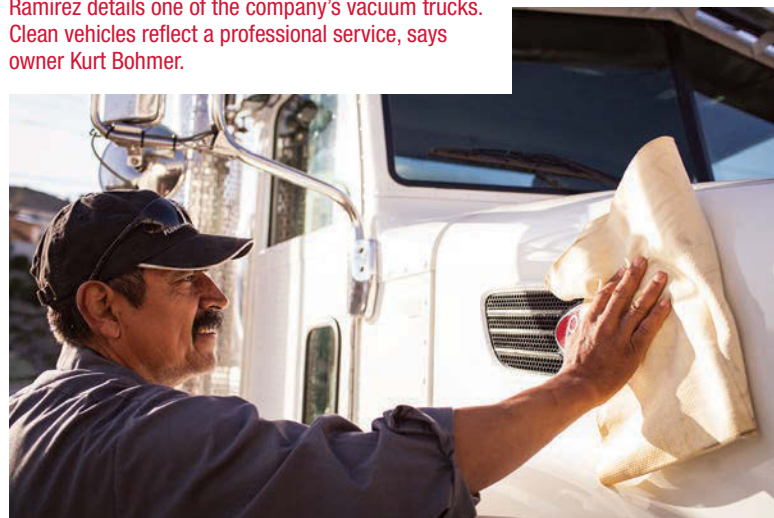
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**Above:** Kurt Bohmer (in red), poses with a group of his employees in front of two of the company's trucks, a 2014 Peterbilt built out by FlowMark with an Amthor International tank and a 2007 Sterling built out by Tri State Tank. (Photos by Collin Chappelle)

**Below:** Septic service route driver Juan Casillas-Ramirez details one of the company's vacuum trucks. Clean vehicles reflect a professional service, says owner Kurt Bohmer.



"I told them they were forcing me to get into the business because too many guys didn't return phone calls, show up on time or take care of their customers," Bohmer recalls. "So we went out and purchased our first septic truck. We wanted to do things differently ... and better control our installation schedules, too.

"We were profitable from the start, running our truck nonstop," he adds. "We bought a second pump truck within a year ... I wish I would've gotten into the pumping business when I started out, rather than waiting 10 years."

Clearly, Bohmer knows a business opportunity when he sees it. And a willingness to seize those opportunities – combined with a strong emphasis on customer service and employee development – explains why his Santa Clarita-based company is a multimillion-dollar-a-year outfit. The firm

“We can teach anybody to do the job. But it's the personalities that resonate with the customers. ... We're looking for someone who's friendly, has a neat appearance, speaks well and is confident and ready to take care of customers, day or night.”

— Kurt Bohmer

employs 25 people and owns approximately \$2 million in vehicles and equipment. About 60 percent of the company's gross revenue comes from emergency plumbing repairs and the rest from septic system installation and service.

"You have to pull your head out of the dirt and look around," he says, referring to the importance of taking calculated risks to add new business. "Otherwise you miss chances to get new customers, learn about new [productivity-enhancing]

technologies and find new ways to do things more efficiently."


## STARTS WITH THE CUSTOMER

From employee hiring and training practices to equipment purchases, Kurt Bohmer Plumbing is a customer-centric operation. As with many companies, new hires must pass a drug and background check. But after that, Bohmer – an Eagle Scout as a teen – parts ways with conventional wisdom and focuses more on personalities and manners than prior experience.

"We can teach anybody to do the job," he says. "But it's the personalities that resonate with the customers. So we look for good personalities before we look for qualifications – what they know about the trade. We're looking

(continued)





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**Left:** Employee Joe Medina pulls a concrete tank lid using a Top Popper from T&T Tools, Inc. as Eusevio Herrera looks on.

**Below:** Medina and Herrera install Tuf-Tite risers to make for easier future access to a customer's septic tank.



for someone who's friendly, has a neat appearance, speaks well and is confident and ready to take care of customers, day or night.

"I like to pose different questions, but my favorite is to ask [prospective employees] what is the worst plumbing or septic problem they ever ran into," he adds. "I like to see how emotional they are when they answer ... it gives you an idea of how much they care."

A caring personality is critical to helping customers, who typically call when they're facing a crisis. Bohmer wants customers to know his workers have a passion for helping people out of difficult situations. Then the customer feels "that much more confident that their problem will be fixed correctly," he says.

## ON TOP OF INDUSTRY TRENDS

The company's ongoing training practices also reflect the emphasis on customers. Plumbing technicians are cross-trained in basic septic system operations and septic pumpers are cross-trained in plumbing fundamentals. For instance, a plumber on a service call may notice wet spots in a customer's yard, indicating a lurking drainfield issue. Moreover, this also leads to cross-promotion of services.

Sometimes the training goes beyond just plumbing and pumping work, Bohmer says, pointing out that the company's septic technicians are also certified to install gas lines. Why? "Sometimes when you install a septic system, you run into gas lines," he says. "If everyone on a team is capable of

*(continued)*

## Be Sharp: Play the part of a true professional

Many septic-pumping companies rely on the postal service to remind customers that their tank is due for a cleaning. Kurt Bohmer's Professional Plumbing & Drain Service Inc. in Santa Clarita, Calif., takes a more personal approach to this industry marketing staple: a phone call.

Every day, staffers receive a computer-generated report that shows every customer whose tank was cleaned that day two years ago. Then they pick up the phone and start dialing.

"People really appreciate the personal touch," says Bohmer, who owns the company. "And if they have a question, I call them back ... they like to hear from the owner of the company."

Staffers also give customers a call the day after their tank is cleaned and ask for feedback via a quick survey. Was the job done to their satisfaction? Was the technician clean and polite? Were there any problems?

"At first, it shocks them that someone is actually calling," Bohmer says of customers. "But they also find it very rewarding. You've locked in that customer for life."

### UNIFORM POLICY

Projecting a professional image also increases customer loyalty, he notes. That's why company technicians wear a uniform every day: a collared, button-front shirt with the company logo and employee's name embroidered on it, navy-blue work pants, a black belt and black work boots. The company pays a uniform service to provide and clean the uniforms.

Every employee has a locker at the office, where they don a fresh uniform daily. Technicians also keep a spare uniform in their service vehicle so they can change if they get too dirty to be presentable. Technicians wear disposable boot covers when they enter customers' homes too.

"No one wants a dirty technician coming into their home," Bohmer points out. "Image is everything – that first meeting is an opportunity to start off on the right foot. When our technicians knock on a door, they step back 4 feet to give customers space. It's all about being polite and making customers comfortable."





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Preparing to dig to the lid of a septic tank during an inspection, Eusevio Herrera plugs in a Makita demolition hammer with a clay spade.

let dump truck; a 36-foot equipment trailer from Zieman Manufacturing; three 2013 GMC 1-ton plumbing service trucks; three Chevrolet Silverado pickups; two Ford F-250 utility trucks; and two Isuzu utility trucks. For waterjetting, the company uses Warthog sewer nozzles made by StoneAge Inc.

"Someone's always coming out with a better mousetrap," Bohmer says. "Staying up to speed with new technology gives you an edge. We're professionals providing a professional service. If you're a brain surgeon, you want the best scalpels available. The same should be true for us."

"We spend a lot of money to have the best equipment available," he adds, "but we're always ready to serve customers when we get a call. And the amount of money some of these machines bring in is unbelievable ... the money we'll make every month from our new 2014 pump truck is incredible compared to the payment on that truck."

doing more, customers benefit – and so does the company."

The company also keeps comprehensive data about customers in computer files. This helps technicians because the company's service area includes a broad mix of homes on both septic and sewer systems, and knowing ahead of time which ones rely on septic systems or sewers helps technicians work more efficiently.

To enhance training, Bohmer attends the Pumper & Cleaner Environmental Expo International (rebadged for 2015 as the Water & Wastewater Equipment, Treatment & Transport Show, or WWETT) as often as possible and takes employees along to attend seminars.

Bohmer calls the trade show the "Super Bowl of the pumping industry" and compares it to getting a college education in the span of a few days. "If people in this industry aren't going to the Pumper show, they should be," he says. "What we bring back is so beneficial ... like jetting and [pipeline] camera classes, for instance. There's always something you can be doing better and the seminars give you great information."

Providing ongoing training is a morale booster in the shop, Bohmer says. Employees feel better about their jobs and are more apt to remain loyal to the job when they know their employer is investing in their future.

## EQUIPMENT CORNER

Bohmer is a firm believer in investing in equipment that boosts profitability through improved efficiency. The company's service fleet includes a 2014 Peterbilt 348 supplied by FlowMark with a 3,600-gallon aluminum Amthor International tank and Masport Inc. pump; a 2007 Sterling with a 3,000-gallon aluminum tank built out by Tri State Tank (a division of Walker Group Holdings) and a Masport pump; and a 1997 Ford Louisville with a 2,800-gallon steel tank and Masport pump.

The company also owns two trailer-mounted water jetters from US Jetting; four portable jetting units made by RIDGID, Electric Eel Mfg. and Gorlitz Sewer & Drain Inc.; four RIDGID color pipeline inspection camera systems; a backhoe manufactured by J. C. Bamford Excavators Ltd.; a 2008 Chevro-

“ Staying up to speed with new technology gives you an edge. We're professionals providing a professional service. If you're a brain surgeon, you want the best scalpels available. The same should be true for us. ”

— Kurt Bohmer

## KEEP ON GROWING

A second-generation plumber, Bohmer says his father, Bill, taught him volumes about how to treat customers right – and inspired him to someday run his own company. In fact, he still vividly remembers the night he graduated from high school, when he went out with his dad on a 3 a.m. service call. After the duo returned home at 7 a.m., Bohmer went to bed.

"When I woke up, I found two \$100 bills on my dresser," Bohmer recalls. "At the time, I wanted to be a marine architect. But that got me started in the plumbing business. I thought it was great – felt like I hit the lottery."

Bohmer expects further growth for the company.

"Every year for the first 10 years, we doubled our business," he says. "We're not doing that anymore, but we're still growing. In fact, the last three years were our best ever."

"We learn something new every day in the septic division," he adds. "But it's a constant work in progress ... a learning process. We can always get better at what we do. And as long as we're learning, we're heading in the right direction." ■

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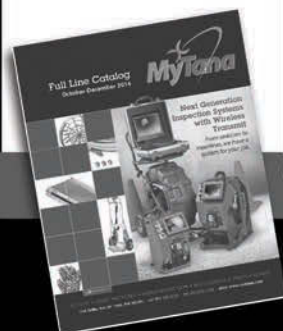
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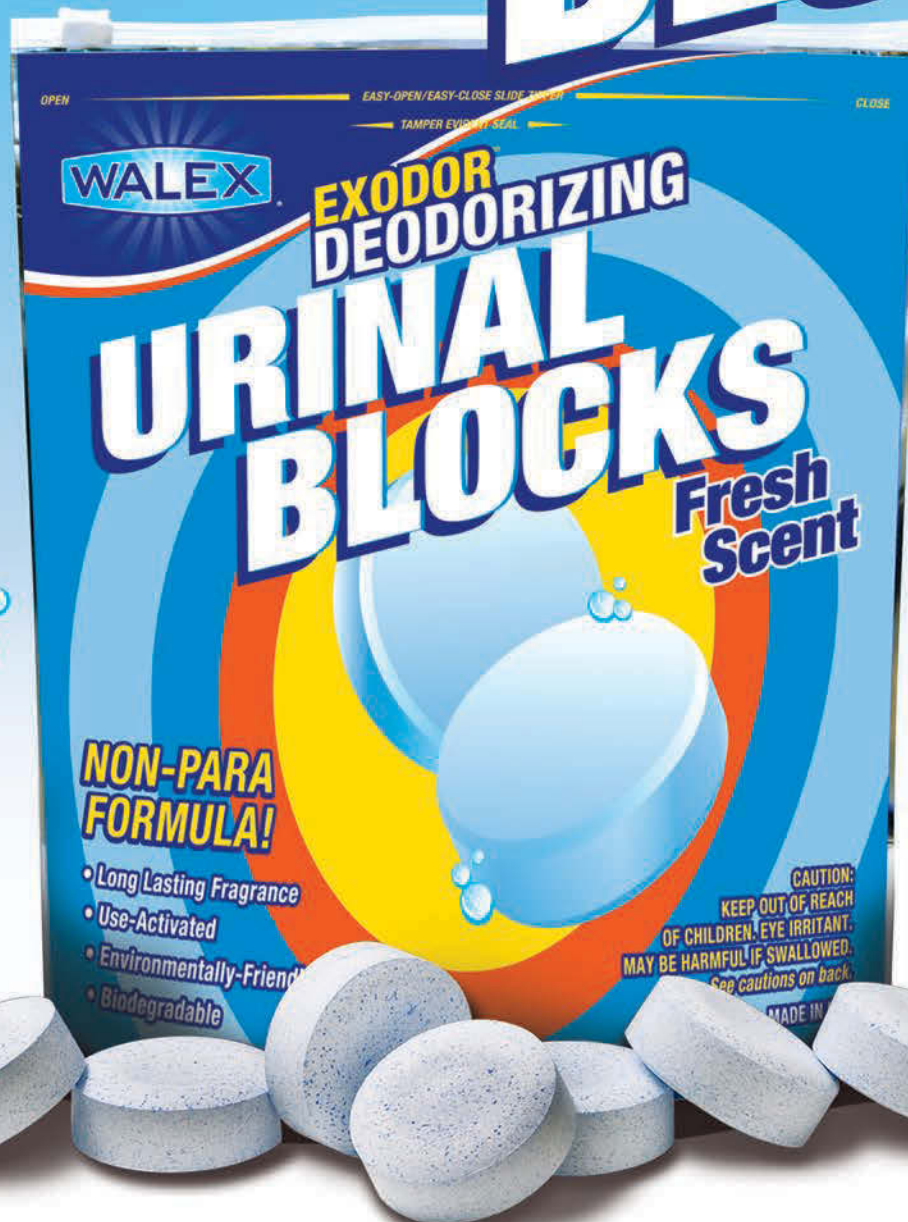


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# Picture Perfect

You can help the crew at *Pumper* pick the most beautiful rig from the Classy Truck garage

By Jim Kneiszel

**T**here's something for every pumper to appreciate in the collection of 2014 Classy Truck entries. We see smaller, compact vacuum trucks perfect for maneuvering suburban territory to serve grease trap customers and rigs with larger tanks designed to travel the countryside and take on septic tank waste from several customers before disposal.

If you're looking to add a little bling to your workday, you'll see trucks with more complex paint schemes, graphics and wraps, and dripping with chrome accessories. If you prefer simple, stripped-down trucks built for hard work day after day, you'll find that here too.

But they're all work trucks first. So look for features like heated collars, oversized valves and powerful vacuum pumps to keep any sludge moving freely. And for all-day pumping convenience, look for ample storage for supplies and job site accessories, as well as creature comforts on the interior.

Take a good look at our 2014 entries and let us know which one you would most like to see parked in your garage. Your pick will help a panel of judges at COLE Publishing choose the winner. The Classy Truck of the Year and its owner will be featured on the cover of the February 2015 issue of *Pumper*, the issue distributed at the WWETT (Water & Wastewater Equipment, Treatment & Transport) Show.

After you check out all the photos and descriptions, go to [www.pumper.com/classy](http://www.pumper.com/classy) to cast a ballot for your favorite truck. You have until Dec. 20 to make your vote count. **One vote per IP address allowed.**

## JANUARY



### Brian's Septic Service Tallahassee, Fla.

Brian Miller bought a white 2012 International WorkStar 7500, built out by Imperial Industries with a 4,000-gallon aluminum tank and vacuum provided by a National Vacuum Equipment Challenger 607 heavy-duty pump. There's secure supply storage to spare in three customer toolboxes and a Garnet SeeLevel gauge with in-cab display measures loads. The truck is used for residential septic and grease trap service.

## FEBRUARY



### J.L. Rishel Co. South Williamsport, Pa.

Jim Rishel runs an all-burgundy 2007 Volvo VED12 built out by J&J Truck Bodies and Trailers with a 4,600-gallon steel tank and Fruitland 500 cfm pump. The truck has aluminum hose trays and front wheels, three 4-inch intakes, a 4-inch discharge and work lights on the sides and rear. The cab is set up for comfort with spring ride, AC, cruise control, iPod- and Sirius satellite-ready stereo. The truck hauls mainly residential septage.

## MARCH



### Ron's Septic Tank and Drain Service Paducah, Ky.

Ron Morris maintains a 1999 Kenworth T-800 built out by Advance Pump & Equipment with a 3,600-gallon aluminum tank and Moro PM100T vacuum pump. A 200-gallon freshwater compartment in the tank feeds an Advance Pump JT1030 3,000 psi toolbox jetter system with remote control and air hose reel. The refreshed engine has more than a million miles. The rig serves residential septic and commercial customers.

## APRIL



### Aqua Drain Sewer Services Inc. Ottawa, Ontario, Canada

Yanick Brule drives a wrapped up 2013 International 7500 built out by Transway Systems with a 3,000-gallon steel tank and Fruitland 500 vacuum pump. Convenience features include rear work lights, a stainless steel toolbox, stainless diamond-plate hose racks, 4-inch inlet and 6-inch dump valve and several interior creature comforts. The truck splits time between residential septic and flood cleanup work.



## MAY



### Fiedler's Your Pumping Specialists Royalton, Minn.

Jeff and Cindy Tiemann and Ted and Bonnie Popp bought a maroon 2007 International 7600 built by Friedrich's Auto and Truck Sales, Sartell, Minn., using a 4,300-gallon stainless steel tank built by Advance Pump & Equipment. Vacuum is provided by a Challenger 866 pump from National Vacuum Equipment. The truck is used for a variety of work, including residential septic, car wash waste and grease trap service.

## JUNE



### Ingram & Greene Sanitation Atascadero, Calif.

Roger Greene upgraded his fleet with a white 2012 International 4300 with a 2,800-gallon aluminum tank from Progress Tank, and a Fruitland RCF 500 vacuum pump. The truck features rear sight glasses, top and rear manways, aluminum hose trays, 3-inch inlet and 6-inch dump valve, beacon lighting and white painted wheels. It is used mainly for residential septage and grease trap waste and the regular driver is Leonell Torres.

## Cast Your Ballot Today!

**Step 1.** Look over the 12 Classy Trucks for 2014.

**Step 2.** Choose your favorite.

**Step 3.** Go online at [www.pumper.com/classy](http://www.pumper.com/classy) and cast your vote. (One vote per IP address allowed.)

**Act now!** The deadline for voting is Dec. 20.

## Make Your New Rig a Classy Truck!

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**Step 2.** Snap a variety of photos with your digital camera.

**Step 3.** Send the photos to us, along with a detailed description of the truck and accessories, to [editor@pumper.com](mailto:editor@pumper.com).

## JULY



### Big Willy's Septic Service Inc. Mariaville, N.Y.

Richard Foster runs a white and Big League blue 2010 Peterbilt 335 with a 2,500-gallon steel tank and Challenger 607 vacuum pump built out by Lely Manufacturing. The truck has sight glasses, aluminum wheels, dual black toolboxes, rear work lights, chrome accents including rooftop horn and windshield visor, and 4-inch inlet and dump valve. A one-man operator, Foster uses the truck to pump residential septic systems.

## AUGUST



### Harding Septic & Portables Porterfield, Wis.

Bryce Harding runs a red 2013 International WorkStar 7400 with a 5,000-gallon aluminum tank and National Vacuum Equipment Challenger 500 cfm vacuum pump built out by Imperial Industries. The truck features dual toolboxes, aluminum wheels and a chrome package. The cab is set up with wood-grain accents, wrap-around dash, Bluetooth and CB. The rig is used mainly for residential septic and some municipal sludge hauling.

## SEPTEMBER



### Small Town Septic Granby, Conn.

Owner Jason LaChance operates a red over white 2006 Mack Granite truck built out by Joe's Welding Supply in 2012 with a 3,200-gallon steel tank and Masport HXL400 vacuum pump. The truck has a 4-inch inlet and 6-inch dump valves, heated collars to avoid winter freezing, aluminum wheels and chrome accents. The chassis was in storage for six years before build-out. The rig serves mainly residential septic customers.

## OCTOBER



### Favreau Septic Service Sterling, Mass.

Larry Favreau added a white and blue 1996 Kenworth T800 with a 4,500-gallon aluminum tank and National Vacuum Equipment Challenger 506 pump from Bay State Truck and Trailer. The truck carries an O'Brien toolbox jetter, and features digital Accu-Level and rear sight glasses, 3- and 4-inch inlets and 6-inch dump valve, heated collars, rear work lights and carries a Crust Buster. The truck is used mainly for septic service and grease trap cleaning.

## NOVEMBER



### Continental Power Rodding Sharon, Tenn.

Burney Miles bought a white over blue 2006 Freightliner M2 and had it built out by D & B Vacuum Sales with a 2,500-gallon steel tank and Masport HXL400VV pump. Convenience features include spray-on bedliner on the hose trays, dual stainless steel toolboxes, rear sight glasses and front sight tube, and a bracket to hold a Crust Buster. The truck is used almost exclusively for residential septic work.

## DECEMBER



### Ace Acme Septic Services Arlington, Wash.

Todd Summers bolstered the fleet with a Viper red 2013 International LoneStar with a drop axle, 3,600-gallon steel tank and Masport 400 cfm pump built out by Erickson Tank & Pump. The truck features diamond-plate aluminum hose trays, aluminum wheels, chrome accents including visor, mirrors and door handles, rear sight glasses, and top and rear manways. Driver Shawn Graham uses the truck for residential septic service.





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Diane Ciotta is a professional speaker and co-author of *Pushing to the Front*, with Brian Tracy. For more information, visit [www.thekeynoteeffect.com](http://www.thekeynoteeffect.com), email [di@thekeynoteeffect.com](mailto:di@thekeynoteeffect.com) or call 732-672-7942.

# Treat Your Clients Right

Improving customer satisfaction can reap welcome returns By Diane Ciotta

A traveler attempting to book a plane ticket by phone became frustrated after choosing from a menu of endless options and then waiting on hold for 20 minutes before being transferred twice, the second time to a dial tone! When she called back, the first live person she connected with got an earful about how poor the customer service was.

The agent responded without hesitation, stating, "Oh, well, we're not doing that anymore." "Not doing what?" inquired the caller. "The customer service thing ... we tried that before and it wasn't working for us!" While the airline representative was joking in an effort to make light of a bad situation, his sarcasm is actually a serious assessment of the customer satisfaction attitude we experience all too often.

From clusters of retail clerks engaging in personal conversation while a shopper waits to be acknowledged to grocery stores having only one register open at 5 p.m. on a weekday, customer satisfaction levels decrease as customer frustration grows. It's become too common for an employee to respond to an inquiry from a customer as if their request is an imposition. As a result, potential customers often feel compelled to apologize for the inconvenience their request has caused or ultimately determine their lack of need for that product or service at that time.

## FOCUS ON CARE

When a company focuses on the customers' needs, it seems refreshing and often is considered exceptional because it's more the exception than the rule. Here are ways your business can improve customer satisfaction:

**Set expectations.** It is probably true that common sense isn't so common anymore. In terms of customer satisfaction, that means client service expectations need to be established and not assumed. As the world becomes increasingly more electronic, it is even more important that a focus on personalization is not deleted from business-customer relationships. Defining appropriate actions and attitudes will ensure that employees know what is and isn't acceptable to protect the reputation of the company.

**Provide training.** Establish guidelines that identify appropriate resolutions to common customer issues to assist employees in their initial learning curve as well as their ongoing development. As part of that educational process, share typical scenarios and suitable end results and then practice them in hypothetical settings. These activities will enhance long-term behavioral modification and reduce turnover.

**Take action.** It has been said that there is no advance without chance and where there's no guts, there's no glory. Equally true is that insubordination requires ramification. While it can be difficult to exercise authority for noncompliance to customer satisfaction expectations, the impact of not tak-

As the world becomes increasingly more electronic, it is even more important that a focus on personalization is not deleted from business-customer relationships.

ing action can be insurmountable. Complacency is contagious, so when an employee's lackadaisical attitude is overlooked, the interpretation by other staff members is that it is acceptable behavior. This is devastating to any business and incredibly difficult to reverse.

Focusing on exceptional customer satisfaction results in some big benefits:

**Upsell opportunities.** It is not the dollar amount that can be saved that counts or even the service that can be purchased for the amount spent. Ultimately, it is the buying experience that most impacts the decision to spend more than intended. It is the customer satisfaction factor, more than anything else, that encourages a decision to invest in additional service or upgraded features.

**Repeat business.** More often than not, customers will frequent a certain company even if a comparable product or service can be purchased for less money elsewhere. Why? Because of the service they receive and their effortless customer experience. This justifies that the value is in the perception, not just in the service or products provided.

**Word-of-mouth marketing.** The best compliment is a recommendation and the most expensive advertising is a bad customer experience shared with others. For instance, your company provides portable restrooms for an outdoor fair, but the sponsor hears nothing but complaints about their cleanliness and effectiveness. When the sponsor calls to express his dissatisfaction, he's equally unhappy with the nonchalant response he receives from your staff. You probably won't get his business for next year's fair – and the sponsor likely will mention his ordeal to his contacts. How much does that negative customer experience cost you?

## THE BOTTOM LINE

No, the customer is *not* always right, but the customer always does have *the right* to make the final buying decision. Therefore, the way a prospective client is treated really does matter – with respect to their initial buy, their future purchase considerations and for the story they tell of their experience. ■





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#### 2014 INTERNATIONAL 4300

- Cummins 240 HP engine
- Allison 2500 6-speed RDS automatic
- Air brakes • 25,999 GVWR
- 2,000 gal. aluminum tank
- Two compartment tank, 500 fresh water/1,500 waste
- NVE primary moisture trap
- NVE 20" top man way
- 4" waste discharge line with valve, adapter, and cap
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# Inspecting Every Inch

LAMP II pan-and-tilt camera option from CUES allows operators to inspect all areas of the pipe

By Craig Mandli

The self-propelled LAMP II inspection system from CUES has been on the market for several years. But a pan-and-tilt add-on, rolled out for the first time at the 2014 Pumper & Cleaner Environmental Expo International (now called the Water & Wastewater Equipment, Treatment & Transport Show), has brought new versatility to the system, allowing an operator to perform simultaneous lateral and mainline inspections, according to Kevin Jordan, the southeast regional sales manager for CUES.

The full system includes a self-propelled lateral launcher, transportation platform and two cameras – a mini pan-tilt-optical zoom mainline camera mounted on an articulating platform for easy invert entry and a camera for lateral inspection. The mini pan-and-tilt system includes a detachable steering wand that provides the ability to navigate through multiple pipe junctions, giving operators even more latitude to inspect every inch of the pipe system, Jordan says.

“The operator can rotate and articulate the camera, and the wand allows them to get into different bends and areas of the pipe that weren’t previously accessible,” says Jordan. “The feedback we received from those who were using systems in the field indicated that they needed to be able to steer the pan-and-tilt camera. This system accomplishes that.”

The LAMP II system is available with a stainless steel or fiberglass push cable that can inspect more than 150 feet into a lateral. It can pull 1,000 feet of video cable, reducing traffic control expenses while increasing production. It’s operated using a hand-held, wireless video-game-like controller, including all lateral launcher, transport, camera and reel functions. Color video from the two cameras can be displayed in a picture-in-picture format or on separate monitors.

“The system now offers a lot of flexibility in the same footprint,” says Jordan. “The wand can actually be used to lever the pan-and-tilt camera around corners. It allows the operator to be able to see so much more.”



The LAMP II main camera is designed to inspect 6- to 30-inch mainlines, while the 360-degree pan-and-tilt can inspect 3- to 8-inch laterals with its 40:1 optical/digital zoom. It has automatic centering and built-in auto upright that keeps the image stabilized at all times. The system also has a built-in sonde for line locating and comes with four sets of single-point removable wheels with a combination of rubber tires for most conditions and semipneumatic tires to negotiate pipes with more debris. High-traction tires with a steel-abrasion base are available for greasy conditions and PVC pipe. Both cameras have built-in lens window wipers for in-pipe lens cleaning.

CUES Equipment Manager Tim Wilson, right, explains the upgraded pan-and-tilt camera options on the company’s LAMP II inspection system to a show attendee.

(Photo by Craig Mandli)

“We basically took a product that we were already very proud of, and added usability and versatility,” says Jordan. “It is ideal for municipal lateral inspections, residential mainlines and even in the oil and gas industry for inspecting cross bores.”

Jordan reports that operators who have tested the new pan-and-tilt option are enthused. “Obviously the demand was there, so the feedback has been great,” says Jordan. “We want our customers to know that the pan-and-tilt can be retrofitted on all existing LAMP II systems too.”

Jordan says CUES regularly launches a new product at every Expo. That won’t change with the first year of WWETT in 2015.

“The entire industry is looking at multi-sensor technology in pipe inspection products,” says Jordan. “We intend to keep building high-tech gear with a smaller footprint. The demand is there.” **800/327-7791; www.cuesinc.com.** ■

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Harding Portables and Jim's Septic Pumping owner Bryce Harding is shown with his wife, Heidi, and their children Brody, 4, and Brecklyn, 2.  
(Photos by Cory Dellenbach)

Starting in high school with a used truck and a few restrooms, Wisconsin's Bryce Harding has quickly grown a diversified pumping business ... with plans to keep expanding

By Dee Goerge

# A BORN BUSINESSMAN

**B**ryce Harding had his first portable restroom contract two weeks before he graduated from Peshtigo High School in northern Wisconsin. Though some classmates ribbed him about his career choice, he had helped his father, Gerry, who ran a one-man septic service business. When Gerry received a letter requesting bids for portable restroom services, the younger Harding recognized an opportunity and purchased his first eight restrooms and a 1994 Ford F-450 truck.

It took several years to grow the business before he could quit a full-time pipefitting job but he managed to grow Harding Portables to the point where he could hire employees. With the recent purchase of a competitor's business, Harding, now 30, has grown the business even more. And he's not done yet. He has added services to diversify his business in the past and is willing to add more in the future.

Harding learned hard work early on. He had several years of working experience at a neighbor's farm milking every morning and evening and helping with fieldwork during the summer. His great-grandfather, Lee Brusio, ran an excavating business and taught Harding the basics of welding. Between the two operations, he had plenty of opportunities to drive, troubleshoot and fix a variety of equipment.

(continued)

## Profile

**Harding Portables LLC & Jim's Septic Pumping LLC**  
Porterfield, Wis.

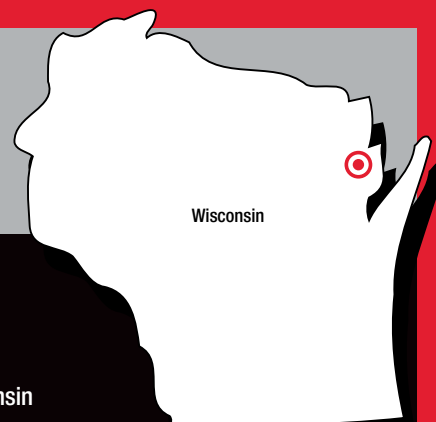
**OWNER:** Bryce Harding

**FOUNDED:** 2002

**EMPLOYEES:** 6

**SERVICE AREA:** Northeast Wisconsin

**SERVICES:** Septic service, portable sanitation, sewer cleaning, waterjetting, camera work, minor septic repair





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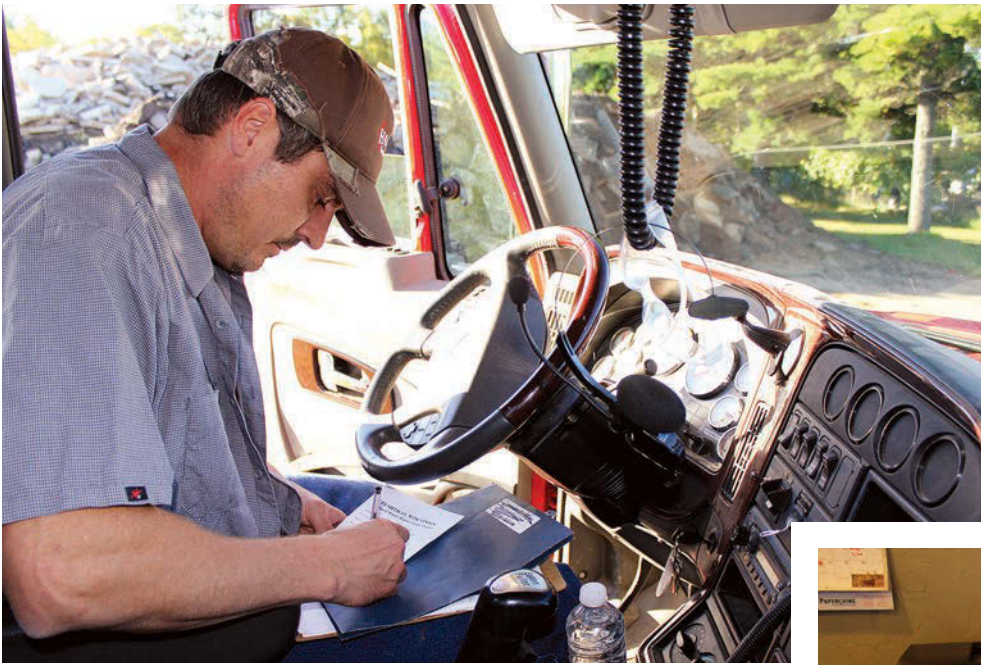
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**Left:** Travis Block fills out paperwork while dumping a load at a City of Peshtigo facility.

**Below:** Office worker Althea Howarth goes through invoices and other paperwork at Harding Portables and Jim's Septic Pumping.



## VALUING A BUSINESS

From the beginning, Harding had a sense of valuing his business. His strategy for winning that first contract was to see what other portable restroom operators charged and add \$5. At the beginning of the recent economic downturn, he raised prices to make up for anticipated lost business, and says he never really felt any losses.

"I never used to raise prices. Now I add \$10 [to rentals and services] every year until they get where they need to be. When you are out working you have to get paid to cover your loan, fuel and other costs," he says. "You never want to go backwards."

One of his pet peeves is a business owner who low-balls prices to the point of not covering costs. He points out there are legitimate reasons for charging more than the typical septic service fee in his area. First, he needs to charge enough to pay a competitive wage to employees who will do work to meet his quality standards. Secondly, while competitors field-spread septage, Harding's trucks pay the \$35 per 1,000-gallon dumping fee at municipal plants.

Technician Travis Block washes his work truck, a 2013 International with 5,000-gallon tank built out by Imperial Industries with a pump from National Vacuum Equipment.

"I tell my customers, and they appreciate knowing where it's going and that it's not going on a field," Harding says. He's been surprised how

“ My old boss had a crew of 12 for 20-some years. He doesn't yell, scream or holler. I try to follow in his footsteps – not yell, pay well and not get too excited about stuff. ”

— Bryce Harding

important that is to customers and plans to emphasize it in future marketing and radio advertisements.

Finally, Harding wants his units and service to stand out. He makes sure his inventory of 280 restrooms from Five Peaks are in good shape, and he keeps them smelling fresh during weekly washdown service, using

deodorants from J & J Chemical Co. And he says he's diligent about looking for overused restrooms.

"If one is getting over-full, I tell [the customer] I'm putting an extra unit in. I don't want a bad name," Harding says. "I used to be scared to tell customers how to do things."

Rather than tarnish his business' reputation with too few or dirty units, he prefers to walk away and lose business.

## EXPANDING SERVICES

Portable sanitation makes up about 25 percent of the business' income. Septic pumping accounts for about 50 percent. Early on, Harding realized he needed to add services.

"I got into sewer cleaning about six years in," he says. "I could see that a lot

(continued)







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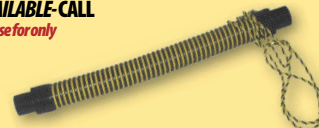
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**Above:** Technician Travis Block drags hose to a tank at the third of five pumping jobs of the day. Access was tricky for this job, as the tank was at the end of a narrow wooded lane and he had to back the truck all the way to the main road after pumping.

**Left:** Travis Block sprays down residue while pumping a tank in Peshtigo, Wis., while the homeowner looks on.

Grouping customers by location, he and his workers methodically pumped tanks to whittle down the list.

### EMPLOYER LESSONS

Until a couple of years ago, Harding ran the business alone with the help of his mother, Elizabeth, who answered his phone, and a couple of part-time employees. As the workload grew, he knew he needed help.

Being the boss and finding the right people has been more challenging than he expected. But he tries to emulate his former welding employer, Dan

*(continued)*

of work was going out the window." He got tired of scheduling conflicts while arranging for others to do the work, so he invested in his own equipment.

"I go to the [Water & Wastewater Equipment, Treatment & Transport] show every year and it helps with [choosing] new equipment," he says. "I've just been around the plumbing industry a long time and when I see an opportunity I'm ready to try it." After talking to people at the show he purchased a Power Line Industries hot-water jetter and Electric Eel inspection camera.

He put the equipment to work almost immediately cleaning 12,000 feet of floor drains for a local shipyard. Then he used it at a piston manufacturing plant. Salt from the metal went into floor drains and hardened and plugged 150 feet of line. Using an auger hadn't worked and factory owners thought they'd have to spend up to \$200,000 tearing up the floor and replacing the line. They were happy when Harding's jetter dissolved the salt and solved the problem. Harding set up a maintenance plan to regularly clean the pipe to prevent future problems.

The jetter also turned out to be a great investment last winter for 460 frozen sewer line calls.

In early 2014, Harding expanded again when he bought out his biggest competitor, Jim's Septic Pumping in Crivitz, Wis., which had a strong customer list in a tourist town and lake area. He was busier than expected right away. In addition to frozen systems and getting to know new customers, two counties sent out notices to people with septic tanks that needed to be pumped (every three years). Harding Portables received the list and sent reminder postcards.

"At one time we were 350 calls behind with both businesses," Harding says.

## Bone-chilling duty

What's the most interesting emergency challenge Bryce Harding has faced? The owner of Harding Portables and Jim's Septic Pumping says it was hot-water blasting two barges that were frozen together.

The unusual request for his jetting services came during last winter's frigid temperatures. The barges were being used as a platform for a dredging project when a cold blast fused them together. The barges were locked together like Lego construction toys – only with 20- by 40- by 10-foot connectors and dozens of large pins – encased in thick ice. Temperatures hovered around minus 10 degrees F with strong winds blowing across Green Bay.

Harding parked two jetter vans on shore and ran 300 feet of hose across a temporary bridge to the barges. Bullet heaters blew heat into the vans' open doors while forklifts kept 300-gallon totes of water coming into the jetters. The crew blasted 240-degree water on the ice on each pin at 4,000 psi, 9 gpm.

After about an hour, they'd move to the next one, as other workers swung sledgehammers and operated mini-excavators with jackhammers to loosen and pry up the pins.

"We had to keep the water running, because if you quit for more than 20 minutes it froze up," Harding says. "It was nonstop bull-running for four days from about 4 a.m. to 10 p.m. And it was dangerous with thin ice and water around the barges." He recalls taking many head counts every day to make sure everyone was safe.

But it worked. The barges were finally disconnected by 20 hard workers and 16,000 gallons of water.

"It was four days of hell, but I had a blast," Harding recalls. "It's one of the neatest things I've done in my life."





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Saucier of Tri-City Plumbing in Marinette, Wis., whom he greatly respects.

"My old boss had a crew of 12 for 20-some years. He doesn't yell, scream or holler. I try to follow in his footsteps – not yell, pay well and not get too excited about stuff."

From the beginning, Harding emphasized standards of cleanliness and quality. He makes it clear to employees that their wages come from their work.

Harding starts technicians out with a competitive wage, \$1 per hour annual increases and holiday bonuses.

"I ride with them for at least two weeks and then I let them go on their own a bit. Then I go on another ride with them. After that I let them make their own mistakes," he explains. "They're a good group of guys."

In addition to drivers, Harding hired a secretary in early 2014. Laurie Simpson answers the phone, handles billing and accounting and will eventually dispatch trucks. Harding adds that he is grateful for his mom who continues to run errands for him. He also trades calls with his dad to better accommodate customers.

Finally, his wife Heidi answers the phone on weekends and has been invaluable at making business decisions. For example, she recognized customers with lake homes often called for service on weekends. Harding figured his costs (including overtime pay), realized he was losing money and started charging a flat rate of \$300. Customers now plan ahead, and the Hardings have more time to spend with their two young children.

## BUYING NEW TRUCKS

In the beginning, Harding welded septic tanks to save money. He has a well-equipped shop and did his own maintenance and repairs for years. But as his business grew his ideas about equipment changed.

"I'm buying new trucks and getting them under warranty. The warranty is gold," he says. "I have tools but don't have the time."

“There are a lot of options in this business. So many things you can do, endless routes for you to expand. ... I think hydroexcavation is going to be even more needed in the future.”

— Bryce Harding

While he and his crew take care of general maintenance, for bigger repairs the warranty covers 24-hour service. He can sleep while a truck is being worked on, and instead of paying a mechanic he can pay a driver to bring in more income.

Another change relates to the size of equipment. "Smaller tanker trucks don't make money. Little trucks are becoming obsolete because the fuel, insurance, wages and tire prices keep going up," he says.

His new favorite truck is a 2013 International WorkStar 7600 with a 5,000-gallon aluminum tank from Imperial Industries and a National Vacuum Equipment Inc. pump. Other trucks for septic pumping include a 2014 Western Star with an Imperial 4,500-gallon aluminum tank and a 2000 Freightliner with a 2,300-gallon steel tank, built in Harding's shop and both with 390 Masport pumps.

For the portable restroom business, the fleet includes a 2014 Ram 5500 with 600-gallon waste/300-gallon freshwater steel tank built in-house and a 2000 Ford F-450 truck with a 600-gallon waste/200-gallon freshwater LMT-VAXTEEL steel tank, both with Conde pumps (Westmoor Ltd.).

## JETTING AND THAWING

Harding owns a 1994 Butler trailer, a 43-foot Lane trailer and a modified snowmobile trailer to haul restrooms. He has 15 handicap units from Satellite Industries and Five Peaks, 22 Satellite sinks and a JAG Mobile Solutions 2013 Porta-Lisa trailer used for events, weddings and business bathroom remodeling projects.

(continued)



**Above:** Employee Kyle Schubert moves a handicap-accessible Five Peaks restroom in the Harding Portables yard in Porterfield, Wis.

**Left:** Technician Travis Block fires up his Crust Buster tank agitator on a tough pumping job in Pound, Wis. His International vacuum truck built by Imperial Industries with an National Vacuum Equipment pump is shown in the background.



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Harding has a 2006 Chevy cube van for the jetter, a 2005 Ford E-350 for sewer augers and a 2006 Sprinter van for the sewer cleaner and camera. Due to additional frozen-line work last winter he purchased an Icebreaker 450 electric pipe thawer, two Arctic Blaster propane pipe thawers and a Miller Trailblazer welder.

A 2014 Dodge Ram 3500 work pickup transports Harding's 2006 Volvo E55 mini-excavator and 2006 Cat 277B tracked skid-steer. He uses them and a 1997 Peterbilt quad-axle truck with a Heil dumpbody for installation and to repair septic systems.

A new 50- by 80-foot shop built in 2012 includes an office and is well-stocked with tools to maintain equipment.

Drivers typically use their smartphones to figure out the best route; Harding hopes to add GPS tracking in the future. In the office, QuickBooks accounting software keeps the bookwork organized.

## FORWARD THINKING

Always looking for a new challenge, Harding sees new equipment designed for the wastewater industry and envisions many ways to utilize it. He has no doubt diversification will continue to be a priority for his growing business.

"There are a lot of options in this business. So many things you can do, endless routes for you to expand," he says. Currently, he's open to adding hydroexcavating to his services if a long-term contract comes through. If not now, he anticipates adding it sometime.

"I think hydroexcavation is going to be even more needed in the future," he says. "I'm just waiting." ■

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# Education Day Sessions

Monday, February 23, 2015

## NAWT

National Association of Wastewater Technicians  
Room 234-236

- 8 a.m. Pre-Trip Inspections
- 9:30 a.m. Hours of Service (HOS) Overview
- 11 a.m. Roadside Inspections
- 1:30 p.m. Environmental Impact Study: Effects of Water Softener on Septic Tank Performance
- 3 p.m. A Study of Microbiological Induced Corrosion
- 4:30 p.m. Ask the Expert Q & A

## WJTA-IMCA

Water Jet Technology Association  
Industrial Municipal Cleaning Association  
Room 140-142

- 8 a.m. Hydroexcavation — Tools to Stay Current in a Changing Marketplace
- 9:30 a.m. Maximizing Productivity on Vacuum/Air Mover Projects
- 11 a.m. Waterblast Safety Can Enhance Productivity, Quality and Profits!

## SSCSC

Southern Section Collection Systems Committee  
Room 231-233

- 8 a.m. Combination Vacuum Unit Operation Overview
- 9:30 a.m. Been There, Done That, Got The T-Shirt (Small Business From a Hands-on Perspective)
- 11 a.m. So You Think You Are the Best? CCTV Inspection In Its Highest Form
- 1:30 p.m. Avoid the Pitfalls — Trenchless Pipeline Repair and Renewal
- 3 p.m. NOZZLES, NOZZLES, NOZZLES!
- 4:30 p.m. Ask the Experts Q & A

## SSPMA

Sump and Sewage Pump Manufacturers Association  
Room 243-245

- 1:30 p.m. Sizing Guidelines for New or Replacement Sewage Pumps
- 3 p.m. Backup Battery and Combination Pump Systems Evaluation and Installation
- 4:30 p.m. Specifying Pumps: Why Do Pumps Fail?

## NASSCO

National Association of Sewer Service Companies  
Room 130-132

- 8 a.m. Overview of Manhole Rehabilitation Technologies
- 9:30 a.m. When, Why and How to Defeat Infiltration Cost Effectively
- 11 a.m. New Opportunities in Small-Pipe Relining and Reinstatement
- 1:30 p.m. Pipeline cleaning Best Practices
- 3 p.m. Large-Diameter Pipe and Drain Rehabilitation Technologies
- 4:30 p.m. Ask the Experts Q & A

## NEHA

National Environmental Health Association  
Room 237-239

- 8 a.m. New Technologies for Non-Potable Water Use
- 9:30 a.m. Rules & Regulations with New Technologies and Working with Regulators
- 11 a.m. New Technologies for Non-Potable Water Use Part 2
- 1:30 p.m. OSHA Regulations and Smart Business
- 3 p.m. Sales & Marketing with New Technologies
- 4:30 p.m. Ask the Experts Q & A

## NOWRA

National Onsite Wastewater Recycling Association  
Room 240-242

- 8 a.m. Lobbying
- 9:30 a.m. Field Inspections Part One
- 11 a.m. Field Inspections Part Two
- 1:30 p.m. Septic Tank Safety — Lethal Lids
- 3 p.m. Time Dosing
- 4:30 p.m. Ask the Experts Q & A

## Portable Restroom Track

Beverly Lewis  
Room 243-245

- 8 a.m. Mastering the Busy Season
- 9:30 a.m. A Great Customer Experience
- 11 a.m. Employee Retention and Recruitment

## Business Track

Kelly Newcomb, Ellen Rohr, Women's Roundtable  
Room 136-138

- 8 a.m. Grow or Go! Why Most Companies Fail to Grow Effectively and What You Can Do to Keep Your Company From Failing
- 9:30 a.m. Target Marketing: How to Effectively and Efficiently Grow Your Sales
- 11 a.m. Effective Branding and How it Can Help Your Business
- 1:30 p.m. Business Basics 101
- 3 p.m. Build the Business You REALLY Want
- 4:30 p.m. Women in Wastewater Roundtable Discussion

Gil Longwell  
Room 140-142

- 1:30 p.m. Protecting Private Enterprise

## Marketing Track

Susan Chin  
Room 133-135

- 8 a.m. Ladies and Gentlemen: Create Your Personal Brand and Strategic Network for Success in 5 Easy Steps
- 9:30 a.m. Effective Website Design and Engaging Customers in the Digital Age
- 11 a.m. Tapping into the Power of Social Media and Content Marketing

## Road Rules & Safety Track

John Conley  
Room 133-135

- 1:30 p.m. A Trucker's Guide to Washington Speak
- 3 p.m. Cargo Tank Safety and Regulatory Report
- 4:30 p.m. Compliance with Part 180 and Preparing for a Tank Truck CT Shop Audit

*You can view the complete schedule of events along with an exhibitor list, floor plan, travel information and everything else you'll need to plan your trip to Indy at [wwett.com](http://wwett.com)*





## Tuesday Sessions

Detailed session information available at: [wwett.com](http://wwett.com)

February 24, 2015

### NAWT Track

Room 234-236

- 8 a.m. Septage Processing Introduction:  
Working with an Engineer
- 9:30 a.m. Analyzing Your Resources:  
What Goes on Around You is Important!
- 11 a.m. Introduction to Odor Control

### Onsite Installer Track

Room 231-233

- 8 a.m. Soils, Design, O&M: What Every Installer  
Should Know
- 9:30 a.m. Best Installation Practices for  
Trouble-Free Pump Controls
- 11 a.m. Introduction to Effluent Filters

### \*MSW Track

Room 237-239

- 8 a.m. Mapping Solutions for Repair and  
Maintenance of Water Distribution Systems
- 9:30 a.m. The Shift from Reactive to Proactive  
Wastewater Management Best Practices
- 11 a.m. Why Hasn't Your Sewer System Evaluation  
Survey Testing Worked?

\*MSW - Municipal Sewer & Water

### Treatment Plant Operator Track

Room 240-242

- 8 a.m. An Emerging Technology for Lagoon-Based  
Nutrient Removal
- 9:30 a.m. The New Wastewater: Collection System  
Challenges Caused by Today's Modern Trash
- 11 a.m. Wastewater Microbiology

### Industry Safety Track

Room 243-245

- 8 a.m. New Trends and Technology in Equipment  
for Excavation Safety
- 9:30 a.m. Best Practices: Use, Care and Repair of  
High-Pressure Sewer Cleaning Hose
- 11 a.m. Development and Execution of a Cross-Bore  
Prevention Program

### Business Track

Room 130-132

- 8 a.m. How to Position Your Company in the Market Today
- 9:30 a.m. Six Proven Tactics to Generate Leads and  
Turn Them Into Revenue
- 11 a.m. Growth by Acquisition or Exiting Gracefully:  
Buying or Selling a Septic or Sewer Business

### Drain Cleaning Track

Room 133-135

- 8 a.m. Drain Cleaning Methods - Then and Now
- 9:30 a.m. The Physics of Pipe Cleaning Tools and  
How I Make it Work for Me
- 11 a.m. Lateral Lining - Are You Using the Right Tool?

### Industry Technology Track

Room 136-138

- 8 a.m. How to Manage Septic Systems  
using Remote Monitoring
- 9:30 a.m. GPS Tracking: Hype Vs. Reality
- 11 a.m. Wireless Controls in the Waterjet Industry:  
Sacrificing Safety for Convenience

### Septic Series Track

Room 140-142

- 8 a.m. True Crime Scene Stories: How to Inspect  
and Troubleshoot Suspect Onsite Systems
- 9:30 a.m. One Man's Waste is Another Man's Treasure
- 11 a.m. Dewatering Options for Roll-Off Containers



\*Complete contest rules and details at: [wwett.com/rules](http://wwett.com/rules)





# Wednesday Sessions

Detailed session information available at: [wwett.com](http://wwett.com)

February 25, 2015

## Septic Series Track

Room 140-142

- 8 a.m. Considerations in Building Your Next Vacuum Truck  
9:30 a.m. Grease Collection and Treatment:  
Raising the Bar Via Resource Recovery  
11 a.m. Analyzing Common Onsite Septic System  
Malfunctions and Options for Prevention & Correction

## \*MSW Case Study Track

Room 231-233

- 8 a.m. Retrofit of the Lansdowne Sanitary P/S  
9:30 a.m. Huntington Beach Successfully Navigates  
Emergency Repair of Fragile Storm Drain  
11 a.m. Collection System Rehabilitation –  
Alternative Technology

## \*MSW Technology Track

Room 237-239

- 8 a.m. Implementation of Acoustic Inspection Technology  
at the City of Augusta  
9:30 a.m. Highlights from the 7th Edition of Operation  
and Maintenance of Wastewater Collection  
Systems Manual  
11 a.m. Technological Advancements Fulfill the  
Promise of Zoom Survey Paradigm

\*MSW - Municipal Sewer & Water

## Portable Sanitation Track

Room 136-138

- 8 a.m. Portable Sanitation - Special Events  
9:30 a.m. Making Your Portable Restroom Business Lean  
and Mean – How to Boost Productivity and  
Increase Your Bottom Line  
11 a.m. T.B.D.

## Treatment Plant Operator Track

Room 240-242

- 8 a.m. Utility Regulation Basics for Grease Haulers  
9:30 a.m. The Waste in Our Wastewater  
11 a.m. Security Issues and Best Practices for Water/  
Wastewater Facilities

## Pipe Rehab Track

Room 243-245

- 8 a.m. Integrating Temperature Sensor Technology  
within Lateral Pipeline CIPP Installations  
9:30 a.m. CIPP Calibration and Vacuuming  
11 a.m. Extending Life Expectancies with Corrosion-  
Resistant Coatings and Linings

## Business Track

Room 133-135

- 8 a.m. Team Building for Profit  
9:30 a.m. Ten Commonsense Ways to Grow and  
Improve Your Business  
11 a.m. Setting Expectations – The Key to Sales  
and Customer Satisfaction

## Advanced Onsite Installer Course

Room 234-236

8 a.m. - 5 p.m.

- Introduction and Site Evaluation
- System Sizing and Basic Design Principles
- Pumping to Systems
- Installations of ATUs
- Installing for Management
- Troubleshooting Systems

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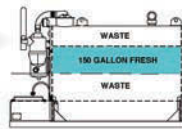


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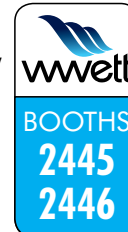


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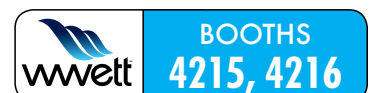


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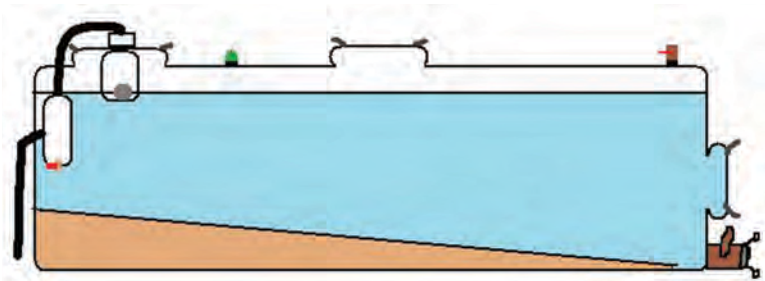




# True Grit

No matter what I try, I just can't shake that last 100 gallons of debris out of the bottom of my tank. Any ideas?

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



**QUESTION:** The graphic shows my current vacuum truck setup. I'm having an issue with sand, silt and gravel building up in the bottom of the tank. The debris runs on a gradual incline (higher to the front). I have installed a 12-inch manway in the rear of the tank and have made a 10-foot-long handled scraper to drag the sand back (similar to a catch basin spoon), but it doesn't really work well and makes a big mess. Blasting with a pressure washer from the top manways won't budge the sand.

Are there ways I can modify my current tank to keep it clean? Different valve and vent locations? We have to discharge through a 4-inch hose at our treatment plant. I pump and discharge from the same 4-inch rear valve, and when I unload at the plant I open a 2-inch ball valve at the top rear of the tank. I have been thinking of putting a 3-inch valve on the bottom front end of the tank and pumping every few tanks through that. Would that help?

Should my air vent be in the front rather than the rear for unloading? Is 2 inches too small?

I don't have a hoist. I drive the truck onto ramps on the front end to raise it a foot, but that doesn't really work as well as I had hoped. My tank will hold 850 gallons of waste, but with the sand and sediment I lose about 100 gallons of capacity.

*A poster asks readers how to remove the stubborn residue on the bottom of his vacuum tank. He posted this drawing to show how the grit has collected toward the front of his tank.*

**ANSWERS:** Have you considered adding a load port at the front of the tank, possibly with a 90-degree elbow off the tank and extension pipe so your hose connection is at the side of the truck? Then switch from rear- to front-loading every so often.

♦ ♦ ♦

I have the same problem. My truck has a hoist that tips to 50 degrees and the silt/sand still sticks in the front. I have added a vibrator, which is bolted to the bottom of the tank, and I activate it for a few seconds as I unload. This helps quite a bit, but I still wash my tank out every couple of months.

♦ ♦ ♦

I have thrown a jetter in there and it pulls that stuff out real well.

♦ ♦ ♦

I have a 2-inch water pump with pipe fittings reducing down to a 3/4-inch pipe nipple for a nozzle. I can wash the grit out pretty quickly from the topside manway.

♦ ♦ ♦

I have a long length of 3/8-inch pipe with a welded plate made to the contour of the tank. I have two 1/4-inch holes drilled about 15 degrees from center of bottom, then I have a garden hose adapter on the end. I graded a pile of dirt and created a ramp. I drive up the ramp, open the hatch, turn the water on and start raking. It takes a little effort and time but gets the job done.

♦ ♦ ♦

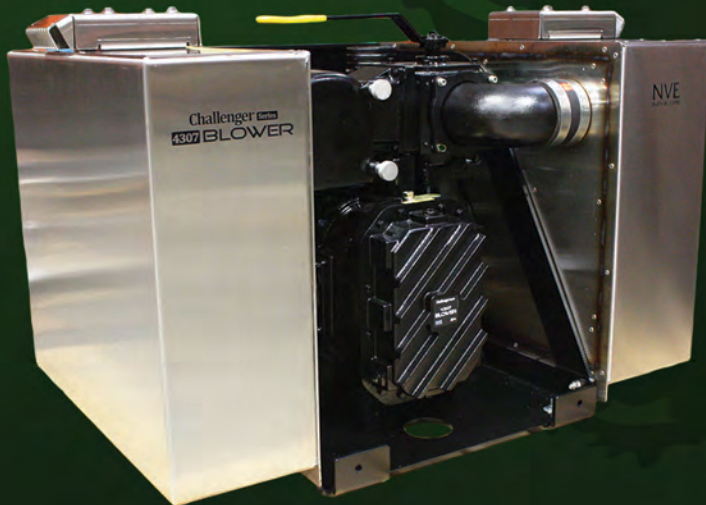
My trucks have 6-inch outlets that exit from the bottom of the tank. A couple of interior baffles have half-moon openings right on the bottom of the tank, which does a great job of drawing the contents out of the tank with enough force to take the sediment with it. If you have to dump using a 4-inch outlet, your tank is not going to stay clean. The plant operators know this. They don't want your gravel and stones. They make more money, because you can't dump a full truckload. ■



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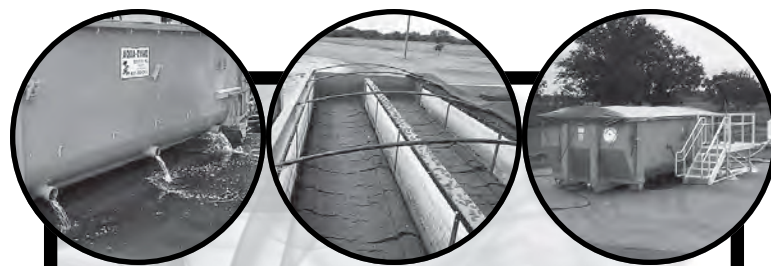
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Erik Gunn is a business writer in Racine, Wis.

# Should You Offer Employee Health Care?

A prevailing opinion is that it's impractical for small businesses to provide employee health insurance, but experts say there are good reasons to consider offering the prized benefit **By Erik Gunn**

**H**ealth care, its costs, and how it gets covered continue to be in the news. With the implementation of the federal Affordable Care Act, more employers are now required to provide a certain level of health coverage for employees.

Small businesses with 50 or fewer employees don't face the same mandate. Many may see it as beyond their ability to afford. But you might want to think twice about that. Even if you don't have to provide coverage, there are good reasons to consider offering health benefits. The good news, experts say, is that it's possible to do so and still continue to grow and thrive as a business.

## DON'T DISMISS THE IDEA

Big companies offer health care coverage not just because they can afford it, but because it helps them hire and keep workers. Small businesses might do well to think about it for that reason alone.

"Because health care coverage is a highly prized benefit, offering coverage will make you an employer of choice, easing the recruitment of future talent and ensuring the retention of key talent," says Julie Stich, director of research at the International Foundation of Employee Benefit Plans. The organization, based in Wisconsin, conducts research and advises employers on benefit trends and practices.

"Providing coverage will help you maintain and increase employee satisfaction and loyalty, enhancing the employer-employee bond and leading employees to a greater sense of appreciation, purpose, engagement and productivity," Stich says.

All those may be a bit challenging to quantify. But there are also some more concrete benefits.

People who have health insurance have access to free preventive care, Stich points out. "This can lead to lower rates of absenteeism, presenteeism and disability." (Presenteeism? That means coming to work when you're sick and should stay home to get healthy faster.)

As you probably know, if you don't cover your employees, they will now be required under the federal law to obtain health insurance themselves. Lower- and moderate-income people qualify for federal subsidies that help offset the cost, but if you have some highly paid employees, they won't get those same subsidies when they go shopping for health insurance.

"Providing coverage may protect them from exorbitant health costs they may encounter" when they have to buy their own coverage, Stich adds.

## COST-CURBING STRATEGIES

There's no question that offering benefits will cost you in the short run. And even if you get a good deal from an insurer in the first year, you may understandably worry about your costs going up substantially in future years.

Even so, there are important financial benefits to offset those costs. And there are strategies to help you reduce year-to-year increases in costs.

"Offering coverage provides employers with tax advantages in the form of deductions and potential small-business tax credits," says Stich.

Deductions and credits are two different things, and you benefit from them in different ways. Tax deductions lower your tax burden indirectly: They reduce the amount of personal or business income that is taxed. But tax credits actually reduce your tax itself, dollar for dollar by the amount of the credit.

Small businesses that pay health insurance premiums for their workers qualify for a federal tax credit on a sliding scale, and starting with 2014, the maximum credit increased to up to 50 percent of the amount the business paid out in health insurance premiums.

To be eligible for the credit, an employer must have fewer than 25 full-time-equivalent employees; their average salaries must be less than \$50,000 (a number that will be adjusted year to year for inflation); and you must cover at least half of the employee-only health coverage. Finally, you must shop for insurance for your employees through the SHOP Marketplace – state health insurance marketplaces set up similarly to the individual health insurance marketplaces that were created under the federal law. (SHOP stands for "Small Business Health Options Program.")

You can see what's available in health plans for your employees at the SHOP Marketplace for your state by going to [www.healthcare.gov/small-businesses](http://www.healthcare.gov/small-businesses). Information about the SHOP Marketplace is at [www.healthcare.gov/what-is-the-shop-marketplace](http://www.healthcare.gov/what-is-the-shop-marketplace).

You can learn more about the tax credit at [www.irs.gov/uac/Small-Business-Health-Care-Tax-Credit-for-Small-Employers](http://www.irs.gov/uac/Small-Business-Health-Care-Tax-Credit-for-Small-Employers). The organization Small Business Majority has a calculator here to help you ballpark the likely credit for your business, but remember that's only an estimate: <http://healthcoverageguide.org/helpful-tools/small-business-health-insurance-premium-tax-credit-calculator/>.

## PROMOTE GOOD HEALTH

Ultimately, it will be your decision as to whether to offer health insurance for your employees or not. Stich says you may find another benefit as well though.

"It fosters a culture of health in a company," she says. "It can potentially reduce employee stress over a lack of health insurance, too-high out-of-pocket health costs and the need to seek appropriate coverage on their own for themselves and their families."

In short, it gives your employees peace of mind. And that's a benefit that can pay off long term. ■



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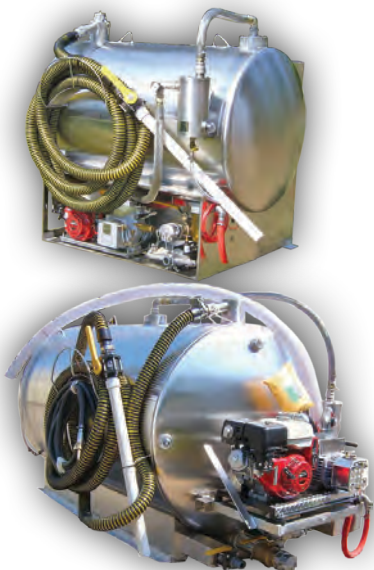


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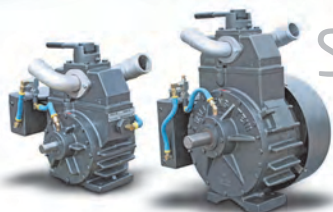
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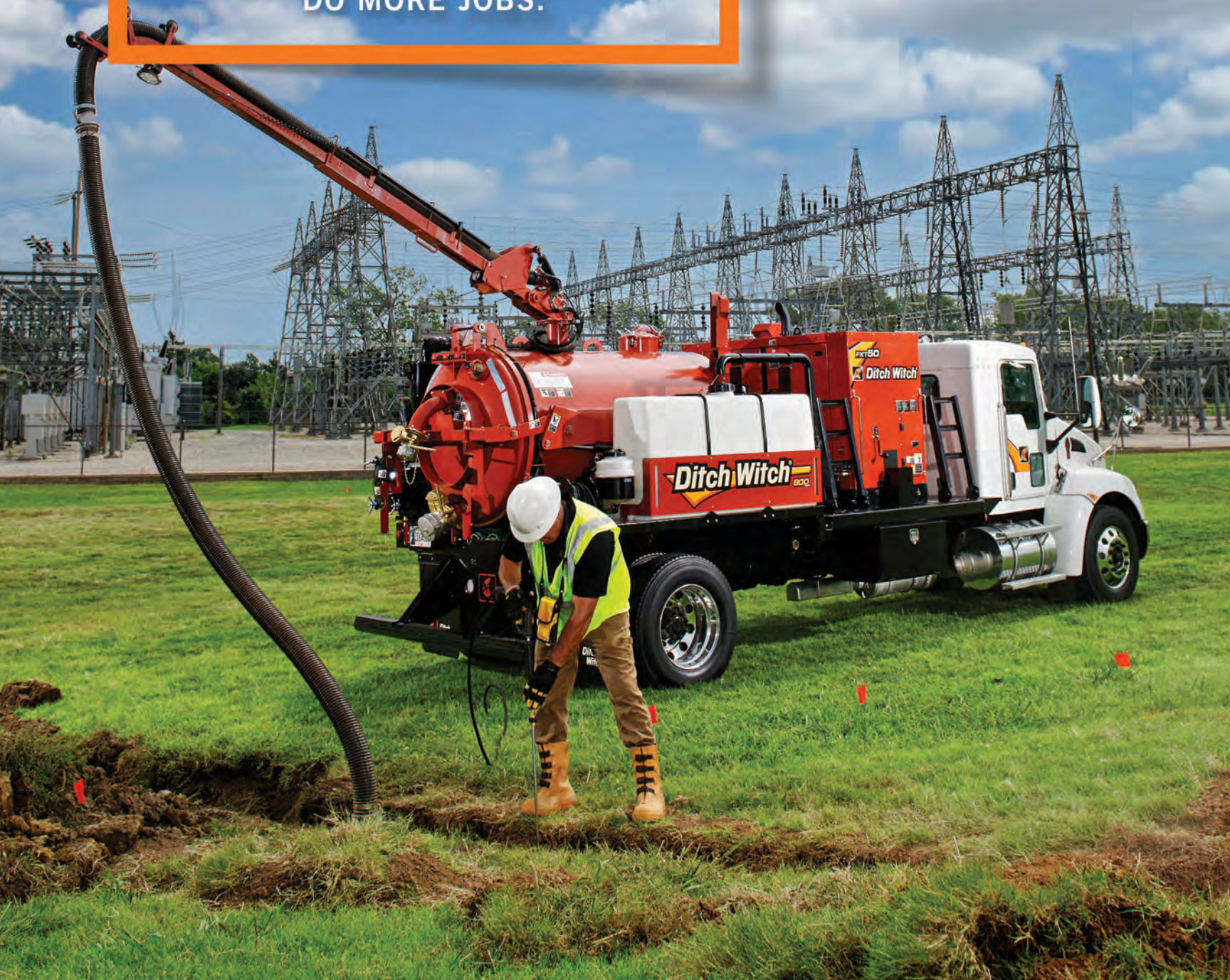


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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio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

# Dealing With Floodwater

**Address potential overloading issues before installing a new system and have a recovery plan ready if a customer's system is inundated** By Jim Anderson, Ph.D.

**QUESTION:** Do I need to worry if water ponds over my system?

**ANSWER:** This question was posted recently at a homeowner website, and elaborating on the topic will help septic system professionals educate their customers.

The simple answer to the question is yes, you do need to worry. Every year a number of areas experience 100- or 500-year-interval precipitation events where onsite systems can be inundated. And any additional water added to a system has the potential to cause problems with the long-term operation.

Two situations immediately come to mind where water can pond over an onsite system: when the house or system is located in or near a flood plain and when the system is situated in a lower, flat area where surface water can collect. Regardless of the cause of the system being under water, the concerns are the same.

Excess water can hydraulically overload the system. The movement of water over and through the system can bring solids that plug the drainfield and fill the tanks, causing problems with pumps and any other mechanical or electrical connections within the system. In addition, water can flow back from the sewage tanks into the lower level of the house.

## FOLLOW FLOOD PLAIN RULES

As with any other potential septic system problems, it's best to address flooding concerns during design and installation. All local and state flood plain regulations must be followed. Most often in a designated flood plain, systems are not allowed in the floodway portion, while they may be allowed in the flood fringe. The system should be installed at the highest possible elevation. Often the location of the bottom of the distribution media must be at or above the 10-year-interval flood elevation. To avoid surface water ponding, it is important to make sure water from hard surfaces (roofs, driveways, patios, etc.) is routed away from the system. It may be necessary to construct berms or waterways to ensure runoff does not collect over any part of the system.

There are usually additional or somewhat different requirements to ensure a system that experiences flooding from time to time will continue to operate after the flood subsides. For instance, inspection ports should not be installed running from the bottom of the distribution media to the soil surface. Counter to other areas where such inspection ports are encouraged or required, this change prevents a direct connection between floodwaters that may be high in sediment and the bottom of the drainfield.

Often in systems installed in a low, flood-prone area, a pump will be utilized to lift the effluent to a higher elevation, either on the landscape or to an elevated mound treatment system. If a pump is installed, there should

Every year a number of areas experience 100- or 500-year-interval precipitation events where onsite systems can be inundated. And any additional water added to a system has the potential to cause problems with the long-term operation.

be a way to measure flow and pump run times. This will help determine if, as floodwaters rise or surface water ponds near the tanks, it is not infiltrating the tanks and being delivered to the drainfield. If flooding is anticipated, the pump should be shut off and ideally removed before water goes over the top of the tank.

If you can anticipate that tanks will be inundated with water, a method should be provided to prevent backflow into the residence.

In Minnesota, we have a number of mounds installed to provide separation distance in low-lying areas subject to flooding or ponding. In flood plain areas, the bottom of the absorption bed has to be at least 6 inches above the 10-year-flood elevation. Inspection pipes should not be installed unless the top of the mound is above the 100-year-flood elevation. In areas that may be subject to surface runoff, inspection ports may or may not be required.

## AFTER THE FLOOD

After the floodwaters recede, a comprehensive system inspection and assessment should be conducted before putting it back in use. This means opening all parts of the system – sewage tanks, drop boxes, anywhere there is access to system components – and assessing whether sediment or vegetative debris have entered the system. All sewage tanks should be pumped and cleaned out.

The tanks should be evaluated for watertightness and structural defects due to the flooding. Debris in the drop boxes should be removed. If there are pumps and a pressure distribution system, the distribution laterals should be jetted and cleaned. Pumps and controls should be reinstalled, recalibrated and tested. The evaluation should include making sure wastewater moves between the parts of the system as intended. This may involve running a hydraulic load test on the soil treatment part of the system.

About a month after the system is restarted, the service provider should schedule a follow-up visit to check for proper operation. Any pumps and controls should be checked and the pump calibrations re-evaluated to make sure they are delivering the correct amount of effluent. ■



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# Two Heads are Better Than One

In New Mexico, separate onsite wastewater trade groups work together to bolster the state's system maintenance requirements for the good of the industry and system users **By Doug Day**

New Mexico is one of the few states with two trade organizations representing the onsite wastewater industry. The Professional Onsite Wastewater Reuse Association of New Mexico (POWRANM) is a statewide group, while the New Mexico Onsite Wastewater Association (NMOWA) represents members mainly in the southern part of the state.

NMOWA began in 2010 and has about 10 members along with about 175 people on its distribution list, according to past president and current secretary/treasurer Jace Ensor. POWRANM was formed in 2004 and has about 30 members. "When we go to the Legislature or to public meetings on rule changes, they like to see an organization rather than individuals," says Gene Bassett, CEO and a founding member. "That's why we formed the group."

Doing so helped achieve several rule changes, including a requirement for transfer of property inspections that started in 2005. That and several other rules were written by Bassett, owner of E.C. Bassett Construction.

"The industry benefited to the tune of probably \$50 million to \$70 million in nine years because of the inspections, more pumping, system replacements and modifications, and finding troubled systems," says POWRANM President Ralph Baker Dotson.

Ensor, who owns Mountain Top Inc., adds that the inspection requirement has helped homeowners as well. "Purchasers who have never owned a septic system benefit by knowing their system is functioning reasonably well," he says. "Knowing what is going to happen at closing eliminates some painful surprises."

## BETTER MAINTENANCE

Ensor would like to see more promotion of proper maintenance. "I despise having to tell a homeowner that if they would have pumped their system five years ago, they wouldn't be spending up to \$10,000 now. I ask what it would have taken to convince them to maintain their system. I've never gotten an answer. Operators of onsite systems need to understand that while not a lot of maintenance is required, some is critical."

Municipal sewer in Ruidoso, where Ensor lives, costs \$53.50 per month inside the city limits. "My office just outside the city limits, but on municipal sewer, has to pay double - \$107 per month. An aerobic system typically costs \$1,000 a year to maintain, including periodic pumping. It seems the ones

that scream the most are those with older conventional systems that refuse to pay \$500 for pumping every three to five years."

At the suggestion of the industry groups, New Mexico recently added requirements for risers on tanks, effluent filters and new standards for gravel systems. Work is underway on other changes. "Onsite systems need better grease traps and a better way to size them," says Bassett. "There are more restaurants and service stations off the sewer grid so we have to come up with a good formula."

## A UNIFIED FRONT

Such regulatory changes are now a coordinated effort between the industry and regulators. It's a sign of healing some longstanding relationship problems. For instance, certified installers are required to get 16 continuing education units every three years, but certification that used

to be mandatory is now voluntary. "There was a fight between our association and the New Mexico Environment Department [NMED] and they got it removed from the regulation," according to Dotson, owner of AAA Allied Septic Service.

Bassett says NMED didn't take kindly to the onsite professionals joining forces in 2004. It didn't help that POWRANM went around NMED to get regulations changed. "Anybody can petition the Environmental Improvement Board to change regulations, which is what we did."

Bassett helped develop those regulations, including such things as tank sizing standards, low-pressure pipe regulations and the section

of the law dealing with the installer certification. "NMED contested many of the changes but the board ruled for us. That's when the rift started."

Cracks were also developing within the onsite group, which led to Ensor and others forming NMOWA. Dotson says POWRANM takes responsibility for that. "I don't think we focused as much on our membership as we should have. There was probably a need that POWRANM was not fulfilling."



Jace Ensor, of the New Mexico Onsite Wastewater Association, can be reached through [www.newmexicoonsitewastewaterassociation.com](http://www.newmexicoonsitewastewaterassociation.com).



Gene Bassett (left) and Ralph Baker Dotson, of the Professional Onsite Wastewater Reuse Association of New Mexico, can be reached through [www.powranm.org](http://www.powranm.org).

**An aerobic system typically costs \$1,000 a year to maintain, including periodic pumping. It seems the ones that scream the most are those with older conventional systems that refuse to pay \$500 for pumping every three to five years.**

**- Jace Ensor**

(continued)



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## BRIGHT FUTURE

While the rule changes shepherded by POWRANM were a positive, Dotson says the group lost sight of other important issues like listening to and serving members. "We have more members today than last year and we're paying a lot of attention to them. You have to take care of your members and it's also important to get members involved."

The relationship between the two groups has become much more positive. "We collaborate a lot more," says Dotson. "We've mended a lot of fences and are bringing the industry much closer together. We learned from our mistakes. We've been candid with each other and I've apologized for the things we did. We're really working on it."

The two groups now communicate regularly, attend each other's conferences where they can get continuing education credits, share ideas and work together in the planning and coordination of training. As a board member of the National Onsite Wastewater Recycling Association and vice president of the National Association of Wastewater Technicians, Bassett helps customize their training resources to meet the needs of New Mexico's onsite industry.

POWRANM and NMOWA planned their two-day Consortium of Institutes for Decentralized Wastewater training sessions, held back-to-back over four days last June, to have the same trainers conducting all the classes. Conducting training in both the north and south parts of the state also saved travel time for many people.

## HELPING THE INDUSTRY

All three association leaders give credit to new management at NMED for building bridges between regulators and the industry. Those now leading the agency used to work out in the field, according to Dotson. "They were the inspectors who were literally in the trenches with us. I think they see things differently than the people who were there who didn't have any experience. They've seen the need for training that we've been fighting for because they weren't getting training and are now working with us to make a better industry."

Ensor adds that the industry and regulators now consult on proposals and go in with a unified position. "The Environmental Improvement Board is so grateful because they were so tired of hearing two sides that were always 180 degrees apart. Now we are together on what is important to groundwater and onsite systems."

There has even been some talk about bringing the two organizations back together. Ensor isn't sure that is needed; their headquarters are about four hours apart and the needs of their members are different. "We can both serve the industry and a little friendly rivalry is a good thing," he says. "With our new approach, philosophy and our collaboration efforts, it's wonderful."

Their story, says Dotson, is a good lesson for others. "What's best for the whole industry? Ultimately, we all benefit and the consumers are also going to benefit if we all do a good job." ■

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# Be a Savvy Truck Shopper

After a negative experience buying a used vacuum truck, longtime Colorado pumper Leonard Brown shares his experience with the hope of educating others **By Ed Wodalski**

Leonard Brown, owner of Brown's Septic in Del Norte, Colo., thought he had a good deal on a used vacuum truck. It was July 2013. One of his trucks was down (an '82 International needed a crankshaft) and forest fires were creating demand for portable restrooms, which Brown had on site.

Things were hectic. Brown was busy and needed to move – fast. He located a 2008 International with a new 2,500-gallon tank, pump and all the accessories that seemed a perfect fit. Brown called the seller and was told he could take delivery in three to five weeks. What followed were months of excuses, unanswered calls – and no truck.

The builder, more than 1,000 miles away, said he needed 50 percent down to satisfy his bank, which wanted 100 percent payment before releasing the title. Brown agreed to full payment, hoping to expedite what was becoming a nightmare of a transaction.

No rookie to the process, Brown has been in the septic business most of his life, beginning with his dad in 1968. He has eight vacuum trucks and years of buying experience – often sight unseen. He even purchased a 2006 International 5900 from a builder in Kansas while waiting for his other truck to be finished. He's had many positive purchase experiences.

In February, Brown called the builder and said he would be there the next day to pick up the truck – finished or not. What he got was a truck, tank and unmounted pump, certainly not what he ordered. Finishing the job cost another \$10,000.

Looking back, Brown says there were many lessons to be learned and hopes his story helps others avoid a similar experience, especially when doing business from a distance.

Here are 10 tips to consider when buying your next truck:

**Don't rush.** Do your homework, Brown says. It only takes a few seconds to do an online search. Does the seller's name raise a red flag? If you're buying from a business, are there liens or judgments against the business? No need to go further.

**Ask for references.** The local chamber of commerce is a good place to start. What do they have to say about the builder or seller? Have your finance company do a background check. Is the builder bonded? Call the references the builder or seller provides. Were they satisfied with the builder's work and service or were there "small" problems along the way? Would they buy a truck from this individual again? Why or why not?

**Arrange for a reasonable downpayment.** Brown says most builders will ask for 10 to 20 percent down. Anything higher could mean the company is strapped for cash. If buying a used truck, the seller might not insist on anything down in a handshake agreement. But new or used, you certainly don't want to give full payment up front.

**Know what you're buying.** Get an itemized listing of the truck being built, including each nut, bolt and accessory. Don't settle for a vague agreement that only lists truck, tank, pump and all the accessories, Brown says. The year, make, model and size of the pump, tank, type of hoses, valves and



chassis should be clearly stated. How will the tank be finished? Is there a warranty?

**Get a delivery date – in writing.** Agree on when, where and how you will take ownership. Apply a penalty if the builder doesn't deliver on time. Don't take delivery of a partially furnished truck or accept promises that a PTO will be added "at a later date." Check your invoice. Are the items you ordered properly installed and in working order?

**When in doubt, check it out.** While not always possible, being able to kick the tires on the truck you plan to buy has advantages. How well has it been maintained? Take it for a ride. In today's Internet age, good deals can be found online. Sellers looking to protect their reputation willingly point out imperfections. But there's no substitute for a personal inspection.

**Ask for photos or video.** When purchasing a complete or nearly complete truck, ask the seller to supply detailed photos or video of key components. Does the work meet your satisfaction? Pictures certainly are worth a thousand words when buying used equipment – are there signs of rust or cracks in the welds, body or frame? Do valves or hoses need replacing? Look inside the tank, under the hood and beneath the chassis. Check the odometer and equipment hours. If you're working with a builder, ask to see photos of his shop and tools. It might look good from a distance but is there actually work being done inside?

**Understand what you're signing.** Read over the purchase agreement. Have your lawyer or a business-savvy family member give it a second look, especially if you're new to the business. Does everything seem in order? Are there items missing or financing terms you don't understand?

**Talk to vendors and OEMs.** Can trusted suppliers recommend a builder or seller you might not be familiar with?

**Network.** What do fellow pumpers you met at seminars and trade shows have to say about the builder or seller? ■

*Leonard Brown stands next to an International 9300 with 4,000-gallon tank, one of eight trucks in his fleet.*





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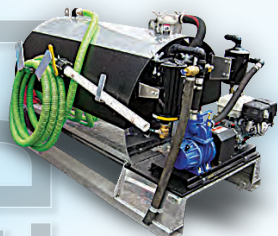
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Your Classy Truck submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you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





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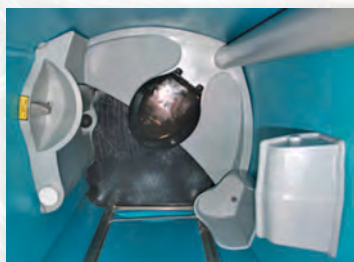
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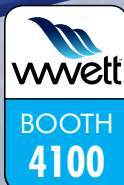


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# WWETT Seminars Focus on Waste Transport, System Preservation and Septage Treatment

By Dhru Bhatt

**T**he National Association of Wastewater Technicians will present a slate of Education Day seminars at the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show Feb. 23, 2015, at the Indiana Convention Center. The NAWT Education Committee has worked very hard to provide stimulating, informative and educational sessions for attendees.

The morning session will be presented by Joe Zito. Zito has over 25 years of law enforcement experience. He is currently sergeant of a commercial vehicle unit with a major metropolitan police department with jurisdiction in two states. He offers 15 years of roadside experience inspecting commercial vehicles and specializing in motor carrier safety and hazardous materials compliance. His session will be separated into three presentations.

The first presentation will cover the federal regulation requirements regarding pre-trip and post-trip inspections of vehicles and drivers or operators of commercial vehicles. The second presentation will be an overview regarding hours of service (HOS). This presentation will outline the HOS regulations that are intended to ensure that CMV drivers take adequate periods of rest or periods off-duty in order to drive safely. Zito's final presentation will discuss roadside inspections.

The first afternoon session will be a presentation of the Water Quality Association (www.wqa.org) research on the impact of water softeners on septic tanks. The presenter is Eric Yeggy. He is the director of technical affairs for the Water Quality Association. Yeggy began his career in the environmental testing industry managing quality systems for the testing of drinking water, wastewater, soil and various types of consumer and industrial products.

The final afternoon NAWT Education Day topic will focus on research the National Precast Concrete Association (NPCA) (www.precast.org) has completed regarding septic tank deterioration. This session will be presented by Claude Gouguen. Gouguen is NPCA's director of sustainability and technical education. He has more than 20 years of experience in the precast concrete and construction industry. Gouguen holds a degree in civil engineering and is a licensed P.E. in Indiana and Canada.

The final hour of Education Day will consist of a question-and-answer period involving all presenters.

We are certain that NAWT's pre-WWETT workshops on Feb. 21-22 (covered in the November NAWT News) and Education Day classes will

be stimulating and enlightening sessions presented by some of the most knowledgeable speakers in their field. Attendees will walk away with a world of knowledge that could only have been shared in Indianapolis.

## SEPTAGE TREATMENT BASICS

The day after Education Day, Feb. 24, presenters will discuss septage treatment facility basics. Dave Gustafson will speak on *Septage Processing Introduction: Working with an Engineer*. This will be followed by a session presented by Tom Frank of Tim Frank Septic Services. He will present *Analyzing Your Resources: What is Going On Around You is Important*. The final session will be presented by Tom Ferrero of Elkhart Environmental Processing Corporation. His topic will be *Introduction to Odor Control*. ■

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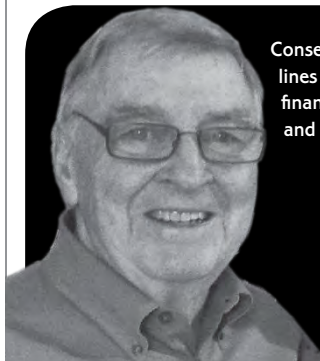
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## Liberty Pumps breaks ground on building expansion

Liberty Pumps broke ground on the expansion of its corporate facility in Bergen, N.Y. The project, scheduled for completion in February, will add 81,000 square feet in manufacturing and warehouse space and 8,000 square feet to its product research and development area.

## Coxreels releases catalog

Coxreels released its latest product catalog. Copies can be downloaded from the website, [www.coxreels.com](http://www.coxreels.com), or by contacting the customer service department at 800/269-7338 or [info@coxreels.com](mailto:info@coxreels.com).



## Amthor International names distributor

Amthor International named Tommy Webber and Spartan Tank & Trailer, Spartanburg, S.C., as a distributor for the Amthor product line. Spartan Tank carries vacuum, oil, portable sanitation, water, propane and refined fuel trucks.

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## ASTM releases pipeline laser profiling standard

ASTM released pipeline laser profiling standard F3080-14. The standard provides engineers and inspectors with an internationally accepted procedure for the measurement and/or confirming of installed pipe size and/or shape deformation.



## SJE-Rhombus holds training session

SJE-Rhombus held a customer training session for 23 distributors, installers, engineers and manufacturer representatives in September at its headquarters in Detroit Lakes, Minn. Sessions focused on control panels, floats and alarms.

## GapVax launches hydroexcavator rental company

GapVax launched GapVax Rental Units (GRU). Based in Deer Park, Texas, GRU offers daily, weekly or monthly rentals of GapVax HV-55 hydroexcavators with plans to add other models as the company grows.



## Curry Supply launches online apparel store

Curry Supply Co. has launched an online store for apparel and accessories. The site, <http://currygear.web-stores.biz>, offers Class 2 safety T-shirts, sweatshirts, long- and short-sleeve T-shirts, full-zip thermal hooded sweatshirts, polo shirts, camo hats and coolers.



Pictured, from left, are Elvira Almanza, Jerry Almanza, Tiffany Sewell-Howard and Wayne Orender of Ditch Witch of Central Texas.

## Almanza receives Ditch Witch Harold Chestnut Award

Ditch Witch presented the Harold Chestnut Award to Jerry Almanza, Ditch Witch of Central Texas. The annual award is presented to the marketing manager who best exemplifies the superior service, enthusiasm and dedication of Harold Chestnut, who served as Ditch Witch parts manager for 30 years. ■





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If you would like your wastewater trade association added to this list, send contact information to [editor@pumper.com](mailto:editor@pumper.com).

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Visit your state and provincial trade associations

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[www.azowra.org](http://www.azowra.org); 928/443-0333

## Arkansas

Arkansas Onsite Wastewater Association  
[www.arkowa.com](http://www.arkowa.com)

## California

California Onsite Wastewater Association  
[www.cowa.org](http://www.cowa.org); 530/513-6658

## Colorado

Colorado Professionals in Onsite Wastewater  
[www.cpow.net](http://www.cpow.net); 720/626-8989

## Connecticut

Connecticut Onsite Wastewater Recycling Association  
[www.cowra-online.org](http://www.cowra-online.org); 860/267-1057

## Delaware

Delaware On-Site Wastewater Recycling Association  
[www.dowra.org](http://www.dowra.org)

## Florida

Florida Onsite Wastewater Association  
[www.fowaonsite.com](http://www.fowaonsite.com); 321/363-1590

## Georgia

Georgia Onsite Wastewater Association  
[www.onsitewastewater.org](http://www.onsitewastewater.org); 678/646-0379

Georgia F.O.G. Alliance  
[www.georgiafog.com](http://www.georgiafog.com)

## Idaho

Onsite Wastewater Association of Idaho  
[www.owaidaho.org](http://www.owaidaho.org); 208/664-2133

## Illinois

Onsite Wastewater Professionals of Illinois  
[www.owpi.net](http://www.owpi.net)

## Indiana

Indiana Onsite Waste Water Professionals Association  
[www.iowpa.org](http://www.iowpa.org); 317/889-2382

## Iowa

Iowa Onsite Waste Water Association  
[www.iowwa.com](http://www.iowwa.com); 515/225-1051

## Kansas

Kansas Small Flows Association  
[www.ksfa.org](http://www.ksfa.org); 913/594-1472

## Kentucky

Kentucky Onsite Wastewater Association  
[www.kentuckyonsite.org](http://www.kentuckyonsite.org); 855/818-5692

## Maine

Maine Association Of Site Evaluators  
[www.maineese.com](http://www.maineese.com)

Maine Association of Professional Soil Scientists  
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## Maryland

Maryland Onsite Wastewater Professionals Association  
[www.mowpa.org](http://www.mowpa.org); 443/570-2029

## Massachusetts

Massachusetts Association of Onsite Wastewater Professionals  
[www.maowp.org](http://www.maowp.org); 781/939-5710

## Michigan

Michigan Onsite Wastewater Recycling Association  
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Michigan Septic Tank Association  
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## Minnesota

Minnesota Onsite Wastewater Association  
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## Missouri

Missouri Smallflows Organization  
[www.mosmallflows.org](http://www.mosmallflows.org); 417/739-4100

## Nebraska

Nebraska On-site Waste Water Association  
[www.nowwa.org](http://www.nowwa.org); 402/476-0162

## New Hampshire

New Hampshire Association of Septage Haulers  
[www.nhash.com](http://www.nhash.com); 603/831-8670

Granite State Designers and Installers Association  
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## New Mexico

Professional Onsite Wastewater Reuse Association of New Mexico  
[www.powranm.org](http://www.powranm.org); 505/989-7676

## New York

Long Island Liquid Waste Association, Inc.  
[www.lilwa.org](http://www.lilwa.org); 631/585-0448

## North Carolina

North Carolina Septic Tank Association  
[www.ncsta.net](http://www.ncsta.net); 336/416-3564

North Carolina Portable Toilet Group  
[www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org); 252/249-1097

North Carolina Pumper Group  
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## Ohio

Ohio Onsite Wastewater Association  
[www.ohioonsite.org](http://www.ohioonsite.org); 866/843-4429

## Oregon

Oregon Onsite Wastewater Association  
[www.o2wa.org](http://www.o2wa.org); 541/389-6692

## Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers  
[www.pa-seo.org](http://www.pa-seo.org); 717/761-8648

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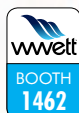
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## Tennessee

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## Texas

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## Wisconsin

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

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

## NATIONAL

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

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

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

## CANADA

### Alberta

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

### British Columbia

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

### Manitoba

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

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

## New Brunswick

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

## Nova Scotia

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

## Ontario

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

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

## Saskatchewan

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

## Canadian Regional

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

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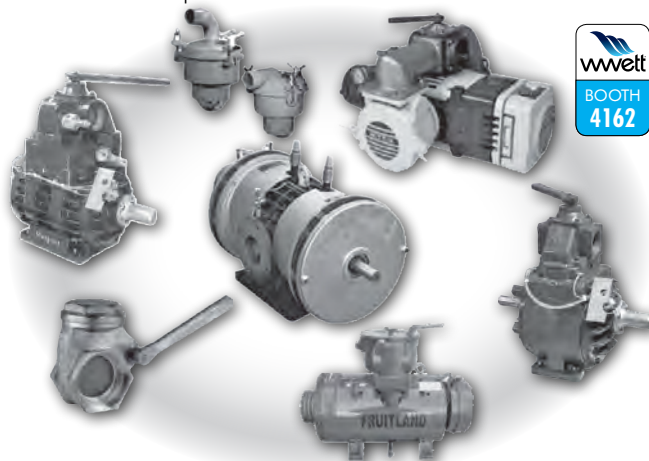
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For more information contact the manufacturer of the system:



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**www.depthray.com**

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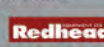
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# Business Diversification - Sewer and Drain Maintenance

Cleaning and maintaining sewer and drainlines requires tools not always found in the pumper's toolbox. Here are plumbing products, push cameras, jetters, line locators, and root control tools to consider.

By Craig Mandli

## PLUMBING

### SAFETY LOCKING-COLLAR QUICK-CONNECT SOCKET

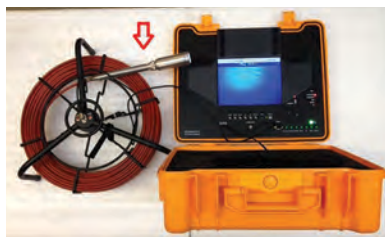
Locking-collar quick-connect sockets from **Water Cannon** are precision-machined to promote smooth action and reliable service. Hardened stainless steel sockets resist plug deformation when pressure spikes occur. The flow-through design provides an unrestricted bore with minimum pressure loss. The brushed sockets have a safety locking collar with alignment pin, push and snap-lock smooth-action collar with easy-to-grip barreled rings and replaceable O-ring for a watertight seal. They are rated to 210 degrees F and up to 6,300 psi. **800/333-9274; www.watercannon.com.**



## PUSH CAMERAS

### INSPECTION SYSTEM WITH LAY-FLAT REEL

The **FB-PIC3588B/3588BT** camera system from **Forbest Products** comes with 200 feet of 3/8-inch fiberglass cable and a lay-flat reel with footage counter and stand. The high-resolution 1 1/2-inch waterproof metal color camera head with or without built-in 512 Hz sonde transmitter is designed to inspect drain/sewer lines 3 inches or larger. With an adapter, a 7/8-inch color waterproof camera head with built-in transmitter can be used on the reel for smaller pipe. The heavy-duty waterproof control box includes a bright 10-inch LCD color screen and SD card reader with one-touch record button for still photos and videos. On-screen status indicators include footage of the cable pushed through the pipe and battery strength. The built-in rechargeable battery lasts about four hours. **650/757-4786; www.forbestusa.net.**



### HAND-HELD INSPECTION CAMERA

The **Gen-Eye Micro-Scope** compact hand-held inspection tool from **General Pipe Cleaners** is designed to reach 1 1/2- to 3-inch drainlines and many toilet traps, and a 39-inch probe rod is used to inspect hard-to-reach places like crawl spaces. The monitor attaches to the reel with an adjustable mount to provide the best viewing angle. The reel carries up to 100 feet of micro pushrod with a color camera. Three attachments improve viewing angle or retrieve objects. The monitor has a bright 3.5-inch LCD screen and SD card reader with one-touch record button. It includes a digital zoom, rotatable picture, voice-over recording, LED brightness control and a USB port. On-screen status indicators include date and time, SD card capacity and battery strength. The rechargeable battery powers the unit up to four hours. **800/245-6200; www.drainbrain.com.**



### ALL-WEATHER INSPECTION SYSTEM

The **GatorCam4** inspection system from **Radiodetection Corporation** is rugged, compact and offers the convenience of a portable system that can be used in most weather conditions. It is designed to deliver high-quality inspections in almost any situation, from residential work and commercial use to specialist plant and municipal applications. It is powered by a lithium-ion battery for convenience. A battery life indicator works whether the camera is on or off. A range of pushrods is available, from a flexible 100-foot plumber's reel to navigate bends and traps to the 500-foot extra-stiff rod designed to push longer distances. **877/247-3797; www.radiodetection.com.**



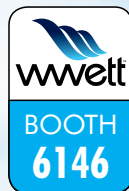
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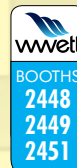
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## PUSH CAMERAS

### WI-FI CAMERA SYSTEM

The **Elite SD Wi-Fi** pipeline inspection camera system from **Ratech Electronics** allows operators to record pipe inspections wirelessly to an iOS or Android device, and take live video and digital still photos to immediately upload to YouTube. It doesn't require USB thumb drives, SD cards or DVD discs. Operators can download an app to an iPhone or iPad to stream video. The Wi-Fi interface is available on any current Ratech product or existing systems in the field and is available with a sun-readable 10-inch LCD monitor and either a self-leveling camera, ultra-micro camera or pan-and-tilt push camera. Systems come in cable lengths from 100 to 400 feet. **800/461-9200; www.ratech-electronics.com.**



### COMPACT INSPECTION SYSTEM

The **SeeSnake Compact2 Inspection System** from **RIDGID** has a self-leveling camera head that inspects lines up to 6 inches and provides high image quality. The unit is equipped with a 100-foot friction-reducing push cable, ideal for small or restricted lines and allowing



easy maneuvering through tight turns. The integrated 512 Hz sonde transmits a signal that can be located with a RIDGID SeekTech Locator. The unit has an improved monitor-docking system and integrated handle that make it portable to any job site. **800/769-7743; www.ridgid.com.**

### JET-PROPELLED INSPECTION SYSTEM

The **Jet-Propelled Inspection System** from **RS Technical Services** is powered by a jetter's 12-volt DC system and allows the operator to see the condition of the pipe and cleaning results instantly. It has an easy-to-install reel and controller system, 600 feet of lightweight single conductor cable on a motorized reel with torque control, an LCD monitor with high-resolution display, nine high-intensity LED lights, recording capability to a flash or USB drive and an optional on-screen footage counter display. **800/767-1974; www.rstechserv.com.**



### TWO-WAY CONTROL MODULE

The **vCam-5 control module** from **Vivax-Metrotech Corp.** comes pre-configured to work with LACP and

PACP software packages. Necessary two-way communication to run LACP and PACP on a PC or CATV truck computer is achieved by using the unit's RS232 socket and video composite sockets. The communication between the control module and PC allows for the text overlay to be sent to the control module and to control the distance counter. On the other end, the PC receives raw video, date, time and distance out from the control module. While running LACP and PACP software, video and still photographs are captured on the unit's 300 GB hard drive. **800/446-3392; www.vivax-metrotech.com.**

## JETTERS/PRESSURE WASHERS/ACCESSORIES

### BELT-DRIVEN PRESSURE WASHER

The **EB4040HA** belt-driven cart-mounted pressure washer from **Amazing Machinery** is designed to provide pump longevity. The belt is attached to a pulley system on the engine, which when combined with the lower rpm of the belt drive pump allows the pump to run cooler. It includes a Honda GX390 commercial-grade engine, AR pump rated at 4,000 psi at 4 gpm, adjustable pressure unloader valve, aircraft-grade aluminum frame, low-oil shutdown and a thermo-sensor that shuts the unit down to protect it from overheating. Accessories include a chemical injector and several others with quick connects: a gun and wand, 50-foot high-pressure hose, four color-coded spray nozzles and a color-coded chemical nozzle. **800/504-7435; www.amazingmachinery.com.**



### SKID-MOUNTED JETTER

The **RCJ Series** skid-mounted jetter from **Cam Spray** is offered in flows and pressures of 8 gpm at 3,500 psi and 7 gpm at 4,000 psi. It features a three-plunger industrial pump with pulse feature powered by a 688 cc Honda

engine. It comes with 200 feet of jetter hose that can also be used to supply an optional portable reel cart available with 200 or 300 feet of jet hose. It is equipped with a 35-gallon buffer water tank with float control, powder-coated heavy tube frame, washdown gun and set of four nozzles. It easily mounts in the side door of a cargo van, on a truck bed or inside a service truck. **800/648-5011; www.camspray.com.**

### MANUAL- OR POWER-REWIND REEL

Compact, lightweight **1500 Series** hose reels from **Hannay Reels** handle long lengths of hose with manual- and power-rewind options. They are suitable for pressure washing and steam cleaning applications. The heavy-duty reel can accommodate high-pressure liquids with temperatures from 20 to 400 degrees F. It also includes a cam-lock drag brake and a spring-actuated pin lock. The chain and sprocket drive are powered by an electric, hydraulic or compressed air motor. **877/467-3357; www.hannay.com.**



### TRUCK-MOUNTED HYDROJETTER

The **O'Brien 7000-T** hydrojetter from **Hi-Vac Corporation** includes all of the features of the O'Brien 7000 Series trailer jetter but is designed for truck-mounted applications. It has flow ranges of 18 to 65 gpm and pressure capabilities of 2,000 to 4,000 psi. **800/638-1901; www.obrienmfg.com.**

(continued)





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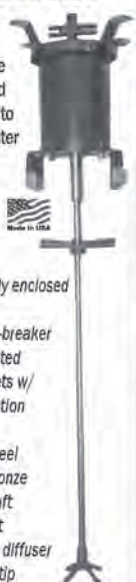
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## SWIVELING HOSE REEL

**Series PW7000** hose reels from **Reelcraft Industries** are fitted with a nickel-plated, carbon steel Aflas sealed swivel specifically for pressure-wash applications. The reel holds up to 50 feet of 3/8-inch ID hose. Rigid, compact and with a powder-coat finish, it is designed for all-weather and truck-mount applications. The guide arm adjusts to three positions for mounting on ceiling, wall, truck, bench or pit. It comes in the company's standard red, with a number of other colors available upon request.

**800/444-3134; www.reelcraft.com.**



## MID-SIZED HYDROJETTER

The **Soldier** hydrojetter from **Spartan Tool** provides 3,000 psi of pressure, 12 gpm of flow, and has noise-dampening engine shrouding, a complete antifreeze system and a 200-gallon water tank. The 27 hp engine provides power to clean lines up to 15 inches in diameter, and the unit can be easily towed and positioned on the job site. When matched with the controlled rotation of a Warthog nozzle, it can penetrate large root balls. It includes a washdown kit for job site cleanup, 75 feet of 1/4-inch hose for small drainlines, a 180-degree rotating hose reel and a hose protector. **800/435-3866; www.spartantool.com.**



## TRUCK JETTER

The **Hot Shot** high-pressure water jet machine from **Vac-Con** is used to remove stones, bottles, cans, grease, sludge and other debris from sanitary sewer and/or storm drainlines. It is equipped with a noncorroding,

polyethylene water tank and can be operated safely by a one person with all controls located at the front of the machine. It is available with 1,000- and 1,600-gallon water tanks. Options include variable flow, articulating hose reel, 30 gpm, 3,000 psi water pump system, auxiliary engine or hydrostatic drive, cold-weather recirculation system, side-mounted toolboxes, air purge system, hose footage counter, arrowboard, strobe lights, inspector cam, high-pressure spray bar, hose rewind guide, 600 psi hand gun system with 25 feet of hose and a selection of nozzles. **855/336-2962; www.vac-con.com.**



## TRUCK-MOUNTED JETTER

The truck-mounted **Ramjet** from **Vector Manufacturing** is equipped with a Jet Rodder water pump to break up blockages in sanitary lines and flush out debris. It carries up to 2,500 gallons of water in a stainless steel tank and delivers flows of 60 to 100 gpm at 2,000 or 2,500 psi. The water pump is a single-piston, hydraulically driven, dual-acting unit delivering a jackhammer action water flow, breaking through line blockages and scouring caked-on debris from pipe walls. A single operator can solve line problems and tackle regular line maintenance. It can be configured with either a front- or rear-mounted hose reel. The auto-wind hose guide allows hands-free operation from the control panel for a clean, tight wrap. **800/627-3171; www.vector.com.**



## LOCATORS/LEAK DETECTION

### LEAK DETECTION DYE

Concentrated leak detection dye from **BRIGHT DYES - Division of Kingscote Chemicals** is designed to disintegrate rapidly in water and give vivid, fluorescent color detectable in murky water, sewage or septage. It can be used to identify leaks, infiltration and exfiltration in plumbing connections, validate sanitary and septic hookups and performance, and identify leachfield issues and sources of contamination in wells. It is safe, nontoxic, biodegradable and certified by NSF International to ANSI/NSF Standard 60 for use in and around drinking water. It is available in fluorescent yellow/green, red and orange, and nonfluorescent blue, in tablet, liquid or powder form. **800/394-0678; www.brightdyes.com.**



## UTILITY LOCATING SYSTEM

The **UtiliGuard** utility locating system from **Ditch Witch** uses ambient interference measurement to automatically scan the surrounding area for noise, recommending the best frequency among its 70 options. To help users make more accurate locates of obstructed utilities, it measures distances (depth) both horizontally and vertically to the utility. It has a six-button, multi-language operator interface and a high-contrast LCD display to ensure visibility in all conditions, including direct sunlight. Dual outputs allow users to connect the transmitter to two utilities at once. It is Bluetooth-enabled to simplify data transfers. Its rugged housing with IP65 rating protects against dusty, dirty and wet conditions, and its transmitter and receiver battery life is 100 and 30 hours respectively. **800/654-6481; www.ditchwitch.com.**



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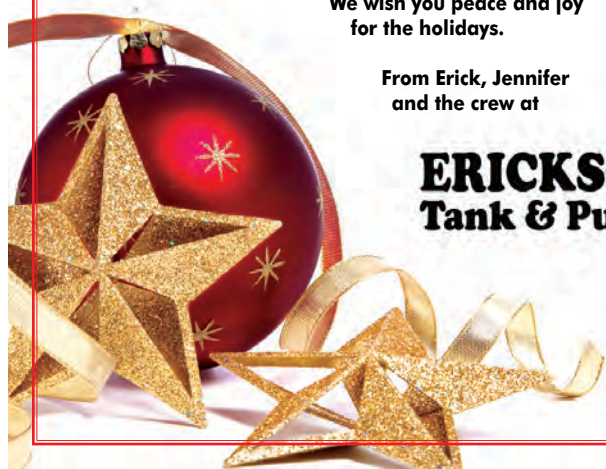
The angel said to them, "Do not be afraid. I bring you good news of great joy that will be for all the people. Today in the town of David a Savior has been born to you; he is Christ the Lord." — Luke 2:10-11

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The **LineFinder LF2200** from **Prototek** locates any frequency sonde or transmitter box between 16 Hz and 100 kHz using its frequency-sniffing feature. It has preset support of 16 Hz (steel or ductile iron as well as cast iron and nonmetallic), 512 Hz (cast iron or nonmetallic) and 8 kHz (nonmetallic only) sondes. It traces underground metallic lines at four industry-standard frequencies using an external transmitter box; other frequencies can be sniffed as well.

It passively locates underground power at 50 or 60 Hz. Power frequency and scaling in U.S. or metric units is selectable. The operator is guided through a series of LCD screens to locate both sondes and lines with accurate position, as well as precise depth. Locating is enhanced by handle vibration and LED feedback at key locating points, in addition to on-screen imagery. **800/541-9123; www.prototek.net.**



### DIGITAL WATER LEAK DETECTOR

The **LD-18** digital water leak detector from **SubSurface Leak Detection** reduces ambient intermittent noises from barking dogs, cars and footsteps. The digital electronics sample sounds every few thousandths of a second and suppresses intermittent sounds. Since water leak sounds are almost always continuous, the unit can even identify these leak sounds in difficult outdoor conditions. More sensitive than human hearing, the user can let the amplifier pinpoint where the leak is located. The user

can mark 10 spots directly over the pipe every couple of feet or more and let the unit listen at each spot for 30 or 40 seconds. Store the sound loudness levels at the spots in the amplifier's sound data file and press "File" to see a graph of the loudness levels at all 10 spots. If one spot is louder, go back and re-listen for 60 to 90 seconds. If it is still the loudest, that's where the leak is located. **775/298-2701; www.subsurfaceleak.com.**



### ELECTRIC SMOKE TESTER

The **Superior 5E Electric Smoker** from **Superior Signal Company** is designed to find plumbing faults and sources of odors. It easily connects to any septic clean-out or inspection port to smoke-test the entire system in a few minutes. It pushes smoke through the system to find cracks, leaks and quickly identify problems throughout building plumbing, the septic system and the leachfield. It comes with an 8-inch industrial-grade flex-hose and can be used with the company's smoke candles that create up to 40,000 cubic feet of smoke. **800/945-8378; www.superiorsignal.com.**



## ROOT CONTROL – CHEMICAL/MECHANICAL

### FOAMING SEWER LINE CLEANER

**Sewer Foam** high-foaming sewer and drainline cleaner and degreaser from **Chempace Corporation** – when combined with the high-pressure water of a jet truck – is designed to clean all types of grease and organics from sewer and drainlines. The foam incorporates a long-lasting bacterial treatment to assist in solids and odor reduction. It is concentrated at 2 ounces per gallon, is noncaustic and safe for all pipes and jet trucks. **800/423-5350; www.chempace.com.**



### ROOT HERBICIDE

**Razeroooter II** root-control herbicide from **Duke's Root Control** is designed to extend pipe life and reduce SSO occurrences. Its active ingredient, diquat dibromide, a product of Sewer Sciences Inc., is registered with the U.S. Environmental Protection Agency. The company can customize a root-control program that integrates capacity, management operations and maintenance into each municipality's O&M plan. If a

root-related stoppage occurs within two to three years of treatment, lines will be re-treated. **800/447-6687; www.dukes.com.**

### FOAMING ROOT FORMULA

Foaming **Root Control** from **Lenzyme/Trap-Cleer** has double the dichlobenil active ingredient of previous solutions and a latex base designed to help it stick to roots longer. It is easy to apply, and provides a slower foaming action to coat the entire pipeline and eliminate fast foam-over messes. **800/223-3083; www.lenzyme.com.**



### ROOT-CUTTING NOZZLE

The **Lumberjack** low-torque, high-speed cutter from **NozzTeq** is designed for use with high water pressures for cutting roots, cutting grease, tuberculation, protruding laterals and other buildups.

Because it's low-torque, it's unlikely to cut through host pipes. The bearings are sealed, grease-lubricated, water-cooled and largely maintenance-free. It rotates at a minimum speed of 10,000 rpm, with flow rates from 10 to 250 gpm at varying pressures. It can operate in pipes from 3 to 48 inches. All models clean with chain links, with optional cutting blades for severe blockages. All come with a propelling jet housing, while some have tow rings. **866/620-5915; www.nozzteq.com.**

(continued)



# EASILY MOVE RESTROOMS

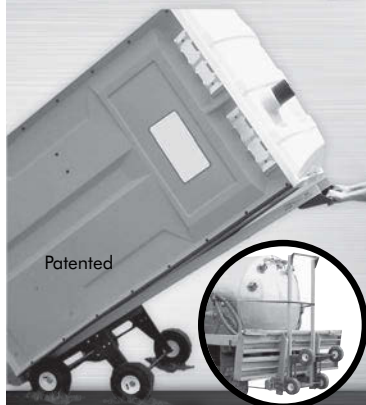
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kittfp@email.arizona.edu

**Tel: 520-626-9120**

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info@nawt.org

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Contact: Nanci Swanner

**Tel: 575-937-7484**

nmowa.president@gmail.com

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**Tel: 720-626-8989**

cpow@cpow.net

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Contact: Brian Murphy

**Tel: 817-861-9998**

rets@rets-llc.com

### BRITISH COLUMBIA

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Contact: Lesley Desjardins

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## ROOT CONTROL – CHEMICAL/MECHANICAL

### FOAMING ROOT CONTROL

**Oblitiroot**, a foaming sewer line root control product from **Olvidium**, is formulated to use the maximum amount of active ingredient dichlobenil allowed by the U.S. Environmental Protection Agency. It comes in two pouches which, when combined, create a sticky foam with a latex base that can be applied through the clean-out or in the toilet bowl. The latex makes it stick to pipes and roots, which causes the dichlobenil vapor to remain in the line to kill roots longer. **855/782-4531; www.olvidium.com.**



### ROOT-CLEARING CHEMICAL

**RootX** is a dry powdered formula that can be applied with existing sewer cleaning equipment or directly from the package. Add water to the formula to create a foam that will kill roots it comes in contact with and leave a residual to stunt new growth. The simplicity of the application means city sewer crews can perform root control on demand and a professional drain cleaner has a

powerful tool to add to the business. It is registered with the EPA for both sanitary and storm use. **800/844-4974; www.rootx.com.**

## NOZZLES

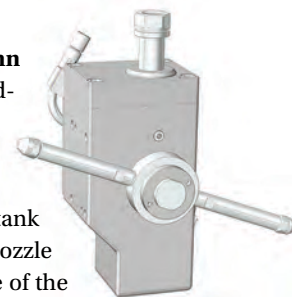
### CENTERING DEVICE

Manufactured from an aerospace elastomer, the flexible **Cnt-r-Kut** centering device from **Arthur Products** is designed to conform to damaged or deformed lines, and can easily be trimmed in the field to fit virtually any line from 2 to 8 inches in diameter. Attach a 3/8- or 1/2-inch npt hose to one end and a 3/8- or 1/2-inch npt nozzle to the other end. **800/322-0510; www.arthurproducts.com.**



## AUTOMATIC TANK CLEANER

The **2.5D** automatic tank cleaner from **Hammelmann Corp.** is designed to remove deposits including hardened materials from internal tank walls at pressures of up to 23,150 psi and flows exceeding 200 gpm. It is efficient for cleaning in long vessels and towers when the rotary motion of the standard 3-D tank cleaning unit is not useful. The swing angle of the nozzle holder adjusts to 35 or 83 degrees. The swing angle of the unit around its axis is set at 36 or 81 degrees. It operates using high-pressure water, with the nozzle arms rotating due to the force of water emitting from the nozzles. This rotational motion is transferred via a built-in drive and reduction gear, which in turn rotates the cleaner around its vertical axis. By rotating on two axes, the jets can reach all parts of the tank interior. The rotation speed is controlled by an adjustable induction brake magnet. **800/783-4935; www.hammelmann.com.**



## SELF-ROTATING NOZZLE

**Typhoon 10** self-rotating nozzles from **NLB Corp.** are engineered to clear blocked tubes and pipes with high-pressure water.

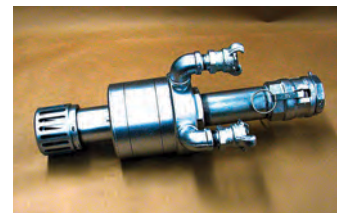
Users can choose heads designed for cutting through blockages or for polishing tube walls, or universal heads that do both. The

nozzles can be ordered in a variety of drill patterns and are coated with titanium nitride for long life. The RPN1510 operates at 15,000 psi and the RPN2410 at up to 24,000 psi to clean tubes with a 5/8-inch or larger I.D. Both have a maximum flow of 10 gpm and rotate at 7,000 rpm. The RPN1520 (15,000 psi) and RPN2020 (20,000 psi) operate at flows up to 20 gpm. The RPN4009 (40,000 psi) operates at flows up to 9 gpm. There are also three models for tubes with an I.D. of 3/4 inch or more. **248/624-5555; www.nlbcorp.com.**



## SPINNING APPLICATION NOZZLE

The **Model 360** hand-held, high-speed, air-powered spinning nozzle from **RFI Construction Products** is used to apply fine-grain mortars, grouts and epoxies to circular surfaces. It has the capacity to line 4- to 96-inch-diameter pipe, manholes, storage tanks and pipe fittings. Linings can range from 1/8 to 1 inch. This system allows the installer to efficiently increase production safely. Coatings go on with a controlled wall thickness and the operator stays above ground to spray. **631/752-8899; www.rficonstructionproducts.com.**



## HIGH-PERFORMANCE ROTARY NOZZLE

The **Warthog WGR Magnum** high-performance rotary nozzle from **StoneAge** provides improved speed control and seal technology over previous models for improved tool life. It handles recycled water, retaining jet quality under poor water conditions. Its streamlined design allows for better forward and reverse movement through pipe. Hardened steel centralizer fins can be replaced individually as wear occurs, further protecting the tool for longer operation in the field. **866/795-1586; www.sewernozzles.com.**



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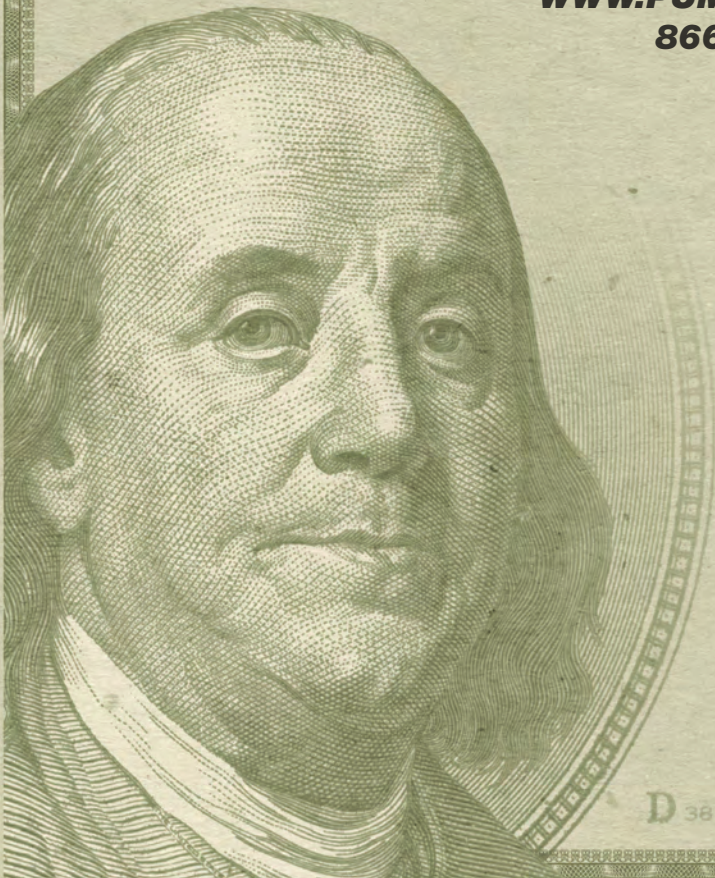
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Xtreme water-soluble portable restroom deodorant packets from **Surco Products** feature a fresh fragrance, molecular odor counter-actant, bacteria-killing biocide and deep-blue, non-staining dye that washes off clothing and nonporous surfaces.

The 1-ounce (30-gram) portion-control packets have a dissolvable paper cover that won't leave wet hands blue or become sticky in humid weather. Designed for weekly use in extreme heat and heavy traffic, the powder-filled packets dissolve in 30-40 seconds when dropped into the restroom holding tank, releasing a fresh, linen-like scent.

"Because our parent company is a fine fragrance house, we make our own fragrances," says Tonya Ray, odor control specialist at Surco. "Xtreme Clean is a fresh-smelling, long-lasting blend of fragrances."

When combined with the molecular odor counteractant Metazene – used in aerosols, laundry products, air fresheners and cleaning agents – offensive odors are eliminated rather than masked.

"It attacks odors at the molecular level," Ray says. "Odor is negatively charged and Metazene is positively charged. They attract each other like a magnet, locking up the unpleasant malodor."

The heavier molecule with the trapped odors sinks to the bottom of the tank or evaporates.

The restroom deodorant packets are available in four resealable pouches of 55. **800/556-0111; www.surcopt.com.**

*in the*  
**SPOTLIGHT**  
By Ed Wodalski

## TITAN REAR-AFT FUEL TANK

The 40-gallon model 8020011 cross-linked polyethylene, rear-aft fuel tank from Titan Fuel Tanks is made to fit 2011-2015 Ford F-350, F-450 and F-550 diesel cab and chassis trucks. **800/728-4982; www.titanfueltanks.com.**



## BAYCO MULTIFUNCTION LED FLASHLIGHTS

Nightstick multifunctional MT-200 Series Mini-TAC Pro flashlights from BAYCO Products, Inc. are 4 to 6 inches long and weigh 1.9 to 3.2 ounces. With a housing made from aircraft-grade 6061-T6 aluminum, each flashlight (MT-200, MT-210, MT-220, MT-230) has a drop rating of 2 meters and waterproof rating of IPX7. All lights feature CREE® LEDs with a deep parabolic reflector for a tight, long-throw beam. The flashlight body and tail switches provide momentary or constant-on functionality with high, medium or low settings, as well as strobe. **800/233-2155; www.mynightstick.com.**

## SNAP-ON BIMETAL BANDSAW BLADES

Bahco Easy-Cut bimetal portable bandsaw blades from Snap-on Industrial Brands cut conduit, galvanized and PVC pipe, rebar, angle iron and wood. The blades are available in 32 7/8- and 44 7/8-inch lengths. **800/446-7404; www.snaponindustrialbrands.com.**



## POLSTON MULTIPURPOSE CLEANING TRUCK

The PAT 360-HD multipurpose cleaning truck from Polston Applied Technologies has four 8-inch hydraulic pumps (2,500 gpm each) and delivers up to 1,100 hp. The knuckleboom crane has

49 feet of reach from the center and 180-degree rotation. **844/765-7866; www.polstonprocess.com.**

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Cooper's Own Hot Flakes De-Icer from PolyJohn Enterprises is a safe, convenient and easy-to-use option that allows operators to pump restrooms even when temperatures drop to -25 degrees F. The easy-to-use pellets are made up of a chemical component blend of different chlorides. Just scoop the directed amount of pellets from the 30-pound bucket and drop directly into a freshly serviced unit. **800/292-1305; www.polyjohn.com.**





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Septic Cleanser from Bio S.I. Technology is an all-natural microbial and enzyme formula designed to break down matter in septic systems and RV septic tanks. One quart of formula is applied directly to the septic system each month to prevent sludge buildup and odor. It can also be applied to the lawn to aerate soil in the leachfield and reduce wet spots. **866/393-4786; [www.biositechnology.com](http://www.biositechnology.com).**



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The PHCC Pro Series PS-C33 combination primary and backup sump pump from Glentronics is designed for use with wet cell or maintenance-free batteries and features remote terminals for connection to a home security system or auto-dialer. Pre-assembled for easy installation, the primary pump can evacuate 3,000 gph at 10 feet TDH. The backup can pump 2,400 gph at 10 feet TDH, switching automatically to battery power when AC fails. The monitoring controller detects irregularities, sounds an alarm and pinpoints problems and solutions on the control panel. **800/991-0466; [www.stopflooding.com](http://www.stopflooding.com).** ■

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Blue Diamond Aerators, 60-120 liters, in stock, low cost. Free next-day shipping. 866-631-5124 (PBM)

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## BUSINESSES

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste, fryer grease and oil (yellow grease) only. Big \$. Over 30 years experience, will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. References available - many success stories. Dewey Walker, 813-704-5090 or 813-758-2552. (PBM)

Complete septage management company. Septic pumping, DEP approved dewatering facility and DEP approved composting facility. Large client base. Everything included to continue this successful business. Owner retiring, will train new owner. Located central-coastal Maine. Contact Ocean's Edge Realty, PO Box P, Bucksport, ME 04416. 207-469-1046. Email [office@oceansedgerealty.com](mailto:office@oceansedgerealty.com) (P01)

Porta Potty with existing route looking for an owner operator. Established weekly route, existing loyal customer base. We currently have 90% of our inventory rented out. 200+ toilet units, hand-wash stations, holding tanks and one service truck with a Satellite Industries MD 1600. For more information please email [portapottysales@gmail.com](mailto:portapottysales@gmail.com) or text 650-271-3201. (P12)

Retiring from an established, family-owned, full-service septic pump company in western Colorado. Large, loyal customer base. Turnkey with website, client list, trucks and lots of tools. Proven good income. Serious inquiries only please. E-mail [eagleseptic@qwestoffice.net](mailto:eagleseptic@qwestoffice.net) (P05)

Are you tired of extreme weather? Excessive competition? Extravagant disposal fees/regulations? Or is it just time to get your own business? Profitable, well established septic pumping company in beautiful northern New Mexico complete with 2,500-gallon Hino truck, 6 acres, disposal site, 1,500 sq. ft. log cabin and everything needed to run the business. I'm retiring. \$295,000. 575-774-6661. (P01)

I have a great business for sale in Minnesota, the Land of 10,000 Lakes. My dad started the business in 1950 and we have been going strong ever since. We've had a great reputation in this area for over 60 years. I have more than 350 customers on my septic maintenance list. We do septic pumping, drain cleaning, jetting, camera work and locating. We do a great deal of commercial work for towns, farms, sewer plants and such. Eighteen towns within a 30-mile radius. Equipment includes: Two septic trucks: 2003 and 2007 Kenworth trucks, both have 3,500-gallon all-stainless steel tanks with hoists and 1,000cfm pumps; Two jet-vac trucks: 1996 Ford Vactor and 2007 Sterling Aqua-Tech, and a 1992 straight jetter truck. A service bus for drain cleaning loaded with everything, it is a rolling shop. All equipment has been under roof and is in immaculate condition. The purchase would include an equipped, 3-stall, 36x48 heated shop with mechanic pit and wash bay and a 40x80 storage facility built in 2013. Please look at my website to view pictures of some of the equipment: [talauritsen-septic.com](http://talauritsen-septic.com). If interested call Tom at 320-226-3179, leave message or email [tal@mtvtnwireless.com](mailto:tal@mtvtnwireless.com). (P01)

Portable toilet business for sale in Northern California. Well established business. Multiple trucks, 500+ units include portable toilets, handicap units, toilets on wheels, hand-wash stations; also holding tanks and fresh water systems. Customer base includes contractors, special events and government contracts. Interested buyers please call 916-786-7510. (P01)

**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](mailto:masepticco4sale@gmail.com) (P12)

**FOR SALE:** Turnkey Portable Restroom & Septic Company. Location: Connecticut. Gross annual sales: \$800,000. FMV Assets: \$500,000. Years established: 34 years. Family run. Price: \$950,000. Reason for sale: Owners retiring. Comments: Growing business, large, loyal, repeat customer base, Well-maintained equipment & products, computerized databases & up-to-date website. Willing to train. Diversification possibilities. Inquiries: 860-315-0417 or [saleofbusinessPTSEPTIC@yahoo.com](mailto:saleofbusinessPTSEPTIC@yahoo.com) (P01)

Portable toilet business for sale in Northern New Mexico. Business located in the beautiful Sangre de Cristo Mountains, surrounded by Taos Ski Valley Ski Resort, Red River Ski Resort and Angel Fire Ski Resort. Owner operated for 23 years, business includes 400+ regular portable toilets, handicap accessible units, portable sinks, 4 service trucks, 2 delivery trucks, and 4 delivery trailers. Business has extensive monthly rental customer list, special events all summer, and government contract to provide toilets for fire camps. If interested, contact Linda Calhoun at [calhoun@newmex.com](mailto:calhoun@newmex.com) or 575-754-2953. (P12)

**PARADISE FOR SALE!** Bee's Honey Pots, Inc., portable toilet company established in 1983 in the beautiful Florida Keys is for sale. Based on Big Pine Key, Bee's is the oldest established and largest portable toilet company in the Keys. Sole owner and operator for the past 30+ years wants to go fishing! Interested? Call 305-872-2287. (P01)

Portable toilet company established for over 25 years in the metropolitan New York area for sale. More than 250 portable toilets. 2 pump trucks, 1 service vehicle, 10-toilet trailer, comfort trailer, sinks, holding tanks, etc. Owner retiring, terms available. Serious inquiries only. Email [outhouseinfony@gmail.com](mailto:outhouseinfony@gmail.com) (P12)

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 Pipehunter 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](mailto:mike@jobsitepumping.com). (P12)

Established 1964: A turnkey operation with customers based in beautiful Southern Oregon. Portable toilets and septic pumping business. 2.05 acre property, storage tanks, building includes; storage, office space, and more. Over 500 portable units. 5 handicap compliant, 6 service vehicles, 3 septic pumping trucks. \$450,000. Serious inquiries only. Office 541-772-9484 (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. (P12)

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## COMPUTER SOFTWARE

[FreeServiceReminderSoftware.com](http://FreeServiceReminderSoftware.com), [FreeServiceDispatchSoftware.com](http://FreeServiceDispatchSoftware.com), [FreeRouteManagementSoftware.com](http://FreeRouteManagementSoftware.com). (P12)

## DEWATERING

Flo Trend Systems Model SM-15-0-WS: 15-cubic-yard roll-off dewatering box. Can be used with a hook lift. Box only used 1.5 years. Comes with rolling tarp. Does not include polymer injection system. Asking \$12,500 OBO. 801-430-7287, UT (P12)

**Septic Receiving Stations:** Dual-screen design, portable, affordable, high capacity. The all new stand-alone unit has 19.5 sq. ft. of screening area. This will not plug with hair and rags - use it anywhere. 208-790-8770. [screencosys@gmail.com](mailto:screencosys@gmail.com). [screencosystems.com](http://screencosystems.com) (P12)



Wanted to Buy: Used dewatering box and polymer injection system in excellent condition. Please call Danny or Wayne 575-526-5442. (P12)

Consolidated Fab-built used 16-yard dewatering box. Includes flip top and hose drain manifolds. With 1978 International Cargo Star roll-off truck. \$14,000. 208-790-8770 or meyersvin@gmail.com. (P12)

2006 Consolidated Fabricators 30-yard dewatering box in great shape. Can process up to 40,000 gallons. \$14,000. Dean 209-598-6116. (P02)

One (1) Aqua Zyme dewater package, used 7 times. 30-cubic-yard filter box, 4" transfer pump and polymer mix unit. \$25,000 for all. Email eagleseptic@qwestoffice.net (P01)

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**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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## GREASE UNIT

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

## HAZARDOUS WASTE UNITS



**2006 Kenworth T800:** DOT certified 3,500-gallon Keith Huber Berringer carbon steel. Full dump/door vacuum truck with 1,400cfm blower. Cummins power with Fuller transmission in tri-axle pusher. 44k rears, 13k pusher, 20k front. Ready for work.

**KLM Companies**  
617-909-9044

PBM

2015 Presvac/Freightliner: DOT certified 3,200-gallon polished stainless steel. Full dump/door vacuum truck with Moro PM100 vacuum pump. Automatic, Cummins power. 46k rears, 20k front. Must see! KLM Companies 617-909-9044 (PBM)

New 3,200 U.S. gallon, carbon steel, DOT certified, 407/412 vacuum tank, dump type with full open rear, door and a Presvac PVB 750 vacuum-pressure pump installed on a 2015 Peterbilt 348 cab and chassis. (Stock #135877 A-E) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

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)

## JETTERS-TRAILER



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

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**www.hotjetusa.com**

PBM

2008 Ford PipeHunter: 7844TMV. 1/2" hose. Giant jet pump 14.2gpm @ 4,000psi. Tuthill blower, 1/2-yd. debris tank. John Deere rear engine. 294 hrs. Ken's Truck & Equipment: **www.khtrucks.com** 972-938-1905 or 214-632-5277 (PBM)

2008 GMC PipeHunter: John Deere rear engine, 700-gallon poly water tank, 3/4" jet hose, Giant pump. Ken's Truck & Equipment: **www.khtrucks.com** 972-938-1905 or 214-632-5277 (PBM)

## JETTERS-TRUCK



**1999 Sterling w/K-7501 Jetter:** 5.9 Cummins ISB, Allison automatic w/PTO, air brakes. 26,000 GVW. Rear jetter FMC Model 6540SC. 1,250-gallon tank, 1" hose. .... \$29,900  
Other trucks, jets and trailers available.  
Call for details!

**608-835-7767, WI**

PBM



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

**405-495-5110, OK**

P12



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

**405-495-5110, OK**

P12



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

**405-495-5110, OK**

P12

## JET VACS



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

**KLM Companies**  
617-909-9044

PBM



**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



**1999 International 2554 Jet/Vac Truck:** 52,000 miles, 8,809 hours. 18k front axle, 385/65R22.5 tires. 20k rears, 11R22.5 tires (tandem), 30% rubber. DT-530E engine, Allison MD3560 automatic transmission. Double frame. NEW Roots blower (PTO driven). 10 cubic-yard debris body. Hydraulic telescoping suction boom w/8" intake hose and 4 hard extensions. 1,500-gallon fresh water tank, 1" jetting hose. Meyers 65gpm, 2,000psi water pump. High pressure hand gun. Ready to work! .... \$35,000

**860-558-0045, CT**

P12



**Clean 2006 Peterbilt Vac-Con** - Low miles/hours, 12-yard debris tank. \$79,000

**407-947-6833, FL**

P12

WE PAY CASH for used Vactors - Call Jim @ 352-427-6605 (P01)

2009 Sterling/Vac-Con LT8501: Cab: Sterling LT8501, automatic transmission (unit 10-09) Vac-Con, camera, boiler, remote control, 16" mercury. 5,000cfm sur 8", pump Giant 3,000lb. \$220,000. 514-521-5060. **www.braultrain.com** ericgervais@rocketmail.com, abrault@braultrain.com (P01)

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## JET VACS

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

2007 Mack Guzzler: Damaged, rear unit new in 2011. Ingersoll Rand Air Solutions Hibon model SIAV 8702 blower. Ken's Truck & Equipment: www.khtrucks.com 972-938-1905 or 214-632-5277 (PBM)

2002 International Guzzler: 54,000 miles, 10-speed, 27" Roots blower. Stainless steel tank. Stk# 2300. Ken's Truck & Equipment: www.khtrucks.com 972-938-1905 or 214-632-5277 (PBM)

2006 International Vactor 2112\15: 9,300 hours, S/N: 05-07V-9443, Vactor jet pump 80gpm @ 2,000psi. 600' 1" new hose. 800' hose reel capacity. Pump-off system. Ken's Truck & Equipment: www.khtrucks.com 972-938-1905 or 214-632-5277 (PBM)

2009 Sterling Vac-Con: VPD3616LHAEN S/N: 09085083. 3,975 main engine hours. Bean jetting pump. Roots 824 RCS blower, 16-yard debris tank. New aluminum extension tubes. Hydraulic-driven jetter pump. Ken's Truck & Equipment: www.khtrucks.com 972-938-1905 or 214-632-5277 (PBM)

1998 Volvo GapVax: Stk# 2301, VIN# 4VHJCB JF8WN857157. Stainless steel tank, N-14 Cummins, 9-speed Fuller transmission, Roots 27" blower. Ken's Truck & Equipment: www.khtrucks.com 972-938-1905 or 214-632-5277 (PBM)

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

Vac-Con industrial machine mounted on a pre-owned 2004 Sterling cab and chassis. (Stock #8593C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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2006 Volvo cab & chassis with a Vactor 2110 combination vacuum loader and high-pressure sewer cleaning system. (Stock #3483C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

## LEASE/FINANCING

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

## PIPE BURSTING EQUIPMENT

Pow-r Mole Model 33 for sale. Email for additional information: seweranddraincleaningforsale@gmail.com. Includes 2", 3", and 4" splitting expander and PE pulling eye; 3,000psi 20hp Honda engine power unit; Connectra 14 M butt fusion machine. \$11,150. Buyer to pay shipping cost. (P12)

## PORTABLE RESTROOMS

WANTED - Portable toilets and half-high units. Please contact Lance at 561-346-9296 or lance@redtoilets.com (P03)

26 PolyPortable potties - 12 with hand sanitizers, with one slide-in portable service tank. 400-gallon waste, 150-gallon clean. 120cfm Conde vac pump with Honda motor and one 12-unit trailer. \$18,800 for all. E-mail eagleseptic@qwestoffice.net (P01)

10-20 PolyJohn PJ III on individual trailers. These units were used on a traveling pipeline job. The job has completed and I am looking to sell, minimum purchase of 5 combination unit/trailers. Email thepursuitofrighteousness@yahoo.com for details. For pictures visit www.trailermountedportabletoilets.com Call or text 316-247-1495 (P12)

FOR SALE: 50 construction-grade Hampel sheds with plastic skids - \$225 each; 25 installable sink units - \$50 each. All in good condition. Located near Marshall, Michigan. 269-420-3895. (P02)

## PORTABLE RESTROOM TRAILERS

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

## PORTABLE RESTROOM TRUCKS



**2005 Chevy 5500:** 130k miles. Crescent Mfg. flat tank Model 1100. 750 waste, 350 fresh. Lift gate, Masport pump, can transport up to 8 units. Just got truck in trade, has a blown motor. Selling for \$10,000 as is. Willing to split tank from chassis for the right offer. Call Chris @ 505-870-4216 to make a reasonable offer.

**505-870-4216, NM**

P01

1999 Freightliner FL60: Tank 1,500w/350f, Masport 75 vacuum pump, 5.9L Cummins, 211k miles, 6-speed. Dual-service w/toilet carrier. Also used for septic. \$24,995. 225-937-9416 (P12)

**Too many trucks!** All completely setup, ready to work with extinguishers and triangles: **2006 Chevy C5500** - Masport reversible pump and 900/300 tank. \$30,000. **2005 GMC C5500** - Masport reversible pump and 900/300 tank. \$30,000. **2000 F-550** - 5-speed, Conde Super 6 pump and 600/250 tank \$15,000. **2000 Freightliner FL70** - Roll-off truck, Galbreath 60,000lb. hoist. \$38,000. **2008 F-550** - Automatic, 6.4 diesel Super Duty flat bed \$20,000. **2006 Best Ind. Slide-In** - Stainless 600/200 tank setup with pony engine. \$8,900. Mark@aokportables.com. 478-718-9451. (P12)



**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**

P12



**2011 International 7500 WorkStar** Stainless Portable Restroom/ Vacuum Truck: Pressure washer; Challenger 500cfm vacuum pump, portable restroom platform, engine brake, 3,600-gallon Best Enterprises tank. .... \$138,000

**sales@carcotrucks.com**  
**320-393-3687, MN**

P01



**1999 International DT466:** 7.3 liter, 5-speed. 550-gallon waste/450-gallon fresh. More pics available. .... \$17,000

**207-646-2180, ME**  
**dsandsa1service@yahoo.com**

P12

2000 Chevrolet 3500 regular cab, tool boxes on both sides. 219,000 miles. 200 waste/100 fresh, fold-down gate. Pictures available upon request. \$15,000. 518-357-0466 (P12)

2000 International DT466: Approximately 100k on rebuild, under 300k on truck. 600/200 Transway tank, strong vacuum pump. Was mainline truck now just a spare. Tires 90%. Ready for work. \$12,500. Call Joe @ 716-603-4860 for more info/ pics. (P12)

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**2000 Ford F-550:** New paint job on the tank. Truck runs and pumps great. Conde vacuum pump, standard 6-speed transmission. Call for more info. ....\$19,500  
**707-496-2986, CA** P12



**2008 Ford F-550 diesel,** 65k miles, 4x4, 16-foot bed with lift gate. 2011 Best stainless steel tank, 400 waste/200 fresh. ....\$39,000  
**dsandsa1service@yahoo.com**  
**207-646-2180, ME** P01



**2013 Ford F-550 4WD 6.7L Turbo Diesel** with 8,000 miles. Has a Satellite MD950 tank (650 waste/300 fresh) with a Conde SDS6 pump. This truck does have a previous damaged title, but has been tested and everything is sound and in excellent shape. Nothing is wrong with it and it's basically brand new! Extras included: 5 Tuff-Jon 2013 portable toilets (gray), 30' of extra hose, unopened detergent/toilet paper. \$59,000. For more information or pictures email or call me at  
**bburns870@gmail.com**  
**870-704-9433, AR** P12

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. (P05)

**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)

**2009 Ford F550:** 4x4, diesel, auto, new aluminum tank 400 waste/200 water, new Conde vac pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

1999 International DT466 4700: 177,032 miles, 500 H2O and 900 waste tank with Masport vacuum system. VIN #1HTSCAAL 6XH670911. \$15,000. For information contact Marcus at 208-467-0089. (P05)

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)

## PORTABLE SHOWER TRAILERS



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**707-496-2986, CA** P12

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**Several trucks for sale:** 2009 Peterbilt - 4,400-gallon tank; 2010 Peterbilt - 2,500 gallon; 2015 Peterbilt - 4,400 gallon; 2008 International - 2,500 gallon. Jurop pumps and 4,000psi jetter pumps. Call for details and pricing.

**318-797-2702, LA** P12



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

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



**2001 International 4900** with tank and new pump - \$26,000. **1996 International 8100** - \$19,000.

**Call 573-854-4377, MO** P12

2006 International 4300 septic truck: DT466, Masport pump, 2,600-gallon tank. Ready for work. \$40,000. 352-686-1001. (P12)



**1989 Ford F-700:** 101,000 miles on truck, 5-speed transmission, 2-speed rear axle. 1,400-gallon tank. 429 gas engine, clean solid truck. ....\$12,000

**Chris 919-697-6823, NC** P01



**Turn-Key Vacuum Tank Units:** 3,600-gallon, unit mounted on your truck or ours; \$20,000. 3,200-gallon truck units; 19,500. 2,500-gallon truck units; \$18,000. 1,500-gallon truck units; 16,000. Self-contained vacuum skids, 1,000-gallon; \$10,500. 2,500-gallon painted tanks ready to mount; \$13,000. PortaPotty trucks and any custom options or sizes available!

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**2006 Chevy C8500:** 3,000-gallon tank, CAT engine 300hp, 6-speed, a/c, lift axle, 'see level indicator'. Rhino-lined hose trays, Masport HXL-400WV liquid-cooled vac pump. Under 195,000 miles. Ready for pickup in December. Call or email for photos & info. .... Asking \$45,000 OBO

**info@eppingandexeterseptic.com**  
**603-659-8150, NH** P12

2004 Peterbilt 340 pre-emissions: 3,600-gallon Transway tank and pump, C-7 CAT engine, 8LL transmission, 2004 stainless-steel chrome package, aluminum rims, air-ride suspension, air valve. 715-923-4127. (P12)

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## SEPTIC TRUCKS



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**256-419-1105, AL** P12



**2005 Chevy 6500:** CAT engine, 6-speed, a/c, under CDL. New 2,000-gallon tank, stainless steel hose trays, 24" manway in rear, Jurop PN84 vac pump, paint and aluminum wheels. Really nice, clean truck. .... \$38,500

**740-820-5520, OH** 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 \$33,500. Contact Frank King 978-452-7750. (PBM)

Quitting business! 1999 International Transway vacuum truck: 2,500 gallons, low miles. \$31,500 OBO. 1984 Ford municipal jetter: low miles, 1,500 gallon, 36gpm @ 2,000psi. \$9,900 OBO or take both trucks for \$38,000. Clean, well-maintained California trucks. Call for photos and details. 949-701-2687 or 949-307-0933 (P12)

1989 Ford 9000: 4,000-gallon tank. The truck runs great. Ready to work. \$22,000. Call 631-236-3639. (P12)

2006 Peterbilt 357: CAT C-13, 313,000 mileage, 425hp 8LL transmission. Equipment: 2010- J10 Juggler vacuum and return system, 4,800-gallon tank (3,600 sludge - 1,200 water), NVE 900cfm rotary vacuum pump. \$185,000. Contact us @ info@martinseptic.net (P02)



**2007 Sterling STE:** 183,850 miles, pre-emission C-15 475hp, 18-speed transmission. GVW: 62,000 lbs. Equipment: New 2014 hoist vacuum system, 3,600-gallon, liquid-cooled 500cfm Fruitland vacuum pump, heated valves and secondary shut off. Please contact us for more information. .... \$112,511

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**877-336-0081, MB** P12

2008 Peterbilt 340 full dump Abernathy bed 4,200 gallon. Non-emission truck. No particulate filter. See Level indicator. NVE vacuum pump. New vanes. Owners personal truck, all aluminum wheels, all LED lighting, new tires all the way around. Heavy rear hitch. Always stored inside. \$106,900. Contact Andrew 706-234-7252 or email cartersenviromal@bellsouth.net (P01)

**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)

**2000 Peterbilt:** 300hp CAT, 9-speed, rear locking. Excellent condition. New 2,500-gallon vac tank. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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Two (2) 20,000-gallon lined tanks. 660 bbl. US capacity, 13' x 23', \$15,000 for one, \$25,000 for both. E-mail eagleseptic@qwestoffice.net (P01)

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**1988 Petro Steel** 5,500-gallon with a Deutz 4-cylinder diesel motor w/Demag-Wittig pump. Price ..... \$19,800

**610-916-1487, PA** P01



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1988 Cusco Vacuum Trailer: Stainless steel, DOT certified 5,000 gallon. Full-open rear door, tipping trailer. Self-contained John Deere engine with 3,000 ccm 27" Siemens liquid ring vacuum pump. Washdown system, new DOT inspections. KLM Companies 617-909-9044 (PBM)

## TRUCKS - MISCELLANEOUS



**2005 International 4300 Series** medium-duty vacuum truck with 1,500-gallon tank. 113,386 miles. DT466 with automatic transmission. .... \$37,500

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**480-831-9230, AZ** P12

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**2000 Kenworth W900L:** 228" wheel-base, 3406 CAT, 18-speed, 550hp. 46,000 rears, 14,000 fronts. 8-bag air ride, rebuilt engine. Brakes and tires at 90%..... \$64,000

**518-441-7222, NY** P12



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

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



**2006 International 7400:** 3,600 waste/300 fresh, Transway System, Series 500 pump (396cfm), International DT 570, 310hp Fuller 10-speed. Excellent condition. .... \$79,000

**Mike 419-865-4830, OH** P01



**2007 International 7700** vacuum pump truck with 4,500-gallon tank. 3 pushers. 128,925 miles. Kept in excellent condition. Appraised for \$120,000 wholesale, looking to get \$110,000 or best offer on it. Call or email for details.

**belsitoplumbing@gmail.com**  
**480-425-9900, AZ** P12



**1994 White/GMC Tank Truck:** CAT motor, 3,500 - 4,000 gallon tank, R-260 pump. Mechanically sound and ready to work! Located in Northern VA. ..\$29,000  
**703-361-4517, VA** P12



**2006 Isuzu NPR Cab/Chassis:** 190hp 6-cylinder diesel with automatic transmission, a/c, 150-inch wheel base, 14' frame rails. Super clean inside and out, well maintained, 223,000 miles. \$12,900

**Call 209-495-1461, CA** P12

1998 Ford L9000 with 4,000-gallon carbon steel 2-compartment waste oil tank, Blackmer pump with strainer, ReCon Cummins engine with Fuller transmission on air-ride suspension. \$18,500. KLM Companies 617-909-9044 (PBM)

### TV INSPECTION

2003 Ford Aries TV Inspection: Stk# 2168, V10 Triton gas engine. Honda motor powers rear unit. One (1) camera. Ken's Truck & Equipment: www.khtrucks.com 972-938-1905 or 214-632-5277 (PBM)

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**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



**2005 Sterling 7500** vacuum truck with GapVax MC series combination machine. 1,800-gallon tank. Sterling with 300hp CAT C7 engine, Allison 6-speed automatic transmission, 20,000# front axle, 40,000# rear tandem, a/c, radio, ABS brakes. Refurbished August 2014. Purchased new (one owner). Maintenance records, mileage 128,427. ....\$135,000

**Call Eadie's Construction**  
**843-875-5674, SC**  
**dawn@eadiesconstruction.com** P01

1995 Cusco vacuum truck. Stainless steel tank. Engine runs. Needs 27" blower. \$30,000. Call 423-635-9739. (P12)

2001 Gap Vax HG57 WET/DRY on Volvo WG64, 5,500 cfm, 27" Hibon blower, Cummins engine, chassis tank and bag house, in good condition, ready for work. KLM Companies 617-909-9044 (PBM)

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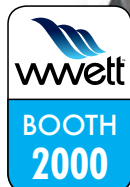
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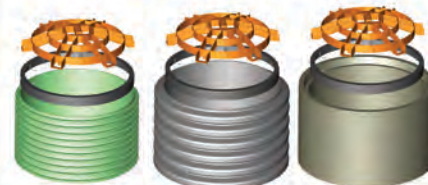
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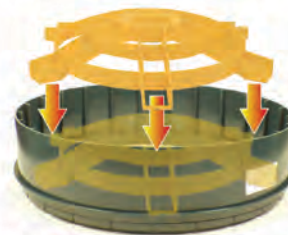


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