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[Page 18](#)

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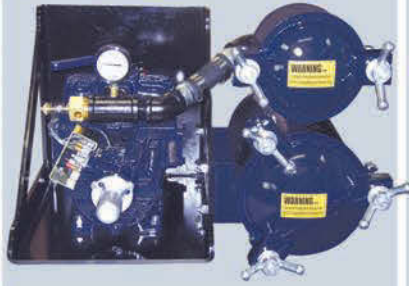
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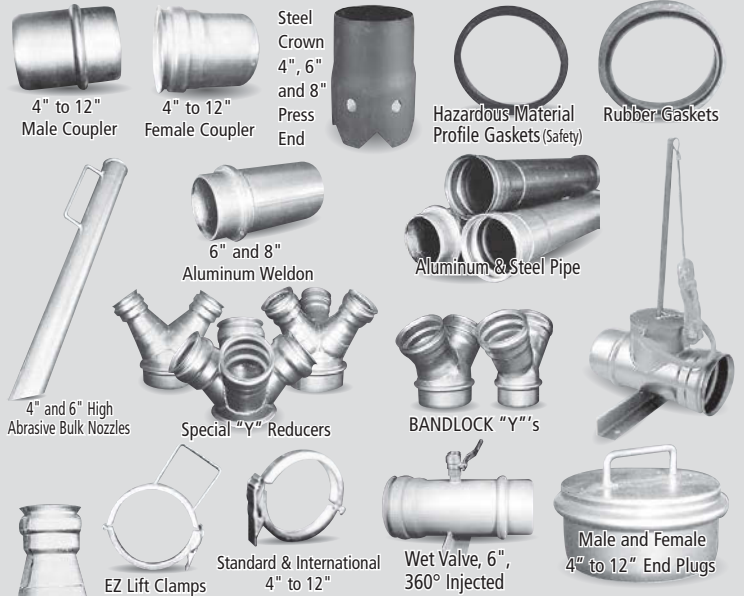
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32
Learner's Permit

- Dee Goerge

Constant professional training and deep customer education efforts pay off with inspection and repair work, a solid reputation for First Call Septic Services.

ON THE COVER: Emergency calls and inspection and repairs bring in a good part of the revenue for First Call Septic Services Inc., in Battle Ground, Washington. Owner Ronnie Tamez, shown with his 1995 Mack with a 4,500-gallon steel tank and a Utile pump, has built a reputation for diagnosing problems plaguing commercial and residential onsite systems. (Photo by Ethan Roche)

10 Reading Between the Lines:
7 Deadly Sins

Human resources issues that drive a small-business owner up the wall, and how to address them.

- Jim Kneiszel, Editor

14 @pumper.com

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

18 The Golden Rules

Treating customers and employees right and building an efficient plan for disposal put Wisconsin pumper Mike Oberg in a position to succeed.

- Kyle Rogers

28 Building the Business:
2 Heads Are Better Than 1

In a mastermind group, you get help solving your business challenges and get to help others tackle theirs.

- Joelle Jay

40 Rules & Regulations

Pumpers working construction sites must follow new OSHA confined space rule.

- Doug Day

44 Money Manager:
The Cash Flow Conundrum

Develop sound strategies to help your income stay ahead of your outgo.

- Erik Gunn

50 After Hours: A Passion for Painting

When they're not pumping, Indiana's Jim Garris and Kenton Brubacher enjoy laying beautiful new finishes on trucks, collector cars and Harley-Davidson motorcycles.

- Ed Wodalski

54 WWETT Spotlight

Pik Rite product designed to end harsh automatic transmission PTO startup.

- Craig Mandli

58 State of the States:
The Golden Gophers of Onsite

The Minnesota Onsite Wastewater Association prides itself on teamwork with regulators and educators to promote and improve septic service.

- Doug Day

62 Vacuum Tank Directory

68 Septic System Answer Man:
A Gray Area

The procedure of separating graywater from black water and sending it out to the yard isn't always as simple as it seems.

- Jim Anderson

72 Overheard Online:
Standard or Auto Shift?

I'm looking at a new vacuum truck equipped with an Allison automatic transmission. What do you think?

74 Classy Truck of the Month

We feature Tom's Sewer & Drain Service Inc., McDonald, Ohio.

76 NAWT News

Get ready for the Waste Treatment Symposium.

- Dhru Bhatt

80 Associations List

84 Product Focus:
Vacuum Trucks – Truck Builders

- Craig Mandli

96 Case Studies:
Vacuum Trucks – Truck Builders

- Craig Mandli

100 Product News

Product Spotlight: Effluent turbine pumps provide high heads for low-flow applications.

- Ed Wodalski

104 Industry News

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**HYDROEXCAVATION/
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A

ABBOTT RUBBER COMPANY, INC.
Abbott Rubber Co., Inc.60

ACRO
Acro Trailer Company.....78
Advantage Funding42
AlturaMATS, Inc.....82

AMAZING MACHINERY
Amazing Machinery, Inc.75

AMESBURY TRUTH
Amesbury Truth4

AMT
AMT Pump Company72

AMTHOR INTERNATIONAL
Amthor International29

AQUA BEN CORPORATION
Aqua Ben Corporation.....98

AQUA-ZYME DISPOSAL SYSTEMS
AQUA-Zyme Disposal Sys.103

ARCAN ENTERPRISES
Arcan Enterprises, Inc.98

ARMAL
Armal, Inc.26

ARMSTRONG EQUIPMENT INC.
Armstrong Equipment.....103

B

BEST ENTERPRISES
Best Enterprises, Inc.73

SEAL-R
Brenlin Company, Inc.12

C

CAM SPRAY
Cam Spray.....26

CAPE COD BIOCHEMICAL CO.
Century Chemical Corp.101

CHANDLER EQUIPMENT
Chandler Equipment.....79

CHEMPACE CORPORATION
Chempace Corporation74

CLEAR COMPUTING
Clear Computing, Inc.54

COMFORTS OF HOME SERVICES
Comforts of Home Services.. 78
Consolidated Fabricators.....38
Cooper Vacuum Truck, LLC .25
Cotta Transmissions.....35

CRUST BUSTERS
Crust Busters/Schmitz Bros. ...70

D

DEAL ASSOCIATION
Deal Assoc.....56
Del Vel Chem Co.....4

E

EATON
Eaton Vehicle Group.....25

ECOLOGICAL LABORATORIES
Ecological Laboratories, Inc. .96
EICA Tankheads, Inc.89

EQUIPMENT SALES
Equipment Sales, LLC.....19

ERICKSON TANK & PUMP
Erickson Tank & Pump98

EXPLORER TRAILERS
Explorer Trailers -
McKee Technologies ..59

F

F. S. SOLUTIONS
F. S. Solutions.....33, 81

FERGUS POWER PUMP
Fergus Power Pump, Inc.98

FIVE PEAKS
Five Peaks.....85
FMI Truck Sales & Service101

FRUITLAND MANUFACTURING
Fruitland Manufacturing.....87

G

GAPVAX
GapVax, Inc.53
Global Vacuum Systems ..101
Great Lakes Equip. Sales...39

H

HANNAY REELS
Hannay Reels.....37

HINO TRUCKS
Hino Trucks.....26
House of Imports11

I

IMPERIAL INDUSTRIES
Imperial Industries, Inc.97

IN THE ROUND DEWATERING
In the Round Dewatering....59

K

KEEVAC
KeeVac Industries, Inc.61

Keith Huber Corporation....46

KENTUCKY TANK
Kentucky Tank, Inc.29
Key Commercial Corp.106
Klear it Kone.....48

L

L. T. & E., INC......94

LANE'S VACUUM TANK, INC.
Lane's Vacuum Tank, Inc...78

LELY TANK & WASTE SOLUTIONS
Lely Tank & Waste Solutions77

LENZYME
Lenzyme/Trap-Clear.....4

LIBERTY FINANCIAL GROUP
Liberty Financial Group89
Liberty Pumps, Inc.21

LMT INC.
LMT, Inc.42

LONGHORN
Longhorn Tank & Trailer ...117

M

MARSH INDUSTRIAL
Marsh Industrial.....89

MASPORT
Masport, Inc.....3

MID-STATE TANK CO., INC......52

MILWAUKEE RUBBER PRODUCTS
Milwaukee Rubber Products..52

MORO USA, INC......7

N

NATIONAL TRUCK CENTER
National Truck Center.....15

NATIONAL VACUUM EQUIPMENT
National Vacuum Equipment...43

NAWT
NAWT, Inc.....76
Norweco, Inc.....27

NU CONCEPTS
NuConcepts.....66

O

OAKMONT CAPITAL SERVICES..94

ONE BIOTECHNOLOGY102

P

PEOPLE'S UNITED EQUIPMENT FINANCE CORP......82

PIK RITE, INC......66
Polar Service Centers.....56

POLYJOHN
PolyJohn Canada60
PolyJohn Enterprises.....119

POLYLOK
Polylok, Inc./Zabel38

POLYPORTABLES
PolyPortables, LLC.....13

PRESSURE BOOSTER BY PRESSURE LIFT
Pressure Lift Corporation...66

PRESVAC
Presvac Systems, Ltd.....120
Pro Biz12

R

REELCRAFT
Reelcraft Industries, Inc.....16

RITAM TECHNOLOGIES LLC...106

ROBINSON VACUUM TANKS....70
Romotech4

RUSH REFUSE SYSTEMS
Rush Refuse Systems49

S

SATELLITE INDUSTRIES.....2, 30-31
SchellVac Equipment, Inc..69

SCREENCO SYSTEMS
Screenco Systems, LLC.....41

SEPTIC SERVICES, INC......57

SLIDE-IN WAREHOUSE.....48
Soil Shaker, LLC.....70
Southland Tool Mfg. Inc.17

SPECIALTY B SALES.....99
Stamp Works12
SubSurface Locators, Inc. ..82

SURCO
Surco® Portable Sanitation
Products71

SWEET SEPTIC SYSTEMS.....93

T

T&T TOOLS, INC......94

T.S.F. COMPANY, INC......47
Tank World Corp.....93

TANKTEC
TankTec83
Thompson Tank, Inc.103

TRANSPORT TRUCK SALES, INC...45

TRANSWAY SYSTEMS INC.
Tranway Systems, Inc.....5
Truck Country105

TSI TANK SERVICES, INC......105

U

ULTRA SHORE59

V

VAC-CON
Vac-Con, Inc.23

VACUTRUX LIMITED.....95

VACUUM SALES, INC......105

VARCO
VARCo.....67
Verizon Networkfleet.....9

W

WALEX PRODUCTS, INC......107

WALLENSTEIN VACUUM PUMPS/ELMIRA MACHINE.....16

WASTEQUIP
Wastequip.....56, 57

WATER CANNON
Water Cannon, Inc.....118

WE ENGINEER, INC......99

WESTMOOR LTD./CONDE.....91

Classifieds.....110
Marketplace.....108

REGIONAL ADVERTISERS

Midwest Supplement

(after page 74)

ADVANCE PUMP & EQUIP......3
CRESCENT TANK MFG.
Crescent Tank Mfg.....3

LIBERTY FINANCIAL GROUP.....3

MARENGO FABRICATED STEEL....1
MID-STATE TRUCK SERVICE4
R.A. ROSS & ASSOCIATES NE...2

RIDER AGRI SALES & SERVICE...4

V&H TRUCKS
V&H Inc.2

Eastern Supplement

(after page 74)

ADVANCE PUMP & EQUIP......3

ANDERT, INC......4
CRESCENT TANK MFG.
Crescent Tank Mfg.....3

MARENGO FABRICATED STEEL....1
MID-STATE TRUCK SERVICE3
R.A. ROSS & ASSOCIATES NE...2

V&H TRUCKS
V&H Inc.2

VSI
Vacuum Sales, Inc.....4

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

7 Deadly Sins

Human resources issues that drive a small-business owner up the wall, and how to address them

By Jim Kneiszel, Editor

It's the dog days of summer. The phone keeps ringing with customers wanting you to add one more pumping appointment to an already crowded calendar. The heat and humidity are miserable and your crews are on the road longer and working harder than ever.

Frustrating workplace issues don't make it any easier to cope with the stresses of the busy season. But distractions, bad behavior and motivation problems can crop up and test the abilities of small-business owners and managers to keep work running smoothly.

Here are seven deadly sins you may encounter with your crew this summer, along with suggestions on how to keep these problems from hurting your company's productivity:

The sin: Smartphone abuse

The salvation: Could this be the biggest human resources issue of the new millennium? The phone is now viewed as a constant lifeline to family and friends, and it gets harder to curtail employee use every day. But maintaining workplace productivity demands limiting cellphone use on company time. Consider a policy that restricts phone use to emergency situations. Forbid personal texting, tweets, social media posts, Snapchats, etc., during the work shift. Protect employees, equipment and your business by instituting harsh penalties for workers who talk or text while driving a service truck. At this point, it might be unrealistic to start a policy requiring employees to turn off the phone completely.

The sin: Tardiness

The salvation: If you don't already use one, you could bring in a time clock and dock pay for punching in late. That may seem like an extreme measure, especially if you run a small operation where good employees have always been trusted to track their time more informally. Explore incentives you can offer for employees who show up on time every day for a month, quarter or year. If you see a pattern of tardiness in one employee, don't let it linger. Take action to reprimand the offender early or risk the problem getting worse and spreading to other employees.

The sin: Poor interaction with customers and co-workers

The salvation: Institute a random call-monitoring program where you listen in to the receptionist's interaction with customers and share feedback. Do this for an hour or two every quarter. Take notes on how workers treat customers and answer their septic service questions. For workers in the field, survey customers randomly after the service and ask if the technician was courteous, helpful and informative while at the job site. Keep all your notes on file for periodic reviews or future justification for employee termi-

Foster an attitude of teamwork among your crew members. It should be "all for one and one for all" to get the job done during hectic summer days.

nation. Take serious any complaints you receive about how employees are treating each other. The job can be stressful, but you cannot tolerate employees not showing each other respect.

The sin: Carelessness with equipment

The salvation: There is a two-prong solution to making sure employees aren't too rough with the equipment. First, institute a daily or weekly inspection checklist for trucks and excavation equipment. Have your drivers note scuffs and scratches, dings and dents. Require washing the outside of vehicles and clean out and vacuum the cab. If you have two drivers, ask them to check over each other's trucks. Part two is to hold weekly or monthly meetings to discuss an aspect of the proper care of all your equipment. These meetings will reinforce the priority to care for the inventory.

The sin: Preventable workplace injury

The salvation: Horseplay and poor lifting techniques can put workers out of commission, costing your company time, money and bringing added stress from unexpected short staffing. Make it clear you don't like impromptu games of dodgeball between rows of portable restrooms in the yard. Be sure employees wear hard hats when they work on construction sites. Hold safety sessions that stress proper hose handling or lifting of concrete lids and other heavy equipment. Start the day with some stretching exercises for the crew. Remind workers that you want them to return to the shop safe and sound at the end of their shifts.

The sin: Not-so-clean service

The salvation: Constantly review service protocols to ensure consistently good service. Follow and spot-check septic service drivers and grade their performance. Seek customer feedback on service to address issues of cleanliness before they take a toll on your reputation. Log and track complaints by route and technician and look for ways to reward your top performers with bonuses or tokens of your appreciation. Convince workers that a culture of cleanliness – keeping uniforms spic and span, cleaning up mess-

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es at work sites – will make your company an industry leader and translate into more financial rewards for everyone.

The sin: Doing the bare minimum

The salvation: Watch for workers who don't take the initiative to do more than the minimum amount of work to keep their jobs. Challenge workers to go beyond their job descriptions if it means satisfying a customer. Foster an attitude of teamwork among your crew members. It should be "all for one and one for all" to get the job done during hectic summer days. To stay profitable, you can't let anyone cop a "not my job" attitude. Hold workers accountable for their actions, and when employees do outstanding work, find a way to reward them.

ACCENTUATE THE POSITIVE

While you may encounter any one of these issues from time to time, most of you are fortunate to have good employees up and down the ranks. These are folks you're proud to work with every day. I've met many *Pumper* readers and their top employees when they attend the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show every year.

So many great workers – from service technicians to office staff – keep the industry humming along. It's important to remember that and recognize crews this time of year, when they're putting in long hours to meet peak demand for service. ■

LETTER TO THE EDITOR

Due Diligence On the Job Would Have Prevented Disaster

I read the article titled "Fuel Oil Poured Down Septic System Inspection Port" (*Between the Lines/May 2015*). My thoughts are, when will we take responsibility for our own duties and actions? What happened to "Measure twice, cut once"? Assumptions are the mother of all screw-ups.

I will agree that labeling of piping, electrical and HVAC systems is beneficial, but at what point do we abandon common sense? From a service provider standpoint, you must verify that you are at the correct location, meet with the point of contact, and confirm the type of service, points of access and what the final outcome is to be. If this is done on a constant basis, errors – or in this case, disasters – can be avoided.

Stop finding blame, being lazy and perform your task in a responsible manner.

John Beagles
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ALL ABOUT RESPECT

the politics of inspection

If you're doing any septic inspections, you may have run into conflicts with installers or other maintenance professionals. It should be a "team sport" but everyone's not always on the same page. This two part series is your guide to encouraging respect, which improves the future of the industry.

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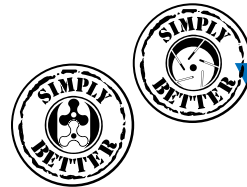


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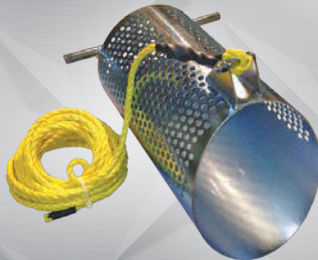
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The crew at Mike's Septic Service includes, from left, Spencer Oberg, Heather Oberg, Mike Oberg, Steve Nobbe, Ike Roberts and Julie LaRiviere. The Kenworth vacuum truck fleet is shown in the background, built out by Imperial Industries and Central Wisconsin Body and Hoist. (Photos by Cory Dellenbach)



THE GOLDEN RULES

After more than two decades in the pumping business, Mike Oberg relies on a simple principle he started out with: Treat your customers and employees well, and remember the two are inextricably connected to one another.

Running a successful small business is just that simple for Oberg, 53, who started Mike's Septic Service in 1993 in Eagle River, Wisconsin, after spending many years working for another pumping company.

"The only way you're going to get good employees is by treating them fairly," Oberg says. "And if they're happy with their job, they're going to treat the customer better. If they're not happy, that attitude will run right over to the customer."

LEARNING THE ROPES

Oberg was only 14 when he got his first taste of the septic pumping business. It was the summer following eighth-grade, and Oberg and his twin brother had been working at a campground in Eagle River.

"In the spring — before the campground opened — they needed both of us, but after it got going, they only needed one of us working a day," Oberg recalls. "My dad came home one day and said, 'I have

(continued)

Treating customers and employees right and building an efficient plan for disposal put Wisconsin pumper Mike Oberg in a position to succeed **By Kyle Rogers**

Profile

Mike's Septic Service
Eagle River, Wisconsin

OWNER: Mike Oberg

FOUNDED: 1993

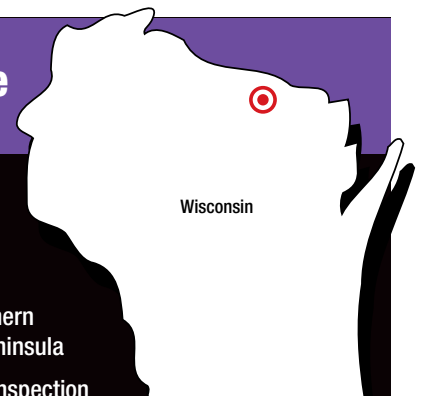
EMPLOYEES: 5

SERVICE AREA: 10 counties in northern Wisconsin and Michigan's Upper Peninsula

SPECIALTIES: Septic pumping and inspection

AFFILIATIONS: Wisconsin Liquid Waste Carriers Association

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another job for one of you if you want it.”

The youngster volunteered.

“My dad had said it would be just riding around with a guy in his truck and helping him out. I thought I could do that. Two days later, a septic truck pulled into the yard. I said, ‘What’s that here for?’ My dad said, ‘Well, that’s your job.’”

For Oberg, it was a learning experience and eventually brought him to his current status as a small-business owner.

“I learned how to do the job — how to do the work, how to locate tanks,” Oberg says. “In the beginning, I was young and it didn’t really matter how much money I made. But as time went on, I had a family and was raising kids, and I needed more. I had two choices: Quit and find some other type of job or go into business for myself.”

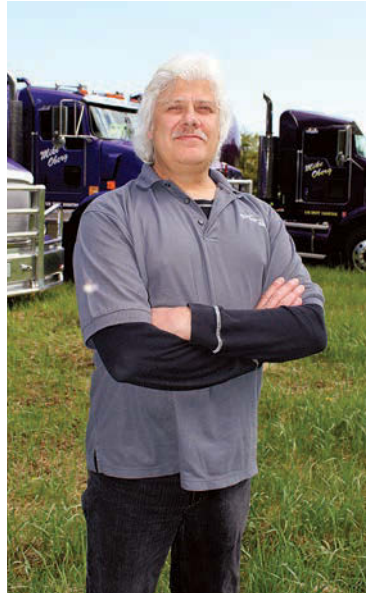
RESPECT IS THE KEY

Oberg says his customer service philosophy isn’t complex.

“You just treat people with respect,” he says. “Not that the customer is always right, but you want to give customers the best service you can.” Oberg says that means doing jobs the right way and not taking shortcuts. He won’t pump through vent pipes and whenever possible backflushes in order to pump tanks more thoroughly.

“Not everyone will do that, but customers appreciate it,” Oberg says.

That doesn’t mean Mike’s Septic Service has never encountered an unsatisfied customer. Oberg recalls one recent job in which a customer was angry about an



Mike Oberg

aluminum hose collar scratching the blacktop of his driveway. With the amount of hose that was needed to reach the tank, Oberg says there was little that could’ve been done to prevent that from happening. All you can do is be polite in your explanations to customers and accommodate them whenever possible, he says.

“You do the best you can,” Oberg says. “In that case, there was nothing I could do.”

On another job a few years ago, Oberg remembers one of his drivers leaving tracks in a driveway after pumping a tank. The driver called Oberg immediately and Oberg went to the home to assess the damage.

“I called my insurance company, said we just damaged a driveway, and gave them the customer’s name and number,” Oberg recalls. The proactive approach left a great impression with the customer. “He was happy as heck. That section of blacktop we damaged was only two weeks old. If he would have told us that, we wouldn’t have come in the driveway. But you accommodate people when you can.”

That accommodating attitude extends to Oberg’s employees.

“I try to make sure they get the time off when they need it, I pay them a good wage, and I make sure they have good equipment and proper training so they’ll be able to do their jobs the right way,” he says. “Every year, we have a Christmas party. I try to make sure I have something for them in the summertime too. If they need to

borrow the skid-steer or use my pickup truck for something, they’re welcome to it. It’s just a good working relationship.”

“The only way you’re going to get good employees is by treating them fairly. And if they’re happy with their job, they’re going to treat the customer better. If they’re not happy, that attitude will run right over to the customer.”

— Mike Oberg

(continued)



Technician Steve Nobble applies septage on a farm field using a 2015 Kenworth truck built out by Imperial Industries with a 5,200-gallon tank and National Vacuum Equipment (NVE) blower.

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Pumper truck pipeline

Mike Oberg likes to keep the fleet of vacuum trucks at Mike's Septic Service up to date. When it comes time to purchase a new rig, he doesn't have to worry about finding a buyer for the truck being cycled out of the inventory. Oberg has sold four trucks in 22 years. Three of those trucks have gone to the same pumper – Melvin Ecker of Lakeshore Septic Service, three hours south in Chilton, Wisconsin.

That truck pipeline from Oberg's northern Wisconsin yard to Ecker's operations began in 1995. That's when Oberg was preparing to buy his first new truck after two years of business. Oberg sold his used chassis to a company in Chilton where he was having the tank mounted on his new truck. The used truck was scheduled to be turned over to Ecker, a farmer getting into the pumping business. Since then, truck turnover has been a breeze for both contractors.

"He bought the used truck, and then two years later he bought a tank I rejected because it wasn't sized right for my truck," Oberg says. "After that he just kept calling me to see when I was going to replace my trucks and wanting to buy them because he knew I ran Kenworths and took good care of them."

In the past two years, Oberg has sold two more trucks to Ecker, who finds it convenient to stick with the same purple color scheme Oberg uses. "He said he's going to change their portable toilet truck to purple so it matches the rest of the fleet," Oberg says.

And truck sale No. 4 between the two pumpers is already in the works.

"His son came to pick up a truck last year and the first thing he did was walk over to my brand-new 2015 truck," Oberg says. "I said, 'Come on, that's not the truck you're buying.' He said, 'I know. I just want to see what I get in 10 years.'"

A FIT FLEET

Oberg has gradually grown the business. What began as a one-man operation now employs a crew of five covering a 10-county service area in northern Wisconsin and parts of Michigan's Upper Peninsula, with three trucks on the road daily for most of the year, all Kenworth — a 2010 T800 semi-tractor tanker with a 6,500-gallon tank built out by Central Wisconsin Body and Hoist and a Masport pump; a 2012 T800 tandem-axle with a 4,300-gallon tank and Masport pump built by Imperial Industries; and a 2015 T880 tri-axle with a 5,200-gallon tank and National Vacuum Equipment blower built by Imperial.

Oberg's crew includes Steve Nobble and Ike Roberts. Oberg's daughter, Heather, runs the office and handles customer calls, and Julie LaRiviere does the bookkeeping. Oberg's son, Spencer, also assists the company, driving to different job sites for tasks such as installing risers or digging up pipes for replacement.

Business slows during the winter months but picks up quickly in the spring as area resorts prepare for the tourist season, part-time residents return to their lake houses and a new batch of homeowners are mailed three-



Steve Nobble prepares to pump a commercial holding tank. The lid and riser are from Tuf-Tite.

year septic tank service reminders from the county. Oberg says residential work still accounts for the majority of his business, but about 30 percent comes from commercial customers, including restaurant grease trap service.

COST-EFFECTIVE DISPOSAL

Part of Oberg's customer service approach is being fair about what he charges for his pumping services. At the same time, he says he can't undercut his competitors and sustain a healthy and profitable business. That means operations need to be as cost-effective as possible. Playing into that goal is Oberg's practice of land-applying a majority of the waste he pumps.

"The only things I take to the sewer plant are what is required to go, like



Above: Steve Nobble discusses a pumping job with homeowners in northern Wisconsin. Much of the summertime work is performed for seasonal lake-home residents.



Left: Nobble releases a small amount of waste to test for pH levels before land application. The level must be at 12 for at least 30 minutes before spreading.

the holding tanks for the sewer drains of repair shops," he says. "The land-applying is a lot more cost-effective."

Fortunately, Oberg has an abundance of farm acreage available to him for land application. When he started the business, a local farmer allowed him to spread on 20 acres of fields. Now Oberg has access to about 150 acres – all owned by the same farmer. With rising prices at the treatment plant (\$80 to \$100 per 1,000 gallons), Oberg would have to nearly double his pumping fee if he went that route for dumping.

To land-apply, Oberg says he pays the cost to have the hay cut from the fields. The hay yield for the farmer tripled once Oberg began putting those nutrients back into the ground. The more hay that is cut, the more Oberg pays, but he says it's still far more cost-effective than going to a wastewater treatment plant. Plus, he maintains a mutually beneficial relationship with the farmer.

(continued)



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“It’s just one farmer, but he has a lot of land,” Oberg says. “He saw the benefit right away and kept giving me more land to spread on.”

Still, there are limits. No more than 39,000 gallons per acre can be spread on the fields annually, and most of that has to be done prior to winter when land application is further restricted. Since the waste goes from tank directly to farmland after being treated with hydrated calcium lime, Mike’s Septic Service has to strike a balance between gallons pumped, acreage available for spreading and the timing for cutting the hay crop.

Oberg says each driver keeps a log of how many gallons are spread and where, and they also consult with one another at the end of each day to stay updated on their totals. They stop spreading



he would like a used 500,000-gallon agriculture slurry tank since that would reduce the engineering costs required for building a new tank. State natural resources officials have told him the permitting process for a large tank would take about two years, and he says finding a large tank in good condition has been challenging.

Left: Technician Ike Roberts adds lime to the tank during a pumping job.

Below: Kenworth is the preferred truck brand and purple is the distinctive company color for Mike’s Septic Service, in Eagle River, Wisconsin. Here technician Ike Roberts backs a 2012 rig built out by Imperial Industries with a Masport pump toward a residential septic tank for pumping.



A NEW ENDEAVOR

While pumping and inspections remain Oberg’s forte, he is considering expanding into portable sanitation; specifically providing high-end restroom trailers.

“Nobody else offers that up here,” Oberg says. “I’ve talked to different people who have tents and do weddings and other events. They say they’d rather have (a trailer than standard portable restrooms).”

In February, Oberg attended the 2015 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show in Indianapolis primarily to look at restroom trailers.

“I did notice there seemed to be more people getting interested in the trailers,” he says. “A lot of women were looking at

them. That’s whom it mostly caters to. At a wedding, maybe men wouldn’t mind using a portable (restroom), but women don’t want to have to go in there with their dress on. They might want to have a nicer setup. I thought I’d fill a niche here that others don’t seem to want to do.”

Oberg says he plans on purchasing a medium-sized four-unit trailer and then a second trailer depending on the demand. No matter how that new venture progresses, you can bet Oberg will approach it with the same emphasis on customer service he has practiced with his pumping business over the years.

“You try to make people feel happy about a dirty job you have to do,” he says. “That’s really all there is to it.” ■

“We could store the waste all winter long, and then in the spring take it out to fields. Or if there’s a rainy period and we can’t get out into the fields, we could just put it in the storage tank and take it out when we can.”

— Mike Oberg

on a field two months before the hay is scheduled for harvest, but to be efficient they also try to apply the maximum amount of waste allowed on that field before the cut-off date, Oberg says. For the most part, he says he’s been successful at coordinating pumping and spreading.

“I’m pretty much tapped out,” Oberg says. “If I added another truck — and we’re busy enough that I could — I would need another area where I could spread.”

THE STORAGE ALTERNATIVE

The farmer has more land, but Oberg is searching for property he can purchase and not be so reliant on other landowners. He has also considered

storage options to provide flexibility in land application.

“We could store the waste all winter long, and then in the spring take it out to fields. Or if there’s a rainy period and we can’t get out into the fields, we could just put it in the storage tank and take it out when we can,” Oberg explains.

He says storage would also be beneficial for when he eventually does acquire some land, which likely won’t be close enough to allow his employees to constantly shuttle out for disposal and maintain an efficient pumping schedule.

“I was looking at a field, which would be nice, but it’s about 35 miles one way,” Oberg says. “If I had a storage tank, you just dump it in there and I could have one truck just making trips between there and the fields. I could get another truck to do that and still have three trucks out on the road pumping tanks.”

Oberg says it’s just a matter of finding the right storage tank. Ideally,

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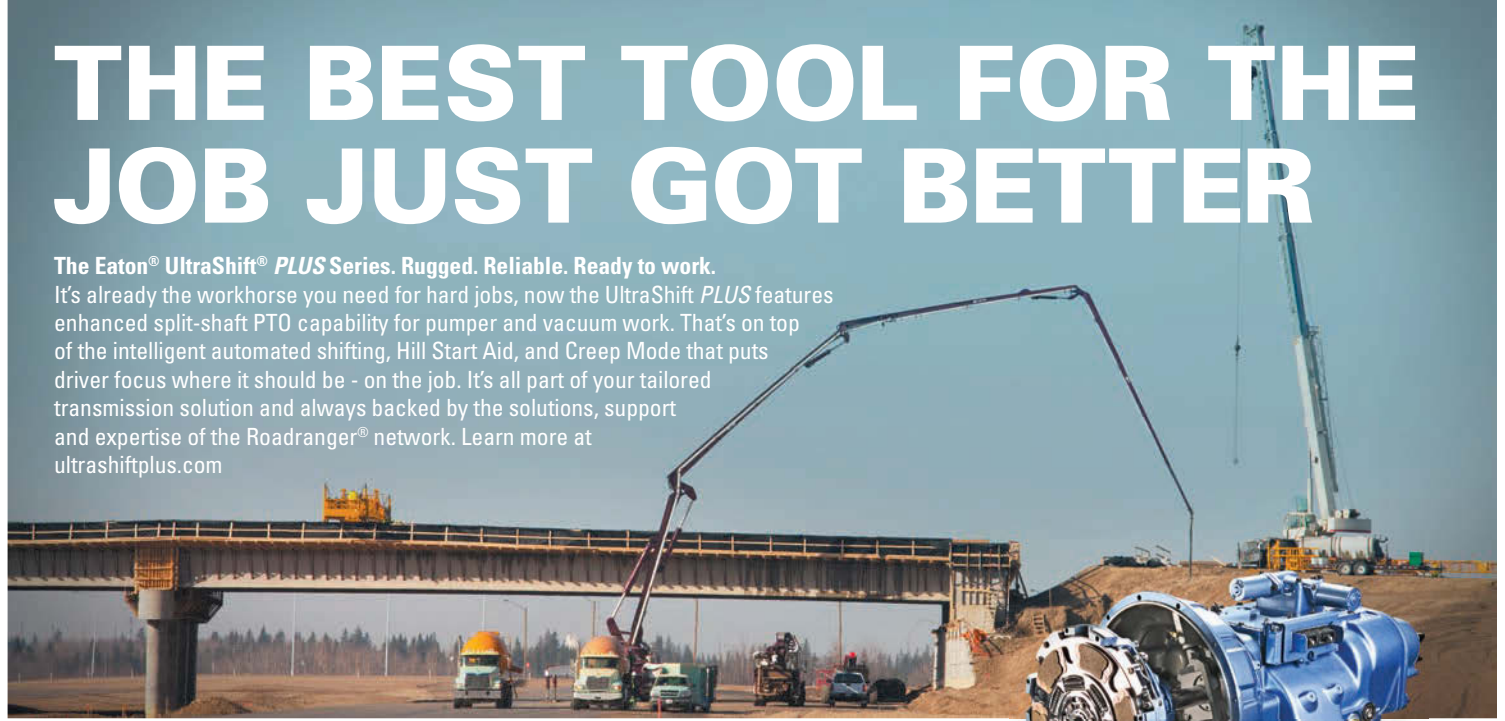
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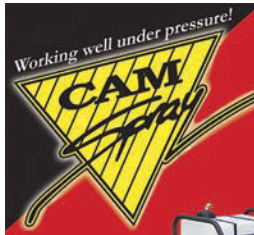
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Joelle K. Jay is an executive coach and author of *The Inner Edge: The 10 Practices of Personal Leadership*. Visit her at TheInnerEdge.com or email Info@TheInnerEdge.com.

2 Heads Are Better Than 1

In a mastermind group, you get help solving your business challenges and get to help others tackle theirs

By Joelle Jay

You know the scenario: You're facing a stressful challenge at work and struggling to come up with fresh, creative ideas to solve the issue. Nothing you think of seems right. You're too close to your challenge to create an innovative solution. Frustrated by your lack of creativity, you decide to sleep on the problem another night, hoping the answer will come to you tomorrow.

Now imagine that same scenario, but this time you have two or three other people dedicated to helping you work it out. They listen to your questions, offer advice and help you find solutions. When your problem is resolved, you listen to theirs. This is the essence of a mastermind.

A mastermind is a small group of peers, usually three to five people, who share and support each other through the challenges of life and leadership. It provides a mutually beneficial source of inspiration, information and collaboration for all its members. Far more than a typical network, a mastermind is your inner circle — your "A" team.

Networking groups, professional associations and common-interest groups serve important purposes for leaders. That's not the focus of a mastermind. A mastermind is so cohesive that the members operate as one, focusing exclusively on the needs of one member at a time.

Masterminds can be as varied as the leaders. For example, one group might consist of three consultants who meet for an hour once a week to grow their businesses. Another could involve seven small-business CEOs who meet quarterly to set goals, or even eight women entrepreneurs who meet via phone and email to answer questions and share resources. Many leaders thrive with the support of their masterminds. They discuss challenges, goals and visions, individual and organizational strategy, and more. The support is tailored to each member's unique situation and set of concerns.

If creating a mastermind sounds like what you need to take your business to the next level, consider these steps:

1. Brainstorm. What do you hope a mastermind will help you do? Provide objective advice? Be a sounding board? Hold you accountable? Having a good sense of what you want from the group will help you create it. Write down your ideas to explore the possibilities.

2. Arrange it. The mix of members is the most important element of a mastermind. Select those who will make the most powerful team, and look for people who are different from you. Your mastermind will help best if the members' perspectives are different from yours.

3. Suggest it. Once you have some names, extend the invitation — a phone call, an email, a meeting, whatever is most comfortable for you. Share your idea about the group and see who's interested. Not everyone will want to join. That's OK. You're looking for people who are drawn to the idea. Move forward with the partners who emerge.

A mastermind is so cohesive that the members operate as one, focusing exclusively on the needs of one member at a time.

4. Try it out. Once you have interested participants, hold an informal meeting to get to know more about each other and what your mastermind could be. Reiterate what a mastermind is, what you hope to get out of it and why the people you've invited seem to be a good fit. Then go around the room and ask each person:

- What interests you about forming a mastermind?
- What characteristics would be important to you in this group?
- What would you hope to achieve?

Your goal is to determine who, specifically, wants to commit to your group. Then you can set a date for your first meeting.

5. Establish it. The first time your mastermind meets is an important day. You will get off to a good start if you take the time to do it well. Follow a formal agenda that includes:

- A welcome message
- Foundational questions:
 - Who are you, what do you do and what brought you to this group?
 - How can this group best support you?
 - What talents do you bring to this group?
 - What ground rules would make this group worthwhile?
- A review of logistics:
 - When, where and how often will we meet?
 - What will the format be?
- Closing thoughts

However you structure your meetings, make sure each member has the opportunity to discuss his or her goals, needs and next steps.

6. Regulate it. When a mastermind group is well organized, it can be one of the most beneficial forms of support a leader can get. But masterminds can get off track. To ensure the group's effectiveness, stay in tune with the value it provides each member.

At the end of every meeting, or occasionally, go around the table and ask, "On a scale of one to 10, one being low and 10 high, what was the value of today's meeting for you? Why?" Then talk about it. What would you/the group have to change to make it a 10?

Allow members to ask for what they need from the group and to take



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personal responsibility for anything they're doing to hold back the mastermind (and themselves). It also helps the group grow and evolve to best serve all members.

GAIN YOUR EDGE

Regardless of your industry or business, you shouldn't have to go it alone. Many talented, competent leaders share struggles similar to yours, and they can offer a valuable perspective about whatever challenge you're facing. After all, when it comes to problem solving, two (or more) heads are always better than one. Your mastermind will help you become a better leader. When you avail yourself of other people and think about how you can help them, you will naturally help yourself. ■

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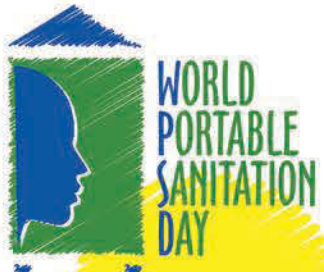
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LEARNER'S PERMIT

Constant professional training and deep customer education efforts pay off with inspection and repair work, a solid reputation for First Call Septic Services *By Dee Goerge*

The families of First Call Septic Services include technician Chris Gross and family Shannon, Gabriel, Isaiah and Megan; and Ronnie Tamez and family Jennifer, Matthew and Justin. They're shown with the First Call trucks in Battle Ground, Washington. (Photos by Ethan Rocke)

When Ronnie Tamez shows up for a service call, he doesn't want to tell his customer that he can't solve the problem. Though one of his services is routine septic pumping, First Call Septic Services makes a good portion of its income doing repair and emergency work, as well as providing septic system inspections. Because Tamez and his employee are certified to work on all types of systems, there are few jobs they can't handle.

That versatility – combined with an attitude of giving over-the-top customer service and education – has helped his young business in Battle Ground, Washington, experience steady growth.

TAKING THE PLUNGE

After Tamez was laid off from a job manufacturing microchips in 2005, a friend suggested he seek employment at a septic service business owned by the friend's father. Unfamiliar with the wastewater industry, Tamez says he had some reservations about the "dirty job" aspects of the work. He pursued the pumping job anyway and any doubts soon melted away, and he discovered a passion for the business.

Then when the economy took a turn for the worse with the real estate collapse, his boss decided to close shop. Tamez wasn't ready to give up. So with a year's worth of experience, some education and a wife pregnant with the couple's second child, he took out a mortgage and purchased a used vacuum truck. He pumped one tank in late 2006 and made repair calls and inspections with the family car, a Honda Accord with the back filled with tools and parts.

(continued)

Profile

First Call Septic Services Inc.,
Battle Ground, Washington

OWNERS: Ronnie and Jennifer Tamez

FOUNDED: 2006

CREW: 3

SERVICE AREA: Southwest Washington state

SERVICES: Pumping, repairs and inspections

WEBSITE: www.firstcallseptic.com



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Left: First Call Septic owner Ronnie Tamez takes an effluent sample during an onsite system inspection while technician Chris Gross works in the background.

Below: Tamez, right, and Gross use a Sludge Judge during the inspection of a commercial septic system at a local business in Battle Ground, Washington.



“It was a cold start,” he recalls, since he was building a business from scratch. But it didn’t take him long to realize that pumping was just part of the picture. He knew that working his way through certification levels to be able to educate customers and repair the many types of systems would help build First Call into a successful business.

KNOW THE BUSINESS

“Most honest, informative and respectful person we’ve dealt with.” Facebook reviews like that verify the mission Tamez, his wife, Jennifer, and employee and friend, Chris Gross, prioritize for their business. They believe in being well trained and prepared to operate a septic service business in a state with more than 15 types of approved systems, from standard gravity drainfields to high-tech aerobic treatment.

If a homeowner’s septic alarm is triggered and sounds, Tamez asks questions and usually sends out a service van to investigate the cause. For example, the alarm may sound if a blower fails in an ATU. “We stock all the blowers (and other parts) in our service vans,” Tamez says. “I don’t want to respond to an alarm that we can’t service.”

YOUTUBE PRO

Tamez aims to help customers avoid service calls altogether by posting videos on his website’s septic blog. From explaining how different systems work to what to check when an alarm goes off to showing how “flushable” wipes clog a system, his goal is to educate consumers. While some might say the videos reduce potential income, Tamez is convinced the information helps earn trust and confidence with customers.

“The more I can teach someone, they know they need to take care of it (septic system),” he says.

He and Gross take videos with their Android cellphones, and First Call also has a waterproof Fuji camera for videotaping. Besides using the video for their website, it also comes in handy to send to engineers when the technicians have questions about a specific system.

“For every real estate transaction (inspection), we do a video and people can see that stored on YouTube. Most of the time a buyer cannot be present for the inspection but would like to have seen it for future reference.”

— Ronnie Tamez

Tamez and Gross also videotape their real estate transaction inspections, an important part of their business.

“For every real estate transaction (inspection), we do a video and people can see that stored on YouTube. Most of the time a buyer cannot be present for the inspection but would like to have seen it for future reference,” Tamez says. Uploading the videos to YouTube ensures they can be accessed by service technicians five or 10 years into the future, which he also sees as a good customer service.

The video is an extra free service First Call provides, and Tamez says Realtors in his area have taken notice and are calling. It’s extra work, Tamez admits, to edit and upload the videos (he says each takes about 45 minutes to edit and post). But he believes it is an important part of his job.

SPREADING THE WORD

Just because it’s his job, there is still room for fun, Tamez says. He laughs at customers’ standard puns and septic jokes, though he’s heard them repeatedly. He’s fine with that, because he communicates with humor in his conversations, on his website and in social media.

But the Tamezes took humor to a new level with a recent promotion. The

(continued)

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Storage tanks offer disposal flexibility

Two steel surge storage tanks that hold 10,000 gallons each have been one of the best investments for First Call Septic Services Inc., says owner Ronnie Tamez. The wastewater treatment plant in his area maintains limited hours for dumping (8 a.m. to 4 p.m.). Since much of his work is completed outside those hours, Tamez isn't able to dump a load at the plant until the next day.

That can waste time if pumpers from across the region are stacked up at the treatment plant to off-load when it opens in the morning.

"Also, I don't want to have people call with an emergency I can't service because the trucks' tanks are full," Tamez says. Rather than wait in line at the plant or limit their pumping capacity during off hours, Tamez and his employee, Chris Gross, have the option to dump into the tanks in First Call's yard.

"We wait to haul on a slow day or weekend. On Saturday or Sunday we can run three or four loads when it's not as busy," Tamez says.

The unbranded steel cylindrical tanks were purchased used. They lie on their sides above ground. No permits were necessary for the setup.

"They have two access manholes on top in case we need to pump them from above," Tamez explains. "We have a top load pipe with valve, and a bottom unload pipe with valve. We keep all the valves capped. Winter time we have to put heat tape on them to keep them from freezing."

Having the storage available also allows them to take jobs that need to be done quickly. For example, the U.S. Forest Service hired First Call to pump 30,000 gallons of septage from tanks at the Johnston Ridge Observatory on Mount St. Helens.

"You have to do the work when the roads are clear. We need to be able to empty the tanks fast, and doing it on a weekend is easier," Tamez says. "We made faster round trips by unloading in the surge tanks."

Tamez purchased the tanks six years ago and admits they require maintenance, such as changing valves, etc. But by pumping them thoroughly he hasn't had any issues with odor or plugging.

company sent out "Poo*Pauns" (\$20 off) on tan postcards. "If I want to do something, I might as well love doing it. Customers did like it," Tamez says.

Jennifer Tamez has made the business work smarter, he says, as she has built up the database to generate reminder cards mailed to customers. In Washington, septic inspections are required every one, two or three years, depending on the system. Local health departments send out reminders, and First Call sends cards before or around the same time to keep the provider's name in front of customers.

The creative coupons, reminder cards and a business card size ad in the phone book are the only marketing First Call uses besides its informative website and Facebook page. Though they don't advertise on Facebook, they have paid to expand their reach on the social media outlet so friends of people on their page receive posts about the business.

First Call received valuable free TV time when Tamez responded to a call from a homeowner who was dissatisfied with another septic service provider. When Tamez investigated the system and reported there was a second tank, the customer didn't believe him. But there was — a very full tank that was overflowing. The customer — who happened to be a television reporter — was so impressed he brought out a camera crew to tape Tamez at work for a tip segment that aired during the news program.

"The phone rang off the hook for about a month," Tamez recalls.

EQUIPMENT UPKEEP

"I am not the cheapest up front, but we are the most cost-effective," Tamez says. Unlike some companies that quote a lower per gallon fee but add fees and other costs that increase the bill, Tamez charges a flat per gallon fee.



It's clearly stated on the website.

Much of the time, First Call employees arrive at customers' sites with one of the company's two service vans, "Hans" and "Franz." (Tamez likes to name his vehicles.)

The 2006 Freightliners with Mercedes-Benz V6 turbo diesel engines are more economical to run, averaging 20 mpg, compared to the vacuum trucks that average 4 mpg.

Repair and emergency work bring in the majority of income for the business, Tamez says, because few companies are available for after-hours work. Another 35 percent of the business comes from inspections.

Pumping brings in the rest of the income. For that he brings out the big rigs. "Mack," a 1995 Mack CH613 with a 4,500-gallon steel tank and a Utile pump (Com Vac Systems), is the company's workhorse truck with nearly 500,000 miles on the odometer. When business picked up, "Pete," a 2004 Peterbilt, was added to the fleet. It has a 2,600-gallon steel tank and Jurop/Chandler pump.

"We have most things that septic contractors need to do their jobs — shovels, rakes, probes. Both Mack and Pete have Crust Busters on board — and we have a spare in the shop. We carry Sludge Judge sampling tools (Nasco) and nearly every tool T&T Tools Inc. has to offer," Tamez says. They buy lids and risers from Orenco Systems.

"Harrison," a 2006 F-250 pickup, tops off the fleet. "Harrison Ford is a really cool and gruff actor, which is why his name was most appropriate for the F-250, which has to haul around really heavy trailers with excavators on them," Tamez says, explaining he rents equipment occasionally.

Keeping all the equipment clean is important to Tamez, and he and Gross take care of maintenance and cleaning equipment during slow times. But Tamez feels the extra cost of hiring a mobile fleet wash company is a good investment.

"They come every other week and power wash with acid to get to places you can't reach," Tamez says.

Chris Gross prepares to secure an Orenco Systems tank lid after a septic system inspection and Ronnie Tamez works in the background.

“You have to do the work when the roads are clear. We need to be able to empty the tanks fast, and doing it on a weekend is easier. We made faster round trips by unloading in the surge tanks.”

— Ronnie Tamez



Ronnie and Jennifer Tamez

FUTURE FOR FAMILIES

With young sons who may be interested in joining the business someday, Tamez and Gross are working to grow it to sustain four workers.

"I don't micromanage him (Gross). I treat him like a friend — more like a co-worker," Tamez says. Tamez says he pays good wages, and Gross has a company credit card to pick up items he needs, including work clothes and quality Red Wing boots.

"First Call absorbs our lives," Tamez admits. Building the business has meant long days. Tamez handles all the after-hours emergency calls. It's not uncommon for him to post to Facebook a photo of the family enjoying free time eating out, then getting a call about an emergency to go to later that evening. In addition to work, he and Gross take 30-40 hours of classes annually to stay informed about the many systems and regulations in Washington so that they can be prepared for almost anything.

Anything, except system installation. While it's a natural service addition, Tamez has friends that do it, and he doesn't want to take away from their businesses. Adding portable restrooms is a feasible next step — possibly in 2016.

By then, the large shop Tamez is having built should be finished and an overhang would protect restrooms being stored outside. The shop is an important investment First Call has saved for. It will house both big rigs and service vans, offering more convenience for maintenance, repairs and cleaning.

It's another improvement to ensure customer calls to First Call are good calls, Tamez says, that will be handled by knowledgeable professionals capable of fixing all types of systems. ■

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Pumpers Working Construction Sites Must Follow New OSHA Confined Space Rule

By Doug Day

Workers in the construction industry now have the same confined space protections that those in manufacturing and general industry have had for more than 20 years. A new rule, effective Aug. 3, incorporates most of the general industry rule and includes several provisions specific to construction hazards.

Occupational Safety and Health Administration (OSHA) regulations for the construction industry used to have just a training requirement; employees working in confined spaces had to be instructed about the hazards, necessary precautions and the use of protective emergency equipment. The new rule has five key new requirements, according to information published by OSHA:

- Detailed provisions on coordinating activities when there are multiple employers at the work site to ensure hazards are not introduced into a confined space by workers performing tasks outside the space (for example, a generator running near the entrance of a confined space causing a buildup of carbon monoxide).

- A competent person must evaluate the work site and identify confined spaces, including permit spaces (those that may have a hazardous atmosphere, engulfment hazard or other serious hazard that can interfere with a worker's ability to leave the space without assistance).

- Continuous atmospheric monitoring whenever possible.

- Continuous monitoring of engulfment hazards. For example, when workers are performing work in a storm sewer, a storm upstream could cause flash flooding. An electronic sensor or observer posted upstream could alert workers at the first sign of the hazard.

- Allowance for the suspension of a permit, instead of cancellation, in the event of changes from the entry conditions list on the permit or an unexpected event requiring evacuation of the space. The space must be returned to the entry conditions listed on the permit before re-entry.

Three other provisions of the new rule clarify existing requirements in the general industry standard:

- Employers who direct workers to enter a space without using a complete permit system must prevent workers' exposure to physical hazards through elimination of the hazard or isolation methods such as lockout/tagout.

- Employers relying on the aid of local emergency services must arrange for responders to give the employer advance notice if they will be unable to respond for a period of time.

- Employers must provide training in a language and vocabulary that the worker understands.

OSHA's online FAQ says companies that work in both construction and general industry will meet OSHA's requirements by following the new construction rule (Subpart AA of 29 CFR 1926). Employers should review

the agency's website (www.osha.gov/confinedspaces/index.html) for more specific information on how the rule may impact them.

Work on the new rule began in 1994 when OSHA agreed to establish regulations specific to the construction industry when it settled a lawsuit concerning the general industry rule. OSHA estimates the rule will prevent 780 serious injuries and save the lives of five construction workers annually.

California

The California Onsite Water Association is backing a bill to loosen the state's laws on the use of onsite water-recycling systems. COWA says the bill protects public health while reducing barriers preventing the use of water-saving technologies as the state suffers from ongoing drought and water shortages. The bill, AB 1463, would require the State Water Resources Control Board to establish water-quality standards along with distribution, monitoring and reporting requirements.

In a letter to sponsor Assemblyman Mike Gatto (D-Glendale), COWA says more can be done to encourage the reuse of recycled water. "Our reuse laws were originally drafted many years ago, before the 30-plus years of technological advances in this rapidly changing industry. It is becoming more and more apparent that the regulations ... are not keeping up with the changing world. Our current reuse regulations are possibly the most restrictive in the world and are a barrier to maximizing the use of our limited water resources."

The group recently changed its name in order to broaden its vision, dropping the term "wastewater" from its name. Now, to recognize the value of all decentralized onsite waters, COWA is encouraging more use of gray-, storm- and rainwater. The letter also supports legislation to allow the reuse of black water to help ease the state's water problems.

Meanwhile, the state has issued emergency orders to achieve a 25 percent reduction in the use of potable urban water from 2013 levels. Actions include replacing 50 million square feet of lawns and ornamental turf with drought-tolerant landscaping, a rebate program to replace inefficient household devices, a prohibition on the use of potable water irrigation of public street medians, new requirements to increase agricultural water savings, and investing in new technologies for businesses, residents, industries and agriculture.

New York

Legislators are asking the New York State Department of Health to conduct its own study of the public health and environmental effects of land-spreading biosolids from human waste. Some local governments are seeking to ban the practice, though there is disagreement over local jurisdiction versus state law. The Department of Environmental Conservation has endorsed the practice, which requires a permit.

The Town of Wheatfield's ban on land spreading is now before the state's Supreme Court in a challenge filed by Quasar Energy Group, which operates an anaerobic digester in the town. At least 15 state legislators are seeking a health department study that is independent from those already conducted by DEC, the U.S. Environmental Protection Agency, and Quasar that found the practice to be safe.

Ohio

Taking cues from cleanup efforts for the Chesapeake Bay region, the idea of a regional water authority is being discussed for northwest Ohio, northeast Indiana and southeast Michigan to protect Lake Erie. The action is one recommendation in a new report, *Moving Forward: Legal Solutions to Lake Erie's Harmful Algal Blooms*.

The report from the Lucas County commissioners also recommends new rules for farms and wastewater treatment plants and funding to help county health departments enforce onsite wastewater systems. While algae blooms are natural on Lake Erie, they have been a major issue since 2003. Toledo's drinking water system was shut down in August 2014 due to the presence of toxins, leaving a half-million people without water for two days. There has been no formal recommendation to form the water authority at this point.

In April, Republican Gov. John Kasich signed legislation increasing the regulation of farmers and the state's largest wastewater treatment plants to help improve water quality. There are not yet any plans for how to pay for the steps needed to meet the new regulations. Farmers may have to build manure storage facilities due to the ban on land spreading on frozen or rain-soaked fields. The state plans to seek voter approval of a bond issue to provide funding assistance, including repairs to faulty septic systems.

Maryland

Maryland has upgraded 6,550 septic systems to the best available technology through the Chesapeake Bay Restoration Fund since 2010. Nearly 3,800 systems are in critical water quality areas, according to the Bay Restoration Fund Advisory Committee annual report issued earlier this year. The new systems must be inspected and maintained annually. There are about 420,000 septic systems in the state, with 52,000 of them in critical areas.

Enhanced nutrient removal upgrades have also been completed at 35 major wastewater treatment plants with another 20 under construction, 10 in the design phase and two more in planning. All but five of the state's plants are expected to be upgraded by 2017.

Nova Scotia

The Nova Scotia Environmental Home Assessment Program has been defunded by the provincial government this year. Launched in 2006, it provided home assessments of water and wastewater systems, \$100 rebates on septic pumping, and grants up to \$3,000 for repair or replacements of failed septic systems. Grants awarded last year will be honored if the work has not yet been completed. It was among the programs cut to fill a \$97.6 million provincial budget deficit.

Idaho

The state's Department of Environmental Quality is considering more changes to onsite wastewater regulations. After updating its rules a few times last year, the agency is now recommending changes involving floating vault toilets and vessel sewage disposal, specifications for pit run material, and secondary biological treatment system hydraulic application rates. The recent updates to the *Technical Guidance Manual for Individual and Subsurface Sewage Disposal Systems* are intended to ensure the document reflects current public health standards.

Alaska

The state's Department of Environmental Conservation has proposed several changes to onsite wastewater regulations. While mostly a house-cleaning move to correct minor errors and update obsolete information, the effort will also include a new *Installer's Manual for Conventional Onsite Domestic Wastewater and Disposal Systems*. In its public notice, the agency says the manual is being "substantially reorganized and updated" to make it more usable as a field guide. It will also be renamed *Onsite Wastewater System Installation Manual*. Meetings, hearings and the public comment period take place this spring with final approval to follow. ■

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Erik Gunn is a business writer in Racine, Wisconsin.

The Cash Flow Conundrum

Develop sound strategies to help your income stay ahead of your outgo **By Erik Gunn**

Here's a one-question quiz: When it comes to money, what do you need to ensure business success? Sales? That's where it all starts. Profits? Without something left after you've paid for what you're selling, you won't be able to go the distance.

But don't forget one other component of the sales-and-profits relationship: cash flow.

Your business will fail quickly without sales. It will fail in the long run if you can't someday turn a profit. But without good cash flow, you will get choked off from sales and profits.

Cash flow is, very simply, how fast money comes in so you can pay your bills and invest in your business for the long term. The faster it comes in, the sooner you can pay what you owe and, better still, build up a cushion for slow periods. The slower your customers pay, the harder it can be to keep up with suppliers — and before you know it, you're circling the drain to bankruptcy or business collapse.

TRACK IT

So how do you improve cash flow? First, you have to know what's really going on.

Tiffany C. Wright operates the business-consulting firm, The Resourceful CEO, based in Atlanta. She recommends a spreadsheet that projects cash flow three months out.

Each week track the cash coming in (paid accounts receivable, cash and credit card sales) and going out (payments against your own accounts payable, utilities, rent, maintenance costs and installment payments, such as your quarterly income tax payments). And each week, update the information and total each side of the ledger: money in, money out.

"Below the weekly sum, I run a cumulative running total of all the weeks," Wright says. "If the running total is negative, that's a huge problem that needs to be addressed."

Even if you're in good shape, though, the practice of closely projecting your income and expenses can give you a heads-up to potential speed bumps: a looming shortfall when there's a seasonal downturn or a big bill due in coming weeks.

HOLD ON TO BILLS?

To address an immediate crunch, look at your own bills. "Companies can push out payables in weeks where cash flow is tight," Wright says. Do you pay a bill as soon as it arrives, even though it has a net-30-day term? "Wait until the 27th day to put the check in the mail."

Assuming your own credit card bills are under control, look at paying a bill with your credit card, she adds. "That provides another 30 days to generate the cash to cover the charge."

The slower your customers pay, the harder it can be to keep up with suppliers — and before you know it, you're circling the drain to bankruptcy or business collapse.

Both are valuable tips, but these are emergency strategies to be deployed sparingly. Poor cash flow is one of those problems that will be made worse if you use stopgap solutions carelessly. Consistently early payments may qualify you for money-saving discounts (and consistently late ones are likely to draw penalties). And if you have to borrow against future profits to pay past debts — well, it should be easy to see where that leads.

So when kicking a problem down the road, make a point of picking it back up and solving it with a more sustainable remedy ASAP.

GET PAID

For the other side of the balance sheet — income — your solutions will demand foresight and require you to "train" your customers. Put time limits on the bills you send and enforce them. Consider a discount for especially prompt payment.

For longer-running projects, you might require a deposit or partial prepayment. You could set those as general rules for all customers or implement them only for chronically late payers.

Enabling customers to pay by credit card puts cash in your hands a lot faster than waiting for the customer to send you a check. Wright points out that you can offer your business customers that option, not just residential consumers.

Cash flow that shifts with the season can be at least somewhat predictable. Use that knowledge to help yourself.

"A contractor needs to generate enough profits during 'good months' to carry the operation annually," says Jim Herst, CEO of Perceptive Selling Initiative Inc. in Highland Park, Illinois. And don't stop there. If you can, Herst says, schedule your work over time so you can invoice more consistently. Develop alternative services — even a second business — for the slow months to keep money coming in. (Think of the lawn-mowing and landscaping guy who plows snow in the winter.)

If your business allows for it, make sales calls during downtime and get contracts for future work with a prepayment discount. "It can be a godsend," says Herst.

(continued)



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TALK IT OVER

Another approach to cash flow troubles is negotiation. That doesn't mean just calling up your creditors and begging them to spread out your payment. Cash flow is really about timing, and sometimes outside eyes can help you see the possibilities more easily.

"A negotiation consultant can help the business owner find the best opportunities to improve their cash flow and create strategies that will be efficient so that they can take action even under time constraints," says Devon Smiley, a negotiation consultant in Montreal, Canada.

Smiley identifies several points in the cycle of jobs-revenues-bills-profits in which you can work out timing arrangements to serve your needs better.

- Seek payment schedules with your suppliers that mesh with your cash flow patterns: early payment incentives, terms of 60 days or longer, or other safety valves against the seasonal slump.
- Help customers smooth their own payments so some of that cash reaches you during your own slow times, Smiley says. You'll help your customer as well as yourself.
- Rethink inventory management; too much money tied up in inventory when business is slow "can be a trigger for cash flow woes," says Smiley. Look at last year's drawdown and approach your purchasing more conservatively for next year. Arrange with suppliers to be able to return unused materials at the end of a season for "a cash flow boost as business gets quiet," she adds.
- Seek a line of credit from your financial institution, where interest is charged only when a withdrawal is made. The rates will be cheaper than a

credit card, and, used carefully, can be a good safety net.

Each of those points requires negotiation to accomplish, but they allow you to do more than just react — you can plan ahead.

"Ahead of the quiet season, you can negotiate payment terms with vendors and include them in your contracts," Smiley says. "This allows both you and them stability and confidence throughout the year." If you know certain months will be good cash flow months, perhaps you can get a specific payment deadline date that matches your own cash flow instead of just accepting 15- or 30-day terms.

Client terms are another opportunity to plan ahead. Create discounts for early payments to boost slow-season revenue. Devise installment plans.

"A great example of this is signing a contract at the end of one season to complete work at the beginning of the next season and accepting installment payments during the months in between," Smiley says.

“A negotiation consultant can help the business owner find the best opportunities to improve their cash flow and create strategies that will be efficient so that they can take action even under time constraints.”

Devon Smiley

SHARPEN YOUR SKILLS

Negotiation is a skill at which some of us excel more readily than others. If you're not so good at it, a coach may be able to teach you more effective approaches to ask for what you need.

"Saving on the time, energy and frustration of negotiation helps the small-business owner focus on what they do best — helping their customers," Smiley says.

If you manage the cash flow conundrum, think how much more you'll be able to do for your clients — and improve your cash flow in the process. ■

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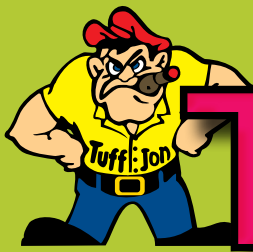
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Kristi and Jim Garris, right, and Kenton and Tavia Brubacher next to the newly painted 1997 Freightliner vacuum truck they built out in their shop. (Photos courtesy of J & K Septic Pumping and Repair Service)

A Passion for Painting

When they're not pumping, Indiana's Jim Garris and Kenton Brubacher enjoy laying beautiful new finishes on trucks, collector cars and Harley-Davidson motorcycles

By Ed Wodalski

When the septic work slows during northern Indiana winters, pumper Jim Garris, 46, and business partner Kenton Brubacher, 37, can be found with paint sprayer in hand, sprucing up vehicles and farm equipment with a glossy new finish. They have a 50- by 20-foot spray booth inside the 120- by 80-foot shop, where they also do welding and repairs.

From November through March, Garris and Brubacher take on six to nine painting jobs, anything from motorcycles to trucks and trailers. This past winter, the co-owners of J & K Septic Pumping and Repair Service in New Paris, Indiana, rebuilt a pair of 3/4-ton Chevy pickups they use for snowplowing. They also put the finishing touches on their vacuum truck – a 1997 Freightliner with 4,700-gallon steel tank (4,400 waste/300 freshwater) built in their shop.

A CHANCE TO RELAX

"It's my passion," Garris says. "It's what I like to do when I'm not working my regular job, which is installing septic systems and pumping."

Brubacher agrees.

"It's a change of pace," he says. "It relieves your mind of other stresses."

The business partners met while working for the same excavating company in the 1990s. When work slowed down, they went their separate ways. Brubacher took a job with a well driller and ran a business installing waterlines, while Garris went to work for another excavating company before going into business for himself in 2004.

"My job was primarily installing septic systems," he says. "When you're

doing repairs, you're always waiting on pump trucks, so in the back of my mind I thought that would be a good business to get into."

When the recession hit in 2008, the friends and former co-workers decided to partner up once again.

Their first truck was a 1985 International with an 1,800-gallon vacuum tank and 125-gallon plastic water tank. In 2009 they added 10 portable restrooms. Today, they have 105 Tuff-Jon units from the T.S.F. Company, two ADA units from Armal and two from PolyJohn Enterprises, along with 10 dual-sink wash stations from T.S.F.

PLOWING AHEAD

During the winter months, Garris and Brubacher also plow snow when not busy in the paint booth.

"We plow for our local county," Garris says. "We have 25 miles of road that we do. We also have about eight commercial accounts."

Their inventory of snowplows includes a 2005 Ford F-250 with 9 1/2-foot BOSS blade and 2002 Dodge dually with a 10-foot blade, as well as a Cat skid-loader and Mustang skid-loader – both with 10-foot BOSS plows.

Painting, however, is their true winter passion.

"We've done some farm tractors, and we're doing my business partner's motorcycle – he's got a Harley-Davidson," Garris says. "Last winter we did my Harley-Davidson." Brubacher's 1991 Ultra Classic wears J & K Septic's trademark blue and silver colors – the same as Garris' customized 1991 Heritage Softail.

Garris' other pride and joy is his 1969 Chevy Camaro coupe – black with white stripes – powered by a 350-cubic-inch engine. Garris and his wife, Kristi, enjoy taking their classic car to cruise-ins during the summer months. Still on his bucket list is a 1965 Chevy II Nova.

"I just like that style of car," Garris says. "It's small yet has a V8 engine, so it's a lot of power on a small frame."

Right: Jim Garris' 1969 Chevy Camaro coupe with 350-cubic-inch engine that he and his wife, Kristi, take on summer cruise-ins.

Lower right: The 1991 Heritage Softail Jim Garris painted last winter.

Below: The newly painted 1987 3/4-ton Chevrolet pickup that Jim Garris and Kenton Brubacher use for snowplowing.



STARTING YOUNG

Garris has been doing paint and body work since age 15. Growing up in New Paris, a farming community of about 1,500, he lived around the corner from a body shop. The owner taught Garris the trade and let him work evenings throughout high school to perfect his skills. Garris charges about \$2,800 to paint a typical pickup. His most time-intensive project was the company's blue and silver pump truck, which took three months to complete.

"We rewired everything and sandblasted the whole truck," he says. "We put new rims and tires on; put some diamond plate in the hose trays and toolboxes."

Their clientele comes mostly through word-of-mouth.

"We don't advertise too much, but we stay pretty busy at it," Garris says. "It's one of those things we enjoy doing. It's something different from the summer routine."

A JOB WELL DONE

Garris says the key to a good paint job is patience.

So you're planning to paint your vacuum truck?

Go dark: Consider blue, green or red over white for your vacuum truck, says Jim Garris, co-owner of J & K Septic Pumping and Repair Service in New Paris, Indiana. "Light colors show the dirt so much more."

Rule out rust: Check joints where hose trays meet for signs of corrosion and underneath where moisture can become trapped. Those are often the main trouble spots. Clean up and touch up areas that show signs of rust.

Coat it: Bedcoat your hose trays. Not only does a quality bedliner protect your truck against stones and road debris, it helps prevent road salt from settling in trouble spots.

Not on aluminum: Painting your aluminum tank might seem a good idea, but it's often wasted effort, Garris contends. "Over a few years it starts peeling off, even if you prep it correctly."

Keep it clean: Washing and waxing your truck is the best way to preserve its finish. A word of caution: Wait at least 30 days before applying wax to new paint. Garris waxes his vacuum trucks each spring and fall and washes them about three times a week using a wash/wax formula.

“It's something you can't rush. You have to take your time with it. You have to wait 15-20 minutes between coats, especially when you're applying the clear coat.”

- Jim Garris

bodywork that needs to be done.”

Next comes the primer, followed by three coats of the base color and three to four layers of clear coat. The final step is putting everything back together.

Brubacher learned the body trade from his father and by working on his own 1978 four-wheel-drive, 3/4-ton Chevy pickup. "That was about 15 years ago," he says. "We replaced the rocker panels, the cab corners and the doors, and primed and painted it."

Brubacher painted his first truck Patriot blue, although Bayside blue metallic was the color of choice for the Harley he takes on enjoyable summer runs.

"That's my only vacation," he says. "I'll go for a week. We've been to Tennessee several times on the Dragon's Tail."

The Dragon's Tail is an 11-mile stretch of U.S. 129 that crosses the Tennessee/North Carolina state line. With 318 curves, it is considered to be one of the foremost motorcycling and sports car roads in the world.

Last year he went to Wisconsin and this year to Gatlinburg, Tennessee. Brubacher's wife, Tavia, rides along, and the couple is joined by several other bikes.

Still on Brubacher's bucket list is a five-window 1948 Chevy pickup - to be painted blue, of course.

"I think it would be kind of neat to have an old pickup to run around with," he says. "I just like the body style, and there aren't many around." ■



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Wear and Tear Relief

Pik Rite product designed to end harsh automatic transmission PTO startup

By Craig Mandli

As younger, more technology-savvy technicians enter the workplace, manufacturers in turn are upping the tech ante. There is a catch, though. While this wave of new vacuum truck and heavy-equipment operators is computer literate, they are not always comfortable operating standard transmissions in equipment. That line of thought inspired Pik Rite to engineer its In-Line Soft Start PTO engagement system, introduced at the 2015 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show.

“Companies invest heavily in both equipment and the techs they hire to run it,” says Tim Lightner, sales and marketing manager for Pik Rite. “This is a product that melds those ideas together. It enables companies to update equipment while also making it more user-friendly for young techs.”

Typically when engaging the PTO with an automatic transmission, damage can occur to the gearbox and coupler due to the harsh startup caused by higher revolutions per minute. Not only does this create expense for replacement parts, it also increases equipment downtime. To combat that, the In-Line Soft Start torque converter can be installed on the input of the right-angle gearbox drive. The converter acts as a clutch, eliminating shock load between the gearbox and the coupler while still allowing the tech to operate an automatic transmission. It softly starts the truck’s blower or vacuum pump versus a more abrupt method.

“Companies invest heavily in both equipment and the techs they hire to run it. This is a product that melds those ideas together. It enables companies to update equipment while also making it more user-friendly for young techs.”

Tim Lightner



“We designed it as an alternative to converting trucks to a hydraulic system to run the pumps and blowers,” says Lightner. “It’s aimed at companies that employ larger septic vacuum trucks and industrial vac trucks. Those are the guys that are going to see the most premature coupler wear or pump and blower damage caused by hard starts.”

Clint Morris, left, of Pik Rite, discusses operation of the company’s In-Line Soft Start PTO engagement system with a group of attendees at the 2015 WWETT Show. The device acts as a torque converter, eliminating harsh PTO startup on large vacuum trucks using automatic transmissions. (Photo by Craig Mandli)

The system can be retrofitted to an existing truck or added to a new truck build. To install the unit, the truck’s gearbox input shaft needs to be drilled and tapped to receive the coupler. Pik Rite began beta testing the unit two years ago, and according to Lightner, the feedback was exactly what they were looking for.

“The guys that have been using this in the field love it,” he says. “That’s really why we brought it here and made it our featured product for the 2015 show. We know it works and want to get the idea out there.”

Lightner says development of the In-Line Soft Start was a direct answer to issues attendees brought up in the Pik Rite booth at past shows. “Basically, customers were complaining, saying they were having trouble finding techs that could easily operate manual transmission vacuum trucks, and there was no way to gently engage the PTO on big automatic transmission trucks. We looked at this as a cost-effective solution to that problem.”

Pik Rite typically has a large space on the WWETT Show floor. That not only gives the company an opportunity to show off its newest products, but also plenty of space to engage attendees.

“That’s why we love coming to this show,” Lightner says. “This is our customer base. This is where we get ideas. We wouldn’t miss it.” **800/326-9763; www.pikrite.com. ■**

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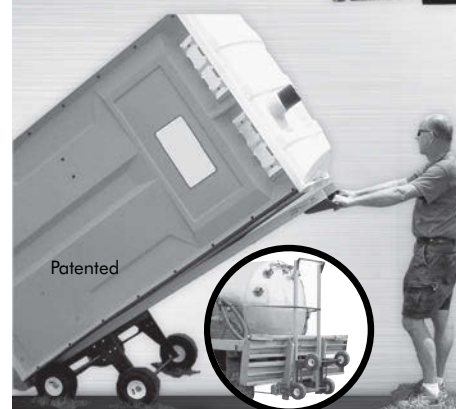
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The Golden Gophers of Onsite

The Minnesota Onsite Wastewater Association prides itself on teamwork with regulators and educators to promote and improve septic service **By Doug Day**

Streamlining wastewater codes for onsite systems used seasonally and tweaking impractical licensing requirements for septic system inspection and repairs are among initiatives being addressed by the Minnesota Onsite Wastewater Association in 2015.

MOWA represents all onsite wastewater professionals in the state as a nonprofit business association. Founded in 1975, it has about 1,000 members representing around 200 businesses and organizations from installers, pumpers, designers and inspectors, to soil scientists, engineers, regulators, educators, manufacturers and suppliers. Brian Koski is the group's current president.

How do you develop your annual strategies?

Koski: We have a planning meeting every year, and that's where we, as a board of directors, set our goals. We talk about the challenges we face as an organization or industry, prioritize them and go to work on the top three or so. We also go through last year's goals and what we accomplished. I've been on the board for five years, and we generally accomplish what we set out to do.



Reach Brian Koski at 320/983-2447 or brian@septiccheck.com.

What are your goals this year, and how did you do last year?

Koski: A few of our goals for 2014 included establishing a grant foundation for nonprofit groups that needed help updating failing septic systems. That foundation was established last year. Applicants may receive labor and financial support from MOWA to help them get a septic system update completed.

We also wanted to make a better effort to recognize members who have been involved in the industry and have made a significant impact in our state. Three of our long-term members received legacy awards at our winter conference. All three have been in the industry and involved with MOWA for more than 30 years, in which time they contributed more than their fair share on a volunteer basis.

At our strategic planning session, we decided as a board that continuing to improve our summer seminar and winter convention were near the top. Also, continuing to follow through with our legislative efforts is important.

What are the issues facing Minnesota's onsite industry?

Koski: There are several legislative hot topics. A big one is seasonal businesses such as resorts and campgrounds that are facing some challenges with the way our current code is written. They may have to comply with some stringent rules even though they are seasonal operations. We are working on that right now.

When the code was updated in 2008, it created three levels of designers: basic, intermediate and advanced. You need an advanced license to work on large or difficult systems with things like pretreatment. The number of people who have that license is pretty small, so it's hard in a lot of counties to find contractors who can do the work. The Minnesota Pollution Control Agency (MPCA) is working on revising who can do what. We hope to provide input on this subject as well.

Another one deals with people whose certifications lapse or who don't get their continuing education in the three-year window. They not only lose their license and are out of work, they have to retake all the tests again. It's a pretty severe penalty, so there's some talk of revamping that to maybe allow a grace period.

The MPCA is involved in all of those issues, so we're working closely with them on solutions.

How is the relationship with regulators?

Koski: We've worked hard the last six to eight years to really improve the relationship, and I think we've accomplished that. They generally reach out to us for our stance on issues, which is nice. It's challenging to come up with a consensus of all the parties, but trying to work together, side-by-side, is more effective.

In the last two years, we had a pretty complicated issue involving the sewer line from the house to the septic tank, which falls under the plumbing code and really wasn't enforced that much. As far as inspecting that part of the septic system, it was never really done. There were also issues with jurisdiction. The Department of Labor and MPCA were involved

along with several other agencies. There was a lot of jurisdictional overlap that made it complicated. One of our board members, Nick Haig, also works for MPCA. He and others in the agency spent a lot of time and energy working on that, and they are nearing a solution that will streamline the process.

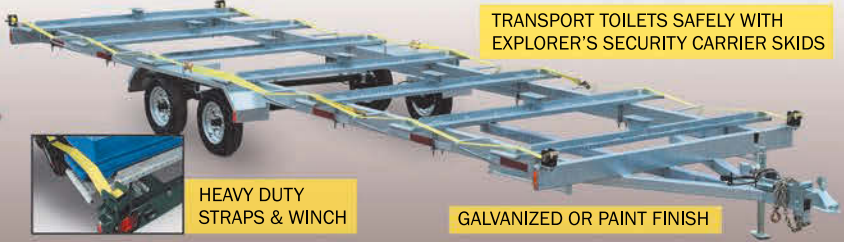
“ We have to look at nutrient removal and making sure that if we're putting a lot of water into a small area, that by the time it reaches the groundwater, it's safe to drink. Maybe pharmaceuticals in the water will become something we have to address through system design. ”

- Brian Koski

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What kinds of issues do you see ahead of you in Minnesota?

Koski: At our conference (last) January and in 2014, there was a lot of talk and we had presentations about groundwater issues, drought, aquifer levels dropping and things like that. Not only do we have to be seen as part of the solution, but also be a voice about how things are handled through rule-making.

One of the things I think we can contribute is making sure that the water we put back into the ground is properly treated. Especially with the larger systems, we have to look at nutrient removal and making sure that if we're putting a lot of water into a small area, that by the time it reaches the groundwater, it's safe to drink. Maybe pharmaceuticals in the water will become something we have to address through system design.

You have the University of Minnesota Water Resources Center. What's that relationship like?

Koski: They have long been seen as one of the leaders in education for the onsite industry. You see their instructors going all over the country speaking at conferences, and that really shows that they're seen as respected leaders. They do the majority of the continuing education in Minnesota and also put on the licensing courses.

We have had input on the courses, what goes into them and how they can be improved. The courses are pretty well developed now, so we don't have as much input as we did in the past. When the new licenses came about, we had a lot of discussion on the training and design guidance. One of the things we'd like to see is more online courses and training that is more accessible so companies can train their own employees.

We've always had a really close working relationship with them, and they're heavily involved with our conference. The education at our winter conference is top-notch, along with the networking opportunities. We normally have about 200 people attending and offer more than a dozen classes for continuing education. We also have a one-day summer soils seminar.

What unique services do you provide for members?

Koski: We have a group business insurance plan that spreads the risk among everybody who participates. It's very economical and if we do well, we generally get a distribution back at the end of the year. It has more than paid for itself.

One service that we're really proud of is our bimonthly newsletter. *The Little Digger* is on our website (www.mowa-mn.com) and is very informative, about 18 to 20 pages, and focuses on the science and technology of onsite wastewater, along with industry concerns. ■

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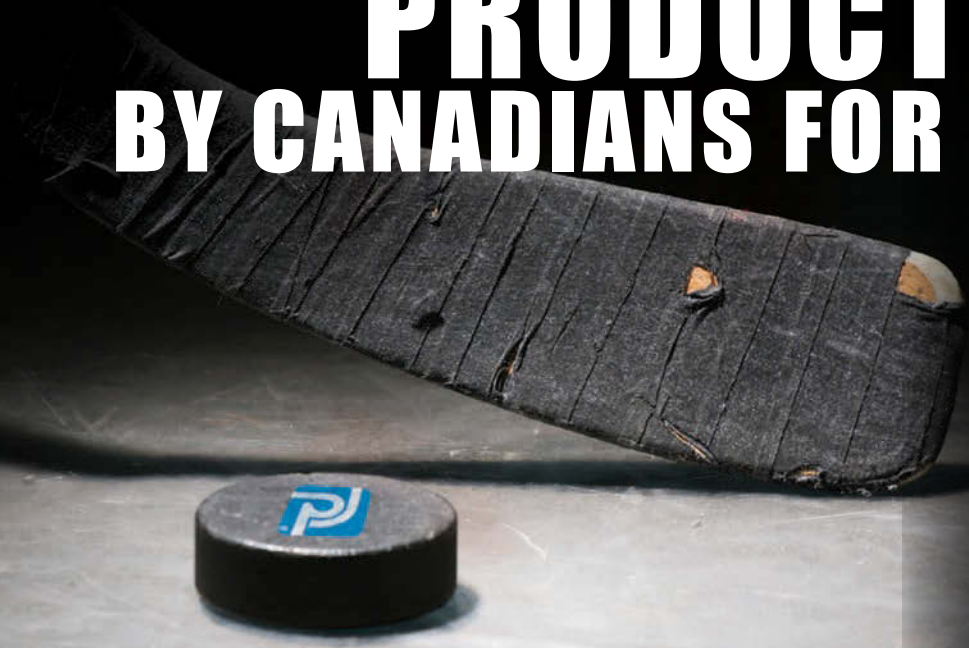


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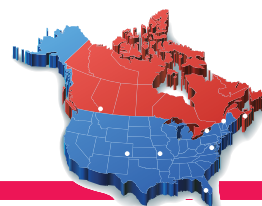
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See ad page 52	Mid-State Tank/Arthur Custom Tank 1357 Jonathan Creek Rd., Sullivan, IL 61951 800-722-8384 • 217-728-8383 • (f) 217-728-8384 www.midstatetank.com • ggood@midstatetank.com			■	■	■			■	■	■		
See ad page 3 Eastern Supplement & page 4 Midwest Supplement	Mid-State Truck Service, Inc. 6335 Packer Dr., Wausau, WI 54401 800-236-2044 • 715-845-2244 • (f) 715-845-3940 www.midstatetruck.com • allen@midstatetruck.com	■	■	■	■	■		■	■	■	■	■	■
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See ad page 66	Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-326-9763 • 570-523-8174 • (f) 570-523-8175 www.pikrite.com • sales@pikrite.com	■	■	■	■	■	■	■	■	■		■	
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 See ads page 2, 30-31	Satellite Industries 2530 Xenium Ln. N, Plymouth, MN 55441 800-328-3332 • 765-551-1250 • (f) 800-328-3334 www.satelliteindustries.com • west@satelliteco.com	■	■	■		■	■	■	■	■		■	
See ad page 69	SchellVac Equipment Inc. 126 Wheatfield Rd., Winnipeg, MB R3C 2E6 Canada 877-336-0081 • 204-336-0081 • (f) 204-336-0090 www.schellvacequipment.com • alex@schellvacequipment.com	■	■			■	■	■			■	■	■

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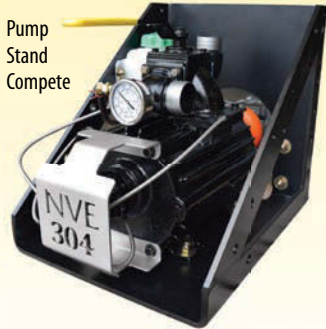
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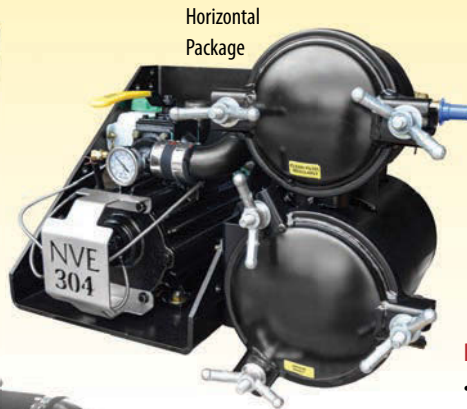
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio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

A Gray Area

The procedure of separating graywater from black water and sending it out to the yard isn't always as simple as it seems **By Jim Anderson, Ph.D.**

QUESTION: What is graywater and should I use it on my garden?

ANSWER: This is a question I hear more often these days. I do quite a bit of work in the southwestern part of the country – Arizona, New Mexico and Nevada. It is not surprising that the question of graywater reuse is raised in these areas due to regional long-term drought conditions over the past decade. Graywater is water generated in a residence from the bath, sink, shower and washing machine.

Through the years, separating graywater from the black water, which includes toilet waste, has been talked about as being beneficial for the septic system in terms of reducing overall flow into the soil treatment area. Unfortunately, many homeowners are working under the misguided assumption that since graywater does not include urine and feces, it is somehow benign and does not need to be treated before it is released into the environment. This led in many places to homeowners looking to reroute graywater from the septic system to another point in the backyard. In my state, that was to the road ditch or behind the lilac trees in the tall grass. In the Southwest it is under the Palo Verde trees and into the dry wash or arroyo.

My answer to using or putting graywater elsewhere is that it needs to be treated before being discharged into the environment. Even though the graywater does not include toilet waste, it still has a significant number of fecal coliform present to create the potential for disease transmission. In septic tank effluent, there are roughly a million colony-forming units of fecal coliform bacteria per 100 milliliters of sewage. In graywater, the number is lower but still in the neighborhood of 100,000 or more. In addition, there are solids and other organic material that can cause odors if discharged directly to the environment. So in my view direct discharge is out of the question.

READ THE SMALL PRINT

When I am giving talks on this subject in Arizona, someone in the audience always points out that because of the water situation in Arizona there are tax credits for using graywater, and there is no special permit required if the flow is less than 400 gallons per day. I have not looked deeply into requirements in the neighboring states of New Mexico and California, but at least on the surface they are similar. These people are right in their comments, but if you look closer at the Arizona rules, you find some interesting things.

There is a fairly lengthy list of requirements for the use of reclaimed or graywater and most people are not aware of them. I am not going to list all of them but will discuss a few that I think are important to the consideration or use of graywater to water the garden.

Graywater used for irrigation is generated within the residence on the property and is used for irrigation of the lawn, landscaping and garden, and it must be kept on the property so there is no runoff onto other properties or discharging into the arroyo. There are also similar requirements in terms

Since washing clothes will involve soiled or infectious garments – such as underwear – graywater will need to be disinfected before it is used for irrigation if applied to the surface. This can presumably be avoided if it is applied subsurface through drip irrigation.

of separation distance to groundwater and other setbacks as required for placement of the septic system components.

Nothing other than graywater generated by the residence with characteristics of domestic sewage should be added. So it's the same prohibition on hazardous materials as for septic systems. No solvents, no paint, no oils from petroleum products, no car wash water are allowed.

When used for irrigation, graywater is managed so there is not any surface ponding, and any tanks used to collect and distribute the graywater for irrigation are covered to prevent odors and breeding of mosquitoes. Surface-applied graywater cannot be put on any food crops other than citrus trees, so it would not be used on a vegetable garden.

ON THE SURFACE

The southwestern states require systems that allow routing graywater back into the septic system if the need arises. Septic system designs do not give credit for the reduction of flow caused by diverting graywater. Systems need to be sized with the assumption that graywater will be routed through them. Also, graywater is required to go through a filtration system to remove any solids.

Graywater applied by surface irrigation must not contain water used to wash diapers or similarly soiled or infectious garments unless the graywater is disinfected before irrigation; and surface irrigation by graywater is only by flood or drip irrigation, spray irrigation is not allowed. So since washing clothes will involve soiled or infectious garments – such as underwear – graywater will need to be disinfected before it is used for irrigation if applied to the surface. This can presumably be avoided if it is applied subsurface through drip irrigation.

Needless to say, these requirements change the discussion dramatically. So while recycling household graywater for gardening – other than vegetables – and landscape use is an excellent way of saving water, it cannot be done without the expense of putting in place the components to provide for treatment and safeguards to public health and the environment.

In more humid and frigid areas such as Minnesota, putting in place a graywater system for irrigation would require the ability to switch back and forth on a seasonal basis and would require draining the tanks and irrigation system the same as a lawn irrigation system. ■



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Standard or Auto Shift?

I'm looking at a new vacuum truck equipped with an Allison automatic transmission. What do you think?

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

QUESTION: If you owned a truck with a standard transmission and switched to an Allison automatic, how did you like it? How does the Allison hold up? How many miles can you get out of it before rebuild? I am looking at a truck with an Allison and I've never driven one. I have heard not all of them are adaptable to a PTO pump. How can you tell?

ANSWERS: I have a 1989 with an Allison transmission. Other than the low gears, it is great. Off road or on grass, once you get a feel for letting the torque converter load up and get you moving, ease into the throttle until the truck starts to crawl without spinning. Downhill is a bit different. Also you don't get the positive braking feel of a standard transmission, but once you get the feel, it brakes as well as a standard. For a lot of guys it is a love or hate thing. I love mine. As far as PTO-adaptable, call the local Allison shop and they should be able to tell you. Also, if you pull the PTO cover off, there will or will not be a gear visible. As far as longevity, it is all in the driver. My truck still has the original trans with no sign of needing a rebuild. I have seen Allison transmissions outlive the truck and seen them blow up in the first year. Mostly they hold up well. They don't like tire-spinning or quick change of direction under load.



I have an MT635 transmission, and the PTO mounts on the right and appears to be the same as any other PTO. As for fuel mileage, I have never had a 4,000-gallon tanker get much better than 4 mpg working around town. When I am running empty any distance, I have seen 6 mpg when empty on the highway.



In my opinion, the Allison is the only way to go. It is smarter than the driver. It knows exactly when to shift, it never misses a gear and there is no clutch to go bad. The very best testimonials for Allison are the millions of school buses and all the millions of military vehicles running them. The easiest way to know if they will take a PTO is to look for the letters RDS at the end of the model number. If you find a truck you like but it doesn't have an RDS transmission, any Allison dealer can install the gear that makes it PTO ready.



I come from a long family history in the trucking business. I was in trucking before septic service. Overall, I do not like auto transmissions. The truck will get less mpg and maintenance is a lot more, plus the overall cost of the automatic is higher. My all-time favorite is a 13-speed transmission. My background is all from dump trucks hauling out of the quarry. The clutch is almost shot on my Mack with 225,000 miles. The price to replace my clutch is \$1,800. Not too bad if you ask me.



My experience with a Ford dump truck with automatic is if you got in soft dirt it would hardly pull itself. Even on level ground, if I was pulling a dozer or backhoe, I have had to unload it many times. That's why I was interested how it would work on a septic truck.



Most (septic service drivers) are using medium-duty trucks with transmission options being five-, six-, seven-speed standard shift or various Allison automatics. The smaller transmissions that I speak of in the medium-duty trucks make going with the Allison a no-brainer. If you're going to run a 33,000-pound GVW truck or under you will absolutely be much happier with the Allison. ■

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Owner Richard Glass bought a red 2013 Peterbilt truck from the Pikerite Inc. display at the 2013 Pumper & Cleaner Environmental Expo International. The truck is powered by a PACCAR PX-8 engine tied to a six-speed Allison automatic transmission. It carries a 4,000-gallon aluminum tank with vacuum provided by a Masport pump. Convenience features include top and rear manways, rear sight glasses and a gallon gauge of the back of the truck, backup alarm, work lights in the rear and on the cab roof, running lights on both sides, stainless steel toolbox and diamond plate hose trays, and 4-inch inlet and 6-inch discharge. The interior has air-ride seat, tilt, cruise, AC, stereo with CD and two-tone cloth seating. Tribal theme graphics tie into the red cab color. The truck is used for residential septic and commercial grease trap service. ■

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By Dhru Bhatt

The National Onsite Wastewater Recycling Association (NOWRA), with the National Association of Wastewater Technicians (NAWT), the State Onsite Regulators Alliance (SORA) and the Virginia Onsite Wastewater Recycling Association (VOWRA) are partnering to hold a major conference Nov. 4-6 in Virginia Beach, Virginia. The Mega Conference is a joint effort and will serve as the annual conferences for NOWRA, SORA and VOWRA, as well as the 7th Annual Waste Treatment Symposium for NAWT.

These four organizations share numerous issues including national and local regulations and policies, research, design, installation and maintenance of decentralized systems. The conference's exposition hall provides an invaluable opportunity to network and view current and emerging technologies in decentralized wastewater treatment.

The conference will serve as the premier conference for the conveyance of new research, regulations and policy, experience, and practices in the decentralized onsite wastewater industry. Attendees will be the winners with a great breadth of topics, vendors and educational tours.

Details about the venue, costs and registration will be forthcoming.

Submit nominations for the 2016 NAWT Excellence in Service Award

The application deadline is fast approaching for NAWT's 2016 Excellence in Service Award. All applications for the award must be completed and postmarked by Nov. 2. Any applications received after the deadline will be placed on file for the next calendar year. For more details regarding NAWT's 2016 Excellence in Service Award, please visit our website at www.nawt.org.

2016 NAWT Hapchuck Scholarship

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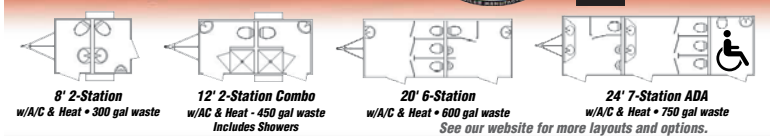
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Long Island Liquid Waste Association, Inc.
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North Carolina Septic Tank Association
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NATIONAL

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Onsite Wastewater Systems Installers of Manitoba, Inc.
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New Brunswick Association
of Onsite Wastewater Professionals
www.nbaowp.ca; 506/455-5477

Nova Scotia

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

Ontario

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

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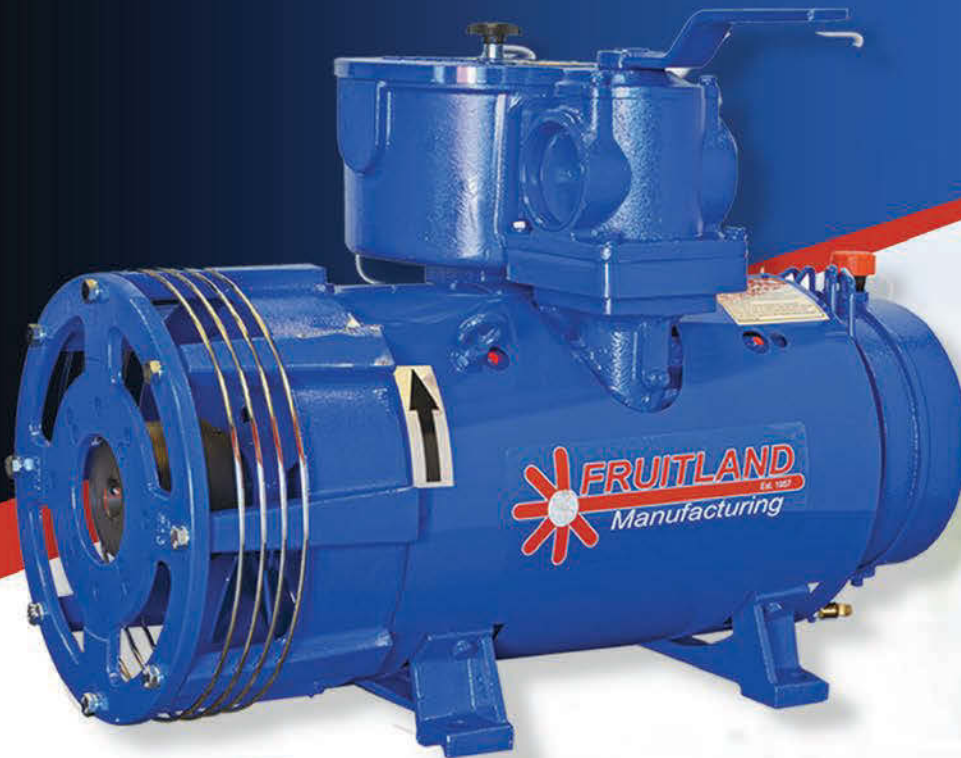
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SEPTIC VACUUM TRUCKS/TANKS

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The 2,150-gallon septic vacuum tank from **SchellVac Equipment** is constructed using 1/4-inch steel, 1/4-inch flanged and dished dome ends welded inside and out to tank shell, a full-length tank frame, one baffle, 12-inch low profile primary shut-off, 5-gallon heated secondary moisture trap, and pressure and vacuum relieve valves. It has four sight eyes (three rear and one front), full-length aluminum diamond plate hose trays, 21-inch rear door, heated 4-inch intake and 6-inch discharge, and an LED light package. Various pump models are available. **877/336-0081; www.schellvacequipment.com.**



VACUTRUX LIMITED SEPTICTRUX

SepticTrux from **Vacutrux Limited** are available on chassis from 33,000 to 86,000 GVWR single axle, tandem or tri, with tank sizes from 1,800 to 5,400 gallons. Vacuum systems are powered by Wallenstein vacuum pumps. **800/305-4305; www.vacutrux.com.**

VACUUM PUMPS/BLOWERS

FRUITLAND MANUFACTURING RCF 870

The **RCF 870** vacuum pump from **Fruitland Manufacturing** is fully automatic with no adjustment necessary, and is environmentally friendly when used with Fruitland Biodegradable Oil. It offers free airflow of 500 cfm, a maximum vacuum of 28.5 inches Hg, 4-inch hoses, an operating speed of 1,400 rpm, eight Kevlar vanes, and an approximate net weight of 575 pounds. **800/663-9003; www.fruitlandmanufacturing.com.**



HIBON INC. (A DIVISION OF INGERSOLL RAND) VTB 820.S

The compact **VTB 820.S** package high-vacuum blower from **Hibon Inc. (a division of Ingersoll Rand)** includes the VTB 820 blower, providing 1,660 cfm and 28 inches Hg vacuum, installed in a preassembled, fully-enclosed package that includes all the components (silencers, filters, valves, gauges and plumbing) for easy installation on a vacuum truck or trailer. It is a more-efficient design that is 34 percent more compact than previous models, and easier to install and maintain. **888/704-4266; www.hibon.com.**

JUROP/CHANDLER EQUIPMENT PUMP PACKAGE

Pump packages from **Jurop/Chandler** incorporate efficient Jurop vacuum pumps and blowers. They are designed for maximum use of available space and ease of installation. Available in both hydraulic and gearbox configurations, the Razor-Pak, Juro-Pak, Muffler-Pak and Right-Angle Drive Paks are engineered and constructed to withstand tough conditions. Diesel- or gasoline-engine-driven Jurop pump packages are designed with the same construction and engineering standards. Pump packages containing either dual fan, liquid or ballast port cooling technology are designed to provide multiple choices and configurations to meet all requirements and applications. **800/342-0887; www.chandlerequipment.com.**



MTH PUMPS DC10

The **DC10** from **MTH Pumps** is a 12-volt, 100 percent solid stainless steel construction pump. It can handle capacities to 25 gpm and pressures to 45 psi. Operating temperatures range from -20 to 250 degrees F, and the pump head can be mounted at 90-degree increments to the feet to fit specific needs. **630/552-4115; www.mthpumps.com.**

NATIONAL VACUUM EQUIPMENT PRO PAK SERIES CHALLENGER 4310

The **Pro Pak Series Challenger 4310** blower package from **National Vacuum Equipment** comes with a stainless steel noise-reducing acoustical enclosure. Thick polyurethane foam with a moisture- and chemical-resistant film covers the interior walls of the enclosure for noise absorption. The air ballast silencer is incorporated into the sound enclosure to reduce noise and overall size. The compact package requires 36 inches of frame space to mount to the truck. Systems are available in gearbox or hydraulic drive, with airflows of 540 to 940 cfm with vacuum levels to 27 inches Hg continuous. Packages come standard with a diesel flush kit. **800/253-5500; www.natvac.com.**



OAKLEY VAC GREENVAC

The **GreenVac** portable vacuum system from **Oakley Vac, a Division of WMW**, has a lightweight and compact design allowing it be lifted by a single hook at the top of the unit. It's easily loaded into a pickup or ATV trailer or airlifted into remote areas inaccessible to standard equipment. The unit incorporates a powerful positive displacement blower with an environmentally friendly Tier 4 diesel engine and is available in a variety of sizes and configurations, including spark-safe versions with grounding reels and positive air shutdowns. Material is vacuumed into 45-gallon drums that can be exchanged quickly and easily, avoiding downtime. **800/663-1624; www.oakleyvac.com.**

(continued)

TANKHEADS



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.



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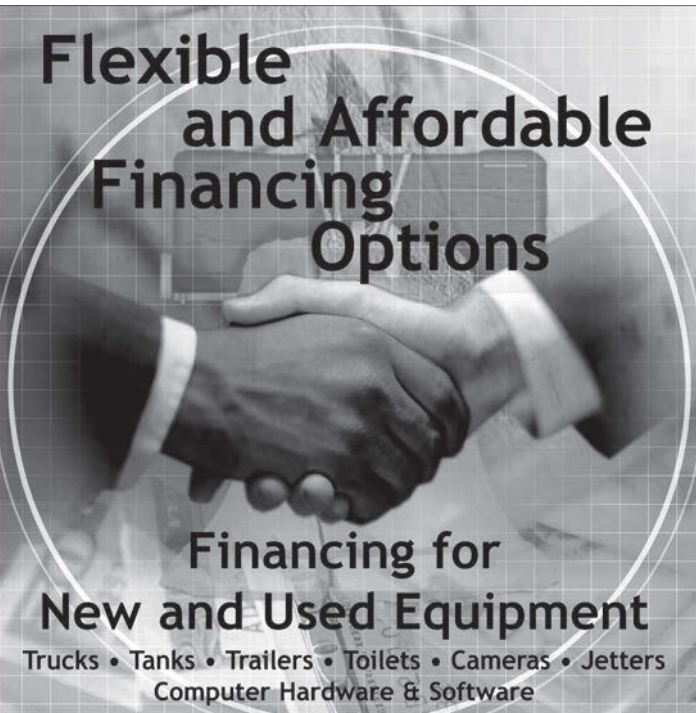


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VACUUM PUMPS/BLOWERS

PRESVAC PV750

The **PV750** rotary vane pump from **Presvac** is designed for continuous full vacuum operation in extreme conditions. It offers 400 cfm at free air, 350 cfm at 15 inches Hg, a maximum vacuum of 27 inches Hg, and maximum pressure of 35 psi. Dual fans and twin ballast ports efficiently cool the pump. The solid housing with deep cooling ribs allows for greater heat transfer from the vacuum chamber. Aluminum fans and shrouding work like a heat exchanger to further aid in heat reduction. Multiple manifold and drive options are available for truck, trailer or stationary applications. **800/387-7763; www.presvac.com.**



WESTMOOR CONDE POWERPAKS

Conde POWERPAKS preassembled gasoline- or diesel-powered vacuum pump units from **Westmoor Ltd.** are easy to install. A heavy-duty steel base with aluminum diamond plate trim and belt guard ensure that the unit is aesthetically pleasing. Rigid assembly ensures minimum vibration and maximum power. They are available with either vacuum-only or vacuum/pressure pumps. A wide range of cfm options ensures matching the right unit to the size tank and application. They are powered with optional Honda GX commercial-series gasoline engines or Yanmar industrial air-cooled diesel engines. Units can be easily transferred to another tank system when needed. **800/367-0972; www.westmoorltd.com.**



VARCO PATRIOT 300

The **Patriot 300** ballast-port-cooled, continuous-duty pump from **VARCo** offers over 300 cfm of vacuum. It has auto-lubed front bearings, an auto oiler, diesel flush port and an external oil tank for easy viewing of oil levels. **866/872-1224; www.varcopumper.com.**

WALLENSTEIN 753 SERIES VACUUM PUMP

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



FILTERS

DYNAMIC FILTRATION ME-68K5-MC

The **ME-68K5-MC** vacuum truck filter element from **Dynamic Filtration** is constructed with metal end caps with vulcanized two-part urethane end seals. It helps remove atmospheric dust from the air intake, helping protect the blower from damaging particles. The metal end caps add durability, protecting the integrity of the filter shape and seal, prevent separation from filter material and fraying, create a more positive seal that eliminates bypass, and result in a 20 to 30 percent longer life. They have a 10-micron polyester filter medium. **800/265-4544; www.dynamicfiltration.ca.**



WATER CANNON RKV SERIES

RKV Series contractor-duty pressure washer replacement pumps from **Water Cannon** can be viewed online in a 360-degree rotating view. Replacement pump packages are available for consumer, professional, contractor and industrial-duty applications. This model delivers 5.5 gpm and 4,200 psi. **800/333-9274; www.watercannon.com.**



MORO USA SECONDARY TRAP

The secondary trap from **Moro USA** is designed to help eliminate excessive pump wear and damage in the event any material escapes past the primary trap. The secondary trap is placed between the vacuum pump and the primary trap, offering an additional layer of protection for the vacuum pump. It fits all Moro air-, fan- and liquid-cooled vacuum pumps up to 600 cfm, and is available in 3- or 4-inch applications. It is made of cast iron and has integrated mounting brackets to make mounting easy and quick while allowing it to be disassembled for inspection and maintenance. **800/383-6304; www.morousa.com.**

(continued)



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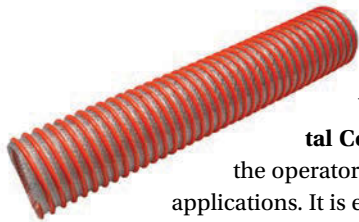
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HOSE AND FITTINGS

BANJO CORP. CAM-LEVER COUPLING

Locking cam-lever couplings from **Banjo Corp.** have an easy-action locking lever. They come with an extended male thread, three-arm coupler and an EPDM gasket. They have a maximum capacity of 75 psi. The 303C coupling has 3-inch female coupler by 3-inch extended male thread. **765/362-7367; www.banjocorp.com.**



CONTINENTAL CONTITECH VELOCITY

Velocity water transfer hose from **Continental ContiTech** is a tough, clear PVC hose that lets the operator see the water in motion, even in demanding applications. It is effective for full suction or transfer, with eight diameter-width options ranging from 1.5 inches (110 psi) to 8 inches (60 psi). Its corrugated outer PVC helix and synthetic braid reinforcement are designed to stand up to the rough terrain of job sites, with a smooth inner bore that keeps water moving. **800/235-4632; www.veyance.com.**

KURIYAMA TIGERFLEX AMPHIBIAN SOLARGUARD

Tigerflex Amphibian Solarguard AM-PH-SLR Series hose from **Kuriyama of America** is made with a specially formulated material to resist cracking that can result from exposure to damaging UV light. The maker reports that tests show the Solarguard material retained 97 percent of its original tensile strength after prolonged UV exposure. The safety yellow color provides high visibility on job sites. The heavy-duty polyurethane-lined hose will handle wet or dry material-handling applications. A static wire is available in the 6- and 8-inch I.D. sizes. **847/755-0360; www.kuriyama.com.**



TEXCEL SIGMA ULTRAVAC

SIGMA ULTRAVAC industrial vacuum hose from **Texcel** has a polyurethane tube construction with abrasion resistance. It is lightweight with low-temperature flexibility, and is permanently conductive, with a conductive tube that prevents the buildup of static electricity. The complete vacuum transfer system needs to be grounded (earthed) to dissipate stray currents to earth, and also bonded so there is a continuous conductive path from the vacuum truck through the hose and nozzle to the tank or source container. A screw-down C-type clamp provides a metal-to-metal connection that is less likely to be accidentally knocked loose. **800/231-7116; www.texcelrubber.com.**

HOSE REELS

COXREELS T SERIES

Spring-driven stainless steel **T Series** hose reels from **COXREELS** are designed with an extra-large chassis with dual pedestal-style design and Super Hub that provides triple-axle support to reduce vibration and strengthen the structural integrity of the reel. The reels are made from electro-polished stainless steel with stainless steel fluid paths, offering noncorrosive performance in required applications. **800/269-7335; www.coxreels.com.**



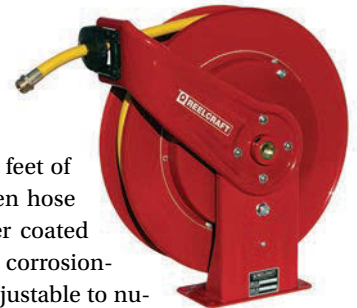
HANNAY REELS VAC SERIES

VAC Series reels for vacuum/suction applications from **Hannay Reels** organize longer lengths of large-diameter vacuum hose to help prevent kinks, cracks and damage from constant dragging and extend hose life. They are designed for 2-through 4-inch vacuum hose and have heavy-duty steel construction, a 90-degree ball bearing swivel joint with female NPT threads, and an electric motor rewind, with air, hydraulic or crank rewind options available. They are built to unique customer specs.

518/797-3791; www.hannay.com.

REELCRAFT SERIES 7000

Heavy-duty **Series 7000** washdown hose reels from **Reelcraft** can be mounted centrally and used for watering and washdown. This spring-driven reel includes 50 feet of 1/2-inch I.D. yellow PVC hose with garden hose end fittings. Parts are individually powder coated for quality, uniform paint adhesion and a corrosion-resistant finish. The guide arm is easily adjustable to numerous positions, while the hose bumper maintains the desired working hose length. **800/444-3134; www.reelcraft.com.**



UNITED EQUIPMENT ACCESSORIES CABLE REEL

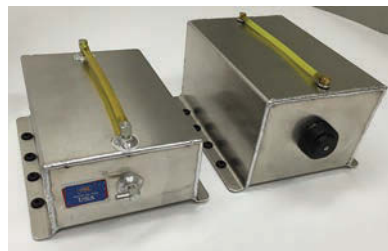
Cable reels from **United Equipment Accessories** incorporate slip rings and can come with two, three or four conductors, depending on customer requirements, with up to 22 feet of extension capability. Reels have all-steel construction and a durable powder-coated finish with quality SOW cable that is flexible and weather-resistant.

Top-half covers prevent snow and ice accumulation on coiled cable, preventing reel failures caused by freezing. Various mounting brackets and cable guides are available, and reels are available for both right- and left-hand wind for mounting on either side of the truck. They have an 8-inch-diameter footprint. **800/394-9986; www.uea-inc.com.**

VACUUM SYSTEM ACCESSORIES

ALL METAL MANUFACTURING HYDRAULIC TELESCOPIC BOOM

Hydraulic telescopic booms from **All Metal Manufacturing**, in partnership with Zennen Engineering, are available in 4-, 6- and 8-inch sizes ranging from 14 to 23 feet in the extended position. They have 8- and 10-inch gear boom swivels, hydraulic disk brakes, pneumatic or hydraulic shut-off plungers, low-speed high-torque hydraulic motors, a complete hydraulic package, a hinged front for easy retraction, Oilite bushings on all rotation points, a control pendant and optional wireless control. **403/214-3646; www.almetal.com.**



ARMSTRONG EQUIPMENT ALUMINUM REPLACEMENT OIL TANK

Aluminum replacement pump oil tanks from **Armstrong Equipment** are available in 4- or 6-quart designs.

The tanks have been developed with a bolt pattern to match all major manufacturers. They can be dropped in for replacement with no drilling required. Chained, vented fill caps prevent loss while an oil standpipe utilized in the outlet helps reduce oil contamination. **800/699-7557; www.vacpump.com.**

KTR CORPORATION BOWEX-ELASTIC

BoWex-ELASTIC from **KTR Corporation** is highly flexible coupling that dampens torsional vibrations and shock loads, while allowing for radial, angular and axial misalignments. It is available in multiple elastomer hardnesses with engine flywheel connection flanges to SAE J620 and custom dimensions for engines up to 1,000 kW. It has flange couplings with SAE and special flange dimensions, and axial plug-in without additional fastening. It is available in hardness 40, 50 and 65 Shore A, with special dimensions on request. **219/872-9100; www.ktr.com.**



MARENGO FABRICATED STEEL TANK-INTEL

Tank-Intel smart remote tank monitoring systems from **Marengo Fabricated Steel** are a hardware- and software-based solution that works on any tank. It is composed of dual level-sensing equipment with smart technology allowing the operator to read two liquid levels on any tank from a smart-phone, PC or tablet. The equipment enables precise and reliable continuous level measurement in almost every liquid and most bulk solids, independent of process conditions. Changes in the chemical and physical properties of the measured substance do not affect the sensor. It has very few installation restrictions, as its coaxial tube probe is unaffected by nearby obstacles and it can be mounted in high and narrow openings. It is usable in extreme temperatures and is customizable. **800/919-2652; www.mfsltd.com.**



THAW TECH INDUSTRIAL VALVE AND SCRUBBER HEATERS

Industrial valve and scrubber heaters from **Thaw Tech** are 450 watt, 110 volt and can be used in both stationary and mobile applications. Made of durable 6061 aluminum, the heaters are explosion-proof and provide direct contact with the fluid. Valve heaters install between the flanges behind the butterfly valve, while scrubber heaters are threaded and screw on to the drain outlet of the scrubber unit. **888/570-1376; www.thawtech.com. ■**

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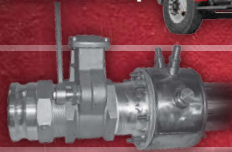
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Result: The pumping company can now return the filtered liquid back into the septic tank. Tremcar estimates the contractor can pump out between 10 and 13 full septic tanks per load. With increasing operating costs due to fuel prices and disposal fees, this system is appreciated by the pumper. **800/363-2158; www.tremcar.com.**

VACUUM TRUCK BUILT TO EXACT SPECIFICATIONS

Problem: Ende Septic Service, a commercial and residential pumper in the Minneapolis-St. Paul metro area, looked for a new 4,300-gallon tank with hoist.

Solution: The company turned to **Centerline Tank & Trailer Mfg.** Ende Septic Service is known for its customer service, safety record and excellent, clean equipment. The company wanted the tank perfectly color-matched to its Kenworth chassis and the plumbing done to exact specifications.

Result: Centerline Tank & Trailer created the truck Ende Septic Service was looking for to help maintain and grow the company's reputation. **800/752-5159; www.centerlinetrailer.com.**



VACUUM TRUCK DELIVERED TO SPECIFICATION

Problem: Rainbow Septic of Austin, Texas, needed a new vacuum truck with special tank features aimed at being more efficient and sensitive to various customer environments. They needed a way to get the hoses on and off the truck with minimal damage and effort. Rainbow also needed a way to carry extra hose because of the long distances from the truck to the septic tanks in the Texas Hill Country, and they needed to be able to keep low-hanging tree branches from knocking off the truck's strobe light domes.



Solution: Lely Tank & Waste Solutions worked with the owners of Rainbow Septic to provide a new 4,200-gallon steel vacuum tank mounted on their truck. They purchased a 2008 Peterbilt 365 tractor with PTO and steerable drop axle and had the chassis changed to

accommodate the new tank. Lely Tank provided the right tank size and configuration to suit Rainbow's operation.

Result: The final product included an R360 Razor Pack vacuum package, multiple toolboxes, durable coated hose trays and tank sides, easy-load hose tray rails, extra-deep hose hangers on the end, and branch deflectors. The vacuum truck increased operator productivity and accommodated the various needs of the customer. **800/367-5359; www.lelytank.com. ■**

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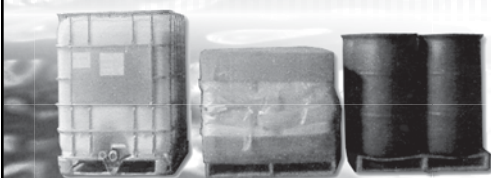
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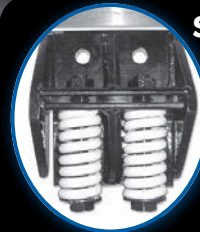
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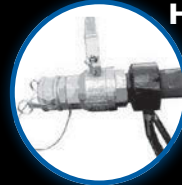
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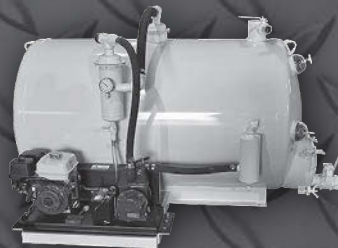
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The FXT60 truck vacuum excavator from Ditch Witch is available on a Class 6 or 7 single-axle or Class 8 tandem-axle truck. The vacuum excavator is mounted directly to the frame rails, enabling system components to flex independently of the truck. Equipped with a 74 hp Deutz diesel engine, the FXT60 offers 1,027 cfm and a

high-pressure water system with a 5.5 gpm, 3,000 psi water pump. Options include a hydraulic boom that extends to 14 feet and choice of tank configurations: 500-gallon debris with 200-gallon water, or 800-gallon debris and two 200-gallon saddle-style water tanks. **800/654-6481; www.ditchwitch.com.**

RIDGID MOTOR-ON-BOTTOM, SELF-CLEANING VACS

The Professional Line of wet/dry vacs from RIDGID range from the portable 4-gallon to the high-capacity 16-gallon model. The 1650RV motor-on-bottom delivers 24 percent more power than previous RIDGID models. The motor position creates a stable, low center of gravity while the foot-activated power switch allows for hands-free operation. The RV3410 Smart Pulse self-cleaning vac has two filters and an integrated sensor that continuously monitors suction efficiency. When the sensor detects a pressure difference the vac automatically begins an alternating, pulsing cycle to push air through the filter, cleaning it of debris. **800/769-7743; www.ridgid.com.**



ATLAS PORTABLE SANITATION URINAL STAND

The Pluto4 permanent urinal from Atlas Portable Sanitation is designed for lengthy placement. The unit can be drained into the sewer system or be serviced by a portable restroom company. Floor space is identical to a portable restroom for smooth integration into the fleet. **www.atlastoilets.com.**

WATER CANNON SOFT SPRAYER SYSTEM

The 14C12 chlorine-resistant soft sprayer system from Water Cannon, powered by a Honda GX200 engine, features a 10 gpm at 300 psi Udor Zeta Series diaphragm pump, gear drive and 200-gallon polyurethane tank. The 65- by 49- by 40-inch-tall sprayer has a lightweight and rustproof skid-mounted frame, aluminum and stainless steel hose reel, adjustable spray gun, 400-foot by 3/8-inch chemical application hose and tankless Clean-N-Flush valve. **800/333-9274; www.watercannon.com.**



in the
SPOTLIGHT
By Ed Wodalski

EFFLUENT TURBINE PUMPS PROVIDE HIGH HEADS FOR LOW-FLOW APPLICATIONS

Effluent turbine pumps from **Clarus Environmental Products** are available in 11 to 85 gpm capacities with heads up to 500 feet. The 26 models of pumps range from 1/2 to 3 hp and feature 1 1/4-inch (11, 19 and 27 gpm) and 2-inch discharges (35, 55 and 85 gpm). Starting boxes are not required for pumps 1 1/2 hp and smaller but are included with 2 and 3 hp models. All pumps have a mid-section intake, impellers that can pass up to 3/32-inch solids and corrosion-resistant, stainless steel Franklin Electric submersible motors.

Applications include STEP systems, treatment systems, drip-field dosing and sewer force mains.

"The multistage aspect of effluent turbine pumps allows them to produce really high heads," says Darren Meyers, inside sales manager and applications engineer for Clarus.

"The other thing that's important to note about effluent turbine pumps is they're designed for pretty clean water. They don't handle solids particularly well. There are a lot of ports and passageways. It's important whenever you're using the pumps to make sure you screen and filter effectively."

Meyers recommends turbine pumps for use with filtered STEP vaults or pump tanks receiving filtered effluent from a septic tank filter.

"The primary reason I would think about using an effluent turbine pump would be for effluent force mains," he says.

"If you have a project where you're trying to move water from a lot of residences to a common area, maybe for additional treatment, a pressure effluent sewer is a ready-made application. Another common use is dripfields because the flow into a dripfield needs to be small. Typically you don't have flows greater than 100 gpm, even on your largest dripfields. But what you need is high pressure."

Meyers says the sealed-end turbine pumps require little maintenance.

"We request that they be inspected just like a lot of other pumps," he says.

"Anytime you see material gathering around the intake screen you need to determine why that's happening. Why is material getting through the effluent filters? Prevention is really the key."

Meyers says each Clarus pump includes a history of performance and a wide range of support. "We like to think of ourselves as more than a manufacturer," he says. "For anybody who has questions, we also offer design assistance."

800/928-7867; www.clarusenvironmental.com.

NVE PORTABLE RESTROOM VACUUM PUMP

The Challenger 304 vacuum pump from NVE delivers 210 cfm in a compact and durable package designed specifically for the portable sanitation industry. **800/253-5500; www.natvac.com. ■**



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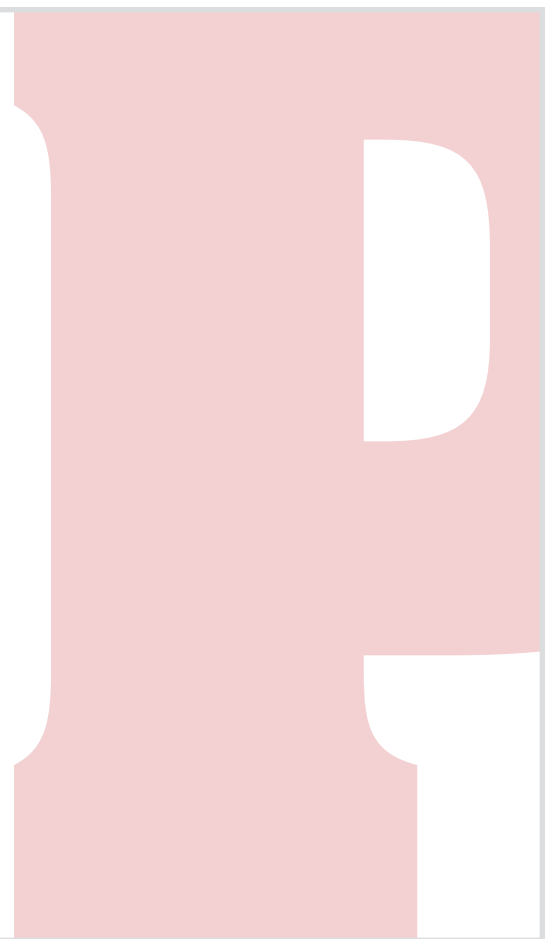
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Infiltrator Systems sold, changes name

Infiltrator Systems was sold to the Ontario Teachers' Pension Plan and renamed Infiltrator Water Technologies LLC. Graham Partners, a private equity firm, had owned Infiltrator Systems since 2005. Based in Old Saybrook, Connecticut, Infiltrator manufactures products for decentralized wastewater systems and provides technologies for the septic and stormwater retention/detention industries. Headquartered in Toronto, the Ontario Teachers' Pension Plan manages \$154.5 billion in net assets.

Progress Tank launches website

Progress Tank launched a new website, www.progresstank.com. The site features real-time online inventory of new and refurbished units, one-click access to customer service, and detailed descriptions and images of vacuum tank trucks.



Isuzu achieves production milestone

Isuzu Commercial Truck achieved a production milestone in April when the 20,000th gas-powered, low-cab-forward truck rolled off the assembly line.

Muncie Power Products launches new website

Muncie Power Products launched its new website, www.munciepower.com. The site includes improved menu organization and product filtering.

Curry Supply named Outstanding Business

Curry Supply Co. received the Alexander A. Notopoulos Award for being the 2014 Outstanding Business Firm in Blair County, Pennsylvania. The award was established by the Altoona-Blair County Development Corp. as a tribute to attorney Notopoulos for his years of dedicated service to Altoona Enterprises and the Altoona/Blair County community.

Flowserve names chief financial officer

Flowserve, provider of flow control products and services for the infrastructure market, named Karyn F. Ovelmen executive vice president and chief financial officer.

NuConcepts names general manager

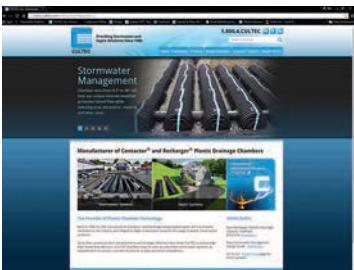
NuConcepts, manufacturer of portable restrooms and utility sinks, named Dan Chase general manager. He will oversee manufacturing and production at the Ontario, California, facility, as well as repair and servicing, sales and product development.



Dan Chase

CULTEC adds downloads, product details to website

CULTEC redesigned its website, www.cultec.com, providing downloads, project and product images on a wider screen format. The company also updated its Stormwater Management Design Guide, available under the Design Assistance tab.



Brian Metcalf

Ring-O-Matic names CEO

Ring-O-Matic, an Iowa-based manufacturer of vacuum excavators, named Brian Metcalf chief executive officer. A native of Pella, Iowa, Metcalf will be responsible for developing a sustainable strategic growth plan for the company as well as its complement of related support products.

Southwest Products expands sales territory

Southwest Products (SWP), together with Iowa Mold Tooling (IMT), has expanded its sales territory into the Pacific Northwest. SWP has been a distributor of IMT mechanics trucks in the western United States and will now offer trucks, parts and service throughout Oregon and Washington.

Checkers Industrial partners with AlturnaMATS

Checkers Industrial Products has partnered with Jack Roser, president and owner of AlturnaMATS. The combined product offerings include matting, cribbing, ClearMATS, AlturnaMATS, VersaMATS and Safety Tech outrigger pads under Checkers' ground protection product category. Checkers manufactures and distributes branded safety products, including able management systems, wheel chocks, safety lights, ground protection and warning whips for the industrial, mining, oil and gas, military, entertainment, construction, and aviation markets.

Wieser Concrete celebrates 50th anniversary

Wieser Concrete celebrated its 50th anniversary at its Maiden Rock, Wisconsin, location in April. Beginning as a one-man crew with a hand-mixer in 1965, Wieser today employs 160 workers.



Macquarie Group acquires Advantage Funding

Macquarie Group acquired Advantage Funding Management from Marubeni America Corp. Advantage Funding will become a fully owned subsidiary of Macquarie's Corporate and Asset Finance group. Advantage Funding provides transportation financing and leasing options for commercial vehicle operators in the municipal and industrial markets.

GPS Insight founder finalist for EY Entrepreneur of the Year

Rob Donat, founder and CEO of GPS Insight, is a finalist for the 2015 EY (Ernst & Young) Entrepreneur of the Year award in the Mountain Desert region. The award recognizes individuals who demonstrate excellence and success in innovation, financial performance and personal commitment to their businesses and communities. ■

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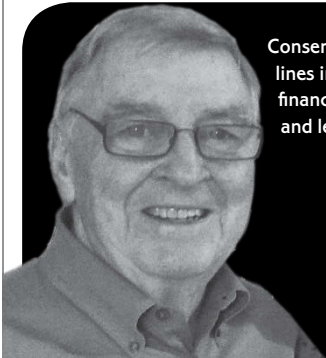
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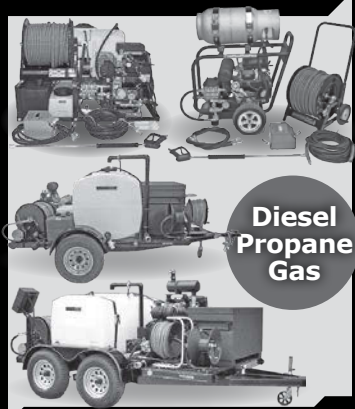
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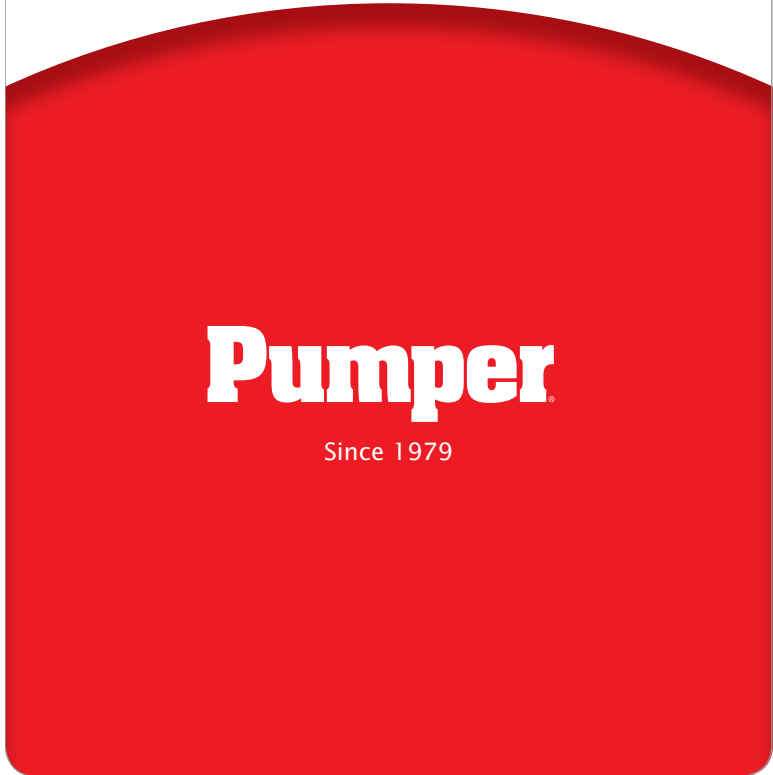
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Complete septage management company. Septic pumping, DEP-approved dewatering facility and DEP-approved composting facility. Large client base. Everything included to continue this successful business. Owner retiring, will train new owner. Possible owner-financing with qualified buyer. Located Central Coastal Maine. Contact: Ocean's Edge Realty LLC, PO Box P, Bucksport, ME 04416. 207-469-1046 email: office@oceansedgerealty.com (P08)

Portable toilet business for sale. SE PA. Turnkey operation. 150 units, sinks, handicaps, trucks, trailer. Established 20+ years. \$250,000. Owner retiring/relocating. Contact itpottytime@comcast.net or 610-927-9114. (P10)

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. Possible owner partial financing. Also available: 14 acres, house, 2 shops, land application permit for grease trap waste. Serious inquiries only. Contact mike@jobsitepumping.com 443-235-5979 (P08)

35-year established portable toilet and septic pumping business in Central WV. 450 portable toilets, 16 sinks, 12 handicaps. 2012 F450 w/500 waste/250 water tanks. 2011 F450 w/500 waste/250 water tanks. 2008 F450 200 water/350 waste. Slide-off unit 160 water/250 waste. 2002 International pumper w/2,500-gallon dual-compartment waste. 2014 International pumper w/20,000 miles, 3,000-gallon waste. Two (2) toilet trailers - 10 unit and 14 unit. Lots of extra replacement parts. \$500,000. Will also consider selling just toilets and trucks together. 304-613-6013 (P09)

Well-established portable restroom business for sale — SW Florida. 800 units, 700 on the street. 2 trailers, 40 ft. & 24 ft. 20 holding tanks, 15 ADA units, 16 sinks. 6 Trucks. Owner ready to retire. Serious inquiries only. portapottyrentals@yahoo.com (P08)

Fully-equipped Long Island, NY cesspool cleaning company for sale. Established 50+ years serving Nassau & Suffolk Counties with excellent reputation and high-repeat customer base. 516-993-0446 (P08)

Minnesota family-owned septic service. SE Metro, three-county service area. 1991 International 2,500-gallon pumper - new LMT tank in 2010. 1991 International 3,400-gallon pumper - new Jay's tank in 1998. Both good everyday runners. 3,000+ QuickBooks customer database. Serious inquiries only. Call Bob 612-730-5870. Mon-Fri 8-5 CT. (P08)

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 outhouseinfony@gmail.com (P09)

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 (PBM)

Portable restroom company for sale. Approximately 400 units and three trucks located in Southeast Connecticut. Owner retiring. Serious inquiries only. 860-887-6542 (P08)

Portable toilet company established for over 30 years in Southwest Louisiana for sale. Portable toilets, septic tank cleaning, roll-off trash dumpsters. Call 337-789-5991 or email bigkkans1956@netcommander.com for more information. (P09)

Front Range Colorado septic pumping business, turnkey with 2,000+ client list, website & 4 trucks. Grossed over \$250,000/year for 3 years. \$395,000. If serious email johnstonsanitation@gmail.com (P08)

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. (P08)

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For Sale: Approximately 5-yard dewatering box mounted on 2001 10,000 lb. Brimar dual-axle, hydraulic-dump trailer. Polymer feed system with polymer pump and approximately 30-gallons liquid polymer. \$9,500. 518-651-6345 (P09)

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FKC Screwpress with lime bag system and boiler. \$125,000 FOB, Charlevoix, MI. 231-330-3559. jwc@siteplanning.com (P08)

Do you DEWATER with a BOX? If so you really need to check us out! ITRDewatering.com 317-539-7304 (P10)

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2007 Freightliner with Presvac 3,200-gallon DOT-certified stainless steel dump door with Demag 200 750cfm 27" vacuum pump. 46k rears, 18k front. 80,000 miles. Excellent condition.

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Pioneer 5,500 U.S. gallon, carbon steel trailer with pump package. (Stock# 0220C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)



(4) Stock new **2015 Peterbilt 348** chassis, auto. transmission, Brenner DOT code 407/412 tank, full-opening rear door and hoist, Moro PM100 vacuum pump, loaded. Visit www.NewVacuum-Trucks.com for more info and pictures.

Call **888-432-9070** or email Info@UsedVacuumTrucks.com P08



Two (2) New **2016 Peterbilt 348s**: Code certified. 3,360-gallon full-open rear dump vacuum systems in production now! Vacuum pump of choice, 407/412 certified for HAZMAT use. Allison automatic. 4-year/200k miles extended px 9 warranty including after treatment, turbo, injectors, water pump, fuel pump, 100% parts & labor. \$185,000. Located in Texas south of Dallas, 50 miles in Corsicana, TX.

Call **877-500-3993** P08



Four (4) New **EMI LLC** 3,360-gallon, code certified 407/412 vacuum tank systems in stock now. Full-open rear dump. We can install on new or used chassis of choice, or your truck chassis. \$68,500. Located in Texas & Kansas.

Call **877-500-3993** P08

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

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

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New Petrofield Industries Tornado Hydrovac trucks, in stock and in production for quick delivery. Visit www.TornadoHydrovac.com for more information and pictures.

Call **888-432-9070** or email Jeff@TornadoHydrovac.com P08

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Xtreme Flow Trailer Jetter Hot/Cold! Model# HJ2TA8536, tandem axle trailer, 35 hp Vanguard 10 gpm @ 3,850 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. Tutthill blower, 1/2-yd. debris tank. John Deere rear engine. 294 hrs. Ken's Truck & Equipment: www.khtrucks.com 972-938-1905 or 214-632-5277 (PBM)

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

JETTERS-TRUCK



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



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



1990 International Vac-Con jet vac: Three-stage fan, 12-yard debris, 60gpm, extendable boom, 6-speed Allison. 1,500-gallon tank. Wash out. 600 ft. hose.\$39,900

559-264-4601, CA P09

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

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

Vac-Con industrial machine mounted on a pre-owned 2006 Sterling cab and chassis. (Stock #8593C) www.VacuumSalesInc.com (888) **VAC-UNIT (822-8648)** (PBM)

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

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

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

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

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

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)

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For sale: Jet rodder water pump, 80gpm, \$1,500. Hose reel with approximately 500' 1" jetter hose, \$1,200. Call Jay 717-821-0453 or email jz@abcmailbox.net (P09)

PORTABLE RESTROOMS

30 Blue PolyPortables toilets. Great condition \$275 each. 1 PolyPortables super twin Ultra Sink, like new \$325. 4 PolyPortables Tag-along blue sinks, like new \$225 each. 25 Olympic construction-grade toilets \$175 each. Call 217-827-3180 Illinois (P09)

Used portable restroom units for sale: Regular and handicapped-accessible units available. Please contact Jonathon at 740-452-1880 or email at jonathonsabine@zembainc.com. (P08)

Used ADAs and semi enhanced for sale. Call 920-342-3251. We are located in Watertown, WI. (P09)

For Sale: Used portable toilets - Poly-John - Synergy. Please contact Michael Perez at 956-592-5975 or email him at Michaelperez@portoco.com (P08)

350+ portable toilets for sale. We have Tuff-Jon I units in varying condition with prices ranging from \$250-\$350. We are located in Canton, NC. 828-648-3170 (P08)

100 tan PolyPortables standard units, construction grade. Approximately 10-12 years old. \$150 each. Located in Albuquerque, NM. Call 505-345-3965. (P08)

PORTABLE RESTROOM TRAILERS



2012 Ameri-Can 812 3-stall unit.
..... \$32,500

chris@poshrestrooms.com
702-737-5000, NV P08

Two restroom trailers available, both have air conditioning & heat. First one is a 1994 2-station trailer - \$10,000. Second is a 1994 4-station trailer - \$13,000. Pictures available upon request. 740-483-9049 or 304-904-2283; litmanenterprises@live.com (P08)

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

PORTABLE RESTROOM TRUCKS



2014 Dodge Ram 5500 with 950-gallon waste/300-gallon fresh aluminum tank. 33,927 actual miles. \$67,000

Rodney Lane
270-832-3793 P08



2010 International 4300 combo: 600 waste/400 fresh, new turbo DPF system, EGR cooler. 91,000 miles. \$42,500

sincityportables@aol.com
702-737-5000, NV P08



2003 International 4300 dual-service portajohn truck. Recently replaced motor and transmission. New rear differential, new rear tires, new king pins. Current daily service truck in Hannibal, Ohio. \$24,000

740-483-9049 or 304-904-2283
litmanenterprises@live.com P08

2000 Int 4700 - \$17,500; 2002 Int 4300 - \$23,500; 2006 Int 4300 - \$39,500; Roll-off - \$23,500. Restrooms - \$150. 256-757-9900 or www.pbsos.com. (PBM)

2003 GMC C7500: CAT 3126 diesel, Allison transmission, air brakes, 1,000-gallon waste, 400-gallon freshwater, 4" discharge. Masport HXL75 pump 230cfm works great. Truck not inspected but runs well. GVWR 25,950 lbs. 11R22.5 tires. \$9,000 OBO. 802-658-6243 (P08)



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: \$21,000, 1700 waste/600 fresh: \$23,500. Any custom options or sizes available!

TexLa Services
936-641-3938
www.texlaservices.com P08



2013 GMC 3500: 12,000 miles, 6.0, air, auto, cruise. Best 300/150, 1 1/2 bucket fill lift gate. \$44,500

Work - 870-238-9481
Cell - 870-588-1935, AR P08



1999 Isuzu FTR: Newer motor installed at dealer, rebuilt transmission, new paint. 1,300-gallon carbon-steel tank, split 800/500. New vacuum pump, water pump hose reel. \$20,000

Dale 708-878-4391, IL P10



2006 International 4300: DT466, Allison automatic transmission, air brakes, a/c, toilet hauler rack, Abernethy tank 1,100/400. 316k miles. \$27,500

901-452-7040, MN P08



2014 Ford F550 4x4, loaded, 42,000 miles. 2005 Crescent flat vac. 750 waste, 250 fresh water. Call for more info/pics. \$63,000

Derek 785-477-2254, KS P08



2002 Hino FB1817: 80,000 miles. Clean & runs great. \$37,500

734-654-8855, MI P09



2002 International 4300: DT466, Allison automatic, Abernethy tank 1,100/400, 430k miles. New tires and brakes. Everything on truck works and is ready to work. \$22,500

731-660-1781, TN P08



One-owner 2007 Keith Huber Princess II portable toilet service truck mounted on a Kenworth T-300 chassis, pre-emission CAT 230hp C7 Acert with 283,000 miles. Allison automatic transmission, 26k gross with air brakes. 1,500-gallon capacity - 400 water/1,100 waste. Unit has dual-service water, vacuum, and 2-toilet carrier. Fleet maintained w/everything operational. Unit still in use daily. \$55,000

903-784-6821, TX P08

2009 International 4400: 26,000 GVW, air brakes, 230hp, 10-speed, 400-gallon fresh, 1,100-gallon waste, aluminum wheels, dual side service. \$39,200. 740-525-1726 (P08)

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2006 Ford F650 with Progress tank (1,250 waste/500 fresh). Excellent condition inside and out. Great service truck!
..... \$27,000
Dennis 508-351-9002, MA P08

2006 International 4000 Series pump truck. 281,204 miles, Masport pump, 1,100 waste/400 fresh. 2004 C7500 GMC pump truck. 141,700 miles, Masport pump, 1,100 waste/400 fresh. Lake Oconee Rental, Brad 706-484-0496, Eatonton, GA (P08)

2006 Freightliner M2: Mercedes engine, 237,000 miles. Best stainless steel dual-service tank 1,100 waste, 400 water. Excellent truck. Selling due to downsizing. \$33,500. 412-592-8695 (P08)

2006 GMC: Duramax diesel, Allison auto. New aluminum tank 400 waste/200 water, Conde pump, Honda motor. www.pumper-trucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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. 712-428-6143 or cell 712-880-1250. (P08)

PRESSURE WASHERS



2014 Alkota 10307K pressure washer: Two (2) 525-gallon poly tanks with bands, hose reel, fixed base. 200' Landa hose 3/8 x 150' 2W TS Landa, 65 gallon 4-gun unit.
Tony 214-649-9935, TX P08

2014 24-ft. gooseneck trailer-mounted pressure washer system: Alkota 10307K, two (2) 525-gallon tanks, hose reel, pre-spray system. 4-gun unit. Tony Poss 214-649-9935. (P08)

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 and an outside sales person to manage our portable restroom customers. We offer competitive salary with incentive. We are seeking sales people to join our team domestically with a proven track record in the portable sanitation industry. Deodorizer sales experience is an asset. The candidate must be motivated and able to work in a team environment. Please send inquiries to: Martin Zeltner, Sales Director, mzeltner@surcopt.com. Surco Portable Sanitation Products, 292 Alpha Drive, Pittsburgh, PA 15238. www.surcopt.com (P09)

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

Mobile assembly team for portable restroom assembly in California, Colorado and Utah. Must be able to travel. Job would require assembly and building portable restrooms on site at operator locations. Duration will be 1-2 weeks at a time with builds between 120-240 units per job. Pay based on location and per unit that is negotiable. Please contact 616-402-9655 for inquiries. (P08)

PUMPS-VACUUM

25 good used NVE Challenger Max Paks and Masport HXL 15W, all equipped with mufflers, stands, and gearboxes. \$1,500 to \$2,500. 814-277-6227 (P10)

Roots URAI 711 blower vac pump. Older, but extremely low hours on unit. Best offer. Jay 651-489-5185, M-F daytime. (P08)

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

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

ROLL-OFF TANKS



New 4,000-gallon roll-off tank with new Fruitland hydraulic-drive pump. Use with any roll-off truck. Ready for work.
..... \$34,500
KLM Companies
617-909-9044 PBM

SEPTIC TANK FORMS

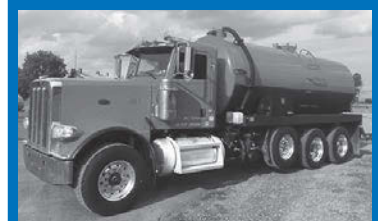
Four (4) 1,000-gallon septic tank molds, four (4) 850-gallon molds \$2,000 to \$5,000. Tools and fittings also available. Also available – New 4" supply/transfer hose for dry cement. Central KY. 270-524-0047 or 270-498-4286 leave message. (P09)

SEPTIC TRUCKS



Turn-Key Vacuum Tank Units: 3,600-gallon, unit mounted on your truck or ours; \$23,500. 2,500-gallon truck units; \$20,000. 1,500-gallon truck units; \$17,000. Self-contained vacuum skids, 1,000-gallon; \$11,000. 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 P08



2011 Peterbilt 388: 278" wheel base, Dana 20k front axle/46k rear with Peterbilt AirTrac, Pusher axle. Caterpillar C-15 475hp, Eaton-Fuller 18-speed. 4.55 rear-end ratio, aluminum wheels, 359,000 miles. Steel 4,700-gallon Pik Rite tank, epoxy-lined with Masport pump. DOT inspected... \$102,000 OBO

Call 877-661-4511, TX P10
refusesales@rushenterprises.com



2012 International 4400 SBA: 285hp, 33,000 GVW, automatic, 102,000 miles. 2,500-gallon tank w/400 Masport HXL400 WV pump.

Ron Evans Enterprises
800-537-9582 P08



2011 Peterbilt 365: Dana 20k front axle, Dana 46k rear axle, Pusher axle, Caterpillar C-13 470hp, Eaton-Fuller 8LL, 320,000 miles. Steel 4,700-gallon Pik Rite tank epoxy-lined with Masport pump. Three units in stock. 300,000 to 320,000 miles. (Stock #88400; 88409; 88411) \$95,000-\$98,000

Call 877-661-4511, PA P10
refusesales@rushenterprises.com



1997 Freightliner Century Class: 430hp Cummins, 10-speed, 32-foot 6,500-gallon aluminum trailer. Honda engine-driven pump package under trailer. Good unit, used weekly. \$39,000

Tim 847-426-5769, IL P08

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SEPTIC TRUCKS



2001 International 9200: N-14 Cummins, 430hp, 10-speed transmission, a/c, cruise, double-frame. Newer 3,500-gallon tank - 300-gallon freshwater. New Juroop LC429 vacuum pump. New paint and tires. Sharp truck. \$44,500

740-820-5520, OH P08



New septic tank systems installed on new or used chassis, ours or yours. 3,360 USG. All vacuum pumps available on used tandem chassis Class 7, low miles and new tank. Average \$68,500 - \$85,000 per build. Installs in Kansas or Texas facilities. 6-week turnaround.

877-500-3993 P08



2005 International: 335hp CAT engine, 278,000 miles, 10-speed transmission, a/c, cruise. New 2,500-gallon tank, stainless hose trays, and Juroop R260, 364cfm vacuum pump. Showroom quality truck. \$48,500

Eugene 740-259-5555, OH P08

1998 Ford with 3,000-gallon reconditioned septic tank, rebuilt PV750 vacuum pump. CAT 350hp engine with Fuller 8-speed transmission. New paint on truck and tank. Ready for work. \$36,500. KLM Companies 617-909-9044 (PBM)

2007 Freightliner M2 Business Class: C7 CAT, 250hp, 6-speed manual transmission, 185k miles. NEW 2,500-gallon vacuum tank, Juroop LC420 vacuum pump. Many extras. \$49,000. Call or text 734-309-2093. (P08)



1998 Mack RD688s: Transway 4,000-gallon carbon steel tank, rear-opening door, 3 baffles, 4 sight glasses, 4" intake, 6" discharge, heated valves. Mack 12-speed extended range splitter, 350hp Mack engine, 2-stage Jake brake, differential lock. Air-ride cab, spring suspension, double frame. 170,000 miles, 13,525 hours. Transway 1,045cfm pump. Tank dumps just like a dump truck with hydraulic piston. All maintenance done. Springs front and rear, rear frog legs, kingpins, sandblasted chassis and tank, primed and painted 5 years ago. Cab in great shape - no rust. Truck is 100%. Have all paperwork since 1998. We are getting a new truck. Asking \$65,000. Truck was \$198,000 new. Located in Boston, MA. Call or email for more info.

dustin@preventativeseptic.com
Dustin 978-473-4510, MA PBM



2009 International 5900 Eagle: ISX450, 10-speed, Masport 75WV, 3,780-gallon tank, 185k miles. Air conditioned, cruise control, power windows and door locks. Hendrickson air ride. \$75,000

307-351-4403, WY P08



2002 Mack CH613: 400hp, 10-speed, camelback suspension, pusher axle, power steering, air conditioned. 3,780-gallon steel tank with Masport H75W. Heavy-duty truck with 782k miles. \$30,000

307-351-4403, WY P08



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



2005 GMC TopKick: CAT C7 diesel, Allison transmission, low miles, Erickson 2,300-gallon waste tank, freshwater cleanup tank with hose. Excellent condition, ready to work. \$45,000

Rick 425-754-1217, WA P08



1999 Mack CH613 with 4,000-gallon waste tank. 324,000 miles. Juroop LC420 liquid-cooled pump. New paint, polished wheels, hose trays and toolbox. 90% tread. Cold a/c. Very clean on the inside and out. \$55,000

352-317-2527, FL P08



2000 Freightliner FL70: 8.3 ISC Cummins, straight 6-speed Eaton transmission, 340,000 miles. 360 Masport liquid-cooled pump, 3,000-gallon tank, hoist to raise tank, one 3" and one 4" heated valve, one 6" valve, 24" manway on rear of tank. Hoses & accessories included, maintenance records. Reliable truck - Ready to work! \$25,000

315-339-1847 NY P08



1999 Kenworth T-300: 2,500-gallon septic truck. Brand new paint, new motor, rebuilt transmission. New clutch, new driveshaft, tires front brand new, rear 90%. New PN84 Juroop pump, remote-controlled valve, auto-dump door. 4.5gpm @ 4,000psi jetter with power-rewind reel. \$70,000. I also have several more trucks from 1,000 gallon - 6,500 gallon!

Call or text Jerry
918-381-9072, OK P09



2001 Peterbilt 379: D60, 10-speed chassis, 88,000 miles, with the following 2011 equipment: 4,500-gallon tank (500-gallon freshwater) with hoist for dumping, hydraulic driven 3,000psi/10gpm jetter system, 150' of 4,000psi-rated hose for cleaning tanks and jetting lines, and Juroop RV520 vacuum pump with silencer muffler. \$75,000 OBO

717-468-2615, PA P08
office@jgenvironmental.net



LIKE-NEW 2011 International 7500 tandem-axle pump truck with only 6,000 miles! Save \$\$\$! Has International Maxforce 350hp with engine brake. NO DEF 10-speed manual transmission. 16k front axle, 40k rear axle, air ride, fully locking rears. Standard cab with a/c, heated mirrors. Tank is a 3,600-gallon polished aluminum Matador. Juroop LC420 liquid pump. Hoses and hose tray with tool box. Truck is like-new and kept inside! Paid \$135,000. Will sell for \$100,000. No ad solicitors! Serious buyers only! Leave message.

410-442-2139, MD P08

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1997 Mack CH: Air-ride suspension, 8-speed transmission, 350 engine. 2005 3,600-gallon steel tank, skirts & pump, SS cabinets. Works everyday. Needs some work. Selling as is. \$19,500

631-447-5252, NY P08



2015 RVT 2,500-gallon septic truck mounted to a Peterbilt 337. Two in stock, one automatic & one 6-speed manual transmission. Both have 300hp, NVE 607P (380cfm) vacuum pumps, left side toolbox and 2 additional toolboxes located in the bumper. Additional pictures on our website. <http://robinsontanks.com/product/2500-gallon-septic-on-peterbilt-337-wrt10012/>

814-933-0927, PA
zach@robinsontanks.com P08

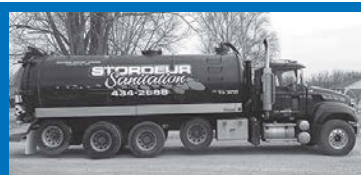


1999 International 4700: DT466E, 367,000 miles, 2,300-gallon T-Line tank, 2 tool boxes, 3" inlet, 4" outlet, Battioni pump, new transmission 2,000 miles ago. Under CDL. \$30,000

906-863-7778, MI P09

2005 Peterbilt holds 2,300 sewage/200 fresh. Fruitland pump, hydraulic drive, full-tilt bed, fully-open back hatch, 6" discharge/3" intake. A little over 130,000 miles and built by Lely. \$58,000. Call 800-401-1352 or email clarkreaves@hotmail.com for more pictures/information. (P08)

2004 Mack Granite: 427 with 13-speed. Imperial 5,500-gallon tank with stainless hose rack, hoist, rear-opening door and vibrator. NVE blower. \$69,000 or best offer. 920-434-2888 (P11)



2004 Mack Granite: 427 with 13-speed. Imperial 5,500-gallon tank with stainless hose rack, hoist, rear-opening door and vibrator. NVE blower. \$69,000 OBO

920-434-2888, WI P08



1991 Freightliner CabOver for sale: 3,400-gallon tank, Masport pump, new brakes and hose racks. Serious inquiries please! \$30,000

kucharskiseptic@yahoo.com
216-798-4877, OH P09



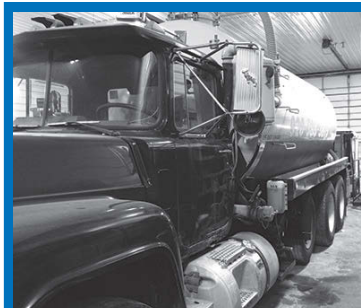
2003 Freightliner Columbia with 460hp Mercedes, 10-speed transmission, a/c. 3,600-gallon steel tank with hoist and full-open rear door. Jurop R260 pump. Aluminum rims. Runs daily. \$48,000

216-990-6658, OH P08



2013 International 7600 WorkStar: Classy Truck of Year 2014. Lots of chrome. Truck only. Max Force 12.4L, 8LL transmission, Eagle interior. Only 35,000 miles and 2,300 hours. 20,000 front, 40,000 rears, 20,000 tag, good tires. Specs for tank are available from Imperial and we can provide them for you. NO FET TAX! Chassis only. \$120,000

Call 715-938-0119, WI PBM



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



2014 International 4300: Heavy spec under-CDL truck. 2,600 waste, 200 fresh aluminum tank. Jurop R260 vacuum pump with 4,000psi jetter system. 240hp with Allison automatic, 22,000 miles. Truck still under warranty. \$98,800. Also have 2012 International same specs with 175,000 miles. \$83,500.

318-780-1731, LA P08

1997 Mack CL713: E7-350motor, 420,000 miles, Eaton 8LL transmission, quad axle. 5,700-gallon tank tank is bad. \$19,999. Call/email for pictures. allyn16@gmail.com 920-765-1903 (P09)

1987 Kenworth T600A: CW CAT 6-cylinder. Eaton-Fuller 15-speed. 8-bag A-R suspension. 3,365-gallon vacuum tank, Masport 75 pump. \$31,000. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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)

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)

1995 Freightliner: Detroit Series 60, Fuller 13-speed, 3,365-gallon vac tank, Masport pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

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Pre-owned 2008 Peterbilt 340 cab and chassis with new 4,000-gallon aluminum tank and Masport pump package. (Stock# 6641V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

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)

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100 - 2011 Wichita 500 bbl. (21,400 gallons) portable frac tanks. Epoxy lined. Delivery available.

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or email tsgeneva@hotmail.com

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2008 LMT 3,000-gallon carbon steel vacuum tank. (Stock# LMT3000V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

TOOLS

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

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TOYS

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

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TRUCKS - MISCELLANEOUS



1999 Ford F450 Super Duty XLT: 300K miles, 7.3 T.D., automatic transmission. Air conditioner, power windows, power locks, tilt, cruise, recline seats. 1,000-gallon capacity tank, Jurop vacuum system, custom service body.\$17,000

985-807-3554, LA P08

2008 Peterbilt 367: Oilfield equipped, only 54,000 miles. \$115,000. ISX 550 Cummins diesel, 550 horsepower, 18-speed transmission, 20,000 lb. front, 46,000 lb. rears, 80-barrel water tank with Fruitland 500 pump. Call or email Del at 815-459-7751 or dayscrawford7@att.net for more information including pictures. (P10)

2003 International Eagle 9900i. Wheelbase 252", day-cab. New: paint, interior, seats, a/c. Cummins red top 525hp, 40,000 miles on overhaul. Tires & brakes 75%. \$35,000. 712-254-0984 (P08)

TV INSPECTION



2002 Ford E450 CUES camera van: Night Owl Series camera, approximately 1,500 ft. of cable, 56k miles, Stock#02-99. \$37,950. **2000 Workhorse CUES camera van:** Night Owl Series camera, approximately 1,500 ft. of cable, CUES multi-grout chemical pumping system, 500 ft. of Quad-Line chemical/air/water hose, 18k miles, Stock#00-99. \$42,950. For more pictures and info please visit www.letsrollautoandequipment.net or call 719-494-4927, CO P08

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

VACUUM EQUIPMENT



2006 CAT Challenger MT455B (4WD) AG Tractor: 6,700 hours. S/N N274069 with Calumet 3,750-gallon liquid-manure vacuum tank. Like-new condition. \$40,000 firm

Call John 609-517-4229, FL P08



2013 Keith Huber King Vac: ASME and DOT code tank, high-pressure pump - 35gpm. Mounted on 2013 CAT truck.

Tony Poss 214-649-9935, TX P08



2011 Keith Huber Berringer II: ASME and DOT code tank, high-pressure pump. Mounted on 1998 Ford truck.

Tony Poss 214-649-9935, TX P08

2013 Keith Huber King Vac ASME and DOT code tank, high-pressure pump 35 gallons per minute mounted on 2013 Cat Truck. Tony Poss 214-649-9935 (P08)

2011 Keith Huber Berringer II ASME and DOT code tank, high-pressure pump mounted on 1998 Ford truck. Tony Poss 214-649-9935 (P08)

VACUUM LOADERS

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



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Call 888-432-9070 or email Info@UsedVacuumTrucks.com P08

1999 Sterling with a 3,200-gallon Cusco Master Vac high-dump unit. (Stock# 3378V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

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Wanted: Portable toilets, handicap toilets, and hi-rise units. Please contact Lance 561-346-9296 or lance@redtoilets.com (P12)

Wanted to Buy: Vactor 2100s and late model Guzzlers. Cash. Phone 800-336-4369. (PBM)

WATERBLASTING

Gardner Denver T-375M: Bare Shaft pump. Gardner Denver T450M Bare Shaft pump NLB 20-200: 12 gpm @ 20,000 psi. Gardner Denver LC-1500: 390 gpm max, 15,000 psi max. NLB 36-200 6 gpm @ 36,000 psi. HT-150S 25 gpm max 10,000 psi max, Shell Side Machine, Wheatley 165: 30 gpm @ 10,000 psi, Wheatley 165: 17 gpm @ 20,000 psi. Wheatley 125 with aluminum bronze fluid end. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (PBM)

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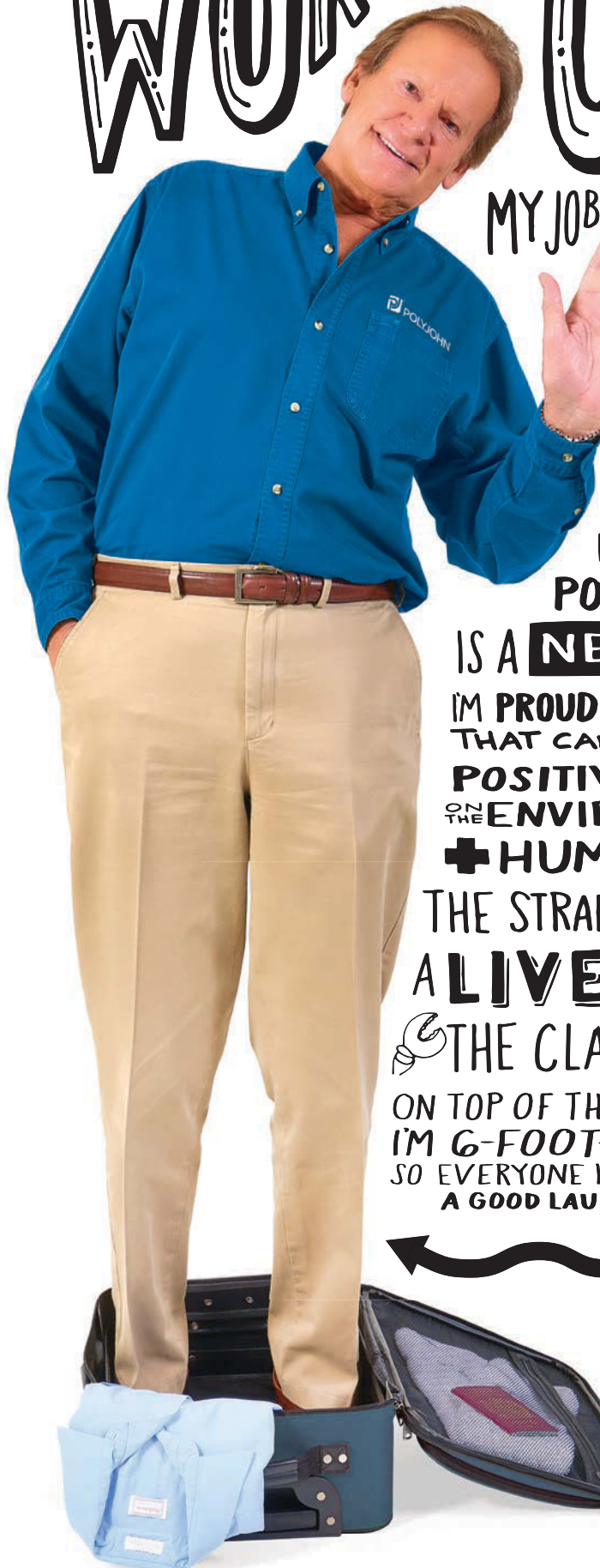
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