

DEDICATED TO THE LIQUID WASTE INDUSTRY

# Pumper

January 2016 [www.pumper.com](http://www.pumper.com)



**wwett**  
Water & Wastewater Equipment,  
Treatment & Transport Show  
Feb. 17-20, 2016 | Indianapolis, Ind.  
**Page 26**

ALSTRATE  
PUMPING SERVICE, INC.

(402)438-8001



## TRUE GRIT

Support from friends, determination and teamwork helped Julie Southwick persevere in tough times

Page 16

## A TECHNOLOGY INFUSION

Modern updates, top training signal a bright future for Marlin Wastewater Services

Page 38

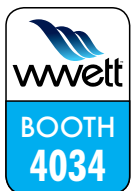


# ROAD READY



Over 30 trucks in stock

YEAR	TANK	GAL	CHASSIS	Drive	PRICE
SLIDE-IN	ALUM	300	MOD		\$ 8,242
SLIDE-IN	ALUM	450	MOD		\$ 10,836
2016	STEEL	950	RAM	4X2	\$ 82,578
2016	STEEL	950	RAM	4X4	\$ 77,560
2016	STEEL	950	RAM	4X2	\$ 82,578
2015	STEEL	950	FORD	4X4	\$ 75,992
2016	STEEL	950	HINO		\$ 77,810
2016	ALUM	1175	FORD	4X2	\$ 80,128
2016	ALUM	1175	RAM	4X2	\$ 81,475
2015	STEEL	1250	FORD		\$ 93,098
2016	STEEL	1250	HINO		\$ 98,068
2016	ALUM	1300	RAM	4X2	\$ 82,846
2015	STEEL	1600	FORD		\$ 93,364
2016	STEEL	1600	HINO		\$ 101,261
2016	ALUM	2150	HINO		\$ 116,089
2016	ALUM	2150	PETE		\$ 199,758
2016	ALUM	4000	PETE		\$ 136,939
2016	ALUM	4000	PETE		\$ 143,226



View our entire inventory online  
[www.satelliteindustries.com](http://www.satelliteindustries.com)  
 800-328-3332





## **New Year's Resolution Made Easy**

**Performance**



HXL400WV Plug & Play  
**400 CFM**  
Best in Liquid Cooled

**Durability**



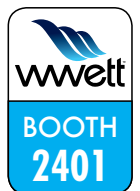
RB-DV 65 Plug & Play  
**912 CFM**  
New Evolution in Pumping

**Service  
Support**



**Reliability**

HXL4V Plug & Play  
**160 CFM**  
The Leader in Porta-  
Potty Pumping



This year save time and money with Masport Pump Systems.



# WWW.PUMPERHOSE.COM

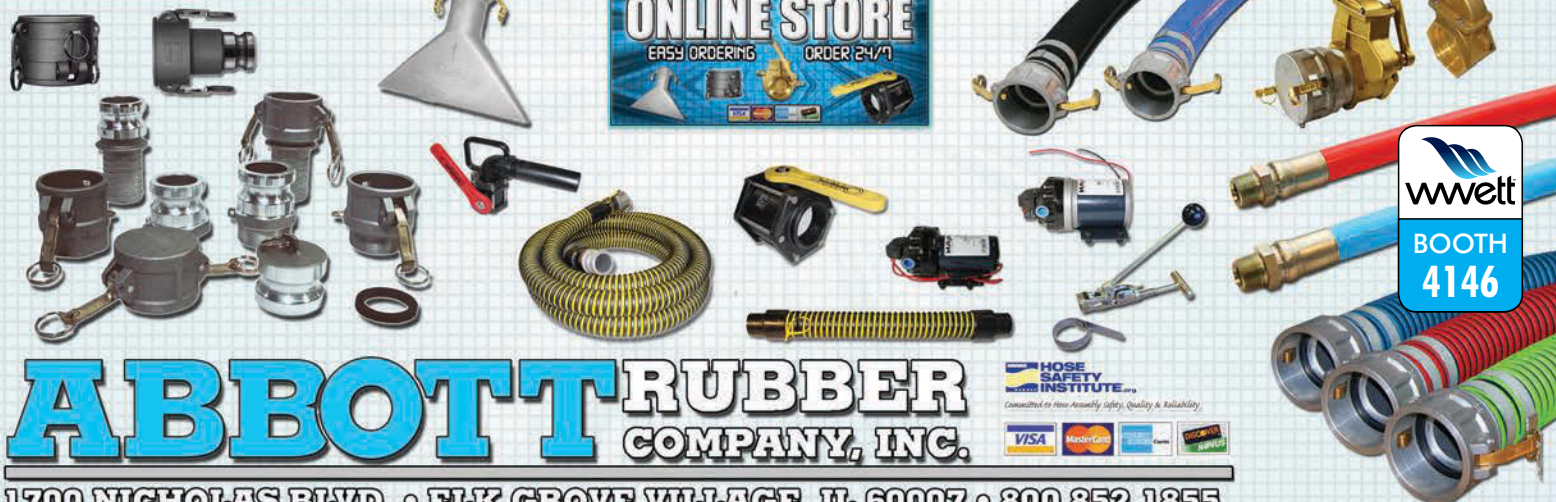
THE HOSE AND FITTINGS EXPERTS

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



Featuring:  
**Kanaflex**  
Hose Products

VISIT OUR



**wvett**  
BOOTH  
4146

# ABBOTT RUBBER COMPANY, INC.



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

## Lenzyme

Bio-Products, Packaging and Marketing Experts



Specially Designed for Clay Fields

**wvett**  
BOOTH  
3026

**NEW** Field and Line Cleaner

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

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

1-800-223-3083

Or text to 920-288-2847



See video at  
[www.arcticblaster.com](http://www.arcticblaster.com)

## The Amazing ARCTIC BLASTER Thawing Device

- > Thaws pipes above & below ground
- > Use on plastic, copper or ABS
- > Perfect for roof drains & electrical conduits

ARCTIC BLASTERS INC.  
SUNDRE, ALBERTA




PH: 403.638.3934 FAX: 403.638.3734



# TRANSWAY SYSTEMS INC.

Custom Built...Driven by You

  
**BOOTHS**  
**4229,**  
**4230**

HAPPY  
New Year



**2015 INTERNATIONAL 4300**  
**\$99,800.00**

US Funds - FOB Buffalo, NY

**International Diesel 240 HP**  
**Allison 2500 Automatic Transmisson**  
**25,999 lb GVW , Hydraulic Brakes**  
**1100 US Gal. Waste , 600 US Gal. Water**  
**TSI 250 Vacuum Pump - 180 CFM**  
**12 Volt - 700 PSI Water Pump**  
**Aluminum Rear Toilet Rack**



**2015 INTERNATIONAL 7500**  
**\$129,900.00**

US Funds - FOB Buffalo, NY

**International Diesel 350 HP**  
**Fuller 10 SPD Transmission**  
**58,000 lb GVW, Air Brakes**  
**4000 US Gallon Tank Capacity**  
**RBDV 45 Blower- 500 CFM**  
**Bedliner Protection For Trays & Tank**  
**Digital See Level Gauge**



\* Not Actual Photo

**2016 WESTERN STAR 4800TS**  
**IN STOCK - \$370,900.00**

## Terra-Vex

US Funds - FOB Buffalo NY

**Tandem-Tandem 8600 lb GVW**  
**2500 US Gallon Debris Tank**  
**1200 US Gallon Water Tank**  
**6400 CFM 28" HG Robuschi Blower**  
**9.8 GPM @ 6000 PSI Water System**  
**26' X 8" Hydraulic Boom**  
**Wireless Remote Controls**  
**Back-up Camera...No Surprises**  
**Heated Walk-In Acoustical Enclosure**  
**Diesel Fired Heater - Heat on the Go/Parked**





**16 True Grit**

- Mary Shafer

It took determination, support from friends, and great teamwork for Nebraska pumper Julie Southwick to persevere following her husband's sudden death.

**ON THE COVER:** Julie Southwick overcame the sudden loss of her husband, Mark, and continued their business as a source of family pride. Julie and her son, Jarred, operate A 1st Rate Pumping Service in Raymond, Nebraska, and are shown with their newest service truck, a 2015 Kenworth T-800 with an Imperial Industries tank and National Vacuum Equipment blower. (Photo by Matt Ryerson)

**10 Reading Between the Lines: 5 WWETT Show Hot Topics**

Mark down these timely talks for wastewater professionals who want to succeed in 2016.

- Jim Kneiszal, Editor

**14 @pumper.com**

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

**26 2016 WWETT Show: 4 Days to Make Your Business Better**

The Water & Wastewater Equipment, Treatment & Transport Show promises great value and opportunity for your business.

- Luke Laggis

**30 Building the Business: How Do You Win the Talent Wars?**

With the growing shortage of skilled job applicants, the battle for new hires is building, and small businesses need to get creative to compete with corporate America.

- John Dini

**38 A Technology Infusion**

Many modern business upgrades, a well-rewarded workforce and an emphasis on industry training set up Marlin Wastewater Services for a bright future.

- Ken Wysocky

**46 Rules & Regulations**

Minnesota trending toward required point-of-sale inspections.

- Doug Day

**56 WWETT Spotlight**

ROSCOPE i2000 from ROTHENBERGER USA covers several inspection techniques in one modular unit.

- Craig Mandli

**62 Money Manager: What Happens To a Family Business When Mom and Pop Divorce?**

Incorporation and charting a clear ownership path from the start could help protect your company when a personal partnership ends.

- Erik Gunn

**66 After Hours: They're Masters of the Pit ... the Barbecue Pit**

Maryland septic service professionals Rolfe and Robyn Garrett spend their weekends traveling to competitive outdoor cooking events.

- Judy Kneiszal

**74 Classy Truck of the Month**

We feature Rotterdam Septic Systems, Rotterdam Junction, New York.

**78 Septic System Answer Man: What Role Should Pumpers Play in EPA Efforts?**

When we understand the basics of decentralized wastewater management, we can help septic system users become good environmental stewards.

- Jim Anderson

**84 State of the States: Facing Climate Challenges**

Arizona onsite professionals push for greater training, more practical regulation of a variety of technologies to serve arid deserts and snow-covered mountains.

- Doug Day

**90 NAWT News**

WWETT Show registration included with NAWT membership.

- Dhru Bhatt

**92 Product News**

**Product Spotlight:** Galbreath locking system secures roll-off containers to hoist or trailer.

- Luke LeNoble

**94 Industry News**

**96 Associations List**

**Coming in FEBRUARY 2016**

**SPECIAL ISSUE: WWETT SHOW ISSUE**

- **CONTRACTOR PROFILE:**  
New England pumper treats its own waste
- **SEPTIC SYSTEM ANSWER MAN:**  
5 EPA management levels for onsite

**Pumper®**

DEDICATED TO THE LIQUID WASTE INDUSTRY

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

Published monthly by



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

© Copyright 2016 COLE Publishing Inc.

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

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

Fax: 715-546-3786

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

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

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

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



Jim Flory Winnie May

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

**CIRCULATION:** 2015 circulation averaged 23,542 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

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

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



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

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

**Indiana Convention Center, Indianapolis, IN**

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



Over 30 years experience



# SEPTIC SERVICES, INC.

SEPTIC SYSTEM PUMPS, PARTS AND SUPPLIES STORE

**TO ORDER**

CALL TOLL FREE: (800) 536-5564

**SHOP ONLINE**

www.septicserv.com/store  
(636) 583-5564



wwet  
BOOTH  
3118

## RETROAIR™

Available in 6 models to match your application

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

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

Starting at  
**\$590.00**



## MAXAIR500

### MAXAIR500 SUBMERSIBLE SEPTIC AERATOR

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

**\$425.00**  
2-YEAR WARRANTY

Replacement for Multi-Flo Aerator\*

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

### BULLET™ HIGH HEAD FILTERED EFFLUENT PUMPS

18-Month Warranty

All stainless steel construction built for years of dependable service

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



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

### FLAGG-AIR 340HT AERATORS

Flagg-Air  
High-Torque Performance

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



FEATURES:

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

**\$350.00**  
2-YEAR WARRANTY

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



### Max Filters 30-Pack (Complete Set)

Durable • Reusable • Highly Effective  
Filter socks may be used in Multi-Flo\* tank.

Call for prices



### Whirlwind Linear Air Pumps

Models:  
STA40 ... \$199.00  
STA60N ... \$220.00  
STA80N ... \$250.00  
STA100 ... \$340.00  
STA80AL ... \$320.00

**AERATORS**  
Superior choice for new installation or upgrading existing 40/60/80/100 models.  
**2-Year Warranty**



"N" models include hose bib for low pressure alarm connection.  
"AL" model has integrated audible alarm & warning light with toggle testing switch.

### ALARMS • TIMERS CONTROLS



24-HOUR TIMERS  
15-min increments settings

Model:  
P101FA-2  
\$105.00

- Warning light & reset switch
- Mini-breaker



Model:  
P101-2  
\$95.00

### REGENERATIVE BLOWERS

18-Month Warranty



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

# MORO FAN COOLED VACUUM PUMPS

## HIGHER CFM LOWER RPM

**EQUALS**

- LESS OIL CONSUMPTION
- QUIETER OPERATION
- LONGER PUMP LIFE



**PM70T | 247CFM**



**PM80T | 350CFM**

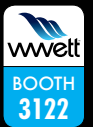


**AC5 | 460CFM**



**MOROUSA INC.**  
**800-383-6304**

www.morousa.com



M030302



**A**

A Corp/Rooter-Man.....34

**ABBOTT RUBBER COMPANY, INC.**  
Abbott Rubber Co., Inc.....4

**ACRO**  
Acro Trailer Company.....70  
Advantage Funding.....36

**AMAZING MACHINERY**  
Amazing Machinery, Inc.....47

**BANDLOCK AMESBURY GROUP**  
Amesbury Truth.....12

**AMT**  
AMT Pump Company.....28

**Aqua Ben Corporation**.....31

**ARCAT**  
Arcan Enterprises, Inc.....34

**ARCTIC BLASTER**  
Arctic Blasters, Inc.....4

**Armal**  
Armal, Inc.....25

**ARMSTRONG EQUIPMENT INC.**  
Armstrong Equipment.....32

**B**

Benlee, Inc.....28

**BEST ENTERPRISES**  
Best Enterprises, Inc.....23  
Black Tie Products, LLC.....64

**Seal-R**  
Brenlin Company, Inc.....31  
Bright Technologies.....80

**C**

**CAM SPRAY**  
Cam Spray.....28

**Cape Cod Biochemical Co.** 64  
Century Chemical Corp.....86

**chempace**  
Chempace Corporation.....74

**Clear Computing, Inc.**.....34

**Comforts of Home**  
Comforts of Home Services.. 76

**Continental ContiTech**.....71

**CRUST BUSTERS**  
Crust Busters.....24

**E**

**Ecological Laboratories, Inc.**..35

**ERICKSON Tank & Pump**  
Erickson Tank & Pump.....82

**EXPLORER**  
Explorer Trailers -  
McKee Technologies ..63

**F**

**Solutions**  
F. S. Solutions.....39, 76

**Fergus Power Pump, Inc.**....72

**Five Peaks**.....89

**FLOWMARK VACUUM TRUCKS**  
FlowMark Vacuum Trucks ..19

**FRUITLAND MANUFACTURING**  
Fruitland Manufacturing.....95

**G**

**GapVax**  
GapVax, Inc.....87  
General Pump.....54  
Global Vacuum Systems....80  
Green Leaf, Inc.....94

**H**

**Hannay Reels**  
Hannay Reels.....43

**House of Imports**.....11

**I**

**IMPERIAL INDUSTRIES INCORPORATED**  
Imperial Industries, Inc.....93

**In the Round Dewatering**  
In the Round Dewatering....69

**J**

**J & J Chemical Co.**.....9

**K**

**KeeVac**  
KeeVac Industries, Inc.....29  
Keith Huber Corporation.....44

**Kentucky Tank**  
Kentucky Tank, Inc.....56  
Key Commercial Corp.....94  
Klear it Kone.....44  
Kline's Services.....32  
Kuriyama of America, Inc.....36

**L**

**LANE'S VACUUM TANK, INC.**  
Lane's Vacuum Tank, Inc...86

**Lely Tank Waste Solutions**  
Lely Tank & Waste Solutions ..37

**Lenzyme**  
Lenzyme/Trap-Clear.....4

**Liberty Financial**  
Liberty Financial Group.....75

**LMT Inc.**  
Industrial Vacuum Equipment  
LMT, Inc.....64

**M**

**Marsh Industrial**.....54

**Masport**  
Masport, Inc.....3

**Mid-State Tank/ Arthur Custom Tank**.....82

**MRP**  
Milwaukee Rubber Products..72

**Moro USA, Inc.**.....7

**N**

**National Truck Center**  
National Truck Center.....15

**NVE**  
National Vacuum Equipment...45

**NAWT**  
NAWT, Inc.....91  
Norweco, Inc.....17

**O**

Oakmont Capital Services..31  
OMSI Transmissions, Inc...21

**P**

**Pik Rite, Inc.**.....41  
Polar Service Centers.....70

**POLYJOHN**  
PolyJohn Enterprises.....107

**PolyPortables, LLC**.....77

**POWER BOOSTER BY PRESSURE LIFT**  
Pressure Lift Corporation...80

**PRESVAC**  
Presvac Systems, Ltd.....108

**R**

RecoverE.....70

**REELCRAFT**  
Reelcraft Industries, Inc.....24

**Sumit**  
Ritam Technologies LLC.....82

**RV**  
Robinson Vacuum Tanks....58  
Roeda Signs & Screen-Tech Imaging.....76  
Romotech.....46

**RUSH REFUSE SYSTEMS**  
Rush Refuse Systems.....79

**S**

**SAFE-T-FRESH**  
Safe-T-Fresh.....81

**Satellite**  
Satellite Industries.....2, 49  
SchellVac Equipment, Inc..67

**Screenco Systems**  
Screenco Systems, LLC.....58

**Septic Services, Inc.**.....7  
Southland Tool Mfg. Inc.....85

**Specialty B Sales**.....60  
Stamp Works Magnets.....22  
SubSurface Locators, Inc. .48

**SURCO**  
Surco Portable Sanitation Products.....59

**Sweet Septic Systems**.....63

**T**

**T&T Tools, Inc.**.....60

**T.S.F. Company, Inc.**.....83

**Tank World Corp.**.....12

**TankTec**  
TankTec.....57  
TCF Equipment Finance.....55

**TRANSPORT TRUCK SALES**  
Transport Truck Sales, Inc..73

**TRANSWAY SYSTEMS INC.**  
Transway Systems, Inc.....5  
Truck Country - Freightliner...88

**TSI**  
TSI Tank Services, Inc.....48

**U**

Ultra Shore.....48  
UltraLav by UTC  
Cargo Group.....13

**V**

**VAC-CON**  
Vac-Con, Inc.....61

**vacutrux**  
Vacutrux Limited.....75

**VSI**  
Vacuum Sales, Inc.....88  
Vantage Trailers.....72

**VARCO**  
VARCO.....27

**W**

**WALEX**  
Walex Products, Inc.....33

**Wallenstein**  
Wallenstein Vacuum Pumps/  
Elmira Machine.....69

**Wee Engineer, Inc.**.....88

**Westmoor Ltd./Conde**.....65

**Classifieds**.....100  
**Marketplace**.....98

**REGIONAL ADVERTISERS**

**Midwest Supplement**

(after page 74)

**advance**  
Advance Pump & Equip.....3

**CRESCENT TANK MFG.**  
Crescent Tank Mfg.....2

**Marengo Fabricated Steel**....1  
Mid-State Truck Service.....2

**R.A. ROSS & ASSOCIATES NE**..2

**RIDER**  
Rider Agri Sales & Service...4

**V&H TRUCKS INC.**  
V&H Inc.....4

**Eastern Supplement**

(after page 74)

**advance**  
Advance Pump & Equip.....3

**Andert, Inc.**.....2

**CRESCENT TANK MFG.**  
Crescent Tank Mfg.....5

**Marengo Fabricated Steel**....1  
Mid-State Truck Service.....2

**R.A. ROSS & ASSOCIATES NE**..7

**V&H TRUCKS INC.**  
V&H Inc.....6

**VSI**  
Vacuum Sales, Inc.....5

**Socially Accepted**

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



TRUSTED IN OVER 120 COUNTRIES

# J&J

## Portable Sanitation Products



**CALL TODAY!**

**1-800-345-3303**

**jjchem.com**

706-743-1900 • info@jjchem.com

visit us at Booth  
**#2226**



www.facebook.com/  
**JJChemicalCo**



Jim Kneiszel, Editor



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

# 5 WWETT Show Hot Topics

Mark down these timely talks for wastewater professionals who want to succeed in 2016

By Jim Kneiszel, Editor

**Y**ou all have reasons – big and small – to come to the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show next month. Let me count off a few of them:

1. You want to check out a new truck or truck accessory to update your pumping fleet.
2. You've got a standing date with some old friends for dinner at St. Elmo Steak House.
3. You look forward to 25-cent taps at the Industry Appreciation Party.
4. You're a huge Jerrod Niemann fan and you can't wait for his private WWETT Show performance.
5. Feb. 17-20 in Indianapolis is the only time of the year you take your spouse on vacation.

I wish I was only kidding about the pumper's vacation destination, but I've heard from enough of you who say the WWETT Show is your only time to escape from the daily grind and spend a few nights in a nice Indy hotel with your partner in work and in life. If the biggest show in wastewater gives you the excuse to get away from work for a few days, I applaud that.

But may I suggest you consider your time at the WWETT Show as valuable work time – an opportunity to get juiced up again about this dynamic industry? A week to see all the latest and greatest equipment and to devote some time to business building rather than running hoses.

## IT'S BIG ... REALLY BIG

You'll learn some of the basics about the 2016 WWETT Show elsewhere in this issue. But just to give you an idea how big this is, 600 exhibitors will utilize nearly 600,000 square feet of space – every nook and cranny of the Indiana Convention Center – to show new vacuum trucks, powerful jetting equipment and more tools than you can imagine. Your industry demands one of the largest trade shows in the United States. Can you believe it?

Yes, believe it. The environmental services sector is big and getting bigger all the time. Effectively handling wastewater is critical to our future, and you're building and preserving the country's infrastructure, which allows us to keep growing. The size of the WWETT Show reflects the demand for your services, which is far greater than it was a decade ago, and undoubtedly less than it will be in another 10 years.

So if you want to succeed in pumping, you have to keep pace with that growing demand, as well as tighter regulations that are sure to come. The U.S. Environmental Protection Agency, state environmental and local health departments will continue to require better care and maintenance of septic systems. You can bet on that.

So for my money, you can add education opportunities to your list of reasons to come to the WWETT Show. With more than 100 seminars featur-

The environmental services sector is big and getting bigger all the time. Effectively handling wastewater is critical to our future, and you're building and preserving the country's infrastructure. ... The size of the WWETT Show reflects the demand for your services.

ing industry experts planned over three days in Indy, I've selected a few key topics you may want to consider:

## ENSURING PROFITS

### How Much Should I Charge? (8 a.m. Wednesday)

Is there any more important question than the one posed in the title of speaker Ellen Rohr's talk? If you don't understand how to price your pumping service to ensure a profit, you'll probably fail – or spend the next 20 years working too hard to earn a living and leaving money on the table. Rohr, a business author and owner of franchise company Zoom Drain & Sewer, promises to present a no-fail formula for pricing services. In a wide-ranging presentation, she will also discuss how to get employee buy-in for your plans, simple marketing strategies and how to approach retirement planning.

## CUSTOMER RETENTION

### Growing Your Business in a Tough Economy (9:30 a.m. Thursday)

Robert Barnes, owner of King's Pumping Service and past president of the Oregon Onsite Wastewater Association, gives a pumper's perspective on customer service. Barnes will share two assets every small business has, and share five ways to capitalize on them for growth. He contends pumping businesses can create loyal customers and generate repeat business through great service and consumer education.

## STRESSING SAFETY

### OSHA Confined Space, Air Monitoring and Fall Protection

#### Explained (11 a.m. Wednesday)

Septic service can be a dangerous job, and technicians are often presented with challenging work environments. Speaker Chris Cira, managing partner and president of MTech Company, will talk about confined-space work, air monitoring and fall protection regulations. He will cover a multi-

*(continued)*



WWW.VACUUMTRUCKUSA.COM  
**HOUSE OF IMPORTS**

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

SINCE  
**1947**

**CALL ANGEL AT:  
786.258.3384**

**EMAIL:**  
angel@houseofimportsvacuumtrucks.com



**MADE IN THE U.S.A.**



**2007 Volvo**  
New 4100 Gal., 450 h.p.,  
10 spd., 607 NVE Pump, Mint  
**\$71,000**



**2007 Freightliner**  
New 4500 Gal., 450 h.p.,  
10 spd.  
**\$91,000**



**2006 International  
Full Dump Tank**  
Call for information!  
**Call for price**



**2008 International**  
New 2200 Gal.,  
Auto, Air  
**\$57,000**



**2006 GMC**  
Duramax Turbo Diesel, Auto, AC,  
New 2000 Gal., 347 CFM Pump  
**\$49,900**



**2007 Freightliner**  
New 4000 Gal., Dual Compartment,  
10 spd., Detroit, 450 h.p., Low Miles  
**\$83,000**



**2007 Freightliner Columbia**  
New 4000 Gal., Detroit,  
450 h.p., 10 spd.  
**\$79,500**



**2007 Volvo**  
New 4000 Gal., 450 h.p.,  
10 spd., Jake Brake  
**\$71,000**



**2004 Mack Vision**  
New 4000 Gal., 400 h.p.,  
10 spd., Low Miles  
**\$72,500**

 **BUY FACTORY DIRECT**

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



# Tank World Corp

**IN STOCK & READY TO GO**



**2015 Peterbilt 348**

PACCAR PX-9  
350/1000TQ

Fuller RTO11908LL 10 Speed  
Body Type Vacuum Tank

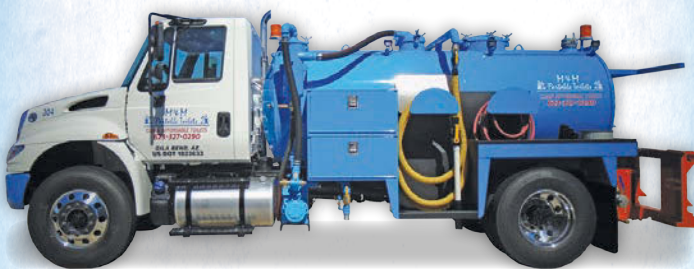
STOCK # 422579 **\$138,500**



**New Truck & New Tank**

1500 Gal Dual Side Service

1000 Waste, 500 Fresh



**REFURBISHED**

M & M Portables brought us this New truck and there 10 year OLD tank and we refurbished the tank. You to can bring us a truck and an OLD tank and we can make it look this good.

**WE are a Builder  
NOT just an Assembler**

Parts and Accessories In Stock

[www.tankworld01.com](http://www.tankworld01.com)

12007 W. Peoria Ave  
El Mirage, AZ 85335

Jerry's cell 623-680-2037  
jkstanks1@gmail.com

Office 623-536-1199  
Fax 623-935-4782  
tankworld01@gmail.com

tude of safety regulations with an understandable approach for practical use in the field.

## WASTE TO ENERGY

**Brown Grease Recovery From Grease Trap Waste:  
Science and Economics** (11 a.m. Friday)

Over the years, pumpers have been looking for ways to extract revenue from grease waste. Speaker William Smith, of Springhouse Consulting, will talk about recovering brown grease from grease trap waste for the production of biodiesel and other alternative fuels. Smith, a member of the American Oil Chemists Society, the American Chemical Society, and the American Society of Chemical Engineers, will explain how the federal Renewable Fuel Standard (RFS2) is helping to build a market for brown grease. He will share how haulers and processors are reducing disposal costs through brown grease recovery. He will talk about the grease marketplace, uses for the byproducts, and the economic factors involved with setting up a grease-processing system.

## PERSONAL PROTECTIVE EQUIPMENT

**Pathogen Exposures to Workers in the Onsite Industry**  
(11 a.m. Friday)

Pathogen exposure is a major concern for pumping technicians, onsite installers and system maintainers, and speaker John Thomas will review results of a one-year study of wastewater industry workers in the State of Washington. Executive director of the Washington Onsite Sewage Association (WOSSA), Thomas will talk best operations practices and selection of personal protective equipment for wastewater professionals. ■

## SUPERIOR "QUICK" CONNECT VACUUM AND PRESSURE COUPLINGS

4" to 12" Male Coupler

4" to 12" Female Coupler

Steel Crown 4", 6" and 8" Press End

Hazardous Material Profile Gaskets (Safety)

Rubber Gaskets

6" and 8" Aluminum Weldon

Aluminum & Steel Pipe

4" and 6" High Abrasive Bulk Nozzles

Special "Y" Reducers

BANDLOCK "Y"'s

EZ Lift Clamps

Standard & International 4" to 12"

Wet Valve, 6", 360° Injected

Male and Female 4" to 12" End Plugs

BANDLOCK Reducers

wwwett BOOTH 5031

Amesbury Truth™  
Engineered Solutions. Trusted Results.

800.721.7270 [www.bandlockcouplers.com](http://www.bandlockcouplers.com)



# Make it memorable



## UltraLav®



### Mobile Restrooms

UltraLav mobile restrooms range from petite 1-stall units for small gatherings to impressive 10-stall units for larger venues – the choice is yours.



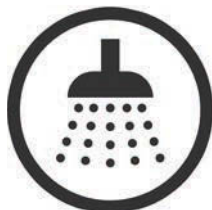
### Accessibility

UltraLav ADA units are not just handicap accessible, but ADA compliant, meeting or exceeding the permanent structure criteria as specified by the Americans with Disabilities Act.



### Mobile Showers

UltraLav mobile showers can be configured for leisurely uses like temporary locker rooms or more serious applications.



### Safety

Featuring high quality components and engineered for longevity, our ANSI-compliant showers deliver tempered water and provide you with the safety assurances you need.





# @Pumper.com

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



READY FOR WINTER

## fighting the cold

If winter is in full force where you live, hopefully you took all the proper steps to winterize your vehicles and equipment and prepped your drivers with reminders about driving in hazardous conditions. If you don't quite feel prepared, check out these 11 tips to get you through the winter. [pumper.com/featured](http://pumper.com/featured)

“ If you have insurance with two different companies for your home and business, check to make sure there is no overlapping coverage or gaps in coverage. You may think one policy is covering something that neither policy is actually covering. ”



— *Buying Insurance To Cover Your Small-Business Office*  
[pumper.com/featured](http://pumper.com/featured)



ASK THE EXPERT

## baffle repair 101

Do you know how to correctly repair or replace a baffle in a concrete tank? Baffle and tank deterioration is always a hot topic and one where unfortunately there are not absolute answers in terms of repair and replacement. Septic expert Jim Anderson takes you through a review of the process and things to keep in mind when facing a deteriorated concrete baffle. [pumper.com/featured](http://pumper.com/featured)

SCREENING 101

## should you drug test?

When your name is on the trucks and on the door, you don't want anyone – especially an employee – tarnishing your reputation or damaging your equipment. Screening employees for illegal substances has benefits as well as drawbacks. Here are some things to consider when deciding if drug testing is right for your company.

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

UPGRADE BASICS

## simple, affordable fix

One profile this month features Jeffrey Kerr of Marlin Wastewater Services. In an exclusive online sidebar, he shares his secret for an easy, low-cost fix that extends the life of an aging septic system and keeps his customers happy. Plus, it gives Kerr a chance to better educate his customers about caring for their system.

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

CONNECT WITH US

want more?



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

## emails and alerts

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



# National Truck Center

Established Since 1981



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

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



**2007 Freightliner Columbia**  
Big Power, Big Pump, 4000 Gal US Tank,  
All NEW Equipment, Engine Warranty Included.  
**\$96,000**



**2007 Freightliner M2**  
2500 Gal. Tank. All NEW Equipment With Warranty.  
**\$57,000**



**2007 Freightliner M2**  
Under CDL Auto, 1800/400 Gal. Tank, 320 CFM Pump, Portable  
Toilet Rack. All NEW Equipment With Warranty. **\$62,000**



**2007 Freightliner M2**  
4000 Gal. Dump Tank, Big Liquid Cooled Pump.  
All NEW Equipment. **\$94,000**



**2007 Mack Vision**  
4000 Gal. US Tank With & Without Hoist.  
Low Miles. All NEW Equipment. **Starting \$88,000**



**2007 International 4300**  
6 Speed, DT 466, 2500 Gal.  
All NEW Equipment With Warranty **\$58,000**



**2007 Freightliner M2**  
NEW US 3600 Gal. Tank, NEW Pump, 9 Speed Manual Trans.,  
Cat Engine 1 Year Warranty **\$78,000**

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



A 1st RATE  
PUMPING SERVICE, INC.

(402)438-8001



Julie Southwick, owner of A 1st Rate Pumping Service, poses with her company's 2015 Kenworth T-800 vacuum truck with a National Vacuum Equipment blower, built out by Imperial Industries. (Photos by Matt Ryerson)

It took determination, support from friends, and great teamwork for Nebraska pumper Julie Southwick to persevere following her husband's sudden death

By Mary Shafer

# TRUE GRIT

Julie Southwick never dreamed she'd be running A 1st Rate Pumping Service without her husband and business partner. But when Mark Southwick died suddenly in 2005 after 15 years in business, she found herself in exactly that position.

A background of sound business practices, established relationships, a rock-solid crew and sheer determination got her – and the company – through that tragedy. Here, she shares all the things she didn't know, how she learned them, and how true grit brought her company to a thriving position a decade later.

## DEEP ROOTS IN PUMPING

"Big Clyde" Southwick started a septic service business in the late 1960s in Raymond, Nebraska, just outside the state's capital city, Lincoln. Six of his sons, including Mark, helped out. Mark learned pumping operations, customer service and how to build vacuum trucks, and became a proficient mechanic. Mark and Julie married in 1979 and had two children, son Jarred and daughter Katie.

After working occasional evenings and weekends for his dad, Mark became a full-time pumper in 1985. In 1990, one of his siblings bought their dad out when Clyde's health declined. Mark and Julie de-

*(continued)*

## Profile

### A 1st Rate Pumping Service, Inc., Raymond, Nebraska

**OWNER:** Julie Southwick

**FOUNDED:** 1990

**EMPLOYEES:** 5

**SERVICE AREA:** 50 miles surrounding Lincoln, Nebraska

**SERVICES:** Residential and commercial septic and grease trap service, industrial vacuum loading and cleaning car wash pits

**AFFILIATIONS:** Nebraska Onsite Wastewater Advisory Committee (OWAC) Board, Nebraska Restaurant Association, Nebraska Onsite Wastewater Association (NOWWA), Better Business Bureau

**WEBSITE:** [www.a1stratepumping.com](http://www.a1stratepumping.com)



Nebraska



**norweco**<sup>®</sup>

Engineering the future of water  
and wastewater treatment



What's all the **BUZZ** about?

Visit **Team Pink** in Indy to find out!

**Booth #2456**



Hydro-Kinetic Bio-Film Reactor<sup>®</sup>



- Award-Winning Design
- Meets Local and State Regulations
- Competitively Priced
- Superior Effluent Quality
- Easy Delivery and Installation

**Today's Answer for the Protection of  
Tomorrow's Environment**

800.667.9326 | [www.norweco.com](http://www.norweco.com) | [email@norweco.com](mailto:email@norweco.com)



cided they were ready to be their own bosses, so with Clyde's blessing, they started A 1st Rate Pumping Service Inc.

The young Southwicks, Jarred and Katie, grew up working in the family business. Jarred was later encouraged to see what it was like working elsewhere, knowing he could always rejoin A 1st Rate. Katie works in all areas of the firm. She married Travis Taylor, who began working for the company. Though the couple is now separated, Taylor still works for the company.

Mark did the scheduling, ran the routes, maintained vehicles and equipment, and made major purchase decisions with Julie. She took care of administrative duties and handled phone calls. When Mark returned home in the evenings, he and Julie sat down to discuss their days. She would come to regret that they didn't talk more in depth about the potential scenario in which one of them was left to run the business without the other.

The couple worked together to keep expenses down without cutting corners on service. Mark built all the company trucks, preferring German-

manufactured Jurop/Chandler pumps. To save money on new pumps, they'd watch the stock market. When Deutsche marks were down against the U.S. dollar, they'd buy one.

## DISASTER STRIKES

In 2005, the couple discussed building a new truck. By late June, Mark knew what kind of truck he wanted, including the size of tank and the pump system. "All we needed was to go talk with the banker about a loan," Julie recalls. "We decided to wait until August so the truck would be ready for the fall during our busy time of the year."

But it was not to be.

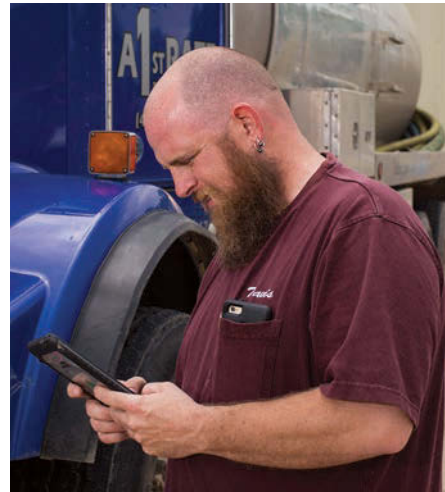
In early July, at a wedding reception, Mark suffered a heart attack and passed away shortly thereafter.

It was devastating losing her life partner, but Julie realized just how unprepared she was for also losing her business partner — and the head of the company.

"You're scared to death, because now you're facing the whole world by yourself," she recalls. "You have to make funeral arrangements, you don't know where everything is with information you

*(continued)*

“ I think Mark talked more to our technician about what to do than to me, which made sense because they were always together. But the business is legally a family operation, so anyone with a legal and financial stake in the company needs to be involved in planning for the future. ”  
— Julie Southwick



Technician Travis Taylor uses an iPad to check his schedule before heading out on his daily service route.



Jarred Southwick looks on as Travis Taylor opens a valve to dump a load at the Theresa Street Wastewater Treatment Facility in Lincoln, Nebraska.



**IN-STOCK &  
READY TO SHIP**



**ALUMINUM**

**Isuzu Restroom Service**  
 • Isuzu NPR 6.0l gas  
 • 999 gallon (700/299)  
 • Conde SDS6, FloJet  
**\$65,500**



**STAINLESS**

**RAM Stainless Restroom Service**  
 • RAM HEMI  
 • 999 gallon (700/299)  
 • HXL4, FloJet  
**\$69,000**



**STAINLESS**

**Freightliner M2 Restroom Service**  
 • Cummins, Allison, air brakes  
 • 1700 gallon (1300/400)  
 • HXL4, DC10, Hannay  
**\$105,900**



**ALUMINUM**

**F750 Restroom Service**  
 • Cummins, Allison, air brakes  
 • 2000 gallon (1500/500)  
 • HXL4, DC10, Hannay  
**\$99,000**



**ALUMINUM**

**Freightliner Aluminum Vacuum**  
 • M2, Cummins, Allison, air brakes  
 • 2500 gallon  
 • NVE607, 3", 4", toolbox  
**\$103,900**



**ALUMINUM**

**Freightliner Aluminum Vacuum**  
 • M2, 350HP ISL, 10-speed  
 • 3600 Gallon  
 • HXL400WV, 4", 6", toolbox  
**\$124,900 plus FET**

**QUALITY**

Fully engineered vacuum trucks for a predictable, reliable product

**EFFICIENCY**

Vacuum trucks designed for efficient operation

**RELIABILITY**

Highly engineered vacuum trucks for reliable service

**AVAILABILITY**

Nation's largest source of in-stock tanks, chassis, and complete units

**AFFORDABILITY**

Highest quality and an affordable price

**Factory Direct:**

- Portable Restroom Service Trucks
- Septic Grease and Grit Trucks
- Oil Field Service Trucks



**flowmark.com**  
**(855) 653-8100**



need.” She recognized there were even more things she didn’t know about the business. “You don’t know where the company is with the progress of each job. I was clueless about what it took to bid jobs.”

She knew she’d have to learn that along with many other things, but first came the sting of reality from outside the shop walls. “Once Mark’s obituary hit the paper, competitors started calling up our customers,” she remembers.

Even through the veil of sorrow, Julie grasped that it was up to her to keep the company afloat. Her own livelihood and that of her children and Taylor depended on it. She allowed fear and insecurity to power her through the grief. She responded immediately by sending letters to clients, assuring them that despite the loss of her husband, A 1st Rate would be staying in business. Now she had to figure out how to keep that promise.

## SEEKING SUPPORT

Julie had to dig deep to find the gumption to persevere.

“My pride was such a motivator. I wanted to keep what we had and I wanted Mark to be proud of me. I couldn’t really discuss things with the competition, and I didn’t know anybody else in the industry I could talk to about it. So I turned to a few friends who were in other types of business with their husbands.”



With the support of these friends and her family, Julie took it one day at a time, but kept moving forward. “I knew you weren’t supposed to make big decisions right after a traumatic event, but I had no choice,” she says. “I sat down with Jarred and Travis and asked them to give me one year. I said at that point, we’d re-evaluate and decide if we wanted to continue on.” The young men agreed to her proposition, and together the three developed a plan for the next 18 months.

Jarred had already given notice at his other job, and he jumped in with both feet, fully committed, making the rounds to see all of A 1st Rate’s clients in person. “I think that helped not just settle our clients’ nerves, it also helped Jarred’s confidence because he was now head of the household,” Julie says. “We’d always involved the kids in the company when we could, because we always presented ours as a family business. Now that was really paying off.”

Jarred Southwick pumps a 1,500-gallon dual-chamber grease trap in Lincoln, Nebraska.

## BIG LEARNING CURVE

Julie took over administrative tasks previously handled by Mark, such as billing, computer data entry and monthly scheduling, which had been

“ My pride was such a motivator. I wanted to keep what we had and I wanted Mark to be proud of me. I couldn’t really discuss things with the competition, and I didn’t know anybody else in the industry I could talk to about it. ”  
— Julie Southwick

done in a ledger book. She moved to QuickBooks for the financials and now uses a full-function package through Smart Service (My Service Depot) that ports to QuickBooks.

“This allowed us to go paperless in the trucks in 2010,” she says. “Everything is tied into the field technicians’ iPads and iPhones. Now they just email back to the office anything that really needs to be printed, and we’ll send it where it needs to go. If they need to leave a service ticket, they’ll write one out by hand.”

When it came to getting familiar with service work, vehicles and equipment, Julie knew the challenge was immense. She found herself thinking back to the years she’d gone to the Pumper & Cleaner Expo (now the WWETT Show) with Mark, sitting in Education Day classes. She had learned how to inform customers about what was going to happen during service calls and what they needed to do, but the rest was a day-by-day learning experience.

Now she’s confident, only referring equipment and vehicle inquiries to Jarred and service questions to Taylor. “I handle the rest myself and still keep tight track of licensing, insurance, the paperwork and administrative stuff.”

(continued)

## Be prepared for anything

Julie Southwick, owner of A 1st Rate Pumping Service, shares advice for other mom-and-pop shops about things she wishes she and husband, Mark, had done before he died unexpectedly in 2005. This kind of preparation would have saved her years of fear and insecurity.

### In preparation for “what if?”:

Don’t wait for a tragedy to form a succession plan. See your lawyer now and make sure both spouses have wills.

Keep all legal paperwork, as well as personal and business financials, up to date.

Do some spousal management cross-training so you each know how to do the other’s job.

Make sure you have enough insurance coverage for yourselves, your workers and your equipment as your business grows.

Build a supportive business network so you won’t have to go it alone if things get difficult.

### If the worst actually happens:

Simplify your daily routine: Julie moved back to the country to make her life easier and less expensive after losing Mark.

Get the help you need: Lean on friends, consult professional advisers, and don’t feel pressured into making rash business decisions.

Be prepared to communicate quickly with customers in the event of any major change in your business.

Appoint a representative empowered with authority to make major decisions to be proactive in reaching out to customers in person to assure them continuity.





**OMSI Transmissions, Inc.**

**Local. Regional. Worldwide.**

**We've got your back.<sup>SM</sup>**

**Integrity. Trust. Personal Service.**

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



OMSI Transmissions, Inc.  
9319 Ravenna Road Twinsburg , Ohio 44087 U.S.A  
Telephone : 330 - 405 - 7350 | Fax : 330 - 405 - 7351  
[www.OMSItransmissions.com](http://www.OMSItransmissions.com) | [OMSI@OMSItransmissions.com](mailto:OMSI@OMSItransmissions.com)







Though she can't forget the dark times her company went through a decade ago, Julie is mindful of and grateful for the way things turned out. Revenues have doubled since then. A 1st Rate has seen a 35 percent increase in new business, which she attributes to franchises adding restaurant locations.

The crew at A 1st Rate Pumping Service includes, from left, Travis Taylor, Colin Olson, Jarred Southwick and Julie Southwick. They are shown with an International truck with a Progress aluminum tank and Masport pump, and a Kenworth rig with a National Vacuum Equipment blower and Imperial Industries tank.

### BUILDING SUSTAINABILITY

Raising prices was also a key strategy in building revenues. "We have to look like a big corporation, though there are only four or five of us. The 2008 recession and the 2011 double-dip really hurt us. We increased rates then, and we had to tighten our budgets by dropping some noncritical advertising."

She says she didn't receive much pushback from customers when rates went up. "It's mostly because of the service we offer. We specialize to each individual client. If that means we have to be there at 2 a.m. to avoid their busy periods, that's what we do."

Its single-niche market position allows A 1st Rate to realize annual growth of just 5 to 6 percent to remain profitable. This is sustainable because they don't need to worry about staffing and training for many different services, or buying and maintaining all that equipment.

They refer collateral service inquiries to contractors perceived as above average, and the favor is reciprocated. "We have wonderful companies we re-

fer to: plumbers, rooftering, septic installation and repair, portables," says Julie. The company also receives quite a few jobs through several maintenance service brokers via online portals.

Jarred now manages a healthy fleet that includes a truck like the one his dad was planning when he died. He's proud of their 2015 Kenworth T-800 with a 4,000-gallon aluminum tank and National Vacuum Equipment 4307 blower, assembled by Imperial Industries. This is joined by a 2003 International 4300 with a 2009 Progress aluminum 2,000-gallon tank and Masport HXL 400 pump from Tri State Tank, and a 1992 Kenworth T-600 with a 1997 2,500-gallon steel tank and Masport HXL 400 pump from Mid-Continent Truck. A 1992 Chevy Silverado 1500 4x4 with liftgate and snowplow rounds out the fleet.

Julie finally felt financially secure enough to hire Colin Olson last year to help her with general administrative and IT duties. "I needed time to become the person who taught Jarred and Travis the ups and downs of the business. Mark taught Travis the fieldwork, but neither of them know the administrative aspect." Taylor is now in charge of field operations.

### SUCCESSION PLAN IS KEY

Julie came to the conclusion that her family tragedy didn't have to become a business catastrophe as well. She wished she and Mark had spent more time talking in earnest about "what might happen." It's never a pleasant discussion to have, but it's a necessary one for responsible business owners.

All parties invested in the business should sit down and make a five-year plan, she says, in case of the unexpected. "You don't have to follow it, but at least it will give you guidance. I think Mark talked more to our technician about what to do than to me, which made sense because they were always together. But the business is legally a family operation, so anyone with a legal and financial stake in the company needs to be involved in planning for the future."

Sadly, because not everyone participates in this kind of planning, mom-and-pop operations often leave this industry through the unexpected loss of an owner. "Most wives are not involved in the day-to-day operation (of their family businesses)," Julie says. "A lot of these women would probably just sell (if they ran into such a situation), which was an option that crossed my mind."

A 1st Rate Pumping successfully emerged from the turmoil following Mark's death. Julie credits the dedication of her team and their belief in each other and what they were trying to do. It's a good bet that Mark would be proud of the team, too. ■

**Refrigerator Magnets Work!**

We make 'em look like your truck

**FREE Art Proof**

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

sales@stampworks.net

Like us on Facebook

### MORE INFO

**Imperial Industries, Inc.**  
800/558-2945  
www.imperialind.com  
(See ad page 93)

**My Service Depot**  
888/518-0818  
www.myservicedepot.com

**Jurop/Chandler**  
800/342-0887  
www.chandlerequipment.com

**National Vacuum Equipment, Inc.**  
800/253-5500  
www.natvac.com  
(See ad page 45)

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

**Progress Tank**  
816/714-2600  
www.progresstank.com

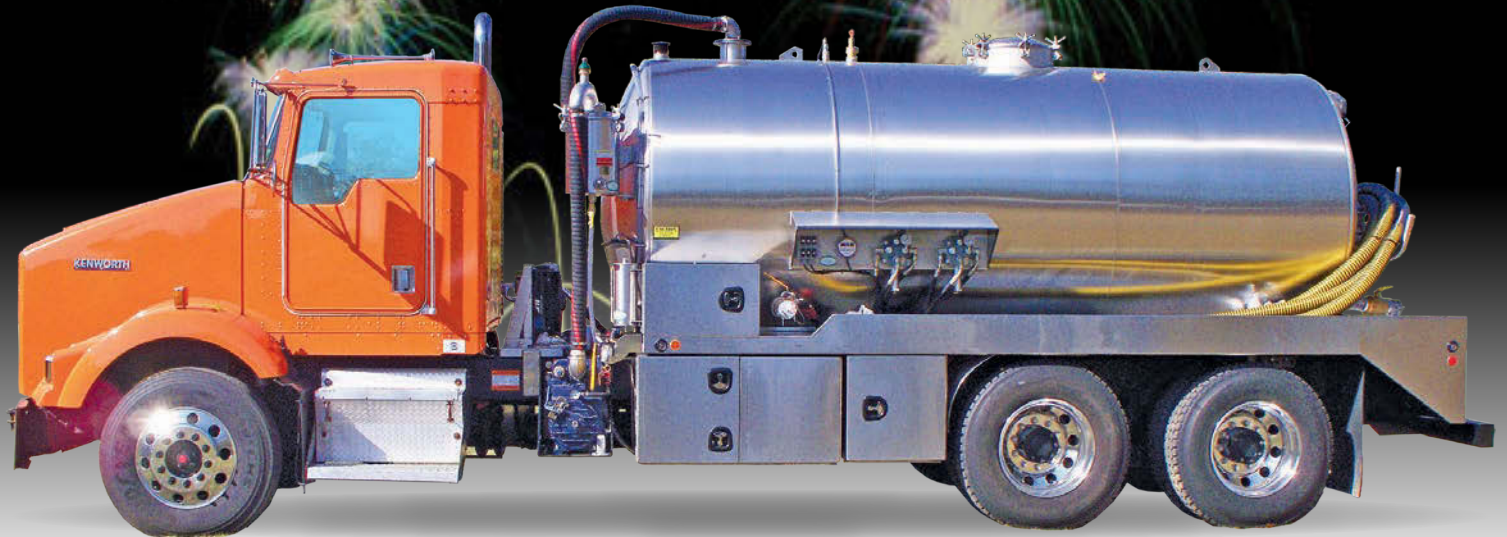
**Mid-Continent Truck Sales**  
800/414-5365  
www.vacuumtrucksales.com

**Tri State Tank**  
800/255-0008  
www.tristatetank.com



# Happy New Year!

Start off the new year right with a **BEST** tank.



Best provides a full line of vacuum pumps and replacement parts to serve you.



Orders received by 2:00 Central Time will ship same day

## ANNUAL END-of-the-YEAR SALE

Due to a great response we are continuing the sale on our slide ins



GH400/200



GH300/150



BOOTHS  
4255, 4256, 4260



**Best Enterprises, Inc.**

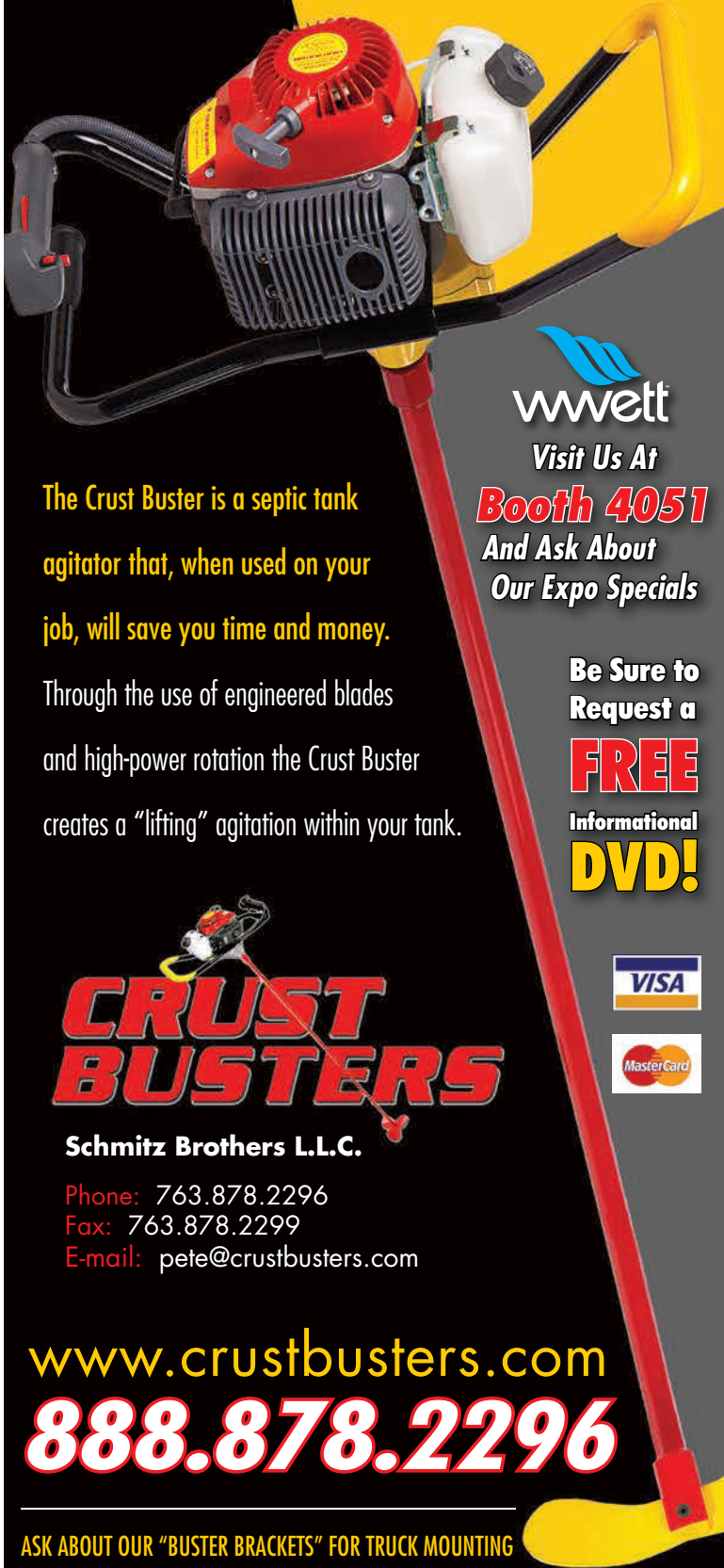
Located in Cabot, Arkansas

501-988-1905 800-288-2378

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



# FORGET BACKFLUSHING



The Crust Buster is a septic tank agitator that, when used on your job, will save you time and money.

Through the use of engineered blades and high-power rotation the Crust Buster creates a "lifting" agitation within your tank.

## CRUST BUSTERS

Schmitz Brothers L.L.C.

Phone: 763.878.2296  
 Fax: 763.878.2299  
 E-mail: pete@crustbusters.com

www.crustbusters.com

# 888.878.2296

ASK ABOUT OUR "BUSTER BRACKETS" FOR TRUCK MOUNTING



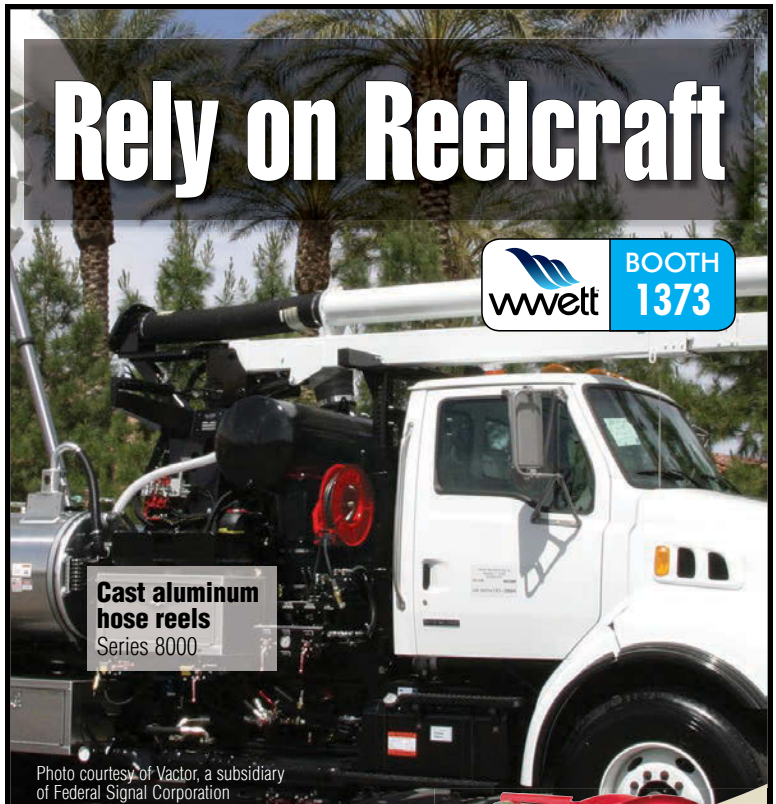
Visit Us At

**Booth 4051**  
 And Ask About  
 Our Expo Specials

Be Sure to  
 Request a  
**FREE**  
 Informational  
**DVD!**



# Rely on Reelcraft



Cast aluminum  
 hose reels  
 Series 8000

Photo courtesy of Vector, a subsidiary  
 of Federal Signal Corporation

Made in USA

Compact, heavy  
 duty dual pedestal  
 hose reels ▶

Series DP5000 / DP7000



◀ Ideal for watering  
 and washdown  
 applications

7850 OLPSW57 - 1/2" x 50'



Garden hose  
 end fittings.

◀ Ideal for long  
 hose lengths,  
 high pressure

Hand crank or motor  
 driven Series 30000



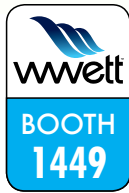
# REELCRAFT®

www.reelcraft.com | 800-444-3134



# Armal

Strong. Experienced. Worldwide.



**CALL ARMAL TODAY!**

**770-491-6410**

**FOR INFO ON ISUZU SERVICE TRUCK**

**CALL TRUCK HEADQUARTERS**

**855 - 685 - 3293**

**100**  
**WAVE UNITS**



**1**



**ISUZU**

**1000 GALLON SERVICE TRUCK**

**PACKAGE DEAL**

As Low As

**\$1885<sup>00</sup>**

**NO MONEY DOWN - PER MONTH**



GET **100** RESTROOMS &  
RECEIVE **\$500**  
IN FREE CHEMICALS



**IN-STOCK**

**ISUZU SERVICE TRUCK - \$65,000**

**FORD AND RAMS AVAILABLE AT SIMILAR PRICE**

**ARMAL WAVE UNITS**  
**A WORKHORSE IN THE INDUSTRY**

- EASY TO ASSEMBLE
- EASY TO HANDLE
- EASY TO CLEAN

**50**  
**WAVE UNITS**



**1**



**ISUZU**

**1000 GALLON SERVICE TRUCK**

As Low As

**\$1602<sup>00</sup>**

**NO MONEY DOWN - PER MONTH**



GET **50** RESTROOMS &  
RECEIVE **\$100**  
IN FREE CHEMICALS



**IN-STOCK**

**CUSTOM BUNDLES**  
**AVAILABLE**  
**UPON REQUEST!**



# Armal

Armal INC  
122 Hudson Industrial Drive  
Griffin, GA 30224 USA

Phone: +1 770 491-6410  
Toll Free: 866 873-7796  
[www.armal.biz](http://www.armal.biz)



# 4 Days to Make Your Business Better

The Water & Wastewater Equipment, Treatment & Transport Show promises great value and opportunity for your business **By Luke Laggis**

Last year, the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show was spilling out of the exhibit hall at the Indiana Convention Center. This year, it's pouring into Lucas Oil Stadium.

It all gets started like it does every year, with the industry's best slate of education courses. The show returns to its Wednesday-through-Saturday schedule this year, so Education Day will be held Wednesday, Feb. 17.

A day in the classroom may not sound like the most exciting part of your trip to Indianapolis, but it could be the most valuable. Presenters from the industry's top manufacturers and associations will lead a wide variety of classes, covering everything from septic myths to small-diameter pipe cleaning. There are more than 50 classes on Wednesday alone.

When class lets out, the party gets started. Just take the short walk over to Lucas Oil Stadium — it's connected to the convention center — for the 2016 WWETT Show Kickoff Party. Relax, check out the exhibitor sponsor displays, and enjoy a cold beverage and complimentary hors d'oeuvres while networking with manufacturers and peers.

"One of the main requests we receive from attendees year in and year out is for more networking opportunities," says show coordinator Brad Bisnette. "The Kickoff Party presents this opportunity and does so in a very unique, convenient and exciting atmosphere."

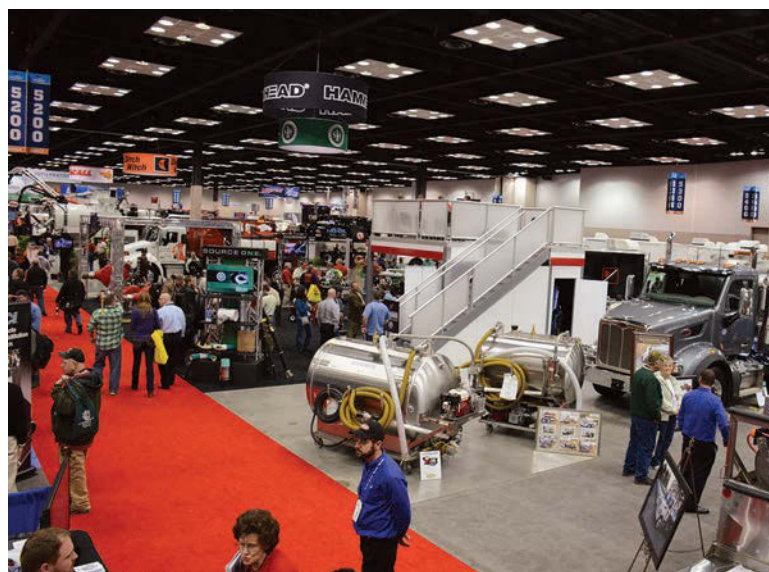
The show really ramps up on Thursday when the exhibit hall opens. Every year, products introduced at the show become important components in many industry professionals' toolboxes and equipment fleets. More than 9,400 people representing 4,200 companies and 54 countries attended the 2015 show, with 597 exhibitors nearly spilling out of the exhibit hall.

This year, it's going to be even bigger, encompassing all 560,000-plus square feet of exhibit space at the Indiana Convention Center, in addition to the classrooms, stadium and the Sagamore Ballroom.

"Right now it's a daily challenge trying to figure out how we're going to fit this much equipment on the floor," Bisnette says. "It's going to be very impressive when the lights turn on and the doors open for showtime."

When that moment comes, take your time and scope out the floor. There's a ton to see, and you can't get to all of it in one day. Plus, there are dozens more education courses on Thursday, and you'll want to take advantage of those opportunities. It's the perfect day to take another class or two, give yourself an overview of the show floor and formulate a plan to get everything you need out of the next two days. And when the floor closes, you can head back to Lucas Oil for the second night of the Kickoff Party.

Friday brings more education and another full day on the exhibit floor,



with a chance for you to zero in on the tools, equipment and conversations that can make a difference for your business.

In addition to being a huge day at the show, Friday is also the biggest night, with the Sagamore Ballroom doors opening at 5 p.m. for the annual Industry Appreciation Party. In addition to 25-cent tap beer and a fun, laid-back atmosphere, country music star Jerrod Niemann will perform. Niemann's hits include "Blue Bandana," "Drink to That All Night" and "Lover, Lover."

Just make sure you don't really drink to that all night, because Saturday is the final day of the show and your last opportunity to see everything that makes it great.

Don't forget, there's also plenty to do outside the show. Indianapolis is a fun and accommodating city with dozens of museums, entertainment venues and shopping opportunities, along with hundreds of restaurants within walking distance of the convention center. And with 4,700 guest rooms connected to the Indiana Convention Center via covered and heated skyways, weather won't be an issue.

The 2016 WWETT Show will be held Feb. 17-20 at the Indiana Convention Center in downtown Indianapolis. You can view the complete schedule of events along with an exhibitor list, floor plan, travel information and everything else you'll need to plan your trip to Indy at [www.wwettshow.com](http://www.wwettshow.com). ■



BAT-EE-OH-NEE - HARD TO PRONOUNCE FOR 60 YEARS



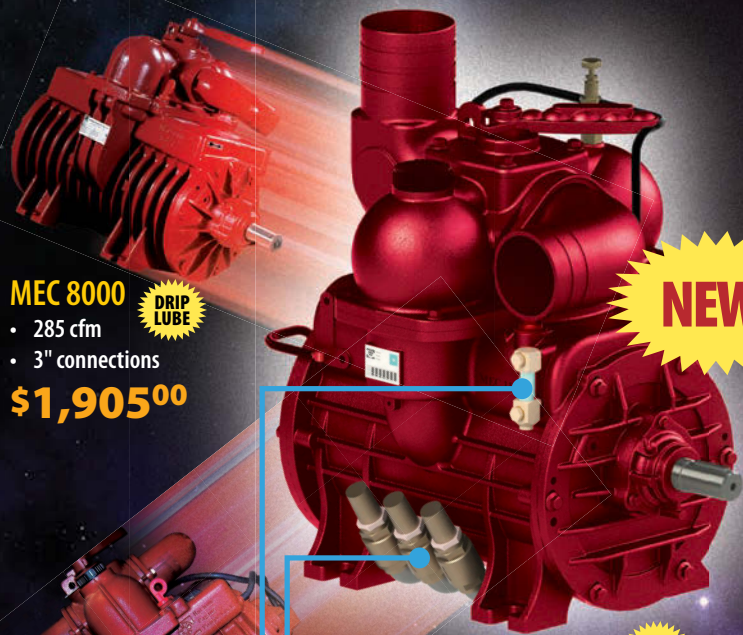
**Battioni®  
Pagani**

**INTEGRITY, QUALITY,  
COMMITMENT AND  
INNOVATION.**



SETTING THE PACE SINCE 1953

# BACK WITH A VENGEANCE.



**MEC 8000** **DRIP LUBE**  
• 285 cfm  
• 3" connections  
**\$1,905<sup>00</sup>**

**MEC 6500** **DRIP LUBE**  
• 250 cfm  
• 3" connections  
**\$1,795<sup>00</sup>**

**MEC 13500** **AUTO LUBE**  
3 ballast ports for extreme cooling  
Oil sight gauge

**SPECIFICATIONS**  
• 489 cfm • 3" connections  
• 362 lbs • 32 mm shaft

**\$2,795<sup>00</sup>**



**MEC 16000** **AUTO LUBE**  
External oil tank  
Built in final filter

**SPECIFICATIONS**  
• 537 cfm • 4" connections  
• 463 lbs • 40 mm shaft

**\$3,395<sup>00</sup>**

**MEC 2000** **DRIP LUBE**  
• 90 cfm  
• 2" connections  
**\$1,240<sup>00</sup>**

**MEC 11000** **AUTO LUBE**  
• 394 cfm  
• 3" connections  
**\$2,705<sup>00</sup>**



**THE ONLY ONE STOP PUMPER SHOP!  
SALES + SERVICE WITH JUST ONE CALL**

**TOLL FREE 866-872-1224**

SALES OR SERVICE - ORDER ONLINE @ [PUMPERSHOP.COM](http://PUMPERSHOP.COM)

SOURCE KEY  
**1P16**



**IN STOCK!**

# ROLL-OFF TRUCK REPLACEMENT! **SAVE \$100,000!\***

## FOR 20/30/40/50 YD BOXES

### Weights 12,400 lbs.

• **Only 25' 11" SHORT!**  
**NOT 40'!**

- CARRY MORE WEIGHT LEGALLY\*
- AVOID OVERWEIGHT TICKETS\*
- MORE MANEUVERABLE\*



\* VERSUS NEW ROLL-OFF TRUCK

Visit Us At



BOOTHS  
**2243**  
**2244**



**BUY PARTS ONLINE 24/7**

Rollers, Cylinders, Cables & MUCH MORE!

Parts: [parts@benlee.com](mailto:parts@benlee.com)

**SALES, TRADE-INS WELCOME!**

John Tobolski: 734-890-6822 • [john.tobolski@benlee.com](mailto:john.tobolski@benlee.com)

(734) 722-8100 • [www.benlee.com](http://www.benlee.com)

Working well under pressure!



## Pressure Washers and Drain Jetting Equipment



Skid and  
truck mount  
models up  
to 7000 psi



Portable Hot  
and Cold Water  
Diesel Powered Models



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



We will custom build to your specifications  
[www.camspray.com](http://www.camspray.com) 800-648-5011



# AMT

A Gorman-Rupp Company



## The Pump People™

Please visit us at  
[www.amtpump.com](http://www.amtpump.com)

AMT Pump Company 400 Spring St Royerford, PA USA  
PH: 610-948-3800 email: [sales@amtpump.com](mailto:sales@amtpump.com)

### Washdown Duty Pump

- 1HP 12Volt DC Premium Washdown Duty Motor
- High Efficiency Closed Impeller
- Discharge Rotates 90° Increments







## Unique Modular Design Adapts to Your New or Existing Truck Chassis!



### CONTROL YOUR OPERATING COST!

The HX-4000 is a fully self contained modular hydro excavator.

- ✓ Reduce truck engine wear
- ✓ Reduce truck engine hours
- ✓ Reduce fuel consumption
- ✓ Eliminate PTO and installation cost



### HX-4000



TUTHILL 6015 Blower  
14" Hg, 1000 CFM @1750 RPM  
KUBOTA V3600T  
83hp @ 2600rpm



**FREIGHTLINER:**  
M2 106 Day Cab  
Allison 3000 RDS transmission  
300 HP Cummins engine

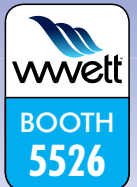


## Dig Smarter.

SMART-DIG.COM 800-545-0174

- » Tanks in Steel, Stainless Steel & Aluminum
- » Built to Your Specs

- » 4 WD or 2 WD Chassis
- » CDL & Non-CDL Trucks
- » Full Line of Pumps Available



*\*We have 19 Portable Trucks, 12 Septic Trucks, 50 Tanks Available Today!*

Contact us today and let our experience guide you to the perfect truck.



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

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

**\$8,395**



### Side Engine Style

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

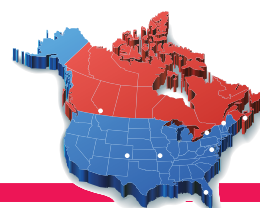
COMPLETE AND READY TO WORK

**\$16,495**



www.keevac.com

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



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

Like us on Facebook



\*As of November 30

P0116

**866.789.9440**





John Dini is a business coach, consultant, speaker and author. Among his books are *11 Things You Absolutely Need to Know About Selling Your Business*, and *Beating the Boomer Bust*. Reach him at [www.johnfdini.com](http://www.johnfdini.com).

# How Do You Win the Talent Wars?

With the growing shortage of skilled job applicants, the battle for new hires is building, and small businesses need to get creative to compete with corporate America **By John Dini**

**H**ave you heard the term “talent wars”? They are heating up, and most small businesses aren’t well equipped to do battle.

The term reflects a growing shortage in the U.S. labor market of properly trained and educated employees. Since before the latest recession, there has been a mismatch between people seeking jobs and those who hire them. Recent statistics show that employers were advertising to fill 51 million open positions, an all-time record.

Many business owners complain about the lack of talent in the hiring pool – especially in sales, technical jobs and trades. Several factors contribute to this situation, and if you intend to compete in the talent wars, you need to be aware of them.

What’s driving the shortage?

**Fewer people.** The number of people in the prime age group for experienced employees is shrinking. Those reaching age 65 outnumber the folks hitting their 45th birthday by 4,000 people a day. This overlap of the post-World War II baby boom with the baby bust of the late 1960s and ’70s can’t be changed, and it will continue for the next 10 years.

One strategy to counter the middle-experience gap is to look further up and down the age bracket. You will need to reconsider fixed ideas about what an ideal age is for these positions. Many boomers are healthier than preceding generations and plan to work longer. A new hire in his or her late 50s can be brought up to speed in far less time and still be a productive employee for 10 or 15 years.

**Training.** Our higher education system is driven more by low-interest, government-guaranteed loans than by the value of a degree. Employers can no longer look at college education as de facto evidence of qualifications, but it still can provide some guidance. How long did it take the applicant to graduate? (Less than 50 percent make it in four years.) What courses did he or she take? A well-rounded liberal arts education still has value, and timely completion still indicates a goal-oriented person. Both, however, require more investigation than merely checking the diploma.

**Increasing competition for talent.** After years of downsizing, outsourcing and technology upgrades that replaced people, large organizations are now filling the slots left by the wave of retiring boomers. According to a poll of 587 corporate executives in the study “Talent Wars: The Struggle for Tomorrow’s Workforce,” published in *The Economist*, the top five concerns were:

1. Aging population
2. Shift of personal values (e.g., stronger focus on work/life balance)

Small-business employers ... have to compete with the weapons they have always used against giant competitors: speed, creativity and culture.

3. Lack of investment in training and developing employees
4. Increasing gaps between what universities provide and what industries need
5. Low or declining standards of education

These issues aren’t surprising. What owners of small and mid-sized businesses need to realize, however, is that this study was done eight years ago. Since then, corporate America has reacted, offering signing bonuses, guaranteed wage increases, creative benefits packages and more.

Small-business employers are finally becoming aware of the crisis, but they can’t win this battle on the benefits front. Wages are a much higher percentage of their expenses, and they typically aren’t deep enough in any one position to easily swap bodies when necessary. They have to compete with the weapons they have always used against giant competitors: speed, creativity and culture.

## TRY THESE TACTICS

Small-business owners can use these techniques, which cost little beyond some time and energy, and they may even reduce employment expenses.

**Treat employees as real people.** Most small companies take pride in their “family atmosphere,” and that culture is still your biggest advantage. Employee satisfaction surveys consistently rate the importance of social interaction in the workplace far higher than wages.

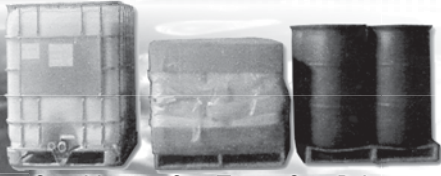
**Tailor jobs and benefits to individuals.** Show that you are truly concerned about an employee’s job satisfaction. Some companies have a flexible self-improvement benefit – a few hundred dollars annually for each employee to use as he or she chooses for education, hobby lessons or a gym membership. Consider carefully whether it is really a problem if an employee schedules around family needs, such as taking the kids to school in the morning.

**Maintain current technology.** Most of us get frustrated if a website doesn’t load in less than five seconds. Don’t make your employees deal with outdated equipment or software. The cost of a second monitor or upgraded workstation is less than most employees’ weekly salaries.

**Consider outsourcing.** Many smaller companies hire a skilled person



# Coagulants and Flocculants for Septic, Grease, Municipalities and Industry



Save Money • Save Time • Save Polymer

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

Call Toll-free:  
**877.771.6041**



**AQUA BEN CORPORATION** 1390 N. Manzanita St.  
Orange, CA 92867  
www.aquaben.com • sales@aquaben.com



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

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

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

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

**BrenLin Company, Inc**  
Manufacturers of Seal-R™ Products

888-606-1998 • www.seal-r.com

wwett BOOTH 5100

and then “fill in” his or her 40-hour week with lower-level tasks – a sales manager producing the customer newsletter, for example. The idea of “We do that ourselves” is impractical when you are overpaying for the function. You can’t afford to pay for full-time talent if it is really only a part-time job.

**Invest in skills.** Owners often worry that they are training people to get better jobs elsewhere. Let employees know you are investing in them as recognition for their ability. Once they are more qualified, adjust wages to reflect their new value. Gratitude is a short-lived motivation for staying in a job.

**Pay market rates.** Every small-business owner has lost an employee to an offer “I just couldn’t match,” but if it is happening regularly, you may be out of touch with the wage scale. Those with ability don’t have a problem finding work. You may not be able to match the top of the market, but you need to be in the ballpark.

**Market internally.** Employees can develop a “grass is greener” attitude when they take for granted all the good things their employer offers. So make a list of all the tangible and intangible benefits your company provides, and schedule regular reminders of them for your workers.

The talent wars are here and will intensify in the years to come. Finding and retaining the right people will depend on your ability to fight back with the inherent advantages of a small business. ■



OAKMONT CAPITAL SERVICES, LLC

*Fueling the Growth of Business™*

- ❖ APPLICATION ONLY: \$5,000—\$300,000
- ❖ NEW & USED EQUIPMENT LOANS & LEASES
- ❖ 12 - 84 MONTH TERMS
- ❖ WORKING CAPITAL LOANS
- ❖ COMMERCIAL LOANS & REFINANCING

### We Finance:

Trucks  
Trailers  
CIPP Equipment  
Inspection Equipment  
Software  
And Much More!!



Booth #4312

OAKMONT CAPITAL SERVICES, LLC

FINANCING THE LIQUID WASTE INDUSTRY SINCE 1998

www.oakmontfinance.com • 877.701.2391

info@oakmontfinance.com



# Wind River Environmental is Acquiring and Growing

Wind River Environmental is actively acquiring top tier liquid waste businesses. Our team will be at the 2016 WWETT show. Contact us to explore how your company can become part of our team.



wrenvironmental.com



klinesservices.com



kaiser-battistone.com



EarthCare

earthcare.us

## Meet our team members at the show.

For information on how your company can be part of the Wind River Environmental Group of companies contact:

**Dave Kline** . . . . . 717-587-1909  
dave@klinesservices.com

**Jack Bailey** . . . . . 617-347-6515  
jbailey@wrenvironmental.com

Wind River is the northeast's largest liquid waste management service provider. Our quality team, vast geographic coverage, and unique service approach make us the best in the industry.

# DON'T JUST ORDER PARTS

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



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

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

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

**"No Compromise."**

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

**ARMSTRONG  
EQUIPMENT  
INC.**

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

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



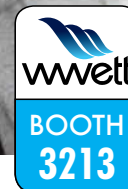




## Choose Your Partners Wisely.

When you're picking a teammate, you look for a person with talent, who's competitive, someone that can help you win the game. Choosing a teammate is much like selecting a business partner, you choose based on their performance, their experience and the relationship you've built. With Walex Products Company as your partner, you can count on a full line of performance products, over 27 years of industry experience and a dedicated team to help you grow your business.

*Restroom Deodorizers* • *Fragrance Accessories* • *Cleaners* • *Septic Treatments*



800-338-3155 | [www.walex.com](http://www.walex.com)

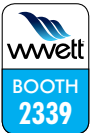


# Clear Computing Software

We Put You in Control of Your Business, Anywhere, Anytime



- ✓ Pays for Itself with Savings
  - Paperless Operations
  - Integrated Credit Cards
- ✓ Mobile Real-Time Routes
  - Instant Back-Office Reporting
  - Voice, Text, GPS
- ✓ Mac/Apple/Chrome/Windows
- ✓ Insight Mobile Data



Learn How Our Customers Benefit  
Call Today 888-332-5327

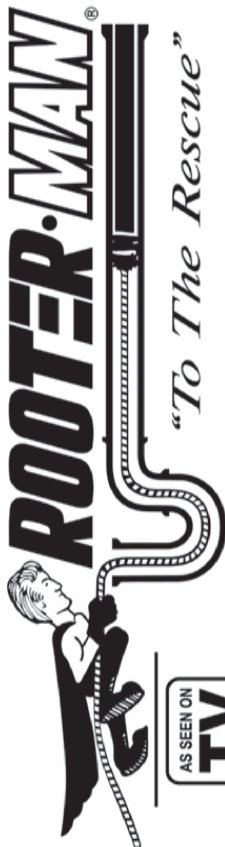


HOW CLEAN IS THIS UNIT?  
Tell us how we're doing!  
Scan with your Smartphone:

View the last date this unit was cleaned.

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

Join A National Brand  
**ROOTERMAN.COM**



Without Paying the National Brand Price

**NEW CONCEPT: NO ROYALTY ON PERCENTAGE OF SALES**

**Reserve Your Exclusive Territory  
Call 1-800-700-8062**

**FRANCHISE PACKAGE \$3,975.**

## Septic-Scrub™

**The Demonstrated Drainfield  
Restoration/Maintenance Solution**

Backed By Science ■ Proven with Experience ■ Many Satisfied Homeowners

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

Learn more about Septic-Scrub at [www.arcan.com](http://www.arcan.com).



**arcan**

P.O. Box 31057  
Clarksville, TN 37040

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



The Pumpers Friend For Over 35 Years!

# PRO-PUMP®

Ask About Discounts & Free Freight Specials!

Ecological Laboratories is a direct fermentation bio-technology company. We grow and harvest bacterial strains for wastewater treatment.

## Get More Income with Every Tank Pumped!



Made in the USA

### PRO-PUMP/HC®

a unique microbial formulation that has proven itself for over 35 years in real world septic tanks and drain fields, NOT simply glass jars in a lab.

Visit us at Booth #5249 for Great Booth Specials and a chance to win an **APPLE WATCH SPORT** 2016 Water & Wastewater Equipment, Treatment & Transport Show Indianapolis, IN • February 18th to 20th, 2016

Apple Watch is registered trademark of its respective Company and is neither a sponsor of, nor otherwise affiliated with this promotion. Void where prohibited.



Septic System Treatment

Absorption System Recovery

Aerobic System Treatment

Drain & Grease Traps

Solids Reduction

Odor Control

Bio-remediation Kits



FREE TRUCK DECALS!

Show your customers that you sell the very best for their septic systems!

Call Bob Toll Free at 1-800-326-7867 and Become a PRO-PUMP® Pro Pumper Today!



Sales Materials & Technical Support at No Charge!

We provide technical support, combined with informative sales and marketing materials, and we don't sell direct to the consumer! All web-based inquiries are forwarded on to you!

Solving Problems, Naturally!  
**Ecological Laboratories INC.**

INSIDE SALES OFFICE: 1211 Rohlwing Road, Rolling Meadows, IL 60008

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

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

## A Green Product!





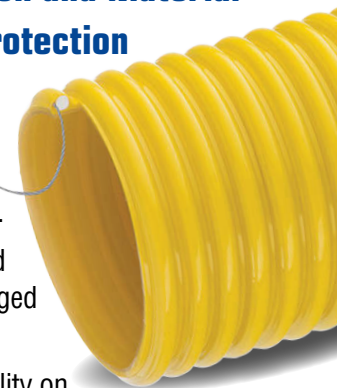
**tigerflex**<sup>®</sup>

Thermoplastic Industrial Hoses



**New! Tigerflex™ Solarguard™ Suction and Material Handling Hose with Advanced UV Protection**

- Tigerflex™ Amphibian™ Solarguard™ AMPH-SLR™ Series hose, is made with a specially formulated material to resist the cracking that can result from exposure to damaging UV light.
- Tests show the Solarguard™ material retained 97% of its original tensile strength after prolonged UV exposure.
- The “Safety Yellow” color provides high visibility on job sites.
- This heavy duty polyurethane lined hose will handle wet or dry material handling applications. A static wire is available in the 6" and 8" ID sizes.



**SOLARGUARD**<sup>™</sup>  
ADVANCED UV PROTECTION



**Kuriyama of America, Inc.**

360 E State Parkway | Schaumburg, IL 60173

847.755.0360 | fax: 847.885.0996

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



**Advantage Funding**

Transportation Financing & Leasing Specialists

**Your One-Stop Source for Pumper/Cleaner Financing & Leasing**



Advantage Funding is the largest Independent Commercial Transportation Lender in the U.S. We have the flexibility to provide solutions when banks and others can't. **Use us to your Advantage!**

- ◇ Flexible finance and lease terms to 84 months for both new and used equipment
- ◇ Programs available for both manufacturers and dealers
- ◇ Municipal financing and leasing programs available
- ◇ Custom lease programs – We'll structure a payment that's right for you!

**Call Us Now**  
**888-242-7239**





*from oil country  
to the eastern shores...*

We Deliver.

For more than 4 decades we've been putting septic haulers and portable restroom operators into the right truck, with the right equipment at the right price.

We now have two manufacturing and service facilities to exceed the needs of liquid waste service pros across the nation.

Call or Click today for more info

Temple, TX **800.367.5359**

Wilson, NC **800.334.2763**





Many modern business upgrades, a well-rewarded workforce and an emphasis on industry training set up Marlin Wastewater Services for a bright future *By Ken Wysocky*

An extreme makeover at Marlin Wastewater Services has resulted in dramatically streamlined operations and increased growth for the West End, North Carolina-based company.

When Jeffrey Kerr, the son of company owners Jeff and Christine Kerr, came on board in 2015, the trio methodically took steps to modernize the business. The changes affect almost every facet of the company, from its branding, marketing practices and database management, to how it schedules jobs and bills to the range of payment options it offers customers. Along the way, Jeffrey, who handles business development and marketing, and his father are also striving to change consumers' perceptions of the septic industry by putting even greater emphasis on professionalism and customer education.

*(continued)*

# A TECHNOLOGY INFUSION

## Profile

**Marlin Wastewater Services**  
West End, North Carolina

**OWNERS:** Jeff and Christine Kerr

**FOUNDED:** 1968

**EMPLOYEES:** 6

**SERVICE AREA:** 25-mile radius around West End

**SERVICES:** Septic and grease trap service, onsite inspections, municipal drain cleaning

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



Owner Jeff Kerr uses an iPad to track work in the field. Using digital devices has cut down on paperwork and improved efficiency. *(Photos by Al Drago)*



# Parts, Parts, & More Parts



## Direct to You.

When you need parts in a hurry there is one source to remember – FS SOLUTIONS®. FS Solutions centers stock thousands of parts for all makes and models of vacuum trucks, waterblasting equipment and hydro-excavators. And FS SOLUTIONS is the authorized genuine OEM parts distributor for JETSTREAM®, GUZZLER®, and VACTOR® HXX®.

Parts are available at nationwide locations for pick up or quick shipment.



A proud member of the Federal Signal Family.

FS Solutions® Vactor® HXX® Jetstream® and Guzzler® are registered trademarks of Federal Signal.

[www.fssolutionsgroup.com](http://www.fssolutionsgroup.com) 1.800.822.8785

© 2015 Federal Signal Corporation



**Right:** The Marlin Wastewater Services team includes, from left, Brad Redden, Jeffrey Kerr, Christine Kerr, Jeff Kerr, Kris Chambers and Allen Maness.

**Below:** Technician Kris Chambers digs up a septic tank. Workers always lay down tarps when excavating dirt to minimize damage to the yard.



**Left:** Brad Redden, field service manager, uses a Prototek receiver to find the signal of a transmitter flushed down the toilet to locate a septic tank.

septic tank pumping. Grease trap cleaning generates the balance, Jeff says.

**TIME FOR A CHANGE**

Jeffrey, who was a musician for many years and also worked in the e-commerce field with a focus on digital strategy and marketing, initially joined Marlin to streamline the company's operations. "But I saw nothing but a business with extraordinary potential," he says.

Today the company boasts a professional-looking website that Jeffrey designed; it has greatly enhanced the company's marketing efforts and makes doing business easier for customers. In addition, the business uses cloud-based field service management and accounting software developed by Xero Limited. It also relies on Stripe, Square and Memberful software (developed by Stripe, Square Inc. and Jestro LLC) for in-the-field and online payment processing – a customer convenience that burnishes the company's reputation as a modern, progressive outfit, Jeffrey says.

The business also enhances customer service by giving clients the capability to schedule appointments via the website; they receive an email reminder of the appointment a day before it's scheduled. "Some people are scheduling appointments three to five years ahead of time, depending on how often their tank needs to be pumped," Jeffrey says. "In the old days, all that was done on paper and it was very time-consuming to manage."

While the technological advancements improve operating efficiencies, the younger Kerr points out they increase customer satisfaction, too.

"Jeffrey is changing the face of Marlin Wastewater," says the elder Kerr, who bought the company from his parents, Marlin and Dorothy, who founded the company in northwestern Michigan back in 1968. "Without the technology he's been adding, it would've been impossible to grow the business the way we have. Because of what he's done, I have more time during the day to focus on training employees.

"I'm not sorting through files anymore because we do everything with a cellphone and an iPad," he adds. "We've greatly reduced the amount of paperwork required."

Jeff fully embraces his son's efforts. "I've dreamed for years about using technology to make our jobs easier," he says. "The technology has been around for 15 years or more – it just required a lot of work (to implement it). Jeffrey almost has us completely paperless now. Everything he's doing has resulted in drastic improvements."

Marlin Wastewater is a family operation in every sense of the word. For years, Jeff and Christine worked as a close-knit team. Then Jeffrey came on board, followed by the addition of his brother-in-law, Brad Redden, who serves as a field service manager.

"My mom and dad built the business together," Jeffrey says. "Mom managed the whole business while Dad was out in the field. She did everything – she was the only one in the office for years. She's truly the reason why the business is where it is today."

Currently, about 50 percent of the company's revenue comes from septic system inspections and repairs and roughly 25 percent from residential

“If you can relate good septic practices to clean water ... keeping a local lake clean enough to swim in, it gives people another good reason to keep their septic systems well maintained.”  
— Jeffrey Kerr

(continued)



# RELIABLE. DEPENDABLE.

Like you.



## BUILT TO WORK THE WAY YOU WORK!

We specialize in tank customization and customer satisfaction.

Whether it's aluminum, steel, slide-in, roll-off, hoisted, trailer or portable toilet unit, you can have it the way you like it!



ASK ABOUT OUR 15 YEAR TANK WARRANTY  
Lewisburg, PA • [www.pikrite.com](http://www.pikrite.com) • [sales@pikrite.com](mailto:sales@pikrite.com) • (800) 326-9763





## Growing demand for inspections

Pumpers on the lookout for additional revenue streams may take a cue from Marlin Wastewater Services, which capitalizes on a niche market that's dependable, profitable and helps develop future business opportunities: septic system inspections.

System inspections aren't mandatory in Marlin's home state of North Carolina. "But more and more lending institutions are asking for them (in order to obtain home loans) and as we educate customers, more and more people want them," says Jeffrey Kerr, the son of owners Jeff and Christine Kerr. A state license is required to perform inspections; to earn one, pumpers must attend classes, pass a test and compile a certain number of hours of experience, then take annual continuing education courses.

"It's a profitable business segment, but it requires a lot of knowledge and experience and carries some risks, too," says Jeffrey, who handles marketing and business development for the company. "You're expected to be objective and explain and outline the entire system ... to everyone involved in the home-sale transaction (attorneys, sellers, buyers, etc.)."

To generate referrals, Jeffrey puts on seminars for area real estate agents so they better understand how inspections work and why they're beneficial. "We do what we can to let them know we're a resource," he notes. "By creating relationships with the real estate community, we build trust.

"We usually see homeowners only once every three to five years, but we talk to Realtors several times a week," he continues. "We want them to understand the benefits of doing inspections and do everything we can to make it easy for them to recommend us to their clients."

An added benefit: Performing inspections for homeowners-to-be provides an entree to future services, such as repairs or pumping, he points out.

"Business owners often see technology as a headache," he says. "But using new tools like these can completely change the way customers view a business. For example, customers love the ability to pay however they like, whether it's with PayPal or American Express or even bitcoins. If there's a payment process out there, we can use it. We can even help customers get financing for the work we do."

### APPEARANCE UPGRADES

The newest addition to the company's fleet of equipment – a vacuum truck built out by Lely Tank & Waste Solutions on a 2013 International chassis – also reflects the company's emphasis on modernizing operations. It features a 2,500-gallon steel tank built by Abernethy Welding & Repair and a pump manufactured by National Vacuum Equipment.

The truck's appearance, not its basic components, reflect a sharp shift in marketing emphasis. "We're investing a little more in appearance than we have in the past by wrapping the cab with a vinyl wrap and painting the tank," Jeff notes. "Before this, our focus was not so much on appearance, but on something that'll work and do the job. We mirrored the industry in those days."

To serve customers, the company also relies on a second vacuum truck built by Abernethy on a 2002 Freightliner chassis with a 2,500-gallon steel

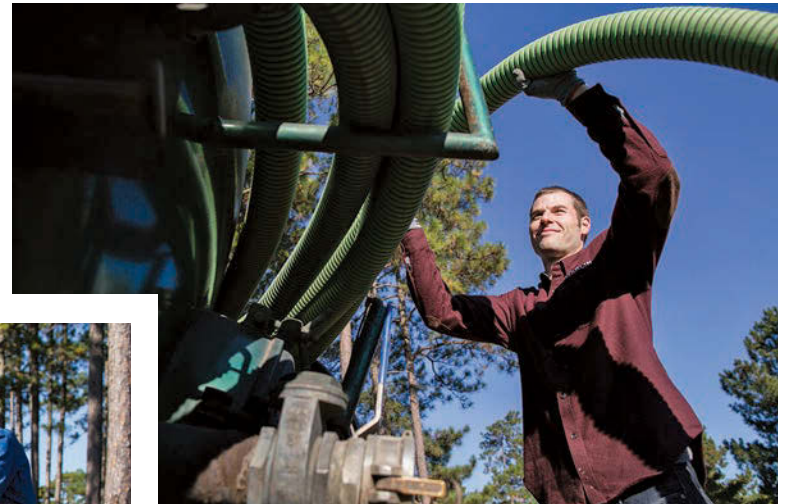
tank and a National Vacuum Equipment pump. The company also owns a Terralift soil-restoration machine; tank-locating equipment made by Prototek; two 4,000 psi water jetters and a pipeline inspection camera system from Spartan Tool; and Case and Kubota backhoe/front-end loaders.

### CONSUMER EDUCATION

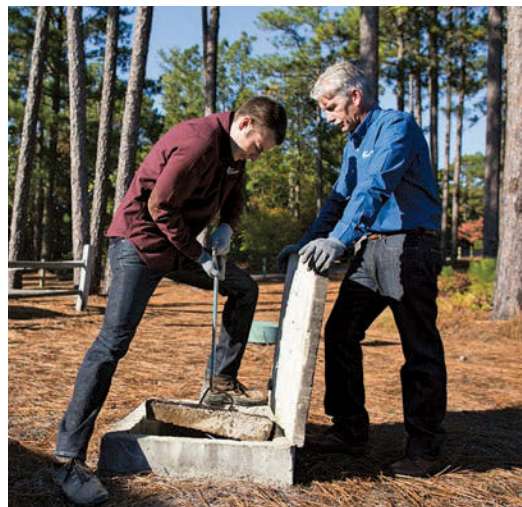
Jeff strongly believes providing top-shelf customer service is the best way for pumpers to differentiate themselves from competitors. "We strive to make service paramount – do the job right so we don't have to go back," he says. One primary benefit of great service: the ability to charge higher prices. "We're significantly higher than some of our competitors," he says.

But customers are willing to pay more for attention to detail, such as TLC treatment Marlin gives to customers' yards. When digging up tank lids, for example, technicians cut off the sod, roll it up and put it aside. And they place any soil they dig up on a plastic tarp, which eliminates the need to rake up dirt and possibly damage a lawn afterward.

"We know that the majority of our work comes from word-of-mouth referrals. ... Customers' neighbors notice that we don't leave any mess behind," he says. "We envision our customers as our mother or a sister and



**Above:** Brad Redden returns a hose to a 2002 Freightliner vacuum truck built out by Abernethy Welding.



**Left:** Brad Redden, left, and Jeff Kerr remove a concrete lid during a septic system inspection at a commercial site in Seven Lakes, North Carolina.

work accordingly. Plus we save about an hour of work a day by investing in a \$3 tarp."

Marlin technicians also are trained to take as much time as necessary on each job and to thoroughly educate customers about their septic systems. "When I was a kid, my dad always said we're

looking for long-term customers, not a paycheck," Jeff explains. "Employees are trained to take all the time required to make customers understand septic system operation and what to expect from us."

### A CAPABLE WORKFORCE

Accomplishing that requires hiring high-caliber employees, and the company wants employees willing to do things the Marlin way. "Most of our employees tell me they've never had a boss that told them to slow down," Jeff says. "But we never want employees to hurry while working for a customer – or while driving."

To attract and retain quality employees, Marlin now offers higher pay than it has in the past. The company also offers other benefits such as health insurance (with premiums fully paid by the company after one year on the



job), vacation time, direct payroll deposit and payment of cellphone fees.

“But we have a high level of expectations,” Jeff points out. “We’re leaving our business in their hands. Aside from me, the technicians are the only people in our company that customers interact with. So we want a better, more educated workforce. We want to attract people who are motivated to grow with us and feel confident that we will invest in them.”

Jeffrey says the company wants employees to act as if they own their own small franchise within the company – trust them to make deci-

“ We want a better, more educated workforce. We want to attract people who are motivated to grow with us and feel confident that we will invest in them. ”

— Jeffrey Kerr

sions in the field, and do better financially as the company does better financially. “They can make an amazing living pumping septic tanks,” he says. “They’re ambassadors of our brand. ... They wear uniforms and are well-spoken and kind to customers. It’s incredible what kind of impression that makes.”

### GROWTH THROUGH DIVERSIFICATION

Going forward, the Kerrs are considering getting back into septic system installations, a service they abandoned years ago when the market became saturated with installers. The move would allow the company to capture new revenue and build stronger long-term relationships with customers.

But whatever new directions the company takes, it will continue to emphasize professionalism, thorough technician training and customer education. A key, Jeffrey says, is that the business keeps doing whatever it can to help consumers perceive the wastewater industry favorably – see pumpers more as environmental stewards, not as just guys who pump out a tank, get paid and leave.

“If you can relate good septic practices to clean water ... keeping a local lake clean enough to swim in, it gives people another good reason to keep their septic systems well maintained,” he says. ■

### MORE INFO

**Abernethy Welding & Repair, Inc.**  
800/545-0324  
www.abernethywelding.com

**AerraTech, LLC**  
413/298-4272  
www.terraliftinternational.com

**Lely Tank & Waste Solutions**  
800/367-5359  
www.leytank.com  
(See ad page 37)

**National Vacuum Equipment, Inc.**  
800/253-5500  
www.natvac.com  
(See ad page 45)

**Prototek**  
800/541-9123  
www.prototek.net

**Spartan Tool, LLC**  
800/435-3866  
www.spartantool.com

**Xero Limited**  
844/774-1313  
www.xero.com



# THE REEL THAT WORKS AS HARD AS YOU

When it comes to your equipment, you demand quality and value – and Hannay Reels delivers every time.

Pressure ranges from 300 PSI up to 10,000 PSI

Heavy-duty ribbed discs and one-piece axle hub assemblies

Low, hassle-free maintenance

Reels built to order with fast delivery

Come to the Hannay Booth #5027 at the 2016 WWETT Show, February 17-20, and register to win a GH1100 portable hose reel on wheels from Hannay Reels.



Find your local dealer: [hannay.com](http://hannay.com) or 877-467-3357

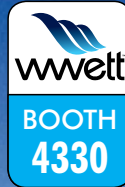


**Hannay Reels®**  
The reel leader.





# KLEAR IT KONE



*"The Best Thing For The Septic Industry Since The Vacuum Pump"*

**NEW**  
**\$375.00**  
Plus Shipping & Handling

Clears Septic Line from tank to house in seconds without need of snaking or jetting

Pump out leach fields from Outlet Pipe or T Baffle

Pays for itself in as little as 2 uses

Field Tested

Works 99 out of a 100 times

Check our Web site for Demo and Testimonials

[www.klearitkone.com](http://www.klearitkone.com)  
**603-693-2033**

100% money back guarantee  
(Less Shipping & Handling)



**Comes Fully Assembled**

## NEW KNIGHT NEW POSSIBILITIES!



## WE ARE GOING FULL TILT!



The **Knight™ PD** utilizes a Robuschi RB-DV 145 blower capable of 6,176 CFM and excels in maximum material separation making it ideal for all applications. This all-in-one machine incorporates the deep vacuum of the Knight for ultimate versatility & minimum project time. The **Knight PD** has the ability to pressure offload. The innovative Huber Master Control allows the operator to control all functions of the unit with the push of a button from one centralized location. The **Knight PD** is perfect for moving both wet and dry products.

800.334.8237

[KEITHHUBER.COM](http://KEITHHUBER.COM)

Pac Mac introduces the all new VP 25/3T. This unique unit offers a full dumping option to its VP series that will also scale federal bridge laws. It comes stock with 2500 gallon waste tank, 300 gallon fresh water tank, 500' of jetter hose spooled on a proprietary hydraulic hose reel and a variety of different vacuum pump options to choose from. Pac-Mac raises the bar for quality tanks at affordable prices.

800.844.3019

[E-PAC-MAC.COM](http://E-PAC-MAC.COM)



# Challenger 304

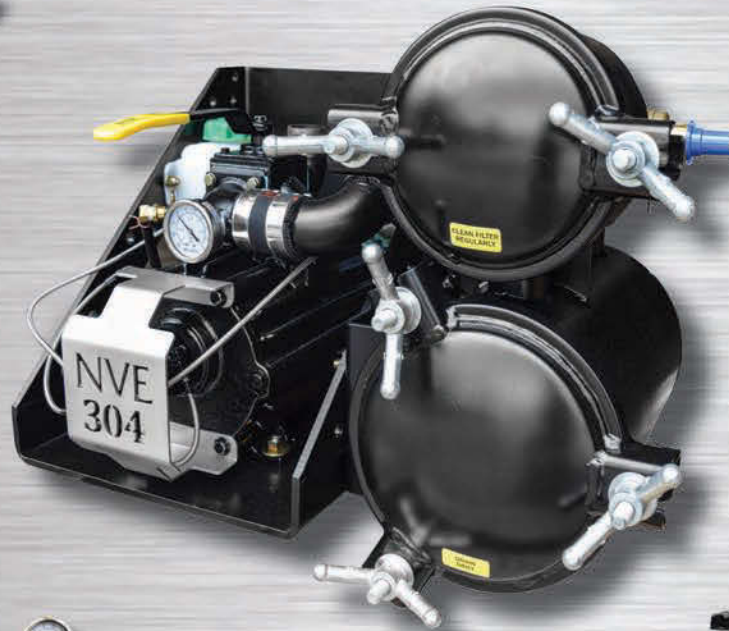


**Satisfaction Guaranteed...**

*Proudly made in the  
USA with a 2 year  
warranty against  
manufacturer defects.*



**Performance...**  
**210 CFM**



**Durability...**  
*Ductile iron housing,  
stainless steel oil lines  
and NVE's adjustable  
piston oil pump.*



**Serviceability...**  
*Equipped with a vane  
inspection port and the  
ability to change the vanes  
right on the truck!*



**NVE**

**Challenger Series**  
VACUUM PUMPS & BLOWERS



*Designed specifically for portable toilet trucks.*

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



# Minnesota Trending Toward Required Point-of-Sale Inspections

By Doug Day

**M**ore communities in Minnesota are requiring point-of-sale compliance inspections of septic systems. According to *The Little Digger* newsletter of the Minnesota Onsite Wastewater Association, 116 local government units had such rules in 2013, increasing to 141 in 2014. The survey by the Minnesota Pollution Control Agency showed increases in those requiring such inspections: counties up from 60 percent to 69 percent, cities up from 55 percent to 64 percent, and townships up from 31 percent to 45 percent.

## Pennsylvania

A federal judge has refused to review his ruling that the U.S. Environmental Protection Agency was not required to review Pennsylvania's anti-degradation water-quality standards. The ruling lets stand Pennsylvania Act 41, which states that onsite wastewater systems complying with the state's

Sewage Facilities Act automatically comply with the anti-degradation rules and are not subject to review by the state EPA. Judge Edward G. Smith, of the U.S. District Court for the Eastern District of Pennsylvania, denied a petition filed by the plaintiffs in the case seeking a review of his earlier finding. The plaintiffs had claimed the federal EPA was failing to follow the Clean Water Act. The judge ruled that the Clean Water Act was ambiguous on the topic, and that the federal EPA acted properly in deciding that the CWA did not require it to review the state regulations.

## Arizona

Public records of 19 databases of the Arizona Department of Environmental Quality are now available online, including business operating permits and compliance records. Also available are records concerning any environmental activities for properties in the state, such as spills that have occurred and septic tank permits. The DEQ says it receives about 3,000 public records requests every year. The online access will cover about 40 percent of those requests and allow the public to see the records immediately. DEQ's Megasearch service is available at megasearch.azdeq.gov.

## Colorado

Costilla County has stepped back from proposed land-use rules that created controversy among people who are living off the grid in the area. The changes would have required water, septic and electricity to be installed before final building permits could be issued, and lots smaller than 5 acres would have been limited to one housing unit. Off-grid residents claimed that the changes would have banned such things as composting toilets. County officials argue they have the authority to require proper electricity and sanitation without the changes. The county has also stopped issuing long-term camping permits to discourage using RVs as permanent homes. Campers are now required to be moved every two weeks.

## Canada

The British Columbia Ministry of Health has selected the OpusDaytonKnight engineering firm to review bylaws and regulatory tools for onsite wastewater management. The information will be used to develop common regulation and management principles for regional districts and local governments in the province for effective onsite sewage programs with a focus on maintenance. The Ministry says concerns have been raised by the industry regarding a lack of prescribed maintenance. The study will include consultation with the Union of BC Municipalities, the Ministry of Community, Sport and Cultural Development, and the Capital Regional District to ensure that the final report reflects the needs of local governments and associated agencies. The project is expected to be finished in spring 2016. ■



**Romotech is a custom molder. See us for your new project.**  
**574.831.6450**  
**www.romotek.com**

## Lids for Risers



- Long lasting durability
- On-site installation flexibility
- Custom logo option
- 15", 18" and 24" sizes designed to fit standard riser pipes
- 1/4" closed cell gasket seals tight
- Ships with 2" Stainless Steel Fasteners



## Water Tanks



8 - 525 gallons.

*Request a quote for special sizes.*



# AMAZING MACHINERY

Your Equipment SUPERSTORE Since 1995

Introducing the  
**All New**

## Viztrac MAX

- 9" Color Flat Screen LCD in ABS Case
- Includes 12V Lithium-ion Battery (8-10 Hour Life)
- Built-in Digital Recorder with Remote Control
- Records to SD Card (4GB SD Card Included)
- Quality High Resolution Color Camera
- Camera Vision Angle Up to 60 Degrees
- 1.375 Inch Diameter "Easy Push" Camera Head
- Built-in 512Hz Sonde Transmitter (8-15 Feet)
- Stainless Steel Camera Body with Sapphire Lens
- Waterproof Camera Head
- 6 Super-Bright White LED Lights with Dimmer
- 12" Steel Spring Leader
- 3/8" or 1/2" Super Slick Push Cable
- Choose 100-225-foot Cable Length
- Heavy Duty Powder Coated Storage Reel
- Warranty: One Year Parts and Labor

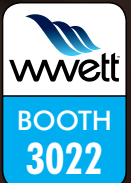
FREE Freight

**8-HOUR,  
12-VOLT  
BATTERY**



**STARTING AT  
\$2395.00**

**6 Months, No Interest!**



Get 6 Months to Pay on Purchases of \$99 or More.

Choose PayPal Credit® at Checkout. Subject to Credit Approval.



Complete Details At

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

**1-800-504-7435**

3807 Old Tasso Rd. • Cleveland, TN 37312



# TSI

TANK SERVICES, INC

**CALL TODAY FOR SAVINGS**

Professionals in the Vacuum Tank & Trailer Industry  
**Contact:** Jerry Blake, Toll Free: **866-720-4999**  
 or: Amanda: **401-339-9992**



P.O. Box 8136, Cranston, RI 02920  
 jerry@tankservicesinc.com  
 Cell: 401-688-0043  
 Web site: [www.tankservicesinc.com](http://www.tankservicesinc.com)

Amanda Hensarling  
 Baytown, TX  
 amanda@tankservicesinc.com  
 Cell: 401-339-9992



**2016 567 Peterbilt**  
 10-speed, 485 HP, tri-axle, aluminum wheels, 5,000 gallon tank, NVE 866 "Max" package liquid cooled, all air, loaded



**2016 Peterbilt 337**  
 300 HP, Allison auto, NVE 607 Pak, 2800 gal. alum tank.  
**IN STOCK**



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



**Restroom Tanks**  
 Stainless steel and Aluminum available in various sizes and compartments. **IN STOCK**



**8000 & 9000 Gallon Aluminum Tri-Axle Trailers,**  
 Air ride suspension (tri-axle), pump platform, bright finish, LED lights, Betts valves, **IN STOCK**

**7000-9000 Trailers In Stock**



**International or Peterbilt**  
 950 gallon aluminum, carrier rack  
**IN STOCK**



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



**(2) 5,000 gallon aluminum tanks IN STOCK ready to mount out chassis or ours.**

SHINE ON Products From  
**GTU**  
 CHEM-TECH INDUSTRIES

**PRO-VAC**  
 INDUSTRIAL PUMP/OUT STATION


**NVE**  
 NEW ENGLAND DISTRIBUTOR

**Pumps For Sale**  
 NVE 866 and 4307 Packages Available

**ROBINSON**  
 PUMPS

**Need Equipment? Contact Us We Can Get It. 866.720.4999**

## ADVANCED WATER LEAK DETECTOR



The LD-18 Digital Water Leak Detector uses patented technology to significantly reduce ambient noises from dogs barking, footsteps, people talking, etc. The digital amplifier samples the sounds every few tenths of a second, rejecting intermittent sounds instantly.

See the LD-18 at [www.subsurfaceleak.com](http://www.subsurfaceleak.com).

**SubSurface Locators™**  
 (408) 249-4673  
[www.subsurfaceleak.com](http://www.subsurfaceleak.com)

*ultra*      *ultra*      *ultra*  
**LIGHT – VERSATILE – SAFE**

# ultraSHORE

P R O D U C T S



**Quick to Install.**  
 As light as 130lbs.



**Roll Your Own.**  
 Optional wheel kit.



**Stacks easily with**  
 2' & 4' high panels.

**This is What Aluminum Shoring Was Meant to be!**

**SCA**  
 SAFETY CORPORATION OF AMERICA

1-800-683-8837

**1-800-SHORING**

CALL TOLL-FREE NATIONWIDE • 1-800-746-7464

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





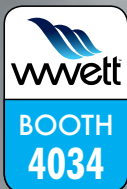
# THE NEW MAXIM IS READY TO LAUNCH!

On February 17th, we're launching the new Maxxim 3000 at the 2016 WWETT Show in Indianapolis!

We don't want to spoil the surprise, but we can tell you the new Maxxim has over fifteen new features designed to improve its performance, handling, time of

delivery and cost of ownership! And to celebrate, we're giving away twenty Maxxim 3000 restrooms at the show!

There will be plenty of other surprises in our booth to capture your imagination and improve your business. Stop by and see what Satellite can do for you!



800-328-3332  
[www.satelliteindustries.com](http://www.satelliteindustries.com)





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

Feb. 17-20, 2016  
Indiana Convention Center

# wwett<sup>TM</sup>16

Water & Wastewater Equipment, Treatment & Transport Show



## Last Chance!

Make your plans soon to attend  
the industry's largest annual event!

### Represented Industries

- Septic Pumping
- Onsite Installation
- Portable Sanitation
- Dewatering
- Grease Handling
- Sewer Cleaning
- Laterals & Mainlines
- TV Inspection
- Pipeline Rehab/CIPP
- Waterblasting
- Plumbing
- High-Pressure Cleaning
- Safety Equipment
- Confined Space
- Lift Stations
- Computer Software
- Industrial Vacuuming
- Hydroexcavation
- Trenchless Pipe Repair
- Utility Location

And Much More!



Save \$30!

**\$70**

**PER PERSON  
WHEN YOU  
REGISTER BY  
Jan 22nd.**

\$100 per person at the door.  
Children 12 and under admitted free.

Register online at [wwettshow.com](http://wwettshow.com)  
or call 866-933-2653



# Education Day Sessions

Wednesday, February 17, 2016

## NAWT

National Association of Wastewater Technicians  
Rooms 234-236

- 8 a.m. Basics of Septic System Control Panels
- 9:30 a.m. Using Septic Control Panels to Troubleshoot Systems
- 11 a.m. Inspecting Concrete Sewage Tanks
- 1:30 p.m. An Exercise in Septic System Troubleshooting
- 3 p.m. The Basics of Inspecting Drip Systems
- 4:30 p.m. NAWT Ask the Experts Panel Discussion

## SSPMA

Sump and Sewage Pump Manufacturers Association  
Rooms 133-135

- 8 a.m. Understanding Pumps and Common Pumping Issues
- 9:30 a.m. Evaluation and Installation of Backup Pump Systems
- 11 a.m. Best Installation Practices for Trouble-Free Pump Controls
- 1:30 p.m. Troubleshooting Pumps, Panels and Switches with Digital Multimeters
- 3 p.m. Sizing Guidelines for Sump, Sewage and Grinder Pumps
- 4:30 p.m. SSPMA Ask the Experts Panel Discussion

## Business Strategies

Rooms 140-142

- 8 a.m. How Much Should I Charge?
- 9:30 a.m. Business Game Changers: Top 5 Secret Strategies for Massive Growth in Your Service Business
- 11 a.m. The Un-Business Plan – Making Your Business Less Complicated But More Profitable
- 1:30 p.m. How to Use Superior Customer Service to Increase Sales
- 3 p.m. Reward the Right Stuff: Finding, Training and Keeping Great Team Members
- 4:30 p.m. Is Your Business Prepared for a Crisis?

## Industry Safety

Rooms 237-239

- 8 a.m. Pre-Engineered Shoring Systems for Cross-Trench Utility Challenges
- 9:30 a.m. Excavation Safety
- 11 a.m. OSHA Confined Space, Air Monitoring and Fall Protection Explained

## SSCSC

Southern Section Collection Systems Committee  
Rooms 231-233

- 8 a.m. Positioning Yourself for Promotion and Succession Planning
- 9:30 a.m. Step Up Your Game! Taking Current CCTV Inspection Technology to the Next Level
- 11 a.m. Trailer Jetting – Getting the Most Out of Your Equipment
- 1:30 p.m. Vacuuming: the Other Half of the Combination Unit
- 3 p.m. Sewer System Maintenance – Challenges and Solutions
- 4:30 p.m. SSCSC Ask the Experts Panel Discussion

## NOWRA

National Onsite Wastewater Recycling Association  
Rooms 240-242

- 8 a.m. Introduction to Soils
- 9:30 a.m. Onsite Septic System Loading Rates and Site Layout
- 11 a.m. Making Infiltration Decisions – Understanding Soil Surface Design
- 1:30 p.m. Soil Dispersal Comparison
- 3 p.m. Introduction to the Elements of Onsite System Design and Regulations
- 4:30 p.m. Onsite Septic System Hydraulics and Pump Design

## Portable Sanitation

Rooms 136-138

- 1:30 p.m. Marketing Basics: How to Effectively and Efficiently Grow Your Portable Sanitation Sales
- 3 p.m. Trust – How to Build it and Use it to Grow Your Portable Sanitation Business
- 4:30 p.m. Portable Sanitation Forum: Current and Future Critical Issues Affecting the Industry Discussion

## NASSCO

National Association of Sewer Service Companies  
Rooms 130-132

- 8 a.m. Cleaning Nozzle Technology
- 9:30 a.m. Large vs. Small-Diameter Pipe Cleaning
- 11 a.m. The Lower Lateral – The New Frontier in Sewer Rehab
- 1:30 p.m. Chemical Grouting Technologies
- 3 p.m. The Growth of the UV Cured CIPP Process
- 4:30 p.m. NASSCO Ask the Experts Panel Discussion

## Treatment Plant Operator

Rooms 243-245

- 8 a.m. Effective Strategies for Collections System Management
- 9:30 a.m. Sustainable Innovation in Biosolids Management
- 11 a.m. Pretreatment and Wastewater Lagoon Management
- 1:30 p.m. Septage Collection and Treatment
- 3 p.m. Large Scale FOG/Septage Receiving Station – Lantern Environmental Project Case History
- 4:30 p.m. Progress in Electrochemical Water Treatment in Last Century

## WJTA-IMCA

Water Jet Technology Assoc. - Industrial Municipal Cleaning Assoc.  
Rooms 237-239

- 1:30 p.m. Proper Industrial Truck Maintenance Can More Than Pay for Itself in Productivity and Safety
- 3 p.m. Air Conveyance Through an Industrial Vacuum Truck
- 4:30 p.m. Vacuum Excavation Applications and Opportunities

## Women in Business

Rooms 136-138

- 8 a.m. Marketing to Women
- 9:30 a.m. Women of Wastewater: Building a Community of Allies
- 11 a.m. Women in Wastewater Roundtable

## Vacuum Truck Equipment and Operation Training

presented by NAWT National Association of Wastewater Technicians

Rooms 109-110 8 a.m. - 5 p.m.

This day-long session will discuss in detail the equipment on vacuum trucks and how to operate them. Pumping terms will be covered, as will safety principles, materials often encountered on the job and government regulations.





# WWETT Education Sessions

Thursday, February 18, 2016

## Liquid Waste Treatment & Disposal

Rooms 130-132

- 8 a.m. Analysis of Drainfield Failures and Restoration Methods
- 9:30 a.m. Cash In on Community System Operations and Maintenance
- 11 a.m. Ultra-Efficient Inspection Technique to Locate Leaks on Septic Systems

## SSCSC Sewer & Drain Cleaning Course

Rooms 231-233

- 8 a.m. Hands-On Nozzle Technology
- 10 a.m. Hands-On Jetter Hose Maintenance – Care and Repair

## Sewer & Pipe Rehabilitation, Relining & Repair

Rooms 234-236

- 8 a.m. Take Control of Inflow and Infiltration in Manholes
- 9:30 a.m. When Things Go Wrong on a Lining Job
- 11 a.m. Taking Small-Diameter Drain Lining Inside Infrastructure

## Sewer & Drain Cleaning, Inspection & Repair

Rooms 133-135

- 8 a.m. Using the Clean Water Act to Grow Profits
- 9:30 a.m. Winning Trench Warfare – Finding Profitability in Sewer/Septic Work
- 11 a.m. Your Best Shot at Sewer Success – How to Get the Most From Inspection Technology

## Onsite Septic Installation, Repair & Design

Rooms 237-239

- 8 a.m. Overview of Application, Design, Installation and Operation of Drip Dispersal Systems
- 9:30 a.m. Onsite System Pump Design Made Easy
- 11 a.m. The Onsite Wastewater Industry and Our Carbon Footprint

## Treatment Plant Operator

Rooms 243-245

- 8 a.m. Smart Water Technology in Theory and Practice
- 9:30 a.m. Dissolved Ozone in Municipal Collection, Treatment and Disposal
- 11 a.m. Municipal Biological Waste Treatment

## Business Strategies

Rooms 136-138

- 8 a.m. How Self-Employed People Can Make More Money
- 9:30 a.m. Growing Your Business in a Tough Economy
- 11 a.m. Staying in Front of Your Customer

## NOWRA Design Course

Rooms 240-242

- 8 a.m. Mound and At-Grade Design
- 9:30 a.m. Low-Pressure Pipe in Drainfield Distribution
- 11 a.m. Subsurface Drip Irrigation

## Municipal Sewer & Water

Rooms 140-142

- 8 a.m. How to Recover Non-Revenue Water
- 9:30 a.m. Phased Assessment Strategy for Sewers - Understanding Sewer Condition Quicker with Fewer Resources
- 11 a.m. The Science of Pipe Cleaning – Flow and Pressure



Many states approve WWETT education sessions toward fulfilling required certified education units or professional development hours.

See [wwettshow.com](http://wwettshow.com) for a list of approved states and courses.



## Friday, February 19, 2016

### Liquid Waste Treatment & Disposal

Rooms 130-132

- 8 a.m. | Fact vs. Fiction: The Top Ten Septic Myths
- 9:30 a.m. | All About Facultative Bacteria
- 11 a.m. | Brown Grease Recovery From Grease Trap Waste: Science and Economics

### Industry Safety

Rooms 140-142

- 8 a.m. | Identifying and Managing Risk in a Septic or Sewer Business
- 9:30 a.m. | How Well Do You Know Your Cleaning Hose?
- 11 a.m. | Pathogen Exposures to Workers in the Onsite Industry

### Business Strategies

Rooms 240-242

- 8 a.m. | Creating a Data-Driven Strategic Marketing Plan
- 9:30 a.m. | What Every Sewer and Drain Contractor Needs to Know About Asset Protection, Tax Reduction and Estate Planning

### Municipal Sewer & Water

Rooms 240-242

- 11 a.m. | GIS: Empowering Water, Wastewater and Waste Removal Organizations

### Sewer & Drain Cleaning, Inspection & Repair

Rooms 133-135

- 8 a.m. | Advanced Pipe Bursting
- 9:30 a.m. | Low-Latency, High-Definition Video Over Coaxial Cable for Remote Inspection
- 11 a.m. | Plumbers vs. Technicians: The Slow Decline of the Tradesman

### Municipal Sewer & Water

Rooms 231-233

- 8 a.m. | Using Acoustic Inspection to Prioritize Sewer Cleaning
- 9:30 a.m. | Evaluation of Automatic Filters for Nozzle Protection in Recycled Water Applications
- 11 a.m. | Flow Monitoring — How to Make Your Program Successful

### Treatment Plant Operator

Rooms 243-245

- 8 a.m. | Insights into Ozone Water Treatment Plants
- 9:30 a.m. | Wastewater Microbiology
- 11 a.m. | How to Ensure Gold is the Result — Choosing the Right Dewatering Equipment

### Business Software & Technology

Rooms 136-138

- 8 a.m. | Know the State of Your Business Using Business Charts and Reports
- 9:30 a.m. | Using Software to Save Time and Increase Profits
- 11 a.m. | Using Mobile Devices for Business

### Sewer & Pipe Rehabilitation, Relining & Repair

Rooms 234-236

- 8 a.m. | Buying Back Capacity
- 9:30 a.m. | Successful Reduction of I&I Using the Holistic Approach to Sewer Rehabilitation
- 11 a.m. | Large Scale Centrifugally Cast Concrete Pipe Culvert Rehab in CO Dept. of Transportation Region 1

### COLE Publishing's Onsite Installer Course

Rooms 237-239 8 a.m. - 5 p.m.

This day-long session will walk professionals through an introduction to proper installation practices for the sustainable use of onsite treatment systems



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





**General Pump  
Is Proud to Introduce  
the NEW  
TR - SR SERIES**



**Up to 236 GPM, 22,000 PSI  
300 HP or 450 HP Versions**

**Can be Mounted  
Vertically or Horizontally  
Double End Crankshaft  
Internal Gear Reduction**

**Forced Oil Lubrication with  
Integrated Cooler, Filter & Gauge  
Solid Ceramic Plungers**

**Prattisoli**



General Pump 1174 Northland Drive Mendota Heights, MN 55120 888-474-5487 email: sales@gpcompanies.com www.generalpump.com

# Marsh

**INDUSTRIAL**

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

**800.952.1537 - WWW.MARSHIND.COM**

**Slide-In Units**



*Various Sizes Available*

**Mini Vac Trailers**



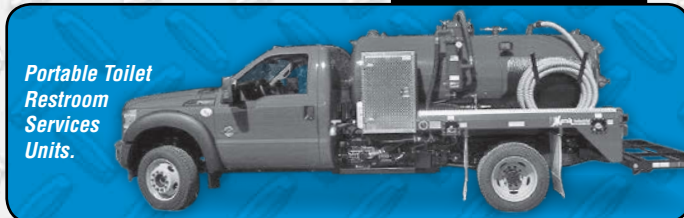
*Another Repeat Customer. Dependable Sewer Cleaners From MI. Thank You For Purchasing This 1000 Rear Open Mini Vac Trailer.*

**Vacuum Septic Units**



*Aluminum Or Steel Tanks In A Variety Of Capacities.*

**Portable Toilet Units**



*Portable Toilet Restroom Services Units.*

**Industrial Vacuum Units**



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

**Quality People Doing Quality Work**

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

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





# Delivering Finance Solutions to the Waste Equipment Market

TCF Equipment Finance's success is based on its industry specialization in the waste industry and a strong commitment to customers. As a division of a national bank, we are able to extend these flexible financing options in all 50 states.

- New & Used Equipment
- Loan & Lease Options
- 100% Financing
- Competitive Rates
- Fast Credit Decisions
- Application Only Financing

## FOR MORE INFORMATION CONTACT:

**HARRY FOWLER**  
Ph: 972-542-9955  
hfowler@tcfef.com

**DAVID PENOFF**  
Ph: 317-328-1161  
dpenoff@tcfef.com

**JOE SIKORSKI**  
Ph: 610-966-8194  
jsikorski@tcfef.com

**JOE STOKAN**  
Ph: 770-864-9520  
jstokan@tcfef.com

[tcfef.com/esd](http://tcfef.com/esd) • 877.878.1161

Visit Us at WWETT 2016 in Indianapolis  
February 18-20 • Booth #4142



# ROSCOPE i2000 from ROTHENBERGER USA covers several inspection techniques in one modular unit

By Craig Mandli

The modular ROSCOPE i2000 inspection camera from ROTHENBERGER USA is designed for flexible use by pumpers and plumbers looking to diversify service offerings. The product was well received at the 2015 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, according to April Jeras, the company's national account sales manager.

The hand-held inspection device displays live color video from its 3 1/2-inch color touch screen. It is designed as a remote inspection tool to look into hard-to-reach areas such as home inspection, cable routing, and plumbing and septic line inspections. It allows the user to capture still images and full-motion video, along with audio.

The device is equipped with an imaging and lighting source with self-leveling image rotation (with respect to gravity), zoom and LED light adjustment. It can wirelessly transmit either images or video to a secondary hand-held device, such as a Wi-Fi-enabled smartphone or tablet, through the use of a simple downloadable app.

"The Wi-Fi capability is great, as it enables sending images and video directly to a customer," says Jeras. "That way the (technician) doesn't have to drag the unit through the house to show the customer what's wrong."

The unit's modular design enables the technician to tailor services to meet specific needs. The Module TEC self-leveling camera head comes mounted on a 2.9-foot flex cable for inspection of hard-to-reach areas, such as P-traps and disposals. A second camera, the Module 25/16, has a high-performance camera for inspection in pipes 2 to 4 inches in diameter, such as septic drainlines, and comes mounted on a 50-foot push cable.



For location purposes, the Module ROLOC PLUS provides an easy-to-configure pipe and sonde-locating device that enables pinpoint camera head location and utility depth measurement. The Module ROSCAN 150 infrared camera can be used for leak detection visualization and analysis of refrigeration and heat sources. The basic ROSCOPE i2000 inspection device comes with the basic hand-held unit, internal rechargeable lithium-ion battery, quick charger, USB cable, Module TEC imager, and a carrying case.

Jeff Plane, a sales manager for ROTHENBERGER USA, points out the features of his company's ROSCOPE i2000 modular inspection device to attendees of the 2015 WWETT Show. (Photo courtesy ROTHENBERGER USA)

All other modules are sold separately.

"The response has been phenomenal. We've gotten great traffic and dozens of good, solid leads from the WWETT Show," Jeras says.

Based on feedback Jeras heard at the show, the company is looking at making subtle changes to the model, while increasing the features on its other pipe inspection systems.

"I think we'll have a 100-foot cable reel to offer that will help on the longer inspection runs," she says. "We're also going to add Wi-Fi connectivity and the touch screen to our other cameras. Customers love those features."

Jeras says the company is already excited to see what the next WWETT Show has to offer. "This show is great because it puts us in front of our target market - plumbers and drain cleaners," she says. "It also gives us the opportunity to talk with septic installers and pumpers, and others that are looking to diversify. That's what we're after." **800/545-7698; www.rothenberger-usa.com. ■**

**16**  
Colors

**Pro Pumper 250**  
Waste Holding Tank

SAVE  
with the  
3-PAK

**kentucky tank**

The Best Place for Tanks

For  
Portable Offices  
Construction Trailers

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

**1.888.459.8265**



**1.888.428.6422**  
IN STOCK OR CUSTOM BUILT  
FINANCING AND LEASE OPTIONS

# TankTec

Tank Technologies & Supply Co, LLC

**www.TANKTEC.biz**  
300 TO 6000 GALLONS  
ALUMINUM OR STAINLESS



Contact Steve Nelson  
snelson@tanktec.biz

## INDUSTRIAL VACUUM

2500 Gallon complete trucks  
in stock from \$104,000

3600 Gallon complete trucks  
in stock from \$124,000

4200 Gallon complete trucks  
in stock from \$126,000

Front Hoist and Door Trucks in Stock!



300 Gallon (200/100)  
450 Gallon (300/150)  
600 Gallon (400/200)  
800 Gallon (540/260)  
995 Gallon (670/325)  
**IN STOCK SIZES**  
Completely self-contained and  
ready to work!  
Smaller or larger sizes available.  
Trailer mount, flatbed mount and  
custom configurations available.



## SLIDE IN TANKS

**Standard Features:**  
Aluminum construction  
25' vacuum hose with  
valve and wand  
Honda engine drive vacuum pump  
Electric start  
12 volt water pump

1800 Gallon (1400/400)  
HXL4, FloJet, Dual Svc  
2 unit toilet hauler  
Several **IN STOCK**  
from \$93,900



Freightliner M2  
2000 Gal (1600/400) Combo  
Septic and Restroom Service!  
HXL75, DC10, Hannay Reel  
from \$103,900

## PORTABLE RESTROOM SERVICE

RAM 4500 HEMI  
995 STAINLESS  
2 unit toilet hauler  
**IN STOCK**  
from \$69,000



**TankTec**  
Tank Technologies & Supply Co, LLC

**1.888.428.6422**

- Portable Restroom Service Trucks
- Septic, Grease & Grit Trucks
- Slide-In Tanks
- Pumps, Parts & Accessories

TANKTEC USES FLOWMARK FOR:  
FACTORY BUILT TRUCKS  
IN STOCK TRUCKS  
IN-HOUSE FINANCING  
**FLOWMARK**  
VACUUM TRUCKS  
AUTHORIZED DISTRIBUTOR





"Equipment for the Business,  
from people in the Business!"

**Call  
814-933-0927  
for our full  
inventory list!**



306 Runville RD.  
Bellefonte, PA 16823  
814-933-0927  
www.RobinsonTanks.com  
info@RobinsonTanks.com



**2015 Peterbilt 337**

- 2000 Gallon Aluminum Tank
- DC10 Washdown Pump
- 1500 Waste x 500 Fresh
- Spring Rewind Hose reel
- Fruitland 250 Vacuum Pump
- Dual Service

**\$110,100**



**2015 Peterbilt 337**

- 2500 Gallon Aluminum Septic Truck
- Paccar PX9 engine, 300 HP
- Two to choose from (1) Auto, (1) 6 Speed
- NVE 607P Vacuum Pump
- (3) Toolboxes
- 3/16 Polished aluminum hose trays

**Call for Pricing**

**Multiple Slide-in Tanks  
in Stock**



- Multiple capacities & layouts to choose from
- Multiple pump options
- Single & two compartment options

**Prices starting at \$7,995!**



**Screenco  
Systems**

208-790-8770  
www.ScreencoSystems.com  
sales@screencoSystems.com



**NEW PRODUCTS**

Equipment that really works, built by industry professionals



**MINI DUAL SCREEN  
PORTABLE RECEIVING  
STATION**

- Same Great Design, Ships Truck Freight
- Easily Fits In Pickup For Transport
- Small Footprint, Big Results
- Dual Screen Design • Patent Pending

500 GPM



**TRUCK TOW BEHIND PORTASCREEN SPREADER**

- Doubles As Screener Spreader & Mobile Septic Receiving Station
- Clean Up Your Land Application Site
  - Dual Fan Spreaders
  - Never Hand Pick Trash Again



**TRIPOD LID &  
PUMP LIFTER**

- Only Weighs 28 lbs.
- Heavy-duty Aluminum Construction
- Available in 4-5-6 ft Models
- Lifts Stubborn Tapered Lids
- Folds to fit on hose deck
- Max load 600 lbs.
- Saves back injuries
- Auto brake winch



**HOSE RACKS**

- Stack 5 Hoses Along the Truck Tank
- Keeps Deck Space Free for Tools
- Easily Bolts to Hose Deck



**HANDLE-TECH  
Hose & Pipe Handles**

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

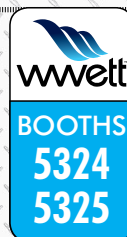
Authorized  
Distributor



**MAXI SCREEN PORTABLE  
SEPTIC RECEIVING  
STATIONS**

Aluminum &  
Stainless Construction

- Affordable • No Moving Parts
- Screens That Really Work
- Gravity Off-Load At 500 GPM
- Dual Screen Design • Patent Pending



**Coming  
Soon**

**GRIT ELIMINATOR**

- Removes grit from flow stream
- Keeps onsite storage grit free

**MEGA DUAL-SCREEN PORTABLE  
RECEIVING STATION**

- 40.5 sq. ft. of screen • Off-Loads at 1200 GPM



NOW, 3 GREAT WAYS TO CONTROL ODORS IN PORTABLE RESTROOMS.

# Toss it.

Clean and easy to handle dry toss packets

# Pour it.

Super concentrated liquid deodorant

# Strap it.

NEW! Powerful waterproof 60-day air freshener straps

**Meet the Surco® odor control triple threat.**

Choose convenient Potty Fresh Plus® Dry-Toss packets or Potty Fresh Plus® XL liquid concentrate for powerfully-effective portable restroom odor control. Add new Fresh Straps™ waterproof 60-day air fresheners for the ultimate triple threat odor protection.



Surco Products | RIDC Industrial Park, Pittsburgh, PA 15238  
[www.surco.com](http://www.surco.com) ☎ 800-556-0111 📞 412-252-7000



Copyright 2015 Alpha Aromatics





# T&T Tools, Inc.

Fax: 800.521.3260

Email: sales@mightyprobe.com

# 800.521.6893

www.MightyProbe.com



Call for a FREE Catalog

Call for a FREE Catalog

### HOOKS...

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

### PROBES...

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



## PUMP DISTRIBUTOR

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

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



### BASE TANKS INCLUDE:

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

#### BASE TANK PRICING

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



# 800.364.7307

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





# URBANO IS THE VERY DEFINITION OF TALKING SOFTLY & CARRYING A BIG WRENCH.

Because building tough reliable trucks  
takes tough reliable people.

Urbano knows everything about a Vac-Con truck, because he's been working on them – quietly – for 14 years. Urbano lives out “more power to you” every day. It's not just our tagline, it's in everything we do: our technology, our culture, and our leadership. Yes, our trucks are engineered to be powerful, but they're also built by smart people who keep the end-users in mind. They give you a machine that gets the job done. **GO ON-LINE TO LEARN MORE.**

**VAC-CON.COM**

 **BOOTH  
1190**



**VAC-CON**  
MORE POWER TO YOU

VAC-CON IS A SUBSIDIARY OF HOLDEN INDUSTRIES, INC., A 100% EMPLOYEE-OWNED COMPANY

A HOLDEN INDUSTRIES Company





Erik Gunn is a business writer in Racine, Wisconsin.

# What Happens To a Family Business When Mom and Pop Divorce?

Incorporation and charting a clear ownership path from the start could help protect your company when a personal partnership ends **By Erik Gunn**

**W**hen we start a business, we naturally hope that it will succeed and grow. And when we get married, we expect it to last forever.

Social scientists tell us the widely held belief that “half of all marriages end in divorce” is way overstated; there’s even some evidence that divorce rates are falling. But you need only look around — not just at the newspaper headlines, but to your own circle of acquaintances — to see that for many couples, there’s no fairytale ending.

So if divorce happens to you, how can you best manage the outcome where your business is concerned? Scott Downing, a Dallas family law attorney who advises small-business owners, shares his general advice on the matter.

## LARGEST ASSET

A family-owned business “can often be the largest asset in somebody’s estate,” says Downing. So if there’s conflict over dividing property in the divorce, it’s likely to be at the forefront.

How it plays out can depend on several questions of fact. Was the business formed before or after the marriage? What sort of business structure surrounds the organization — and has that changed at some point in time? And how do the laws of your state treat the property of either spouse or of the couple?

In many states, “ownership” is based on a long-standing principle of common law: whose name is on the deed, title or other property registration document. If only one spouse is listed, that spouse is the owner.

Nine states — Arizona, California, Idaho, Louisiana, Nevada, New Mexico, Texas, Washington and Wisconsin — have “community property” laws. Each member of the couple has an equal interest in income earned by either spouse during the marriage and almost all property purchased during the marriage — regardless of who actually bought it. The same holds true for debts that either or both members of the couple incur during the marriage.

## TIMING

That’s where the question of timing comes in. In a community property state, a business owner who subsequently gets married retains personal

ownership of the business in the event of a divorce, Downing says — so long as the basic ownership structure of the business hasn’t changed.

But if the business was started after the marriage, the law grants the spouses joint ownership. Dividing that ownership then becomes part of the divorce settlement process.

That shouldn’t mean the actual business assets get divided — one gets the service vehicles and the other gets the office and shop. Under a commonly held “entity theory” of business, the married couple owns partnership units or stock in the company. “They don’t actually own the underlying assets,” Downing explains.

That’s just one more reason to go through the steps of incorporating the business startup. Then, Downing says, you should stick with that structure or character: A major change in the character of a business can vastly complicate the question of who owns it and how it might wind up being divided.

## FAMILY AFFAIR

Many small businesses truly are a family affair, which can be both a blessing and a bane. When divorce occurs then, “courts typically don’t want to keep a true mom-and-pop shop in business together,” Downing points out. “Usually the situation works out that the court will award one spouse or the other that company.” The spouse who gets “custody” of the business may have to pay the other spouse for his or her interest.

“That’s where you get into, for example, business valuation,” Downing says. “It’s extremely important for someone who owns a small business to hire an attorney and experts who understand business evaluation.”

Set the value too high and the owner going forward can’t pay for the buyout out of cash flow. “That can be a real danger to the ongoing activities of the business. You’re killing your operating income, the reserves, everything else,” says Downing.

If the court sets the value too low, however, the spouse being bought out “might be walking away with very little compared to the ongoing value of the business.”

Another complication is almost endemic to most small businesses even though it’s against the advice of every professional business advis-

“ Courts typically don’t want to keep a true mom-and-pop shop in business together. Usually the situation works out that the court will award one spouse or the other that company.”

**Scott Downing**



**Odor Problems**

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

— THE ORIGINAL —

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

er out there. “Smaller businesses tend to run a ton of personal expenses through the company,” says Downing.

That makes it harder to disentangle the finances of the marriage from the finances of the business, which “is really probably the livelihood for the marriage,” he says. It may also complicate the question of who actually owns it as an asset to be divided in the divorce.

**COMPETITIVE THREAT**

In some cases, both spouses fight over rights to keep the business. That could lead to a court ruling awarding the business to one or the other party. Whoever wins that fight and gets the business “needs to have a game plan coming into that,” Downing says — especially if he or she hasn’t been as involved in running the company as the other spouse.

And nothing stops the loser in the battle from setting up a competing business, he points out. For the “winner” who was less involved, the victory could be hollow, especially if a big part of the value in the business grew out of the “loser’s” goodwill: a network of contacts, customers, suppliers and industry knowledge that can be leveraged into a new, competing company.

If you maintain control of the business after divorce, however, don’t expect to be able to impose a noncompete clause, Downing says. Within reason, courts don’t want to interfere with the spouse’s ability to make a living after the breakup.

On the other hand, if the couple comes to a negotiated settlement about distributing their assets, it’s easier to put a noncompete restriction in place. “If you do a settlement, everything’s on the table.”

**ADVANCE AGREEMENTS**

The potential for problems raises another question: Should a business owner who marries get a prenuptial agreement?

Theory might say “yes,” but in the end, Downing points out, theory and reality don’t always see eye to eye.

“A prenuptial agreement is so personal it’s almost on a case-by-case basis,” he says. “Some people refuse to sign them. You can insist on a prenuptial agreement, but you might lose your future husband or bride over it.”

Instead, the more practical course of action is to make sure the business is properly incorporated, that the ownership structure of the stock is clean and clear, and that you have an accurate and reliable valuation of the firm. ■

**EXPLORER Trailers**

**HANDWASH STATIONS**  
**EVENT & JOB SANITATION • VERSATILITY**

*Our handwash unit is designed as a self contained system which allows outdoor crowds to have easy access to warm water.*

- Stainless steel counter tops & sinks
- Self-closing water saving faucets.
- Soap & towel holders.
- Hot water heater & pressure tank
- Large fresh & gray water holding tanks.
- Commercial trailer chassis
- Paint and branding options available.
- Locking utility cabinet with diamond plate doors
- Mirror & Lighting accessories available



**WWETT16**  
**Visit our booth 5357**

**COMFORT STATIONS**  
**CONTRACTOR GRADE • JOB SITES & SPECIAL EVENTS**



- Fully self-contained
- Low floor height - easy access
- Carbon steel outer shell
- Fabricated steel frame
- Dedicated utility room
- Heated and /or air conditioned
- Commercial trailer chassis

Contractor 2-Unit

**PORTABLE TOILET TRANSPORTERS**  
**QUALITY CONSTRUCTION • BUILT FOR SAFE DELIVERY**

Explorer improves transport safety by directly securing toilet skids to the specially designed carrier slats on the trailer bed.



Manufactured By: <b>McKee Technologies</b> Elmira, ON	<b>Columbia Sanitary</b> Golden, CO (303) 526-5370	<b>Plumas Sanitation</b> Portola, CA (530) 832-0370	<b>Satellite Industries</b> Minneapolis, MN (800) 328-3332
<b>Island Johnny LLC.</b> Shelton, WA (306) 426-6697	<b>Steve Baie Ent.</b> Apopka, FL (407) 814-2396	<b>Ted Hoover</b> Crossfield, AB (866) 587-7262	<b>Tom Woyt</b> Jacksonville, TX (903) 586-6493

**Explore the Finest in Sanitation!**

*Portable Toilet Transport, Comfort Stations, Handwash Stations, Drinking Water Stations*

**explorertrailers.com**  
**1-866-457-5425**



# Affordable BUILT to ORDER



- Nobody knows your equipment needs better than you do.**
- We build equipment for customers in Septic, and Portable Restroom Service, Grease Collection, and Oilfield Water/Mud Clean Up.
  - Bare tanks to full open doors. Tank Kit ship-outs or complete tank-to-truck installation.
  - With our Built-to-Order process, customers are kept connected during each stage of manufacturing.



**Production Progress Photos  
Detailed Worksheets  
In-House 3-D Cad Design**

No surprises when your equipment is delivered.



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

800-545-0174 309-932-3311  
1105 SE 2nd Street Galva, IL 61434  
www.vaxteel.com



Check on Available stock tanks 2300,2500 & 3360



**THE GOLD STANDARD  
OF RESTROOM TRAILERS**

**BT BLACK TIE PRODUCTS**

WE ARE EXHIBITING AT THE  
**WWETT Show 2016**  
INDIANAPOLIS, IN

**BOOTH #  
2130**

**CALL US:**  
**877.253.3533**

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

## CARRY THE BEST

**Offer the CCLS Family of Products**

**CAPE COD BIOCHEMICAL CO.**  
**800-759-CCLS**

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

**Green Products for  
Septic Professionals  
Since 1976**





Designed, Machined & Assembled in the USA



**Electric Powered**  
Ideal For Grease Trap Service

# ProVac

Industrial Pumpout System  
**Rugged & Reliable**



**PROCHOCK - TRANSPORT HOLD DOWN**



**Gasoline Powered**

**Check Us Out - Booth No. 5124 at the WWETT Show**



**SDS 6 BELT DRIVE (115 CFM)**



### Pump Accessories



**PROVAC 3 BELT DRIVE (35 CFM)**



**SDS 6 DIRECT DRIVE (115 CFM)**

### PUMPS AND PUMP PACKAGES - 35 THRU 230 CFM Belt Drive & Direct Drive



**PROVAC 3 DIRECT DRIVE (35 CFM)**



**SDS 12 BELT DRIVE (180 CFM)**



**SUPER 6 DIRECT DRIVE (70 CFM)**



**SUPER 6 BELT DRIVE (70 CFM)**

**Westmoor Ltd.**  
906 West Hamilton Ave  
Sherrill, NY 13461



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



Maryland septic service professionals Rolfe and Robyn Garrett spend their weekends traveling to competitive outdoor cooking events

By Judy Kneiszel



Maryland septic service professionals Rolfe and Robyn Garrett are weekend warriors on the barbecue competition circuit. (Photos courtesy of Rolfe Garrett)

# They're Masters of the Pit ... the Barbecue Pit

**R**olfe and Robyn Garrett enjoy new challenges. In 2003 they took on a new challenge professionally when they founded Robyn's Septic Service. More recently the Forest Hill, Maryland, couple took on the challenge of a new hobby: competitive barbecue.

The couple is known in the barbecue circles throughout the Southeast as Rockin' Robyn's Competition BBQ Team. They compete in at least a dozen Kansas City Barbeque Society (KCBS) sanctioned events each summer and are frequently top finishers in the society's four meat categories as well as overall. In KCBS competitions, every team must provide an entry in the categories of beef brisket, pork, ribs and chicken.

"When we go into something, we go into it all the way," Rolfe Garrett says. "We immersed ourselves in reading and studying and did a lot of

research on the Internet. We made a lot of mistakes at our first contests, but we learned from our mistakes."

The Garretts took the same approach when he transitioned from the automotive industry to the liquid waste business, studying the industry and learning from experience what would make them successful.

"Our business model has evolved, with the bulk of our business now in the consulting and inspection areas," Garrett says. "We still have a thriving pumping operation and continue to perform repairs and installations. Plus we have become one of the leaders in our area for real estate transfer inspections and provide training classes to real estate professionals."

After 13 years, Garrett says he and Robyn still love the business and are happy they work together every day – so happy they had no qualms about spending even more time together by hitting the road and traveling to barbecue competitions together on weekends.

Officially, Garrett's title is pit master. His brothers, Randy and Rodney, round out the team as operations manager and head of security. Robyn is the assistant cook and team manager.

The Garretts travel with a tricked-out air-conditioned prep trailer also outfitted for sleeping while on the road with their smokers.

For a typical weekend competition, teams arrive and set up on Friday morning. They start cooking beef brisket and pork on Friday evening and it cooks throughout the night. On Saturday they cook the ribs and chicken.

"We'll leave late on Thursday in order to be at the competition on Friday morning," Garrett says. "We set up and do the trimming of our meat so we can start cooking Friday night at 10 p.m."

Sleep is not a priority on contest weekends, but the Garretts do try to get a bit of shut-eye.

"We designed it so we have a queen-size AeroBed (air mattress) in the



(continued)





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

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

*Products that last,  
Quality that outperforms*

## Septic Trucks



## Combination Hydrovac Trucks



*Equipment that works  
as hard as you do*

## Industrial Vacuum Trucks



## Slide-in Tanks



**SCHELLVAC EQUIPMENT INC WHERE QUALITY IS KING**





**Left:** The Garretts keep a clean prep area inside their trailer.

**Below:** Rolfe Garrett gives a demonstration during a whole hog cooking competition.

front of our trailer,” Garrett says. “A lot of people sleep outside in cots or in chairs, but I’m not going to let my bride sleep like that.”

After about four hours of sleep, the Garretts get up and get cooking again.

“Part of the fun and challenge is to manage the cook overnight,” he says.

The trailer the Garretts take to competitions was added to their corral of equipment that includes a Ford F-800 vacuum truck with 2,400-gallon tank and Harben jetter from Abernethy Welding & Repair, two General Pipe Cleaners portable jettors, UEMSI pipe camera system and a Prototek locating system.

Garrett says the trailer was designed and built specifically to meet all their needs when they are at a competition. In addition to the bed, there is a table and cabinets to store barbecuing supplies, and room for the cookers during transport.

“We cook on Weber Smokey Mountain Cookers,” he says. “It’s a cooker you can buy at Home Depot – nothing fancy.”

For the low, slow cooking of the pork and brisket, the Rockin’ Robyn’s team uses a Backwoods Smoker.

Garrett says some teams come to the competitions with much pricier equipment than he and Robyn, but he’s satisfied with his team’s setup.

“We’ve developed such an accuracy with our equipment we’re reluctant to change,” Garrett says. “It’s the cook, not the cookers.”

Garrett says in competitive cooking, timing is everything.

“Over the years we’ve developed a regimented way of doing things,” Garrett says. “Everything has to be timed perfectly for the predetermined meat turn-in times early Saturday afternoon.”

Turn-in and judging are followed by an awards ceremony, as teams are competing for trophies as well as cash prizes. And while it’s nice to win,



**Above:** Rolfe Garrett preps some delicately smoked meat for the judges.

**Right:** Presentation is key to winning over barbecue judges. Pork ribs must be placed perfectly on a bed of greens.



the Garretts won’t be leaving the pumping business any time soon. It is, however, the nature of that business that allows them to pursue their hobby.

“Sometimes Robyn gets the sauce going during the week between answering business phone calls,” he says. “These contests would be difficult for people with regular full-time jobs. You need the flexibility you have with owning a business.”

While the judges only taste a small portion of the meat that is cooked at a competition, the food doesn’t go to waste. In fact, lots of people, including their customers and business contacts, benefit from the Garretts’ barbecue passion.

“We feed everybody. ... We pass it around,” Garrett says. “Sourcing good meat takes a lot of time and it’s a huge expense, but it’s worth it because so many people enjoy it.”

Sometimes – especially during football season – the Garretts share their barbecued bounty with family and friends. Other times they give it to people they don’t even know.

“We love to send to a veterans home in the area, so it’s doing some good for people,” Garrett says.

Because inspection and repair has become the Garretts’ niche in the septic industry, they work with a lot of Realtors.



**In The Round Dewatering** Patent Pending

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

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

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

wwett BOOTHS 2361-2362



"Realtors know we do this and are happy to work around our schedule during the competition season," Garrett says. "So when we do real estate training sessions, we'll bring a barbecue lunch for them. We use our hobby to treat our customers."

Friends and fellow cooks celebrate a victory by Rolfe and Robyn Garrett after a competition.

The competitive barbecue season starts in early to mid-April and goes through the end of October. The Garretts participate in a contest every three or four weeks during the season.

"We did 16 contests in 2015," Garrett says. "That's the most we've ever done, but once you get the bug, you want to do more each year."

The highlight of the 2015 season for Rockin' Robyn's Competition BBQ Team was the Sam's Club National BBQ Tour Finals in Bentonville, Arkansas.

"We had a great cook, coming in 21st out of 50 among the best in the country, and we took seventh place in the brisket category," Garrett says of the October event. "We were very proud of our first trip to a national event. The competition was extremely skilled, so we felt we did a great job."

Garrett says while he and Robyn have won their share of prizes, what they've really gained is a lot of friends.

"It's a very, very strong community even though it's a competition," Garrett says. "It's not antagonistic or cutthroat; the only thing that makes us happier than winning is seeing our friends win. When someone does well, the other people who do it know how hard it was. We try to be a mentor and help other folks do well." ■

**The only thing that makes us happier than winning is seeing our friends win. When someone does well, the other people who do it know how hard it was. We try to be a mentor and help other folks do well.**

- Rolfe Garrett

# Wallenstein

## vacuum - pumps

Extra Wide Vanes, Low RPM Operation, Longest Service Life, Easy Maintenance, Rugged Castings, Precision Machining, Quality Bearings, Better Performance

**151 SERIES**  
80 CFM

**202 SERIES**  
115 CFM

**302 SERIES**  
165 CFM

**403LN SERIES**  
220 CFM

**553 SERIES**  
275 CFM

**753LN SERIES**  
420 CFM

**1054LN SERIES**  
500 CFM

**1604LN SERIES**  
800 CFM

**2106LN SERIES**  
1000 CFM

**SANITATION**  
Reliable commercial duty in a compact package

**SEPTIC SERVICE**  
Heavy Duty truck mount vacuum solutions

**NEW**  
753 LARGER OFF LOAD VALVE

**INDUSTRIAL**  
For the largest vacuum tanks & loading lines.

Depended on by thousands.

**LN LIQUID NORMALIZED**  
LIQUID COOLED IN SUMMER;  
LIQUID WARMED IN WINTER.

**EM** elmira machine industries inc.

1-800-801-6663  
wallenstein.com

**WVETT16**  
Visit us at Booth 5367

**ATTENTION!**

- OEM Tank Builders
- Chassis Upfitters
- Valve Distributors

▣ Lever Gate ▣ Stem Gate ▣ Ball Valves ▣  
 ▣ Vacuum/Pressure Relief ▣ Sight Eyes ▣  
 ▣ Floats ▣ Tank Safety Components ▣

**RIV**  
We supply North America with the largest selection of high quality Bass Valves by RIV



# SEASONS CHANGE - DEDICATION DOESN'T

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



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

**800-589-5254**

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



**EseP™** The Trap Grease Solution <sup>SM</sup>

Let us solve your trap grease headaches.



Convert as-pumped trap grease into *low-water, low-odor, solid* brown grease — **without additives!**



(269) 271-4977  
www.recovere.biz  
sales@recovere.biz



# POLAR

SERVICE CENTERS

► Over 30 Locations Nationwide



**3,600 gal tank installed on a New Kenworth T300**

- PX9 345 hp
- Allison 6-speed
- Moro pump
- 6" piping

Cherry Hill, NJ  
James 610-295-2202 (East)  
Kevin 320-250-3827 (West)



**2,500 gal tank Ready to install**

Houston, TX  
Coby 864-909-1779



► Parts & Service Available

www.PolarServiceCenters.com



# ⊕ Performability

Experience better performance and higher efficiency with industry-leading hose innovations like the **Velocity™ Water Transfer Hose** from ContiTech®. Its clear PVC construction allows for visual confirmation of water flow and/or blockage. Plus, its heavy-duty, flexible, abrasion-resistant design allows for easy dragging and enhanced durability in the most demanding applications and environments.



To learn more about ContiTech hose, please call 800.235.4632 or visit [www.contitech.us](http://www.contitech.us) to find a distributor near you.

**ContiTech**



# WE SELL HOSE & EQUIPMENT



wwelt  
BOOTH  
3032

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

**MRP**  
MILWAUKEE RUBBER PRODUCTS

**Kanaflex**  
FLEXAUST PLASTIFLEX  
Hose System Solutions

**Jurop**  
SOUTH AMERICA

**mo**  
EXCES

**©**

**M**

**UGAFK**

**PIRANHA**  
HOSE PRODUCTS

**PLASTIFLEX**

**OXON**

**EAT-N**

**Parker**

**BW**  
Technologies

**NVE**

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

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



**VANTAGE**  
TRAILERS, INC.

29335 Hwy 90 Katy, TX 77494  
800-826-8245 [VantageTrailer.com](http://VantageTrailer.com)

wwelt  
BOOTHS  
1011, 1055



Vacuum transports, Bobtails for Grease, Septic, Environmental Services

## DEWATERING BELT PRESSES CENTRIFUGES

Mobile  
Self-Contained



Tech. Support

SALES • LEASING • RENTALS



**Fergus Power Products**

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

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

**(800) 243-7584**

Beyond buckets and blades.

**digDIFFERENT**

**FIND OUT HOW.**

FREE subscription at [digdifferent.com](http://digdifferent.com)







# TRANSPORT TRUCK SALES, INC.

Ask for Scott or Frank – 888-395-7551

After hours call Scott at 816-590-4076

**NEW**



**NEW 2015 Kenworth 270**, PX-7 240 HP, auto, Exhaust brake, alum. wheels, **NEW** 2000 gallon portable toilet tank, **NEW** Masport HXL-4 Vac pump, toilet carrier.  
**\$99,500**



**2007 Freightliner M-2**, Cat 210 HP, 6 spd, AC, low miles, NON CDL, **NEW** 1850 gallon steel vac tank, **NEW** Jurop PN-84 vac pump  
**Call For Pricing!**  
**2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY**



**(2 Identical) 2007 Freightliners**, Cat 210 HP, 6 spd, AC, low miles, **NEW** 2300 gallon steel vac tanks, **NEW** Jurop PN-84 vac pumps  
**Call For Pricing!**  
**2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY**

**NEW**



**NEW 2015 Dodge 5500**, Cummins 325 HP, auto, **NEW** 1250 gallon portable toilet tank, **NEW** Jurop PN-33 Vac pump.  
**\$78,500**



**2009 Sterling LT-9513**, Cat 350 HP, Jake, 10 spd, 20# lb fronts, double framed, full lockers, **NEW** 4200 gallon alum. vac tank, **NEW** Masport 400 Vac pump.  
**Call For Pricing!**  
**2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY**



**2006 GMC C-7500**, Cat 190 HP, 6 spd, AC, low miles, NON CDL, **NEW** 1850 gallon steel vac tank, **NEW** Jurop PN-84 vac pump  
**Call For Pricing!**  
**2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY**



**2007 Mack CX613**, Mack 380 HP, 10 spd, Jake, AC, **NEW** 3400 gallon steel vac tank, **NEW** Masport 400 liquid cooled vac pump.  
**Call For Pricing!**  
**2-YEAR 200,000 MILE DRIVE TRAIN WARRANTY**



**2005 International 7600**, Cummins 385 HP, low miles, jakes, 10 spd, 20# fronts, **NEW** 3300 gallon steel vac tank, +250 gallon fresh water tank, Full hoist, Full Open Rear door, **NEW** NVE 866 Liquid Cooled pump 500 CFM  
**Call For Pricing!**



**2007 Freightliner M-2**, Cat 250 HP, 9 spd, AC, **NEW** 2500 gallon alum. vac tank, **NEW** R-260 Jurop Razor Pak.  
**Call For Pricing!**  
**2-YEAR 100,000 MILE DRIVE TRAIN WARRANTY**

**Delivery Available Anywhere in the Lower 48!!**

**www.TransportTruck.com**





# Rotterdam Septic Systems

Rotterdam Junction, New York

Owner Lawrence Ross added this green and white 2014 Peterbilt 365 with a 4,250-gallon aluminum tank and Moro PM80W vacuum pump from Imperial Industries. The truck is powered by a PACCAR MX-13 455 hp engine tied to an Eaton-Fuller eight-speed transmission. The truck has a 3-inch intake and a 6-inch dump valve, rear sight glasses at 500-gallon intervals starting at 1,000 gallons, lowered rear hose hook for easy use, and top and rear hatches for access. Features include air-ride cab and chassis, aluminum wheels, fuel tank toolboxes, power windows, and Bluetooth connectivity. The truck was hand-lettered by Arnold "Speedy" Niedhammer. It is used mainly for residential septic and commercial grease trap service. The driver is Matthew Ross. ■

## SHOW US YOURS!

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

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

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

**chempace** corporation  
Our New Green Movement Has Begun!

bioForce™ Packets  
Residential Septic Maintenance Solution

**SAME QUALITY SEPTIC SOLUTION!**

**COMING SOON! NEW! PACKAGING**

**New Features!**

- Strong, High Quality Storage Container
- 100% Recyclable
- Faster Shipping Time
- Price Freeze for 2 Years

**Plus!**

- Same QC Certified Bacteria
- Same Private Labeling Program
- Same Excellent Customer Service

100% BIODEGRADABLE ENVIRONMENTALLY FRIENDLY

10% Off First Order

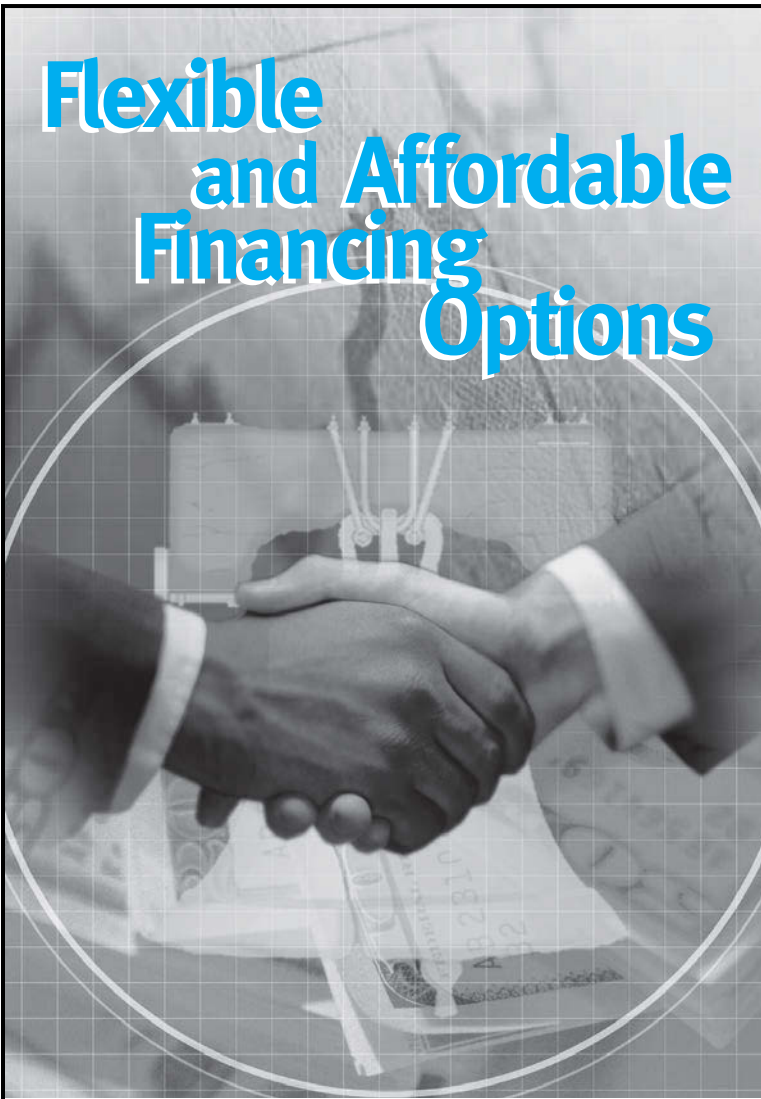
800-423-5350

www.CHEMPACE.com

BOOTH 3016



# Flexible and Affordable Financing Options



## Financing for New and Used Equipment:

Trucks                      Tanks  
Trailers                     Toilets  
Cameras                    Jetters

also Computer Hardware & Software



7 Church Road Hatfield, PA 19440  
Phone: 800.422.1844 Fax: 888.883.9380  
Visit our website: www.libertyfg.com



**COMMERCIAL EQUIPMENT FINANCING**  
**CALL 800-422-1844 EXT. 112**

# VACUTRUX septictrux INNOVATION



### Features ...

- QUALITY TANK CONSTRUCTION - PRIME CARBON STEEL
- INTERNAL SURGE BAFFLE DESIGNS, HEAVY DUTY TANK SUPPORTS
- RUBBER FRAME MOUNT PADS - SPRING BOLT DOWN SYSTEM
- POWERFUL WALLENSTEIN VACUUM PUMPS TO 800 CFM
- AIR SHIRT PTO WITH HYDRAULIC VACUUM PUMP DRIVE
- PROVEN VACUUM COMPONENTS, PRIMARY, SECONDARY
  - OIL CATCH MUFFLER WITH HIGH LEVEL EXHAUST
  - REAR CLEAN OUT DOOR - LIQUID LEVEL SIGHT EYES
  - 6" DISCHARGE PORT, BRASS STEM VALVE
  - 4" LOAD PORT, BRASS LEVER VALVE
- ALUMINUM / STEEL / CARBON ST HOSE TRAY FENDERS
- ALUMINUM / STEEL / CARBON ST TANK PROTECTORS
  - FRAME MOUNTED TOOL BOX
  - STRUCTURAL STEEL REAR BUMPER
  - VAPOUR PROOF HARDWARE
  - COMMON GROUND LIGHTING
- EXTERIOR BLAST WITH AUTOMOTIVE EPOXY/ENAMEL FINISH



**WWETT16**  
Visit us at Booth 6306



Vacutrax is a registered Motor Vehicle Dealer  
& Certified Final Stage Manufacturer.

**1-800-305-4305**

**WWW.VACUTRUX.COM**

**MAXIMUM SERVICE  
MAXIMUM VALUE**  
from the **Leaders  
in Vacuum**

PDST\_ST\_half\_116





# Quality Used Trucks Available for Immediate Delivery



### 2015 Predator LVT Truck ID #E0223

- Cummins 350HP
- RCF500 Rotary Vane Pump - 350 CFM
- Hyd. dump body
- 4" pressure and vac piping
- Primary & secondary shutoff
- 4" inlet, self closing Betts valve
- 6" discharge, self closing Betts valve
- Liquid level indicator
- Isolation valve
- 50 gallon hyd. tank



### 2009 Mack GU173 with 2009 Vactor 2115 Truck ID #06684

- Mack engine with 365 horsepower
- Eaton Fuller RTO-14908LL transmission
- Mileage: 3,600
- Roots 824 blower 16" vacuum
- 80 GPM @ 2500 PSI Vactor Rodder Pump
- 1500 gallon water tank
- 8' telescoping boom with work lights
- Telescoping/rotating hose reel w/ 500' rodder hose
- Fold-down pipe racks



### 2005 International 5600I with 2013 Guzzler CL | Truck ID #50572

- ISM 320V engine has been rebuilt
- 385 horsepower
- Eaton Fuller transmission
- 49,390 miles with 5,064 engine hours
- GVWR: 66,000
- 18 yard payload capacity
- 5300 CFM 28" vacuum blower

©2015 FS Solutions Group

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

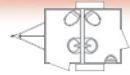
## Comforts of Home Services, Inc.

### LUXURY TRAILER SALES



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

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



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



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



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



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

See our website for more layouts and options.

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

Good Pricing And High Quality  
Decals Get Us In The Game.  
Exceptional Customer Service  
Wins Every Time.

**ScreenTech**  
IMAGING  
a division of Roeda Signs, Inc.

sanitationgraphics.com  
800.829.3021

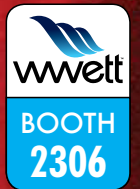






# Doubling Down in 2016!

The next innovation from PolyPortables...



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



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







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

# What Role Should Pumpers Play in EPA Efforts?

When we understand the basics of decentralized wastewater management, we can help septic system users become good environmental stewards **By Jim Anderson, Ph.D.**

For almost two decades we have heard the term “decentralized wastewater management” talked about by the U.S. Environmental Protection Agency (EPA) and multiple national organizations and associations involved with planning, design, installation and servicing of onsite sewage treatment systems. It is the very core of our industry. Yet I continue to field questions about what the term means and the implications it has for our day-to-day businesses.

It is hard to place an exact date on when this term was introduced, but a good starting point is 1997 and the EPA's response to Congress about the benefits and barriers to implementing an onsite wastewater management program. At the same time, the federal agency published a document with information about the impacts of decentralized systems, the need for management, and a set of five model management programs. These efforts changed the face of our industry and gave it a legitimacy to be viewed as a long-term solution to wastewater treatment needs for communities.

These guidelines were met by some controversy, however, as they seemed to overlook independent pumpers and service providers by calling for entities such as cooperatives to be involved in the implementation of management programs. For those of us who were around, it took a significant effort to have independent companies viewed as potential contributors to the types of management programs described in the EPA documents.

Efforts have led us to where there currently are more than 17 organizations and agencies working with the EPA under a memorandum of understanding (MOU) to further the use of onsite systems to meet wastewater treatment challenges. This partnership and effort means independent companies are viewed as an integral part of the solution and, as a matter of fact, some of those companies are routinely mentioned as being examples of efforts that work.

## HOW WE FIT IN

So what is the definition of decentralized wastewater management? It simply reflects the reality of what we do every day. It is taking care of dispersed individual onsite systems as well as cluster systems for groups of houses, resorts or small communities. Taking care of these systems is what we do; so in fact at some level we are doing decentralized wastewater management.

As the EPA looks at this, it sees not only the opportunity and a viable solution, but it also sees some of the potential problems with using a decentralized approach to supply wastewater treatment needs in some commu-

nities. It sees the need for each region to evaluate needs based on the type of community the residents want to see in the future, and then match those needs with the approach that protects public health and the environment.

So, the message is that when your community begins to plan wastewater infrastructure for the future and you feel that a decentralized approach is good for your community, you need to be involved as a voice that highlights the positives for the community and a part of the solution to take care of those needs in the future.

The decentralized approach includes the following benefits:

- Reduces costs for repairs, operation maintenance and replacement.
- Extends the life of individual systems.
- Improves treatment performance.
- Increases the reliability of the systems to keep operating.
- Provides satisfaction among homeowners because they are protecting the environment and public health, while having a lower-cost system that will operate for years into the future.

Potentially raises property values once all systems in an area are brought up to current standards and are being regularly cared for through a management plan.

The EPA addressed this issue because it saw too many instances where there was a lack of management programs, and homeowners were relied on to assume full responsibility for operation and maintenance of systems. In this scenario, systems are not cared for properly and over time will not perform as intended, causing problems. Further, with homeowners unaware of how systems are supposed to work – and the dangers present with opening or entering septic or pump tanks when there is a problem – the availability of competent service providers is key to avoiding tragedies where a homeowner dies entering a septic tank or cesspool.

The EPA addressed this issue because it saw too many instances where there was a lack of management programs, and homeowners were relied on to assume full responsibility for operation and maintenance of systems. In this scenario, systems are not cared for properly and over time will not perform as intended, causing problems. Further, with homeowners unaware of how systems are supposed to work – and the dangers present with opening or entering septic or pump tanks when there is a problem – the availability of competent service providers is key to avoiding tragedies where a homeowner dies entering a septic tank or cesspool.

## EDUCATION IS KEY

In the EPA's vision of management, there is a continuing need to educate homeowners about proper onsite system care, while at the same time making sure service providers are properly trained and equipped to provide necessary maintenance.

Next month I will explore the five levels of management described by the EPA, and later in the year I'll revisit how service providers fit into the decentralized management approach and can best help their clients care for their systems. I would like to hear your stories of how management works in your community, not only the good aspects but where there are problems as well. ■



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

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



## 2016 Peterbilt Model 337 with 2,500 gallon vacuum tank

PACCAR PX-9 330 HP engine, Allison 3000 RDS-P transmission, Dana 12k front/21k rear axles. 2,500 gallon Pik Rite steel tank with Masport HXL 400 pump. Several units in stock.



## 2015 Peterbilt Model 348 with 3,600 gallon vacuum tank

PACCAR PX-9 350 HP engine, Allison 3000 RDS-P transmission, Dana 20k front/40k rear axles. 3,600 gallon Pik Rite epoxy-lined steel tank with Masport HXL 400 pump. Stock numbers 393881 and 393983.



## Used 2011 Peterbilt Model 388 with 4,700 gallon vacuum tank

Caterpillar C-15 475 HP engine, Eaton Fuller 18-speed transmission, Dana 20k front/46k rear axles, Peterbilt Air Trac suspension, pusher axle, 359,000 miles. 4,700 gallon Pik Rite epoxy-lined steel tank with Masport pump. Stock number 279589.



## Used 2011 Peterbilt Model 365 with 4,700 gallon vacuum tank

Caterpillar C-13 470 HP engine, Eaton Fuller 8LL transmission, Dana 20k front/46k rear axles, pusher axle, varied mileage. 4,700 gallon Pik Rite epoxy-lined steel tank with Masport pump. Stock numbers 88409 and 88411.



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

# 877-661-4511



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



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

©2015 Rush Enterprises, Inc. All Rights Reserved. File: 7722-0715 RRS Pumper magazine ad



# "Bobtail with VOC in stock"

**Trailers & Bobtails In Stock!**



**Call for quotes**  
Tanks can be shipped

**Introducing The GVS Liquid Ring Unit**



**In Stock!**



- DOT 412 Code Unit, Full Tilt/Full Open
- 3000 USG Capacity Debris Body (We can custom build to your size specs.)
- 200 USG Water Tank with Sight Glass, Heat Exchanger, 2" Fill Port, 2" Bottom Drain
- CVS 4000 Liquid Ring Pump, 2393 CFM, 27" Hg, 14.5 PSI for Pressure Off Loading, Hydraulically Driven (The CVS 3100 Model is Also Available)
- 30" Diameter Cyclone Separator with Bottom Cleanout



Manufacturer Of ASME DOT 407/412 Tanks & Trailers

**Global Vacuum Systems, Inc.**  
15431 State Hwy 6 • Navasota, TX 77868

Toll Free: 800-843-0866 • Phone: 936-825-2000

Email: [info@globalvacuumsystems.com](mailto:info@globalvacuumsystems.com)

Web: [www.globalvacuumsystems.com](http://www.globalvacuumsystems.com)



**Do It Once!**  
**Do It Bright!**



Mobile Belt Filter Press with Operator Room  
Dewatering Solutions for Bio Solids, Sludge & Slurries

**Sales, Rentals, & Leasing Options**



Phone: 269-793-7183 Fax: 269-793-4022

127 N. Water St., Hopkins, MI 49328

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



## POWER BOOSTER®

PATENTED TECHNOLOGY FOR PUMPING

**PUMP DEEPER**  
**PUMP FASTER**

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



**GET STRAIGHT ANSWERS TO ALL YOUR QUESTIONS AND WATCH THESE UNITS IN ACTION**

### WHY A POWER BOOSTER?

- Decrease pumping time/increase profits
- Get the competitive edge – Be the company who gets the job done where others have failed
- Conquer deep lifts and long hose runs
- Reduce work load on equipment/Keep the pump cooler

### POWER BOOSTERS:

- Have no moving parts
- Require no gas or maintenance
- Attach to the end of the hose, no heavy equipment to hold
- Feature rugged lightweight construction, the 3 Inch unit only weighs 10 lbs.

**Now you will BUST IT UP/MIX IT UP and PUMP IT UP IN RECORD TIME**

**PL pressurelift.com**  
PUMP DEEPER PUMP FASTER  
**972.355.0550**

Dealers In:   
New Zealand Australia

**Proudly made in the USA**



# ANNOUNCING THE FIRST EFFERVESCENT PACKET THAT DISSOLVES IN BRINE!

- Deep Blue Color
- Dissolves Quickly
- Disperses Rapidly
- Dissolves in Brine
- No Mixing-No Mess!
- Convenient Drop & Go

PAT. PEND.

## ADVANCED TECHNOLOGICAL BREAKTHROUGH

Safe-T-Fresh™ has created QuickBlue™, the first dual-film effervescent packet that dissolves in brine. This extraordinary, patent pending process combines PVA film with a paper back to produce a dynamic deodorizer for events and cold weather.

Along with its increased solubility, QuickBlue's effervescent action disperses the contents to create a deep blue, odor-fighting solution.

## Reduces Inventory

And, QuickBlue Event & Winter is the perfect way to reduce your deodorizer inventory costs and improve your service. Instead of stocking an event and winter deodorizer, now you can manage just one product. The pre-measured packet also guarantees more consistent service!

As cold weather approaches, consider using QuickBlue, the only packet you'll ever need for events and winter weather.



New Dual-Film Packet  
Dissolves In Brine!



877.764.7297

| safetfresh.com

| facebook.com/safetfresh





# Mid-State Tank

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

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

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

*Tanks for your Business*



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

Contact: Gene or Austin for a quote  
or to check on stock tanks

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

## Software for your Industry

since 1981

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

POWERFUL! EASY TO USE!  
AFFORDABLE!



### >>> WHAT WE OFFER:

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

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

### >>> CHOOSE FROM 5 EDITIONS:

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



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

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

Ritam Technologies, LLC

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

# ERICKSON

## TANK & PUMP



Thanks to Hemley's Septic Tank Cleaning, Gig Harbor, WA

2010 IH with 1600 gal aluminum, Masport HXL75WV pump

OTHERS AVAILABLE, CHECK OUR WEBSITE

**"Tanks" for your business!**



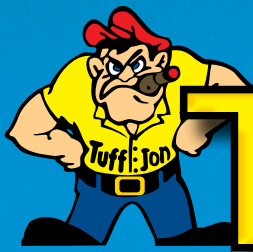
**509.785.2955**

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

SEE OUR LIST OF EQUIPMENT ON WEBSITE

WA dealer #1812





In Business Since 1959

# TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories

## Happy New Year!



Tuff-Jon



Tuff-Jon III



TJ Kids



TJ Shorty



100 Gallon Fresh Water Supply Tank



Containment Tray



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



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



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



Interior View of Deluxe TJ-III



60 Gallon Rinse Tank

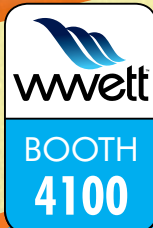


TJ Handy Stand Waterless Gel Touch Dispensers

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



Sink Lifting Bracket



The TSF Company Inc.

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

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

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



# Facing Climate Challenges

Arizona onsite professionals push for greater training, more practical regulation of a variety of technologies to serve arid deserts and snow-covered mountains **By Doug Day**

**W**ith little incentive for onsite wastewater professionals to get regular training, the Arizona Onsite Wastewater Recycling Association is a relatively small group. President Suzanne Ehrlich, a senior environmental health specialist with the Yavapai County Development Services, says there are no requirements for certification or ongoing training for onsite professionals. But that doesn't stop AzOWRA from educating its 35 members, representing most aspects of the industry from pumpers, installers and designers to regulators and manufacturers.

**What's the value of membership if there are no certification requirements?**

**Ehrlich:** Because of the limited regulations, those people who choose to participate in AzOWRA are doing so because they want to be the best they can be. They are the most professional, they are the cream of the crop. When you look at Arizona, we are hot and arid in some places, mild and arid in others, and then we have places that get significant snow-pack at high elevations – from incredibly arid to skiing. It requires that onsite professionals really know what they're doing, but there is no requirement for a designer to have any particular credentials.

Our biennial conference gets high marks for its educational offerings. We've also decided to rejoin NOWRA (National Onsite Wastewater Recycling Association) so our members got free membership in NOWRA for 2015, we paid those dues. Our members feel we need to have a voice in what is coming down from the federal level to the local levels. Lobbying is not something we've previously looked at. Membership in NOWRA will provide that representation and help us develop it at the local level. We would like to be able to capitalize on NOWRA's efforts.

We are working to develop or amend rules to be more effective. We have members on the Arizona Department of Environmental Quality (ADEQ) Onsite Wastewater Advisory Committee. They are not representing AzOWRA, but are individual members. As an organization, we have not been effective at getting a position. It is one of our goals. More membership would help with that. Right now, we don't have enough active members to move things the way we'd like them to go.

**What is the regulatory environment in Arizona?**

**Ehrlich:** There is no requirement for certification or continuing education for those working on onsite systems, other than the larger commercial systems. There are rules for how a system is designed and installed, but no requirements for maintenance, pumping, inspection or report in-

tervals. The rules broadly say you have to operate it in a manner consistent with the rule.

ADEQ has no program for homeowner education. We have a homeowners training course, a homeowners manual, and even offer membership to homeowners. We emphasize that property owners have the ability to do a lot of service and maintenance on their own and give them pointers on how to keep systems functioning for the longest time, how often they should be pumping, and how to manage their system. We've educated about 800 homeowners, which represents a small percentage of about a half-million septic systems in use in Arizona.

We do training for real estate professionals that is approved by the Department of Real Estate for their continuing education requirements. The transfer of ownership rule offers the one time that a system is required to be inspected. It is also the only time a system must be pumped, though there are a few exceptions.

“Thirty years ago, it was enough if effluent just went into the soil. But we had a population of about a million people. With a population much higher (6.7 million) and a lot more people living in rural areas, it's necessary to have systems that provide better treatment.”

- Suzanne Ehrlich

**The ADEQ announced it didn't have the staff or funding to enforce the time-of-transfer rule so is looking at rescinding it or transferring responsibility to counties. What's the reaction?**

**Ehrlich:** Those folks I've heard from are asking where that would leave the rest of the program. If it is rescinded, does

that signal a change in the whole program? We have acknowledged that there are flaws to the rule that should be corrected. All they need to do is open the rule and fix the program.

**Do you think more regulation is needed?**

**Ehrlich:** We would like to have better education requirements and higher qualifications for designers and installers in addition to verification requirements and penalties for “bad actors.” We want to make sure we're not being overly burdensome but are accomplishing the goal of having functioning systems.

(continued)



Contact Suzanne Ehrlich at 928/771-3214 or Suzanne.Ehrlich@yavapai.us.





## Go-Pro Safety Shutter Suction Nozzle

Your Safety In Your Hands

Don't get "caught" not having this item in your arsenal of tools. It could very well save a life and prevent enormous costs to your company.

**Easy to use. Easier on the back.  
Lightweight Aluminum  
Construction.  
Less Stress, Less Worry!  
No Ropes**



Shown with optional tripod, allowing it to stand on its own for hands free operation.

The Go-Pro Safety Shutter Vacuum Nozzle instantly releases vacuum of 28" hg with a push of a lever! This is an innovative, tested and proven solution to an everyday industrial safety problem. This patent pending (prov. pat. No. 61/509,707) product was designed with the Safety of the vacuum operator in mind. Anyone who has worked with this type of vacuum equipment understands how dangerous it can be.



The unique shutter design allows the operator to regulate air flow as needed.



The Go-Pro Safety Shutter Vacuum Nozzle puts control in your hands. No need to rely on someone else turning off the truck. Without extension handle allow for confined space operations.

**Don't Do This**



Model	Description	Model	Description
GPSS-4BL	Go-Pro Safety Shutter Nozzle For 4" Hose (12 lbs)	GP-42	2' Extension Tube 4" Diameter
GPSS-6BL	Go-Pro Safety Shutter Nozzle For 6" Hose (12 lbs)	GP-43	3' Extension Tube 4" Diameter
GP-TRI	Tri-Pod For Go-Pro for Hands-Free Operation	GP-DB-6	6" Duck Bill Suction Nozzle 16.5" Wide
GP-EXT	3' Extension Handle for Go-Pro Shutter	GP-DB-4	4" Duck Bill Suction Nozzle 16.5" Wide
GP-62	2' Extension Tube 6" Diameter	690-077	6" Quick Clamp
GP-63	3' Extension Tube 6" Diameter	690-078	4" Quick Clamp





Thirty years ago, it was enough if effluent just went into the soil. But we had a population of about a million people. With a population much higher (6.7 million) and a lot more people living in rural areas, it's necessary to have systems that provide better treatment.

We're looking for more flexibility. The general permit is very proscriptive. Each technology that existed in 2001 has its own section of rule. There are new technologies, but the rule doesn't allow those products, so we need to create language that allows for new technologies without a rule change each time. Maybe we get rid of all the proscriptions and have a permit that requires treatment to particular standards. Allowing new technologies is going to be something needed for the future viability of the state onsite program.

**How does your water situation compare to the Western states like California that are suffering so much?**

**Ehrlich:** Groundwater resources are particularly slim; we cannot afford to have them tainted. Our aquifers don't recharge very well; we don't have a lot of surface water. We are better off than California but not by much. We both get water from the Colorado River. We are downstream, so if California takes more water, we get less.

We have a fair amount of aquifer migration; water is taken out, pumped to individual houses and into the sewer system. The resulting effluent gets discharged to rivers and leaves the area. I have a great concern about that concept.

**Is there any interest in recharging groundwater?**

**Ehrlich:** The conversations are beginning. I was at a water reuse symposium last year and we're definitely being better about attempting re-

charge and trying to improve and innovate the tools we have. The whole concept of recharging with onsite systems was something they hadn't considered whatsoever.

In rural Arizona where we have our own wells and onsite septic systems, we're pumping it, using it, treating it, returning it, all on the same property. We need to get policymakers to understand the value and relevance of that.

**There is growing interest in reusing graywater. What's happening in Arizona?**

**Ehrlich:** It's a big issue. Arizona has a particularly lenient position; it allows graywater systems with no additional permits for single-family homeowners. The question that has come up is if you remove as much as 60 percent of the flow, what does that do to the performance of your treatment systems?

One of our members asked his manufacturer about it. They didn't know people were doing it (graywater) and said they needed to look at it. Two or three other manufacturers started looking at it also. The result of the preliminary reviews is that we are finding that we have high strength waste in places we didn't realize. When you concentrate the effluent, the biological oxygen demand increases hugely. How is your system going to function in that environment? (Graywater reuse is) a pretty exciting concept; how does it change the world we're working in? ■

# Are you walking away from bigger profits?



ADD TO YOUR PROFITS WITH...  
**Bio-Tab!**



**BOOTH 3002**

**What is Bio-Tab®?**

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

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





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

## Steel Tanks


## Aluminum Tanks

Polished Aluminum Skirting and Tool Boxes

• 2016 International Terastar, 1000 Waste, 300 Fresh.....	• 2016 Ford F-550, 900 Waste, 300 Fresh, Gas.....	• 2016 International Terastar, 1100 Waste, 400 Fresh.....	• 2016 Ford F-550, 950 Waste, 300 Fresh, Gas.....
\$77,500	\$65,000	\$80,500	\$67,000
• 2016 Dodge 5500, 1000 Waste, 300 Fresh.....	• 2016 Ford F-550, 900 Waste, 300 Fresh, Diesel.....	• 2016 Dodge 5500, 950 Waste, 300 Fresh.....	• 2016 Ford F-550, 950 Waste, 300 Fresh, Diesel.....
\$74,000	\$73,500	\$76,000	\$75,500
4x4.....\$79,500	Diesel 4x4.....\$78,000	4x4.....\$81,500	Diesel 4x4.....\$80,000

## Portable Restroom Trailers



13" Tires  
23" High

8 Restroom  
10 Restroom  
12 Restroom  
14 Restroom  
16 Restroom  
20 Restroom

Call about our new design to haul handicaps Used trailers also for sale

We stand behind our trucks and trailers!

SLIDE-IN UNITS & USED TRUCKS AVAILABLE / MASPORT, JUROP & CONDE VACUUM PUMPS

CHECK OUR PRICES

LANE'S VACUUM TANK, INC.

3133 VANZORA RD. • BENTON, KY 42025

800.592.3308 • 270.527.9945

RODNEY LANE'S CELL 270.832.3793





NEW! Stop by Lucas Oil Stadium!  
to see us before the Exhibit Hall opens!

**BOOTH  
6004**



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

Check out our website for specs and options on our Combination JetVacs, Hydro Excavators,  
Air Movers, Skid Vacs, view our full Parts Catalog and more!

# POWER PERFORMANCE

At GapVax, you get versatility, reliability, ease of use and maintenance...custom-built for you!



TEXAS LOCATION

281-884-8658

HEADQUARTERS

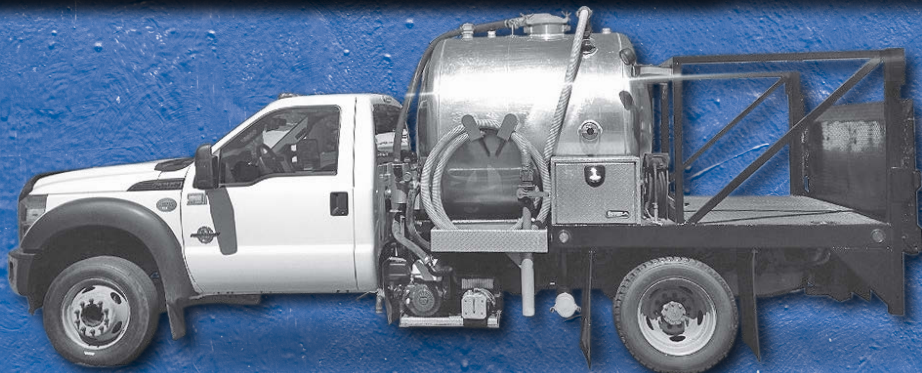
888-442-7829





# Wee Engineer

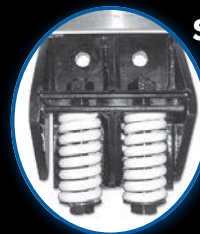
WITH IMAGINATION



## 2011 Ford F-550 Toilet Truck

125K Miles 6.4 Diesel, all new rubber. 2011 Aluminum tank 850 gallon (600waste/250fresh) Condé vacuum pump. Flatbed to hold 2 toilets, Anthony liftgate holds 2 more toilets. Ready to work. **Price: \$42,300**

**Call us for a quote**



### SPRING MOUNTS

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

**Mounts with springs..\$82.<sup>00</sup>**  
**Springs alone .....\$11.<sup>00</sup> ea.**



### HEATED COLLARS

Preventing your valves from freezing will help your profits during the winter months.

1.5-2" ..... **\$110**    4" ..... **\$198**  
 3" ..... **\$165**    6" ..... **\$297**

Installation kit and 110 volt heater kit available

**Join us on Facebook!**



PO Box 39, Dayton, IN 47941

Toll-Free: **877.296.2555**

Phone: **765.296.2027**

Fax: **765.296.3027**

[www.wee-engineer.com](http://www.wee-engineer.com)

## WE'RE PUMPED!

*to fit you in the right truck!*



**2007 M2 with New 2500 Gal. Tank, 360 CFM Pump, Mercedes 260 HP, Allison 3000 RDS Auto., Air Ride Cab and Suspension, Southern Truck. 418027**



**2016 M2 with 2500 Gal. Imperial Tank, 380 CFM Pump, 300 HP ISL Cummins, Allison 3000RDS Auto., Air Ride, Diff. Lock. 395522**



**2002 GMC T8500, 250 HP Cat, 54,600 pound GVW, Allison Automatic w/PTO Cap., Double Frame, Hendrickson Suspension. 409870**



**2016 M2-106 with New 4000 gal. Imperial Alum. Tank, 350 HP Cummins, Allison Auto., Air Ride, Full Lockers. 427239**



**2009 Cascadia, 455 HP Detroit 14.0L W/ Jake, 180" WB, Air Weigh, Fresh Service and DOT. 434175**



FAMILY OWNED SINCE 1958

Find us on



**Call 888-961-4185**

See our entire inventory at

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

**NEW and USED SALES • EXPERT SERVICE • PARTS • FINANCING**



**Vacuum Sales Inc.**

51 Stone Road, Lindenwold, NJ 08021

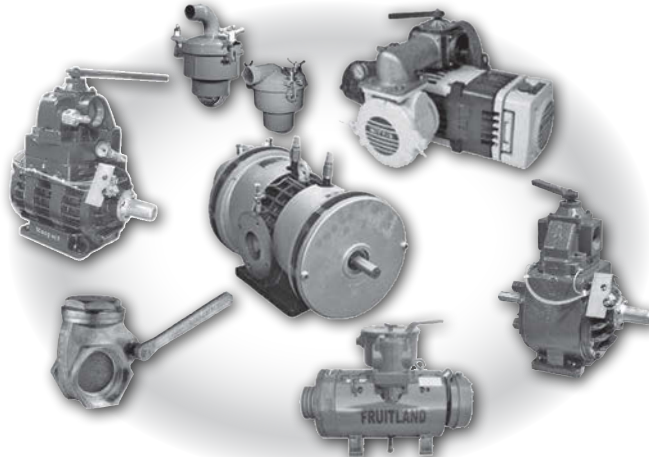


**Order Discounted Pumps Online**

**24 hours a day 7 days a week**

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

parts@vacuumsalesinc.com



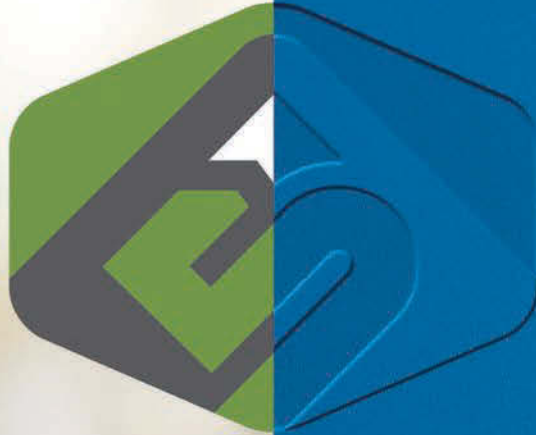
**800-547-7790 • fax: 856-627-3044**





**NEW  
LOOK**

**HIGHER  
STANDARDS**



**FIVE PEAKS**



Five Peaks is a family owned company and proud of it. For three generations we have been providing the highest quality products for the portable sanitation industry. Still, it doesn't feel like that long ago when we began serving our customers with a total commitment to their portable restroom needs. It seems like yesterday when our designers came up with a revolutionary restroom design and filled it with standard features. Features that no one can compete with for quality or price. Still we thought it was time for a new look. The logo has received a makeover - a bit bolder with a more modern typeface. It's a reflection of the progress Five Peaks has made over all these years. But as we continue to move forward you can rest assured that our dedication to excellence isn't going anywhere.

**FIVE PEAKS.** It's time to get more out of portable sanitation.



Come visit our booth at the 2016 WWETT Show.



**FIVE PEAKS**

**FIVEPEAKS.NET**

231.830.8099 866.293.1502 [INFO@FIVEPEAKS.NET](mailto:INFO@FIVEPEAKS.NET)





**NAWT**  
National Association of Wastewater Technicians

**NAWT EXECUTIVE ADMINISTRATOR:** Donn Lesko

**NAWT BOARD OF DIRECTORS:**

Jeff Rachlin, President, PA  
Gene Bassett, Vice-President, NM  
Ralph Macchio, Treasurer, NY  
Tom Ferrero, Secretary, PA  
Tom Frank, Past President, OH  
Jim Anderson, Ed. Comm., MN

John Creed, IN  
Jace Ensor, NM  
Bill Hall, CT  
Mitch Okerstrom, MN  
Kit Rosefield, CA

Susan Ruehl, OH  
Mark Scott, MI  
Hollis Warren, DE  
Roger S. Winter, ON, Canada

2800 W Higgins Rd., Ste. 440, Hoffman Estates, IL 60169 • 1-800-236-NAWT (6298) • Fax 847-885-8393 • www.nawt.org

## WWETT Show Registration Included With NAWT Membership

By Dhru Bhatt

The National Association of Wastewater Technicians (NAWT) was founded to provide a unifying voice for the onsite wastewater management industry, increase its professionalism and public image through education of the industry and the public, develop and represent members and partners on a national level, and encourage the industry to share ideas and concerns for the betterment of the environment and human health.

As a member of NAWT, you receive a complimentary registration to the WWETT Show. If you are not a member of NAWT, this benefit alone will pay for your membership and provide you with the knowledge you require to be a better wastewater technician. Join today!

### NAWT & WWETT Show 2016

Are you interested in attending NAWT's vacuum truck or installer training course during the 2016 WWETT Show? If so, we have incorporated both of these educational sessions into the curriculum of the WWETT Show to reach a wider audience.

The WWETT Show is Feb. 17-20 at the Indiana Convention Center in Indianapolis.

### Vacuum truck training course

At the conclusion of the vacuum truck training course, participants should be able to recognize trucks and their associated equipment, understand the equipment's function, understand the vocabulary of pumping, how to operate the equipment safely, recognize materials they will encounter and some they may have to avoid, recognize how their job is regulated by government, and how to speak to customers with confidence.

### NAWT Education Day sessions

NAWT's Education Day lineup Feb. 17 consists of two presentations given by Tom Ciani of Alderon Industries. The first will cover basic operation of electrical panels and the second will explain how to use information available from the panels to troubleshoot systems.

Claude Goguen, of the National Precast Concrete Association, will also be presenting. He will discuss what to look for when inspecting concrete tanks. This will be followed by a presentation by Bob Wright and Kim Seipp on troubleshooting systems. Frank Parker will conclude the educational session with a discussion on inspecting drip systems.

Additional details regarding these and other WWETT Show educational sessions can be found at [www.wwettshow.com](http://www.wwettshow.com) or [www.nawt.org](http://www.nawt.org).

If you have questions regarding NAWT, call 800/236-6298 or email [info@nawt.org](mailto:info@nawt.org).

### NAWT annual meeting and state association breakfast

On Friday morning, Feb. 19, in room 109 of the Indiana Convention Center, attend NAWT's annual meeting where NAWT's Slate of Candidates along with other important business will be discussed.

There will also be the state association breakfast sponsored by COLE Publishing. The Ralph Macchio Lifetime Achievement Award will be presented by COLE Publishing. The annual NAWT Excellence in Service Award will also be presented. The William Hapchuk Memorial Scholarship recipient will be announced. Have a free breakfast and take part in NAWT's annual meeting, the award recognition and state association meeting discussion. Breakfast and NAWT's annual meeting begin at 7 a.m. The annual state association meeting begins at 7:30 a.m., and the awards presentations begin at 8 a.m. It all wraps up in time for the show opening at 9 a.m.

### NAWT board meeting

On Wednesday, Feb. 17, at 5:30 p.m., following Education Day courses, the NAWT Board of Directors will meet for a business meeting. Members of any state association interested in learning about NAWT affiliation are welcome to attend and get to know the current board members. This will be held in room 109 in the convention center.

### NAWT booth

Please stop by Booth 1401 in the WWETT Show exhibit hall. We will have information about NAWT and how you can get involved. The NAWT Board and staff look forward to seeing you! ■





# UPCOMING TRAINING & EVENTS

# NAWT

National Association of Wastewater Technicians

YOUR SOURCE  
FOR REAL LEARNING

## SAVE THE DATES!

### COLORADO

#### Operations & Maintenance I

January 14-15, 2016

Lakewood Colorado

Instructor: Kim Seipp /Brad Beierle

Contact: Lisa Nicoll

Email: cpow@cpow.net

Phone: 720.626.8989

#### CPOW Annual Education Conference

January 21-22, 2016

Lakewood Colorado

Contact: Lisa Nicoll

Email: cpow@cpow.net

Phone: 720.626.8989

#### Operations & Maintenance II

February 25-26, 2016

Lakewood Colorado

Instructor: Kim Seipp/Brad Beierle

Contact: Lisa Nicoll

Email: cpow@cpow.net

Phone: 720.626.8989

#### NAWT/ OWTS Installer Course

March 11, 2016

Boulder, Colorado

Instructor: Kim Seipp

Contact: Lisa Nicoll

Email: cpow@cpow.net

Phone: 720.626.8989

#### NAWT/OWTS Design Class

March 17-18, 2016

Boulder, Colorado

Instructor: Warrant Brown/Kate Carney/  
Simon Farrell/Roger Shafer

Contact: Lisa Nicoll

Email: cpow@cpow.net

Phone: 720.626.8989

#### CO Soils Assessment

May 19-20, 2016

Golden, Colorado

Instructor: Warren Brown/Roy Laws

Contact: Lisa Nicoll

Email: cpow@cpow.net

Phone: 720.626.8989

#### NAWT Inspector Course

November 17-18, 2016

Instructor: Kim Seipp/Warren Brown

Contact: Lisa Nicoll

Email: cpow@cpow.net

Phone: 720.626.8989

### ARIZONA

#### NAWT Inspection Training & Workshop

February 1-2, 2016

Laughlin NV

Instructor: Kitt Farrell- Poe

Contact: Bernadette Capossela - Univ. of AZ

Email: bcaposse@email.arizona.edu

Phone: 520.621.3691

#### Introduction to Design

February 5, 2016

Scottsdale, AZ

Instructor: Kitt Farrell- Poe

Contact: Bernadette Capossela - Univ. of AZ

Email: bcaposse@email.arizona.edu

Phone: 520.621.3691

#### UA/NAWT In-depth Technology-specific Education

April 22, 2016

Location TBD

Instructor: Kitt Farrell- Poe

Contact: Bernadette Capossela - Univ. of AZ

Email: bcaposse@email.arizona.edu

Phone: 520.621.3691

#### NAWT Inspection Training & Workshop

August 29-30, 2016

Holiday Inn, Casa Grande

Instructor: Kitt Farrell- Poe

Contact: Bernadette Capossela - Univ. of AZ

Email: bcaposse@email.arizona.edu

Phone: 520.621.3691

#### UA/NAWT Soil & Site Evaluation for Onsite Wastewater Systems

October 17-18, 2016

Location TBD

Instructor: Kitt Farrell- Poe

Contact: Bernadette Capossela - Univ. of AZ

Email: bcaposse@email.arizona.edu

Phone: 520.621.3691

### NEW MEXICO

#### NAWT Vacuum Truck Training

February 4, 2016

Instructor: Bruce Fox

Contact: Bill McKinstry or Gene Bassett

Email: wmmckinstry@gmail.com

Phone: 505 - 264 - 5626

505 989-8473

### TEXAS

#### NAWT Inspection Training & Workshop

March 18-19, 2016

New Braunfels TX

Instructor/Contact: Brian Murphy

Email: brian@a-action.com

Phone: 817-467-0213

#### NAWT Inspection Training & Workshop

September 23-24, 2016

Arlington TX

Instructor/Contact: Brian Murphy

Email: brian@a-action.com

Phone: 817-467-0213

### INDIANA

#### NAWT Educational Sessions - WWETT

February 17, 2016

View classes at [www.wwettshow.com/education-sessions](http://www.wwettshow.com/education-sessions)

## YOUR SOURCE FOR REAL LEARNING

— WATCH THE NAWT WEBSITE AND INDUSTRY PUBLICATIONS FOR UPDATES —

For more information call: **800-236-6298**

**WWW.NAWT.ORG**







**GALBREATH LOCKING SYSTEM SECURES ROLL-OFF CONTAINERS TO HOIST OR TRAILER**

*in the*  
**SPOTLIGHT**  
By Luke LeNoble

The **ROC-LOC** roll-off container locking system by **Galbreath, a Wastequip brand**, is a DOT-compliant, low-maintenance method for securing roll-off containers for transport.

"Until now, roll-off container securement systems have required costly and time-consuming maintenance," says John Defenbaugh, president of Wastequip's mobile products division. "The ROC-LOC roll-off container locking system operates with air-actuated air bags rather than air cylinders, and it's designed to work with standard air-shift PTOs."

Compatible with most brands of cable hoists, hook hoists and trailers, the air-actuated, auto-system air bags ensure contact with the container and require less maintenance compared to similar products. The driver doesn't have to manually secure the container, saving time and money.

"We definitely had the end user in mind when we designed the ROC-LOC system to not only be quick, but also prevent the driver from having to manually secure the container," Defenbaugh says.

The system requires 60 psi of air pressure, has two single-acting air bags to keep each arm in the "hold" position and is designed to fully function in cold climates.

Mounted to the side of the hoist frame — below the top of the side rollers — the locking system has independent hooks to ensure contact with the container's long sills.

One air-brake protection valve, one 60 psi air regulator, one pilot-operated check valve, one 12-volt solenoid, two hook assemblies and all required air lines and fittings are included in the kit. **800/285-0666; www.galbreathproducts.com.**

**WATER CANNON POLY DRIVE PRESSURE WASHERS**

Poly drive pressure washers from Water Cannon are made for commercial and industrial cleaning applications. Features include laser-aligned Gates poly drive belt system, flat-free oversized tires, powder-coated steel frame, 15-gallon fuel tank, GX Honda twin-cylinder gasoline engine, and removable roll cage with hose reel platform and 250-foot-capacity reel. Accessories include tank-feed plumbing on 8 gpm model, gun/wand assembly with quick connects, 50-foot high-pressure hose with quick connects and four color-coded QC spray nozzles. **800/333-9274; www.watercannon.com.**



**RING-O-MATIC PULL-BEHIND JET/VAC COMBO**

The 550 dual pump combination sewer line jetter and vacuum excavator from Ring-O-Matic fits into spaces too confined for truck-mounted combination rigs yet can clean sewer lines up to 20 inches in diameter. Powered by an 81 hp Cat turbo-diesel engine, the jet/vac has a 1,000 cfm blower and can deliver 27 gpm at 2,700 psi up to 400 feet with its 3/4-inch hose. The trailer's axles are rated to 16,000 pounds, enabling the 550-gallon spoils tank and 500-gallon freshwater tank to be pulled behind a 3/4- or 1-ton truck. **800/544-2518; www.ring-o-matic.com.**



**MCLAUGHLIN TRUCK-MOUNTED VACUUM EXCAVATOR**

The MEGA VX200 truck-mounted vacuum excavator from Mclaughlin features a spoils tank capacity from 1,200 to 3,000 gallons and the option of 800 gallons of water. The excavator has a 6-inch hose diameter with a 3,200 cfm blower at 18 inches Hg. The tank, power pack and water system have a modular design, enabling the contractor to mount the unit on a new or repurposed chassis. Powered by a 200 hp John Deere Tier 3 engine, the unit has a three-stage cyclonic filtration system that allows for wet and dry vacuum excavation. A cam-over hydraulic door provides a 360-degree positive seal. **800/435-9661; www.mclaughlinunderground.com.**

**NEW HOLLAND COMPACT WHEEL LOADERS**

C Series compact wheel loaders from New Holland Construction feature Z-bar linkage on models W50C, W80C and W80C HS for increased breakout force, digging and lifting power. The parallel lift path of the W50C TC eliminates the need for manual correction. Designed to scrape, grade, push, rake and haul, all four models are powered by Tier 4 engines. Options include high-flow hydraulics (W80C only) that deliver 34 gpm at 2,900 psi, auto ride control, creep speed for applications that require slow and steady control, high-speed (W80C only), and return-to-dig function that returns the bucket to the dig position after dumping. **630/260-4000; www.newhollandconstruction.com.**



**BAYCO DUAL-LIGHT HEADLAMP**

The Nightstick NSP-4608BC dual-light, multifunction LED headlamp with helmet lamp bracket clip from BAYCO Products features five lighting modes, including a spotlight for distance and floodlight for close-up illumination. Powered by three AAA batteries, the headlamp is IP-X7 water rated, has a 2-meter drop rating and weighs 3.4 ounces. The high spotlight brightness mode is rated at 100 lumens for five hours. Low mode emits 90 lumens for 13.3 hours. High floodlight mode emits 60 lumens for 4 1/4 hours and 50 lumens for 13 3/4 hours in low mode. Dual-light mode delivers 180 lumens for 2 1/2 hours. **800/233-2155; www.baycoproducts.com. ■**



# YEAR END STOCK AVAILABLE



## COMMERCIAL WASTE UNITS IN STOCK

- (1) Peterbilt 4000 Alum
- (1) Western Star 4000 Alum
- (2) MRK6300A Trailers
- (2) International 4000 Alum
- (1) Western Star 3600 Steel
- Call for pricing

407/412 DOT UNITS

STEEL & SS UNITS

## PORTABLE RESTROOM SERVICE UNITS IN STOCK

- (1) Ram 5500 980 Steel
- (1) Ram 5500 1300 Alum
- (2) Hino 2150 Alum
- (1) Ford F550 980 Steel
- (1) Ford F550 1300 Alum
- Call for pricing

ALUMINUM UNITS

PORTABLE RESTROOM SERVICE UNITS



**IN STOCK**  
300 450 550 650  
CAPACITIES



## HAPPY HOLIDAYS

to our customers and to everyone working in the industry

**800-558-2945**

**www.imperialind.com**



**IMPERIAL INDUSTRIES INCORPORATED**

**Jim Stieber - jim@imperialind.com**  
Custom Septic & Grease Units / 407/412 D.O.T. Units

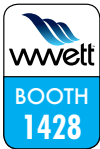
**Randy Tischendorf - randy@imperialind.com**  
Portable Restroom Service Units / Septic & Grease Units

**Kristi Adams - Kristi@imperialind.com**  
Portable Restrooms / Chemicals / Wash Sinks / Slide-In Units

**Kyle Haase - Kyle@imperialind.com**  
Trailer Units / Grease Units / Septic Units

**COMMERCIAL WASTE UNITS • 407/412 D.O.T. UNITS • PORTABLE RESTROOM SERVICE UNITS  
TRAILER UNITS • PORTABLE RESTROOMS & SINKS • SELF CONTAINED UNITS**





# GREENLEAF INCORPORATED

THE FLUID FLOW EXPERTS

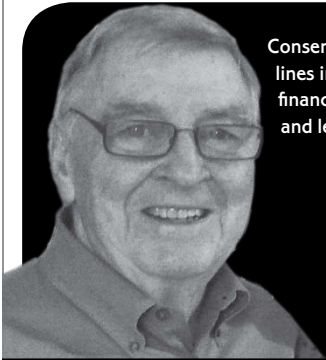
U.S. Manufacturer—

- VALVES
- FITTINGS
- COUPLINGS
- STRAINERS
- BULKHEADS



FONTANET, IN 47851 USA • 800-654-9808 • [www.green-leaf.us](http://www.green-leaf.us)

## We Have Money To Loan



JIM THOMAS

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

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

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

GIVE ME A CALL!

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

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

Toll-Free 877-333-4539 • [JimThomas@KeyCommercial.com](mailto:JimThomas@KeyCommercial.com)



## INDUSTRY NEWS

### Stellar promotes Schnieders to VP, Fisk to operations

Stellar Industries Inc. promoted Steve Schnieders to vice president, supply chain and operations, and appointed Jim Fisk as director of operations for both the Garner and Kanawha facilities. During 20 years with Stellar, Schnieders has served as engineering manager and operations manager. Fisk has more than 20 years of experience with lean manufacturing in various industries.



Steve Schnieders

### JWC Environmental to acquire IPEC Consultants Ltd.

JWC Environmental has entered into an agreement to acquire IPEC Consultants, a manufacturer of solids/liquid separation products for wastewater and specialty industrial process liquids. Bert Irwin, founder and owner of IPEC, will join the JWC executive team to support the ongoing business.



Corey Sechler

### J&J Truck Bodies & Trailers appoints new sales manager

J&J Truck Bodies & Trailers appointed Corey Sechler as national sales manager. Sechler will be responsible for direction and oversight of J&J commercial and municipal sales.

### Manitou Americas announces new vice president of sales and marketing

Eric Burkhammer has been promoted to vice president of sales and marketing for Manitou Americas Inc., a wholly owned subsidiary of Manitou BF located in Ance-nis, France. Burkhammer will be responsible for the sales and marketing of the Manitou, Gehl, Mustang and Edge brands in the U.S. and Canada.



Eric Burkhammer



Jon Shell



Grayson Brown

### Dwyer Group appoints executives

Trade services franchiser Dwyer Group named Jon Shell as CFO and Grayson Brown as general counsel. ■

GET  
EMAIL NEWS  
ALERTS FOR  
**Pumper**

Go to  
[pumper.com/alerts](http://pumper.com/alerts)  
and get started today!



# 'My Fruitland® keeps pumping'

With a little maintenance, Fruitland® pumps will run forever. Over the years, my Fruitland® pump continues to be reliable and performs well, allowing me to be productive and get the job done.

Fruitland® stands the test of time... unmatched for performance, reliability and productivity.



Toll Free: 1-800-663-9003

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



'Fruitland® Pumps Deliver'  
Clay Barks - Clay's Septic, California

**Redefining Reliability**





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

# Serving the Industry

Visit your state and provincial trade associations

## Alabama

Alabama Onsite Wastewater Association  
[www.aowainfo.org](http://www.aowainfo.org); 334/396-3434

## Arizona

Arizona Onsite Wastewater Recycling Association  
[www.azowra.org](http://www.azowra.org); 928/443-0333

## Arkansas

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

## California

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

## Colorado

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

## Connecticut

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

## Delaware

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

## Florida

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

## Georgia

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

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

## Idaho

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

## Illinois

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

## Indiana

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

## Iowa

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

## Kansas

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

## Kentucky

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

## Maine

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

Maine Association of Professional Soil Scientists  
[www.mapss.org](http://www.mapss.org)

## Maryland

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

## Massachusetts

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

## Michigan

Michigan Onsite Wastewater Recycling Association  
[www.mowra.org](http://www.mowra.org)

Michigan Septic Tank Association  
[www.msta.biz](http://www.msta.biz); 989/808-8648

## Minnesota

Minnesota Onsite Wastewater Association  
[www.mowa-mn.com](http://www.mowa-mn.com); 888/810-4178

## Missouri

Missouri Smallflows Organization  
[www.mosmallflows.org](http://www.mosmallflows.org); 417/631-4027

## Nebraska

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

## New Hampshire

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

Granite State Designers and Installers Association  
[www.gsdia.org](http://www.gsdia.org); 603/228-1231

## New Mexico

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

## New York

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

## North Carolina

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

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

North Carolina Pumper Group  
[www.ncpumpergroup.org](http://www.ncpumpergroup.org); 252/249-1097

## Ohio

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

## Oregon

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

## Pennsylvania

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

Pennsylvania Onsite Wastewater Recycling Association  
[www.powra.org](http://www.powra.org)



## Pennsylvania

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

## Tennessee

Tennessee Onsite Wastewater Association  
www.tnonsite.org.

## Texas

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

## Virginia

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

## Washington

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

## Wisconsin

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

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

## NATIONAL

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

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

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

## CANADA

### Alberta

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

### British Columbia

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

British Columbia Onsite Sewage Association  
www.bcossa.org; 778/432-2120

### Manitoba

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

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

## New Brunswick

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

## Nova Scotia

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

## Ontario

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

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

## Saskatchewan

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

## Canadian Regional

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

## Want More Stories?

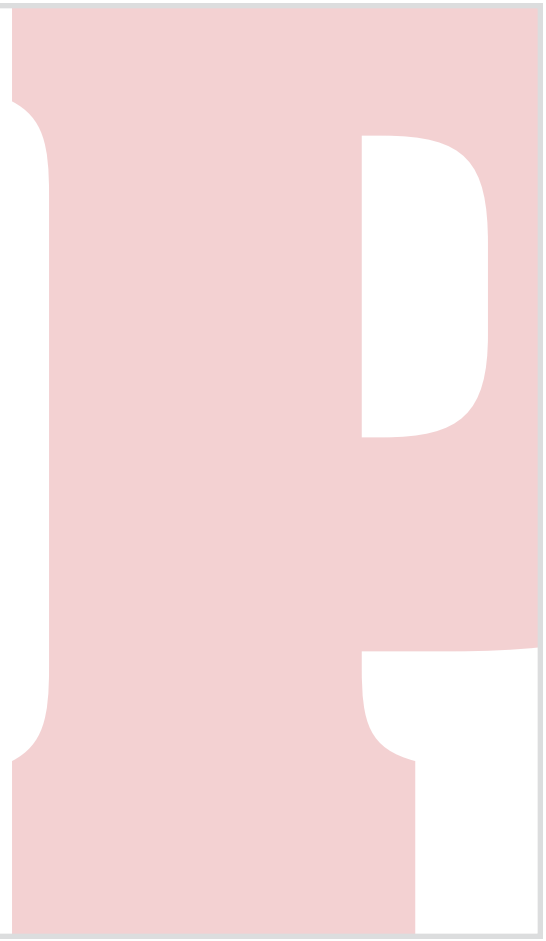
Get more news,  
more information,  
more features with

### Online Exclusives

Exclusive online content  
for *Pumper*

[www.Pumper.com/online\\_exclusives](http://www.Pumper.com/online_exclusives)

*Extra! Extra!*





## THE SLIDE IN WAREHOUSE



**450 Gallon Aluminum Slide-In**



**950 Gallon Side Engine Style**

Slide-ins from 300-1500 Gallons  
Single- and Multi-compartment.

Call for Pricing



[www.SlideInWarehouse.com](http://www.SlideInWarehouse.com)  
**888.445.4892**

SIP0116



## ASHLAND PolyTraps

Traps and Interceptors For Grease, Solids, Lint, Oil & Hair

- NO Rust or Corrosion
- Lightweight
- Very Cost Effective
- Sizes up to 560 Gallons
- Made in the U.S.A.!

**LIFETIME WARRANTY!**



Certified by P.D.I.

**800-541-8004**

[PolyTraps@AshlandPolyTraps.com](mailto:PolyTraps@AshlandPolyTraps.com)  
[www.AshlandPolyTraps.com](http://www.AshlandPolyTraps.com)

## FOG Xtractor

WELCOME TO THE NEXT GENERATION IN BROWN GREASE SEPARATION

- »Turning grease trap waste into enhanced profits
- »Providing you with affordable and sustainable solutions for your success
- »Superior customer service and ease of use set us apart

[www.fogxtractor.com](http://www.fogxtractor.com) | 941-549-4971  
Patent Pending

## Surco Potty Fresh Plus

Portable Toilet Deodorant



**New mess-free packets available!**  
Call to get your FREE sample

**SURCO**  
PORTABLE SANITATION PRODUCTS  
800.556.0111  
[surcopt.com](http://surcopt.com)

INDUSTRY'S BEST



From PUMPER TRUCK EXHAUST

Effectively controls offensive pump exhaust odors PLUS!

**SURCO**  
290 Alpha Drive, Pittsburgh, PA 15238  
1-800-556-0111 / Int: 412-252-7000  
[www.surcopt.com](http://www.surcopt.com)

## Waterblaster Rentals & Sales

Houston, Texas



### Boatman Industries

1K to 50K psi  
60 hp to 1000 hp

Waterblasters & Accessories  
Used Equipment Sales

**713-641-6006**  
[www.boatmanind.com](http://www.boatmanind.com)

## IndustrialOdorControl.com

A Broad and Economical Range of Odor Control Solutions



Pictured: Super Wolverine 8# Unit  
Patent # US 8,273,162

- Septic Vent Filters
- Activated Carbon
- Vapor Phase Adsorbers
- Patented Cross Flow Design
- Wicks Away Moisture
- Custom Solutions

Simple Solutions DISTRIBUTING LLC  
Makers of the Wolverine Brand of Odor Control Solutions  
866-NO-STINK (866-667-8465)  
973-846-7817 in NJ

## R. Nesbit Portable Toilets introduces: The Sani-Klip

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



CONTACT: KATIE/AMY  
R. NESBIT PORTABLE TOILETS  
**724-652-8232**  
[www.best-portable-toilets.com](http://www.best-portable-toilets.com)

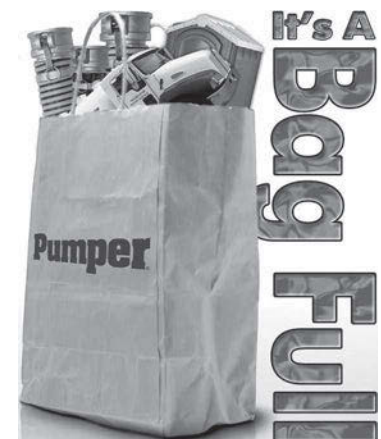
**2016 WWETT Kickoff Party inside Lucas Oil Stadium!**  
This 2-night welcome reception is a great way to network and socialize.  
**Wednesday 5 P.M.**  
**Thursday 5 P.M.**  
Fig. 17-26, 2016  
**wwett16**  
Water & Wastewater Equipment, Treatment & Management Show

## T&T Tools, Inc. 800.521.6893



Insulated Soil Probes (for locating) | Heat-Treated Hooks (for covers, lids, etc)

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



**pumper.com**

- > Classifieds
- > E-zines
- > Product Categories



**CUSITEC**  
CUSI TECHNOLOGIES CO. CUSTOM TANKS AND TRAILERS  
INTERNATIONAL El Paso, Texas, USA (915) 275-4144  
www.cusitec.com

**CUSTOM TRANSPORT TRAILER SPECIAL!!!**

8 unit trailer \$2,795.00  
10 unit trailer \$2,995.00  
12 unit trailer \$3,595.00  
Any Size Custom Tanks

*Animal Portable Toilets*

**\$419.00**  
Plus Freight  
Available in Three Colors  
80" x 60" x 38" H  
Custom Agricultural Units

8927 DYER ST. STE. B EL PASO, TX 79904

**WATER CANNON**

**Honda Drain Cleaning Jetter**

4200 PSI w/pulsation 4 GPM - **\$1,599**

YOUR ONE-STOP SHOP FOR JETTERS, PRESSURE WASHERS, PARTS & MORE!

1-800-333-9274  
WaterCannon.com

Over 25 years of building quality equipment

**HotJetusa**  
DRAIN LINE JETTING EQUIPMENT

**Xtreme Flow Hot/Cold Jetter!**

• 35 HP Vanguard  
• 10 gpm @ 3850 psi  
• 325-Gallon Tank • 300' Hose  
• General Pump

On Sale For Only **\$32,995!**

Fully loaded! Call for details!

1-800-213-3272  
www.hotjetusa.com

**Septic Drainer**

IT REALLY WORKS!  
A Drainfield Soil Restorative

Sodium is the REAL problem. We drive the sodium OUT of the soil.

**Septi-Marker**

Safely marks the system's components and reminds your customers who to call

**Grease Powder Gator-X**

A water activated compound for real hard grease that needs to be liquified and pumped out

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

wwett BOOTH 6241

Let Us Build Your **JETTER**

Diesel Propane Gas

**AMERICAN JETTER.COM**  
866-944-3569

**Superior SMOKE**

Find Leaks and Sources and Odor  
Fast • Inexpensive • Easy

MADE IN USA

wwett BOOTH 4116

Superior 5E Electric Smoker  
SuperiorSignal.com/Pumper

**BioOne**

Is NOT your Ordinary Drain/Septic Treatment

- Safer for People, Pets and the Planet
- Works immediately by Digesting FOG
- Profitable Add-on

wwett BOOTH 1462

SAFER CHOICE  
Meets U.S. EPA Safer Product Standards  
epa.gov/saferchoice

800-951-4246  
www.onebiotechnology.com

**CONFINED SPACE ENTRY PACKAGE**  
ONLY \$2,995

The best package on the market includes:

- 4-Gas Air Monitor
- 7' Tripod
- 3-Way Fall Protection
- Work Winch
- Full Body Harness

wwett BOOTH 2062

Add a Blower with 15' of duct for only \$350!  
Add a 5 Minute Escape Respirator for only \$500!

**TECH** 800.362.0240  
www.mtechcompany.com

Join A National Brand: [www.RooterMan.com](http://www.RooterMan.com)

**ROOTER-MAN**

"To The Rescue"

NO ROYALTY ON PERCENTAGE OF SALES  
Franchise Package \$3,975

RESERVE YOUR EXCLUSIVE TERRITORY • Call 1-800-700-8062

**Pumper & Cleaner PROFIT Series**

3 DAYS OF HANDS-ON BUSINESS BUILDING & NETWORKING  
CELEBRATION, FLORIDA  
BOHEMIAN HOTEL  
APRIL 4-6, 2016

WWW.PUMPERPROFIT.COM  
866-933-2653

- BECOME MORE PROFITABLE
- NETWORK WITH PEERS
- WORK SMARTER, NOT HARDER

**DREDGING & DEWATERING SERVICE**

- Municipal and Industrial • Digester and Lagoon Cleaning
- Double Belt Filter Presses • Liner Repair & Replacement

**Fluid Technology, Inc.** (513) 241-1600  
Fax (513) 756-1995  
www.fluidtechnologyinc.com



## ADVERTISING

**SANITATION REMINDER POSTCARDS, BUSINESS CARDS AND CUSTOM COLOR DECALS:** We are your resource for marketing your business. Call 781-844-8600 or visit us and see samples at [www.sanitationpostcards.com](http://www.sanitationpostcards.com) (PBM)

## AERATORS

**Blue Diamond ETP 80** heavy-duty linear diaphragm air pumps \$225. 800-717-8807 [www.whitesepctic.org](http://www.whitesepctic.org) (PBM)

**Aerators:** Multiflo alternative replacement \$325 + shipping. Alternative replacement, NEW FILTER SOCKS, 30 per case \$370 + shipping. Spring clips to hold filter socks in place, \$3.86 per clip. **Alternative Jet Aerator** available \$425. Call us at 800-717-8807 or email us at [fabulousfungi@gmail.com](mailto:fabulousfungi@gmail.com). [www.whitesepctic.org](http://www.whitesepctic.org). Multi-Flo® and NAY-ADIC® are registered trademarks of Consolidated Treatment Systems, Inc. used here for reference purposes only. (PBM)

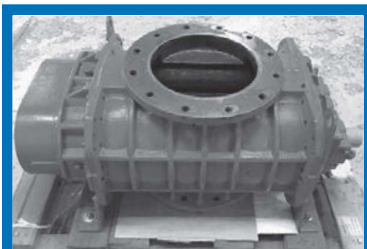
## BACTERIA/CHEMICALS-SEPTIC



Your name or service on the label! We print it in color! We make it look good! 12 boxes to a case.

**800-717-8807** (PBM)

## BLOWERS



**Roots 827PD Blower:** Less than 20 hours of use. Blower came off a 2015 Vac-Con combination sewer cleaning truck. .... \$13,000

**Call Fredrickson Supply**  
**616-949-2385, MI** (P01)

## BUSINESSES

**WIND RIVER ENVIRONMENTAL** is actively seeking opportunities to acquire companies in the septic, grease, waste hauling, drain cleaning and commercial plumbing service lines on the East Coast. Join a winning team! Check us out at [www.wrenvironmental.com](http://www.wrenvironmental.com). Email [Dave@Klineservices.com](mailto:Dave@Klineservices.com) or call my cell at 717-587-1909. (P02)

Septic business for sale in NE Wisconsin. Family-owned business for over 60 years. Owners would like to retire. For more information call 715-473-3901. (P02)

Retiring from an established, family-owned, full-service septic pump company in western Colorado. Large, loyal customer base. Turnkey with website, client list, trucks and lots of tools. Proven good income. Serious inquiries only please. E-mail [eagleseptic@qwestoffice.net](mailto:eagleseptic@qwestoffice.net) (P02)

Northeast Arizona. Elk & mule deer hunting. Septic pumping business for sale - \$265,000. House and 1.3 acres available - \$119,000. Turnkey and established over 29 years. Owner retiring. Call 401-741-5501. (P01)

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste, fryer grease and oil (yellow grease) only. Big \$. Over 30 years experience, will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. References available - many success stories. Dewey Walker, 813-704-6599 or 813-758-2552. (PBM)

Well-established SW Florida portable restroom business for sale. 800+ units on the street, 15 ADA, 30+ sinks, 20+ holding tanks, 6 trucks, 2 trailers. Many long-term construction customers. Year-round event customers. Documented yearly growth. Only serious buyers need to inquire. [portapottyrentals@yahoo.com](mailto:portapottyrentals@yahoo.com) (P01)

Septic tank cleaning & inspection service business for sale in Central Maine. Owner is branching out after 20 years and wants to sell this part of the business. Profitable, turnkey business with a loyal customer base. Two pump-truck operation (1) 2000 GMC - 2,500-gallon capacity, 136,000 miles. (2) 2004 Peterbilt - 4,500-gallon capacity, 129,000 miles. Serious inquiries only! \$257,000. Call 207-782-1620 or email [septicbizsale@gmail.com](mailto:septicbizsale@gmail.com) (PBM)

**ARE YOU MOVING TO FLORIDA?** Would you like to start a septic and sewer cleaning business? I have license - will sponsor. For more information call Larry at 931-248-1284 or 931-287-5413. (PBM)

For Sale: Northeast Ohio portable restroom company. Company consists of approximately 800 portable restrooms with 42 handicapped-accessible units, 16 handwash stations, 5 shower units, 2 delivery trucks, 4 service trucks and 3 delivery trailers. This is a 12-year-old company with many long-term customers and documented yearly growth. Owner is retiring. For serious inquiries please contact Rich at 440-223-4877. (P02)

West Chicago, IL septic service business for sale. Family-owned for over 50 years. 630-629-1000 (PBM)

**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 (P01)

**www.RooterMan.com.** Franchises available with low flat fee. New concept. Visit website or call **1-800-700-8062.** (PBM)

## COMPUTER SOFTWARE

[FreeServiceReminderSoftware.com](http://FreeServiceReminderSoftware.com), [FreeServiceDispatchSoftware.com](http://FreeServiceDispatchSoftware.com), [FreeRouteManagementSoftware.com](http://FreeRouteManagementSoftware.com). (P01)

## DEWATERING

Portable septic and grease receiving stations, dual-screen design. Screens that really work - simple, non-mechanical. Set it up anywhere. 208-790-8770 [screencosystems.com](http://screencosystems.com) [sales@screencosystems.com](mailto:sales@screencosystems.com) (PBM)

## DRAINFIELD RESTORATION

EarthBuster Deep Soil Decompactor earns strong profits by fracturing compacted soil and overgrown biomat. Pays for itself in 5-10 jobs! \$14,990 new. 406-215-1588 ext. 1. <http://earthbuster.com> (P01)

New and used terralifts for sale starting at \$20,000 used and \$38,000 new. Financing available. Call John at AerraTech 413-298-4272. (PBM)

## HAZARDOUS WASTE UNITS

New 3,200 U.S. gallon, carbon steel, DOT certified, 407/412 vacuum tank, dump type with full open rear, door and a Presvac PVB 750 vacuum-pressure pump installed on a 2015 Peterbilt 348 cab and chassis. (Stock #13634 A-D) **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 rear, 20k front. Must see! KLM Companies 617-909-9044 (PBM)

## INSURANCE

Paying too much? Slow certificates? Claim problems? Rates keep going up? Want a fresh start? We can help: **Call 800-454-1970** (PBM)

## JETTERS-TRAILER



**Xtreme Flow 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)

Spartan 798 trailer jetter: 511 hours, Kubota diesel. New paint, wiring & fuel lines. It runs and operates great. \$15,500. Scott 574-292-1059. Can pick up at the WWETT Show. <http://www.ebay.com/itm/-/231784788135?> (P01)

2012 US Jetting Trailer 6018: 6,000psi @ 18gpm. Kubota diesel, extra reel, dump guns, nozzles, etc. Only 333 hrs. MUST SEE! 604-886-1212 or [ssstarbuck@dccnet.com](mailto:ssstarbuck@dccnet.com) (P01)

## JETTERS-TRUCK



**1993 GMC 1-ton Jetter:** 35gpm FMC pump, 3/4" hose, 500-gallon plastic tank. .... \$11,900 OBO  
Other jet trucks and trailers available.

**608-835-7767, WI** (PBM)

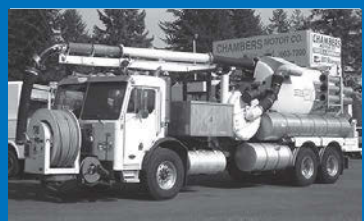


**2005 GMC 5500 Diesel PipeHunter 7834TM.** Very low mileage. Vacuum set up 1 cubic yard, directional arrows switch, anti-freeze system, circulation system. Two 600' reels, one 1/2" line, one 3/4" line. Operating pressure 3,000psi @ 40gpm. .... \$75,000 OBO

**207-865-1172, ME** (P01)



## JET VACS



**2001 Peterbilt Vector 2100:** C-10 CAT, push-button Allison. 80gpm @ 2,000psi. 61,000 municipal miles. Exceptionally clean unit. Ready to work. Delivery available. CHAMBERS MOTOR CO., Boring, Oregon ..... \$109,500

Call John 503-887-0070 PBM



**2000 International 2554 VacCon** jet vac combo: 52,000 miles, 600 ft. new 1" jet hose, 6" - 8" vacuum tubes, 3-stage fan, open full rear door. Nice truck. .... Asking \$42,000

Call Mark 423-421-4347, TN P03



**2006 International Vac-Con:** 80gpm, 3-stage fan, 12-yd. debris tank, 96,923 miles, 11,063 hrs. Pony motor 2,351 hrs. .... \$115,000

Call 877-389-2227, IN P02

2003 Clean-Earth Safejet-1015 on International chassis, 116,118 miles. 10-cubic-yard debris, 1,500-gallon water. Roots 27"Hg blower (2,975hrs), 84gpm @ 2,000psi water pump, 1" rodder hose, sludge pump. \$75,000. garth.loen@pcg.com 901-377-3289 (P05)

One (1) 2015 Freightliner Camel combo vac truck and one (1) Western Star combo vac truck. Both equipped with 824 blowers, ejector plates, 12-yd. debris tanks, 80gpm at 2,000psi water system, 1,500-gallon fresh water and 600' of 1" jet hose. Low hours and miles. Partial factory warranty. For pictures, pricing and more info, call Jeff 317-258-4900 (P03)

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

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

## LEASE/FINANCING

**Western Equipment Finance**, a bank-owned direct lender, is committed to continuing to help you prosper. All equipment types, new or used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can trust, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (PBM)

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

**Quick and easy financing** for new or used equipment — without all the headaches. **Credit is not an issue.** We have working capital available for commercial equipment purchases \$20,000 to \$2,000,000. **BSG Services** - Call 866-259-5370 or email [bsgfin@earthlink.net](mailto:bsgfin@earthlink.net) (PBM)

## PORTABLE RESTROOMS

200 Five Peaks - \$150 each, purple in color.  
10 Five Peaks ADA purple - \$500 each.  
10 Armal ADA brown - \$450 each.  
50 PolyJohn half-highs - \$450 each. Location Las Vegas. 702-649-6497 (P02)

26 PolyPortable potties - 12 with hand sanitizers, with one slide-in portable service tank. 400-gallon waste, 150-gallon clean. 120cfm Conde vac pump with Honda motor and one 12-unit trailer. \$18,800 for all. E-mail eagleseptic@qwestoffice.net (P02)

Olympic Deluxe flush units with urinal, sink, soap and paper towel dispensers. Good condition. \$225 each. 203-748-6906 (P01)

**FOR SALE:** 48 PolyPortables Integra Silver Special Event. Most have plastic skids and few with wood. Hand sanitizers in all units. \$300 each. 419-877-9116. Email for pictures. [info@comanportables.com](mailto:info@comanportables.com) (P01)

## PORTABLE RESTROOM TRAILERS



**2011 Ameri-Can Restroom Trailer:** 3 compartments - 1 womens, 3 mens, 1 shower. Great shape, barely used.

Call or text  
814-592-8719, PA P03



**1996 20' Ameri-Can Restroom Trailer:** 2 stalls/urinal men's side; 4 stalls women's side. Heat and a/c. For more info and photos contact

419-466-1349, OH  
or [tom@clswrents.com](mailto:tom@clswrents.com) P01

**Attention Southern US PROs:** Re-rental restroom trailers, Winter Nov.-Apr. ONLY. JAG/ACSI/Ameri-Can. 4-10 stations. Luxury, basic, ADA. FOB 08857. Get rentals w/o cash outlay. 732-838-0424 elitecoaches.com (P02)

1998 executive restroom trailers, 4 available: Two (2) 8-stall: 4 womens, 2 men, 2 urinals. One (1) 7-stall: 3 womens, 2 mens, 2 urinals. One (1) 6-stall: 3 womens, 1 mens, 2 urinals. \$17,500. Location Las Vegas 702-737-5000 (P01)

Construction-grade 1995 Ameri-Can Traditional 6-stall trailer. Works but needs exterior paint. \$5,000. Construction-grade 4-stall shower trailer available. Remodeled from 1995 Ameri-Can 16-foot trailer. \$5,000. Mike 216-990-6658 (P02)

6-station portable restroom trailer 10 X 36 certified ADA accessible for sale. Divided 3 stations 1 end and 3 on opposite end for men's vs women's. Floor plan and photos available. Contact [gary@templetonconstruction.com](mailto:gary@templetonconstruction.com) or 325-653-6904 for more information. Buyer will need to furnish ramps. \$35,000. (P02)

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

## PORTABLE RESTROOM TRUCKS



**Complete Portable Toilet service truck mount units** (turn-key), mounted on your truck or ours. Tool boxes, dual work stations, dc10 washdown pump, reversible vacuum pump, hose reel, set up complete, toilet racks available. 1100 waste/400 fresh: \$21,000, 1700 waste/600 fresh: \$23,500. Any custom options or sizes available!

TexLa Services  
936-641-3938  
[www.texlaservices.com](http://www.texlaservices.com) P01



**2005 International 4300:** DT466, Allison auto., 1,100 waste/400 fresh. Masport HXL400, DC-10 lowered work station. .... \$29,900

Call or text  
419-466-1349, OH P02



**2008 Dodge 4500** diesel with 500/250 capacity. Truck is in very good condition with 139,000 miles. DOT inspection completed in October 2015. .... \$28,500

859-255-6605, KY  
[eric@a1portables.com](mailto:eric@a1portables.com) P01

2004 GMC C7500: Florida truck. Keith Huber Princess II. CAT diesel. 1,600-gallon (1,200 waste/400 fresh). Air brakes. Tires almost new. Includes 2-unit carrier. 280k miles. Operated daily until recent transmission trouble - we can fix. \$15,000 OBO as/is. 386-336-1544. (P01)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



## PORTABLE RESTROOM TRUCKS



**2005 Ford F550:** 6.0 Powerstroke diesel, 230,000 miles. 650 waste/200 fresh. 2-unit carrier. .... \$15,000

**Call 574-896-5424, IN** P01  
**or email office@johnnypotty.com**



**1999 Ford F450:** Manual 5-speed transmission, 7.3 liter diesel, 262,000 miles with 2 unit carrier. 750/250..... \$12,000

**Call 574-896-5424, IN** P01  
**or email office@johnnypotty.com**



**2005 Ford F350:** 6.0 diesel, auto, 212,000 miles. 600 waste/275 fresh, Masport. Hauls 2-toilets on rear bumper. New brakes. .... \$16,500

**989-379-3054, MI** P02

**Almost New Trucks for Sale:** 2015 Ford F-550 6.7 diesel/auto with 1,100-gallon Crescent tank, 19,000 miles, \$72,000. 2015 Ford F-550 6.7 diesel/auto with 1,100-gallon Crescent tank, 27,000 miles, \$69,000. 2014 Ford F-550 6.7 diesel/auto with 1,100-gallon Crescent tank, 53,334 miles, \$64,000. 2012 Ford F-550 6.7 diesel/auto with 1,100-gallon Crescent tank, 99,130 miles, \$54,000. Mike 216-990-6658 email tom@arisrentals.com for pictures. (P02)

2008 Isuzu NPR HD: Crescent flat tank 550 waste/250 fresh, 6-unit carrier, 108k miles, Masport pump, Thieman liftgate. Well maintained driver/owner's truck. \$45,000 OBO. 203-748-6906 (P01)

2009 International 4400, 250hp, 10-speed, 186,000 miles, aluminum wheels, 1,100-gallon sewage, 400-gallon water, dual side service, 2-unit rack. \$22,500. 740-525-1726 (P01)



**2008 Ford F550:** Diesel, 177,681 miles. 2-unit carrier. Great shape, used daily. .... \$25,000

**Call Scott 308-289-3395, NE** P01

**Portable toilet pump trucks for sale:** 2008 Ford F750 with stainless-steel Best tank, 229k, Cummins 6.2L diesel, Allison automatic under CDL - \$27,900. 2008 Ford F750 with stainless-steel Coleman tank, 113k CAT diesel, Allison automatic under CDL - \$27,900. 2011 Ford F750 with stainless-steel Coleman tank, 77k Cummins 6.2 diesel, Allison automatic under CDL - \$34,000. 330-733-9000 pflynn@superiorportables.com (P01)

2007 Kenworth T270 aluminum 2,000-gallon \$53,000; 2006 International 4300 1,350-gallon \$39,000; 2002 International 4300 1,350-gallon \$27,000. 256-757-9900 or www.pbsos.com (PBM)

**2009 Ford F550:** 4x4, diesel, auto., new 950-gallon 650/300 aluminum tank, Conde SDS6, 115cfm Honda 9hp electric start. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

## POSITIONS AVAILABLE

Moro USA, Inc., is looking for an experienced self-motivated Territory Sales Representative to handle the western US. The qualified candidate should have previous sales experience, hands-on mechanical aptitude and be willing to travel 75% of the time. Moro USA, Inc. offers a comprehensive compensation package including all major benefits. For more information, please visit our website www.moroussa.com or email careers@moroussa.com (P01)

**SUBMIT  
YOUR  
CLASSIFIED  
AD  
ONLINE at  
www.pumper.com**

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

## PUMPS-VACUUM

Factory-authorized rebuilt vacuum pumps with one-year warranty. NVE 506, 367, 607; Masport - all models; Fruitland RCF500, RCF370. Selling and rebuilding vacuum pumps since 1983. FRB, located in SLC Utah, is an authorized rebuild and warranty center for the three major vacuum pump manufacturers. Multi-million dollar inventory of new pumps, pump parts, tank parts and accessories. We also manufacture the toughest carbon-steel vacuum tanks in the industry. Call 800-975-1214 and ask for Austin to see how we can help you today. (P01)

Wittig RFW 150 4" plumbing. Mounted on stand with right angle gear drive. Rebuilt June 2013. \$2,500; 10-gallon horizontal moisture trap 4" plumbing. \$250; Vertical exhaust muffler, 4" plumbing. \$250. Will sell separately. Wisconsin 414-587-2682 email susie@schmittseptic.com (P02)

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)

## RENTAL EQUIPMENT

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 TRAILERS

2001 ESP Roll-off trailer: Two (2) container roll-off trailer good brakes, tires, frame. etc. KLM Companies 617-909-9044 (PBM)

## 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** P01



**2013 International 7600 WorkStar:** Classy Truck of Year 2014. Lots of chrome. Max Force 12.4L, 8LL transmission, Eagle interior. Only 51,000 miles and 3,200 hours. 20,000 front, 40,000 rears, 20,000 tag, good tires. Imperial 5,000-gallon aluminum tank, NVE Challenger 500cfm pump. NO FET TAX! ..... \$165,000

**Call 715-938-0119, WI** PBM



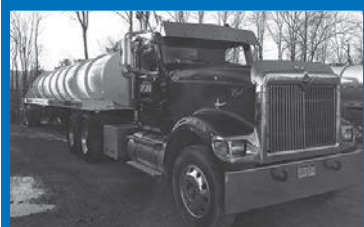
**2005 Kenworth T-800:** C-13 CAT, 10-speed transmission, A/C, cruise, jake, air-ride. New: 3,500-gallon tank, stainless steel hose trays, Jurop LC429 vacuum pump. New paint and aluminum wheels. Very sharp! ..... \$64,500

**Call Brian 740-259-5555, OH** P01

2002 GMC 8500: Truck has 166k, new motor with 22k. Wittig vacuum/pressure pump that was rebuilt. 3,000-gallon Pik Rite tank, 8-speed Eaton-Fuller transmission. Asking \$35,000 OBO. Call 610-797-0630 or email schmickseptic@gmail.com (P02)

PLACE YOUR AD ONLINE AT **www.pumper.com** - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE





**2006 International Eagle:** 3206 CAT with a 2008 Dragon 5,460-gallon tanker, Masport pump. 275,000 miles. Ready to go to work.

**814-592-8719, PA** P03



**2011 International 5900i Series** w/ Cummins 450hp, 8-speed double low. Loaded. 282,000 miles. 2011 Advance tank 5,500-gallon aluminum. NVE 4310 blower, heated NVE valves. .... \$103,000

**Call Dave or JR - 724-222-6080, PA** P02



**1998 Peterbilt** pumper truck with 3,500-gallon tank. Moro pump Model 3220 new in 2012. Pumps great. Truck runs and drives great. .... \$29,500

**773-491-6093, IL** P01



**2006 Kenworth T-300:** 315hp Cummins, automatic transmission, 189,000 km. 1,900-gallon Imperial waste tank and Fruitland 500 pump. Heated valves. Small opening rear door. Ready to work. Asking price ..... \$70,000 CDN

**Contact Glen @ 807-473-9480, ON** P01



**2005 International** tandem septic truck: 3,600-gallon steel tank, approximately 273,000 miles. .... \$55,000

**Call Rodney Lane 270-832-3793** P01



**2005 Peterbilt 379:** CAT 475hp (pre-emission), 80k GVW, 4,200-gallon tank, Fruitland 500 pump. Truck in EXCELLENT condition! \$79,000 OBO. Pictures available upon request.

**203-879-3746, CT** P01



**1999 Kenworth T-300:** Rebuilt 3126 CAT motor & 6-speed Eaton transmission, brand-new clutch. 2,500-gallon tank 5/16" thick. 2014 model new Juroop PN84, remote-control valve.

**Call or text Jerry at 918-381-9072, OK** P01



**2007 Sterling Model 9513:** 450hp, 10-speed, 200,000 miles, engine brake, Diff. & axle lock, air ride, 18K front, 44K rears, 3,600-gallon Pik Rite, NVE-367 pump. .... \$79,900

**989-379-3054, MI** P02



**1998 Kenworth T800** truck with 3,500-gallon tank and Challenger 360 pump. 4 new tires. Asking \$22,999. Please call Tony during normal business hours and weekends.

**508-954-9994, MA** P01



**New 3,800-gallon Tremcar** aluminum sanitation/oil non-code truck-mount tank. Two (2) 4" inlets with 1/4 turn hand valves, One (1) 6" rear discharge with air-actuated valve, Two (2) 20" manways, Two (2) 10" fill covers on top of tank. Installation available. ..\$30,000

**Call 203-238-6768, CT Ask for Tommy or Jay** P01



**2003 Sterling Acterra:** Mercedes diesel with Allison automatic transmission. Keith Huber 2600 tank. 466k miles. .... \$29,450 OBO

**Call Peter 727-386-0070, FL** P02



**2010 Peterbilt 340:** Paccar 340hp, 10-speed, 60k GVW, 4,000 gallon tank, Fruitland 1200 pump, tilt-hoist tank, heated valves, ONLY 60,000 MILES. \$79,000 OBO. Pictures available upon request.

**203-879-3746, CT** P01

2009 Freightliner M2: 260k miles, 10-speed, AirRide, 3,200 waste, 400 water. Progress aluminum tank, hoist unit with 36" manway. 957NVE blower, CAT 18gpm 4,000psi jetter with recirculator for winter, heated valves. New truck just arrived. This one must go! \$89,900 OBO. Call 815-933-7600. (P01)

1987 Peterbilt 357: L10 Cummins and 8LL transmission with a 4,000-gallon tank and Battioni vacuum pump. Newer Hendrickson rear suspension. Great starter truck or spare truck. Asking \$15,000 OBO. 603-269-3441 or office@gosseseptic.com. (P02)

1987 Ford F600: 80,330 miles, gas engine, 5+2 transmission, 1,700-gallon hydraulic dump tank. Excellent condition. \$18,000. Call or text 919-868-6474. (P01)

1990 Chevrolet Kodiak C3500: 360k miles, 6-speed manual transmission, 220hp CAT, 1,550-gallon vacuum tank currently used to pump used vegetable oil, 1-year-old Juroop vacuum pump. Current DOT, complete service records and receipts. Running daily until sold. \$16,000 OBO. Call 734-309-2093 (P01)

1999 Freightliner FL106 tractor with 1998 Lely self-contained tanker. 58,358 miles, Detroit diesel, 8-speed transmission, NVE 360 pump. Excellent condition. \$60,000. Call or text 919-868-6474. (P01)



**2001 Freightliner FL-80:** This is a great little truck but we no longer need it in our fleet. It runs and drives great, and has a 2,700-gallon septic tank on it. The truck has 257,187 miles, so it has plenty of life left on it! \$40,000. Please call with any questions. Thank you for your interest!

**Jim 701-421-5981** P02



**2001 Freightliner:** 6-speed manual, 2,500-gallon tank w/rear dump, heated valves, Battioni 8000 vacuum pump. Ready for work. .... \$40,000 OBO

**724-837-6084, PA** PBM



## SEPTIC TRUCKS



**1996 Freightliner FL70:** 2,500-gallon tank with new Masport water-cooled pump and heated valves. Transmission recently rebuilt. High mileage. \$22,500  
**505-780-4912, NM** P01



**2011 International 4300 Series:** MaxxFord diesel. 69,500 miles, auto transmission, a/c, cruise. Hydraulic brakes, non-CDL - 25,999GVW. All New: 2,100-gallon tank, stainless steel hose trays, Jurop PN84 vacuum pump, paint and aluminum wheels. Extremely nice truck! ..... \$49,500  
**Call Brian 740-259-5555, OH** P01



**2003 Freightliner:** 2,600-gallon tank. Only 102,000 miles. Tank & pump installed on truck in 2010. Truck in great shape. Ready to work. .... \$42,500  
**248-685-1948, MI** P02



**2007 Kenworth:** 3,600-gallon aluminum Progress tank, 300hp, 10-speed, 332,000 miles, Challenger pump, jetter system. .... \$77,500  
**832-777-7540, TX** P02



**2000 International 9100 Vacuum Truck:** \$42,500. Very good condition. 2,500-gallon tank. Cummins M11 engine (no blow by). Eaton-Fuller 10-speed transmission. 310,000 miles. Jurop pump. New drive tires. A/C blows cold. Will include 200' of 3" vacuum hose. Truck used for septic and grease traps. Works everyday, getting out of the business. Will sell phone number also for \$10,000 additional. Phone number established for over 20 years. Instant money maker.  
**Call Andy 214-289-3864, TX** P01



**2003 Freightliner CL120T:** This is a great pump truck with many different uses: Septic tank pumping, grease traps, shop drains and mud pits in shop floors. The hoist lifts to a nice height and allows the mud to dump out of the large manway in the back of the truck (36"). This truck also has a 500-gallon water tank that can be used with a pressure washer or jetter! (Neither included). The vac tank on this truck is 4,000 gallons. This truck has 652,376 miles and plenty of life left. \$85,000. Please call with any questions. Thank you!  
**Jim 701-421-5981** P02

1998 Ford 9511 4,000-gallon vacuum truck, approximately 97 barrels. Full dump. Full-open rear door. CAT 3406E, Jake brake, 309k miles, 8LL trans. 20k front, 46k rears, 20k tag, full lockers. 108" spread on tri. 425cfm vacuum pump, hydraulic drive, water-cooled/heated. 3", 4", and 6" rear valves. Aluminum hose trays and tool boxes. New rear brakes, slack adjusters, s-cams, bushings and drums February 2015. New water pump April 2015. Caterpillar service manuals and original line sheet. Some extra parts and oil for the vacuum pump. Truck is working everyday, and will not be available until the end of Dec. or the first of January. This is a one owner truck. 330-328-0857 (P02)

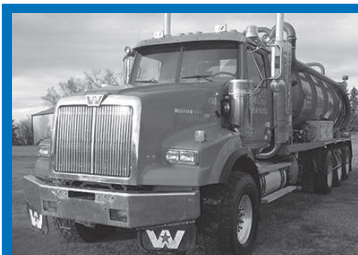
1983 Ford F800: 5-speed split transmission, carbon-steel tank with hoist, full-open rear door with vibrator. Working truck with many rebuilds. 712-260-6714 (P01)



**2013 International 7500** powered by 350hp MaxxFord DT engine pumper truck. 3,000-gallon tank with Fruitland 500 pump. 10,500 km. Truck is in mint condition. .... \$109,000 CDN  
**613-794-8182, ON** P01



**2007 Freightliner M2 Business Class:** CAT C7 with 225hp, 6-speed manual transmission, new tires with aluminum rims, new brakes. Complete service of all filters and fluids, 212k miles, air-ride suspension, Nice tight cab and chassis, D.O.T. Inspected, 33k GVW. NEW 2,500-gallon vacuum tank and ALL components: Jurop LC420 vacuum pump, 3" inlet, 4" discharge, Rhino-lined hose trays, top and rear manways, LED lights, large tool box. Best of Everything. \$56,000. Includes shipping to your door.  
**Call or text 734-309-2093** P01



**2006 Western Star 4900** tri-drive: Has following options, 60 Series Detroit, 18-speed Fuller, tire boss, in-tank agitator, Hibon 820 blower, tank vibrator, brand-new Webasto heater with 7-day timer, Earth Summit, all heated valves. 21,000 hrs, 109,000 miles or 175,000 km. Tires are 70%, fresh safety in Oct. 2015. Please call for more info if need be. Reason for selling truck is it's to big for our operation. Looking to get \$85,000  
**306-831-8279, SK** P01

**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)



**2004 International 8600:** Low mileage, 3,600-gallon vacuum truck. Double framed, GVWR 64,000 lbs. 385/65R22.5 Front 18,000 lbs., rear 46,000 lbs. C-12 Caterpillar 380hp, 10-speed, Fruitland pump RCF500. Ratio: 3.70. Eaton rears on Hendrickson suspension.  
**318-995-6341, LA**  
**kj@johnsontruckparts.com** P01



**2012 International 4300 Series:** MaxxFord diesel, 91,500 miles, auto transmission, 25,900 GVW, a/c, cruise. All New: 2,000-gallon tank, stainless steel hose trays, Jurop PN84 vacuum pump, tires and aluminum wheels. Very, very nice truck! ..... \$55,000  
**740-820-5520, OH** P01

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

**2005 Ford F750 XLT:** 5.9 Cummins, 245hp, 7-speed, 122,500 miles, under CDL. New 1,850-gallon vacuum tank, new Patriot 300 vacuum 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)

**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)

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



**1994 Peterbilt 377:** Detroit Series 60, 10-speed transmission. 3,365-gallon vacuum tank, Masport HXL pump. [www.pumper-trucksales.com](http://www.pumper-trucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**2006 GMC 7500:** Duramax diesel, 210hp, Allison auto., under CDL. New 1,850-gallon vac tank, build in progress. [www.pumper-trucksales.com](http://www.pumper-trucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**Eight great older pump trucks - \$35,000 each.** Big power. Jake brakes. 3,365-gallon vacuum tanks, Masport pumps. All makes & models. [www.pumper-truck.com](http://www.pumper-truck.com). Call JR @ 720-253-8014, CO. (PBM)

2006 Kenworth T800 quad-axle cab & chassis with a 2001 Somerset 4,500 U.S. gallon, full-opening rear door, vacuum tank and Robuschi Series 65 vacuum blower. (Stock# 8893C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) **VAC-UNIT (822-8648)** (PBM)

Pre-owned 3,000 U.S. gallon carbon steel vacuum tank with a Masport H75W vacuum-pressure pump installed on a 2000 Mack CH613 cab and chassis. (Stock# 8498C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) **VAC-UNIT (822-8648)** (PBM)

## SERVICE/REPAIR

**Dynamic Repairs - Inspection Camera Repairs:** 48 hour turn-around time. General Wire, Ratech, Ridgid, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. **Rental equipment available.** For more info call Jack at 973-478-0893. Lodi, New Jersey. (PBM)

## SLUDGE APPLICATORS

1986 Field Gymmy Truck: Blue, 427 automatic. 2,000-gallon stainless steel tank, newer Moro pump. Floater tires. Extra set of new tires. 1976 GMC parts truck included. Good shape. \$15,000. 802-477-2716, VT (P05)

1988 2004 Ag Chemical Terra Gator: Yellow, 2,200-gallon tank, Moro pump. Factory-rebuilt 519 Cummins motor - 200 hours. New clutch, 10-speed Road Ranger transmission, injectors, floater tires. Good shape. \$32,500. 802-477-2716, VT (P05)

## TANKS

**Vacuum Tanks - New:** Sizes from 1,000-4,300 gallons. All complete! Delivery available. [www.JEagleTanks.com](http://www.JEagleTanks.com). Contact Jerry: [JEagleTanks@yahoo.com](mailto:JEagleTanks@yahoo.com) or **800-721-2774.** (PBM)

1,500-gallon restroom pump tank. Has Honda motor in very good shape. Complete tank and body. \$4,000 OBO. 567-204-2807 (P01)



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

**Call 815-341-0375** PBM  
**or email [tsgeneva@hotmail.com](mailto:tsgeneva@hotmail.com)**

Two (2) 20,000-gallon lined tanks. 660 bbl. US capacity, 13' x 23', \$15,000 for one, \$25,000 for both. E-mail [eagleseptic@qwestoffice.net](mailto:eagleseptic@qwestoffice.net) (P02)

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

Pre-owned 4,000 U.S. gallon, carbon-steel vacuum tank. (Stock #4000V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) **VAC-UNIT (822-8648)** (PBM)

Pre-owned 2,000 U.S. gallon, stainless steel vacuum tank with a Masport HXL75V vacuum pressure pump package (Stock# 6008C) [www.VacuumSalesInc.com](http://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](http://www.crustbusters.com), 1-888-878-2296.(PBM)

**T&T Tools, Probes, Hooks:** Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. [www.TandTtools.com](http://www.TandTtools.com). Phone **800-521-6893.** (PBM)

**Pumper**  
AVERAGE  
MONTHLY  
CIRCULATION  
**REACHES**  
**24,800**  
**READERS!**

## 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.granitestatcollectibles.com](http://www.granitestatcollectibles.com). (PBM)

## TRAILERS- VACUUM/TANKER



**Imperial Vacuum Trailers:** In stock, 6000- and 6300-gallon aluminum single-compartment Imperial vacuum trailers.

**Call Kyle**  
**800-558-2945 Ext. 424** PBM

2015 Acro Vacuum Trailer: Stainless steel 6,000 gallon, DOT certified double conical with air-ride suspension. Aluminum wheels all positions, full hose trays, OSHA walkways and railings. Vacuum pump option either hydraulic or self-contained. KLM Companies 617-909-9044 (PBM)

## TRUCK PARTS & ACCESSORIES

**Everything to dress up your truck!** FREE FULL-COLOR CATALOG. Phone: 800-270-6003. Website: [virgofleet.com](http://virgofleet.com). Virgo Nationwide, 8027 Foster Ave., Brooklyn, NY 11236 (PBM)

## TRUCKS - MISCELLANEOUS



**2014 International 5900i:** 500 Cummins, 8LL, new tires, inside like-new, 89,000 miles. Masport pump, 20,000 lb. steering, 20,000 lb. steerable lift, 46,000 lb. full-locking rears. My loss is your gain. The only way you will find a nicer truck is by spending big \$\$ on new. .... \$117,000

**For more info/pics contact**  
**717-250-1837, PA** P01

For Sale: 1989 Keith Huber Dominator 2,800-gallon vacuum system & 1995 Freightliner chassis w/2,800-gallon tank with 35gpm @ 2,000psi jetter & hydraulic hose reel. Contact Lemont Ladner @ 228-669-1314 (P01)

## VACUUM EQUIPMENT



**1989 Mack Vactor 2045:** Runs good. Out-of-state sale only. .... \$10,000

**Call 616-292-7162, MI** P12

2011 GapVax HV43: 3,500cfm blower, 9.5-cubic-yard tank, 4 cyclones, 32 bags, hp water pump, lift. 45 hours. Excellent shape! Best reasonable offer. 763-428-4322. (P06)

## VACUUM LOADERS



**1999 International Guzzler** vacuum excavator: Totally refurbished, designed for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. Slurry, gravel, sludge, liquids. High-pressure wash-down system - 300-gallon water tank. Ready to work. .... \$135,000

**617-212-0162, MA** P01



**2008 Sterling VacAll Model AJV1015:** 10 cubic yards/1,500-gallon water. Roots vacuum pump 8x24 - 4,100cfm @ 16" HG. Mercedes MBE 4000 engine, Allison 6-speed automatic transmission, 20,000# front axle, 46,000# rear tandem. Maintenance records, mileage 29,814.5, 2,222.3 hours on engine, 143 hours on blower. Call for more information. .... \$128,000

**Biros Septic & Drain Cleaning, Inc.**  
**570-889-3738, PA**  
**mike@birosseptic.com** P01

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

PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



## VACUUM LOADERS



**1997 Ford Louisville Guzzler** vacuum excavator: Totally refurbished, designed for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. Slurry, gravel, sludge, liquids. Ready to work.

\$125,000

**617-212-0162, MA** P01

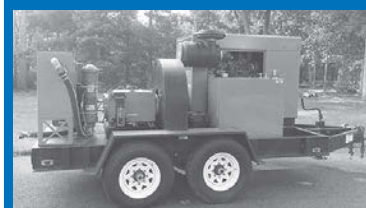
2001 Gap Vax HG57 WET/DRY on Volvo WG64, 5,500 cfm, 27" Hibon blower, Cummins engine, chassis tank and bag house, in good condition, ready for work. KLM Companies 617-909-9044 (PBM)

## WANTED

Wanted: Used grout truck, 5-hose-system, 18' box or bigger. Please contact: 604-888-2618 adam@abcpipelinecleaning.com (P02)

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

## WATERBLASTING



**1998 NLB 20203D** (refurbished 2013). 20,000psi @ 19gpm. 250hp John Deere. 704 total hours. 400 ft. 15k jetting hose, (2) 15k dump guns, (1) 15k splitter, (2) cleaning lances. Whip checks, Turtle Skin foot protection...much more.

..... All for \$34,900

**856-506-4788, NJ** P02

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)

**WATER JETTING EQUIPMENT:** We sell, repair and retrofit water blasters. Visit us at: [www.waterjettingequipment.com](http://www.waterjettingequipment.com) or phone 714-259-7700. (PBM)

**SUBMIT  
YOUR  
CLASSIFIED  
AD  
ONLINE at  
[www.pumper.com](http://www.pumper.com)**

# SOLD

Sell your equipment  
in *Pumper* classifieds

Reach over 25,000 potential buyers each month when you list your equipment in the classified section. Plus, your listing is placed automatically online at the *Pumper* website.

In addition, your ad will be placed in the *Pumper e-Trader*, an electronic magazine that is e-mailed to readers.

That's three ways to move your equipment out of the yard!

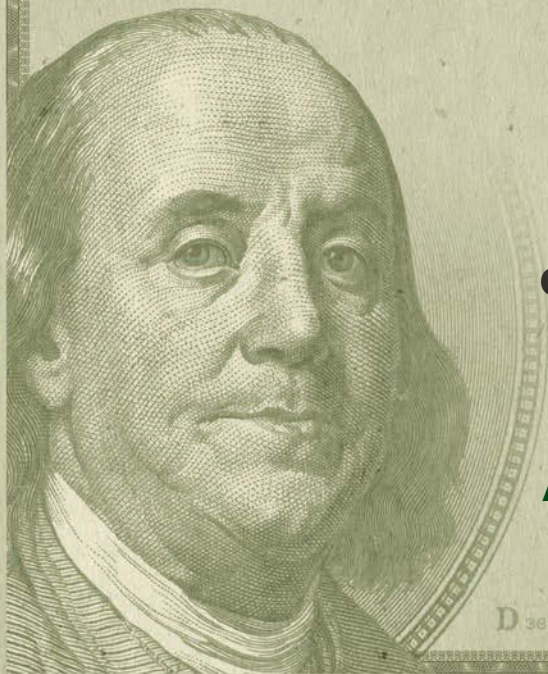
**Why wait?**

Go to  
[pumper.com/classifieds/place\\_ad](http://pumper.com/classifieds/place_ad)



PLACE YOUR AD ONLINE AT [www.pumper.com](http://www.pumper.com)

**3 DAYS OF HANDS-ON BUSINESS  
BUILDING & NETWORKING**



# Pumper & Cleaner PROFIT Series

**CELEBRATION, FLORIDA • BOHEMIAN HOTEL  
APRIL 4-6, 2016**

**EARLY REGISTRATION:  
ONLY \$395 PRIOR TO JANUARY 11, 2016  
ADDITIONAL REGISTRANTS FROM SAME COMPANY SAVE \$100**

**[WWW.PUMPERPROFIT.COM](http://WWW.PUMPERPROFIT.COM) • 866-933-2653**



# We're pretty Pumped!



**It's trade show time again, and this year, we're feeling a little nostalgic.**

We all know times change, but some things shouldn't. That's why the PolyJohn guys still believe in a higher standard of service.

It's about real people providing real solutions that can make a real difference for your business. And let's face it, that kind of commitment can be hard to find these days.

So whether you're an authority on portable sanitation or just starting down the road, stop on by and see us at **Booth #2030**. Let's talk about what a true full-service experience can do for you.

Oh yeah, and don't forget to cruise by our happy hour. We'll be happy to fill 'er up if your tank is running on empty.



 **POLYJOHN**  
there when you need us

  **800.292.1305** [www.polyjohn.com](http://www.polyjohn.com)

PJ USA  
[PolyJohn.com](http://PolyJohn.com)

PJ CANADA  
[PolyJohn.ca](http://PolyJohn.ca)

PJ INTERNATIONAL  
[PolyJohn.co.uk](http://PolyJohn.co.uk)

PJ SOUTH AMERICA  
[PolyJohn.com.br](http://PolyJohn.com.br)

PJ MEXICO  
[PolyJohndeMexico.com](http://PolyJohndeMexico.com)



# PRESVAC

DESIGNED AND BUILT FOR PERFORMANCE



## Dump Trailer / Tractor Combo Stainless Steel 316

- > DOT 407/412 Code Tank
- > 1600 CFM Blower
- > 27" HG
- > 9000 US Gallon Tank
- > Axle Spacing & Tank Size Configured To Your State Regulations

## Powervac 3800 w/ Dump Chutes

- > 3800 CFM Blower
- > 27" HG
- > Wet & Dry Loading
- > 10" Dump Chutes SS 304
- > 16 Cubic Yard Tank



## Pup Trailer

- > DOT 407/412 Code Tank
- > 3600 US Gallon Tank
- > 6" Piping To Connect To Vacuum Source
- > Axle Spacing & Tank Size Configured To Your State Regulations



Quality...  
...is our Trademark

Work with us ... We listen!

PRESVAC

4131 Morris Drive  
Burlington, Ontario, Canada L7L 5L5  
Fax: 905-681-0411

Nationwide Sales & Service

800-387-7763 | 905-637-2353 | [www.presvac.com](http://www.presvac.com)