

DEDICATED TO THE LIQUID WASTE INDUSTRY

# Pumper®

April 2015 [www.pumper.com](http://www.pumper.com)

## THE IMAGE BUILDERS

Marketing with attention to details and charitable work provide a positive impact for Northern Disposal & Sanitation **Page 20**

## I'M THE HANDYMAN

Skilled craftsmen build success for New Jersey's Caprioni Portable Toilets **Page 36**

# Why Wait for a New Truck When We Already Have it Built?

| Year | Tank  | Gallons | Chassis  | Price*    |
|------|-------|---------|----------|-----------|
| 2015 | Alum  | 1175    | Ford     | \$79,027  |
| 2015 | Steel | 1250    | Ford     | \$88,572  |
| 2014 | Alum  | 450     | Slide-in | \$10,920  |
| 2015 | Alum  | 2150    | Hino     | \$114,197 |
| 2014 | Steel | 950     | Dodge    | \$74,267  |
| 2014 | Steel | 950     | Dodge    | \$74,267  |
| 2014 | Steel | 400     | Slide-in | \$8,532   |
| 2015 | Steel | 950     | Ford     | \$70,212  |
| 2015 | Steel | 950     | Ford     | \$76,350  |
| 2015 | Steel | 950     | Ram      | \$77,593  |
| 2015 | Steel | 1250    | Ford     | \$88,572  |
| 2015 | Steel | 1250    | Hino     | \$95,393  |
| 2015 | Steel | 1600    | Ford     | \$94,890  |
| 2015 | Alum  | 3600    | Kenwth   | \$144,444 |
| 2015 | Steel | 3200    | Pete     | \$162,711 |
| 2015 | Steel | 4000    | Pete     | \$138,439 |

\* Prices do not include FET or shipping FBO MN



Ready for Immediate Shipment!

[www.satelliteindustries.com](http://www.satelliteindustries.com)

800-328-3332



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



**HXL400WV Plug & Play  
Liquid Stabilized Pump**

**400  
CFM**

**25" Hg  
Continuous**

**20 PSIG  
Continuous**



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

**494  
CFM**

**27" Hg  
Continuous**

**15 PSIG  
Continuous**

**Looking for a vacuum/pressure system that is powerful, reliable, and economical? We have a Plug & Play system that's right for you!**

Masport Plug & Plays come preassembled and ready for installation. Choose from several Masport rotary vane vacuum pump models or Robuschi high vacuum blowers. Plug & Play systems are expertly engineered with quality Masport components and parts which make for a reliable system that is easy to service. Call a Masport authorized dealer to configure your truck with one of our field-proven Plug & Play systems.

**FOR MORE INFORMATION CALL: 1-800-228-4510  
OR VISIT [www.masportpump.com](http://www.masportpump.com)**

**Masport<sup>®</sup>**



**Atlanta Rubber & Hydraulics**  
because you deserve more

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

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

*Our customers are our main priority.*

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



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

**Value Adding Services:**

Special Packaging Fabrication

Custom Assembly Work  
On-Site Troubleshooting



1000 Marble Mill Circle, Marietta, GA 30060  
Toll Free: **800-241-2680** PH: 770-955-5225  
FX: 770-955-2377 Email: sales@atlantarubber.com

**Visit Our Online Store [www.AtlantaRubber.com](http://www.AtlantaRubber.com)**

**Lenzyme**

Bio-Products, Packaging and Marketing Experts



**Customers Love Simple, Easy, Clean Packets**



Click on Contractors Page:  
**[www.lenzyme.com](http://www.lenzyme.com)**

**FREE Private Labeling • Root Control Septic Solutions • Grease Solutions • Drainfield Solutions**

**1-800-223-3083**

Or text to 920-288-2847



Software for your Industry

since 1981

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



POWERFUL! EASY TO USE!  
AFFORDABLE!

»»» **WHAT WE OFFER:**

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

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

»»» **CHOOSE FROM 5 EDITIONS:**

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

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

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

Ritam Technologies, LLC

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

[www.transwaysystems.com](http://www.transwaysystems.com)  
1-800-263-4508



**MINI INDUSTRIAL**  
900 GAL - 1600 CFM



**SEPTIC**  
3600 GAL - 900 CFM



**INDUSTRIAL**  
4000 GAL - 3800 CFM



**HYDRO EXCAVATOR**  
3000 GAL - 3400 CFM

**DESIRE.**  
**DESIGN.**  
**DELIVER.**



**TRANSWAY**  
**SYSTEMS INC.**

**Custom Built...Driven by You**



**YOUR SALES, PARTS AND SERVICE EXPERT**



## 20 The Image Builders

- Peter Kenter

Marketing with attention to details and local charitable work provides a positive impact for Canada's Northern Disposal & Sanitation.

**ON THE COVER:** Canadian pumpers Dave and Katy McGregor have built the reputation of Northern Disposal & Sanitation through hard work, savvy marketing and charitable giving. The couple is shown with a Dodge 5500 service truck built out by VacutruX with a Wallenstein pump.  
*(Photo by Bruce Bell)*

## 10 Reading Between the Lines: Still Not Online?

It's hard to believe that about half of the small businesses in America still don't have websites. If yours is one of them, what are you waiting for?

- Jim Kneiszel, Editor

## 16 @pumper.com

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

## 30 Building the Business: 7 Tips to Rev Up Your Social Media

Develop a plan and set goals for your social media efforts, then don't let the Facebook and LinkedIn pages and YouTube channels go dormant.

- Natalie Henley

## 36 I'm the Handyman

Carpentry and craftsmanship are an integral part of the business plan for New Jersey's Tom Capriani and his skilled crew of workers.

- Betty Dageforde

## 46 Rules & Regulations

Design competition seeks new ways to bring wastewater treatment to rural Alaska villages.

- Doug Day

## 50 State of the States: Riding a Regulations Rollercoaster

Ohio wastewater professionals fight through legislative opposition to advance onsite technology and protect the environment.

- Doug Day

## 54 Pumper Interview: Portable Sanitation Outlook: 2015

Diversified equipment offerings, technical professionalism and promoting an environmental message are keys to building revenues in the coming busy season.

- Doug Day

## 60 Overheard Online: Rusting From the Inside Out

What's the best coating for protecting the interior of a steel vacuum tank from the daily onslaught of corrosive loads?

## 64 Money Manager: Key Person Insurance

You have a policy to protect your business from fire and your trucks from a wreck. You can also insure your indispensable human resources in the event of a tragedy.

- Erik Gunn

## 70 Septic System Answer Man: Education = Profits

A long arc of professional training will secure a successful career in the wastewater industry.

- Jim Anderson, Ph.D.

## 74 Classy Truck of the Month

We feature SoCal Industries, Industry, California.

## 78 NAWT News

NAWT announces 2015 awards; looks forward to treatment symposium.

- Dhru Bhatt

## 82 Product Focus/Case Study: Portable Sanitation and Special Events

- Craig Mandli

## 96 Industry News

## 98 Product News

**Product Spotlight:** Hydroexcavator can be pre-mounted or attached to chassis of choice.

- Ed Wodalski

## 102 Associations List

## Coming in MAY

### SPECIAL ISSUE: SEPTIC SYSTEM INSPECTION AND JETTING

- CONTRACTOR PROFILE:  
Vermont pumper overcomes health crisis
- PUMPER INTERVIEW:  
Making cleaner and greener choices

# Pumper®

DEDICATED TO THE LIQUID WASTE INDUSTRY

[www.pumper.com](http://www.pumper.com)

Published monthly by



COLE publishing

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

© Copyright 2015 COLE Publishing Inc.

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

Email: [info@pumper.com](mailto:info@pumper.com) • Website: [www.pumper.com](http://www.pumper.com)

Fax: 715-546-3786

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

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

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

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



Jim Flory

Winnie May

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

**CIRCULATION:** 2014 circulation averaged 24,800 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

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

## 2016 WATER & WASTEWATER EQUIPMENT, TREATMENT & TRANSPORT SHOW



**Education Day:** Wednesday, February 17, 2016

**Show Days:** Thursday - Saturday, February 18-20, 2016

**Indiana Convention Center, Indianapolis, IN**

[www.wwettshow.com](http://www.wwettshow.com)

## AIR COOLED



**PM60A**

CFM 252  
PSI 29



**PM70A**

CFM 322  
PSI 29



**PM80A**

CFM 417  
PSI 29

## FAN COOLED



**PM70T**

CFM 247  
PSI 21.7



**PM80T**

CFM 350  
PSI 29



**PM100T**

CFM 460  
PSI 29

# MORO

## VACUUM PUMPS

HEAVY INDUSTRIAL GRADE

# MOROU SA INC.

800-383-6304

www.morou sa.com



**moro**  
PUMPS

FIELD PROVEN  
PERFORMANCE  
2 YEAR WARRANTY

## AIR COOLED



**PM60W**

CFM 252  
PSI 29



**PM70W**

CFM 322  
PSI 29



**PM80W**

CFM 417  
PSI 29

## AIR COOLED



**PM110W**

CFM 630  
PSI 29

## AIR COOLED



**M9**

CFM 547  
PSI 14.5



**PM200**

CFM 677  
PSI 14.5

## AIR COOLED



**PM2000**

CFM 824  
PSI 29

## AIR COOLED



**PM3000**

CFM 1000  
PSI 29

## AIR COOLED

## LIQUID COOLED



**PM60W**

CFM 252  
PSI 29



**PM70W**

CFM 322  
PSI 29



**PM80W**

CFM 417  
PSI 29



**M9**

CFM 547  
PSI 14.5



**PM200**

CFM 677  
PSI 14.5



**PM2000**

CFM 824  
PSI 29



**PM3000**
















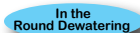

CFM 1000  
PSI 29

**W-SERIES**

**STORM SERIES**

**A**

-  Abbott Rubber Co., Inc. ....44
-  Acro Trailer Company .....32
- Advantage Funding .....87
- AltunaMATS, Inc. ....62
-  Amazing Machinery, Inc. ....69
-  Amesbury Truth .....103
-  AMT Pump .....95
-  Amthor International .....31
-  Aqua Ben Corporation .....60
-  AQUA-Zyme Disposal .....93
-  Arcan Enterprises, Inc. ....99
-  Armal, Inc. ....91
-  Armstrong Equipment .....48
-  Atlanta Rubber & Hydraulics, Inc. ....4
- B**
-  Best Enterprises, Inc. ....71
- Bionetix International .....89
-  Brenlin Company, Inc. ....60
- Bucks Fabricating .....28
- C**
-  Cam Spray .....62
-  Cape Cod Biochemical Co. 52
-  Chandler Equipment .....67
-  Chempace Corporation .....74
-  Clear Computing, Inc. ....79

-  Comforts of Home Services..87
- Consolidated Fabricators....34
-  CPACEX .....58
-  Crust Busters/Schmitz Bros. ...80
- D**
-  Deal Assoc. ....93
- Del Vel Chem Co. ....47
- E**
-  Ecological Laboratories, Inc. .76
- EICA Tankheads, Inc. ....91
-  Erickson Tank & Pump .....99
-  Explorer Trailers -  
McKee Technologies ..97
- F**
-  F. S. Solutions .....34
-  Fergus Power Pump, Inc. ....68
-  Five Peaks .....43
- FlowMark .....18-19
- FMI Truck Sales & Service103
-  Foremost .....49
-  Fruitland Manufacturing.....35
- G**
-  GapVax, Inc. ....45
- Global Vacuum Systems ....89
- H**
-  Hino Trucks .....58
- House of Imports ..... 11
- I**
-  Imperial Industries, Inc. ....65
-  In the Round Dewatering.... 76
-  ITI Trailers & Truck Bodies .85

**J**

-  J & J Chemical Co. ....21

**K**

-  KeeVac Industries, Inc. ....41
-  Kentucky Tank, Inc. ....31
- Key Commercial Corp. ....99




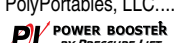
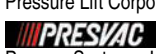
**L**

- L. T. & E., Inc. ....96
-  Lane's Vacuum Tank, Inc. ...87
-  Lely Manufacturing, Inc. ....47
-  Lenzyme/Trap-Clear .....4
-  Liberty Financial Group .....96
- Liquid Waste Industries .....91
- LMT, Inc. ....56
-  Longhorn Tank & Trailer ....72

**M**

-  Marsh Industrial .....12
-  Masport, Inc. ....3
-  Mid-State Tank Co., Inc. ....62
-  Milwaukee Rubber Products ..72
-  Moro USA, Inc. ....7
- N**
-  National Truck Center .....15
-  National Vacuum Equipment...59
-  NAWT, Inc. ....79
- Norweco, Inc. ....29
-  NuConcepts .....95
- O**
- Oakmont Capital Services..44
- OMSI Transmissions, Inc. ....25
-  One Biotechnology .....85

**P**

- People's United Equipment  
Finance Corp. ....14
-  Pik Rite, Inc. ....66
-  PolyJohn Canada .....81
-  PolyJohn Enterprises..... 111
-  Polylok, Inc./Zabel .....32
-  PolyPortables, LLC.....17
-  Pressure Lift Corporation...80
-  Presvac Systems, Ltd. ....112


**R**

-  RCS II, Inc. ....79
-  Ritam Technologies LLC.....4
-  Robinson Vacuum Tanks ....97
-  Rush Refuse Systems .....37





**S**

-  Safe-T-Fresh .....73
-  Satellite Industries .....2, 57
- SchellVac Equipment, Inc. ...23
- Screenco Systems, LLC .....68
-  Septic Services, Inc. ....27
-  Slide-In Warehouse .....14
-  Sonetics .....48
-  Specialty B Sales .....28
- Stamp Works .....12
- SubSurface Locators, Inc. ...89
-  Surco® Portable Sanitation  
Products .....33
-  Sweet Septic Systems .....76

**T**

-  T&T Tools, Inc. ....76



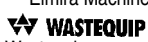





- T.S.F. Company, Inc. ....39
- Tank World Corp. ....95
-  TankTec .....61
- Thompson Tank, Inc. ....85
-  Transport Truck Sales, Inc. .77
-  Transway Systems, Inc. ....5
-  TSI Tank Services, Inc. ....93

**V**

-  Vac-Con, Inc. ....55
-  Vacutrux Limited .....52
-  Vacuum Sales, Inc. ....97
-  VARCo .....75
- Verizon Networkfleet .....9




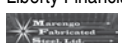
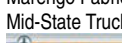
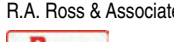

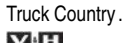

**W**

-  Walex Products, Inc. ....63
-  Wallenstein Vacuum Pumps/  
Elmira Machine .....68
-  Wastequip .....26, 27
-  Water Cannon, Inc. ....13
-  Wee Engineer, Inc. ....80
-  Westmoor Ltd./Conde .....53





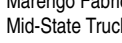
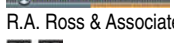


Classifieds.....104  
Marketplace.....100

**REGIONAL ADVERTISERS**

**Midwest Supplement**

- (after page 74)
-  Advance Pump & Equip. ....3
  -  Crescent Tank Mfg. ....3
  -  Liberty Financial Group .....3
  -  Marengo Fabricated Steel ....1
  -  Mid-State Truck Service .....4
  -  R.A. Ross & Associates NE..2
  -  Rider Agri Sales & Svcs. ....4
  -  Truck Country .....4
  -  V&H Inc. ....2

**Eastern Supplement**

- (after page 74)
-  Advance Pump & Equip. ....3
  -  Andert, Inc. ....4
  -  Crescent Tank Mfg. ....3
  -  Marengo Fabricated Steel ....1
  -  Mid-State Truck Service .....3
  -  R.A. Ross & Associates NE..2
  -  V&H Inc. ....2
  -  Vacuum Sales, Inc. ....4

**Socially Accepted**

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





## **MAINTAIN YOUR VEHICLES FOR LESS WITH A FLEET MANAGEMENT SOLUTION**

Take control of vehicle management expenses with Verizon Networkfleet, the GPS tracking technology that drives smart business management decisions. Improve preventive maintenance scheduling. Reduce labor and repair expenses. Minimize vehicle downtime. Whether in your office or on the road, get the data you need to take your business to the next level.

866.869.1353 | [www.networkfleet.com/PumperMaintenance](http://www.networkfleet.com/PumperMaintenance)



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

# Still Not Online?

It's hard to believe that about half of the small businesses in America still don't have websites. If yours is one of them, what are you waiting for? **By Jim Kneiszel, Editor**

I meet many people in the pumper community by searching for septic service websites and giving a call to the business owner. Over 10 years serving as editor of this trade publication, I have noticed a steady increase in the number – and improving quality – of these small-business websites.

To me, seeing shiny, clean trucks and smiling uniformed technicians on the home page of a website is one good indicator of a well-run pumping outfit. Appearances can be deceiving, I know, but showing ample photos, sharing customer education tips and encouraging interaction online are certainly positive marketing practices.

Every now and then, I meet a pumper whose company has no online presence of any kind. Not a website, no social media, but they still generally market in old media ways such as phone book advertising or in local newspapers. When I ask why they haven't jumped on the Web, the answers vary, but they are usually along the lines of "We do great with word-of-mouth advertising," or "We've got enough work to keep our crew busy."

And I believe there are lingering perceptions among some very small, local business owners that websites are an unnecessary expense and time waster that won't pay off.

When I hear from a pumper who seems content without an Internet presence, it's tough for me to refrain from speaking up about the many ways they could benefit from a website. That's because I talk to so many business owners who are surprised and gratified by the impact a website has had on their revenue. It's my experience that some pumpers go online with a lot of skepticism, but they never regret the decision in the long run.

## BY THE NUMBERS

I was on the phone with a pumper recently who didn't see the value of having a website. "We just don't need it," he told me. "Our customers tell their friends about us and we get plenty of business that way." That's great to hear, I told him. I'm sure his company has a reputation for great service. But would this pumper reconsider his decision if he knew his competitors with websites were getting lots of new customer leads through their websites?

Just when I thought this pumper was in the minority – and that most business owners in this industry now have an active online presence – search engine giant Google reports that a narrow majority of U.S. small businesses are still offline in 2015. Planning to jump into the business of marketing website domain names, Google says that 55 percent of small businesses don't have a website. And it wants to go after that business.

The website [www.statisticbrain.com](http://www.statisticbrain.com) earlier this year published slightly different numbers based on U.S. Census Bureau statistics, saying 53 percent of small businesses have a website, up from 45 percent in 2009.

You may think your business is performing fine for your needs right now, but if you're not moving ahead, you're falling behind. A Web presence will only be more of a prerequisite for small business in the future. The longer you wait, the more you risk losing value for your company.

The site said 13 percent of the lagging businesses have plans to start a website. They broke down the percentage of companies with websites based on annual revenue. Of the smallest companies, with \$100,000 to \$499,000 in revenue, 45 percent have websites. The figure jumps to 49 percent for companies bringing in \$500,000 to \$999,000. For companies with revenues of more than \$1 million, the number rises to 69 percent.

When asked to give a reason why they do not have a website, the most companies, 41 percent, said the business currently doesn't need one. Another 19 percent cited the cost of operating a site, 16 percent said they don't have the time and 9 percent said websites are too complex.

Of companies with an online presence, 80 percent reported their website is being used mainly to share general information. Another 45 percent said the site is used to provide customer service, 35 percent said it is used to capture leads and 30 percent said they are using it for e-commerce.

What these statistics tell me is that pumping contractors are a microcosm of all American small business. While we hear about tech-savvy upstart companies that make millions based on a slick website and intense social media efforts, a significant number of mom-and-pop service businesses are doing fine but sitting on the sidelines when it comes to online marketing.

## COULD YOU DO BETTER?

I know a number of small pumping company owners are satisfied with their current customer lists and aren't looking to add customers. Perhaps these pumpers are heading toward retirement and don't have any future plans for the business. But whether or not you have long-term business plans, you shouldn't wait any longer to establish an online presence. Here are a few points to ponder:

*(continued)*

 **BUY FACTORY DIRECT!**



**2015 Hino**

2400 Gal., 260 h.p., Auto,  
Brand New, 5 yr. Warranty

Starting at:  
**\$99,000**



**2006 International**

2200 Gal., Auto

Starting at:  
**\$54,000**



**2009 International**

2400 Gal., Auto  
California Emissions

Starting at:  
**\$65,000**



**2007 Freightliner M2**

2400 Gal., Auto,  
Portable Toilet Hauler

Starting at:  
**\$55,000**



**2007 International**

2200 Gal., Auto

Starting at:  
**\$54,000**



**2007 International 8600**

4500 Gal., Auto, Cummins,  
420 h.p., 10 spd.

Starting at:  
**\$85,000**



**2007 Freightliner Columbia**

4000 Gal., Detroit,  
450 h.p., 10 spd.

Starting at:  
**\$79,500**



**2007 Mack Vision**

4000 Gal., 400 h.p.,  
Auto, Low Miles

Starting at:  
**\$85,500**



**2012 International  
ProStar - Ready to Build!**

4000-4500 Gal., 500 h.p., 18 spd.,  
100k Miles, California Emissions

Starting at:  
**\$110,000**

**\*WARRANTY  
INFORMATION**

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

# Marsh

**INDUSTRIAL**

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

**800.952.1537 - WWW.MARSHIND.COM**

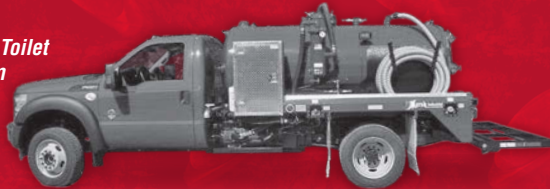
### Vacuum Septic Units



*Thank you West Michigan Septic, Muskegon MI, a valued customer since 1997. This is a 2500 Gallon Vacuum Septic Unit added to their fleet of units.*

### Portable Toilet Units

*Portable Toilet Restroom Services Units.*



### Slide-In Units



*Various Sizes Available*

### Mini Vac Trailers

*Industrial Units DOT Code & Non Code*



### Industrial Vacuum Units



*DOT Code & Non-Code Hoist & Rear Door Options*

**Quality People Doing Quality Work**

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

*Check out our website for more information: [www.marshind.com](http://www.marshind.com)*

### A website is your engine for lead generation.

Most people haven't cracked a phone book in years. I know that's the case for me. Why page through all those ads and squint to read the small print when a quick online search will bring you to expansive websites for local service providers? People in need of a service get on their smartphones and tablets to find a contractor. The information is instant, updatable, and not limited in size and scope, and creating and maintaining a website can be quite inexpensive.

### Show off your hard-working crew and your new equipment.

With photos and words, a website lets you paint a compelling picture of your company, no matter if you are two guys and a truck or you run a large fleet of equipment and cover a huge territory. And while you're putting your best professional foot forward by showing what your workers can do, the website tells customers you're serious about keeping up with technology. Appearance means a lot these days, and for many living in the digital age, a website is a prerequisite for running a viable business.

### Customer contact is a two-way street.

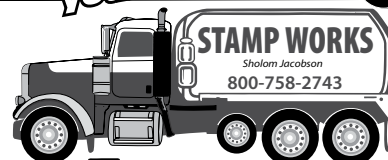
People expect a lot from service companies today. They want to be able to communicate with you quickly and easily. When was the last time you saw a teenager talking on a telephone? Young people wonder why anyone calls it a telephone when it's chiefly used for texting, perusing the Internet and posting to social media sites. Having a website opens you up to so many ways of reaching out to your customers. Link to your Twitter and Facebook accounts, encourage customers to order and pay for services online, and make it easy for your loyal customers to provide you with a testimonial.

### Do it for the next generation.

A website will help build value for your business. That's important whether you're planning to sell it someday or hand it down to your children, as happens in so many multi-generational pumping companies. If half of the pumping companies still don't have websites, they are losing market share to the other half. You may think your business is performing fine for your needs right now, but if you're not moving ahead, you're falling behind. A Web presence will only be more of a prerequisite for small business in the future. The longer you wait, the more you risk losing value for your company. ■

## Refrigerator Magnets Work!

**We make 'em look like your truck**



Like us on Facebook

**FREE Art Proof**

**Call Today To Get Started: 800-758-2743**

[sales@stampworks.net](mailto:sales@stampworks.net)



# Pressure Washers, Replacement Engines, Pumps, Parts & Accessories



Jetter Package 4 GPM @ 4200 PSI



Hydraulic Pressure Washer - 26 GPM Pump



Power Take-Off Pressure Washers



Electric 180° Auto Stop/Start



Custom Built Electric Packages



LP Gas Powered Pressure Washers



Hot Water Trailer Packages



Portable Generator 6500 Watt



Honda-Powered Generator



Powerful Generator 9000 Watt



Overhead Valve Recoil Engines



2" & 3" Water Pumps

**WaterCannon.com**

**30**  
YEARS OF  
SERVICE

**1.800.333.WASH (9274)**



Honda-Powered Trash Pumps



Honda-Powered Compressors



Vanguard Hot Water Pressure Washers



Custom Pump Assemblies



Mag Wheel Under Carriage Cleaner



3"-24" Stainless Steel Spinners



Locking Safety Quick Connects



Pressure Washer Hoses



Stainless Steel Hose Reels



Industrial Trigger Gun Assemblies



Under Carriage Cleaner



Car Wash Booms & Parts



Truck Wash Components



Duct & Chute Cleaning Spinners



3 Story Telescopic Wands



Wide Swath Cleaning for All Surfaces



Air Recovery Works on Walls



Cleans on Walls and Floors



Clean Indoors with No Mess



Air Recovery System Cleaner



Versatile Hand Controlled Cleaning



Air Recovery Avoids Run Off



Air Recovery Graffiti Removal



Surface Cleaners Save Time

**Industry Trained Staff** available from 8:30 a.m. to 7:00 p.m. weekdays E.S.T.

Water Cannon, Un contacto en Espanol: llama al: 1.800.917.9274

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

Water Cannon  
is proud to be a  
**MWBE**

# THE SLIDE IN WAREHOUSE



Thanks For Visiting Us



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

## NO MONEY DOWN\*

Offer Is Extended Until April 30th.



**450 Gallon Aluminum Slide-In**  
**300 Gallon Waste/150 Gallon Fresh**  
Electric Start 5.5 HP Honda, Condé Super 6  
— vacuum pump w/4-way valve 30"x2" Tiger Tail inlet hose w/stinger, washdown system w/50' hose, 3" discharge, 12V battery & work light  
~~\$8395~~ **\$7995**



**Side Engine Style**  
950 Gallon (650/300), Aluminum Slide-in, Flanged and dished heads, Condé SDS6 (115 CFM), Honda 9 HP Electric start, 30" tiger tail hose with valve and wand, 50" wash down hose, **COMPLETE AND READY TO WORK**  
~~\$16,495~~ **\$15,495**

Not all models available at all locations.

\*Available on approvals from now until April 30, 2015. First payment of \$99 in 30 days, followed by two additional \$99 monthly payments. First full payment occurs in the fourth month and will include document fees. Total out of pocket of \$297 in first 120 days. All applications are subject to final credit approval by Direct Capital. Available to U.S. base customers only.



Available from 300 to 1500 Gallon Capacities, Single & Multi-Compartment  
**Call for Availability!** SIW0415

To get preapproved go to <https://keevacindustriesinc.directcapital.com>

www.**slideinwarehouse**.com  
Call Us Today Toll-Free: **888-445-4892**

# People's United Equipment Finance Corp.

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

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

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

**SERVING THE NEEDS OF THE WASTE INDUSTRY FOR OVER 20 YEARS**

**PLEASE CONTACT YOUR LOCAL REPRESENTATIVE**

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

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

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

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

**John Moore**  
Cell: 720-315-0959  
Area: NV, CO, MT, WY, UT, NM, NE, KS

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

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

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

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

# National Truck Center



Call For More Info

**GEORGE:**  
**954-558-0816**

**PETER:**  
**786-314-6584**



**2006 Mack Vision**  
4000 Gal. US Tank With & Without Hoist.  
Low miles. All New Equipment. Starting \$98,000



**2016 Kenworth T-800**  
**In Stock!**  
5000 Gal. Tank, Cummins 485HP, 18 SPD, Full Lockers.  
All New Equipment. Call For Price!



**2007 International 8600**  
4000 Gal. Tank, Cummins ISM 425 hp,  
10 spd., Jake Brake. All New Equipment. Call For Price!



**3 - 2006 Sterling Acterra**  
3600 Gal. Tank, Jurop R-260 Pump  
Factory Double-Framed. All New Equipment. \$69,000



**2007 Freightliner Columbia**  
4000 Gal. Dump Tank, 475 HP Jakes, 425 CFM  
All New Equipment. \$96,000



**2016 INTERNATIONAL 4300**  
1800/400 Gal. Tank, Under CDL W/Potty Rack.  
All New Equipment. Call For Price



**2006 FREIGHTLINER M2**  
3,200 Gal. Tank, Jurop R-260, 20k Lift Axle, 52k GVW,  
100K Miles, Automatic. All New Equipment. \$74,000



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

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

# @Pumper.com

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

## MOBILE MADNESS

### choosing a business cellphone plan

Cellphones do more than ever now, and they can be helpful business tools. Service plans are constantly changing and figuring out your cellphone needs and finding a plan that fits your company can be a challenge, but this article provides tip to help.

[pumper.com/featured](http://pumper.com/featured)



### emails and alerts



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

### CONNECT WITH US

want more?



Find us on Facebook at [www.facebook.com/PumperMag](http://www.facebook.com/PumperMag) or Twitter at [twitter.com/PumperMag](http://twitter.com/PumperMag)

“ Advertise what made you successful. Instead of changing focus, strengthen the niche that’s gotten you where you are and position your business away from your competition. ”

-9 Sins of Advertising  
[pumper.com/featured](http://pumper.com/featured)

### HIRING STRATEGY 101

### recruit. retain. repeat.

High employee turnover costs you time and productivity. If talent is hard to find and costly to train, shouldn't you do all you can to find and keep the best employees? Few businesses have a formal plan for doing exactly that. Here are some tips for developing a hiring and retention strategy.

[pumper.com/featured](http://pumper.com/featured)



### GETTING A GOOD DEAL

### you get what you pay for

There is a lot to know before making the decision to purchase your next vacuum truck. How do you know if you're getting a good deal? An industry professional discusses three things to look for when shopping for a new rig.

[pumper.com/featured](http://pumper.com/featured)

### MARKETING REBOOT

### time for a change

A good marketing strategy means understanding your customer. If you're not getting the results you want, it might be time to give your marketing campaign a boost. Here are six ways to fix your marketing plan and increase your profitability. [pumper.com/featured](http://pumper.com/featured)





Revolutionary, self-closing hinges that operate from an internal stainless steel spring



Heavy-duty, easy-to-use rotary latch that can withstand the roughest users



Deep, ambidextrous door pull provides a better grip and ultimate convenience



Re-engineered door frame which features a single jamb point for maximum structural integrity

Introducing the **AXXIS** portable restroom from PolyPortables. Innovation that revolves around your needs.

Portable Restrooms | Hand Wash Stations | Deodorizers | Cleaners | Trucks



PolyPortables, LLC.  
(800) 241-7951 or (706) 864-3776  
www.polyportables.com



**PORTABLE RESTROOM SERVICE TRUCKS**

**\$74,900**



Monthly Payment: \$1235



Units 1496  
2015 Ford F550  
1200 Standard PRT (900/300)  
HXL4, FloJet

**\$79,900**

Monthly Payment: \$1318



Unit 1508  
2015 RAM 5500  
1500 Standard PRT (1100/400)  
HXL4, FloJet

**\$83,600**

Monthly Payment: \$1379



Unit 1168  
2015 Ford F550  
1250 Deluxe PRT (950/300)  
HXL4, DC10, Hannay

**\$84,000**

Monthly Payment: \$1386



Unit 1130  
2015 Ford F550 4x4  
1200 Standard PRT (900/300)  
HXL4, FloJet

**\$85,500**

Monthly Payment: \$1410.75



Unit 1507  
2014 RAM 5500 4x4  
1500 Standard PRT (1100/400)  
HXL4, FloJet

**\$84,900**

Monthly Payment: \$1400



Units 1303, 1425  
2015 Ford F550  
1500 Deluxe PRT (1100/400)  
HXL4, DC10, Hannay

**\$103,000**

Monthly Payment: \$1699.50



Unit 1466  
2015 Ford F750  
2000 Deluxe PRT (1500/500)  
HXL4, DC10, Hannay

**\$103,700**

Monthly Payment: \$1711



Unit 1348  
2015 Freightliner M2  
2000 Deluxe PRT (1500/500)  
HXL4, DC10, Hannay

**\$105,900**

Monthly Payment: \$1747



Unit 1514  
2015 International 4300  
Cummins 2000 Deluxe PRT  
(1500/500) HXL4, DC10, Hannay

**\$108,500**

Monthly Payment: \$1790



Unit 1414  
2015 Hino 268A  
2000 Deluxe PRT (1500/500)  
HXL4, DC10, Hannay

**\$109,800**

Monthly Payment: \$1811



Unit 1412  
2015 Kenworth T270  
2000 Deluxe PRT (1500/500)  
NVE304, DC10, Hannay

**\$114,200**

Monthly Payment: \$1884



Unit 1377  
2015 Kenworth T270  
2000 Deluxe PRT (1500/500)  
HXL4, DC10, Hannay

# NATION'S LARGEST SOURCE OF IN STOCK VACUUM TRUCKS



## SEPTIC, GREASE AND VACUUM TRUCKS

**\$114,900**

Monthly Payment: \$1895



Unit 1518  
2015 International 4400 N9  
2500 Gallon VAC  
HXL15V

**\$116,700**

Monthly Payment: \$1925



Unit 1415  
2015 Hino 338  
2500 Gallon VAC  
NVE607

**\$131,500**

PLUS  
FET

Monthly Payment: \$2169



Unit 1513  
2015 Kenworth T370  
3600 Gallon VAC  
HXL400WV

**\$139,900**

PLUS  
FET

Monthly Payment: \$2308



Unit 1519  
2015 International 7500 N10  
4200 Gallon VAC  
NVE866

## OILFIELD SERVICE TRUCKS

**\$375,000**

Monthly Payment: \$5364



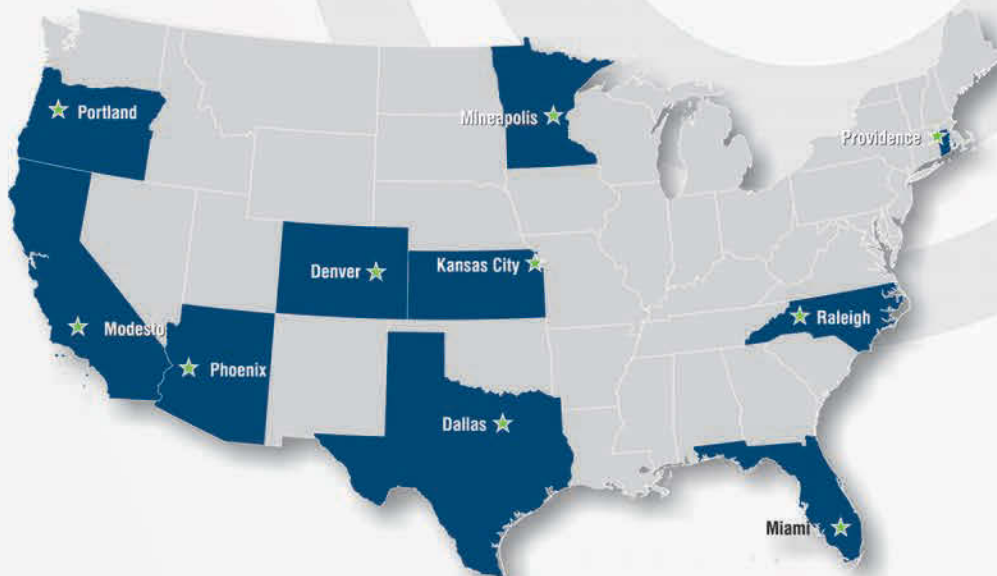
Unit 1115  
Straight Vac  
2015 Kenworth T800  
4800 gallon stainless steel  
DOT 407 hoist and door  
NVE5314 1600 cfm blower

**\$425,000**

Monthly Payment: \$6079



Unit 1118  
ComboVac  
2015 Kenworth T800  
3200 gallon stainless steel  
DOT407 hoist and door  
800 gallon water  
NVE5314 1600 cfm blower  
Hotsy 9314 boiler  
CAT660 water pump



## FIND OUR DISTRIBUTORS IN:

Kansas City, KS  
Portland, OR  
Modesto, CA  
Phoenix, AZ  
Denver, CO  
Minneapolis, MN  
Dallas, TX  
Miami, FL  
Raleigh, NC  
Providence, RI

[www.flowmark.com](http://www.flowmark.com)



# THE IMAGE BUILDERS

**Marketing with attention to details and local charitable work provides a positive impact for Canada's Northern Disposal & Sanitation** By Peter Kenter

**N**orthern Disposal & Sanitation in Katrine, Ontario, Canada, faces tough local competition and unpredictable winter weather. As owners Katy and Dave McGregor transition the business from startup to firm footing, they strive to differentiate themselves through vigorous participation in community initiatives and environmental stewardship while controlling costs to remain competitive.

Katrine is located 150 miles north of Toronto near the District of Muskoka resort region. The family-run business was established in 2007, offering septic pumping and septic system repairs, portable sanitation and roll-off containers. The business operates within a 90-minute drive from home base.

"We started in roll-off garbage bins primarily serving the construction market, but our clients were always asking us for portable restrooms as well," says Katy McGregor. "I also used my contacts for the new business from my previous position as sales coordinator for the Deerhurst Resort, a popular venue for high-profile events."

*(continued)*

The Northern Disposal & Sanitation crew includes, from left, Shawn Armstrong, Kevin Ashby, Dave and Katy McGregor, Nikki McGregor and Ron McGregor. They are shown in the company yard with trucks built out by Vacutrix. (Photos by Bruce Bell)

## Profile

### Northern Disposal & Sanitation Katrine, Ontario, Canada

**OWNERS:** Dave and Katy McGregor

**FOUNDED:** 2007

**EMPLOYEES:** 4

**SERVICES:** Portable sanitation, septic service, septic system installation and repair; roll-off containers

**MARKET AREA:** Ontario, Canada

**AFFILIATIONS:** BNI Canada

**WEBSITE:** www.northerndisposal.ca



E L I T E S E R I E S

# J&J

Portable Sanitation Products

## 3X POWER!

MORE ODOR CONTROL  
MORE FRAGRANCE  
MORE BLUE POWER

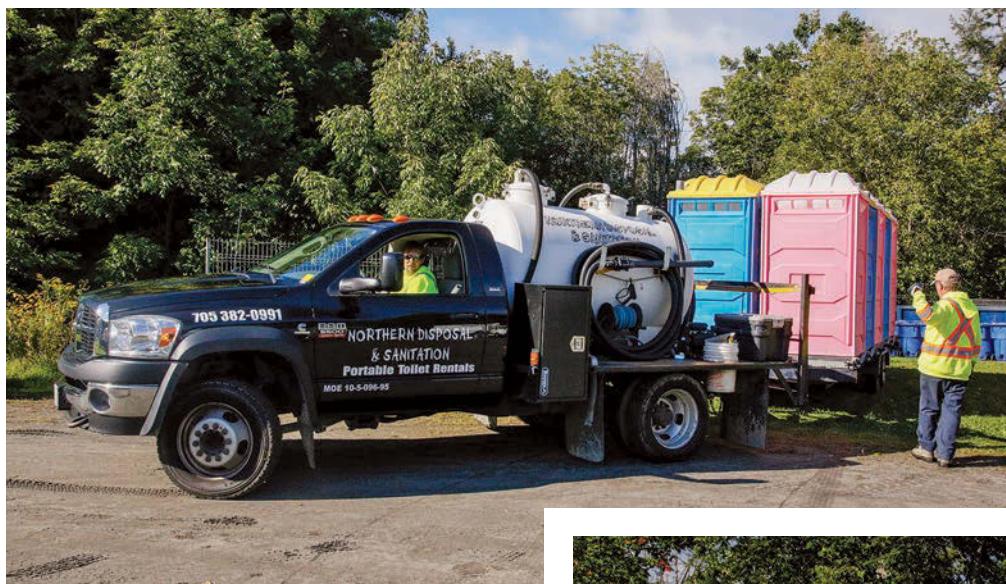


**CALL TODAY  
FOR MORE  
DETAILS!**

**1-800-345-3303**  
[www.jjchem.com](http://www.jjchem.com)  
[order@jjchem.com](mailto:order@jjchem.com)



[www.facebook.com/JJChemicalCo](http://www.facebook.com/JJChemicalCo)  
[www.youtube.com/JJChemCo](http://www.youtube.com/JJChemCo)



**Left:** Dave McGregor makes a restroom delivery run, while Ron McGregor looks on. The truck is a 2008 Dodge 5500 built out by Vacutrax with a Wallenstein pump.

**Below:** Dave McGregor drops off a load of pink and blue PolyJohn PJN3 restrooms at the Muskoka Sound Music Festival in Ontario. Units are transported using 4 X 4 Chevy pickups and trailers from McKee Technologies.



## RESTROOMS FOR ALL OCCASIONS

Northern quickly bought out a local septic service business and expanded into restroom rentals. “We were soon handling construction contracts, weddings and smaller events, while successfully bidding on higher-profile events, including repeat contracts for the Subaru Ironman 70.3 Muskoka, which hosted 1,300 contestants and 3,000 spectators in 2014,” says McGregor.

Northern has also serviced the annual winter Canadian Pond Hockey Championships, the three-day Muskoka Sound Music Festival, which attracts 1,000 visitors, and such one-offs as the G8 summit held in nearby Huntsville and the Olympic Torch Relay in support of the Vancouver Winter Olympics, both in 2010.

Today, Northern has added a full-time and a part-time seasonal employee who takes on extra work during busy summers.

“Construction keeps us busy year-round, but the wedding business has ramped up to more than 50 events per year,” says McGregor. “We’re also seeing more winter events. The difficulty isn’t knowing whether you’ll have construction contracts all year, but the level of work that will require extra help in any given week.”

The company fields 350 portable restrooms, all supplied by PolyJohn Canada, primarily PJN3s upgraded variously with flush capability, sinks, soap dispensers and paper towel dispensers. About 20 Fleet models in blue and off-white are devoted to wedding service while six Comfort XL models provide wheelchair accessibility.

## HERE COMES THE BRIDE

“Wedding customers are our most discerning, so the event-grade stock never sees a construction site or rough service,” says McGregor. “Each year we try to add several new Fleet units and gradually recycle the older ones into the general stock.”

The company attends as many as three bridal shows per year, resulting in significant leads.

“At the earlier shows I used to keep the door of the units shut, but I learned later that it’s best to keep the door open so that attendees will come up and look inside the units and see how clean and comfortable they are,” says McGregor. “The shows not only result in contracts, but build

“When we quote a contract, we’re confident that we know exactly how much it will cost to serve that client professionally. It’s tough when you don’t win a bid, but it’s better to pass if you know that there’s no profit in the contract.”

— Katy McGregor

relationships with other players in the wedding industry who often recommend us.”

Northern also offers four Bravo two-station portable sinks and two stand-alone SaniStand four-place hand sanitizers, supplied by PolyJohn. Pot Shots from PolyJohn are Northern’s deodorizer of choice, and hand soap and hand sanitizers are supplied by Global Clean or GOJO Industries Inc.

Three trucks serve the portable restroom side of the business, all with hot-dip galvanized steel tanks from Vacutrax and Wallenstein pumps by Elmira Machine Industries Inc.: a 2001 Ford F-550 with flatbed-mounted 350-gallon waste/200-gallon freshwater tank; a 2001 3500 Chevrolet with 250-gallon

(continued)



SchellVac Equipment Inc.  
126 Wheatfield Road  
Box 108, Group 200, RR2.  
Winnipeg, MB - R3C 2E6

T: (204) 336 0081  
F: (204) 336 0090  
Toll Free: 1 877 336 0081  
[www.schellvacequipment.com](http://www.schellvacequipment.com)

*Products that last,  
Quality that outperforms*

## Septic Trucks



## Combination Hydrovac Trucks



*Equipment that  
works as hard  
as you do*



## Industrial Vacuum Trucks

***We design, manufacture and service the equipment we sell.***

waste/120-gallon freshwater tank; and a 2008 5500 Dodge with a 350-gallon waste/200-gallon freshwater tank. The company's septic service truck is a 1997 GMC outfitted with a 2,200-gallon Vacutrux steel tank and Wallenstein pump.

A 1994 Chevy half-ton 4 X 4 rounds out the delivery fleet. The trucks move restrooms with a pair of Explorer trailers from McKee Technologies that carry six and 10 units.

Roll-off containers, primarily supplied by JSW Manufacturing Inc., are delivered using a 1996 Freightliner FL60.

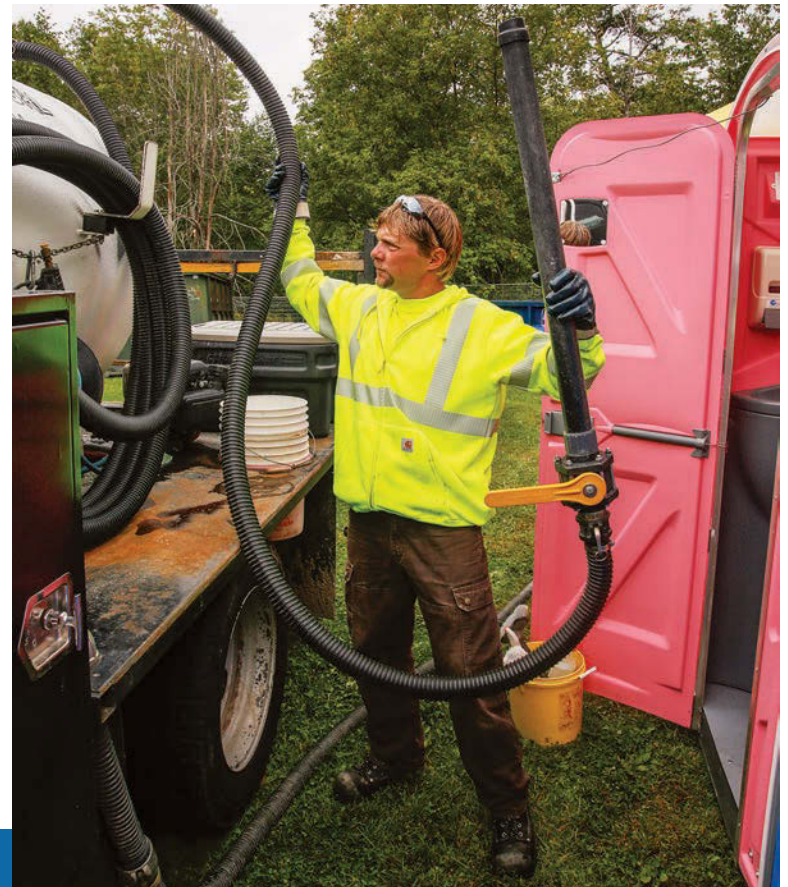
Scheduling and routing for all of the trucks is handled with RouteOptix software.

## CUSTOMER EDUCATION IS KEY

"Weather is a huge factor for us in winter," says McGregor. "We're limited by daylight hours, preparing brine so the restrooms don't freeze and clearing snow from the equipment. We also tie off the restrooms or anchor them to the ground to make sure they don't blow away. As Dave says, working winters is 50 times harder than working summers."

Dave handles most of the septic pumping work and holds a provincial license for septic system installation. He notes that about 60 percent of the calls are backflow emergencies.

"We make a lot of presentations to homeowner associations and demonstrate what items such as grease and baby wipes can do to a septic system," says McGregor. "We offer all new customers free Bio-Active Septic



Dave McGregor services restrooms at the Muskoka Sound Music Festival.

Tank Treatment packets from Walex that the homeowner can flush monthly to create bacteria that helps to break down solids."

The company relies heavily on repeat business and word-of-mouth recommendations.

"Testimonials are a huge seller for us, and we're not shy to ask people if we can share those stories in our promotions," says McGregor.

“ Testimonials are a huge seller for us, and we're not shy to ask people if we can share those stories in our promotions. Having someone else say good things about you is worth 10 times more than saying it yourself. ”

— Katy McGregor

"Having someone else say good things about you is worth 10 times more than saying it yourself."

Northern has invested heavily in its image, recently developing a new logo, redesigning its website and beefing up its presence on social networking sites, such as Facebook and LinkedIn.

"Even with older customers who don't find us on the website, we can point to the website while we're on the phone and follow through with them as they look at photos of

the various restrooms we have available," says McGregor. "It's also a huge help on the septic side because we have diagrams showing how a septic system works, and customers can give us some idea of what we'll see when we arrive."

(continued)

## Pumping for patients

It's not unusual for a pumper to contribute to a charitable cause. It's something else entirely when a pumper creates the charity from scratch. Dave and Katy McGregor, co-owners of Northern Disposal & Sanitation in Katrine, Ontario, Canada, did just that when they approached the Huntsville District Memorial Hospital with an idea for a Pumping for Patients Campaign, supporting cancer diagnostic and care programs.

"When we started the business, we realized we were kids in the industry with a name nobody knew," says Katy McGregor. "We realized that one way to create credibility and to prove to people that we were here to stay was to differentiate ourselves by our contributions to community causes."

The McGregors approached the board of the Huntsville Hospital Foundation with the proposal, including plans to repaint the company's 1997 GMC TopKick vacuum truck white and add pink decals. An additional 20 pink restroom units would support the campaign. Northern would donate \$5 for each pink restroom rental and \$10 for every septic tank pumped.

"A series of ribbons would represent each type of cancer," says McGregor. "I think they were actually a little nervous about the idea, but we came in prepared, showing them how we would use their name on the truck and logo placement. When they saw the sketches, they said they were impressed with the professional presentation."

Dave and his father painted the truck white, and special decals were prepared for both the truck and the designated restrooms, which were branded "Pink for Patients."

"So far, we've been able to donate more than \$3,000 to the hospital," says McGregor. "It's also created great recognition for the business – and an increased demand for pink restrooms."



Katy McGregor and her daughter, Nikki, are shown with one of the pink PolyJohn restrooms that are part of a campaign to raise money for a hospice facility. Northern Disposal gives a percentage of its rental fees from pink restrooms to the charity.





**OMSI Transmissions, Inc.**

**Geared up for EXCELLENCE  
every step of the way.<sup>SM</sup>**

**Integrity. Trust. Personal Service.**

**OMSI Transmissions, Inc.**

**Confidentiality with Each.  
Partnership with All.**

**OMSI Transmissions, Inc.**

9319 Ravenna Road Twinsburg, Ohio 44087 USA

Telephone 330 - 405 - 7350 | Fax 330 - 405 - 7351

[www.omsitransmissions.com](http://www.omsitransmissions.com) [omsi@omsitransmissions.com](mailto:omsi@omsitransmissions.com)

# NEED PARTS? HURRY UP. DON'T WAIT.



Tired of playing “hurry up and wait” when you need genuine OEM parts? Well, your options for getting parts just got a whole lot better. With **Go To Parts**, you'll not only get the right part, you'll get it fast.

We've combined ultra-fast shipping with simple ordering and product-savvy customer service folks to provide the solution you've been clamoring for. Genuine OEM parts for tarps, hoists, compactors, vacuum trucks, containers, carts, and more.

**Because it's go time, not down time.**

**Toll Free: 844-GOTOPARTS**  
**www.gotoparts.com**



The site also instructs clients on how to prepare for the arrival of the septic pumper. This includes exposing septic lids by removing earth from around them, providing an accurate location for the tank and clearing overgrowth from the tank area.

## GREEN AND GROWING

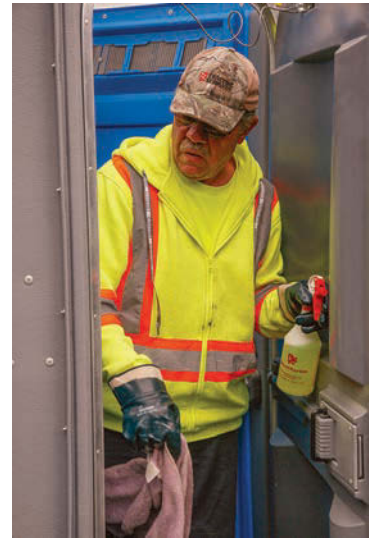
“Everything on our website points to the fact that we're a conscientious family-owned-and-operated business with ties to the community,” says McGregor. “Customers are also increasingly interested in how green our business is.”

The website explains that Northern promotes proper recycling and waste disposal practices and uses no formaldehyde in its deodorizing products.

McGregor also hunts for business leads through membership in such organizations as the Muskoka North chapter of BNI Canada, where she was recently recognized as Notable Networker of the Year.

Northern has also attended the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show for the past five years to explore new products, technology and small-business ideas.

“No matter what activity we engage in and no matter what sort of capital investment we make or supplies we order, we look directly at the bottom line,” says McGregor. “Competition can be fierce, but Dave can crunch numbers to the point that we know the cost of a single roll of bathroom tissue and how that impacts the business. When we quote a contract, we're confident that we know exactly how much it will cost to serve that client professionally. It's tough when you don't win a bid, but it's better to pass if you know that there's no profit in the contract, or you know that the price is too low to do the job well.” ■



Ron McGregor does some final prep work inside a restroom after delivery to a music festival.

## MORE INFO

**Explorer Trailers -  
McKee Technologies**  
866/457-5425  
www.explorertailers.com  
(See ad page 97)

**Ford Commercial Vehicles**  
313/322-3000  
www.ford.com

**Freightliner Trucks -  
A Div. of Daimler Trucks NA**  
800/385-4357  
www.freightlinertucks.com  
www.daimler-trucksnorthamerica.com

**JSW Manufacturing Inc.**  
705/646-2984  
www.jswmanufacturing.com

**PolyJohn Canada**  
800/465-9590  
www.polyjohncanada.ca  
(See ad page 81)

**Ram Commercial**  
866/726-4636  
www.ramtrucks.com/commercial

**RouteOptix Inc.**  
866/926-7849  
www.routeoptix.com

**Vacutru Limited**  
800/305-4305  
www.vacutru.com  
(See ad page 52)

**Walex Products Company, Inc.**  
800/338-3155  
www.walex.com  
(See ad page 63)

**Wallenstein Vacuum Pumps -  
Elmira Machine Industries**  
800/801-6663  
www.wallenstein.com  
(See ad page 68)



Over 30 years experience

# SEPTIC SERVICES, INC.

SEPTIC SYSTEM PUMPS, PARTS AND SUPPLIES STORE

**TO ORDER** **SHOP ONLINE**  
CALL TOLL FREE: (800) 536-5564 [www.septicserv.com/store](http://www.septicserv.com/store)  
(636) 583-5564

Introducing  
Spring 2014

Model  
Shown:  
RA4 1.0YF

## RETROAIR™

Available in 4 models to match your application

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



2-YEAR WARRANTY

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

Starting at  
**\$564.00**



## MAXAIR500™

### MAXAIR500 SUBMERSIBLE SEPTIC AERATOR

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

**\$425.00**  
2-YEAR WARRANTY

Replacement for Multi-Flo Aerator

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

## BULLET™ HIGH HEAD FILTERED EFFLUENT PUMPS

18-Month Warranty

All stainless steel construction built for years of dependable service

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

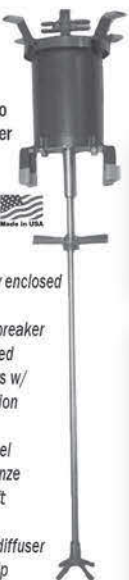


Models:  
BP12 (12 gpm) ... \$280.00  
BP20 (20 gpm) ... \$272.00

## FLAGG-AIR™ 340HT AERATORS

### Flagg-Air New High-Torque Performance

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



UPGRADE!



#### FEATURES:

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

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

**\$350.00**  
2-YEAR WARRANTY



## AERATORS

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

2-Year Warranty

### Whirlwind Linear Air Pumps

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



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



### Whirlwind STA80AL Linear Air Pump

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

STA80AL ... \$320.00

## ALARMS • TIMERS CONTROLS



24-HOUR TIMERS  
15-min increments settings

Model:  
P101FA-2  
\$105.00

- Warning light & reset switch
- Mini-breaker



Model:  
P101-2  
\$95.00

## REGENERATIVE BLOWERS

18-Month Warranty



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

# TO TRANSPORT SOME OF THE WORST STUFF ON EARTH, YOU NEED SOME OF THE BEST STUFF.



It can be scary transporting environmentally damaging waste.

Any slip-up can hurt the environment – and your bottom line. You need to feel secure that your equipment does its job as well as you do. At Wastequip, we design and build sludge containers, vacuum boxes, dewatering containers; Galbreath hoists, trailers; and Pioneer tarping systems that perform like no others.

They're the best products for the worst stuff on earth.

To find a dealer near you, visit  
[www.galbreathproducts.com/dealer-locator](http://www.galbreathproducts.com/dealer-locator)



# Vacuum Tanks

Water tested tight

Built to customer specifications

Independently tested up to  
24 inHG

Grease fittings on all working  
parts

Safely transport and store: oils,  
sludge, chemicals, and  
other materials



Call 800-233-0867 for your quote today!



TANKS SHIPPED TO YOUR LOCATION

STAINLESS STEEL & STEEL UNITS -  
CALL FOR INFORMATION

TANKS TO YOUR DESIGN

## PUMP DISTRIBUTOR

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

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

Secondary Shutoffs

Sight Glasses, Valves & Couplings

12" Primary Shutoffs

21" & 36" Manways



### BASE TANKS INCLUDE:

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

#### BASE TANK PRICING

|                   |               |                   |               |
|-------------------|---------------|-------------------|---------------|
| 2100 gallon ..... | <b>\$5800</b> | 3360 gallon ..... | <b>\$8140</b> |
| 2500 gallon ..... | <b>\$6740</b> | 3570 gallon ..... | <b>\$9000</b> |
| 3000 gallon ..... | <b>\$7575</b> | 4000 gallon ..... | <b>\$9920</b> |



**800.364.7307**

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



THANK YOU FROM  
**TEAM PINK** AND THE  
REST OF THE  
NORWECO TEAM!

Thank you for your interest! We enjoyed seeing you at the WWETT Show and look forward to providing you with solutions to your needs.

Visit with us again at one of our monthly training classes to learn more about our cost effective, high-performance wastewater treatment products. Contact us today!



***norweco***<sup>®</sup>

*Engineering the future of water  
and wastewater treatment*



Natalie Henley is vice president of client services at Volume 9 Inc., a Denver-based company that creates custom search marketing campaigns. Contact her through [www.volume9inc.com](http://www.volume9inc.com).

# 7 Tips to Rev Up Your Social Media

Develop a plan and set goals for your social media efforts, then don't let the Facebook and LinkedIn pages and YouTube channels go dormant **By Natalie Henley**

Investing in marketing campaigns can be a nerve-racking decision for small businesses. With limited resources, a business must be strategic with the budget and every marketing investment has to pay off. This is why social media campaigns tend to be the first thing cut. Although free to set up, they take valuable staff resources to manage and the return on investment (ROI) is not as apparent.

While launching a social media campaign likely won't bring leads and sales pouring in your door tomorrow, implementing a few successful strategies will make it much easier to drive a positive ROI that benefits your organization for years to come.

## 1. Reframe your outlook.

Social media is about engaging your audience in a broader way. Traditional media is one directional: You place an ad, the customer calls and you have a private conversation. Social media allows businesses to interact with their community in a public online forum. That openness and transparency is scary to many business owners, but it's exactly what customers crave.

## 2. Start small.

Begin with the platforms that can make the biggest difference for you. Usually, this means starting with Facebook, LinkedIn and YouTube. Depending on your business model, there may be others; however, if you are just getting started, this is a great set to begin with.

Facebook has a high adoption rate and people of all ages spend time on this platform, thus giving you great exposure.

LinkedIn is not as consumer-focused as Facebook, but it helps with business-to-business sales, vendor connections, recruiting and other business-building efforts.

YouTube requires a bigger investment than the others, but keep in mind that different types of content resonate with different consumers. YouTube videos tend to pay off in the long term.

## 3. Don't be boring.

Your brand, services, mission statement and corporate values are boring. Although they may represent you as a company, they don't represent the human element and personality of your team. Social media is about not only building a community but also engaging your customers. Doing that requires you to show some serious personality.

For example, if you're located in a city that has a National Football League team, you can support the local team as part of your company's personality. In essence, it's about strategically deciding what your compa-

Social media is about not only building a community but also engaging your customers. Doing that requires you to show some serious personality.

ny's culture or persona will be and posting interesting content that relates to that. This means getting outside your comfort zone and talking about things that interest you as a company, not just about your industry, products and services.

## 4. Don't overinvest.

As you delve into social media, don't rush out and hire a full-time person to manage it. Instead, look around your company for someone (or a team of people) interested in the additional responsibility. Chances are there's someone personally involved in social media who would love to have this as part of his or her job description.

## 5. Look beyond the "likes."

Judging a social media campaign by the number of your Facebook "likes" is a bit backward. Although likes can be a good indicator of success, they won't feed your employees' families. To measure a successful social campaign, here are a few of the major areas social media can influence:

Reach, likes and shares are soft metrics that let you know you are keeping your audience engaged.

Social referral traffic and goal completions (measured through Google Analytics) help you figure out who is coming from social media and buying something or filling in a lead form on your website.

Increased search engine rankings and new inbound links can have a profound impact on any other programs you are running. Social media can be a key component in driving search engine traffic to your website.

Increases in branded traffic (measured by Google Analytics) will come through new searches if you are keeping the audience engaged and are "warming up" prospects on social media.

## 6. Measure your results based on goals.

Decide how you will measure results before you start any social media activity, as well as the specific metrics you'll use to determine success. Social media is like any other marketing initiative, which means you have to answer some key questions, such as "Why are we doing this?" and "What are we hoping to get from it?"

**RUGGED AS YOUR JOB**  
 At the end of the day you have a job to do.  
 Amthor helps you get it done.



**AMTHOR**  
 International™  
 Tank Truck Manufacturer & Design Leader  
 434.656.6233 • AmthorInternational.com  
 Contact Hank Vanderveen: 845.494.0104

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

**Family Owned. Internationally Known. American Made.**

Each business will have its own definition of social media success. For one business, sales or leads are vital. Other businesses focus more on market share. Decide before you start what's important to you. For a free measurement tool, use Google Analytics. For standardized reports, consider using a report suite such as Sprout Social or Raven Tools.

**7. Commit to it.**

Too often, a small business sets up a Facebook page, goes gung-ho with it for a few weeks and then forgets about it. That sends a negative message about the business. To avoid this scenario, start small with activity you can handle. Post something daily, or at the least weekly, so your company can stay relevant. ■

**Pro Pumper 250**  
 Waste Holding Tank

16 Colors

SAVE with the 3-PAK

**kentucky tank**

For Portable Offices  
 Construction Trailers

The Best Place for Tanks

**kentuckytank.com** **1.888.459.8265**

# SEASONS CHANGE - DEDICATION DOESN'T

*Stainless Steel • Aluminum • Code & Non-Code*



Manufacturing Vacuum Trailers for the Liquid Transportation Industry  
Parts • Repair • Complete Pumping Systems

**800-589-5254**

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



### Polylok 24" Pipe Ring - (3008-CPA)

Polylok's newest product to be released is the versatile 24" Pipe Ring for 24" corrugated, 24" ribbed, and 24" smooth wall pipe. The 24" Pipe Ring can be directly cast into a concrete slab (3" - 6") or retrofitted to a variety of 24" Polylok products. Polylok makes it simple to bring your access port to grade by using the 24" Pipe Ring.

### Polylok Pipe Grates & Covers

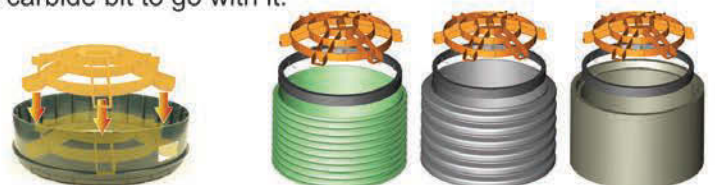
(3", 4", 6", 12", 15", 18", 24" & 30")

Polylok grates and covers are ideal for use with corrugated or ribbed pipe. They are made of HDPE with the highest UV protection on the market today.



### Polylok Universal Safety Screen - (20" & 24")

Polylok's safety screen protection can now be utilized on PVC ribbed pipe, HDPE corrugated, and concrete risers with Polylok's new Universal Safety Screen. Everything you need is included from self tapping screws to concrete anchors and a carbide bit to go with it.



**1-855-893-5461 / www.polylok.com**





**SURCO**  
PORTABLE SANITATION PRODUCTS

800-556-0111 / 412-252-7000

Where odor control is a science.  
**2015 PRODUCT HIGHLIGHTS**



### Potty Fresh® Plus XL™ Concentrate

The STRONGEST liquid portable toilet deodorant EVER! Powerfully-effective odor control—even in hot, sticky summer weather and high traffic conditions. No worry of dangerous formaldehyde. Choose pails, drums or totes. Cherry-Bubblegum, Xtreme Clean™ and CinnaSpice scents.



### Xtreme™ Water Soluble PT Deodorant Packets

Get the power of a liquid in an easy-to-handle soluble packet. Special "paper" membrane offers cleaner handling, long shelf life and less waste. When only the best will do, choose Xtreme™ packets in Berry Cherry or Xtreme Clean™ fragrance.



**WOW!**

WARNING: Patent Pending

Choose from a variety of scents.

### FreshStraps™ Locking Waterproof Portable Toilet Freshener!

NEW WATERPROOF air freshener strap cinches to the portable toilet vent pipe. Freshens with powerful fragrance for up to 60 days!



POWERFUL SCENT



WATER PROOF



LONG LASTING



SELF LOCKING



DETERS THEFT



RECYCLABLE

## DISCOVER OUR FULL LINE OF Odor Control Specialties



**Fresh Lube™ Pump Oil Additive** controls offensive pump odors and neighborhood complaints generated by septic vacuum pumps. The ORIGINAL Cherry Drop fragrance.



**P. T. Spray Down™ Deodorant** for use directly on non-contact surfaces and diluted in washdown solutions. Super Spice, Verry Cherry, Xtreme Clean™ and Bubblegum scents.



**Potty Fresh Pump™** oil-base surface spray eliminates stubborn odors in portable toilets for just pennies per application. Cherry, Xtreme Clean™ and French Bouquet fragrances.



**Solid Squair™ Wafers** offer an extra measure of powerful odor control for up to 30 days. Choose from a variety of high quality fragrances.



**wizzard™ Urinal Screens** provide serious odor control and powerful fragrance for up to 60 days! Private labeling available.



**Scatter® Odor Control Granules** are a simple to apply solution for tough odors from restaurant, commercial and institutional waste.



Surco Products • 290 Alpha Drive • RIDC Industrial Park • Pittsburgh, PA 15238

**800-556-0111 • 412-252-7000 • www.surcopt.com**

©2015 Alpha Aromatics Inc.



# Quality Used Trucks

## Available for Immediate Delivery



**2007 Mack with 2012 Guzzler CL  
Truck ID #56434**

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



**2006 Jetstream Water Blaster | Water  
Blaster ID #06105**

- Model 3600
- Cummins 5.9L engine
- 173 horsepower
- 3600 pump
- #6 plungers
- Tank inlet filtration system
- Hydraulic trailer brakes
- Hydro-throttle
- 40,000 PSI @ 6.8 GPM
- Note: hours unverifiable



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

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

©2015 FS Solutions Group

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

# CONFAB'S ENVIRONMENTAL LINE

## RADIUS BOTTOM SLUDGE BOX



Guaranteed watertight  
One piece passenger side hinged rear door  
Top hinge available

## VACUUM TANKS



18 and 25 cu. yard sizes  
Can be made compatible with standard roll-off trucks  
Smooth sides to eliminate rusting  
Includes 8" in and out ports and manway  
T-seal and ratchet latching system

## DEWATERING ROLL-OFF



Features removable dewatering inserts  
Guaranteed watertight one piece rear door  
T-seal and ratchet latching system

**Consolidated  
Fabricator's  
reliable and  
durable  
equipment is  
manufactured  
to last.**

**CONFAB**  
CONSOLIDATED  
FABRICATORS  
CORP.

**(800) 635-8335**  
[www.con-fab.com](http://www.con-fab.com)

# *'I like the longevity and downright toughness of my Fruitland® pump.'*

My Fruitland® pumps always get my work day started on the right track. For over 20 years, they have worked hard for me and have never let me down. Through extreme cold and hot weather conditions the Fruitland® performance, reliability and productivity is unmatched.

I love that my Fruitland® pump has stood the test of time and it is still best in class. It's among the best investments I've ever made!



Toll Free: 1-800-663-9003

[www.fruitlandmanufacturing.com/pumper](http://www.fruitlandmanufacturing.com/pumper)



*'It just doesn't quit.'*

Reg McKinney - Owner, Operator

**Redefining Reliability**



Dominick and Tom Caprioni of Caprioni Family Septic and Caprioni Portable Toilets, are shown with one of the company's Peterbilt septic service trucks built out by Vacuum Sales Inc. with a Masport pump. (Photos by Kyle Grantham)

Carpentry and craftsmanship are an integral part of the business plan for New Jersey's Tom Caprioni and his skilled crew of workers By Betty Dageforde

# I'M THE HANDYMAN

**T**iki bars and tourist activities along the South Jersey coast were the inspiration for Tom Caprioni to add restroom trailers to his portable sanitation business in 1996. Nobody else provided restroom trailer rentals at the time, Caprioni says, and he had a hunch they'd be popular.

He bought his first one, but as a do-it-yourselfer with a background in construction and a love of craftsmanship, Caprioni was itching to work on his own design. He produced the first unit in 1998 and hasn't stopped. His company, Caprioni Portable Toilets, now has 60 trailers and builds about four a year.

Caprioni Portables operates out of a facility in Belleplaine, New Jersey, about 35 miles west of Atlantic City on the Cape May Peninsula, with its sister company, Caprioni Family Septic. About half the 30 employees of the two corporations are family members, including Caprioni's wife, Genia, who does accounting work for the businesses.

The origins of this family-run enterprise go back to 1954 when Caprioni's father, Dominick, started pumping septic tanks part time,

(continued)

## Profile

**Caprioni Family Septic,  
Caprioni Portable Toilets  
Belleplaine, New Jersey**

**OWNERS:** Tom and Genia Caprioni

**FOUNDED:** 1954

**EMPLOYEES:** 30

**SERVICE AREA:** Southern New Jersey

**SERVICES:** Septic and grease trap service, portable sanitation, storage containers

**WEBSITES:** [www.caprionifamilyseptic.com](http://www.caprionifamilyseptic.com)  
[www.caprionitoilets.com](http://www.caprionitoilets.com)



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

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



## **Peterbilt Model 348 Standard with 3600 Gallon Vacuum Trucks**

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



## **Peterbilt Model 348 with 4000 Gallon Aluminum Vacuum Tank**

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



## **Peterbilt Models 365 with 4700 Gallon Water Trucks**

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



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

# 877-661-4511



[rushrefusesystems.com](http://rushrefusesystems.com)

[refusesales@rushenterprises.com](mailto:refusesales@rushenterprises.com) | 8810 IH-10 East | San Antonio, TX 78219

in addition to his full-time job as a dredge operator, to provide a more comfortable life for his wife, Ruth, and their growing family. Caprioni and his brother, Richard, grew up in the business. For nearly 30 years, they did strictly septic work, servicing their small town of about 500 and the residents of the surrounding rural region. The business eventually grew to include commercial accounts, pumping grease traps and hauling sludge.

In 1982, the family decided to add portable restrooms to their service offerings. They bought 105 fiberglass units and started a new division, which now accounts for 50 percent of their work. And while not a big part of the business, they also began offering 8-by-20-foot SEA BOX Inc. steel storage containers. "I bought a trailer for my skid units, so I figured while I've got it I would do storage containers, too," Caprioni explains.

In the late '80s, the brothers took over the two businesses - Richard the septic side and Tom the portable restrooms. Unfortunately, Richard, only 52, passed away unexpectedly in 2010. A new corporate structure was set up to stabilize the company and create a formal arrangement for future family succession involving Tom's sons, Thomas Jr. and Andrew, and Richard's son, Dominick.

## MAKING TRAILERS

Although he was heavily involved in the family business growing up, when work slowed down in the winters Caprioni would keep busy by doing construction projects. By the time he decided to make his own trailers, Caprioni had developed the skills to do it. He worked with his father-in-law, Gene Bailey, who also had a construction



background, and the guys on his team who had built some of the company's tanks and transport trailers, and came up with a design. "I have a welder right here and we started from the frame up," Caprioni says.

Today he's got two large shops and three people who concentrate on building trailers during the slow months. "We only build in the winter," he says. "We'll start around October and finish the last one up in June." The number of units they build each year depends on demand and the condition of their fleet. "Every year we get another two or three customers for them," he says. "So we figure out what's going on. We always upgrade the older ones or get rid of [them] and build new ones."

Drivers from Caprioni Portable Toilets deliver loads of restrooms to a barbecue festival in North Wildwood, New Jersey. The company's handy crew built the transport trailers in-house.

*(continued)*

## @pumper.com

To learn more about Caprioni Family Septic and Caprioni Portable Toilets, check out a video at [www.pumper.com](http://www.pumper.com).



Dominick Caprioni, right, and Tony Tanghare pump a restaurant grease trap in Marmora, New Jersey.



In Business Since 1959

# TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories



100 Gallon Fresh Water Supply Tank



TJ Kids



TJ Shorty



Tuff-Jon



Tuff-Jon III



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



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



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



Containment Tray

**NEW**



Sink Lifting Bracket



TJ Handy Stand Waterless Gel Touch Dispensers



60 Gallon Rinse Tank

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



Interior View of Deluxe TJ-III



**The TSF Company Inc.**

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

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

Email: [rsitzman@tuff-jon.com](mailto:rsitzman@tuff-jon.com) | Website: [www.tuff-jon.com](http://www.tuff-jon.com)



## Ready to serve

Other than occasionally providing restroom trailers for municipal office workers when a water main breaks, Caprioni Portable Toilets in Belleplain, New Jersey, has not been called upon to respond to disasters. But when Hurricane Sandy approached the New Jersey shoreline in 2012, they were prepared to help. Authorities set up an evacuation center at the Woodbine Developmental Center in Woodbine, New Jersey, about 10 miles inland, after the governor ordered mandatory evacuations of the barrier islands.

The center was only 5 miles down the road from the company, and Caprioni's was able to quickly deploy four large restroom trailers. They also provided restroom and shower trailers to several locations along a 100-mile stretch of coast for state police patrolling the beaches in areas where utilities were out.

Units were serviced twice a day, mornings and afternoons. Travel conditions were manageable, says Tom Caprioni, president. "It wasn't too bad. It was just pouring rain," he says.

The area suffered significant damage from the storm, destroying roads, marinas, boardwalks, homes and businesses. In the aftermath the company provided numerous portable restrooms to private companies and municipalities during reconstruction.

either a stone or wood grain pattern. Some units have pedestal sinks, others have marble or stone laminate vanities. All have heat and air conditioning.

The company makes three sizes for its own use – double (one women's, one men's), medium (two women's, one men's, two urinals) and large (five women's, two men's, three urinals, or four women's, two men's, two urinals).

Most of the units are rented out for four or five months at a time during the summer. They're used by beachfront swimming and camping facilities as well as restaurants that set up tiki bars and eateries along the beach during the summer. They're also requested by municipal customers who place them along boardwalks. A few units are kept aside for weddings, outdoor parties and seafood festivals. At the end of the busy season, most are brought back to the yard and stored for the winter.

“ We only build in the winter. We'll start around October and finish the last one up in June. Every year we get another two or three customers for them. ”

— Tom Caprioni

Using the same design, the company also built five shower trailers – a four-stall, six-stall, nine-stall, 10-stall and a one-stall with a restroom. They're used at camping events, church revivals and other overnight outdoor functions.



### HARD AT WORK

Facilities and some of the staff are shared between the two companies. Drivers generally specialize in one side or the other. Many employees have been with the company a long time, some for 15 and 20 years. "I guess I'm all right to work for," Caprioni says by way of explanation. Their service territory covers about an 80-mile radius – south and east to the Atlantic Ocean, west to Delaware Bay and north along the Pennsylvania border to Camden County across the river from Philadelphia.

On the septic side, in addition to pumping, making repairs and cleaning drainlines, the company is licensed

*(continued)*

From the outside, the trailer looks like a tiny house with a white picket fence around the side entrances, porch lights over the doors and the appearance of cedar shake shingle siding. The siding is actually vinyl – Cedar Impressions from CertainTeed Corporation – and comes in a variety of colors. The company typically uses tan, gray and white. They also put a sturdy roof on the trailer, Caprioni says. "It's solid fiberglass. You can get on all our roofs and do what you want to do."

**Above:** Technician Anthony Adoranto sets up a bank of Satellite Industries Tufway restrooms at a barbecue festival in North Wildwood, New Jersey.

**Right:** Tom Caprioni inspects the railing on one of the restroom trailers fabricated by his crew. The company has an inventory of 60 self-built restroom trailers, and builds four more each winter season.

Caprioni carries the homey theme into the interior. "It looks like you're in a house," he says. The ceiling is tongue-and-groove cedar, the walls are half wood paneling and half marbled plastic laminate, and floors are linoleum in







**\$106,995**

**2015 PETERBILT**

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



**\$100,950**

**2015 INTERNATIONAL 4300**

- Cummins 220 HP engine
- Allison 2500 6-speed RDS automatic
- Air brakes • 25,999 GVWR
- 2,000 gal. aluminum tank
- Two compartment tank, 500 fresh water/1,500 waste
- NVE primary moisture trap
- NVE 20" top man way
- 4" waste discharge line with valve, adapter, and cap
- Anti-surge baffles
- Heavy duty toilet carrier with trailer hitch



**\$79,995**

**2015 DODGE 5500 4X4**

- 950 Gallon (650X300) steel restroom tank
- Conde SDS6 115 CFM
- Fold down toilet carrier

**HEATED BUCKET FILL, HEATED DUMP, WASH DOWN PUMP AND HOSE REEL IN HEATED CABINET**



**\$74,450**

**2015 FORD F550**

- 999 Gallon (749X250) aluminum restroom tank
- Masport HXL4 • Flo-Jet washdown with 50' hose
- Fold down toilet carrier



**\$108,950**

**2015 INTERNATIONAL 4300**

- 280 HP Cummins
- Allison 3000 RDS automatic
- 2500 Gallon Aluminum Tank
- NVE 607 380 CFM

# NO MONEY DOWN\* Offer Is Extended Until April 30th



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

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

~~\$8395~~ **\$7995**



**Side Engine Style**

950 Gallon (650/300), Aluminum Slide in, Flanged and dished heads, Condé SDS6 (115 CFM), Honda 9 HP Electric start, 30" tiger tail hose with valve and wand, 50" wash down hose,  
**COMPLETE AND READY TO WORK**

~~\$16,495~~ **\$15,495**

\*Available on approvals from now until April 30, 2015. First payment of \$99 in 30 days, followed by two additional \$99 monthly payments. First full payment occurs in the fourth month and will include document fees. Total out of pocket of \$297 in first 120 days. All applications are subject to final credit approval by Direct Capital. Available to U.S. base customers only.

To get preapproved go to <https://keevacindustriesinc.directcapital.com>

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

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



Denver, CO  
Bellefonte, PA  
Kansas City, MO  
Orlando, FL

**866.789.9440**  
[www.keevac.com](http://www.keevac.com)



Working in the close quarters of a barbecue festival competition, technician **Morcelino Loyo** pulls his hose to a restroom for pumping.



**Andrew Caprioni** replenishes paper supplies in a Satellite Industries restroom at a food festival in New Jersey.

to perform inspections, requiring them to keep up with ever-changing regulations. "There's new laws coming in every week it seems like," Caprioni says. They generally aren't involved in installations.

They try to foster good customer relationships by posting educational information on their website, offering maintenance plans and making it easy for customers to find them everywhere, from the phone book to social media.

Summer is a busy time as vacation properties and summer homes are opened up and need septic service. There's more grease trap pumping as restaurants get busier with tourist traffic. And the company also contracts with a number of campgrounds to pump holding tanks for the season.

## FLEET INFO

The company has five 1999 to 2009 septic trucks. Four are Peterbilts – two with 5,000-gallon steel tanks, one with a 3,600-gallon aluminum tank and one with a 2,000-gallon steel tank – and one is a Mack with a 3,500-gallon aluminum tank. All have Masport Inc. pumps and were built out by Vacuum Sales Inc.

They also run three older 6,000-gallon tankers of unknown manufacture to haul sludge and leachate for their municipal utility customers, with another three kept in their yard for backup. To pull the tankers, the company has five tractors – Freightliner, Kenworth, Peterbilt and two Macks.

On the portable sanitation side, Caprioni's has an inventory of more than 2,000 Satellite Industries Tufways and PolyJohn Enterprises PJN3 units. Most are blue, but Caprioni decided to pick up a few pink units for women-

only use. "I just started buying them," he says. "I thought it was a good idea." It caught on quick, he says, and they've now got about 125 of them. They've also got 50 wheelchair-accessible and ADA-compliant units and 40 hand-wash stations, also from Satellite and PolyJohn. Their odor-control products are from Walex Products.

The service fleet includes a 2013 Peterbilt built out by Vacuum Sales Inc. and a 2015 Peterbilt built out by Robinson Vacuum Tanks with 1,500-gallon waste/500-gallon freshwater tanks, one aluminum, the other steel; a 2014 Ford F-450 and a 2014 Ford F-550 outfitted by Coleman Vacuum Tank with 900-gallon waste/200-gallon freshwater aluminum tanks; three 2001-2002 Ford F-650 trucks built in-house with 1,000-gallon waste/500-gallon freshwater stainless steel tanks; and a 2000 International, purchased used, with a 900-gallon waste/300-gallon freshwater aluminum tank. Pumps are all Masport Inc. They have five transport trailers – four built in-house and one from McKee Technologies Inc., which can haul eight to 14 units.

## 60 YEARS AND COUNTING

The company celebrated its 60th anniversary in 2014. Caprioni sees nothing but growth ahead for both sides of the business, but particularly for the popular restroom trailers, which have far exceeded his expectations.

Caprioni, 60, is preparing the next generation to take over. But he won't be walking away from the company that's been so much a part of his life. "I'll never really retire," he says. "Just lie back a little bit. I'll always be involved." ■

## MORE INFO

**Coleman Vacuum Tank**  
800/645-1136

**Explorer Trailers -  
McKee Technologies**  
866/457-5425  
www.explorertailers.com  
(See ad page 97)

**Ford Commercial Vehicles**  
313/322-3000  
www.ford.com

**Freightliner Trucks -  
A Div. of Daimler Trucks NA**  
800/385-4357  
www.freightlinertucks.com  
www.daimler-trucksnorthamerica.com

**Kenworth Truck Co.**  
425/828-5551  
www.kenworth.com

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

**Navistar International Corporation**  
331/332-5000  
www.navistar.com

**Peterbilt Motors Co**  
940/591-4016  
www.peterbilt.com

**PolyJohn Enterprises, Inc.**  
800/292-1305  
www.polyjohn.com  
(See ad page 111)

**Robinson Vacuum Tanks**  
844/393-1871  
www.robinsontanks.com  
(See ad page 97)

**Satellite Industries**  
800/328-3332  
www.satelliteindustries.com  
(See ads, pages 2, 57)

**SEA BOX, Inc.**  
856/303-1101  
www.seabox.com

**Vacuum Sales, Inc.**  
800/547-7790  
www.vacuumsalesinc.com  
(See ads, pages 4 [Eastern Supplement], 97)

**Walex Products Company, Inc.**  
800/338-3155  
www.walex.com  
(See ad page 63)

# VERSATILE RESTROOMS FOR WORK OR PLAY

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



*ASPEN*

*GLACIER II*



*SUMMIT*

Portable Restrooms ■ Hand Wash Stations ■ Deodorizer Products ■ Mobile Restroom Trailers ■ Service Trucks ■ Support Products ■ Accessories



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



**866.293.1502**

**[www.fivepeaks.net](http://www.fivepeaks.net)**

# WWW.PUMPERHOSE.COM

THE HOSE AND FITTINGS EXPERTS

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



Featuring:  
**Kanaflex**  
Hose Products

VISIT OUR



# ABBOTT RUBBER COMPANY, INC.



Committed to hose assembly safety, quality & reliability.



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



OAKMONT CAPITAL SERVICES, LLC

- ★ Application only to **\$300,000**
- ★ 100% Financing – No Money Down
- ★ Interest Rates As Low as **3.99%**
- ★ 12 – 84 Month Terms
- ★ Financing in the US & Canada

**WE FINANCE:**  
SEPTIC TRUCKS  
VACUUM EXCAVATION TRUCKS  
JETTING EQUIPMENT  
INSPECTION CAMERAS & TRUCKS  
CIPP EQUIPMENT • DEWATERING TANKS  
PORTABLE RESTROOMS  
(STAND ALONE & TRAILER)

**OAKMONT CAPITAL SERVICES, LLC**

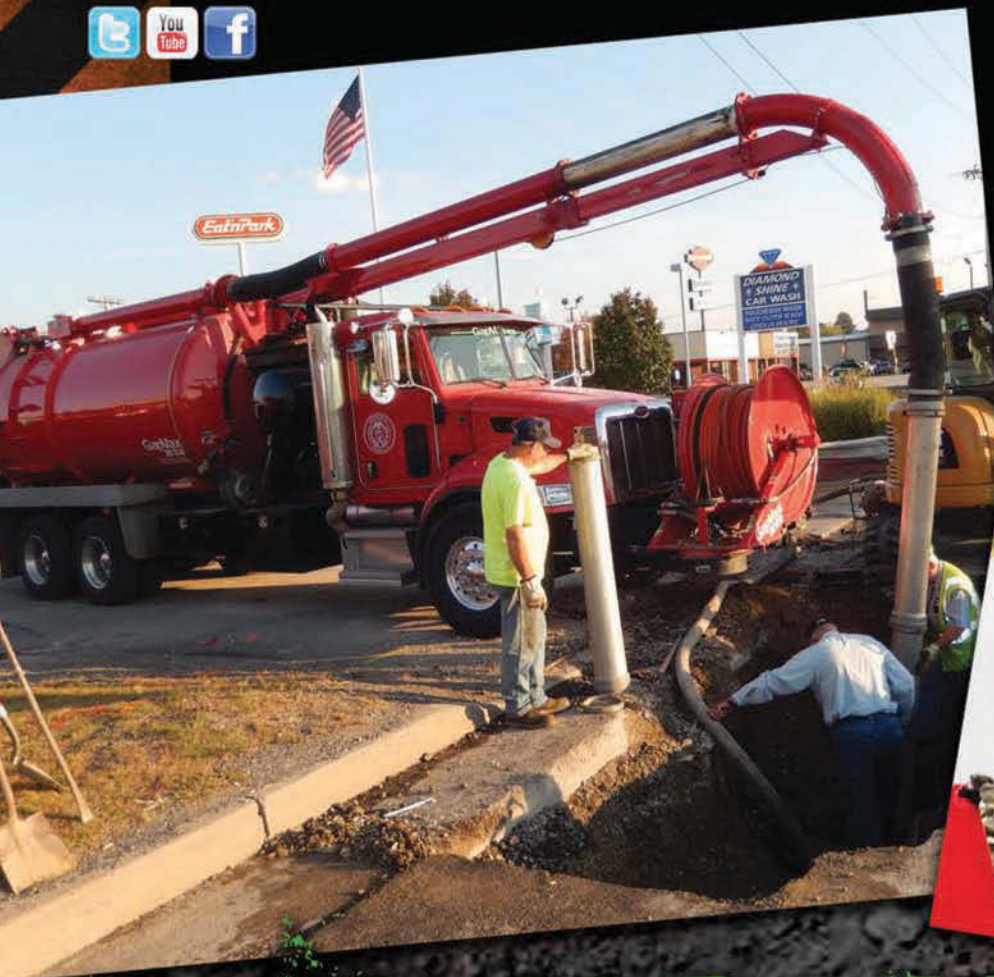
Financing the Liquid Waste Industry Since 1998

www.oakmontfinance.com 877.701.2391 info@oakmontfinance.com



Check out our new Website!

See us at the Ohio Valley  
Oil and Gas Expo  
April 28-29!



**ANY JOB. ANY TIME.**



**YOUR #1 CHOICE MANUFACTURER**

of Industrial Vacuum Equipment - Hydro Excavators, Combination JetVacs, Air Movers, Skid-Vacs and more!  
PARTSEXPRESS has all of your parts and accessory needs! We've got filters, pumps, blowers, hose and reels,  
PTO's, gear boxes, manways, and so much more!

Give us a call at 888-442-7829 or Texas 281-884-8684 and stock up today!



888-442-7829 WWW.GAPVAX.COM



# Design competition seeks new ways to bring wastewater treatment to rural Alaska villages

By Doug Day

**T**he Alaska Department of Environmental Conservation has selected six teams to continue in its Alaska Water and Sewer Challenge. The research and development program is searching for better and more affordable methods for safe drinking water and sewage disposal for rural Alaska. While about 75 percent of the state's small rural villages have running water and sewage systems, around 4,500 homes lack such service. Some communities still use "honey bucket" systems in which toilets collect waste in plastic bags that are disposed of in sewage lagoons.

The teams selected for the next phase are Cowater Alaska, DOWL HKM Alaska, Summit Consulting Services, Tetra Tech, University of Alaska - Anchorage and Lifewater. Each will work with at least two communities from different regions to develop plans, with three selected for funding to develop prototype systems and conduct pilot testing in 2015 and 2016. Those that best meet specific performance criteria will receive additional funding for use and testing in the field. Those that demonstrate sustainable and durable improvements will be refined and deployed using available funding beginning in 2017.

The DEC says using decentralized water and sewer technology would prevent the need for communitywide utilities. "Each home would have its own stand-alone system at a lower cost than that associated with piped and truck-haul systems," it said in announcing the next step in the program. "Although some of the parts for household-based systems are in use today, all the different pieces that would be needed for a rural Alaska home have not been put together. The challenge will be to accomplish this in a way that is affordable and durable over the long run." There is currently a \$660 million shortfall in funding to provide systems statewide.

## Colorado

After discovering several counties had changed their regulations to require NAWT certification for onsite professionals, Colorado Professionals in Onsite Wastewater is offering training for those who need it. At least six counties adopted new regulations in late 2014 that require those who provide operations and maintenance service on high-level onsite treatment systems to have NAWT Operation and Maintenance 1 and 2 certifications. CPOW says the requirement applies to such systems as ATUs, aerators, recirculating filters and disinfection systems. It is working with counties to make sure service providers can continue to serve their customers.

## Minnesota

The Minnesota Pollution Control Agency (MPCA) is developing procedures for issuing tickets for subsurface sewage treatment system violations. Legislation passed in 2014 allows the civil citations rather than Administrative Penalty Orders that have been used in the past. The change is expected

to eliminate some legal paperwork and provide more timely handling of cases. Currently, the MPCA has the authority to issue tickets for violations dealing with underground tanks and solid waste. Implementation is planned for spring 2015.

• • •

Cities and townships in Minnesota will be surveyed to make sure local ordinances have been updated and that municipalities have the resources to conduct their subsurface sewage treatment system programs. Counties were required to update their ordinances to match new state rules by February 2014. Local municipalities with SSTS programs were given through December 2014 to update their ordinances to match county ordinances. Communities were also sent a fact sheet with updated requirements to continue with their SSTS programs. If they can't meet the requirements, the responsibility reverts back to the county.

There were 9,120 onsite systems installed across the state in 2013 according to an annual report from the MPCA. Of those, 8,724 were residential systems.

Type 1 systems (inground trenches and beds, above-ground, at-grades and mounds) accounted for 80 percent of the systems (7,362). Mound systems represented about 43 percent of all installations.

## Delaware

The phase-in of new onsite wastewater provisions continues in 2015 in Delaware. Among the regulations that began in January 2014 are time-of-transfer inspections, new inspection protocols and a system to certify homeowners to maintain their own systems.

Regulations that took effect Jan. 1, 2015, include:

- Elimination of cesspools and seepage pits under certain situations.

- Required upgrading of all new and replacement systems within 1,000 feet of the Nanticoke River and Broad Creek as part of the multistate Chesapeake Bay cleanup agreement.

- Statewide performance standards for all innovative and alternative systems.

- Certification of all concrete system components by the Onsite Wastewater Accreditation Program.

Regulations set to begin Jan. 1, 2016, include requiring waste haulers to report septic tank pumpouts and a new license category for construction inspectors.

## Wisconsin

Staggering its septic tank reminder notices seems to have worked in Jackson County. Local officials say the number of citations has gone down dramatically, from 300 in 2013 to just 40 in 2014. State law requires home-

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

**... Maybe it is!**



**Call Lisa today!**



**Del Vel Chem**  
C O M P A N Y

**OFFERING A COMPLETE LINE OF JANITORIAL SUPPLIES,  
CLEANING PRODUCTS, PORTABLE TOILET & SEPTIC NEEDS**

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

owners to have systems pumped and inspected every three years. The county used to send notices to all system owners in April and gave them until October to complete the work. It now splits the owners into groups and sends notices four times a year, giving homeowners just 45 days to comply. County officials plan to meet with septic pumpers later this year to get feedback and see if other improvements can be made.

Despite improved compliance, the county issued two hefty fines for violations dating back more than two years. At \$25 per day, one property owner was fined \$32,766.50 and another \$21,146 for failing to pay for past violations.

**New York**

Suffolk County awarded free septic systems to 19 families in December 2014 as part of a pilot program to reduce nitrogen from onsite systems and improve local water quality. More than 130 residents applied for the septic lottery and had to meet certain requirements to make sure the property qualified for an onsite system. Winners will receive free installation, monitoring and maintenance for five years and had to agree to host tours and inspections of their systems.

Valued at up to \$15,000 each, the systems will be used to test advanced wastewater treatment systems that can be used to reduce pollution on Long Island, an urban area just outside New York City where septic systems are still heavily used; Suffolk County has more than 360,000 homes served by onsite systems. ■

**LELY** Commercial Wastehandling Equipment

**Put Our Experience to Work for You**

**Aluminum Tanks • Full Open Door Hoist Tanks**

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



**Call for Pricing!**



**Portable Toilet Trucks & Trailers**

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

**Stock Tanks Available**



Lely Manufacturing, Inc.  
P.O. Box 739 Wilson, NC 27893  
**800.334.2763**  
sales@lelyus.com

—partners in wastehandling—  
**www.lelyus.com**

# DON'T JUST ORDER PARTS

GET THE KNOWLEDGE & ADVICE THAT WILL HELP COMPLETE THE JOB AS WELL



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

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

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

**"No Compromise."**

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

**ARMSTRONG  
EQUIPMENT  
INC.**

**800-699-7557**  
[www.vacpump.com](http://www.vacpump.com)

Santa Fe Springs, CA  
**562-944-0404**  
Fax: 562-944-3636



Hablamos Español Like us on Facebook

## Wireless Headsets

Clear Communication in High Noise Environments

**Sonetics®**



THERE'S A BETTER WAY! Eliminate shouting, waving, and hand signals with wireless headsets and team communication systems from Sonetics.

[soneticscorp.com](http://soneticscorp.com) 800.833.4558 [sales@soneticscorp.com](mailto:sales@soneticscorp.com)



# FOREMOST

## VAC TRUCKS

# FOREMOST HYDROVAC 2000 MODEL



Foremost Hydrovac systems are designed for use in energy, utility and municipal applications. The 2000 model is mounted on a tridem or quad axle chassis. These units feature 2000 gallon water tanks, 13 yard debris bodies and a 70" aluminum, heated, lit and insulated van body. The Foremost 2000 is available with either a standard Robuschi RBDV125 blower or the optional Robuschi RBDV145. In most applications, the standard Robuschi RBDV125 will provide enough power, costs less and will save on fuel and weight. The Robuschi RBDV145 provides 6400 CFM and full vacuum.

- All working components are housed in the large 70" van body.
- The structure is aluminum, extremely durable, fully insulated and lit. It provides ample storage room, featuring a shelving unit and microwave on the driver's side.
- The water system is comprised of a CAT 3560 wash pump, 740,000 BTU boiler and full winterization features.
- The 26' rear mounted extendable boom is controlled by a wireless Omnex controller, which also allows for control of the offloading, vacuum, wash and vehicle RPM functions.
- This boom is stored on the rear fender with the dig tube attached for convenient digging to 18 feet of depth prior to adding any extension pipe.

As standard with all Foremost models, each unit comes equipped with an extra vacuum filter and all other oils and filters for the first service change.

To learn more, visit [foremost.ca/vac trucks](http://foremost.ca/vac trucks)

or call 1.800.661.9190 (Canada/U.S.A.) 1.403.295.5800 (Worldwide)



20770 E I-76 Frontage Rd. Brighton, CO 80603

1.855.243.5444 | [transwest.com](http://transwest.com)

# Riding a Regulations Rollercoaster

Ohio wastewater professionals fight through legislative opposition to advance onsite technology and protect the environment **By Doug Day**

The Ohio onsite wastewater industry was stuck in the 1970s for a long time. After several years of work, updated regulations passed in 2007 and breathed new life into the industry. But, unfortunately, the progress was short lived when advances were quickly rescinded.

Today, the Ohio Onsite Wastewater Association (OOWA) is proceeding cautiously as another set of new rules became effective in January. Association President Karen Mancl is hopeful that the state now has regulations to protect the environment and allow wastewater professionals to use the latest knowledge and technologies.

Mancl, a founding member of OOWA 15 years ago, has served a couple of terms on the board of directors, and in January 2013 became president of the 160-member organization. She is also a professor of Food, Agricultural and Biological Engineering at Ohio State University and is its lead researcher in onsite wastewater treatment.



Contact Karen Mancl, president of the Ohio Onsite Wastewater Association, through [www.ohioonsite.org](http://www.ohioonsite.org) or 866/843-4429.

**How was OOWA affected by the false start when the 2007 regulations were rescinded?**

**Mancl:** When the rules were moving forward, OOWA membership was taking off. The rules included a continuing education requirement for installers for the first time, so people were getting geared up and learning about the new technologies that would be allowed. The certification program for installers and training services were going great guns.

At Ohio State University, we built the University Soil, Environmental, Technology Learning Lab and were packing the house. The building at the learning center had a fire code limit of 40 people and we were turning them away. We did a lot of field instruction, and you can't teach a group that large, so we divided classes into groups of 10 and had four instructors presenting their material four times.

The bottom dropped out when the rules were rescinded. So did the membership of OOWA and attendance at the learning center. People started dropping classes, didn't renew their memberships; OOWA was in a terrible, terrible situation financially. We lost a lot of money. We tried to keep the learning center active, but the university was losing money so we had to scale back.

It was a very frustrating time. OOWA had to drop our association with NOWRA because we couldn't afford it, and we had to pull back on everything we were doing.

**How did this all come about?**

**Mancl:** The original 1977 rules were pretty much state-of-the-art for that time. Individual counties, we have 88 of them, could adopt rules that were stricter, and that's what happened over the years because the state rules were out of date. Essentially, Ohio had 88 sets of rules. Anyone who worked across county lines was faced with very different requirements. It was really burdensome.

The Legislature passed a bill in 2005 to update the 1977 onsite regulations and require statewide uniformity. OOWA was instrumental in getting the legislation passed and had five official representatives on the 40-member State Department of Health advisory committee for the new rules. Several other members were on the committee representing other entities. It was a great opportunity for the industry.

The state always looked to the environmental health community and the university when it came to onsite issues. They might have a few installers on advisory boards, but there was nobody representing the entire industry. Most of our members are installers and OOWA provides a voice for them. We also have designers, manufacturers, vendors, academics and regulators. We have a few pumpers as well, but they are well-represented by the Ohio Waste Haulers Association, and we work well with that group.

The new rules went into effect Jan. 1, 2007. Unfortunately, there was a legislator in a powerful position who didn't like them, who attached a provision in the state budget rescinding the statute and the new rules. The budget was adopted July 1 so all the hard work

went away and we reverted back to the 1977 rules.

There was one good thing that remained. The law had provided for a Technical Advisory Committee under the Department of Health and that remained in place. It is appointed by the governor and reviews proposals for

“Some people see management as a cost; we see it as protecting people's investment in their onsite systems. People are really starting to understand that we have to take care of them. We have a lot to look forward to in that and also in implementing new technologies in onsite wastewater treatment.”

- Karen Mancl

## Ohio pumpers can expect more training

Things have been quiet at the Ohio Waste Haulers Association the last few years. Past-president Tom Frank says he expects the pace of activity to pick up now that Ohio's new onsite wastewater rules are in effect. Just like the Ohio Onsite Wastewater Association, the haulers' group served on the 40-member State Department of Health advisory committee that finalized the new regulations.

"We didn't get everything we wanted," says Frank. "But we're fine with it, there was nothing drastic."

Portable restroom operators are now covered by the onsite regulations, and all haulers must have a surety bond and \$500,000 in general liability insurance coverage. There were also some changes to update land application regulations.

For the first time, haulers will be required to have at least six continuing education hours per year. "We used to offer training but we had poor showing because there was no requirement for it," says Frank. "Now that it is required to get license renewals, we'll probably start offering more training because there will be more need and more demand."

The haulers also supported a statewide registration system over the county-by-county rule that was maintained in the new regulations. "Some of the counties were really against that," says Frank. "Rather than having that be a big sticking point, we decided to live with it for now and eventually go back and try to get statewide registration. It would be a lot easier for everybody. It's just a matter of getting people used to it and figuring out something that will keep everybody happy. Rather than hold things up, it was more important to move forward, get something established and work from there."

new technologies that could not be used under the 1977 rules.

The TAC makes recommendations to the director of health who can issue special device approvals. Since 2007, 13 have been issued covering things like alternative leaching trenches, drip distribution, time-dosed sand filters, low-pressure sand bioreactors, spray irrigation and others. What was exciting for me as a teacher and researcher was that the first one approved in 2007 was mound systems. They were considered an experimental system until then, so now people could use the Ohio State University design manual that we based on research in Wisconsin and Ohio.

At least we had a mechanism to bring new technology forward.

### *The rest was sent back to square one, so what did you do?*

**Mancl:** About 20 counties had adopted the new rules and kept them. Some went back to what they had before, and there was a group that was kind of in between. At least there was some progress.

We had to get a whole new state statute passed in 2010 and start over with new regulations. OOWA again sat on the advisory committee. The new rules were finally adopted and went into effect Jan. 1, 2015.

Among the provisions are a required site evaluation, vertical separation distances and ways to reduce them, maintenance requirements, bonding for installers, service providers and septage haulers, structural soundness of tanks, and continuing education.

With new rules in place again, we are treading lightly. None of us are ready to jump right in and scale up again. We're looking forward, but we're being very careful. It's an exciting time, but we're nervous about getting burned again. There are still people actively opposing this latest set of new rules.

*As a professor and lead researcher in onsite wastewater, what do you see in the future for the industry in Ohio and across the country?*

**Mancl:** These are exciting times, and we have a lot of tools in our toolkit in terms of technologies. We've come a long way. I started in this field in the late '70s and my Ph.D. research at Iowa State was on onsite wastewater management. Some people see management as a cost; we see it as protecting people's investment in their onsite systems. People are really starting to understand that we have to take care of them. We have a lot to look forward to in that and also in implementing new technologies in onsite wastewater treatment here and across the world. ■

## Featured In An Article?

*We provide reprint options*



Sizes: 24" x 30" & 36" x 45"

**POSTERS**  
Starting At  
**\$35**

**LASER REPRINTS**  
Starting At  
**\$10**

**ELECTRONIC REPRINTS**  
Starting At  
**\$25**



Order through our website

**www.pumper.com**



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

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



Volume and Flexibility

**septictrux**



Industrial • Commercial

**envirotlux**



Long Routes, Large Capacity

**maxtrux**



Compact Full Service Body

**supertrux**



Pickup Beds  Flat Decks  Trailers

**pickuptanx**

Maximum Value, Maximum Service,  
from the Leaders in Vacuum

[vacutrux.com](http://vacutrux.com)

TOLL FREE US AND CANADA:

**1-800-305-4305**



**SAVING AMERICA,  
ONE SEPTIC  
SYSTEM  
AT A TIME**

- JEFF NEST OF NEST & SONS, INC.,



Since the introduction of **AfterShock** soil absorption restorative in 2009, drain fields all across America have been remediated by this great product.

Jeff Nest, a contractor in Maine went so far as to say, "I'm going to sell my backhoe and use **AfterShock** all the time instead." (He was joking about the backhoe, but he loves the job done by **AfterShock**.)

A contractor in Pennsylvania gushed, "I've been waiting for this product my whole life!"

A contractor in Ontario says, "**AfterShock** is working great in the tile bed that receives our portable restroom waste."

Over 600 systems have been saved in New England alone. New York 200. Illinois same. Over 175 in PA.

Too cold in Alaska? Not for **AfterShock**. Too hot in Hawaii? **AfterShock** is doing great there too.

Coast to coast and in Canada, **AfterShock** is saving homeowners thousands in replacement costs.

Call us today to learn more about this revolutionary bacteria/oxidizer product.

**YOUR CUSTOMERS WILL THANK YOU.**

- Rick Howe, President



CAPE COD BIOCHEMICAL CO.

**800-759-CCLS**

[WWW.SEPTICONLINE.COM](http://WWW.SEPTICONLINE.COM)



Green Products for  
Septic Professionals  
Since 1976



# Vacuum Technology



Est. 1939

#6/12 SDS

TOP VIEW



**GAS & DIESEL UNITS**



**RUGGED, RELIABLE**

**BUILT TO LAST**



**35 THRU 230 CFM<sup>05</sup>  
INLET**

## DESIGNED, MACHINED & ASSEMBLED IN THE USA

# PRO-VAC

## INDUSTRIAL PUMPOUT UNIT



Simply its the **"BEST"**

### IDEAL FOR SERVICING GREASE TRAPS

**WESTMOOR LTD.**  
906 WEST HAMILTON AVE  
SHERRILL, NY 13461

Manufacturers of:



**Pumps & Accessories**

**PHONE: 800-367-0972**

**FAX: 315-363-0193**

**WWW.WESTMOORLTD.COM**

# Portable Sanitation Outlook: 2015

Diversified equipment offerings, technician professionalism and promoting an environmental message are keys to building revenues in the coming busy season **By Doug Day**

**N**ancy Gump is the third-generation leader at Andy Gump Temporary Site Services in Santa Clarita, California. Before stepping in for her father, Barry, when he retired, she ran the company's special events division, which was formed after the company coordinated portable sanitation for the 1984 Olympics in Los Angeles. She has managed services for numerous high-profile events like the Rose Bowl hospitality venue, the BCS national college football championship, four major golf tournaments, three U.S. Open golf tournaments and Hollywood events like the film industry's Academy Awards.

How can her experiences inform pumpers who provide restroom service as they head into the busy 2015 season? Gump shares some valuable lessons she's learned watching the industry mature over the past few decades and offers advice on how service providers can continue to move the industry toward greater professionalism.



Nancy Gump

**Pumper:** What can contractors take away from your company's many years in business?

**Gump:** We have that true entrepreneurial spirit. For my grandfather [Andy Gump], it was about his word and integrity. He wasn't going to sell you something you didn't need. He was going to do the best he could to provide high-quality service. And that's been our company philosophy throughout the years.

We're willing to meet challenges. When a new ordinance required portable restrooms on construction sites in the 1950s, my grandfather and dad built the first five units by hand out of scrap plywood. When the 1984 Olympics needed hand-washing units, my dad built the first ones from a 55-gallon poly drum and an RV sink. He showed it to the Olympic Committee and by the time he got back to the office, my grandfather told him there were people on the phone saying we had these hand-wash stations and my dad said, "We do now."

My dad began running the company in the 1970s. He got into different market segments, including temporary power and temporary fencing. I worked with dad for 26 years and we branched out into special events. When I started in 1989, we didn't have VIP units and luxury restroom trailers. You've got to adapt and look for opportunities to grow. We call it the pioneer spirit, and it came from my dad and grandfather.

**Pumper:** What trends do you see in the industry?

**Gump:** It's a blessing and a curse being in California because so many trends start here. We're in a drought, so we have to be creative. We've had to change our trucks to carry more freshwater and less waste. We also have to have more water because the health department now requires that we have hand-washing sinks at construction sites. There is a new ADA compliance law in California [Title 24] and the manufacturers have had to reconfigure ADA units to have a smaller tank. Eventually these requirements will most likely spread to the east.

We have around 5,000 portable restrooms [Satellite Industries] for construction sites. Many of our customers have upgraded from our deluxe unit, our standard for special events, to the self-contained, solar-powered restrooms from NuConcepts. They're staying out long term and then we don't have them for our special events. A lot of the contractors are ordering the VIP units.

Customer service is about wanting to help people ... You can sell until you're blue in the face, but if you don't have a strong operations team that can make it happen and take care of the customers, you're not going to be successful.

— Nancy Gump

We have more than 100 restroom trailers from Ameri-Can Engineering. They could include flushing porcelain toilets and urinals, private stalls, heating and air conditioning, stereos, wood cabinetry, an on-site attendant, carpeted landing and steps, and tile floors.

We also have six shower trailers from 23 to 38 feet with separate men's and women's areas, and private showers with dressing areas. We have about 200 Satellite Breeze hand-washing stations and 10 NuConcepts three-basin stainless steel sinks with hot and cold running water.

**Pumper:** Human resources can be a challenge for the wastewater industry. What can pumpers learn from your recent experience with staffing?

**Gump:** We have 155 employees. Before the recession, we had 225. We really took a hit, but we have minimal debt. We run it very conservatively so we're able to tighten our belt and cut costs. The really hard part for us was to let go

(continued)

Join the  
empowered.



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

Questions answered. That's our goal with the



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



# Safety. Efficiency. Sustainability.

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

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

[www.vac-con.com](http://www.vac-con.com)

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



good people that had been so dedicated for so long. We just didn't have the work for them.

We expect a lot from our employees. We put them through an extensive interview process and hire people who have the right attitude. Our human resources person, Evelyn Abernathy, has been with us 25 years and was in customer service. We hire the people who want to make a difference and learn other aspects of the job. One of the things that helped us through the recession was that we had significant crossover, like temporary power guys picking up and servicing portable toilets. Not only do we hire right, we train them right.

**Pumper:** Can you explain your views on promoting a professional image for service providers?

**Gump:** All [our] operations personnel wear uniforms that we provide, so they look nice, clean and professional. We all dress professionally, that's how we set the tone. How you present yourself is very important to our company image. We keep our trucks immaculate and our yards are clean.

Customer service is about wanting to help people. We're an operations-driven company, not sales driven. It's about educating the customer and asking the right questions. You can sell until you're blue in the face, but if you don't have a strong operations team that can make it happen and take care of the customers, you're not going to be successful.

We have great communication as a team, so we need to get out of their way and let the people who know what they're doing get the job done right. They do it very well and we recognize them for it. We also follow up with customers to make sure everything went well, especially for special events. For construction sites, our customer service reps go out and meet customers on site.

All customer concerns are entered into the computer so we see them in real time. If a driver can't service a unit because something is in the way, he'll

enter that in the field on the smartphone and send a picture. If the customer calls wondering why the unit wasn't serviced, we can tell them. It helps build a relationship with the customer.

**Pumper:** You are on the board of Portable Sanitation Association International. How important is such networking?

**Gump:** It's invaluable. If I could share one thing with any new portable restroom operator, it would be join PSAI. They do an incredible job with their trade show. Probably the most valuable are the roundtables. We break them up by different topics. If you bring a couple of team members, they can go to different roundtables.

We're a veteran company but still learn things. Four years ago we had a roundtable about surviving the recession. Someone said they had started charging late fees for past due invoices and it had brought up their receivable numbers and saved on collection fees. We tried it, and it was a huge impact. One little idea can really help.

I'm on the Education Initiatives Committee of PSAI. Many people don't realize that we are a sustainable industry. Every day, portable restrooms save 125 million gallons of freshwater. The waste that we gather goes to the treatment facilities and it's all recycled and becomes reclaimed water. We help the environment, and there's also an economic value for companies that save water.

On the weekend of World Portable Sanitation Day [Aug. 15], we handed out water, educated people about portable sanitation and wrapped a six-unit trailer at a large outdoor concert with graphics to promote it. It's been very positive marketing. PSAI has marketing materials that companies can put their logo on to spread the message of what we do to save the environment. That message creates value. ■

# AFFORDABLE BUILD-TO-ORDER

## Full Service Equipment Manufacturer




  
**VAXTEEL**
  
 VACUUM TANKS
   
By LMT Inc.


**LMT Inc.**
  
 Industrial Vacuum Equipment

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

800-545-0174 309-932-3311 Fax 877-471-2564
   
 1105 SE 2nd Street Galva, IL 61434
   
[www.vaxsteel.com](http://www.vaxsteel.com)

CELEBRATING
   

  
 1975-2015



# TAKE HOLD OF YOUR MARKET!



How do you gain market share in a competitive environment? Number one, provide the best service in your market. But, be aware that gaining market share does not guarantee more profits.

If you spend a lot of money repairing and replacing equipment in the field, or if your deodorizers fail, the cost of labor, parts and added travel time will eat up any additional profits you gain.

The solution to increasing profits while you increase market share is to have equipment and deodorizers that require little or no maintenance.

For example, Tufway or Maxim 3000 restrooms have an average yearly cost of under \$4 per year in

replacement parts. That means you will have little or no repairs most years for these restrooms, allowing you to keep them in the field earning profits. These same cost savings are available when using our trucks, deodorizers and restroom trailers.

Buying from one source is not about convenience or low prices, it's about quality and a higher return on your investment. Start earning more profits with less headaches by contacting your Satellite Area Manager.



800-328-3332

[www.satelliteindustries.com](http://www.satelliteindustries.com)



Satellite Suites



# BRING IT.

**HINO TRUCKS**

Toyota Group Company



**VISIT ONE OF THESE PARTICIPATING DEALERS TO LEARN MORE ABOUT HINO'S AWARD WINNING TRUCKS.**

Utica Mack  
 Marcy, NY 13403  
 315-797-1714 (f) 315-797-4824  
 www.uticamack.com

The Truck Source  
 Norfolk, VA 23502  
 757-466-0201 (f) 757-466-1710  
 www.thetrucksource.com

FMI Truck Sales & Service  
 Portland, OR 97211  
 800-927-8750 (f) 503-286-3223  
 johnb@fmitrucks.com  
 www.fmitrucks.com

TEC Equipment  
 San Francisco, CA 94124  
 800-695-8782 (f) 415-822-9804  
 jtrimm@tecequipment.com

Bergey's Truck Center  
 Trenton, NJ 08691  
 609-586-3333 (f) 609-890-7256  
 srybacki@bergeys.com  
 www.bergeystruckcenters.com

Rush Truck Center of Kansas  
 Olathe, KS 66062  
 913-764-6000 (f) 913-696-1800  
 warrell@rushenterprises.com

Bergey's Truck Center  
 Sounderton, PA 18964  
 215-721-3400 (f) 215-723-4963  
 srybacki@bergeys.com  
 www.bergeystruckcenters.com

Rush Truck Center - Medium Duty  
 Fontana, CA 92335  
 800-905-7383 (f) 909-829-2290  
 www.rushenterprises.com

TranSource  
 Greensboro, NC 27235  
 336-996-6060 (f) 336-992-7808  
 tom.stauffer@tsource.com  
 www.transourcetrucks.com

JX Hino - Chicago  
 Bolingbrook, IL 60440  
 630-972-2720 (f) 630-972-2721  
 www.jxe.com

Rush Truck Center - Corpus Christi  
 Robstown, TX 78380  
 361-726-4800 (f) 361-726-4860  
 villarreal3@rushenterprises.com

The Truck Shop  
 Auburn, WA 98002  
 253-852-3827 (f) 253-939-9348  
 sales@thetruckshop.net  
 www.thetruckshop.net



**HINO.COM**



Pick Your Strength

**cpacex**  
 solutions

**THE MOST POTENT PACKET AVAILABLE**

# ULTRA PowerPaks

- Rapid Effervescent Dispersion
- The Most Active Odor Control Formula Available
- Amazing Fragrance
- Blue Non-Staining Color
- Non Formaldehyde



Pick a performance level that meets your needs.

- ULTRA-LITE
- ULTRA-CLASSIC
- ULTRA 2X
- ULTRA 4X
- ULTRA 6X
- ULTRA BIO



**CALL NOW!**  
**1-800-974-7383**



800-974-7383  
 817-478-3221  
 817-561-1293 (FAX)

111-118 Industrial Dr.  
 Kennedale, TX 76060  
 cpacex.com

# Find out what it means to partner with **Challenger**



866 Heavy Duty Vacuum Pumps

## **Challenger** Series VACUUM PUMPS & BLOWERS

*Reliable - Efficient - Cost Effective*

# NVE



800-253-5500 | [natvac.com](http://natvac.com)



# Rusting From the Inside Out

What's the best coating for protecting the interior of a steel vacuum tank from the daily onslaught of corrosive loads?

*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.*



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

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

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

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

**RISER:** Dual-wall plastic culvert pipe.  
**Inner safety lid.**

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

**BrenLin Company, Inc**  
Manufacturers of Seal-R™ Products  
**888-606-1998 • [www.seal-r.com](http://www.seal-r.com)**

## Coagulants and Flocculants

for Septic, Grease, Municipalities and Industry



- Dewatering polymers for all dewatering equipment
- All forms: Dry and Emulsion
- Variety of packaging sizes to meet customer needs
- Both East & West coast shipping points
- Expert technical staff
- Specific solutions for our customers

Save Money • Save Time • Save Polymer

Call Toll-free: **877.771.6041**

**AQUA BEN CORPORATION** 1390 N. Manzanita St. Orange, CA 92867  
[www.aquaben.com](http://www.aquaben.com) • [sales@aquaben.com](mailto:sales@aquaben.com)

**QUESTION:** I've been cleaning the inside of my tank. The protective coating did not adhere everywhere. The unknown coating is a red primer and a thick black coating. Any guesses? The tank's 5/16-inch walls should be a higher carbon steel. I'd like to fill pits with weld and would like a recommendation on what wire would be best.

**ANSWERS:** I use foundation tar. It's cheap and easy to find, and works best when the tank is dry. There is also a wet and dry tar that is thicker, if you can't get the tank dry. I bought a used tank that was coated with tar on the inside and it made it 30 years.



How often do you scrape out your tanks? And where do you get rid of the sediment?



I think the original paint was epoxy, but I'm not sure. I used two coats of Master Series silver rust sealer and two coats of any enamel lying around the shop. The inside of the tank is multiple colors using up the old paint.

I used a 2-inch water pump to wash out the grit and work on it. The county asked me what will I do with the grit. I said I'll put the grit where you tell me to. I'm restoring this old truck and haven't used it yet. I'm assuming the county will tell me what to do with the grit when I start running the truck.



I've heard over the years that tar is the way to go. I have an older tank that is still solid I want to coat shortly also. I'm considering tar. Now is this plain old heat-then-paint tar, or are you talking a roofing tar that doesn't need to be heated? What about the fumes in a confined space?

In an old, rusty but solid tank, how do you suggest prepping the inner surface? Scraper, grinding wire wheel, sand blast? Something else?



I use a fresh air respirator anytime I'm in the tank. Anything will probably extend tank life, but roofing supply houses sell a cold-process adhesive for "built up roof" installation, or BUR as they call it. I've never used it in a tank, but I've used it on my BUR roof and like it. It doesn't get as hard as a rock, which is why I think it would be better than tar.

A needle scaler works well on rust cleanup. No doubt sandblasting would be the best, and some blasting places blast inside tanks.



Just curious to know if anyone has tried this method? On my inspection cap on top, I have used Kilz basement paint. I used the sealer first. It has worked fairly well. I hear some people will climb inside and spray the tank with bedliner. Anyone ever had this done, and how long does it last?



[A] company that's been building steel tanks for many years uses some kind of coating from Sherwin-Williams that's applied to the bottom of ships. An idea is to find a business that does spray-in bedliner and get them to fix you up. Some of that stuff is better than others, so check up on them. I've seen that stuff used for a lot of things and the good stuff is pretty tough stuff. ■

# TankTec

Tank Technologies & Supply Co, LLC

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

[www.tanktec.biz](http://www.tanktec.biz)  
**1.888.428.6422**  
 Contact Steve Nelson  
[snelson@tanktec.biz](mailto:snelson@tanktec.biz)

## TT SLIDE IN TANKS

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

300 Gallon (200/100)  
 450 Gallon (300/150)  
 600 Gallon (400/200)  
 800 Gallon (540/260)  
 995 Gallon (670/325)  
 Single section available

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



**IN STOCK!**



## TT PORTABLE RESTROOM SERVICE

2015 Ford F550, 19,500# GVW, 84" CA  
 1200 gal (900 waste/300 fresh)  
 HXL4, FloJet, dual cabinets, toilet hauler  
 \$76,900  
 lease from \$1,260



2015 Freightliner M2  
 Cummins, Allison Auto, Air Brakes  
 2000 gal (1500/500)  
 HXL4, DC10/Hannay  
 \$103,650  
 lease from \$1,710



2015 Ford F550, 19,500# GVW, 120" CA  
 800 gal (500 waste/300 fresh)  
 HXL4, FloJet, dual cabinets, in-cab controls  
 10' flatbed with Tommy gate and E Trac  
 \$89,900  
 lease from \$1,483

## TT INDUSTRIAL VACUUM

2500 Gallon complete trucks in stock from \$102,000  
 3600 Gallon complete trucks in stock from \$132,000  
 4200 Gallon complete trucks in stock from \$134,000  
 Front Hoist and Rear Door tanks in stock!



**TankTec**  
 PARTNERS WITH

**FLOWMARK**  
 VACUUM TRUCKS  
 FOR

FACTORY BUILT TRUCKS  
 BUILT-TO-ORDER  
 IN-STOCK  
 IN-HOUSE FINANCING



# Mid-State Tank

Arthur Custom Tank, LLC a division of Mid-State Tank, Inc.

P.O. Box 317 • Sullivan, IL 61951 • Telephone: 800-722-8384 • Fax: 217-728-8384

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

*Tanks for your Business*



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

[www.midstatetank.com](http://www.midstatetank.com)

Contact: Gene for a quote or check on stock tanks

**Working well under pressure!**



## Pressure Washers and Drain Jetting Equipment

Skid and truck mount models up to 7000 psi

Portable Hot and Cold Water Diesel Powered Models

Hot and Cold Trailer Models  
Up to 7000 psi  
Flows up to 40 gpm  
Powered Reels  
Diesel powered models








THANKS FOR VISITING!

We will custom build to your specifications

[www.camspray.com](http://www.camspray.com) 800-648-5011

# We've Got You Covered

Your single source for ground protection mats

AlturMATS is able to offer the broadest line of ground protection in the industry... literally, we've got you covered. AlturMATS leave soft turf smooth, even under heavy vehicle traffic. No costly turf repair bills and never get stuck again.

### AlturMATS®

- 1/2" thick polyethylene
- Supports 120 ton vehicles
- Leaves turf smooth in soft conditions
- Withstands record heat & cold
- Never get stuck again

### VersaMATS®

- 1/2" thick polyethylene
- Features the bold diamond plate tread on one side and a finer, slip-resistant tread on the other side
- Ideal for 120 ton vehicles as well as pedestrian traffic

### SafetyTech Outrigger Pads

- Deliver the safety, quality & performance you expect from the industry leader.

The world's original largest producer of ground protection mats.

888-544-6287

[sales@alturmat.com](mailto:sales@alturmat.com)

[www.alturmat.com](http://www.alturmat.com)



Limited Lifetime Warranty

Now Available:

**ClearMAT**

**AlturMATS®**



**WALEX**

# MORE POWERFUL THAN A SPEEDING LOCOMOTIVE!

*Walex raises the bar for portable sanitation deodorizers once again.*

**PORTA-PAK<sup>®</sup>** 

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

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

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

**Just Drop It In... TO THE MAX!**

**800.338.3155** [www.walex.com](http://www.walex.com)

**NEW!**





Erik Gunn is a business writer in Racine, Wisconsin.

# Key Person Insurance

You have a policy to protect your business from fire and your trucks from a wreck.

You can also insure your indispensable human resources in the event of a tragedy. **By Erik Gunn**

**H**ow many hats do you wear? General contractor, site director, head mechanic, substitute driver, payroll manager — for many of you, that’s just before lunch.

What would happen to your business if something happened to you?

Or maybe you’re lucky enough to have a couple of indispensable people on your payroll: the mechanic who understands the machinery better than the people who made it; the salesperson who always knows the perfect way to close a sale and who knows every potential customer in your community.

How do you preserve what you’ve worked so hard to build? How do you keep the whole works from collapsing if you, or a miracle worker on your payroll, die suddenly? As with other potential disasters, the first line of defense is insurance — in this case, key person insurance.

According to the Insurance Information Institute, a “key person” in a business is someone whose special knowledge and skills contribute significantly to the income of the business. Key person insurance (or key employee insurance) is designed to compensate your business when a key person, whether that person is an owner, partner or employee, dies. It is, in essence, a form of life insurance for your business.

## HOW IT WORKS

For most of us, a life insurance policy is meant to provide funds to pay off the mortgage, send children to college and maybe give the surviving spouse a financial cushion for a few months or a year or two. For your business, a key person insurance policy can pay for:

- Searching for and hiring a replacement, whether that means a general manager, a crack technician or a top-notch salesperson.
- Temporary expenses incurred while you (or the people you leave behind) figure out what happens next: an office manager and job scheduler to keep the crews working, or a part-time accountant to deal with invoicing and payroll.
- Compensating the business for lost goodwill, sales contacts or income when it suddenly finds itself without the insured’s name recognition.
- Buying back shares in the business from a shareholder’s family member who has inherited a piece of the business but not the interest or business acumen.
- Extra outside repair costs when machinery isn’t running and can no longer be quickly repaired in-house, as well as lost income for every day the vacuum truck isn’t on the road.

All of that translates into cash that a key person policy can provide. A life is still being insured, but the business owns the insurance, pays the premiums and is typically the beneficiary.

Key person insurance is designed to compensate your business when a key person, whether that person is an owner, partner or employee, dies. It is, in essence, a form of life insurance for your business.

## KEY THINGS TO KNOW

Most commonly, key person insurance is life insurance in the usual forms — term or permanent — with the usual considerations: Term insurance is usually cheaper, doesn’t build cash value and can’t be borrowed against; permanent (or whole life, or universal life, or variable life) insurance builds cash value and can be used as security for a loan, but has higher premiums.

Key person insurance can also be disability income insurance, which pays if the insured becomes disabled and is unable to perform his or her job. Work with your insurance broker to carefully balance the cost of the insurance premiums with the covered conditions — if the policy pays when the insured is unable to perform usual and customary duties for the position (rather than being unable to perform any job), the premiums will likely be higher, but your peace of mind will be greater.

You, for example, might be able to sit in a chair and make phone calls, but if you need to be on job sites and talking to customers and crews in order to be effective, you’ll want a policy that pays if you can’t be active. A disability income insurance policy will pay a percentage of the disabled person’s earned income; if that person is a partner or a sole proprietor, the policy can pay office expenses (rent, utilities, salaries, depreciation).

## INDEPENDENT ADVICE

By the way, about that insurance broker: Make sure the broker works with more than one company (and thus can shop your policy around). You’re more likely to get a better deal. It’s also helpful to ask for the ratings on the policies you’re offered (that is, the assessment from one of the rating agencies — Fitch, Moody’s, A.M. Best or Standard & Poor’s) as well as asking the agent exactly what the ratings mean.

The ratings aren’t uniform either in application or appearance — a “superior” from Moody’s is Aaa, while a “superior” from A.M. Best is A++, and the agencies may differ in their evaluations.

If your business has a board of directors, you may need a resolution

*(continued)*



# PTM2150A

Performance and durability at an affordable price.

## \$106,366

Starting at

Ford F750 or International Automatic transmission  
25,900 GVRW

2150 gallon aluminum tank

550 gallons water and 1600 gallons waste

2" intake with drop down work center

Two sided service

Masport HXL75V vacuum pump

4" discharge



**Available now!**

(1) mounted on Ford F750

(1) mounted on I.H. 4300



**IMPERIAL  
INDUSTRIES  
INCORPORATED**

**800-558-2945**  
[www.imperialind.com](http://www.imperialind.com)



**Trailer Units**  
6000 and 6300 gallons



**4000 Gallon Aluminum**



**Stock Slide Ins**  
300-450-550-650

**MZ valves • Portable Restrooms • Custom Parts**  
**Flanged and Dished Heads • Vacuum Pumps and Accessories**

from your board to purchase key person insurance for a principal or employee. As with any matters involving board resolutions, consult a lawyer familiar with your corporate structure and business plan.

Ask the broker how your business interruption policy dovetails with key person insurance. The fire that destroys your office and records might also injure or kill someone, but you want to be able to get up and running as soon as possible. Find out what the short-term cash prospects would be under those kinds of circumstances and which policy will help you the most in specific situations.

## TAX CAUTIONS

Two tax policies to keep in mind:

- Key person premiums, like any life insurance premiums, are not tax deductible.

- Key person death benefits paid to a business are typically not taxable, as long as certain conditions are satisfied. The business must give the employee written notice that the policy is being purchased and that the business is the beneficiary; the employee must also give written consent for the purchase. Make sure there's a form, separate from the policy, for notice and consent; your insurance broker or your accountant should be able to help here.

Before you pick up the phone to call your insurance broker, though, plan a session with your accountant for an overview of your business affairs to guide your conversation with the broker. You're looking for answers to questions such as:

- How much is the business bringing in now?
- How do things look in the next six months, next year, next five years?

- Do you expect close competition (making a good salesperson vital), or are you in a safe market with reliable customers? (Congratulations!)

- What are the salaries of the people you depend on most heavily? Are they expecting healthy raises in the next couple of years? If you had to hire someone from a competitor, would you have to pay more than you're paying your employee?

You probably have a good sense of the answers to these questions, but having the most accurate numbers on a piece of paper in front of you will be necessary.

These conversations can help you think about how to value not just the business as a whole, but your contribution to the business: your time, your talent, the goodwill that's built into your presence, as well as the contributions from important employees. You're looking for the answer to "How much money does the business lose if something happens to this person?"

Conversations with an insurance broker can result in additional expenses, and no one likes to reduce their bottom line. No question here, though, that a small bite of expense now can save major expense (and real business loss) later. Consider the premiums an insomnia cure. Needless to say, we hope that no readers (or business heirs) ever need the proceeds of those policies.

As always, seek advice from your own accountant, banker or insurance broker, particularly where tax consequences are concerned. ■

# THE HARDWORKING TRUCK FOR THE HARDWORKING MAN.

**pikrite**

- Portable Toilet Service Units
- Slide-In Units
- Hoisted Units
- Roll Off Units
- Custom Units

FREE Tank Maintenance Guide

1-800-326-9763

**CALL US TODAY AT 1-800-326-9763 TO LEARN MORE ABOUT OUR EQUIPMENT**  
Lewisburg, PA • [www.pikrite.com](http://www.pikrite.com) • [sales@pikrite.com](mailto:sales@pikrite.com)



CHANDLER

4180 W. Sunset  
Springdale, AR

479-751-9771  
800-342-0887



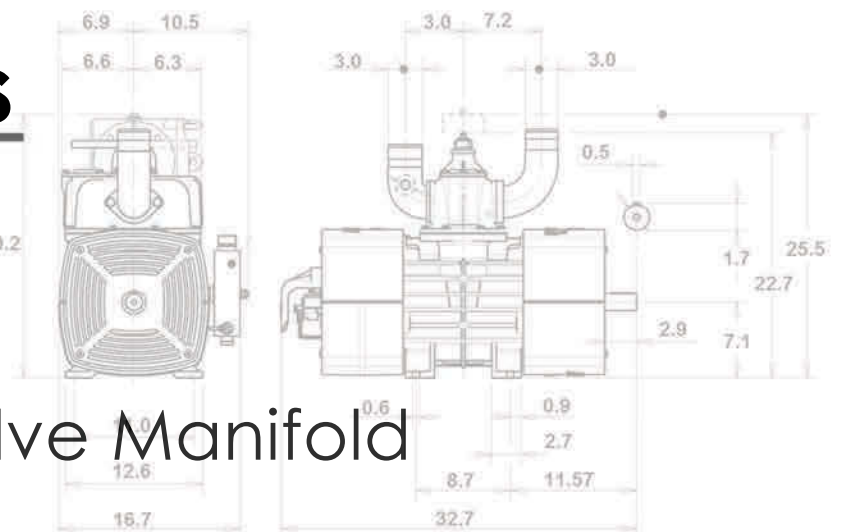
RV 360 Vacuum Pump



*Performance & reliability  
that you can count on!*

## RV 360 Features

- Dual Fan Air Cooled
- 24" Continuous Duty
- Port Size: 3"
- 360 CFM
- Integrated 4-way Valve Manifold



[www.chandlerequipment.com](http://www.chandlerequipment.com)

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

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



### SANITATION

Reliable commercial duty in a compact package

Problem Free 151  
Time after Time 202 302

### SEPTIC

Heavy duty truck mount vacuum solutions

403 Dual Cooling  
553 Liquid and Air  
753



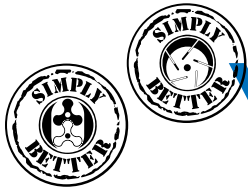
### INDUSTRIAL

For the largest tanks and loading lines.

Huge Air Volume at 1054  
Low RPM Operation 1604 2106



Available from Leading OEMs  
Made in Canada Since 1969



**wallenstein**  
pumps • blowers

EM elmira machine industries inc.

1-800-801-6663  
wallenstein.com

## ATTENTION!

- OEM TANK BUILDERS
- CHASSIS UPFITTERS
- VALVE DISTRIBUTORS



CANADA'S LARGEST  
BRASS VALVE SUPPLIER

- LEVER GATE • STEM GATE • BALL VALVES
- VACUUM/PRESSURE RELIEF • SIGHT EYES
- FLOATS • TANK SAFETY COMPONENTS



EM elmira machine industries inc. 1-800-801-6663  
info@elmiramachine.com

# Screenco Systems

Authorized Distributor  
**HANDLE-TECH**  
HOSE AND PIPE HANDLES

- Increased Productivity
- Reduces Fatigue and Injuries
- Easy One Handed Clamp for Handling Hoses & Pipes
- 1 1/2" to 6" sizes
- GET A GRIP



## PORTABLE SEPTIC RECEIVING STATIONS

Aluminum & Stainless Construction

- Affordable ■ No Moving Parts
  - Screens That Really Work ■ Gravity Off-Load At 500 GPM
- NEW** Stand Alone Screen Set it up anywhere



## NEW Truck Tow Behind Screen Spreader

Available Mid-Summer, Call for Details



208-790-8770 • www.ScreencoSystems.com • screencosys@gmail.com

# DEWATERING BELT PRESSES CENTRIFUGES

Mobile

Self-Contained

Tech. Support



SALES • LEASING • RENTALS



**Fergus Power Products**

sales@ferguspowerproducts.com

www.ferguspowerproducts.com

(800) 243-7584

Beyond buckets and blades.

**digDIFFERENT**

**FIND OUT HOW.**

FREE subscription at digdifferent.com



# AMAZING MACHINERY

Your Equipment SUPERSTORE Since 1995

## Viztrac® AM100-100



**ONLY**  
**\$1495.00**

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

~~\$1895.00~~  
FREE Freight

## J/E4040HA-CKIT2



**ONLY**  
**\$1495.00**

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

~~\$1895.00~~  
FREE Freight

**BUY BOTH**  
**\$2895.00**

**6 Months, No Interest!**



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



Complete Details At  
[www.AmazingMachinery.com](http://www.AmazingMachinery.com)

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

Jim Anderson, Ph.D.



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).

# Education = Profits

A long arc of professional training will secure a successful career in the wastewater industry

By Jim Anderson, Ph.D.

**QUESTION:** Why participate in education, certification and training programs?

**ANSWER:** I didn't get into the onsite wastewater industry because it was an area of study for me in graduate school or that I had any previous system design experience. I became involved in onsite educational programs because I saw a need and a desire for knowledge among onsite system installers that would build recognition and respect for the industry among county and state regulators and the general public.

Installers often express a need to increase industry professionalism. Over the years, I have seen this group of individuals not only provide lip service to this idea, but try to set an example for others to follow. Why wouldn't someone want to work with people who would go to great lengths and expense to learn as much as they could and then be willing to share that knowledge with anyone that showed an interest? What a great situation to be in!

As with any other industry or endeavor, there is always more to learn, and the process evolves over time. In addition, there are always detractors who ask, "Why do I need to go to class or pay attention to what is happening in other places?" A professional wants to do quality work and gain respect for the knowledge to build an effective final product. Professionalism requires being knowledgeable about not only the work you do, but also understanding the roles played by others in the industry. It means having the skill and ability to produce a job well done.

Everyone benefits when contractors approach their work as professionals. This goes for everyone in an industry. An employer benefits by having an employee equally committed to doing a good job and interested in making sure things are done right. The result is customer satisfaction, being paid well for professional services and securing good referrals for future work. A professional attitude leads to a better bottom line as well as satisfaction that comes from a job well done.

## CUSTOMER CONFIDENCE

I had a recent experience with a neighbor involving the inspection and pumping of his septic tank. A new employee for the septic service went to great lengths as he uncovered the manhole to pump the tank, carefully removing the sod and setting it aside, digging out the 2 feet of soil to the top of the tank. When the job was finished, the technician – much to my neighbor's surprise – put the sod in first and covered it with the 2 feet of soil!

Obviously nobody explained the reason to set aside the sod to the new service technician. With this one little action, customer service went

Recognize there is no end to the effort to build professionalism. Be someone who evolves and grows with the industry. Do not get left behind.

from great to not so good. This is a small thing, but it makes the point that everyone needs training to be professional and to do the job right.

The installing community wants customers to have confidence that they are receiving the best available products and services, reflecting the most current knowledge about the septic system. They want to be assured components are installed properly and their systems will operate efficiently and in a trouble-free manner. The client also wants to know they are getting the best possible advice about the product they purchase and that the risk of future problems is greatly reduced.

The person that benefits the most is you as the professional. By taking part in education and training programs and sharing that knowledge with others in the industry, there will be increased job opportunities for your business; there will be advancement potential if you are an employee. Participation ensures you will have increased knowledge of the industry and access to the most current research to apply to everyday situations. This gives you a competitive edge in the marketplace.

## EDUCATION NEVER STOPS

You do not have to be the service provider described as being behind the current knowledge curve. Education will result in fewer mistakes, which translates to jobs done right the first time and a better bottom line. Finally, better customer service brings short- and long-term benefits.

What should you do? Get involved in your state association and promote establishing standards for the work done within the state. Get involved at the national level to push for consistent standards across the states where appropriate. Stay current by taking part in the numerous certificate and credentialing programs.

Then, most importantly, tell people what you and others in the industry do to ensure customers have the most up-to-date information. And at the same time, recognize there is no end to the effort to build professionalism. Be someone who evolves and grows with the industry. Do not get left behind. ■

# BEST ENTERPRISES, INC.

*Building quality Stainless Steel Tanks since 1972*



*Our job is to make your job easier.*



**Best provides a full line of replacement parts.**



*Due to the great response, we have extended our IN STOCK tank sale through April.*

*Special thank you to our customers who purchased these tanks at the WWETT Show*



**All 304 Stainless Steel**



Best Enterprises, Inc.

Located in Cabot, Arkansas

501-988-1905 800-288-2378

[www.bestenterprises.net](http://www.bestenterprises.net)

[www.youtube.com/bestentinc](http://www.youtube.com/bestentinc)



# www.LonghornTank.Com

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



Aluminum,  
Stainless,  
and Steel  
Vacuum Trailers  
in any Size

Call or Email Us For a Quote Today

## Longhorn Tank Company

800-422-9840 sales@longhorntank.com

PO Box 1147 Gravette, AR 75736 Fax 479-787-6935



# MRP

MILWAUKEE RUBBER PRODUCTS

Distributing

# Kanaflex®

(the original)

# hose

for over

# 35 years

[www.MilwaukeeRubber.com](http://www.MilwaukeeRubber.com)

[www.KanaflexHose.com](http://www.KanaflexHose.com)

CALL TO ORDER **800-325-3730**



# BEYOND THE BLUE



Every product you purchase from Safe-T-Fresh earns you additional points in our exclusive ROI Rewards program.



Along with tank deodorizers, Safe-T-Fresh has a wide variety of cleaning products, fragrance enhancers, urinal blocks, scent disks and graffiti remover to keep your equipment in excellent condition.

With each purchase you'll earn valuable points to redeem for FREE restrooms, holding tanks, handwash stations and other great products.

Turn your deodorizer expenses into additional profits today when you order Safe-T-Fresh products.



877.764.7297 | [safetfresh.com](http://safetfresh.com) | [facebook.com/safetfresh](https://facebook.com/safetfresh)



# SoCal Industries

Industry, California

**chempace**  
corporation

**bioForce**  
Specially Formulated  
Bacteria

All natural solutions for septic, drains, grease traps and more.

bioFORCE™ GRANULAR  
PACKET - LOOSE  
bioFORCE™ LIQUIDS  
bioFORCE™ CUBES/BLOCKS

**NEW!**

bioFORCE™ MAXX  
DRAINFIELD TREATMENT

Private Labeled at  
NO Extra Charge!

**800-423-5350**  
**www.CHEMPACE.com**

Owners Johnny Guerra and Rudy Lopez added a metallic charcoal 2010 Kenworth, built out by Satellite Industries with a 3,200-gallon steel tank and Masport HXL-400 pump, to their fleet. The truck, nicknamed Mamba after NBA basketball star Kobe Bryant, is powered by a 315 hp Cummins engine tied to a 10-speed Fuller transmission. The custom blue flame job done in-house and big white lettering by Wallace Sign Company combine with many chrome accents, including toolboxes, fuel tank, single stack, horns and a visor, to attract attention running down the road. The truck features dual top-side manways, polished aluminum wheels, safety beacons, LED lighting package, Masport scent box and Moro digital level gauge. The largest truck in the company's fleet, it is used by regular driver Leo Vargas to pump septic and holding tanks and for portable sanitation at large events. ■

## SHOW US YOURS!

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

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

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

# TIRED OF CALLING 4 SHOPS TO GET WHAT YOU NEED?



HOSE SHOP



VACUUM  
PUMP SHOP



VACUUM  
COMPONENTS SHOP



PORTABLE TOILET  
CHEMICALS SHOP

**STOP SEARCHING.**

**GET WORKING.**

*See our  
catalog  
on pg. 50*



# ONE CALL. ONE SITE. THE ONLY ONE STOP PUMPER SHOP.

**CALL TO ORDER TOLL FREE 866-872-1224 • [www.varcopumper.com](http://www.varcopumper.com)**

**SOURCE KEY  
04P15**



# T&T Tools, Inc.

Fax: 800.521.3260

Email: sales@mightyprobe.com

# 800.521.6893

[www.MightyProbe.com](http://www.MightyProbe.com)



Call for a FREE Catalog

Call for a FREE Catalog

### HOOKS...

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

### PROBES...

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

# Pump! Save! Earn!

## With PRO-PUMP

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



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

Our 39th Year!



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

Solving Problems, Naturally!

## Ecological Laboratories INC.

TOLL FREE: 1-800-326-7867 • FAX: 877-660-4769 • EMAIL: info@propump.com

Visit our web site at: [www.propump.com](http://www.propump.com)

**In The Round Dewatering** Patent Pending

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

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

**If it will Flocc, it will work.** [ITRDewatering.com](http://ITRDewatering.com) or call: 317-539-7304

**Odor Problems**

Septic odors stop with **SWEET AIR™** FILTERING DEVICE

— THE ORIGINAL —

**SWEET SEPTIC SYSTEMS, INC. 800-622-8768**  
 7121 Green Valley Road • Placerville, CA 95667 [sweetair.com](http://sweetair.com)



# TRANSPORT TRUCK SALES, INC.

Ask for Scott or Frank – 888-395-7551

After hours call Scott at 816-590-4076



**2009 Sterling LT-9513**, Cat 350 HP, Jake, 10 pd, 20# lb fronts, double framed, Full lockers, **new** 4200 gallon Alum. vac tank, **new** Masport 400 Vac pump.

**Call For Pricing!**

**2-YEAR 200,000 MILE  
DRIVE TRAIN WARRANTY**



**NEW 2015 Kenworth 270**, PX-7 240 HP, Auto, Exhaust brake, Alum. wheels, **new** 2000 Gallon Portable toilet tank, **new** Masport HXL-4 Vac pump, toilet carrier.

**Call For Pricing!**



**NEW 2015 Dodge 5500**, Cummins 325 HP, Auto, **new** 1250 Gallon portable toilet tank, **new** Jurop PN-33 Vac pump.

**Call For Pricing!**



**2007 Freightliner M-2**, Cat 230 HP, 6 spd, low miles, AC, **new** 2300 gallon steel vac tank, **new** Jurop PN-84 pump.

**Call For Pricing!**

**2-YEAR 100,000 MILE  
DRIVE TRAIN WARRANTY**



**2007 International 9200**, Cummins 435 HP, 18 spd, 14# fronts, 46# rears, low miles, **new** 3300 gallon steel vac tank, hoist and full open rear door, 250 gallons fresh water, **new** NVE866 liquid cooled pump 500 CFM.

**Call For Pricing!**

**2-YEAR 200,000 MILE  
DRIVE TRAIN WARRANTY**



**2009 International 4300**, DT 245 HPAUTO, NON CDL, AC, low miles, **new** 1850 gallon steel vac tank, **new** Jurop PN-84 vac pump.

**Call For Pricing!**

**2-YEAR 100,000 MILE  
DRIVE TRAIN WARRANTY**



**2007 International 9200**, Cummins 435 HP, 18 spd, 14# lb fronts, low miles, **new** 3600 gallon Alum. vac tank, **new** Masport 400 vac pump.

**Call For Pricing!**

**2-YEAR 200,000 MILE  
DRIVE TRAIN WARRANTY**



**2007 International 9200**, Cummins 435 HP, 18 spd, 14# lb fronts, low miles, **new** 3360 gallon steel vac tank, **new** Masport 400 vac pump.

**Call For Pricing!**

**2-YEAR 200,000 MILE  
DRIVE TRAIN WARRANTY**



**2007 International 4300**, DT 210 HP, 6 spd, NON CDL, **new** 2000 gallon Alum. vac tank, **new** Jurop PN-84 Vac pump.

**Call For Pricing!**

**2-YEAR 100,000 MILE  
DRIVE TRAIN WARRANTY**

**Delivery Available Anywhere in the Lower 48!!**

**TransportTruck.com**



**NAWT**  
National Association of Wastewater Technicians

**NAWT EXECUTIVE ADMINISTRATOR:** Donn Lesko

**NAWT BOARD OF DIRECTORS:**

Jeff Rachlin, President, PA  
Gene Bassett, Vice-President, NM  
Ralph Macchio, Treasurer, NY  
Tom Ferrero, Secretary, PA  
Tom Frank, Past President, OH  
Jim Anderson, Ed. Comm., MN

John Creed, IN  
Jace Ensor, NM  
Bill Hall, CT  
Mitch Okerstrom, MN  
Kit Rosefield, CA

Susan Ruehl, OH  
Mark Scott, MI  
Hollis Warren, DE  
Roger S. Winter, ON, Canada

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

## NAWT Announces 2015 Awards; Looks Forward To Treatment Symposium

By Dhru Bhatt

### 2015 NAWT Excellence in Service Award Recipient

Each year NAWT recognizes one of its members or sponsored individuals or companies with the NAWT Excellence in Service Award. The criteria for this award is that the recipient shows exceptional accomplishments in service to their community and to the wastewater profession.

This year's honoree has gone above and beyond our expectations. After painstakingly evaluating a number of applicants based on the award criteria, the committee decided to bestow the coveted 2015 NAWT Excellence in Service Award to Pam Van Delden of Van Delden Wastewater Systems in Boerne, Texas.

Van Delden Wastewater Systems is a family-owned company. Frank J. Van Delden began installing septic systems in 1937 and continued building the company until his death in 1955. His son, Gary Van Delden, took over the business and maintained successful growth for the company until he retired in 1989. Garrett Van Delden represents the third generation to run the family business with his wife, Pam.

In 1981, Pam began working for her father-in-law and husband, Garrett, as the office secretary. Little did she know that this was the beginning of her career as a prominent and reputable septic system inspector for real estate transactions in the onsite wastewater industry. At that time, installations and repairs were 100 percent of the business. As mortgage companies began requiring real estate septic inspections, Pam saw this as a growth opportunity for the business. From the beginning, she was determined to provide quality and fair inspections to the communities and residents she worked with.

When the NAWT committee was making its decision, some of the qualities that were evaluated were her contributions to the wastewater profession. She has provided educational content during her presentations in the community. Her inspiration, leadership and willingness and ability to go above and beyond the call of duty were some of her other qualities the committee took into consideration when choosing her to receive the award.

### 2015 NAWT Hapchuck Memorial Scholarship

A number of applications were submitted for the 2015 NAWT William Hapchuck Memorial Scholarship. The assignment for this year's



Pam Van Delden

### Minnesota wastewater veteran Hank Schlomka wins 2015 lifetime achievement award

Hank Schlomka, whose family full-service wastewater hauling business has operated in Minnesota since 1939, was presented with the Ralph Macchio Lifetime Achievement Award at the annual meeting of the National Association of Wastewater Technicians (NAWT). The ceremony took place at the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show in Indianapolis.

The wastewater industry's highest honor was presented by Macchio and Bob Kendall, of COLE Publishing. Macchio and Kendall were the first two winners of the award.

Macchio lauded Schlomka for his long service in the industry and spinning off his business into three distinct wastewater companies now operated by family members. Schlomka is familiar to many in the wastewater industry, as he has attended more than 40 COLE Publishing trade shows, including 35 annual shows carrying the Pumper & Cleaner Expo and WWETT names.



Hank Schlomka won the Ralph Macchio Lifetime Achievement Award during a meeting of the National Association of Wastewater Technicians at the WWETT Show in February. Schlomka and his wife, Carol, are flanked by Ralph Macchio (left) and COLE Publishing co-founder Bob Kendall.

Macchio said of Schlomka, 75, who brought his wife, Carol, and extended family to the ceremony. "Hank represents that family tradition that seems to be so prevalent in our industry, passing the businesses from generation to generation."

"I feel close to him because he resembles my uncle who gave me my work ethic," Macchio said of Schlomka, 75, who brought his wife, Carol, and extended family to the ceremony. "Hank represents that family tradition that seems to be so prevalent in our industry, passing the businesses from generation to generation."

"It's a real honor to give this award to Hank," added Kendall. "He has been a very generous person for many years. We see this as the pinnacle – the greatest honor the industry has to offer. Hank's is truly a family operation and he carries on the tradition of providing quality service."

Schlomka's father, Carl "Henry" Schlomka, started the family business in 1939. Hank took over in 1968 and ran the Twin Cities-area business for many years before the younger generation took over.



## UPCOMING TRAINING & EVENTS

# NAWT

National Association of Wastewater Technicians

YOUR SOURCE  
FOR **REAL** LEARNING

## SAVE THE DATES!

### ARIZONA

#### NAWT Inspection Training- Casa Grande

August 17-18, 2015

Contact: Kitt Farrell Poe, Ph.D.

kittfp@email.arizona.edu

Tel: 520-626-9120

### COLORADO

#### NAWT Inspector Training

November 12 & 13 2015

Contact: Kim Seipp

Tel: 720.626.8989

cpow@cpow.net



# NAWT

National Association of Wastewater Technicians

YOUR SOURCE  
FOR **REAL** LEARNING

### TEXAS

#### NAWT Inspector Training

Arlington, Texas

September 11 & 12 2015

Contact: Brian Murphy

Tel: 817.861.9998

rets@retslc.com

— WATCH THE NAWT WEBSITE AND INDUSTRY PUBLICATIONS FOR UPDATES —

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



Henry Kneiszel

scholarship was to write a short story about a meeting between a homeowner and a septic professional. The conversation is related to why the homeowner's septic system is not working properly as indicated by a floating manhole riser.

This year's scholarship recipient is Henry Kneiszel. The title of his short story was "The Mystery of the Floating Manhole Riser." The name Kneiszel may be familiar to many of us. Henry is the son of Jim Kneiszel, who is the editor of *Pumper* magazine. Henry is an undergraduate currently attending the University of Minnesota, Morris, with an undecided major.

NAWT was proud to present both Pam Van Delden with the coveted 2015 NAWT Excellence in Service Award and Henry Kneiszel with the 2015 NAWT Hapchuck Memorial Scholarship. The ceremony was held at the State Association Breakfast during the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show Feb. 25.

#### NAWT Seventh Waste Treatment Symposium

We are excited to announce that NAWT and the National Onsite Wastewater Recycling Association (NOWRA) are collaborating to conduct NAWT's seventh Waste Treatment Symposium in conjunction with NOWRA's Annual Conference. The Symposium will be held in Virginia Beach, Virginia, Nov. 5-6. Please save the date! Additional details will be coming in the near future.

For more information on everything NAWT, visit our website, [www.nawt.org](http://www.nawt.org). ■



## IT REALLY WORKS!

# Septic Drainer

### A Drainfield Soil Restorative

Sodium is the **REAL** problem.

We drive the sodium **OUT** of the soil.

Here is what many septic operators  
all over the country have to say...



David Currier

Lake Norman Sewer & Septic, Denver NC

"Septic Drainer opened up many systems we couldn't open any other way."



Robert Smallwood

ABA Well & Septic Svcs, Ivor VA

"We use it on every drain field cleaning we do now. We're very happy with it."

Try these other great products from the makers of Septic Drainer



#### Septi-Marker

Safely marks the system's components and reminds your customers who to call



#### Grease Powder Gator-X

A water activated compound for real hard grease that needs to be liquified and pumped out

## [www.septicdrainer.com](http://www.septicdrainer.com)

RCS II, Inc. PO Box 4743 Queensbury, NY 12804

**(518) 812-0000**

## Clear Computing Software

- ✓ Paperless Operations for Office, Drivers, Sales, Customers
- ✓ Designed for the Waste Industry
- ✓ Mac/Apple/Chrome/Windows
- ✓ Mobile Real-Time Routes
- ✓ Instant Back-Office Reporting
- ✓ Voice, Text, GPS
- ✓ QR Code and Barcode Scans

Call Today! 888-332-5327

[www.clearcomputing.com](http://www.clearcomputing.com)



# Wee Engineer

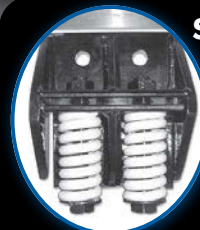
WITH IMAGINATION



## 2006 Freightliner M-2

210 HP Cat C-7, 6 speed Manual, Air Brakes, Painted White, 33,000 GVW, PS/AC, 161,500 miles, With a new 2500 gallon Carbon Steel Tank, and new MEC 8000, Battioni Vacuum Pump. **Price: \$47,900**

Call us for a quote



### SPRING MOUNTS

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

**Mounts with springs..\$82.<sup>00</sup>**  
**Springs alone .....\$11.<sup>00</sup> ea.**



### HEATED COLLARS

Preventing your valves from freezing will help your profits during the winter months.

1.5-2" ..... **\$110**    4" ..... **\$198**  
 3" ..... **\$165**    6" ..... **\$297**

Installation kit and 110 volt heater kit available

Join us on Facebook!



PO Box 39, Dayton, IN 47941

Toll-Free: **877.296.2555**

Phone: **765.296.2027**

Fax: **765.296.3027**

[www.wee-engineer.com](http://www.wee-engineer.com)

# FORGET BACKFLUSHING



Be Sure to Request a

**FREE**

Informational

**DVD!**

SAVE TIME AND MONEY!

**CRUST BUSTERS**

[www.crustbusters.com](http://www.crustbusters.com)

**888.878.2296**



# POWER BOOSTER

PATENTED TECHNOLOGY FOR PUMPING

**PUMP DEEPER  
PUMP FASTER**



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



**GET STRAIGHT ANSWERS TO ALL YOUR QUESTIONS AND WATCH THESE UNITS IN ACTION**

### WHY A POWER BOOSTER?

Decrease pumping time/Increase profits  
 Get the competitive edge – Be the company who gets the job done where others have failed  
 Conquer deep lifts and long hose runs  
 Reduce work load on equipment/Keep the pump cooler

### POWER BOOSTERS:

Have no moving parts  
 Require no gas or maintenance  
 Attach to the end of the hose, no heavy equipment to hold  
 Feature rugged lightweight construction, the 3 Inch unit only weighs 10 lbs.

**Now you will BUST IT UP/MIX IT UP and PUMP IT UP IN RECORD TIME**

**PL** pressurelift.com  
 PUMP DEEPER PUMP FASTER 972.355.0550

Proudly made in the USA



# PRODUCTS BUILT BY CANADIANS FOR CANADIANS



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

705-325-4200 | 800-465-9590 | [polyjohn.ca](http://polyjohn.ca)

 **POLYJOHN**<sup>®</sup>  
there when you need us

**POLYJOHN CANADA**  
[polyjohn.ca](http://polyjohn.ca)

**POLYJOHN USA**  
[polyjohn.com](http://polyjohn.com)

**POLYJOHN CENTRAL EUROPE**  
[polyjohn.eu](http://polyjohn.eu)

**POLYJOHN INTERNATIONAL**  
[polyjohn.co.uk](http://polyjohn.co.uk)

**POLYJOHN SOUTH AMERICA**  
[polyjohn.com.br](http://polyjohn.com.br)

**POLYJOHN MEXICO**  
[polyjohnmexico.com](http://polyjohnmexico.com)

# Portable Sanitation and Special Events

By Craig Mandli

## DECALS/MAGNETS/LIGHTING

### ALLIED GRAPHICS DECALS

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



### LUNARGLO LIGHT

A tempered glass solar array coupled with a lithium-ion battery powers the **Lunarglo Light**. It provides non-dimming light from sundown to sunup. Four LED lights provide 14 candlepower of white light at 1 foot. The unit is waterproof and has no moving parts to wear out or break. The lights add security and safety for nighttime restroom use. The extended length of the light mount allows for easy installation on restrooms with thicker roof designs. The roof dome provides added protection for the solar array. **574/294-2624; www.lunarglo.com.**

### ROEDA SIGNS AND SCREEN-TECH IMAGING DECALS

Screen-printed pressure-sensitive decals with vibrant UV inks from **Roeda Signs and ScreenTech Imaging** can help advertise portable restrooms. The company's 3.5 mL white outdoor vinyl with high-tack adhesive and 90-pound paper liner is back-slitted for easy application. Vinyl decals are durable to make a lasting impression. Custom mini-magnets are also available. The mini-magnets come in two shapes, a portable toilet and a pumper truck. Screen-printed with durable inks, they are ideal for putting on metal office desks, cabinets or home refrigerators. **800/829-3021; www.screentech.com.**



### SOLAR LED INNOVATIONS LED SAFETY VEST

The **LED Safety Vest** from **Solar LED Innovations** illuminates workers, making them visible in complete darkness. It is available in both international orange and green, and has 16 bright red LEDs along the reflective stripes. The lights can be turned on steady or flash fast or slow. Vests weigh only a few ounces with the battery pack. **484/639-4833; www.solargoose.com.**



## HOLDING TANKS

### HUSKY PORTABLE CONTAINMENT BLADDER TANK

Bladder tanks from **Husky Portable Containment** are available in 25- to 50,000-gallon capacities. They are manufactured to meet military or commercial specifications and are constructed from XRs, PVCs and urethanes (MIL spec), with PVC (NSF 61), aluminum, stainless steel and brass fittings from 3/4 to 6 inches. They include all stainless steel hardware, access panels, maneuvering straps near the corners and every 5 inches down the sides, flame arrestors, double T-style and mushroom vents, and field repair kits. Storage bags are included with optional ground covers and sun screens in various weights available. **800/260-9950; www.huskyportable.com.**



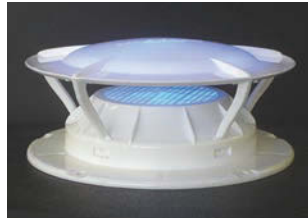
### KENTUCKY TANK PRO-PUMPER 250

The **Pro-Pumper 250** low-profile, plastic holding tank from **Kentucky Tank** is designed for above-ground waste storage. It has a capacity of 250 gallons and easily fits under office trailers. It has seven 3-inch threaded inlets and a 10-inch lid with stainless steel tether for easy plumbing and pumping. The holding tank has a molded-in handle for easy positioning and securing. It is FDA approved for potable water. It comes in 16 colors. **888/459-8265; www.kentuckytank.com.**



**360 PRODUCTS SIPHON**

The **360 Siphon** from **360 Products** can be used when a one-way airflow updraft is needed to eliminate high-pressure conditions in enclosed spaces, primarily waste-holding tanks. It channels wind movement to provide an oxygen-rich environment that promotes aerobic waste breakdown and exhausts odors and gases into the open air. It works in any wind condition, stationary or mobile, has no moving parts to wear out, requires no maintenance and operates at top effectiveness at any angle. It can be used as a holding tank odor-control vent in recreational vehicles, portable restroom trailers, and residential and commercial applications. It is available in open stack mount or flanged models. **503/559-8094; www.360productsinc.com.**



**CPACEX ULTRA POWRPAK**

The **Ultra PowrPak** series for portable restrooms and holding tanks from **CPACEX** is formulated with a fragrance and dye to offer continuous odor control

and fragrance for up to seven days in extreme temperatures and conditions, or for use at special events where overuse may occur. Effervescence ensures the packets dissolve quickly and disperse evenly throughout the holding tank. They are available in five sizes to fit specific applications and climates. The packs are biodegradable and contain nonstaining blue dye. **800/974-7383; www.pacex.com.**

**DEL VEL CHEM CO. ODOR INTERCEPTOR**

Biodegradable **Odor Interceptor** from **Del Vel Chem Co.** is used to neutralize and absorb odors from a variety of sources. It lasts 45 to 60 days depending on the degree of odor. The product shrinks as it absorbs, neutralizing odors and fumes. The heavier the odor, the faster it is used. It will shrink down to about 12 percent of its initial size before it should be replaced. Once odors are under control, it will shrink at a slower rate, extending its life. It is available in 1/2-, 4- and 35-pound containers. **800/699-9903; www.delvel.com.**



**GREEN WAY PRODUCTS TURBO BACPAX**

**Turbo BacPax** enzyme-producing bacteria-based portable restroom deodorizer from **Green Way Products by PolyPortables** comes in water soluble packets designed to immediately bubble into action, aggressively liquefying waste and neutralizing odor. The packets eliminate mess, inaccurate measuring or overuse, and are designed not to stick together when wet. It is available in three strengths to work in the hottest of summer days or a special event. Pouches are filled with a precise amount of dye, fragrance and deodorizer needed with no additional fillers. It is easy to inventory, safe to handle, 100 percent biodegradable and environmentally friendly. **800/241-7951; www.polyportables.com.**

**J & J CHEMICAL EVERPRO ELITE SERIES**

**EverPro Elite Series** portion control non-formaldehyde deodorizing tablets from **J & J Chemical Co.** are designed to provide long-lasting color and odor control in demanding conditions. The tablets are formulated with multiple odor-control components designed to engage when needed. Dropping one individually wrapped tablet into 5 gallons of freshwater creates instant effervescent deodorizing protection that is nonstaining, fast-dissolving and biodegradable. Tablets are available in a variety of fragrances and sizes. **800/345-3303; www.jjchem.com.**



**JOHNNY'S CHOICE BY CHEMCORP INDUSTRIES**

**Sensory Grand Disks** for portable restrooms from **Johnny's Choice by Chemcorp Industries** are designed to eliminate tank odors. They are simple to use and are available in many long-lasting fruity fragrances. **888/729-6478; www.johnnyschoice.com.**

**MASPORT PUMPER SCENT**

The **Pumper Scent** odor-control device from **Masport** is designed to use exhaust from the vacuum pump to eliminate odors. The vaporizer chamber is placed directly after the oil separator on the truck. Heat and airflow from the vacuum pump activate the scent that bonds with the air molecules to eliminate foul odors from grease traps, septic tanks and portable restrooms. Piping sizes for the vaporizer chamber are available from 1 1/2 to 4 inches to fit all rotary vane vacuum pumps. **800/228-4510; www.masportpump.com.**



**SAFE-T-FRESH QUICKSCENT PLUS**

**QuickScent Plus** deodorizer packets from **Safe-T-Fresh** are formulated with fragrance and biocides designed to provide continuous odor protection between service calls. Multiple biocides react to changes within the tank to fight odors caused by organic growth and temperature fluctuations. **877/764-7297; www.safetfresh.com.**



**SURCO PORTABLE SANITATION PRODUCTS FRESH LUBE**

**Fresh Lube** pump oil exhaust freshener from **Surco Products** is designed to counteract offensive exhaust odors generated by portable restroom and septic vacuum trucks. Its oil-based Metazene molecular odor neutralizer mixes into pump oil without damaging it. Add 4 ounces to each gallon of pump oil, and foul exhaust odors are replaced with a pleasing cherry-drop fragrance. **800/556-0111; www.surcopt.com.**



## ODOR CONTROL PRODUCTS/CHEMICALS/SANITIZERS

### WALEX PORTA-PAK MAX MINT

**Porta-Pak Max Mint** from **Walex Products** leaves a burst of fresh mint in portable restroom holding tanks. It has twice the fragrance, 50 percent more odor control and more blue color than regular Porta-Paks. It is a super-concentrated formula, conveniently packaged in easy-to-use preportioned packets that are dropped in the tank and dissolve quickly. **800/338-3155; www.walex.com.**



### DOUGLAS PRODUCTS INCA GOLD



**Inca Gold** toilet and holding tank deodorizer from **Douglas Products** eliminates unpleasant odor, leaving a clean, fresh scent. It is safe for discharge into the sewer system, biodegradable and environmentally friendly. It is available in non-paraformaldehyde, paraformaldehyde and winter antifreeze formulas. The powder concentrate is packaged in premeasured 1- and 2-ounce foil packets to reduce waste and provide cost control. Liquid concentrate is packaged in ready-to-use 2-ounce bottles. Bulk packaging is available in both powder and liquid formulations. Toilet deodorizers can be a resale opportunity for RV parks and campground owners, marina owners and RV dealers. **800/789-9969; www.incagoldonline.com.**

### BIO-SYSTEMS INTERNATIONAL SK7

**SK7** treatment powder from **Bio-Systems International** is available in a variety of packaging options, including a click box and outhouse, each providing 12 monthly applications for septic tanks or long-term portable restroom holding tank use. Drop one water-soluble pouch into a restroom holding tank monthly to provide a premeasured dose of beneficial bacteria. Packets are individually shrink-wrapped, ensuring the product stays clean until used. **800/232-2847; www.biobugs.com.**



### HAULER AGENT WHISKCARE 375

**Whiskcare 375** hand sanitizer from **Whisk Products**, distributed by **Hauler Agent**, is fragrance free, does not drip in the high heat of summer, contains no artificial color and meets European sanitizing requirements. It meets the needs of organic farmers with no special retrofitting of dispensers. **888/557-1460; www.hauleragent.com.**



## PADLOCKS

### LOCK AMERICA PADLOCKS

Brass economy padlocks from **Lock America** can be keyed alike in five colors to match the most common portable restrooms. Chrome-plated brass shackles and brass bodies make them long-lasting and virtually rustproof. They can prevent paper product theft, deter vandalism and enhance customer service by ensuring clean "checked out" units. **800/422-2866; www.laigroup.com.**



## PORTABLE RESTROOMS

### ARMAL SCENT BOX

The **Scent Box** from **Armal** incorporates one of five fragrance options - vanilla balm, rose sensations, apple blossom, pinewood trail or strawberry field - into the wall panels of the restroom during the manufacturing process, ensuring a pleasant scent inside. It has heavy-duty, spring-coil doors with a wind-resistant device to ensure closure when unlocked, and overlapping-wall assembly for greater safety. Options include a circulating kit with filter and freshwater flush that works in combination with the pump kit. **866/873-7796; www.armal.biz.**



### FIVE PEAKS GLACIER II

The **Glacier II** from **Five Peaks** has a smooth door and sidewalls designed for easy cleaning. It provides integrated vents, eliminating unnecessary screen maintenance. Deep molded-in grab handles are located in all four corners for ease of maneuverability. Manufactured from durable high-density polyethylene with UV stabilizers, it is designed to withstand tough environments. The twin sheet heavy-duty door and jamb with integrated hinge and return spring are designed to provide superior strength.

The 65-gallon tank has sloping lines to keep the tank top dry and clean. **866/293-1502; www.fivepeaks.net.**

### KROS INTERNATIONAL USA KROS URINAL

The **KROS** urinal from **Kros International USA** is designed for outdoor event sanitation as it is easy to clean, durable and 100 percent recyclable. It allows four men to urinate simultaneously with ample separation due to built-in dividing walls. **855/576-7872; www.krosinternationalusa.com.**



(continued)



**TRAILERS AND  
TRUCK BODIES  
INCORPORATED**

# Custom Manufacturer of Vacuum Trucks & Trailers



Aluminum 2 Compartment  
With Jetter System



Portable Restroom Trucks

Aluminum 6000 Gal.  
With Boom



**We Manufacture & Service What We Sell.**

ASME Certified

Building DOT 407/412 Equipment



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



## THOMPSON TANK

Building Quality Since 1950!

*Happy Easter*



Leading Technology

DOT Inspections  
and Certifications

DOT 407/412 &  
Non-Code Tank  
Trucks & Trailers

Complete Parts &  
Service Department

Thompson Vacuum  
Pressure Pumps:  
VC-454, VC-565

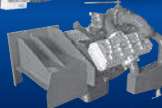
Rotary Vane Pumps  
Challenger  
Fruitland  
Wittig/GD

VC-454



Side  
Mounted  
VC-454

VC-565



**800-421-7545 • ThompsonTank.com**

## BioOne®

**Patented Biological  
Drain Line & Septic System  
Maintainer**

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

Assorted Sizes  
5 g, 2.5 g or 64 oz.

**Call 1.800.951.4246**  
www.ospreybiotechnics.com

**ONE/Biotechnology**

1833A 57th Street, Sarasota, FL 34243

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

## CASE STUDY

### PORTABLE URINALS SAVE SPACE AT CROWDED CONCERT

**Problem:** The annual Pinkpop concert in the Netherlands regularly draws more than 60,000 people over three days. Transporting portable restrooms to and from the event, disposing waste and cleaning services during and after the event is problematic. Concert organizers sought an efficient, space-saving solution.



**Solution:** Organizers rented hundreds of **Pluto3** urinals from **Atlas Portable Sanitation**. Beside providing a better ratio between the number of men's and women's facilities, the units are easier to service because they remain cleaner, and reduce waiting-line time. A service truck can transport four urinals with a total waste capacity of 400 gallons in the same area it takes to transport one portable restroom, reducing trips.

**Result:** Organizers were pleased with the performance of the units, and traffic flow overall to the restrooms. Pluto3 units have since been used at the one-day South West 4 concert in London, several ID & T festivals in Europe, and King's Day national holiday celebration in Amsterdam. [www.atlas-psi.nl](http://www.atlas-psi.nl).

### PORTABLE RESTROOMS

#### POLYPORTABLES VANTAGE

The **Vantage** portable restroom from **PolyPortables** has a large door opening and a headroom-accentuating Keystone roof. Double-walled construction provides for sturdy corners. It has a ridge-free smooth interior, making for quick cleanups either on construction or special event jobs. In the event of damage, its modular components may be easily replaced. More than 70 percent of its parts are interchangeable with the Integra model, making it convenient to integrate into an established inventory. It is available in an array of colors and may be upgraded with a wide variety of accessories, including a flushing tank and hand-wash stations. **800/241-7951; [www.polyportables.com](http://www.polyportables.com).**



#### PORTAJANE PORTABLE RESTROOM

The **PortaJane** portable restroom is designed specifically for women. Units include hands-free freshwater flush, a hover handle, hygienic hands-free sink, vanity mirror, coat and purse hooks, pink shelving and foaming hand sanitizer. Units do not come with urinals. Units are made out of recyclable plastic. **888/810-5535; [www.portajane.com](http://www.portajane.com).**

#### SATELLITE INDUSTRIES TUFWAY

The **Tufway** portable restroom from **Satellite Industries** is made of high density polyethylene to withstand constant handling and transport, with durable corner construction and a UV-resistant roof that will not yellow or become brittle. It comes with molded-in air vents, a one-piece, unbreakable urinal, 70-gallon waste tank and a standard door hook. The seat is angled away from the urinal, the domed floor doesn't puddle and the sumped tank quickly hides waste. **800/883-1123; [www.satelliteindustries.com](http://www.satelliteindustries.com).**



### PORTABLE RESTROOM MOVER

#### DEAL ASSOC. SUPER MONGO MOVER

The **Super Mongo Mover** hand truck from **Deal Assoc.** moves both standard and handicap/ADA restrooms. Its aluminum and steel frame is lightweight and strong, and is available with up to eight wheels for use on soft ground. The operator stands on the rear axle so body weight works to help tip the restroom, while the long handle provides leverage, making it easier to tip back-heavy restrooms with minimal strain. It can be carried on the back bumper of a vacuum truck or trailer, or strapped to a restroom for transport. **866/599-3325; [www.dealassoc.com](http://www.dealassoc.com).**



### HAND-WASH SINKS

#### MONSAM ENTERPRISES PSE-2003LAP

The **PSE-2003LAP** portable self-contained sink from **MONSAM Enterprises** provides cold and propane-heated hot water to three deep basins. It is also available in one-, two- and four-basin configurations. It allows customers to have hot and cold water without access to electricity. Water can be heated to 160 degrees F. It comes with freshwater and wastewater tanks, and is easy to move. **800/513-8562; [www.portablesink.com](http://www.portablesink.com).**



#### POLYJOHN BRAVO HEATED PORTABLE SINK



The **PolyJohn Bravo Heated Portable Sink** provides comfort and convenience for high-traffic events. The two-station unit is designed for easy transport and fits inside most portable restrooms. Built-in handles and an accommodating tie-down ring make placement and setup easy. Its 22-gallon freshwater and 24-gallon graywater capacity allow it to be used more than 350 times without a refill. It includes a hands-free foot pump and a heating feature for warm water. Two soap and paper towel dispensers are built in. A siphon port enables easy pumpout. Drain plugs and lockable fill caps are included. A 110-volt GFI electrical connection with a minimum 15 amp service is required. **800/292-1305; [www.polyjohn.com](http://www.polyjohn.com).**

(continued)



# Advantage Funding

Transportation Financing & Leasing Specialists

## Your One-Stop Source for Pumper/Cleaner Financing & Leasing



Advantage Funding is the largest Independent Commercial Transportation Lender in the U.S. We have the flexibility to provide solutions when banks and others can't. **Use us to your Advantage!**

- ◇ Flexible finance and lease terms to 84 months for both new and used equipment
- ◇ Programs available for both manufacturers and dealers
- ◇ Municipal financing and leasing programs available
- ◇ Custom lease programs – We'll structure a payment that's right for you!

**Call Us Now**

**888-242-7239**

➤ Waste | Pumper | Containment | Recycling | Vacuum | Front & Side Loaders <

### Steel Tanks | Aluminum Tanks

Polished Aluminum Skirting and Tool Boxes



• 2015 International Terastar, 1000 Waste, 300 Fresh ..... **\$75,000**

• 2015 Ford F-550, 900 Waste, 300 Fresh, Gas..... **\$61,000**

• 2015 International Terastar, 1100 Waste, 400 Fresh..... **\$79,000**

• 2015 Ford F-550, 950 Waste, 300 Fresh, Gas..... **\$64,000**

• 2015 Dodge 5500, 1000 Waste, 300 Fresh. **\$72,000**  
4x4..... **\$75,500**

• 2015 Dodge 5500, 900 Waste, 300 Fresh.. **\$75,000**  
4x4..... **\$78,500**

### Portable Restroom Trailers



**13" Tires  
23" High**

- 8 Restroom
- 10 Restroom
- 12 Restroom
- 14 Restroom
- 16 Restroom
- 20 Restroom

**Call about our new design to haul handicaps** Used trailers also for sale

SLIDE-IN UNITS & USED TRUCKS AVAILABLE / MASPORT, JUROP & CONDE VACUUM PUMPS

CHECK OUR PRICES

**LANE'S VACUUM TANK, INC.**

3133 VANZORA RD. • BENTON, KY 42025

**800.592.3308 • 270.527.9945**

RODNEY LANE'S CELL **270.832.3793**

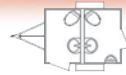
**We stand behind our trucks and trailers!**

## Comforts of Home Services, Inc.

### LUXURY TRAILER SALES

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

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



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



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



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



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

See our website for more layouts and options.

## HAND-WASH SINKS

### T.S.F. COMPANY TUFF-JON FREESTANDING SINK

The **Tuff-Jon 90-Gallon Freestanding Sink** with trash container from **T.S.F. Company** provides two wash stations; hands-free, foot-operated pumps; towel dispenser; and 10-cup-capacity soap dispenser. A sink-lifting bracket allows for easy positioning in high-rise applications. The sink-lifting bracket has a 1/4-inch wire cable, weighs 30 pounds, and is safety orange. The unit is constructed from easy-to-clean polyethylene, with 45-gallon waste and freshwater capacities, a towel dispenser, trash container, protective skid plate and freshwater drain plug. The unit weighs 85 pounds. **800/843-9286; www.tuff-jon.com.**



## RESTROOM TRAILERS

### AMS GLOBAL OMEGA

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



### AMERI-CAN ENGINEERING ADA-COMPLIANT TRAILER

**Ameri-Can Engineering** ADA-compliant restroom and shower trailers incorporate the most recent modifications to ADA regulations, with side-mount toilet access, as is now required by some local authorities. Lavatory placement, access areas, handrails, ramp access and door

positioning all comply with the latest requirements. All components are ADA-approved to ensure full compliance. **574/892-5151; www.american.com.**

### ART CO. EMBASSY 1203-W

The **Embassy 1203-W** restroom trailer from **ART Co. (A Restroom Trailer Company)** is designed for fast and easy setup with a streamlined appearance. The 12-by-8-foot, three-station unit has foldout steps and stabilizer scissor jacks. Units are available in several exterior and interior color combinations to match any existing fleet colors. They have a 460-gallon waste tank, 105-gallon freshwater tank (upgradable to 150 gallons), a steel unibody frame, integral trailer skirting, a 2 5/16-inch trailer hitch, heavy-duty tongue jack, maple cabinetry, Corian countertops, LED lighting, and ducted heat and air conditioning. Options include hands-free faucets, push-button flush toilets, AM/FM MP3 stereo, heat/winterization packages, and pipe-mount leveling jacks. **269/435-4278; www.arestroomtrailer.com.**



### COMFORTS OF HOME SERVICES ADA MODULE

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



### FOREST RIVER RAINIER

The **Rainier** restroom trailer from **Forest River** comes with three stalls and two sinks for women, and one stall, two urinals and two sinks for men. It has a public floor plan with solid-surface countertops, lockable



base cabinets, hot and cold water, fiberglass walls and ceiling, rubber floor, wall-mounted air conditioning and heat controls in the mechanical room, detachable aluminum platforms with steps and full-length railings on both sides, and 85-gallon freshwater and 430-gallon waste tanks. The waste tank is fitted with a 3-inch gate valve for easy pumping, and the unit is fitted with a city water hookup. Fully set up, it has a footprint of 20 by 19 feet, including walkways. **574/266-7520; www.forestriverinc.com.**

### NUCONCEPTS SOLAR TRAILER

Solar-powered, self-contained restroom trailers from **NuConcepts** are designed for the special-event market where space, capacity, electrical or water connections may be limited. Units have a 40-gallon freshwater tank, 65-gallon waste tank, incandescent lighting, enclosed stainless steel sink and flushing china toilet. Each restroom offers an average of 125 uses between servicing. Options include air conditioning, powered roof vents, water heaters, interior heat, power converters and winterization. **800/334-1065; www.nuconcepts.com.**



### RICH SPECIALTY TRAILERS RITZ PACKAGE II

The **Ritz Package II** two-station luxury restroom trailer from **Rich Specialty Trailers** includes curbside entrance doors. The interior finish has a light and lavish look with a washable wall, a faux marble and slate sand finish, with mop-friendly rubber baseboard and durable vinyl flooring.



It comes with non-breakable vessel sinks with high-rise gooseneck faucets, a brushed nickel Euro-lighting package with wall sconce lights, and a Tuscan-stained hardwood interior package. It has hand-formed, solid-surface and waterproof countertops, and LED lighting. Options include winter packages, fireplaces, stereos, TVs and onboard freshwater tanks. **260/593-2279; www.richrestrooms.com.**

(continued)



# "Bobtail with VOC in stock"

**Trailers & Bobtails In Stock!**



**Call for quotes**  
Tanks can be shipped

## Introducing The GVS Liquid Ring Unit



- DOT 412 Code Unit, Full Tilt/Full Open
- 3000 USG Capacity Debris Body (We can custom build to your size specs.)
- 200 USG Water Tank with Sight Glass, Heat Exchanger, 2" Fill Port, 2" Bottom Drain
- CVS 4000 Liquid Ring Pump, 2393 CFM, 27" Hg, 14.5 PSI for Pressure Off Loading, Hydraulically Driven (The CVS 3100 Model is Also Available)
- 30" Diameter Cyclone Separator with Bottom Cleanout



Manufacturer Of ASME DOT 407/412 Tanks & Trailers

**Global Vacuum Systems, Inc.**

15431 State Hwy 6 • Navasota, TX 77868

Toll Free: 800-843-0866 • Phone: 936-825-2000

Email: [info@globalvacuumsystems.com](mailto:info@globalvacuumsystems.com)

Web: [www.globalvacuumsystems.com](http://www.globalvacuumsystems.com)



## ADVANCED WATER LEAK DETECTOR



The LD-18 Digital Water Leak Detector uses patented technology to significantly reduce ambient noises from dogs barking, footsteps, people talking, etc. The digital amplifier samples the sounds every few tenths of a second, rejecting intermittent sounds instantly.

See the LD-18 at [www.subsurfaceleak.com](http://www.subsurfaceleak.com).

 **SubSurface Locators™**

(408) 249-4673

[www.subsurfaceleak.com](http://www.subsurfaceleak.com)



**DON'T HAVE A FIT WHEN YOU HAVE TO.... SIT!**

### PORTA-TREAT

- Treats and Deodorizes
- Liquid, Powder, or Water-Soluble Pouches
- Biodegradable, Non Toxic
- Natural Cultures of Bacteria
- Free of Chemicals



21 040 rue Daoust  
Ste-Anne-de-Bellevue, Quebec  
H9X 4C  
Phone: 514 457.2914  
Fax: 514 457.3589  
Email: [info@bionetix.ca](mailto:info@bionetix.ca)  
[www.bionetix-international.com](http://www.bionetix-international.com)

**Bionetix**  
INTERNATIONAL  
A Subsidiary of Corcon Corporation

## RESTROOM TRAILERS

### SATELLITE SUITES SPA SERIES

**Spa Series** restroom trailers from **Satellite Suites** come in two-, four-, eight- and 10-station designs. The 10-station, 25-foot trailer has five spacious stalls for women, two private stalls and three urinals for men, and twin-basin vanities to create a safe, comfortable environment for users. The use of non-wood materials, along with the Gel Coat exterior and Over Armor roof, creates a seamless, watertight design that is strong and moisture proof. The trailer weighs less than 10,000 pounds, an advantage for towing and meeting weight restrictions. They come with polypropylene waste tanks, sidewinder leveling jacks, easy-to-retract stairs and heavy-duty, adjustable couplers. **574/350-2152; www.satelliterestroomtrailers.com.**



## SERVICE VEHICLES/VACUUM TANKS

### AMTHOR INTERNATIONAL FLAT VAC

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



### CRESCENT TANK MFG. FLAT VACUUM TANK

The **Flat Vacuum Tank** from **Crescent Tank Mfg.** meets multiple equipment needs with one truck. A tank can be installed as the flatbed to carry restrooms, and allow the vehicle to tow trailers. Tanks hold up to 350 gallons

of freshwater and up to 1,000 gallons of waste, carry anything on the bed, and can be custom designed with multiple storage options for products needed at events. All tank trucks have a low profile and inconspicuous design for attractive special event use. Several sizes are available, with the largest able to carry eight restrooms on the deck and two on the liftgate. **585/657-4104; www.crescent-tank.com.**

### FLOWMARK DELUXE MODEL PRT

The 2,000-gallon **Deluxe Model PRT** service truck from **Flowmark** includes a 156 cfm, PTO-driven vacuum pump with vacuum/pressure modes; primary, secondary and final filter; dual inlets with 30 feet of 2-inch tiger tail vacuum hoses with valve and wand assembly; a 4-inch discharge with 4-inch full port valve, camlock adapter and tethered dust cap. The cast iron DC10 pump has a stainless steel impeller and Leeson motor. Its Hannay spring rewind reel has 50 feet of garden hose. The external remote panel has watertight switches for PTO engagement, work lights and the water pump. It has four LED work lights, dual 2-inch bucket fills with 2-inch quick-opening valves and a two-unit fold-down toilet hauler. **855/805-7182; www.flowmark.com.**



### FMI TRUCK SALES & SERVICE WORKMATE

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

### KEEVAC INDUSTRIES FREEZE FIGHTER

The **Freeze Fighter** portable restroom service vehicle from **KeeVac Industries** has an arctic package that includes a 950-gallon two-compartment steel tank with 650 gallons for wastewater and 300 gallons for freshwater, two single-door cabinets, a heated dump valve, heated bucket fill, and 12-volt water pump with Hannay hose reel in a heated cabinet. The hydraulically driven Conde SDS 6 provides 115 cfm, with 30 feet of tiger tail hose, valve and wand. The unit has an aluminum two-unit restroom carrier, and work lights with safety lighting are available. It can be mounted on a variety of chassis, including 4 x 4 and 4 x 2 Dodge, Ford, International and Isuzu models. **866/789-9440; www.keevac.com.**



(continued)



Discounted Portable Restroom & Septic Pumper Supplies

Liquid Waste Industries Has Low Prices on  
**EVERYTHING YOU NEED!**



6 Hauler  
\$2700.00(12ft)

8 Hauler  
\$3300.00(16ft)

10 Hauler  
\$3850.00(20ft)

12 Hauler  
\$4300.00(24ft)

14 Hauler  
\$4600.00(28ft)

16 Hauler  
\$5400.00(32ft)

18 Hauler  
\$6200.00(36ft)

20 Hauler  
\$6800.00(40ft)



**Portable Restroom Delivery Trailers!**

Lowest prices available starting at \$2700. Trailers with sides or no sides available.

**877-445-5511**

Visit Us Online  
[www.lwiinc.com](http://www.lwiinc.com)

**TANKHEADS**



**CALL  
US FOR A  
QUOTE**

EICA Tankheads Inc. custom manufactures Standard, A.S.M.E. Code and Oval Elliptical Transport Heads in a wide variety of types and configurations. We offer sizes up to 168" and 3/4" thick in carbon steel, stainless steel, aluminum and various other alloys.



EICA Tankheads Inc.  
1700 E. Hicks Field Rd.  
Fort Worth, TX 76179  
817.847.0917 – Phone  
817.847.4853 – Fax  
[www.eicatankheads.com](http://www.eicatankheads.com)  
[dkerstine@eicatankheads.com](mailto:dkerstine@eicatankheads.com)



**For all occasions**

Whether it be work, sports, fun or events, when nature calls, Armal responds.



**Armal**  
Strong. Experienced. Worldwide.

Armal INC  
122 Hudson Industrial Drive  
Griffin, GA 30224 USA

Phone: +1 770 491 6410  
Toll free: 866 873 7796  
[www.armal.biz](http://www.armal.biz)

## SERVICE VEHICLES/VACUUM TANKS

### KEITH HUBER CORPORATION PRINCESS II



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



### PAC-MAC VP SERIES

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

### SATELLITE TRUCK EXPRESS MD950

The **MD950** service truck from **Satellite Truck Express** comes with stainless steel sidewalls, floors and cabinets, enhancing the appearance and extending vehicle life by reducing rust and degradation caused by salt and other corrosive materials. It includes lowered cabinets for greater driver visibility; a wide, longer hose tray; and a reinforced lift with large surface area to support restrooms. The tank has a coated freshwater compartment, round sight glasses and easily accessible manway. **800/328-3332; www.satelliteindustries.com.**



### MID-STATE TANK CO. RESTROOM SERVICE TANK

**Mid-State Tank/Arthur Custom Tank** manufactures aluminum and stainless steel tanks for rest-

room service and septic trucks, with a 1,200-gallon, two-compartment stainless steel tank as a popular choice. Standard sizes range from 1,000 to 2,200 gallons. **800/722-8384; www.midstatetank.com.**

## SHOWER TRAILERS

### BLACK TIE PRODUCTS DECONTAMINATION SHOWER TRAILER



**Decontamination Shower Trailers** from **Black Tie Products** are designed for use on hazardous material job sites. Equipped with two or four shower stalls, a clean room and dirty room, these trailers are compliant with mandated safety equipment, including HEPA eye/hand-wash equipment, negative air filtration system in the dirty room, and a contaminated laundry compartment isolated from the clean area. All contaminated waste is filtered through a water filtration system before entering the waste tank. **877/253-3533; www.restroomtrailersonline.com.**



### JAG MOBILE SOLUTIONS STOP DROP & GO SHOWER

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

## SLIDE-INS

### CUSITEC CUSTOM TANKS AND TRAILERS 530 GL

The **530 GL** slide-in unit from **CUSITEC Custom Tanks and Trailers** has two-compartment tanks with 353-gallon wastewater and 177-gallon freshwater capacities. They come with a 35 cfm vacuum pump, a 5.5 hp engine, vacuum and pressure relief valves, and a Shurflo 1.8 gpm washdown pump for maintaining the cleanliness of restrooms. The unit is easy to install and remove for convenient service in the event a truck breaks down. It can be installed in a pickup truck. **915/239-8919; www.sanitariosyquimicos.com.**



### IMPERIAL INDUSTRIES SELF-CONTAINED SLIDE-IN

The **Self-Contained Slide-In Unit** from **Imperial Industries** has an integrated horizontal water tube for equalized weight distribution between water and wastewater. Optional freshwater compartments or waste-only units are available, with a choice of Conde or Masport vacuum pump packages, with Honda gas or Yanmar diesel engines. They are available in stock sizes of 300-, 450-, 550- and 650-gallon capacities, and in steel, aluminum or stainless steel. **800/558-2945; www.imperialind.com.**

(continued)



P.O. Box 8136, Cranston, RI 02920  
 jerry@tankservicesinc.com  
 Cell: 401-688-0043  
 Web site: [www.tankservicesinc.com](http://www.tankservicesinc.com)

Amanda Hensarling  
 Baytown, TX  
 amanda@tankservicesinc.com



**7000-9000 Trailers In Stock**

**8000 & 9000 Gallon Aluminum Tri-Axle Trailers.**  
 Air ride suspension (tri-axle), pump platform, bright finish, LED lights, Betts valves,  
**IN STOCK**



**Peterbilt**  
 4500 gallon stainless, hoist tank



**(2) 5,000 gallon aluminum tanks IN STOCK**  
 ready to mount out chassis or ours.



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



**2016 Peterbilt 337**  
 300HP, Allison auto, NVE 607 Pak, 2800 gal. alum tank. **IN STOCK**



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



**1989 Mack DM**  
 20/44, 300 HP, 8 spd, Higon blower, Presvac 3200 gal steel tank with dump, 300 gal wash tank and reel



**International**  
 950 gallon stainless, carrier rack

SHINE ON Products From

CHEM-TECH INDUSTRIES

NEW ENGLAND DISTRIBUTOR

INDUSTRIAL PULL/OUT STATION

**NVE Pumps For Sale**

NVE 866 and 4307 Packages Available

Robinson

**Need Equipment? Contact Us We Can Get It. 866.720.4999**



# DEWATERING

Dewatering Unit • Polymer Injection System  
 Sludge Pump • Hoses • Working Platform • Hydraulic Trailer

*We do one thing to perfection —  
 Dewater Liquid Waste!*

- » Pass the paint filter test in 24 hours
- » No waiting, Equipment is in stock
- » Visitors welcome at our dewatering facilities

**Don't settle for less ... demand the best - ADS**

**AQUA-Zyme Disposal Systems**

Call us at (979) 245-5656  
 zymme@aqua-zyme.com  
 www.aqua-zyme.com

FINANCING AVAILABLE

# EASILY MOVE RESTROOMS

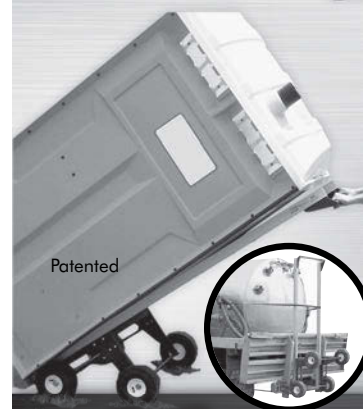
## HITCH HAULER™

Carry A Restroom & Super Mongo Mover On Your Pickup or Sport Utility



## SUPER MONGO MOVER®

- Move ADA Restrooms
- Aluminum Frame
- Available with 2, 4, 6 or 8 wheels
- Easily Rides on Your Truck
- Ships UPS



**DA**  
 Deal Assoc. Inc.

Toll Free: **866.599.3325**  
[www.DealAssoc.com](http://www.DealAssoc.com)

## SLIDE-INS

### LELY MANUFACTURING SLIDE-IN

The standard slide-in unit from **Lely Manufacturing** has a Conde Super 6 vacuum/pressure pump, with an electric-start Honda 5 hp engine. Its freshwater compartment is designed for equal weight distribution. Options include Juro or Masport pumps, and steel or aluminum construction. It has a 3-inch discharge with a valve and camlock fitting, a 12-volt water pump with 50 feet of hose and a nozzle, and 30 feet of 2-inch Kanaflex hose with a valve and wand. Units are available in multiple sizes, and can be primed and painted to specification. **800/334-2763; www.lelyus.com.**



### PIK RITE SLIDE-IN

Slide-in service units from **Pik Rite** are available in 300- and 450-gallon sizes, with custom sizing available. Units are available in steel, stainless steel and aluminum, with optional freshwater or a non-freshwater compartment.

The freshwater compartment includes a 12-volt washdown pump, while the non-freshwater compartment is designed with dome heads for added strength. The tank-within-a-tank design provides even weight distribution for improved safety. Various vacuum pump and engine options are available. Units have all-steel components, a 3-inch discharge with poly-ball valve, 30 feet of 2-inch hose with poly-ball valve and PVC nozzle, and a five-step paint process. **800/326-9763; www.pikrite.com.**

### SLIDE-IN WAREHOUSE 950 FD

The **950 FD** slide-in service unit from **Slide-In Warehouse** provides an economical way to service a full route of portable restrooms or special events. The unit is legally below the new tanker endorsements, and comes with a full flanged and dished vacuum tank with 20-inch manway, and 650-gallon waste and 300-gallon freshwater compartments. It has a 115 cfm vacuum pump powered by a 9 hp electric-start Honda engine. The 12-volt electric washdown pump comes with 30 feet of tiger tail hose and a wand. The side engine location allows it to fit on a 10-foot flatbed. Dual service and dual bucket fills are available. **888/445-4892; www.slideinwarehouse.com.**



### VACUTRUX LIMITED PICKUPTANX

The **PickupTanx** self-contained sanitation unit from **Vacutrux Limited** is designed for quick, problem-free pumpouts of portable restrooms and other small liquid-waste pumping jobs.

The vacuum tank and components are hot-dip galvanized for corrosion protection and finished with textured primer and a polyurethane topcoat. Units are available as single or multi-compartment tanks with standard in-stock sizes of 300, 450, 660 and 840 gallons for chassis sizes from 3/4-ton pickup to heavy-duty trucks. They have Wallenstein vacuum pumps with gas or diesel engine drive from 5.5 to 40 hp. All accessories and hoses are included. **800/305-4305; www.vacutrux.com.**

## TRANSPORT TRAILERS

### JOHNNY MOVER TRAILER SALES TRAILER

The portable restroom transportation trailer from **Johnny Mover Trailer Sales** has a skid locking system that secures multiple units using an iron bar locked into place with a chain binding system. Models are available to handle from six to 20 restrooms, and all feature front deflectors to protect units from road spray and debris, brakes, paint options, lighting and leaf-spring suspension, with optional powder coating and chrome wheels. **800/498-3000; www.cesspoolcleaners.com/johnny.html.**



### LIQUID WASTE INDUSTRIES TRAILER

Restroom delivery trailers from **Liquid Waste Industries** are made from heavy-duty steel and have double torsion axles, electric brakes and flush-mounted lights. Available with or without 4-foot

side rails, trailers have built-in winch straps on all corners and a T-beam down the middle to secure one side of the skid. Hooks are evenly spaced along the sides to weave through and over skids on trailers without sides. Trailers are 24 inches high for easy loading and unloading. Custom upgrades include gates, leaf spring axles, fold-down ramps, LED lights and choice of hitches. **877/445-5511; www.lwiinc.com.**

### MCKEE TECHNOLOGIES – EXPLORER TRAILERS TRANSPORTER

**Explorer Transporters** from **McKee Technologies – Explorer Trailers** have easy-to-adjust carrier slats that box in virtually any size restroom skid, so multiple-sized skids can be configured securely in the same load. Models range in size from 8 to 48 feet, accommodating up to 24 units. All include fully independent suspension axles designed to eliminate side-to-side shock transfer. They are available with front wind deflectors to protect units from road spray, stones and wind loading. Complete hot-dip galvanizing is available for corrosion protection. **866/457-5425; www.explorertrailers.com.**



### TOW-LET MANUFACTURING LOW-RYDER

The **Low-Ryder** single-restroom trailer carrier from **Tow-Let Manufacturing** has a unibody design utilizing a 2,000-pound torsion-spring axle, steel fenders and dual handrails with built-in stabilizers. The removable tongue serves as a theft deterrent.

The unit comes in either a painted or galvanized finish, and with or without lights. An optional upgrade to an aluminum tread plate and aluminum mag wheels is available. **712/623-4007; www.tow-let.com. ■**

# Tank World Corp

**Jerry Kirkpatrick**

**Think Tanks**

- New Trucks
- Refurbish Old Trucks
- Dewatering Boxes
- Vacuum Trucks
- Parts for pumps
- Rebuild Kits in Stock
- Rebuild pumps
- Custom Jon Carriers
- Standard Jon Carriers



**Website  
Coming Soon**

Jerry's cell 623-680-2037  
 jkstanks1@gmail.com  
 Office 623-536-1199  
 tankworld01@gmail.com

12007 W. Peoria Ave  
 El Mirage, Az 85374



## 12 VOLT DC HIGH HEAD WASHDOWN PUMP

1 HP Washdown Duty Motor for Severe Operating Conditions

Investment Cast 316 Stainless Steel, Cast Iron or Cast Bronze Construction with High Efficiency Stainless Steel Impeller on all Models

Discharge Port Rotates in 90° Increments

Four Front Drain Plugs

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

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

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

Call us toll free at 888-268-7867 or visit our website [www.amtpump.com](http://www.amtpump.com)

# Extra! Extra! Want More Stories?

Get extra news,  
 extra information,  
 extra features with

## Online Exclusives

Exclusive online content  
 for Pumper

[www.Pumper.com/online\\_exclusives](http://www.Pumper.com/online_exclusives)

# NUCONCEPTS

MANUFACTURER OF QUALITY PORTABLE RESTROOMS AND SINKS



## Dual VIP Restroom Trailer

### Ideal for:

- Weddings / Parties
- Sporting Events
- Food Festivals
- Community Events
- Restroom Remodeling
- Movie Production

### Features:

- Solar Powered
- Self-contained
- Flushing, china toilet
- Enclosed sink
- Power Converter (option)
- Air-conditioning (option)
- Interior Heater (option)
- Sink Water Heater (option)



1737 S. VINEYARD AVENUE • ONTARIO, CA 91761  
 PHONE 909-930-6244 • TOLL FREE 800-334-1065 • FAX 909-930-6237  
[www.NUCONCEPTS.COM](http://www.NUCONCEPTS.COM)

## Marathon Data CEO finalist for Executive of the Year

Chris Sullins, chief executive officer for Marathon Data Systems, was named a finalist in the Executive of the Year category for the 2014 NJBIZ Business of the Year program. The Business of the Year Awards recognize New Jersey businesses and business leaders who share a commitment to professional excellence, business growth and their community.

## Flowserve pumps meet European regulations

Flowserve Corp. updated its MEN/ME line of end suction water pumps to meet new ecodesign regulations set by the European Commission. The regulations require rotodynamic water pumps designed for pumping clean water with a power rating up to 201 hp and within a range of suction-specific speeds (Ns) complying with limitations on pressure, power, speed and size to be CE marked and sold in Europe.

## Legacy Equipment names general manager

Legacy Equipment Co. hired John Webster as general manager. Legacy rents hydroexcavators, industrial vacuum trucks, sewer cleaning trucks and other specialized equipment.

## Fruitland names president, COO

Fruitland Manufacturing named Chris White president and chief operating officer. He will oversee the company's production facilities, including the new 33,000-square-foot warehouse and powder-coat facility, and focus on research and international business development.

## Hi-Vac launches industrial division website

Hi-Vac Corp. launched new websites for its Hi-Vac (hi-vac.com) and UltraVac (ultravac.com) brands. Product sections are divided between stationary and portable units and include specifications, literature, photos and videos. An aftermarket services portal provides quotes for repairs and/or rebuilds.



## Wieser completes plant expansion

Wieser Form Fabrication completed an 11,000-square-foot expansion of its facility in Menomonie, Wisconsin. The project included a new breakroom, offices, updated restrooms and the addition of two 10-ton cranes and CNC plasma table. Wieser Brothers of La Crescent, Minnesota, was the general contractor in conjunction with Wieser Concrete Products. ■

# L.T. & E. Inc.

**2011 F-750 with 2 comp.  
Stainless Steel Tank with  
800 gal. waste/400 gal.  
freshwater and  
Masport HXL4 pump.**



**Valve Heaters  
Available**





**2,500 Aluminum  
1 Compartment Tank  
4" Inlet/6" Discharge  
NVE 607 Max Pak  
2013 International  
4300 Chassis  
Maxx Force DT Diesel  
Auto Transmission**

**Vacuum Septic Units • Portable Toilet Units  
Industrial Vacuum Units**

Toll-Free: 1-888-848-3727

web: www.ltetanks.net • email: ltetanks@yahoo.com • fax: 217-268-4705  
PO Box 106, 106 N. US Hwy 45, Arcola, IL 61910

## Flexible and Affordable Financing Options



### Financing for New and Used Equipment

Trucks • Tanks • Trailers • Toilets • Cameras • Jetters  
Computer Hardware & Software



**Liberty  
Financial**  
GROUP, INC.

7 Church Road, Hatfield, PA 19440  
Phone: 800.422.1844  
Fax: 888.883.9380  
Visit our website: www.libertyfg.com

Call Michael DeGroat (ext 12)

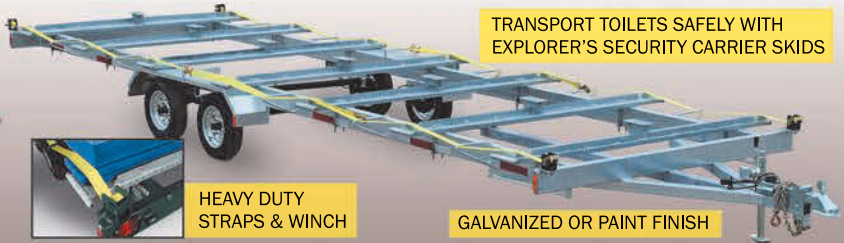
Commercial Equipment Financing Call 800-422-1844



# EXPLORER

PORTABLE TOILET TRANSPORTERS

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



TRANSPORT TOILETS SAFELY WITH EXPLORER'S SECURITY CARRIER SKIDS

HEAVY DUTY STRAPS & WINCH

GALVANIZED OR PAINT FINISH

**MANUFACTURED BY:**

McKee Technologies  
Elmira, ON (519) 669-5720

Ted Hoover  
Crossfield, AB  
(866) 587-7262

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

Satellite Industries  
Minneapolis, MN  
(800) 328-3332

Columbia Sanitary  
Golden, CO  
(303) 526-5370

Tom Woyt  
Jacksonville, TX  
(903) 586-6493

Plumas Sanitation  
Portola, CA  
(530) 832-0370

[explorertrailers.com](http://explorertrailers.com)

Explore the Finest in Sanitation!

1-866-457-5425



**Vacuum Sales Inc.**

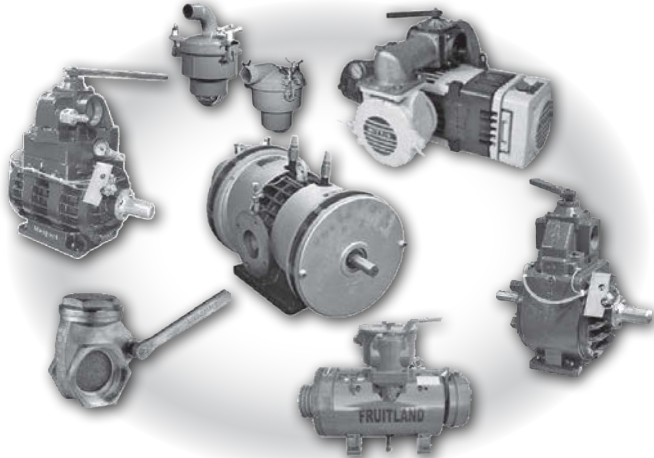
51 Stone Road, Lindenwold, NJ 08021

**Order Discounted Pumps Online**

24 hours a day 7 days a week

[www.vacuumsalesinc.com](http://www.vacuumsalesinc.com)

parts@vacuumsalesinc.com



800-547-7790 • fax: 856-627-3044



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



306 Runville Rd, Bellefonte, PA 16823

844-393-1871

[info@robinsontanks.com](mailto:info@robinsontanks.com)

[www.robinsontanks.com](http://www.robinsontanks.com)

Pumper  
Pumper  
Pumper  
Pumper

*Socially  
Accepted*



[facebook.com/PumperMag](http://facebook.com/PumperMag)

[twitter.com/PumperMag](http://twitter.com/PumperMag)

[plus.google.com](https://plus.google.com)

[youtube.com/PumperMagazine](http://youtube.com/PumperMagazine)

[linkedin.com/company/pumper-magazine](http://linkedin.com/company/pumper-magazine)



## HYDROEXCAVATOR CAN BE PRE-MOUNTED OR ATTACHED TO CHASSIS OF CHOICE

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

The **HX-4000** hydroexcavator from LMT Inc., in partnership with Smart-Dig of New Zealand, is designed on a rigid sub-frame that can be mounted to a variety of truck chassis.

"The customer gets to choose the chassis they want. We don't lock them into a particular make or model," says Mike Fenneman, owner of LMT Inc. "If they have a brand preference or local truck dealer, they can select something – new or used – that they are comfortable with."

A complete unit is available on a Freightliner M2 106 day cab with 300 hp Cummins engine and Allison 3000 RDS automatic transmission or similar 33,000 GVW truck.

Introduced to the North American market at the 2015 WWETT Show in Indianapolis, the hydroexcavator has an auxiliary 83 hp Kubota diesel engine, 1,500 cfm Tutthill 6015 blower with exhaust silencer, 3,000 psi (7 gpm) Udor waterblaster with retractable reel, 50 feet of 3/8-inch hose and 4.7-cubic-meter (6-cubic-yard) debris tank with side-mounted level indicator.

Other features include four side-mounted, rotary-molded water tanks totaling 396 gallons (1.5 cubic meters). The water filter includes an inline, 80-gauge stainless steel strainer with 1-by-50 micron 10-inch pleated cartridge filter.

The 2,200 cfm full-flow filtration system is housed in a .98-cubic-yard (.75-cubic-meter) pressure-drop unit and has four washable, PTFE-coated, pleated vacuum discharge filters.

Assembled in the U.S. by LMT using New Zealand components, the HX-4000 is one of three models (HX-3000 and HX-5000) offered by Smart-Dig, but the only one currently available in North America.

"It will be the fourth quarter of 2015 or early 2016 that we'll have the other models available here," Fenneman says.

The wireless, remote-control telescoping boom rotates 270 degrees horizontally and 25 degrees vertically. It extends to a working range of 31 feet with two floodlights on the end of the boom.

The hydraulic rear door with sight glass lifts 90 degrees, while auto-hydraulic locking, adjustable plates ensure an optimal seal. The 5-inch rubber main dig hose has an over-center clamp-lock fitting. A 30-foot, 4-inch suction hose provides extended digging access.

Safety features include an automatic vacuum release and an internal stainless steel float ball with seal that shuts off the vacuum when the tank is full, preventing debris or liquid from entering the filtration system.

Roller doors on both sides of the unit provide access to the engine, blower, filter unit, silencer and storage area. Accessories include a digging wand and head.

Options include a 400,000 Btu AquaBlast, fuel-oil-fired water heater for cold-weather operation or breaking up hard soil. **800/545-1074; www.vaxteel.com.**



## BENLEE ROLL-OFF TRAILER WARNING

The 12- by 12-inch "Look Up" warning plaque from Benlee mounts behind roll-off trailer controls and is designed to remind operators of overhead dangers, including power lines. Other safety features

include upward/rearward facing work lights on all tarp systems and hoist-up alarm. **734/722-8100; www.benlee.com.**

## WATER CANNON HONDA ENGINE PARTS

Honda GX engine parts distributed by Water Cannon include replacement recoils (available in black and red), mufflers, carburetors and gasket kits.

**800/333-9274; www.watercannon.com.**



## HANNAY HEAVY-DUTY 6000 SERIES HOSE REELS

Heavy-duty 6000 Series hose reels from Hannay Reels are designed for spray, waterblasting and sewer cleaning applications. Manual reels include crank rewind with pinion brake. Power reels feature gear-driven crank rewind or chain-and-sprocket drive. Bronze or aluminum swivel joint and stainless steel hub assembly and riser are available. **877/467-3357; www.hannay.com.**

## MUNCIE DIRECTIONAL CONTROL VALVE

The V250 directional control valve from Muncie Power Products has high-grade iron castings and hard chrome and nickel-plated spools to withstand extreme applications and resist wear.

**800/367-7867; www.munciepower.com.**



## SNAP-ON HEAVY-DUTY DIAGNOSTIC SYSTEM

The Pro-Link heavy-duty diagnostic system from Snap-On Industrial Brands is designed for light diesels to Class 8 commercial trucks. Features include the ability to read and clear fault codes, access trip data to monitor vehicle and driver performance, create health reports and view live data to verify performance. The diagnostic system has an 8.5-inch glass color touch screen that automatically adjusts brightness for indoor and outdoor use, 8-foot cable, solid state drive to store data and software updates, carrying case, battery pack and 120-volt AC power adapter. **800/446-7404; www.snaponindustrialbrands.com. ■**

# Septic-Scrub™

## The Demonstrated Drainfield Restoration/Maintenance Solution

Backed By Science ■ Proven with Experience ■ Many Satisfied Homeowners

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

Learn more about Septic-Scrub at [www.arcan.com](http://www.arcan.com).

**arcan**

P.O. Box 31057  
Clarksville, TN 37040

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

# ERICKSON

## TANK & PUMP



Thank You  
Tryways, East  
Wenatchee, WA

Thank You  
Think Tank Sanitation,  
Mattawa, WA



*"Tanks" for your business!*



**509.785.2955**

[WWW.ERICKSONTANK.COM](http://WWW.ERICKSONTANK.COM)

SEE OUR LIST OF EQUIPMENT ON WEBSITE

WA dealer #1812



# AFTER HOURS

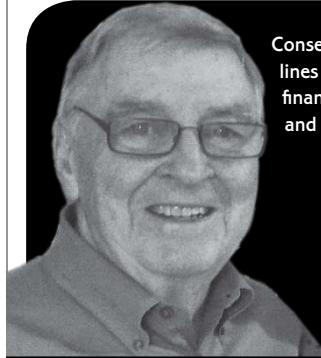
What do you do when you're not holding the working end of a vacuum hose?

Our *After Hours* feature explores the personal stories behind the pumper, talking about what you do in your leisure time, your personal interests and hobbies, your charitable pursuits or community involvement.

*Pumper* welcomes story ideas. If you take part in something interesting outside of work, or if you know someone in the pumping business who does.

Send us a note to [editor@pumper.com](mailto:editor@pumper.com).  
*We look forward to hearing from you!*

# We Have Money To Loan



JIM THOMAS

**GIVE ME A CALL!**

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

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

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

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

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

Toll-Free 877-333-4539 • [JimThomas@KeyCommercial.com](mailto:JimThomas@KeyCommercial.com)



**KEY COMMERCIAL CORP.**

Commercial Equipment Financing

[www.keycommercial.com](http://www.keycommercial.com)

**Water Jets for rent**



- Units from 4,000 to 40,000 psi, including convertibles
- 60-1,000 hp, diesel or electric
- Rent, buy or lease
- 6 convenient branches: MI, IN, NJ, LA, TX, CA

**NLB Corp.** 1-800-441-5059  
www.nlbcorp.com

**Potty Fresh Xtreme**



**Best Water Soluble Packets**

**SURCO BRAND**  
www.surcopt.com  
1-800-556-0111

wwelt Thank You

Join A National Brand: [www.RooterMan.com](http://www.RooterMan.com)



**ROOTER-MAN**

"To The Rescue"

NO ROYALTY ON PERCENTAGE OF SALES  
Franchise Package \$3,975

RESERVE YOUR EXCLUSIVE TERRITORY • Call 1-800-700-8062

wwelt THANK YOU




Power Level: **100%**

**SURCO**  
PORTABLE TOILET DEODORANTS

290 Alpha Drive - Pittsburgh, PA 15238  
Call us Today! (800)-556-0111 • 412-252-7000  
www.surcopt.com ©SP 2014

**Waterblaster Rentals & Sales**

Houston, Texas



**Boatman Industries**  
1K to 50K psi  
60 hp to 1000 hp  
Waterblasters & Accessories  
Used Equipment Sales  
**713-641-6006**  
www.boatmanind.com

R. Nesbit Portable Toilets introduces:

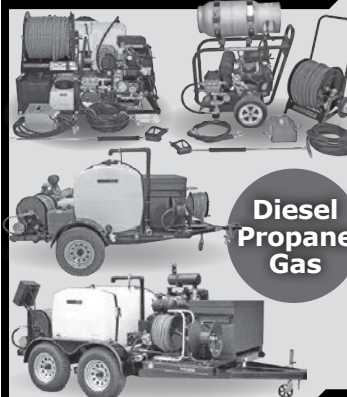
**The Sani-Klip**

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



**CONTACT: KATIE/AMY**  
R. NESBIT PORTABLE TOILETS  
**724-652-8232**  
www.best-portable-toilets.com

Let Us Build Your **JETTER**



Diesel Propane Gas

**AMERICAN JETTER.COM**  
866-944-3569

**CONFINED SPACE ENTRY PACKAGE**  
ONLY \$2,995



**The best package on the market includes:**

- 4-Gas Air Monitor (3 Year Sensor Warranty)
- 7' Tripod
- 3-Way Fall Protection
- Work Winch
- Full Body Harness



Add a Blower with 15' of duct for only \$350!  
Add a 5 Minute Escape Respirator for only \$500!

**MTECH** 800.362.0240  
www.mtechcompany.com

**ScreenTech**  
IMAGING  
a division of Roeda Signs, Inc.

800-829-3021

**BIG SAVINGS ON CUSTOM & STOCK DECALS**

- Service Records • Custom Decal Designs
- Die-Cut Shaped Decals • Lack of Service Tags
- Fence Signs • Signs & Safety Products
- 1000s of Stock Decals

**WWW.SANITATION GRAPHICS.COM**

**Socially Accepted**



facebook.com/PumperMag  
twitter.com/PumperMag  
plus.google.com  
youtube.com/PumperMagazine

This is your wallet



This is your wallet after reading Pumper



Knowledge is money!  
**Subscribe Today.**  
Pumper.com/order/subscription

Scan this code with your smartphone to go to [pumper.com/order/subscription](http://pumper.com/order/subscription)



**Vent Odor Solutions for Any Budget**



Patent # US 8,273,162

- More Carbon than other filters
- Patented Cross Flow Design
- Wicks Away Moisture

IndustrialOdorControl.com  
866-NO-STINK (667-8465)  
973-846-7817

Simple Solutions  
DISTRIBUTING LLC

Over 25 years of building quality equipment

**HotJetusa**  
DRAIN LINE JETTING EQUIPMENT

**Xtreme Flow Hot/Cold Jetter!**



- 35 HP Vanguard
- 8.5 gpm @ 3600 psi
- 325-Gallon Tank • 300' Hose
- General Pump

On Sale For Only **\$29,995!**  
Fully loaded! Call for details!

**1-800-213-3272**  
[www.hotjetusa.com](http://www.hotjetusa.com)

INDUSTRY'S BEST



Thank You

**KNOCK OUT ODORS**

From PUMPER TRUCK EXHAUST

Effectively controls offensive pump exhaust odors PLUS!



290 Alpha Drive, Pittsburgh, PA 15238  
1-800-536-0111 / Intl: 412-252-7000  
**SURCO** [www.surcopt.com](http://www.surcopt.com)

**Industrial Grade Pressure Washers**



**WATER CANNON**  
1.800.333.9274

CHECK OUT THE LATEST  
**PRODUCT NEWS**  
AT  
[WWW.WASTEWATERPR.COM](http://WWW.WASTEWATERPR.COM)  
View all the Product News

**T&T Tools, Inc.**  
**800.521.6893**



CALL for a **FREE Catalog**  
Many styles Available

Insulated Soil Probes (for locating)  
Heat-Treated Hooks (for covers, lids, etc)

[www.mightyprobe.com](http://www.mightyprobe.com)

**Truck For Sale:**  
2004 FL70 Freightliner,  
Cat Diesel Eng,  
6 speed, A/B, A/C,  
new 16' set bed,  
**\$34,000**  
For Photo contact Tommy

**Custom Made To Your Specs Truck Beds & Forms**

1500 & 1000 Gal.  
2 Compt.  
Septic Tank Forms



Septic Tank Delivery Beds

Call Tommy for a quote!


**THE SHADDIX COMPANY**  
**256-338-4987 or 256-737-0051**  
Ask about our used equipment

**BÖRGER**

**ROTARY LOBE PUMPS**

Technical Features:

- Self Priming
- Positive Displacement
- Pulsation Free
- Low Shear Operation
- Reversible Rotation
- Flows up to 5,000 usgpm
- MIP Design = Maintenance In Place



**612.435.7300**  
[www.boerger.com](http://www.boerger.com)

**onsiteinstaller.com**



- > Classifieds
- > Used Equipment
- > E-zines
- > Product Categories

**BIO-SYSTEMS INTERNATIONAL**

**BACTERIAL SEPTIC TREATMENT**

ONE-YEAR SUPPLY



BIO-SYSTEMS FERMENTS, FORMULATES, PACKAGES, AND PRIVATE LABELS

800.232.2847  
[www.biobugs.com](http://www.biobugs.com) | [info@biobugs.com](mailto:info@biobugs.com)

MADE IN U.S.A.

**Map It!**

Pumper classified ads are pinpointed on a map for conveniently locating where the equipment is.

Go to [pumper.com/classifieds/place\\_ad](http://pumper.com/classifieds/place_ad)

**DREDGING & DEWATERING SERVICE**

- Municipal and Industrial
- Digester and Lagoon Cleaning
- Double Belt Filter Presses
- Liner Repair & Replacement

**Fluid Technology, Inc.**  (513) 241-1600  
Fax (513) 756-1995  
[www.fluidtechnologyinc.com](http://www.fluidtechnologyinc.com)

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

# Serving the Industry

## Visit your state and provincial trade associations

### Alabama

Alabama Onsite Wastewater Association  
[www.aowainfo.org](http://www.aowainfo.org); 334/396-3434

### Arizona

Arizona Onsite Wastewater Recycling Association  
[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.mainese.com](http://www.mainese.com)

Maine Association of Professional Soil Scientists  
[www.mapss.org](http://www.mapss.org)

### 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  
[www.mowra.org](http://www.mowra.org)

Michigan Septic Tank Association  
[www.msta.biz](http://www.msta.biz); 989/808-8648

### Minnesota

Minnesota Onsite Wastewater Association  
[www.mowa-mn.com](http://www.mowa-mn.com); 888/810-4178

### 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  
[www.gsdia.org](http://www.gsdia.org); 603/228-1231

### 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  
[www.ncpumpergroup.org](http://www.ncpumpergroup.org); 252/249-1097

### 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

Pennsylvania Onsite Wastewater Recycling Association  
[www.powra.org](http://www.powra.org)

## SUPERIOR "QUICK" CONNECT VACUUM AND PRESSURE COUPLINGS



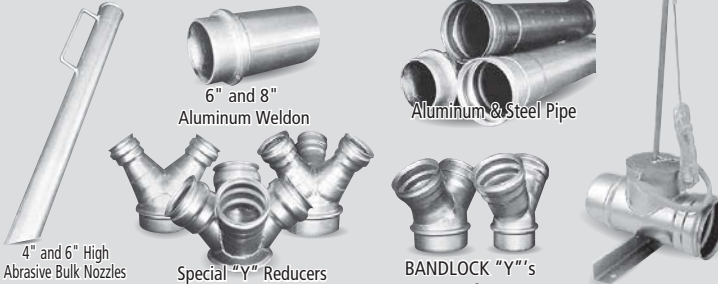
4" to 12"  
Male Coupler

4" to 12"  
Female Coupler

Steel  
Crown  
4", 6"  
and 8"  
Press  
End

Hazardous Material  
Profile Gaskets (Safety)

Rubber Gaskets



6" and 8"  
Aluminum Weldon

Aluminum & Steel Pipe

4" and 6" High  
Abrasive Bulk Nozzles

Special "Y" Reducers

BANDLOCK "Y"'s



EZ Lift Clamps

Standard & International  
4" to 12"

Wet Valve, 6",  
360° Injected

Male and Female  
4" to 12" End Plugs



BANDLOCK  
Reducers



Engineered Solutions. Trusted Results.

800.721.7270

bandlock.com

# WORKMATE TRUCKS

ALUMINUM ♦ CARBON STEEL ♦ STAINLESS STEEL



**Portable Toilet Service Trucks**  
**Septic & Grease Service Trucks**  
**Slide-In Units**  
**Vacuum Truck Parts & Accessories**



A Division of  
FMI Truck Sales & Service  
Portland, Oregon

**1-800-927-8750**

Ask for **JOHN BARRETT**  
or visit [www.fmitrucks.com](http://www.fmitrucks.com)

### Pennsylvania

Pennsylvania Septage Management Association  
[www.psma.net](http://www.psma.net); 717/763-7762

### Tennessee

Tennessee Onsite Wastewater Association  
[www.tnonsite.org](http://www.tnonsite.org)

### Texas

Texas On-Site Wastewater Association  
[www.txowa.org](http://www.txowa.org); 888/398-7188

### Virginia

Virginia Onsite Wastewater Recycling Association  
[www.vowra.org](http://www.vowra.org); 540/377-9830

### Washington

Washington On-Site Sewage Association  
[www.wossa.org](http://www.wossa.org); 253/770-6594

### Wisconsin

Wisconsin Onsite Water Recycling Association  
[www.wowra.com](http://www.wowra.com); 608/441-1436

Wisconsin Liquid Waste Carriers Association  
[www.wlwca.com](http://www.wlwca.com); 608/441-1436

### NATIONAL

Water Environment Federation  
[www.wef.org](http://www.wef.org); 800/666-0206

National Onsite Wastewater Recycling Association  
[www.nowra.org](http://www.nowra.org); 800/966-2942

National Association of Wastewater Technicians  
[www.nawt.org](http://www.nawt.org); 800/236-6298

### CANADA

#### Alberta

Alberta Onsite Wastewater Management Association  
[www.aowma.com](http://www.aowma.com); 877/489-7471

#### British Columbia

WCOWMA Onsite Wastewater Management of B.C.  
[www.wcowma-bc.com](http://www.wcowma-bc.com); 877/489-7471

British Columbia Onsite Sewage Association  
[www.bcossa.org](http://www.bcossa.org); 778/432-2120

#### Manitoba

Manitoba Onsite Wastewater Management Association  
[www.mowma.org](http://www.mowma.org); 877/489-7471

Onsite Wastewater Systems Installers of Manitoba, Inc.  
[www.owsim.com](http://www.owsim.com); 204/771-0455

#### New Brunswick

New Brunswick Association  
of Onsite Wastewater Professionals  
[www.nbaowp.ca](http://www.nbaowp.ca); 506/455-5477

#### Nova Scotia

Waste Water Nova Scotia  
[www.wwns.ca](http://www.wwns.ca); 902/246-2131

#### Ontario

Ontario Onsite Wastewater Association  
[www.oowa.org](http://www.oowa.org); 855/905-6692

Ontario Association of Sewage Industry Services  
[www.oasisontario.on.ca](http://www.oasisontario.on.ca); 877/202-0082

#### Saskatchewan

Saskatchewan Onsite Wastewater  
Management Association  
[www.sowma.ca](http://www.sowma.ca); 877/489-7471

#### Canadian Regional

Western Canada Onsite Wastewater  
Management Association  
[www.wcowma.com](http://www.wcowma.com); 877/489-7471

## ADVERTISING

**SANITATION REMINDER POSTCARDS, BUSINESS CARDS AND CUSTOM COLOR DECALS:** We are your resource for marketing your business. Call 781-844-8600 or visit us and see samples at [www.sanitationpostcards.com](http://www.sanitationpostcards.com) (PBM)

## AERATORS

**Blue Diamond ETP 80** heavy-duty linear diaphragm air pumps \$187.08. 800-717-8807 [www.Roland-Turbo-Aerator.com](http://www.Roland-Turbo-Aerator.com) [www.whitesepic.org](http://www.whitesepic.org) (PBM)

**Aerators:** Multiflo alternative replacement \$425 + shipping. Alternative replacement, NEW FILTER SOCKS, 30 per case \$425 + shipping. Spring clips to hold filter socks in place, \$3.86 per clip. **Alternative Jet Aerator** available \$425. Call us at 800-717-8807 or email us at [fabulousfungi@gmail.com](mailto:fabulousfungi@gmail.com). [www.Roland-Turbo-Aerator.com](http://www.Roland-Turbo-Aerator.com). Multi-Flo® and NAYAD-IC® are registered trademarks of Consolidated Treatment Systems, Inc. used here for reference purposes only. (PBM)

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

## 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)

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 MOVING TO FLORIDA?** Would you like to start a septic and sewer cleaning business? I have license - will sponsor. For more information call Larry at 931-335-3231 or 931-248-1284. (PBM)

Business for sale in fastest growing county in US. All or assets-only. Well-known & respected, family-owned and operated septic tank cleaning company based in Fort Bend County, Texas, servicing the region southwest of Houston. Two (2) vacuum trucks, both in good working order with aluminum tanks & Allison auto. transmissions: 2007 Peterbilt with 4,000-gallon tank; 1997 Chevy with 1,900-gallon tank. Centrally-located state-registered transfer station in good standing with TCEQ, 500-barrel frac tank in good condition. 34 years worth of 7,000+ satisfied commercial & residential customer data. 281-342-9891. [kcheath@gmail.com](mailto:kcheath@gmail.com) (PBM)

Full-service septic business in the Northwest Florida Panhandle: Three (3) newer pump trucks, monorail truck, dump truck. Land application site also. 20 years of customers. Running two pump trucks seven days a week and a set crew. Plenty of work. Owner ready to pursue other business ventures. \$800,000. 850-902-9044 (P07)

Septic tank cleaning & inspection service business for sale in Central Maine. Owner is branching out after 20 years and wants to sell this part of the business. Profitable, turnkey business with a loyal customer base. Two pump-truck operation (1) 2000 GMC - 2,500-gallon capacity, 136,000 miles. (2) 2004 Peterbilt - 4,500-gallon capacity, 129,000 miles. Serious inquiries only! \$257,000. Call 207-782-1620 or email [septicbizsale@gmail.com](mailto:septicbizsale@gmail.com) (P04)

**PORTABLE TOILET COMPANY** established for over 25 years in the metro New York area for sale. 250 portable toilets, 10-position transport trailer, 27 ft. comfort trailer, ADA units, sinks, hand sanitizers, holding tanks, etc. Strong customer base includes contractors, special events & government contract. Owner retiring, serious inquiries only. Email [ouhouseinfony@gmail.com](mailto:ouhouseinfony@gmail.com) (P06)

**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. (P05)

**Want to add to your toilet business?** Temporary Fence business located in Riverside County of CA. Asset sale \$750,000 asking price, terms available to right buyer. Contact [jrandle598@msn.com](mailto:jrandle598@msn.com). Serious buyers only. (P06)

Portable Toilet Business for sale - Central NC. Turnkey operation. 500+ units, sinks, holding tanks, supplies, trucks and trailers. Great growth potential, established customers. \$455,000 OBO. Serious inquiries only! [portabletoilets4sale@gmail.com](mailto:portabletoilets4sale@gmail.com) or 919-548-7079 leave message. (P04)

**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. (P04)

Established 1964: A turn-key operation with customers based in beautiful Southern Oregon. Portable toilets and septic pumping business. 2.05 acre property with storage tanks. Building includes storage, office space and more. Over 500 portable units, 5 handicapped compliant. 6 service vehicles, 3 septic pumping trucks. \$400,000. Serious inquiries only. Office 541-772-9484 (P07)

**www.RooterMan.com.** Franchises available with low flat fee. New concept. Visit website or call **1-800-700-8062**. (PBM)

Grease trap & cooking oil pumping/recycling business for sale -- Owner ready to retire. 30-year-old established business with accounts encompassing 5-state area based in metro Atlanta. Ample rolling stock to handle current 600+ contracted used cooking oil accounts and 900+ grease trap accounts. Includes pre-treatment/recycling facility (w/50,500-gallon daily discharge permit) on 2.5 acres of land, only 2.7 miles off I-75 N in metro Atlanta. Serious inquiries only. Call Cary 678-937-6020. (P05)

Septic & grease trap pumping business (well-established for 50 years), located on the Eastern Shore (DE, MD, VA). Over 2,000 residential customers. '07 Freightliner - 2,500 gallon, '99 Volvo - 3,800 gallon; '09 Pipehunter w/'05 Ford F250, camera w/locator, \$650,000. Also available: 14 acres, house, 2 shops, land application permit for grease trap waste. Serious inquiries only. Contact [mike@jobstepumping.com](mailto:mike@jobstepumping.com) 443-235-5979 (P04)

## COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (P04)

## DEWATERING

2007 NT-4000E Nutech trailer-mounted dewatering system complete with diesel-powered pump dosing plant with polymer. Asking \$55,000. Works great. Call 301-502-1606. (P04)

## DRAINFIELD RESTORATION

**Soil Shaker 2000.** Universal skid steer attachment for drainfield restoration. Buy factory direct. \$6,250. Check us out on YouTube or call 406-670-8318. (PBM)

New and used terralifts for sale starting at \$20,000 used and \$38,000 new. Financing available. Call John at AerraTech 413-298-4272. (PBM)

## GREASE UNIT

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

## HAZARDOUS WASTE UNITS

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 rear, 20k front. Must see! KLM Companies 617-909-9044 (PBM)

2007 Freightliner with Presvac 3,200-gallon DOT-certified stainless steel dump door with Demag 200 750cfm 27" vacuum pump. 46k rear, 18k front. 80,000 miles. Excellent condition. KLM Companies 617-909-9044 (PBM)

Pioneer 5,500 U.S. gallon, carbon steel trailer with pump package. (Stock# 0220C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) **VAC-UNIT (822-8648)** (PBM)

New 3,200 U.S. gallon, carbon steel, DOT certified, 407/412 vacuum tank, dump type with full open rear, door and a Presvac PVB 750 vacuum-pressure pump installed on a 2015 Peterbilt 348 cab and chassis. (Stock #13587 A-E) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) **VAC-UNIT (822-8648)** (PBM)

## HYDROEXCAVATING EQUIPMENT



**GapVax HV-56 Hydroexcavator:** 2014 GapVax on 2013 Peterbilt 367 10-speed, tri-axle. 15-cubic-yard debris tank, 1,000-gallon water capacity. 5,300cfm 27" Hg vacuum blower, dual pressure washer reels, Hotsy hot-water heater, cold-weather package. Available for rental, rent-to-purchase or purchase.

**Call Today 888-614-3469** P04



## INSURANCE

Paying too much? Slow certificates? Claim problems? Rates keep going up? Want a fresh start? We can help: **Call 800-454-1970** (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 \$36,995. On sale for \$32,995.

**800-213-3272,**  
**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](http://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](http://www.khtrucks.com) 972-938-1905 or 214-632-5277 (PBM)

## JETTERS-TRUCK



**1993 GMC 1-ton Jetter:** 35gpm FMC pump, 3/4" hose, 500-gallon plastic tank. ....\$14,500 OBO  
Other jet trucks and trailers available.

**608-835-7767, WI** PBM

## JET VACS

2006 International VacCon: CAT pony motor, 3-stage fan, 12-yard tank, 1,300-gallon water tank. \$88,000. Call Jeff Brooks @ 317-258-4900 (P04)

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](http://www.khtrucks.com) 972-938-1905 or 214-632-5277 (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



**2008 Vactor** on a 2007 Sterling chassis: Flat rear door, 12-yard tank. Hydro-excavation reel and gun. 5,154 engine hours, 77,000 miles on odometer, 27,295 on hub meter has been installed since new. Pump-off option, rear camera. All tires better than 75%. Includes all tools, 5 nozzles including worthog nozzle. 80gpm @ 2,000 psi pump. CAT C7 engine. Well maintained and garage kept. \$169,000

**mike@performanceplumbingva.com**  
**757-328-9879, VA** P05



**1998 Sterling 2115 Vactor:** Rebuilt Roots 824 blower, 80gpm rodger pump, extendable boom and hose reel. Good rubber, multi-flow, Allison transmission. Ready to work. .... \$45,000

**248-345-3993, MI** P05

2009 Sterling Vac-Con: VPD3616LHAEN SWN: 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](http://www.khtrucks.com) 972-938-1905 or 214-632-5277 (PBM)

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



**1997 Vactor 2110:** 10-yard debris tank, 1,000-gallon water capacity, 2-stage fan, 80gpm water pump. Ford chassis with CAT engine, air-ride seat. Recently installed new instrument panel. \$45,000

**Call Brown Equipment**  
**260-747-2312, IN** P04



**2001 Peterbilt Vactor 2100:** C-10 CAT, push-button Allison. 80gpm @ 2,000psi. 61,000 municipal miles. Exceptionally clean unit. Ready to work. Delivery available. CHAMBERS MOTOR CO., Boring, OR

**Call John 503-887-0070** PBM

2002 International Guzzler: 54,000 miles, 10-speed, 27" Roots blower. Stainless steel tank. Stk# 2300. Ken's Truck & Equipment: [www.khtrucks.com](http://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](http://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](http://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)

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)

2005 Kenworth T800 Vactor 2115: 15-cubic-yard hopper - 1,500-gallon water capacity. Roots 1024 Ras-J 18" blower 80gpm/2,500psi water system. 800' x 1" sewer hose/2,500psi. 2005 Kenworth T800, CAT C-470hp. Chassis tri-axle. Eaton-Fuller manual transmission with push axle. \$193,000. Call Jeff Brooks @ 317-258-4900 (P04)

## LEASE/FINANCING

**100% financing available.** Simple one-page application, same-day response. For more information please call THE LEASING EXPERTS @ 888-505-0060. [WWW.TLEJAX.COM](http://WWW.TLEJAX.COM) (P05)

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

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

## MISCELLANEOUS



**Two (2) SV-2 brown grease separators**  
.....\$60,000 each

**Call Bill at 407-908-0561, FL** P04

## PORTABLE RESTROOMS

Olympic Deluxe fiberglass flush units with sinks \$250 each. Wash stations \$175 each. NY/CT line. 203-748-6906 (P04)

45 forest green Hampel Sheds. Some like new, a few have sides and backs that turned bluish, \$340 each. 60 aqua Hampel Deluxes. These have NEVER seen construction. Like new, a few have dimpled doors, \$400 each. Call Albert @ 302-420-7237 (P05)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

## PORTABLE RESTROOMS

150 Portable restrooms for sale. Tan in color, most contain hand sanitizers, and are in good condition. 2007 Chevy C5500, Duramax, new motor, under 100 miles. Tank 1,000 gallon with 800 graywater capacity. New hoses, very clean unit. Truck hauls 2 porta potties on the back, 4x6 trailer hauls 1, and an additional trailer that hauls 8. (will sell separate or together). \$100,000. MUST SELL. Purchaser must transport. Please call 575-921-1133 or 575-921-1028 (P04)

We are selling PolyJohn and Five Peaks units. Red & light-green. Inventory of 600. Interested call Mario 561-376-5080. maltamirano@swsfl.com (P04)

Used PolyJohn Hi Rise half toilets for sale. Great condition. \$400 each. Phone 562-335-9939. info@ajportabletoilets.com (P04)

MAXIM 3000 portable restrooms for sale. Grey in color, \$350 per unit. Buyer responsible for transport. Gilroy, CA 408-842-8448 denise@norcalportableservices.com (P04)

20 Satellite Tuffways. Reconditioned. New roofs and hardware. Brown door/tan body. Some wood skid, some plastic skids. Ready to rent. \$225 each. Toledo, OH area. Call 419-865-4830. (P04)

## PORTABLE RESTROOM HAULERS

Multiple portable restroom hauling trailers for sale ranging from 6-unit to 20-unit. Prices range from \$500 to \$4,000. All located in Indianapolis. Call for details. 317-849-6200 (P04)

## PORTABLE RESTROOM TRAILERS

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

2008 Jag four-station Cottage series, heat, a/c, hot water, complete interior renovation in 2013. Excellent condition, used only for special events. \$23,000. 845-883-7880 (P04)

2007 Jag two-station Porta Lisa, cottage interior completely renovated 2013, a/c, heat and hot water, onboard water tank. \$13,000. 845-883-7880 (P04)

## PORTABLE RESTROOM TRUCKS

2011 Isuzu NRR: Diesel, automatic with 2008 Progress aluminum tank, 350 water, 900 waste, Masport pump, 77,000 miles, \$39,000. Call 845-883-7880. (P05)



**2002 Ford F450:** 7.3 Powerstroke with 161,853 miles. Two-unit carrier, toolboxes, washdown pump, Conde pump, 450/200 tank. Truck is well maintained, clean in and out. .... \$17,000

Call 989-284-9193, MI P04



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

**TexLa Services**  
936-641-3938  
www.texlaservices.com P04



**2013 GMC 3500:** 8,000 miles, 6.0, air, auto, cruise. Best 300/150, 1 1/2 bucket fill lift gate. .... \$49,500

**Work - 870-238-9481**  
**Cell - 870-588-1935, AR** P04

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)

Pump Truck and Portable Toilets for sale. 2007 International 4100 with Crescent Tank pumper body. Unit can haul 8 toilets and pump 750 gallons of sewage. Fresh water tank is 350 gallons. Engine is blown. 50 Armal toilets in various conditions. 1 ADA toilet. \$30,000 OBO. Athens, GA. Call Eli 706-207-2359. (P04)



**2008 Ford F750:** Only 130k miles. Cummins diesel, Allison auto., BEST stainless tank, dual side service, Conde pump. Burks DC-10 water pump, 2-unit haul gate. .... \$39,000

Call Pat 800-475-0049, OH P04  
pfflynn@superiorportables.com



**2006 Freightliner:** Mercedes motor, Allison auto trans., 235k miles. Running a route currently, no issues with truck. BEST stainless steel tank 1,100/400. Conde pump. Dual side service, two-unit hauler gate. .... \$29,000

Call Pat 800-475-0049, OH P04  
pfflynn@superiorportables.com



**2000 Ford F450:** V10, 600 waste/300 fresh. All stainless tank and fenders. 2-unit carrier. Low pressure/high pressure washdown pumps. Conde Super6 vac pump. \$25,000. Negotiable. Willing to separate truck and tank. Green Bay, WI.

920-655-7037, WI P05

2006 Isuzu NQR Keith Huber Tugger. 650/300, Masport HXL4, 125k miles. Auto transmission just rebuilt. Runs daily. Tires 70%. Sale or trade for a 4x4 truck. \$24,000. Call or text for more info or pictures 813-376-4354. (P04)

2011 Ram 5500: Imperial aluminum 1,175 — 400 fresh/775 waste. Masport HXL4. Under 150k miles. Has 90% rubber on front and 40% rear. \$42,000. Will email any pics if interested. braddean\_11@yahoo.com or call 920-979-7711. (P04)



**2005 Ford F550** diesel combination pumper & flatbed truck. 165k miles. 600 waste, 200 fresh Glendale Welding hot dog style tank. Conde Super 6 vac/pressure pump with 5.5hp Honda electric start and freshwater washdown pump mounted on 12' flatbed with 2,500lb lift gate and 10k lb. receiver hitch. Carries 6 standard portable toilet units or 2 ADA units or great for cooking oil drums. New primary and secondary shutoff. Pump freshly rebuilt. Fresh top-end rebuild on truck motor including new heads, EGR, turbo and injectors. Always maintained, one driver since new. Super truck for many purposes. .... \$24,500

Call Mike 661-212-1645, CA P04



**2000 Ford Sterling:** Cummins motor ISB 5.9, 12' steel bed - holds 6 portajons. Mileage 300,999. Allison automatic transmission UNDER CDL. Has lift gate, currently still in daily use. 700 waste, 300 fresh water. .... \$17,000

517-546-2268, MI P04



**1997 International 4700:** Mileage 277,869, 7.6-liter 4700 DT 466E, 10' steel bed, w/lift gate, 650 waste/ 250 freshwater, 5-speed manual transmission. .... \$7,500

517-546-2268, MI P04

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)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

**Two (2) 2010 Hino 268s:** Satellite units, 850 waste/400 fresh steel tank, Conde pumps. Extended warranties included. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**2006 GMC:** Duramax diesel, Allison auto. New aluminum tank 400 waste/200 water, Conde pump, Honda motor. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**2003 International:** 2,000-gallon aluminum Progress vac tank, 1,500 waste/500 water. [www.pumpertrucksales.com](http://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](http://www.pumpertrucksales.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](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**Over 30 portable toilet trucks for sale.** Example: 2009 Dodge 5500: 148,000 miles - \$28K. Tank sizes 300/150 to 1,200/400. Half CASH down - Owner will finance balance at 6%. Farmington, NY 607-368-0783 (P05)

2003 GMC 5500 with Keith Huber Princess tank, 200,000 miles, 750/350 tank. Tank and boxes were refurbished two years ago. \$18,000 OBO. Call Joe or Stan at 618-939-3001 (P05)

2001 Ford F350 portalet truck 600/250 tank. 5-speed diesel, a/c, very dependable. Works everyday. \$13,500 OBO. 727-422-5229. Florida (P04)

2006 Ford F-350: Gas, crew cab, 75,000 miles, 450-gallon PikRite tank, lift gate and side rails. Maintenance performed. Great condition. \$26,500. 814-335-6105 (P04)

1999 International DT466 4700: 177,032 miles, 500 H2O and 900 waste tank with Masport vacuum system. VIN #1HTSCAAL6XH670911. \$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](http://www.pbsos.com). (PBM)

## PORTABLE SINKS

30 PolyPortables Super Twin Sinks. Grey with two soap dispensers and one paper towel dispenser capable of holding one 940' roll. \$350 each. 419-865-4830 (P04)

43 PolyJohn single-user washstands. They are 43x18x9 16-gallon. They are used sinks, for any questions call Lance 561-346-9296 or [lance@redtoilets.com](mailto:lance@redtoilets.com) (P05)

## PORTABLE SHOWER TRAILERS

**For Sale:** Two (2) 40-ft. shower containers. 14 shower heads per container, handicap accessible. Trailer and accessories included. For pictures go to [www.candsshowers.com](http://www.candsshowers.com). 712-428-6143 or cell 712-880-1250. (P04)

## POSITIONS AVAILABLE

Surco Portable Sanitation Products is an industry-leading manufacturer of portable restroom deodorizers. Are you a motivated go-getter? If so, Surco Products is looking for seasoned customer service representatives to manage our portable restroom customers. Competitive salary with incentives. We are seeking inside salespeople to join our team domestically with a proven track record in the portable sanitation industry. Deodorizer sales experience is an asset. Must be motivated and able to work in a team environment. Please reply to: [rczapko@surcopt.com](mailto:rczapko@surcopt.com) (P04)

USG is a growing Pennsylvania-based company seeking CCTV, grouting, jet/vac, CIPP, HDD, lateral rehab and manhole rehabilitation technicians. Applicants should have a minimum of 1 year experience in the industry. We are an EOE offering great pay, relocation subsidy and steady work. Send resumes to [HR@usginc.net](mailto:HR@usginc.net), Fax: 717-737-6093 or USG HR Department; 1304 Slate Hill Road, Camp Hill, PA 17011 (P04)

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

## PUMPS

1998 Diesel Pump: 6-inch trash pump with hoses. 3-cylinder diesel engine, trailer mounted. \$5,500. Phil 307-260-8062 (P05)

**NEW:** Gardner Denver Blower 2BH7410 - \$540 USD; Rietsche Thomas Compressor QR0080 - \$590 USD; Gould's Pump WE0312 - \$410 USD; Gould's Pump WE0511 - \$580 USD; Two (2) Smart UVs 02240S - \$240 USD each; Four (4) Seal Master Bearings NP16 - \$38 USD each; Three (3) Orenco Safety Screens - \$23 USD each; Two (2) Orenco 10gpm Pumps - \$785 USD each. **RECONDITIONED:** Gould's Pump WE0511 - \$275 USD. Two (2) Orenco 30gpm Pumps - \$490 USD each. Call for more info 250-870-8265 (P04)

## PUMPS-VACUUM

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

## RENTAL EQUIPMENT

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

## SEPTIC TANK FORMS

Four (4) 1,000-gallon septic tank molds, three (3) 850-gallon molds, one 250-gallon mold. \$750 to \$5,000. Tools and fittings also available. Central KY. 270-524-0047 or 270-498-4286 leave message. (P04)

## SEPTIC TRUCKS



**1996 Freightliner FLD-120** vacuum truck. Cummins M-11 engine with 9-speed transmission. The tank is 3,500 gallons, Masport pump. The truck runs and drives good and is used daily. Located in Northern California. ....\$25,000 **Call 530-832-0370, CA** P04

1986 International DT466, 2,000-gallon septic tank pumper, dump unit by Presvac Systems, rotary vane pump liquid cool (WPS126). Good working condition, 140,000 miles. Asking \$25,000 OBO. Call or email for photos & info. 207-444-5441. [elwsd@ainop.com](mailto:elwsd@ainop.com) (P05)



**1990 International 8100:** Cummins L10 engine, Fuller 8-speed transmission. 2,000-gallon waste tank and 200 fresh water, Masport HXL75 vacuum pump. I use this truck for portable toilet service and septic. Runs and drives good and is in service. All maintenance has been done and has passed annual DOT inspections. Located in Northern California. ....\$20,000

**530-832-0370, CA** P04



**2000 Sterling** with CAT motor. 79,541 miles. 3,000-gallon tank. NEV pump. Bought truck brand new, meticulously maintained - spotless inside and out. Have to see to appreciate. Available in spring! MI. ....\$62,500

**Call 989-284-9193, MI** P04



**Two (2) 2002 Sterling M8500** Imperial septic pump trucks, (2011) 3,600-gallon tanks, white. Less than 180,000 miles on each, 800cfm pumps. .... \$65,000 each

**Call 334-799-0575, AL** P04

2001 Sterling Acterra: 165,000 miles, 2,460-gallon tank new in 2014, CAT 3126, 240hp, 7-speed, Masport H15W liquid-cooled pump new in 2009, heated valves. \$42,500. 507-830-1614 Minnesota. (P05)

1999 International 2,500-gallon vacuum truck, original owner, 150k miles, rust-free, DT466, ready to work. Very reliable, clean title. \$29,500 OBO. Call for photos and details. 949-701-2687 or 949-307-0933 (P07)

1990 International Eagle pump truck. Cummins 9-speed. 3,000-gallon tank. 3 axle. GOOD TRUCK! Runs excellent. \$31,000. Call Rocky. 209-295-7606 CA (P04)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

## SEPTIC TRUCKS



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

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

PBM



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

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

P04



**1997 International 4700:** DT444 engine, 6-speed, A/C, cruise, under CDL, 1,500-gallon tank with aluminum freshwater and MEC 5000 vacuum pump. New paint. Really sharp, clean truck. \$17,500

**Eugene 740-259-5555, OH**

P04

2010 International 4400 pumper truck: 4x2, 260hp, 33,000 GVW, 6-speed, auto, 121,000 miles, S/A, 2,500-gallon tank, Masport HXL 400 WV liquid-cooled continuous-duty pump. Many extras. Ron Evans Enterprises 800-537-9528 (P05)



**1999 Peterbilt 379:** Strong 475hp Detroit diesel engine, 1,100,000 miles. 10-speed transmission, 3,600-gallon tank. All new or good tires. PTO-powered jetter. Great truck. ....\$60,000

**678-873-7934, GA**

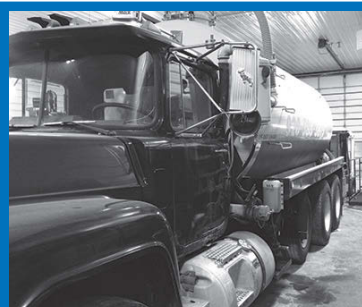
P04



**1999 International 4700:** 195,088 miles, 466 engine with newer injectors. Recently overhauled 6-speed, all tires at least 80%. 2,000-gallon Imperial tank with Jurup R260. Very reliable. \$29,000

**715-747-6085, WI**

P04



**1988 Mack RD688ST** with T-Line 4,200-gallon carbon tank built in 2007. Has a Masport HXL15 just rebuilt. Truck recently had all new brakes. ...\$27,500

**920-979-7711, WI**

P09



**2002 Peterbilt** with Cummins engine, 259,700 miles, 2,500-gallon stainless steel tank, heated valves on rear. 4" driver's side intake, 607 NVE vacuum pump, 35-gallon freshwater tank, two tool boxes, 3" hoses. ....\$57,000

**Call 715-926-5525, WI**

P04



**1995 International Model 4900** septic truck: Remanufactured DT466 engine installed in 2011. 437,000 miles on the truck. 2,500-gallon Transway tank and pump. New TSI 500 pump installed in 2014. Used daily, serviced regularly and inspected every year. ....\$28,000

**Call Mark 603-493-1519, NH**

PBM



**2001 Sterling:** 357,00 miles, C12 CAT - runs strong. New tires, brakes, injectors, exhaust, & paint. 4,000-gallon steel tank. Jurup 260 pump. 3"-4"-6" valves. 100 gallon fresh water. Have to see to appreciate. ....\$60,000 OBO

**Ron Roach 309-286-7216, IL**

P04



**2006 Western Star:** C-15 CAT, 475 horsepower, 10-speed transmission, Jake brake, a/c, cruise, 20,000 lb. lift axle. New: 4,200-gallon tank, stainless hose trays, Jurup LC429 vacuum pump. Great running truck; looks new. \$73,500

**Eugene 740-259-5555, OH**

P04

2002 Freightliner FL70 with a Presvac 2,300 US gallon carbon-steel vacuum tank and Fruitland pump. (Stock# 4427C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2004 GMC with Progress 1,200 gallon aluminum vacuum tank and Masport pump. (Stock# 1364V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2003 Peterbilt 330 cab and chassis with a 2,500-gallon vacuum tank and Masport HXL20WV pump. (Stock# 0014V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

1997 Mack with a 4,000 U.S. gallon c/s vacuum tank unit with a Masport pump package. (Stock# 0330C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

**2005 International 4400:** 3,600-gallon aluminum Allied tank (2005 show truck) auto, Demag/Wittig RFL100, 6" dump, Two (2) 4" intakes (front, rear). Runs great, good rubber. 280k miles. Call for price. 240-375-7249 - Ask for Pete. **2005 International 7500:** 3,600-gallon steel tank. 13-speed Road-Ranger, Masport HXL400WV, 6" dump, Two (2) 4" intakes (front, rear). Runs great, good rubber. 180k miles. Call for price. Trucks sold separate or together. 240-375-7249 - Ask for Pete. (P05)

2007 Freightliner M2 Business Class: 225hp CAT C7, 6-speed manual transmission, 155k miles, fresh DOT inspection. Tires and brakes 80%, NEW 2,500-gallon carbon-steel tank, Jurup LC420 liquid-cooled pump, L.E.D light package. Top-of-the-line paint, 2 manways, 3 sight glasses, heavy-duty hose hangers, inlet and discharge with lever valves, Rhino on troughs and rear of tank. Other units in progress. \$48,500. Call, text or email: 734-731-5256 dbergeron@live.com (P04)

**1999 Freightliner:** 8.3 Cummins, 6-speed, 2,300-gallon vacuum tank, Jurup pump. \$22,000. **www.pumpertrucksales.com.** Call JR. @ 720-253-8014, CO. (PBM)

**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)

PLACE YOUR AD ONLINE AT **www.pumper.com** - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

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

1992 International Eagle pump truck: 3,150-gallon Calumet tank, NVE MEC 285cfm pump, 465 cummins, 9-speed, low miles. Owner retiring - good stater truck. \$18,000 OBO. 315-436-4058 (P05)

## SERVICE/REPAIR

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

## SLIDE-IN UNITS

Best stainless 400/200 slide-in. Honda/Conde Super 6 electric start. Used very little. Stored inside, like new. \$8,200. 618-838-7340 Illinois (P04)

## SLUDGE APPLICATORS



**Big K:** 7,000-gallon IME tank, Pearson/PB-9 vacuum pump, Cummins KTA 1150C, 12-speed twin-disc, Rockwell rear ends, DMI Tiger II V Ripper. ....\$120,000  
**Eric 765-362-9600, IN** P04

## TANKS

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 (P04)

**Vacuum Tanks - New:** Sizes from 1,000-4,300 gallons. All complete! Delivery available. [www.JEagleTanks.com](http://www.JEagleTanks.com). Contact Jerry: [JEagleTanks@yahoo.com](mailto:JEagleTanks@yahoo.com) or 800-721-2774. (PBM)

## TANK TRAILER

1978 Beall tanker: 130 bbl. stainless steel trailer. Good tires and brakes. Great condition. \$12,000. Phil 307-260-8062 (P05)

## TOOLS

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

**T&T Tools, Probes, Hooks:** Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. [www.TandTtools.com](http://www.TandTtools.com). Phone 800-521-6893. (PBM)

Handle-tech hose and pipe handles: This new tool simple clamps on pipes for easy handling. Authorized distributor screencosystems.com. For more info call 208-790-8770. (PBM)

## TOYS

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

## TRAILERS- VACUUM/TANKER



**Mid-State Tank/Arthur Custom Tank** manufactures aluminum pressure/vacuum trailers in various capacities. The trailer shown is a 7,600-Gallon (180 bbl.) tri-axle, air lift on rear axle, 16-ply tires with polished aluminum wheels. Price including FET \$86,955. Other units can be manufactured to satisfy your requirements. Contact Mid-State Tank/Arthur Custom Tank

**800-722-8384**  
[www.midstatetank.com](http://www.midstatetank.com) P04



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

**Call Mike**  
**800-558-2945 Ext. 328** PBM



**New EMI Aluminum Vacuum trailers**  
(2) 150 bbl. (6,300 USG), full catwalk, full hose trays, 13 external rings, (3) top manways, (1) rear manway, 2" rear sight tube, Ridewell air-ride suspension, (2) rear 4" sump valves, two-speed landing gear. Weight #10,400. \$58,500 plus FET

**785-325-2000, TX**  
[terry.bailey@emisales.net](mailto:terry.bailey@emisales.net)  
[www.emisales.net](http://www.emisales.net) P04



**Five (5) 2014 & 2015 New EMI Steel Vacuum Trailers:** 130 bbl. (5,460 USG). Interior lined with Americoat 240 epoxy. Hutch 9700 Series spring suspension. Partial side catwalk with side entrance, 1/4" Shell thickness, (3) internal baffles, (2) top manways, (1) rear manway. 8 external rings, two-speed landing gear, (2) 4" rear in sump valves. Options: Vacuum pumps - all makes, aluminum wheels, larger trailers. \$35,500 plus FET. Located in Kansas & Texas.

**785-325-2000, TX**  
[terry.bailey@emisales.net](mailto:terry.bailey@emisales.net)  
[www.emisales.net](http://www.emisales.net) P04

2015 Acro Vacuum Trailer: Stainless steel 6,000 gallon, DOT certified double conical with air-ride suspension. Aluminum wheels all positions, full hose trays, OSHA walkways and railings. Vacuum pump option either hydraulic or self-contained. KLM Companies 617-909-9044 (PBM)

# Pumper

AVERAGE  
MONTHLY  
CIRCULATION

**REACHES  
24,800  
READERS!**

1998 Shop-Made Tanker: 80 bbl. vacuum pump trailer, air ride. \$10,000. Phil 307-260-8062 (P05)

## TRUCKS - MISCELLANEOUS



**1996 Volvo Vacuum Truck:** 225k miles, 3306 CAT motor, 9-speed Fuller transmission. 2005 Imperial Industries 2,250-gallon tank. MEC 8000 Battioni vacuum pump new in 2010. ...\$20,000

**John 608-575-0066, WI** P04



**1995 Ford L9000** chassis 3306 CAT diesel engine. 9-speed Fuller transmission. Holmes 10x20 RBST 5,000cfm blower. 1645 Vactor Spicer transfer case. \$59,900. Please ref V-24.

**734-722-8922, MI** P04

## TV INSPECTION



**2002 Ford E450 CUES camera van,** Night Owl camera, newer CUES computer, newer water-cooled generator. 56k miles, V-10. Auto crane to do the heavy work. Approx. 1,500 ft. of cable. \$37,950. Go to our website for more info and pics:

[www.letsrollautoandequipment.net](http://www.letsrollautoandequipment.net)  
**719-494-4927, CO** P04

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](http://www.khtrucks.com) 972-938-1905 or 214-632-5277 (PBM)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE

## VACUUM EQUIPMENT

2008 Shop-Made Tank: 80 bbl. bobtail tank - never been used. \$8,500. Call Phil 307-260-8062. (P05)

## VACUUM LOADERS



**2008 Sterling VacAll Model AJV1015:** 10 cubic yards/1,500-gallon water. Roots vacuum pump 8x24 - 4,100cfm @ 16" HG. Mercedes MBE 4000 engine, Allison 6-speed automatic transmission, 20,000# front axle, 46,000# rear tandem. Maintenance records, mileage 29,814.5, 2,222.3 hours on engine, 143 hours on blower. Call for more information. .... \$170,000

**Biros Septic & Drain Cleaning, Inc.**  
570-889-3738, PA  
mike@biroseptic.com P04



**PRICE REDUCED!** 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! ... \$79,500

903-738-2917, TX P06



**2006 SafeVac VBR:** Approx. 5,000 blower hours, 10,910 engine hours, 267,163 miles. CAT C-13 engine, Fuller RTO-14908LL transmission, 18" Roots 1024 RASTV blower. .... \$124,500

205-910-7577, AL P04

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)



**2012 Peterbilt-Keith Huber Dominator:** Excellent condition, fully loaded and ready for work. 500hp Cummins, 18-speed, air ride - 20 front, 46 rear. 133,000 miles, 5,080 engine hours, 950 pump hours. 730cfm vacuum pump, high pressure jet system with 35gpm at 2,000psi. .... \$187,500

John 785-623-3925 P04



**2016 Peterbilt 348** chassis new 20/40 axles, double frame, PX-9 350hp. 3:15 steer tires on Alcoas, lockers. Introducing the new EMI Industrial vac system, DOT 407/412 Certified. 3,360 USG tank, Moro PM100T 430cfm, hoist dump, full-open rear tank system, will accept vibrator. Optional vacuum pumps/blowers, various chassis new or used. Catwalks and jettors also available. Note: Unit is not exactly as shown. .... \$187,500

785-325-2000, TX  
terry.bailey@emisales.net  
www.emisales.net P04



**1999 International Guzzler Ace DF:** 27" Roots blower. 139k miles. 305hp CAT C-10. Good truck - ready to work! .... \$59,500

903-738-2917, TX P05

2003 Volvo vacuum truck with GapVax VHD series combination machine. 1,500-gallon tank. \$165,000. 370hp Cummins, 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. Call: 843-875-5674 Eadie's Construction or email: dawn@eadiesconstruction.com (P06)

2005 Sterling 7500 vacuum truck with GapVax MC series combination machine. 1,800-gallon tank. \$165,000. 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. Call: 843-875-5674 Eadie's Construction or email: dawn@eadiesconstruction.com (P05)

1999 Sterling with a 3,200-gallon Cusco Master Vac high-dump unit. (Stock# 3378V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

Refurbished 2002 Guzzler Classic: 27" blower, Sterling, CAT C-10 350hp. New brakes, tires and paint. Rebuilt transmission. Includes warranty. www.internationalinkllc.com 856-599-4838 FOB Ohio (P04)

FOR SALE: Guzzler and SuperSucker air movers; Wet vacs; Hydraulic submersible pumps; Air compressors; Sandblast systems; 5,500-gallon dump tank trailers. Call 502-551-0158 for more info. Cash buyer of used equipment. (P06)

## VANES

American Industrial Components: Our vanes are manufactured from the highest quality laminated materials available and are fabricated to exact tolerances and specifications. 800-272-7557 (PBM)

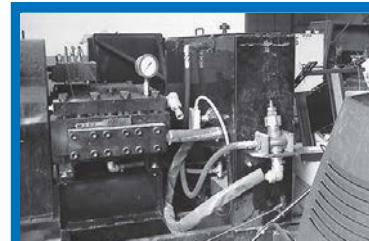
## WANTED

Wanted to Buy: Vactor 2100s and late model Guzzlers. Cash. Phone 800-336-4369. (PBM)

WANTED: Used CUES TV truck. No grout units please. Age is not important. 303-277-1112 (P05)

Wanted: Grout trailer in good condition, complete. Call Jerry 813-677-7655 or e-mail jerrybaes@aol.com (P05)

## WATERBLASTING



**NLB Model 10150E-1** 1/4 electric waterblaster pump - 150hp electric. Pump Model 10150A-12. Pump pressure 10,000psi. Pump flow 24gpm. Asking \$17,900. Other Surplus NLB waterblasting units available - 10120, 8120, 10150D. Call for info & pricing.

734-722-8922, MI P04

Gardner Denver T-375M: Bare Shaft pump. Gardner Denver T450M Bare Shaft pump NLB 20-200: 12 gpm @ 20,000 psi. Gardner Denver LC-1500: 390 gpm max, 15,000 psi max. NLB 36-200 6 gpm @ 36,000 psi. HT-150S 25 gpm max 10,000 psi max, Shell Side Machine, Wheatley 165: 30 gpm @ 10,000 psi, Wheatley 165: 17 gpm @ 20,000 psi. Wheatley 125 with aluminum bronze fluid end. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (PBM)

FOR SALE: Diesel water blasters; Jet rod truck; Jet rod trailers. Call 502-551-0158 for more info. Cash buyer of used equipment. (P06)

**SUBMIT YOUR CLASSIFIED AD ONLINE at**  
**www.pumper.com**



**FILL** a job opening  
**BID OUT** an upcoming job  
**ANNOUNCE** contracted services offered  
**SELL** used equipment  
**OBTAIN** a position wanted

**FIND IT IN THE CLASSIFIEDS!**  
In Pumper magazine and on the web. Pumper.com

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE


# WORLD CLASS



**POLYJOHN**  
there when you need us




MY JOB IS TO **INTRODUCE**  
**PORTABLE SANITATION**  
AROUND THE **GLOBE.** 

I'VE LOGGED OVER **8 MILLION**   
**AIR MILES** AND PRACTICALLY  
**LIVED OUT OF A SUITCASE.**  
BUT I LOVE IT. IN SOME COUNTRIES,

**PORTABLE SANITATION**  
IS A **NEW CONCEPT.**



IM PROUD TO SELL A PRODUCT  
THAT CAN HAVE SUCH A  
**POSITIVE IMPACT**   
ON THE ENVIRONMENT AND ON  
+ **HUMAN HEALTH.**

PLUS, IT'S GREAT  
*MEETING NEW PEOPLE*  
AND SAMPLING  
**NEW FOOD.**

THE STRANGEST THING I'VE  (SO FAR) WAS  
**A LIVE LOBSTER**  IN HONG KONG.  
 THE CLAW KEPT HITTING ME IN THE **FACE!**

ON TOP OF THAT,  
I'M 6-FOOT-7,  
SO EVERYONE HAD  
A GOOD LAUGH.

SERIOUSLY, OUR INTERNATIONAL TEAM IS  
**THERE WHEN YOU NEED US**   
EVEN IF "THERE" IS HALFA WORLD AWAY.

**SOME THINGS CAN'T BE  
MANUFACTURED.**

POLYJOHN.COM 800.292.1305    
PJ USA | PJ CANADA | PJ MEXICO | PJ INTERNATIONAL | PJ SOUTH AMERICA

# **PRESVAC**

DESIGNED AND BUILT FOR PERFORMANCE



## **Powervac 3800**

- > DOT 407/412 Code Tank
- > 3800 CFM Blower
- > 27" HG
- > Wet & Dry Loading
- > Waste Tank: 17 Cubic Yard SS 316
- > Wash Down Pump: 5 GPM @ 2000 PSI, 100 USG Water Tank

## **Powervac Mini w/ Hydro-X Package**

- > DOT 407/412 Code Tank
- > 1650 CFM Blower
- > 27" HG
- > Waste Tank: 4200 US Gallon SS 316
- > Hydro-X Package: 5 GPM @ 3500 PSI, 440000 BTU Burner, 700 US Gallon Water Tank SS 304



## **Dump Trailer / Tractor Combo Stainless Steel 316**

- > DOT 407/412 Code Tank
- > 900 CFM Blower
- > 27" HG
- > 7800 US Gallon Tank
- > Axle Spacing & Tank Size Configured To Your State Regulations



**Quality...**  
...is our Trademark

**Work with us ... We listen!**

**PRESVAC**

4131 Morris Drive  
Burlington, Ontario, Canada L7L 5L5  
Fax: 905-681-0411

Nationwide Sales & Service

800-387-7763 | 905-637-2353 | [www.presvac.com](http://www.presvac.com)