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its vacuum tank for a dump box to
provide awesome job site versatility** [Page 10](#)

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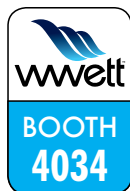
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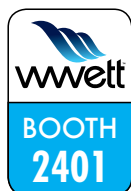


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Reading Between the Lines: Doing Double Duty

- Jim Kneiszel, Editor

2015 Classy Truck of the Year swaps its vacuum tank for a dump box to provide awesome job site versatility.

ON THE COVER: The 2015 Classy Truck of the Year is owned by Larry Maznek, of Maznek Septic Service in Bedford, New Hampshire. The truck was built out by Amthor International with a National Vacuum Equipment pump.
(Photo by Oliver Parini)

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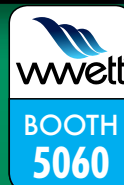
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

Doing Double Duty

2015 Classy Truck of the Year swaps its vacuum tank for a dump box to provide awesome job site versatility By Jim Kneisel, Editor

Many years before Larry Maznek started his septic service business in 2011, he had a vision for a truck that could provide flexible service as a construction site material hauler and a vacuum unit to pump wastewater. Customizing a 2005 Peterbilt 378 roll-off container rig, with the help of truckbuilder Amthor International, turned that dream into reality.

The silver and white Pete, fitted with a 4,100-gallon steel vacuum tank and National Vacuum Equipment Challenger NVE866 pump has been a workhorse for the Bedford, New Hampshire, operator as he built the successful Maznek Septic Service. And the good-looking truck with the ingenious conversion was chosen as *Pumper* magazine's Classy Truck of the Year for 2015.

First featured last January as our Classy Truck of the Month, the rig was selected from a top-notch group of trucks for the annual award that lands the winner on the cover of this WWETT Show issue of *Pumper*. Maznek was thrilled to hear about the honor, and it will make his trip to Indianapolis for the WWETT Show later this month all the more exciting.

"I've put time and effort into getting this truck up and running. I'm proud of my truck, and to get this award, it's just the cherry on top of the ice cream for me," Maznek said when informed of the Classy Truck honor.

FROM CONCEPT TO COMPLETION

Maznek, 56, worked as a union carpenter foreman for 30 years, and as part of his construction job, he obtained an onsite installers license in 1990. He yearned to start his own one-man installing and pumping business after retiring from the trades, and thought the best way to meet a changing workload was to build a truck that could dump trench rock or spoils one day and pump tanks the next.

He approached Butch and Brian Amthor with his idea, and was excited to hear they'd already converted a few roll-off trucks for pumping. He bought the truck and delivered it to Amthor, where the steel tank and sled were fabricated and the pump was installed. The truck employs quick-connect fittings for the slacked suction hose between the rail-mounted pump and vacuum tank and for tank-mounted lighting to conveniently swap the unit for a 20-yard container.

The truck serves as a pumper most of the time. But when the work demands it, Maznek drives to a container rental company, drops the tank on the ground, picks up a container and goes. The process takes about 25 minutes and turns the pumper into a dumper.

"Since the economy turned around, dump trucks have been at a pre-

Patrice Adams and Larry Maznek stand proudly in front of the 2015 Classy Truck of the Year. The rig was built out by Amthor International with a pump from National Vacuum Equipment. (Photo by Oliver Parini)



mium, and it's hard to find guys to run for you," Maznek explains. "Unless you want to buy product from their yards, they don't want to tie their trucks up."

HEAVY-DUTY

Maznek needs the dump truck functionality several times a year to haul stone to a job site for a system install or haul out spoils that don't fit on small lots where he's repairing or replacing a system. Because he doesn't know exactly when or for how long he'll need a dump truck, it's easier to use his own equipment.

Weight or lifting power aren't an issue for the Pete, powered by a 385 hp Cat C13 ACERT RTO1409 power plant tied to an 8LL Eaton transmission and carrying a 50,000-pound K-Pac Equipment hoist. It capably carries ei-

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ther a loaded vacuum tank or container filled with rock. And the hoist frequently comes in handy to empty stubborn sand and grit from the tank, making other pumpers in line at the treatment plant green with envy.

"I lift it up 4 or 5 feet and the guys say, 'Hey, that's cheating!' I get gravity going for me a little bit better than most of the guys can do. It helps to get out the sand where it seems to collect on me." A wide range of tilting from 0 to 45 degrees can also help in the field, where Maznek has found a slight adjustment depending on the grade where he's parked can help load a few more gallons in the tank.

The truck has dual PTOs for the lift and the pump, and the tank sled locks into place up front mimicking how the truck carries containers. To secure the loaded tank further, Amthor provided 4-inch-wide tie-down straps – two on each side – evenly spaced along the frame rail to minimize any bounce while running down the road. Quick-connects will also be added to a heated valve system Maznek is installing this winter to make it easier to run in cold weather.

A RELIABLE RIG

The truck cab is basic and the paint is the original silver color. Simple tank graphics from Universal Sign Works, aluminum wheels and chrome accents, and bright red wheel hubs give the truck an understated look. Maznek purposely left graphics off the doors to keep the appearance simple and clean. The truck currently has 311,000 miles and is kept up with twice-a-year dealer service, weekly washes using the onboard Power Eagle Cleaning Systems pressure washer, and annual waxing.

"Knock on wood, she's been stellar. There have been no issues with the engine, the transmission or any of the drivetrain," Maznek says. "All in all she's a great truck."

The truck carries useful tools, including a Crust Buster tank agitator and a Sludge Judge. He uses both with every service, the sludge tube to show customers the amount of solids to be removed and the agitator to demonstrate that he thoroughly scours the tank.

"(The Crust Buster) does a better job (than back-flushing) at getting as much sludge out as I can. When you can show concrete on the bottom of the tank, that helps," he says.

Maznek is busiest pumping during the spring and fall, when he empties four to six tanks per day, six days a week. Installing picks up in June, July and August, when he's down to pumping eight to ten tanks a week. Maznek hopes to add another driver and another truck as the business continues to grow. This time he will buy a dedicated vacuum truck for pumping and keep the versatile Peterbilt to pump, haul materials and pull equipment trailers. He says the Peterbilt could also be used to help other companies deliver and pick up containers, but he's keeping busy enough on the septic work.

“Some other industries are so cutthroat. The industry is tough enough. You don't need people working against you. We're always sharing ideas and I'm happy with this industry in that respect.”

Larry Maznek

INDUSTRY FRIENDS

Maznek receives support in the office from his girlfriend, Patrice Adams, who helps customers set up appointments and does the company's marketing. He also has maintained great relationships with other pumping and installing businesses, which he calls "co-petitors" rather than competitors. He counts his friend and mentor Dave Joubert among them. The owner of nearby DJ Septic and a fellow member of the New Hampshire Association of Septage Haulers (NHASH) helped him get started in the business.

"The companies around here are very easy to work with and that's why I call them co-petitors. People try to help each other out," Maznek says. "Some other industries are so cutthroat. The industry is tough enough. You don't need people working against you. We're always sharing ideas and I'm happy with this industry in that respect. There's plenty of work to go around."

A septic service truck should convey the professional image a service contractor wants to build and maintain. Maznek hopes he's hit the mark with his Classy Truck. And the image extends to wearing clean uniforms and spending the time to educate customers about their septic systems.

"Dave Joubert has told me he considers himself an ecologist. We're trying to keep systems clean and running properly so people can reuse the water. We're helping them recycle," Maznek says. "That stuck in my mind. That's my line of professionalism and I do take it seriously."

"I keep the rig clean and running properly and hopefully that comes through. If you can't keep your truck clean, how are you going to clean someone's septic tank?"

ON WITH THE SHOW

I hope you have a chance to congratulate Maznek in person at the WWETT Show. I also invite you to seek me out in Indy. I will be attending the Wednesday and Thursday Kickoff Party networking events from 5-8 p.m. at Lucas Oil Stadium, as well as checking out the exhibits with you at the Indiana Convention Center. I want to meet you and learn more about your pumping business. I'm looking for your input on the editorial content of this magazine. I'm also looking for good candidates for our regular contractor profile features. Who knows, you and your crew might just land on the cover of *Pumper* like Maznek's truck! ■

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VAC TRUCK INNOVATIONS

little changes, big impact

Dick Mottolo has seen a lot of changes in the 43 years he's been in business. Mottolo and his company, Service Pumping & Drain Co., are featured in this month's issue, discussing how he bought the business, with no prior experience, and built it up over the years. His company has grown and changed a lot, and vacuum trucks have changed over the years too. In this exclusive online story, learn what two innovations Mottolo would never do without. pumper.com/featured



“It’s best to have a policy in place before there’s an issue rather than creating a policy in response to an employee getting a tattoo or piercing.”

— *Is Body Art OK For Your Workforce?*
pumper.com/featured

JETTING VETTING

diversify and conquer

If you're thinking about buying a jetter to expand your service offerings, or already purchased one and want to study up on best practices, check out this online series all about jetters and the basic principles of waterjetting. pumper.com/featured



COMMUNITY RELATIONS 101

build trust, build profit

“Community relations” isn’t a marketing buzzword, it’s a different way of getting attention and brand recognition. Traditional advertising is expensive and doesn’t always work. But getting involved in your community puts you in front of your potential customers in a real way that lets you show your integrity and reliability. This article shows you how to get started.

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PRODUCTIVITY BOOSTERS

10 tips for success

There’s no way to guarantee success, but there are plenty of little things you can do, habits you can form, to boost your chances and stack the odds in your favor. Indeed, one of the keys to successful entrepreneurship is settling into the right groove, fostering the traits and routines that lend themselves to productivity, creativity and vision. Here we share 10 tips to get you on top of your game.

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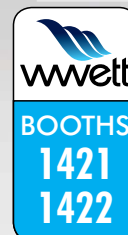


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sides of the trailer and doorways by way of a built-in J-Rail.

Water can also seep into the structure through seams in the interior walls, floor and ceiling. When this occurs, mold and mildew forms and produces odors and eventually, expensive repair work. However, the interior walls, ceiling and floor in a Satellite Suites trailer are all covered with seamless materials to greatly reduce this risk.

Odor is a big problem with many trailers. It is usually caused by water trapped in the structure, but another source is the tank. We solved that problem by using a half inch, polyethylene tank with a sumped, bottom dump. The bottom dump is much more effective for evacuating waste and in addition, the tank can easily be cleaned using a pressure washer through a convenient side port. When the tank is clean, the whole trailer smells better.

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TRUE BRAWN

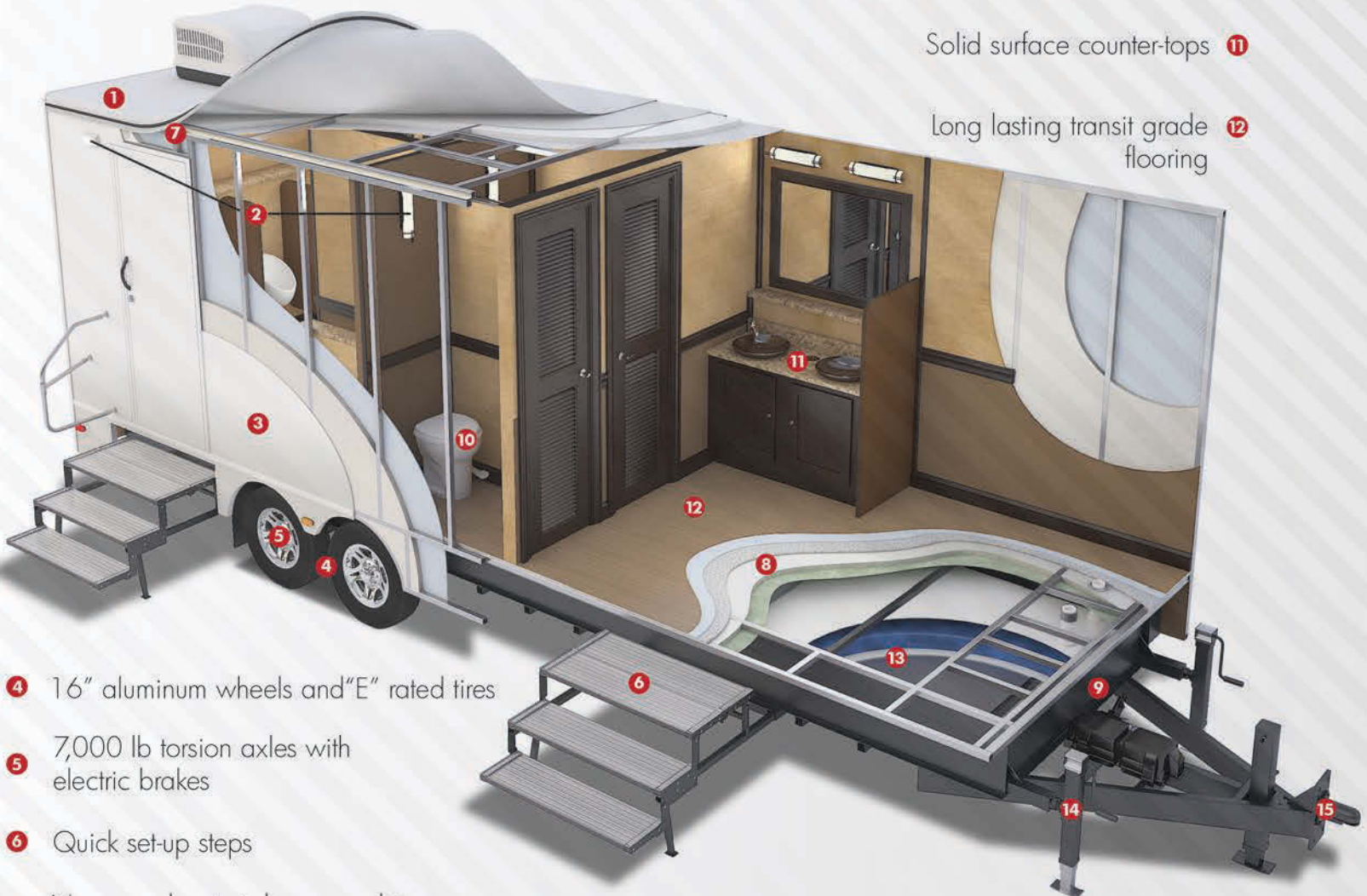
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- 8 Non-wood floor structure

Half inch thick polypropylene waste tank with low point sump and bottom dump. Easier to clean and evacuate waste, reducing waste odor. 13

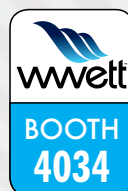
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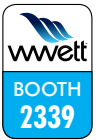
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Dick and daughter Lara Mottolo continue to grow operations at Service Pumping & Drain Co. Inc. They are shown in the company yard in North Reading, Massachusetts. (Photos by Ed Collier)

A Massachusetts family combines old-fashioned service with 21st century technologies to create a promising future in the wastewater industry

By Betty Dageforde

TAKING CARE OF BUSINESS

Dick Mottolo has been in the septic business since 1972, and in the '80s was a featured contractor in an early issue of the fledgling *Pumper* magazine. Since then his business has grown, service offerings have changed and the industry has evolved. Some of his biggest changes came from the next generation, particularly his nudge into the technology requirements of the 21st century. But there was an unexpected twist to the story.

His son, Anthony, grew up working alongside him, but as Dick began to focus more on commercial work, Anthony decided to go out on his own and concentrate on residential septic pumping. Meanwhile, his daughter, Lara, who had never been particularly interested in the business, left a theater career in New York, came home and stepped into the family business. She worked her way up through the ranks, modernizing the company as she went.

Service Pumping & Drain Co. Inc. is located in North Reading, Massachusetts. The 14 technicians and eight office personnel, including Dick's wife, Carolyn, operate out of a 5-acre property and a 10,000-square-foot building, housing offices and a 15-bay garage. They work within a 100-mile radius covering Boston, eastern Massachusetts and southern New Hampshire.

(continued)

Profile

Service Pumping & Drain Co., Inc., North Reading, Massachusetts

OWNER: Dick Mottolo

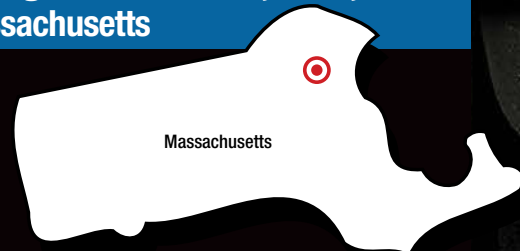
FOUNDED: 1927, purchased by Mottolo in 1972

EMPLOYEES: 22

SERVICE AREA: 100-mile radius including Boston, eastern Massachusetts and southern New Hampshire

SERVICES: Septic grease trap service; catch basin and storm drain cleaning; food wastewater treatment plant

WEBSITE: www.servicepumpingdrain.com



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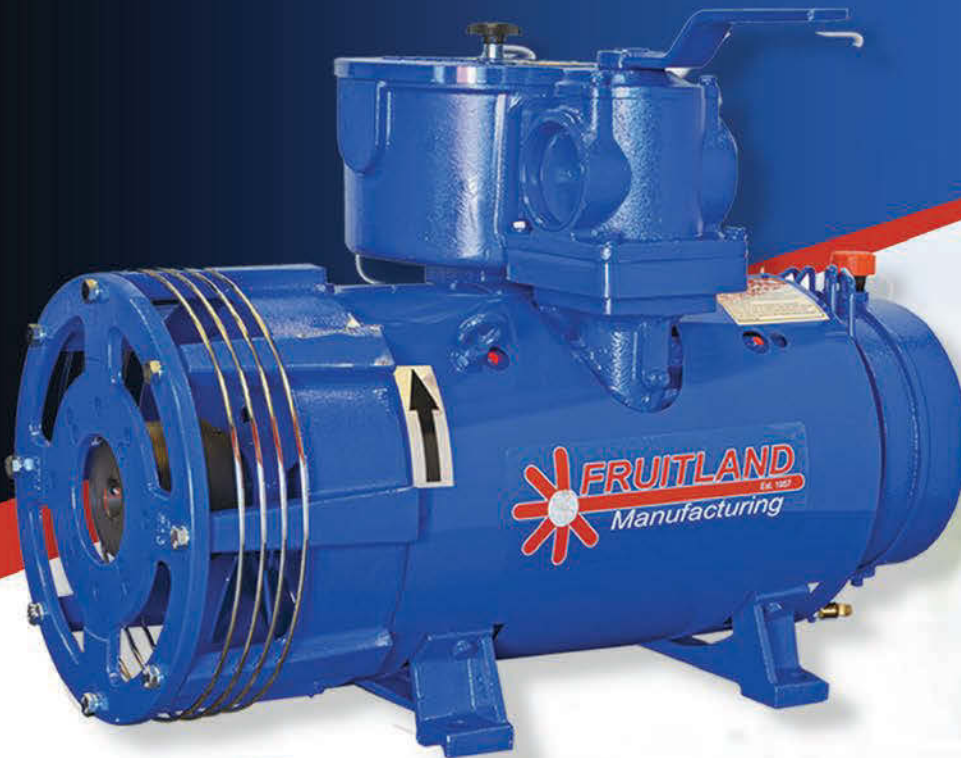
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A CHANGE IN FOCUS

Dick got started in the business when he purchased the company from the Hewitt family who had founded it in 1927. His background was raising pigs. "I knew nothing about this business except it was a necessity that probably would survive any downturns," he says. He laughs when he recalls he only put \$500 down. "Nowadays we can spend twice that on just one flotation tire on one of these trucks."

He started off with two employees and two trucks and has grown every year since. And he's done it without a sales force. "We just try to give top service consistently, no excuses, and we have a great team of people."

In the beginning, the work was about 90 percent residential and 10 percent commercial. But gradually Dick began focusing more on commercial, and today those figures are reversed. "It just evolved," he says. "As your overhead gets higher, you have to have the commercial because you couldn't afford to pay the benefit packages I do with just residential."

However, he's not about to abandon residential customers, some of whom have been with the company for over 50 years. "I have a great deal of satisfaction with long-term customers," he says. Lara adds it rounds out the hours. "A lot of commercial you can only do in the morning or at night, so it's nice to have the residential during the day," she says.

THE FRONT END

The move to commercial has also given the company a more diversified customer base, which Dick says offers protection from economic downturns and keeps the crew busy year-round. Besides

“Your key to profitability is efficient dispatching, efficient routing because traffic is a major issue, and efficient handling of the customers so they feel like they know you, you know them and you know what their needs are.”

— Dick Mottolo



Technician John Perry cleans out a catch basin using an Aquatech B-10 combination unit.

pumping septic tanks, they clean catch basins, sediment pits and storm drains. They also work on car washes, parking garage drains and commercial swimming pool filters.

"And we do a lot of maintenance on lift stations and often work with various mechanics, plumbers, engineers, general contractors, municipalities and other pumpers," Dick says. They are also licensed to do septic system inspections.

The regulatory landscape for storm drains has changed drastically over the years, Dick says, increasing their work in that area. "You've got new regulations all the time," he says, "especially with new construction where they have to have a storm management plan in place. We make up a custom form for each location and number all the structures, and every quarter go in and check each one to make sure there's no issues, and then clean them once a year. We've always done it, but now we're more focused on it than ever."

A fair amount of their work is emergencies, but they always try to turn that into recurring maintenance work orders. "We want to keep the customer out of having a backup and keep them in compliance with regula-

(continued)



The Service Pumping & Drain team includes Vilton Marques, Paul Dehetre, Janio Storck, Mike Fraser, Jim Flammia, Sophy Oum, Dick Mottolo, Carolyn Mottolo, Lara Mottolo, Cheryl Welch, Judy Vollmar, Alair Santos, Dan Drake, Ron Robichaud, Rob Piskadlo, Andrew Holland, Jorge Benitez, Mike Wood, Bill Lahey, John Perry, John Nicholas, Dave Malone, Andy Cathcart and Tim Doyle.

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Meeting up at a job site, Dick and Lara Mottolo talk about how their day is going.

Equipment 866 pumps, most from Andert, TSI Tank Services and Longhorn Tank & Trailer.

For smaller jobs and low-entry situations, they have two Ford F-350 vacuum trucks (2015 and 2016) with 525-gallon steel Presvac tanks, one with a Jurop/Chandler pump, the other Masport; one Ford F-550 with a 1,200-gallon aluminum tank and Masport pump built out by Arthur Custom Tank; and two Ford F-350s with trailered US Jetting jetters (300 and 600 gallons).

For larger projects, they have three 9,000-gallon aluminum vacuum tank trailers built by Arthur Custom Tank and a 1969 Fruehauf 8,500-gallon aluminum transport pulled by Mack tractors (a 1993 R713 and a 2006 CHN613), a 2008 Aquatech B-10 (10-yard) and a 2000 Vactor 2112 (12-yard).

(continued)



tions," Dick says. Lara adds it's also a good way to grow your business: "If companies can create a recurring work order or reminder for every emergency, they have a better chance of increasing the lifetime value of the customer – but you have to be proactive about it."

Collecting grease was always a small part of Dick's business, but it now accounts for half their work. "We do hundreds of restaurants, but also colleges, hospitals, food manufacturers, hotels, malls," Dick says – anything from 10 gallons to 20,000. The industry has changed considerably. "Back in the '70s, they just assigned you a manhole and there was no documentation," he says.

When regulations came in requiring disposal at treatment plants, Dick says it became difficult to find places that would take grease, a problem he finally solved when he came across an opportunity in 2002 to buy a small grease-processing facility. He made major improvements and now runs it as a separate business, Northeast Environmental Processing. The facility removes water from food wastewater and sends the residual material to farm digesters, making electricity. That's another change he's seen in the industry – "Now food waste recycling is very vogue," he says.

Two trucks are used for scheduled hotel grease trap maintenance. On the left is a Mack truck with a 4,000-gallon tank built by Andert with a National Vacuum Equipment pump. On the right is a 9,000-gallon tanker built by Arthur Custom Tank, pulled by a Mack semi-tractor.

MACHINES AND TRUCKS

Equipment includes a 2010 Bobcat S205 skid-steer loader, US Jetting 4018 portable jetters, Spartan Tool cameras, and RIDGID cameras and locators.

The fleet includes eight 1985 to 2006 Mack vacuum trucks with 4,000- and 5,000-gallon tanks (half are aluminum, half steel) and National Vacuum

Never misses a WWETT Show

The Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, previously called the Pumper & Cleaner Expo, didn't exist in 1972 when Dick Mottolo got started in the business with his company Service Pumping & Drain Co. Inc., in North Reading, Massachusetts. But when that first Pumper & Cleaner Expo was announced 36 years ago, he jumped at the chance and hasn't missed one since. He's watched it evolve from a small gathering to one of the largest trade shows in the country.

"Years ago if you saw one or two new ideas, that was something," he says. "Now you can't get halfway down one of these aisles and you'll see one or two things you hadn't seen before." As a result, it never gets old and he always learns something.

"Like any industry, you have to stay on top, you have to know what's going on. You can only learn so much in your own backyard." The WWETT Show also helped to elevate the professionalism in the industry, he says.

Dick brings a different employee with him each year, and this year it'll be General Manager John Nicholas. "He went many years ago, so he'll be quite impressed with the increased size and the number of vendors and the different kinds of vendors," he says.

Another change is the growing number of women who attend the show. In 2015, Dick's daughter Lara Mottolo, the company's vice president, added her own touch. "I initiated a panel to showcase a cross section of women in the wastewater industry," she says. Her goal was to highlight how much value women bring to their companies and the industry and to encourage them to take on more management roles.

Since women often have to juggle multiple roles in their lives, they've learned to multitask, focus, delegate and create strong teams. She cites her own situation having two small children at home. "It's made me a better manager and has actually given us the ability to grow," she says. She'll be leading a similar panel at the 2016 WWETT Show, on Education Day, Feb. 17.

Dick will be there. "I look forward to going to the show every year," he says. "I never get tired of it."

“You can't get halfway down one of these aisles and you'll see one or two things you hadn't seen before. ... I look forward to going to the (WWETT Show) every year. I never get tired of it.”

— Dick Mottolo

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To maintain the fleet, Dick works with two independent mechanics who come in at night and on weekends. "Safety is paramount," he says. "We do whatever it takes to keep them in good shape." He also likes to have spare equipment. "I usually have one or two extra trucks ready to go in case a truck is down. That way my drivers always have a day's work and we don't have to make excuses to our customers."

THE BACK END

A solid back office is required to ensure the front end operates as efficiently and effectively as possible, Dick says, and it has to keep up with changes and growth. Lara has worked hard to improve operations in this area.

After working 10 years on the administrative side of theater management after getting a degree from Fordham University, Lara was ready to make a change and in 2006 joined her father, a move that surprised both of them. She began familiarizing herself with every back office function, eventually working her way up to general manager, then vice president handling operations, marketing, financial and back-end functions.

One major contribution was taking a deep dive into technology — a real game changer for the company, Dick says. "When I first started I had a beeper, and then I went to a pay phone and put my quarters in and called the answering service. Now everything's on the cloud."

About eight years ago the company installed Fleetmatics REVEAL vehicle-tracking software and in 2015 added Fleetmatics WORK, a cloud-based customer relations software and computerized dispatching program that integrates with QuickBooks accounting software. Drivers access schedules and route information with an app on their Samsung Galaxy Note smartphones. Dick says the value of software like this can't be overestimated.

"Your key to profitability is efficient dispatching, efficient routing because traffic is a major issue, and efficient handling of the customers so they feel like they know you, you know them and you know what their needs are," he says.

Lara also implemented an Internet-based phone system and refreshed the website created by Anthony and his wife, Mary. She says technology in a large company is a necessity, but cautions that it doesn't run on autopilot. "You really do need to have someone in the office who has some computer knowledge and is willing to take the time to learn and work with these programs."

THE PEOPLE

As critical as technology is to a business, Dick and Lara never lose sight of the fact that employees are their best asset. "Without good people, you can't provide the high level of service," Dick says. "And you can't afford turn-over either. It takes a couple years to train a guy. And customers like to see familiar faces."

Besides good pay and benefits, Lara says Dick treats people fairly and respectfully. "They're our eyes and ears — they're the ones representing the



Left: Technician Janio Storck pumps a hotel holding tank using a service truck from Andert with a 4,000-gallon tank and National Vacuum Equipment pump.

Below: Technician Alair Santos prepares to dump a load from a 9,000-gallon Arthur Custom Tank trailer at the Service Pumping & Drain grease-processing facility, Northeast Environmental Processing, in Lawrence, Massachusetts.



Plant Operator Mike Fraser monitors operations at the Service Pumping & Drain grease-processing facility, Northeast Environmental Processing.

company. They all know they're valued." A number of employees have been with the company 10 and 20 years.

Dick credits Lara with upgrading company handbooks, formalizing the hiring process, and professionalizing the human resources function. "Years ago, management was by the seat of the pants," he says. "But as you get a little larger, you really do have to manage."

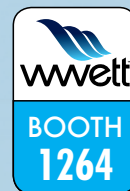
THE FUTURE

The mom-and-pop business Dick bought more than 40 years ago looks nothing like the sophisticated commercial operation he has today. Even Lara has seen big changes in just the last 10 years — customers are more savvy, they expect faster turnaround and 24-hour accessibility, and there's

(continued)



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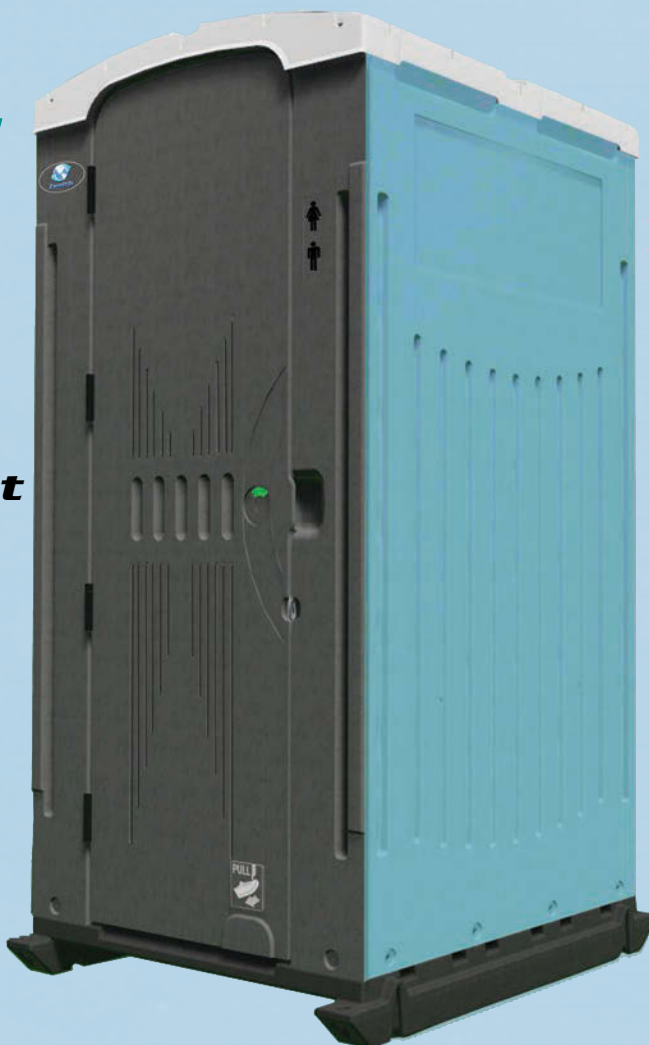
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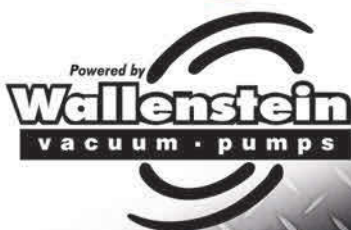
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At 73, Dick says he still has his commercial driver's license and could jump in a truck if he had to, but he mostly looks out for the big picture. He has no plans to retire but is comfortable he's got a great team, led by Lara and 27-year veteran General Manager John Nicholas.

Lara's grateful to be there. "I wasn't expecting to like it as much as I do, but it's a very challenging industry, it's fast-paced and it's constantly changing." She's also proud she and Dick have developed a great working relationship. "Family businesses can be so difficult, and a lot of it really does come down to communication and respect and treating each other as professionals."

Lara says the future will be more of the same — continue to grow, evolve and take on new challenges. "Our foot is still very much on the gas pedal," she says. ■

Technician John Perry (left) works an Aquatech B-10 combination unit, while Andy Cathcart operates a Vactor 2112 combination unit. The pair team up to clean a catch basin.

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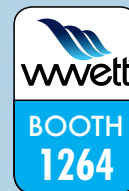
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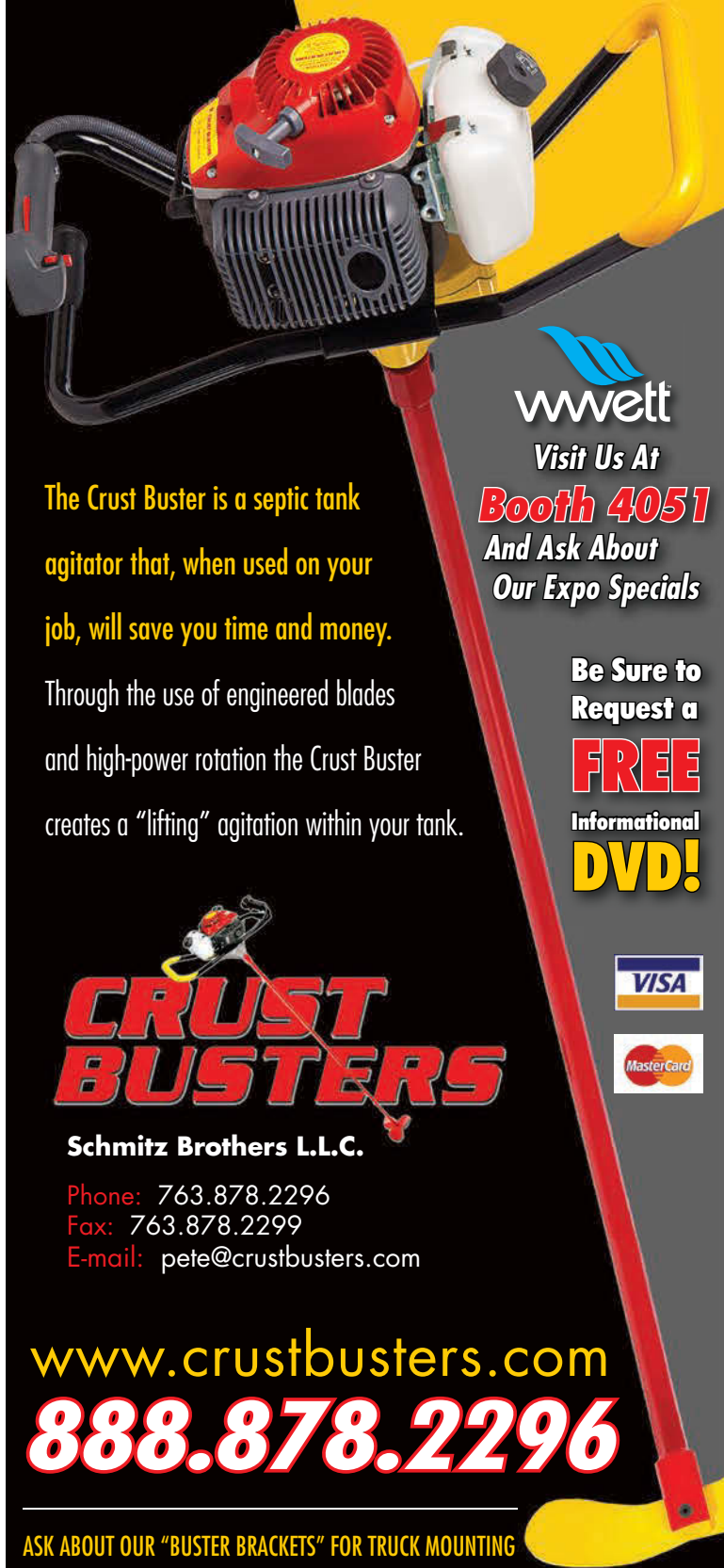
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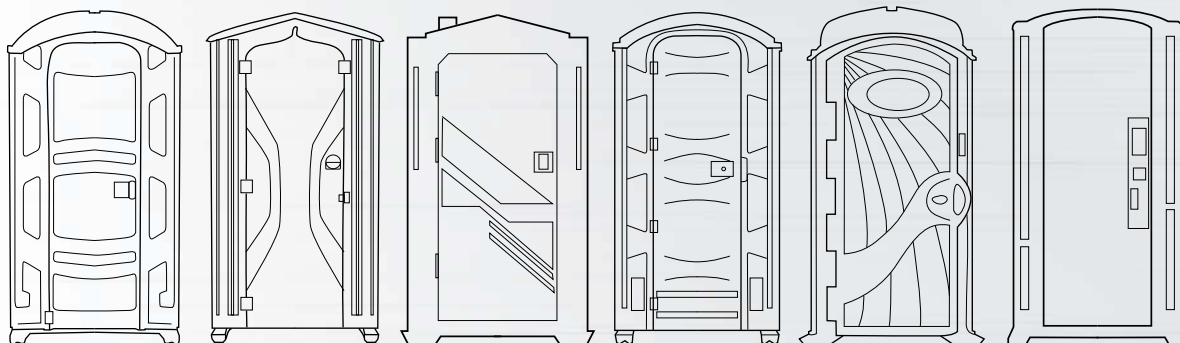
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Protecting the Industry and Property Rights in North Carolina

Pumpers and installers work closely with the state Legislature to promote efficient wastewater regulations and a cleaner environment By Doug Day

The North Carolina Septic Tank Association formed in 1990 to provide opportunities for all onsite wastewater professionals in the state, not just members. To attract voting members who would add value, membership dues were set relatively high at \$300 a year, according to President Jerry Pearce.

One benefit of joining is free training for members and their employees. It has helped attract 300 members, and the group has succeeded in spreading the benefits across the entire industry with affordable training for non-members and lobbying that has helped change the regulatory environment.

Has your strategy of high dues worked as planned?

Pearce: It works pretty well for us. Training is our largest funding apparatus. We can offer continuing education hours at a lower rate than the state or university. We're not driven strictly by membership dollars for our lobbying, outreach, and five or six annual college scholarships. We've awarded almost \$40,000 in scholarships to students going on to universities and community colleges.



Jerry Pearce

In 2006, we were the primary driver for the certification of onsite installers and time-of-sale inspectors. Occupational licensure is always a tough sale, but our argument prevailed and passed by an overwhelming majority. That led to the need for continuing education, and the association soon became the source for most of the training for certified onsite professionals in North Carolina. The requirement varies, but it's around six hours annually.

We train about 1,500 people a year at our annual convention and at 10 regional sites across the state during the year. We provide about 50 to 75 percent of the required training for pumpers, installers, time-of-sale inspectors, soil scientists, and certified operators. It is free for members, and we extend that free training to registered sanitarians for the counties. We wanted to get regulators into the same class, listening to the same speakers as the people who are being regulated.

We also offer hands-on training for contractors who want to help groups like Habitat for Humanity and the Wounded Warriors Project. They get credit for installing a system under our supervision. That's working well for those who learn that way, the people who can sit on a backhoe for 12 hours a day but can't sit in a classroom for two hours.

How do you manage all that training?

Pearce: We get great help from Emerald Enterprises, which keeps the records, plans the classes, and keeps the association current with our paperwork. Our executive director and members write the curriculum with help from other stakeholders. The North Carolina Department of Labor does all of our safety training, and we bring in the Highway Patrol Motor Carrier enforcement group to do training. Our vendors go out of their way to provide staff people for presentations.

What does your membership look like?

Pearce: Voting membership is limited to tank manufacturers, installers and pumpers. We have other active, non-voting members from licensed soil scientists, professional engineers, manufacturers of components or systems, and local health department regulators.

Lobbying is another primary focus of your group. What does that entail?

Pearce: Doug Lassiter, our executive director, is also our lobbyist. He works with the Legislature, state agencies and local environmental health agencies to promote our industry and help develop legislation to expand our opportunities and protect from unwarranted regulations. He also works with issues that concern related industries, like stormwater reuse, solid waste and land application.

Our legislative success started in the late 1990s when the Legislature demanded that all potential water polluters come up with improvements for their industry. While the

state suggested a study, we suggested requiring effluent filters and access devices on septic tanks. The Legislature liked giving homeowners something that could be of immediate benefit, and the requirement was put in place the next year.

Our most recent legislative action was the Regulatory Reform Act of 2015 that passed (last) September, trying to make rules easier to understand

“We just have to be prepared in the private sector, and we have to make sure that the regulatory framework enables the greatest opportunities for our members, the onsite wastewater industry, and the environment.”

- Jerry Pearce

and implement and trying to eliminate some that might be outdated. We promoted the idea of having an option for owners and developers to get approval of onsite wastewater systems.

Historically, the sole authority for approving systems was with the local health departments with review by the state. We promoted the Engineer Option Permit. The owner can contract with a qualified professional engineer to design the system, licensed soil scientists to evaluate the site, and a certified installer to build the engineered system. The system design has to be as stringent as the standards of the local health department.

While it's more expensive, the turnaround time is much quicker, so that can change the bottom line, especially for a property developer. There are permits that have been waiting for approval for more than 1 1/2 years. This option will cut that at least in half.

I still think 85 percent of permits will be written by the local health department, but we'll have this extra tool. We promoted this as the stability of the three-legged stool — protecting public health, the environment, and the owner's economic investment. The Legislature liked the idea and included it in the bill, along with a few other of our ideas. Of the 71-page bill, 19 pages dealt with onsite wastewater, including the engineer option and some language to clarify rules, things that will immediately affect the industry.

Another bill, two years ago, required agencies to review and eliminate rules every five years. The On-Site Water Protection Branch is now looking at rules that haven't been revised in probably 12 years. We could have waited for that review, but a lot of us participated the last time they tried about 10 years ago. In the end, they decided to not move forward with the rule changes. So we took advantage of the Reform Act.

We are participating in the review, trying to bring common sense and effectiveness to the task and make sure the rules do not establish unnecessary hurdles that add costs. We attempt to work with the regulators but recognize that we may be approaching necessary changes from different directions. It's our job to make sure the needs of the private sector are not overlooked. We just have to be prepared in the private sector, and we have to make sure that the regulatory framework enables the greatest opportunities for our members, the onsite wastewater industry, and the environment.

What's your vision of the future?

Pearce: We did a survey of our certified installers a few years ago. The average age was 57. We're talking with NC State University about

promoting and improving the soils science department. Part of that will be to make sure we have college students getting certified training. We have in place in our association the ability for certified installers to bring sons and daughters to courses with them and make it easier to transfer ownership of the business to provide that next generation of onsite wastewater professionals.

There are new technologies, especially in Europe where they have more population density and fewer natural resources, so hopefully

we'll be able to bring some of that technology over here. We want to protect our industry. If that means adapting, then we adapt. ■

Contact Jerry Pearce, president of the North Carolina Septic Tank Association, at 919/971-4599; contact Doug Lassiter, association executive director, at douglassiter@gmail.com.

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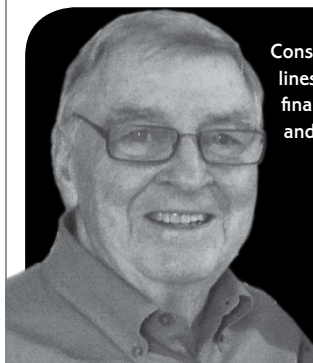
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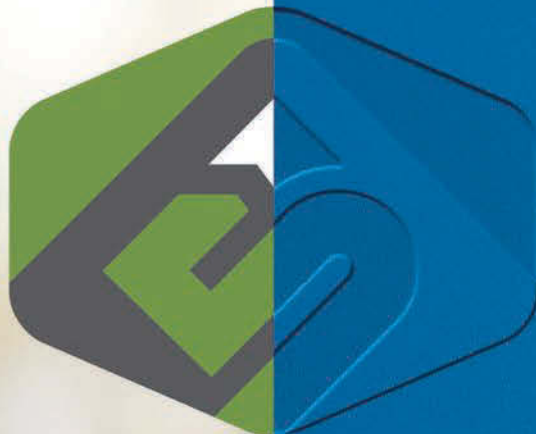
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In New England, Stewart's Septic Service takes control of its waste streams, even spinning off collected grease to create a new profit center *By Ken Wysocky*

CALLING THE SHOTS

Thanks to timely acquisitions of other pumping companies, diving into the fats, oils and grease business, and pioneering private wastewater processing, Stewart's Septic Service has grown from a mom-and-pop outfit into a big pumping player in New England.

A lot of wastewater has passed through the Bradford, Massachusetts-based company over the years, and owner John Divincenzo was already successfully treating collected waste when *Pumper* first profiled Stewart's in 2003.

Today, the company continues to reach for new frontiers, now converting grease into dollars, selling it as the raw material for biofuel production. And Divincenzo and his crew keep learning by attending the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show and taking part in COLE Publishing's Pumper Profit Series seminars.

(continued)

Profile

Stewart's Septic Service Bradford, Massachusetts

OWNERS: Jane and John Divincenzo

FOUNDED: 1954

EMPLOYEES: 25

SERVICE AREA: New England

SERVICES: Septic system pumping, maintenance, repair and installation; grease trap cleaning

WEBSITE: www.stewartsseptic-service.com



Stewart's Septic Service in Bradford, Massachusetts, is always reaching for new frontiers in the wastewater industry, currently converting grease into a material used for biofuel production. Say hello to John Divincenzo (shown with one of his company's pickup trucks) at the WWETT Show this month. *(Photos by Ed Collier)*

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Divincenzo and his father-in-law, Sam Busa, bought Stewart's Septic in 1987 to bring in supplementary revenue to Busa's recession-stung construction business. Soon they saw the potential of the wastewater industry, and Divincenzo quit his day job as a pipefitter and became a full-time pumper. The results soon eclipsed the duo's modest expectations.

GROWTH TRAJECTORY

Divincenzo bought out Busa in 2001 and now owns the company with his wife, Jane, the majority owner who handles the company's finances. The couple's two daughters, Tania and Angela, also work at Stewart's.

Today, Stewart's employs 25 people and runs 13 vacuum trucks across New England. Residential septic tank pumping and septic system repairs, maintenance and inspections generate about 60 percent of the company's sales. The balance comes from commercial accounts, which includes both grease trap and septic pumping, he says.

Divincenzo started out with four vacuum trucks and a service van, but he quickly expanded. In 1990, he purchased Kelleher Sewer Service in Salem, New Hampshire, followed by the acquisition of Andover Septic Service in Andover, Massachusetts. "One guy was retiring and the other guy was moving to Florida," he says. "It made sense geographically because both companies were within about an 8-mile radius from our company."

Along with the acquisitions, Divincenzo built a reputation for going the extra mile for customers. The result? A lot of word-of-mouth referrals. "When people call, we accommodate them, even if it's 2 a.m. We grew the business by doing good work — we're not afraid to get our hands dirty, that's for sure. Even today, I'm not afraid to jump on a truck and help out."

TAKING CONTROL OF TREATMENT

While the acquisitions fueled growth, building a treatment plant for septic waste in 1994 proved to be a game-changer, reducing fuel and other transportation-related costs, as well as decreasing



The Stewart's Septic Service crew includes, from left, Tim Ago, Celso Jimenez, Jake Bohanon, Frankie Melendez, Arthur Cookson, Bruce Merrill, John Divincenzo, Jane Divincenzo, Brian Farmer, Angela Divincenzo and Tania Divincenzo.

disposal fees. Lower operating costs, in turn, enabled Divincenzo to charge lower rates than competitors, which helped him gain market share. And rising revenues provided capital to invest in newer, more productive equipment, he says.

Stewart's is permitted to process 100,000 gallons of septage per day. Here's how the system works: The septage first goes through a Muffin Monster, a sewage and sludge grinder manufactured by JWC Environmental. Then the waste travels by gravity through five 40,000-gallon concrete settling tanks; the tanks are about 14 feet wide, 8 feet deep and 30 feet long. "We bought land across the street from our facility that used to belong to a tannery," Divincenzo explains. "The tannery had an industrial waste treatment system that we converted into a septic waste treatment system." Solids settle to the bottom of the tanks, which get pumped out periodically; Stewart's hauls the sludge to a sewage treatment center. The effluent left after the solids settle out drains into a municipal sewer system, he says.

"I was pretty confident it was going to work out," says Divincenzo, who estimated he invested roughly \$1.4 million in both the septage- and grease-processing systems. "A lot of bigger companies don't want anything to do with treatment facilities. But I try to build my company around treatment plants."

"It's just more sensible to me," he continues. "It makes us more efficient and it's a big money-saver. We reached a point where if we had trucks coming in after 5 p.m., there wasn't anywhere open to dump the waste. So the trucks would sit full overnight and we'd have to start the day by going on a dumping run, which wasted time."

GREASE IS THE WORD

Increased efficiencies and financial benefits also prompted the company to develop the grease-processing system in 2002. On one hand, it was



Above: John Divincenzo shows a sample of recovered grease sold for use in biofuel production.



Left: Divincenzo inspects the drum shaker that's part of the company's grease-recovery system.

(continued)

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Pumper profits from WWETT Show, education seminars

Every year, John Divincenzo relies on a secret weapon that stokes his enthusiasm for the industry, rewards employees, improves operations and introduces the latest and greatest in equipment: the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show.

"The show is my salvation — I love going," says the owner of Stewart's Septic Service in Bradford, Massachusetts. "I don't get many days off, so when I get down there it's so great to relax and talk to people. ... We've developed very strong relationships with other pumpers and meet them for dinner.

"It's also great to see all the new products," he continues. "Every year we bring something new home with us, whether it's just a small jetting nozzle or a whole jetting unit."

Divincenzo typically rewards several deserving employees by taking them with him to the WWETT Show. He says it's invaluable for those employees to meet fellow pumpers, talk to vendors and see new products that can help improve efficiency and productivity. "It's a great way to thank them for what they do for us," he says. "We pay them for their time there and cover all their expenses. Everyone I've brought to the show talks about it all the time after we go back home. It really recharges their batteries."

The veteran operator also benefits from the Pumper & Cleaner Profit Series. Divincenzo's daughter Angela, the company's dispatcher, and Ashley Cronin, assistant to Jane Divincenzo, attended the three-day Profit Series in Florida in March 2015 and returned home with several ideas to improve operations.

One topic covered was the value of company uniforms.

Stewart's drivers have uniforms, but they had stopped wearing them consistently. So the company started enforcing its uniform policy more stringently, Angela Divincenzo says. Uniforms make drivers look more professional; that, in turn, can lead to repeat business as well as allow pumpers to better justify their rates because professionalism creates a higher perceived value. "It helps if someone pulls up at a home and looks clean and is driving a clean truck," she notes. "And the uniforms also help with repeat business because new customers see the company's name on more than just the truck."

The women picked up valuable pointers about what to look for in a software program that could help the company more efficiently computerize its operations. "The seminars were very useful," she says. "They helped me realize there are many simple things we can change to make our company operate better."

“ The (WWETT Show) is my salvation — I love going. I don't get many days off, so when I get down there it's so great to relax and talk to people. ... It's also great to see all the new products. Every year we bring something new home with us, whether it's just a small jetting nozzle or a whole jetting unit. ”

— John Divincenzo



Technician Arthur Cookson loads RIDGID drain cleaning equipment on a truck while Jake Bohanon works with a Hot Jet USA jetter in the background.

becoming more and more difficult to find treatment facilities that would accept grease trap waste. And on the other side of the equation, why pay to get rid of the waste when someone will pay you for producing a refined version of it? It was, as he notes, a no-brainer.

Here's how the grease-processing system works: In the first step, the waste passes through a shaker, made by Derrick Corporation. Typically, shakers are used at oil and gas drilling sites to separate things like drill cuttings and fluids, but Divincenzo adapted a unit to separate grease from solids. "It basically does the same thing to grease trap waste that the Muffin Monster does for septic waste," he says.

Next, the grease goes into a heated 6,000-gallon tank that's heated to about 150 degrees by a Smith Cast Iron Boiler. This separates the oils from water and food particles. Then it passes through a vibratory shaker, made by Kason Corporation, which removes even finer particles. From there, the waste goes into a drum shaker, which removes even finer particles.

In the last phase, the waste passes through stainless steel filters and into a centrifuge machine made by Alfa Laval. Any remaining solids drop into a bin, wastewater goes into the sewer line, and the processed grease — known as yellow or brown grease — is stored in a heated 22,000-gallon steel frac tank made by Dragon Products Ltd. It's later sold for roughly 60 to 80 cents a gallon to a South Carolina company that uses it to make biofuel, Divincenzo says.

"We don't make a fortune on it, but I'd rather get paid for it than pay to get rid of it," he explains. "It also saves us a lot of money." The system can process about 6,000 gallons of grease trap waste and produce from 1,600 to 1,800 gallons of brown/yellow grease daily.

IN THE GARAGE

The company's fleet of equipment has grown substantially since its early days. To clean septic tanks, the company runs 11 vacuum trucks built on Mack, Peterbilt, Freightliner and International chassis. The trucks carry tanks (mostly aluminum), ranging from 2,000 to 7,500 gallons, and pumps from Jurop/Chandler or Battioni (National Vacuum Equipment). Most of the trucks were self-fabricated by Stewart's; one was built by House of Imports. The self-fabricated rigs include tanks made by Progress Tank and Keith Huber Corp. Two of the vacuum trucks are equipped with a Mustang self-fabricated, portable waterjetting unit, Divincenzo says.

In addition, the company owns two Caterpillar excavators, a John Deere skid-steer and mini-backhoe, a Case backhoe (CNH Industrial America

(continued)



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LLC), and three dump trucks (chassis made by International and General Motors) with 8- to 16-cubic-yard dump boxes made by Heil (owned by Dover Corp.), Beau-Roc (Les Ateliers Beau-Roc Inc.) and Air-Flo Manufacturing Co. The company also relies on a Crust Busters tank agitator, three Conde ProVac units (Westmoor Ltd.), and an International box truck that carries a small hydro-excavating unit with a 1,700 cfm blower from Roots Systems Ltd. and jetter from Mustang (2,000 psi at 3.5 gpm).

For general service vehicles, the company owns two Ford pickup trucks with utility bodies made by The Reading Group LLC; a Chevrolet pickup; and a 2005 Freightliner truck outfitted with built-in toolboxes and a 5,000-pound-capacity crane made by Iowa Mold Tooling Co. Inc.

To haul large amounts of waste more cost-effectively (primarily taking sludge from the company's treatment plant to municipal treatment facilities), the company relies on one 8,000-gallon and one 9,000-gallon tanker trailer (one from Arthur Custom Tank), and two Peterbilt 379 tractors pull the tankers. The company also owns three trailer-mounted jetters, two built by



John Divincenzo shows a scale model of the new treatment facility he hopes to build.

John Bean (owned by Durand-Wayland Inc.) and one by Hot Jet USA.

LOOKING AHEAD

Divincenzo anticipates more growth for Stewart's in the coming years. He expects that further acquisitions will be a key part of that growth. Right now, the company finds itself in a position that vexes many businesses: Despite consistent revenue growth, profit margins remain level.

"If you think of it as a seesaw, right now we're staying right in the middle, with no movement up or down," he says. "The only way for us to grow now is to cut costs and grow the business at the same time, because the profits seem to stay the same even though we keep adding more guys and trucks."

As such, the company has plans to buy two companies in Maine, as well as a small treatment plant. "We already service that area, but we want to do it better," he says. "(Buying the companies) will save us a tremendous amount of money."

"Currently, we go all the way up there with empty trucks and come back full ... so we're not producing (revenue) on the way up," he explains. "If things work out the way I expect, we'll be able to bring a full truck up there, dump waste and then make service calls while working our way back down here, and the trucks will always arrive with full loads."

In the meanwhile, Divincenzo, 60, says the company overall is busier than it's ever been and he has no plans to retire anytime soon.

"Some day," he says of retirement. "But right now I'm still healthy enough to keep moving. We've got a 42-foot RV ready for retirement, but we haven't talked too seriously about it. Maybe the kids can take over the business some day and send us a check every week. But in the meanwhile, we'll keep plugging away. I love what I do." ■

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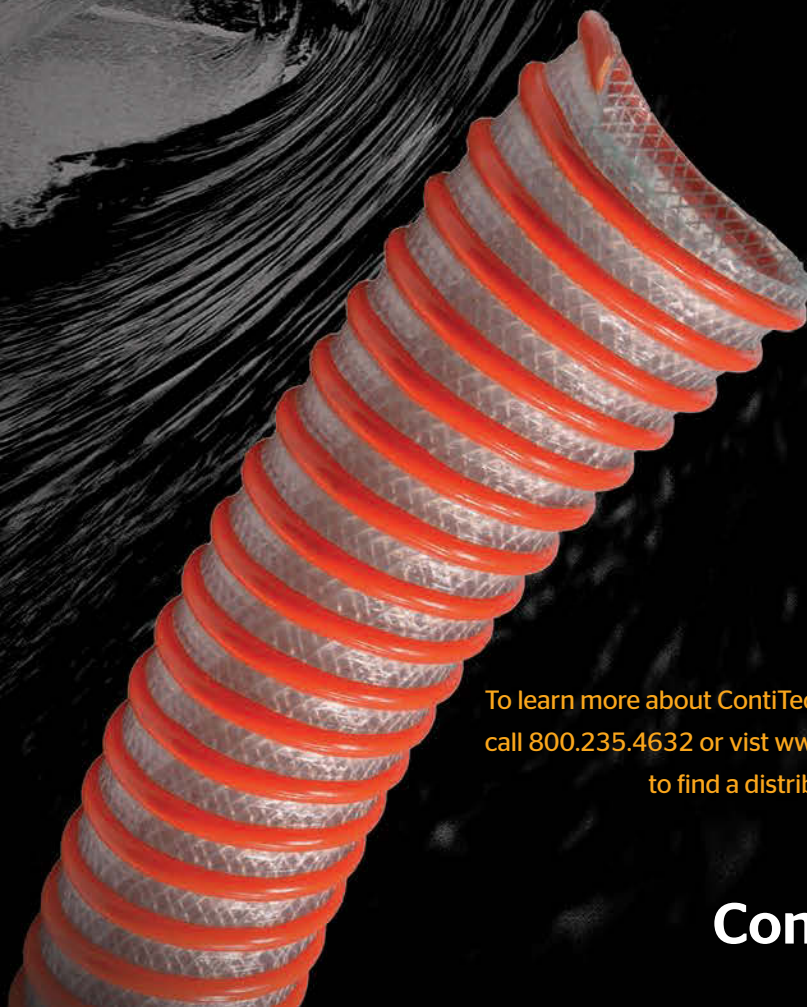
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Federal Clean Water Act Updates Remain Stalled

By Doug Day

The U.S. Environmental Protection Agency's updated Clean Water Act rules were blocked by a federal appeals court. A federal judge in North Dakota had stayed the rules, but that case applied to just 13 states. That order was extended to all states by the 6th U.S. Circuit Court of Appeals in Cincinnati. In a 2-1 ruling, the court stated, "A stay temporarily silences the whirlwind of confusion that springs from uncertainty about the requirements of the new rules and whether they will survive legal testing."

The EPA says the new rules apply to only 3 percent more waterways, but opponents claim the effects will be much broader. The agency began updating the rules in reaction to two U.S. Supreme Court rulings that raised questions about which waterways, small streams and wetlands were covered by the federal law.

Also, the U.S. Senate voted to block the rule under the Congressional Review Act. President Obama has said he would veto the resolution if it reaches his desk. It passed on a 55-43 vote just a day after the Senate bill requiring the EPA to rewrite the rule died; needing 60 votes to end debate on the bill, it failed to advance on a 57-41 vote.

Nation

The U.S. Federal Trade Commission has finalized a consent order requiring Nice-Pak Products to stop advertising that its moist tissue and cloth products are flushable or are safe for sewer and septic systems. The FTC said the company must show that the products, sold under several different brand names, will "disperse in a sufficiently short amount of time after flushing to prevent clogging and/or damage to household plumbing, sewage lines, septic systems, and other standard wastewater treatment equipment."

Last May, the FTC accused Nice-Pak of misrepresentation for claiming that certain wipes were safe for sewer and septic systems, break apart shortly after being flushed, and are safe to flush. Its ruling explains that any substantiation from the company "must be based on the expertise of professionals in the relevant area and have been conducted and evaluated in an objective manner by qualified persons, using procedures generally accepted in the profession to yield accurate and reliable results. Those tests must substantially replicate the physical conditions of the claimed environment in which the item can be properly disposed."

New Jersey

The state Department of Environmental Protection is proposing changes to its Water Quality Management Planning rules that would reduce "unnecessary red tape while maintaining the high standards of environmental protection," according to Commissioner Bob Martin. Environmental groups opposing the change, however, call it an "assault on clean water." The rule allows more development but does not allow new sewer lines in environmentally sensitive areas, according to EPA officials. New goals for nitrate dilution from septic systems that officials say will help local plan-

ning agencies balance environmental protection with economic growth will, according to opponents, allow the number of septic systems in the 860,000-acre Highlands preservation area to increase from one per 88 acres to one per 22 acres. They say instead of two houses per 250 acres of land, the change would allow 11 homes to be built, though officials disagreed with that conclusion. The rules must go through a public hearing process before becoming final.

British Columbia

The British Columbia office of the Western Canada Onsite Wastewater Management Association (WCOWMA) is working with the Ministry of Health and the BC Provincial Renal Agency to develop best practices for home dialysis in households with septic systems. According to a report from WCOWMA, the BC office has been contacted several times recently regarding the matter and says it has "expressed concern that a septic system not designed to handle these flows could easily be overwhelmed, causing issues either in the tank or the field treatment component or both. For new systems, the presence of a renal patient performing home dialysis must be identified prior to planning the system; for older systems, upgrades may be necessary to handle the potential flows."

According to a WCOWMA newsletter, the number of patients choosing home dialysis is increasing. "The flow to drain effluent produced during this time period varies ... from 270 liters (71 gallons) for a three-hour treatment to 720 liters (190 gallons) during an eight-hour treatment," says the organization. "Treatments may be performed daily or several times per week. The effluent from this process is a mixture of reverse osmosis wastewater (90 percent) and a substance called dialysate (10 percent). Dialysate contains toxic substances that must be treated and dispersed."

Hawaii

As Hawaii continues to reduce the number of cesspools in use across the islands, several businesses have been fined by the U.S. Environmental Protection Agency for failing to eliminate theirs. The EPA has fined one resort \$187,500, a hotel \$40,000, and a nightclub \$82,425. The resort has closed some of its cesspools, but still has 14 in operation and has committed to replacing them with approved septic systems over the next three years.

Large-capacity cesspools, those that serve nonresidential buildings or multiple residential units, have been banned in Hawaii since 2005. More than 3,000 have been eliminated. However, the state has more cesspools than any other state, about 90,000, and still allows about 800 new small-capacity cesspools annually.

Since July, the state has been offering individual homeowners a \$10,000 tax credit to replace cesspools with septic tanks or aerobic systems. A proposed ban on new cesspools has yet to become law due to opposition from many groups. ■

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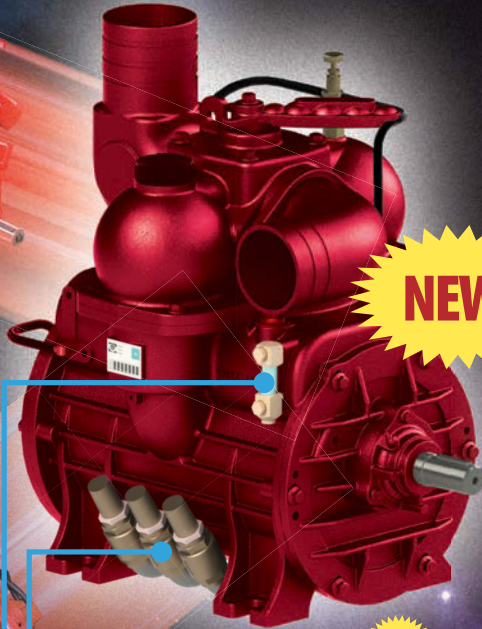


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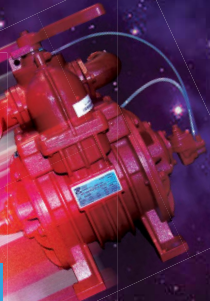


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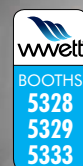
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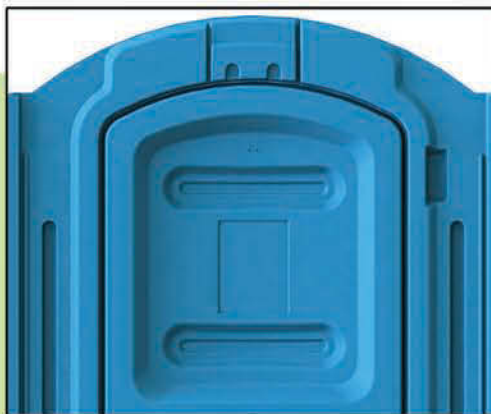


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Armal G-Wave Marketed as an Environmentally Friendly Restroom

By Craig Mandli

The G-Wave may appear to be Armal's typical Wave portable restroom. But the new unit – a featured display at the 2015 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show – fully embraces the phrase “environmentally friendly,” as it is constructed from 90 percent post-consumer recycled material. The G-Wave began with an idea from one of the company's newest employees, president and COO Karl McMichael.

“I am relatively new to this industry, but when I started last August, one of my first questions was whether anyone was using recycled material for their portables,” says McMichael. “We couldn't find any. I thought, ‘What the heck, let's make this happen!’”

The gunmetal-gray injection-molded unit satisfies contractors seeking a greener product or for sale in countries that require use of recycled products. The unit comes with a solar light and adopts many features of the company's long-standing Wave restroom, including smooth surfaces that are easy to wash. The assembly of the walls with overlapping systems means that the rivets can be concealed, making cleaning practical and safe, and the inside of the cabin refined and stylish. Armal gets the recycled material from KW Plastics in Troy, Alabama.

“I was familiar with the work that KW did in my previous line of work, and I knew they put out a good product,” says McMichael. “When it comes to portable restroom units that are durable and provide longevity, KW was able to provide a material that is just as effective as our traditional material.”

The unit includes a stable door with a heavy-duty spring coil and wind-resistant closure device. The unit's curved corners and sturdy design enable easy gripping for placement and transport, according to Armal. Standard features include a urinal with drain cover and lodging for urinal blocks, and a three-roll tissue holder with built-in utility shelf. The waste tank holds 60



gallons. Options include a 7.5-gallon-capacity hand-wash sink, recirculating kit with foot pump, 13-gallon-capacity “Fresh Flush” kit with foot pump, a lift kit, hand sanitizer/gel soap dispenser, and a transport dolly.

McMichael sees the G-Wave as a tremendous marketing opportunity for operators, allowing companies to show a concern for the environment and their carbon footprint.

“Not only is the portable restroom company going to benefit, any organization renting these units is going to look good as well,” says McMichael. “There are really several layers to the marketing potential these provide.”

McMichael says his long-range goal is to make the G-Wave the company's base model. He was enthused by the response it received at the WWETT Show, as Armal representatives discussed the marketing possibilities with many portable restroom operators and took orders on dozens of G-Wave units.

“To me, there's no reason why units constructed out of recycled and repurposed material cannot become the industry norm at some point,” he says. “It's part of a change in our approach to the industry. I consider putting out products that are environmentally friendly as the wave of the future.”
866/873-7796; www.armal.biz. ■

Barry Vickers, left, of Armal, discusses the new G-Wave portable restroom with a 2015 WWETT Show attendee. The unit is fabricated from approximately 90 percent post-consumer recycled material. (Photo by Craig Mandli)



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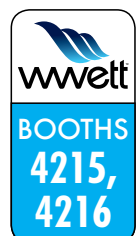
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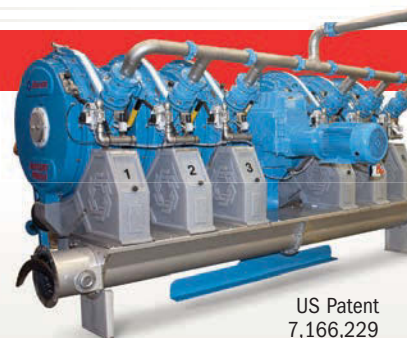
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to the 2016 Water & Wastewater
 Equipment, Treatment &
 Transport Show

Current Exhibitor List

595 companies - list current as of Jan. 4, 2016.

- 3T Equipment Company Inc.
 A. Rhodes Wilson & Associates, Inc.
 A.R. North America, Inc.
 ABBA Pump Parts & Service
 Abbott Rubber Co., Inc.
 ABCO Industries Limited
 Acro Trailer
 Advance Pump & Equipment, Inc.
 Advanced Containment Systems, Inc.
 Advanced Drainage Systems, Inc.
 Advanced Infrastructure Technologies
 Advanced Pressure Systems
 Advantage Funding
 Aero-Stream, LLC
 AERO-TECH
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 Corporation
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 Alderon Industries, Inc.
 Alfa Laval Tank Equipment Inc.
 All Star Sewer Equipment
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 American Pipe & Plastics, Inc./
 Allcore Plastic Pipe
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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.



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Time to Unwind

Country music singer Jerrod Niemann ready to give WWETT Show attendees, exhibitors a great show

By Cory Dellenbach

It doesn't matter if you're a country music fan. Jerrod Niemann is going to pull you in when he hits the WWETT Show Industry Appreciation Party stage Feb. 19 in Indianapolis.

"You have to be aware of what you're around," says Niemann, country music star and entertainer for the party. "If you're doing your own show or people are there just because of you it's one thing. If you are part of a party that has already existed for many years, we try to be a chameleon of sorts. We'll do our own songs, but we'll also throw in a couple different ones, too, from rock and blues and everything."

No matter what he sings, Niemann promises a fun time for everyone at the Indiana Convention Center's Sagamore Ballroom.

"There's just something to be said about being around people who are pretty much just like you — hardworking, small-town Americans," Niemann says. "For me, I love being out there and hanging out with everybody."

IN HIS BLOOD

Country music has always been in Niemann's blood, and he thanks his mother for that: "I was doomed from the beginning hearing country music from the womb. My parents ran a bar when my mom was pregnant with me, and I think hearing all those country songs on the jukebox got me going."

From an early age, Niemann was influenced by country acts such as Lefty Frizzell, Keith Whitley and George Strait. After graduating from high school, he attended South Plains College in Levelland, Texas, pursuing an Associate of Arts degree. He began his professional career by singing and playing acoustic guitar in Texas clubs and bars.

"I did that for about a year, just my guitar and me," he says. "Then I moved to Nashville and started working out there. Music is one of those things where it's such an amazing thing to be a part of that once you've been bitten by the bug, there is no way out of it. It's just who you are."

In 2010, Niemann signed with record label Arista Nashville and released his debut single, "Lover, Lover." In August 2010 it hit No. 1 on the country charts.

Since then, Niemann has released four albums — *Judge Jerrod & the Hung*

Industry Appreciation Party

When: Friday, Feb. 19

Where: Sagamore Ballroom, Indiana Convention Center, Indianapolis

Time: 5 p.m. doors open; 7 p.m. Jerrod Niemann



Jury; Free the Music; Yellow Brick Road; and High Noon. In 2013, his single "Drink to That All Night" hit No. 4 on the U.S. country charts and No. 1 on U.S. country airplay charts.

"I got my foot in the door writing songs in Nashville, and it's always fun being able to write your own material," Niemann says. "Every once in a while you find a song you wish you had written."

NEW MUSIC

One of those songs is "Blue Bandana," his newest single. The song will be a part of his new album set for release this year.

"When I heard the song, it just took me to so many cool places and really took me to a lot of cool faces, too," Niemann says. The song tells the story of a fan attending concerts wearing the same blue bandana and the singer noticing it each time. "Just traveling this country, you see a lot of people who are kind enough to pack up in their cars and do a road trip, spending their hard-earned money to see us. I've never really done a song that is a thank-you to those folks out there, but this song does that."

The new album will combine music he's done before — a country/rock

“There’s just something to be said about being around people who are pretty much just like you — hardworking, small-town Americans. For me, I love being out there and hanging out with everybody.”

Jerrod Niemann

Three nights of WWETT Show fun

You come to Indy for the tools and equipment, the people and excitement. It's the one time of the year when the whole industry comes together. So let's have a party.

COLE Publishing celebrates the occasion every year with the Industry Appreciation Party. It's a chance for everyone to relax and enjoy themselves. This year, the WWETT Kickoff Party will give you two nights to enjoy leading up to the Industry Appreciation Party.

It all starts Wednesday, Feb. 17. After the final bell rings on Education Day, you can head over to Lucas Oil Stadium, connected to the Indiana Convention Center, for a cold beverage and complimentary hors d'oeuvres while you network with manufacturers and peers. The event will repeat on Thursday, Feb. 18. The hours are 5-8 p.m. on both nights.

Exhibitors have been invited to co-host the event along with COLE Publishing, and the COLE Pub truck will return to serve as the central bar. Attendees and exhibitors can kick back, relax, share stories or solve problems with industry peers.

"We are very excited to see how creative the co-hosts decide to be," says Brad Bisnette, the show's coordinator. "All will be providing a good time for sure."

On Friday night, the focus will shift from Lucas Oil Stadium to the Sagamore Ballroom in the Indiana Convention Center for the Industry Appreciation Party. Country music star Jerrod Niemann will perform a private concert for WWETT attendees. Beers are a quarter and the show is free.

Visit www.wwettshow.com for complete details on the show. The Kickoff and Industry Appreciation parties are free for all registered attendees.

mix — and the more traditional country sound. "It's a wide array of music," Niemann says.

He'll perform some of the new songs from that album at the WWETT Show and hopes everyone can relax and get their minds off work and anything else going on in their lives.

"The real world can be quite a hard place at times for people, and if we can be the guys to get that off their minds for at least 90 minutes, then we've done our jobs," Niemann says. "I just always try to keep a thread of laughter and craziness at our shows if we can." ■



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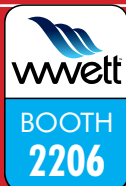


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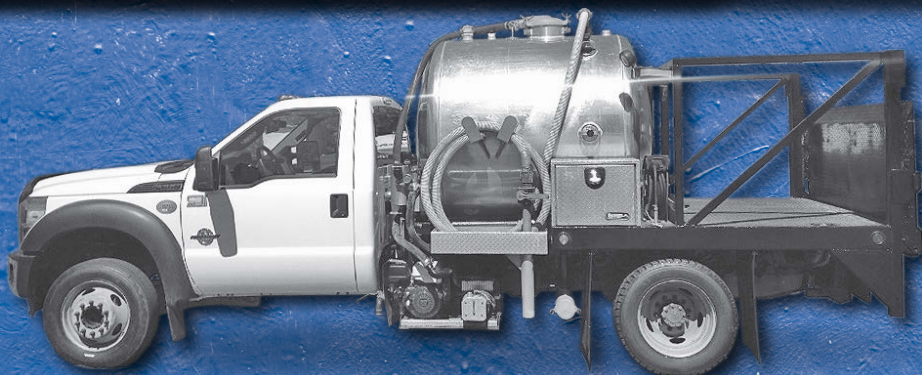
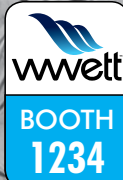


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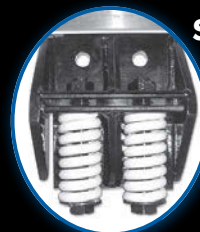
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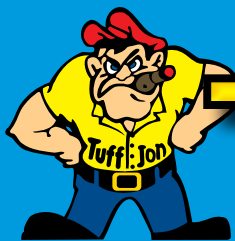
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Owner Brad Dean added a silver and cobalt blue 2009 Peterbilt 367 with a 6,000-gallon stainless steel silver-painted tank and National Vacuum Equipment 866 pump built out by T-Line Equipment. The big rig, which started out as the cab and chassis for a milk hauler, is powered by a 600 hp engine tied to an 18-speed transmission and full-locking differentials. The tank has 4-inch fill ports on both sides, as well as rear 4-inch fill and 6-inch dump valves, and four sight glasses in the rear and on the front. Other features include a backup camera, a shovel holder between the cab and tank, and diamond plate toolboxes and hose trays with an outer edge lip to keep water away from wiring underneath. The truck has aluminum wheels and a chrome stack and vacuum pump exhaust. Graphics were produced in-house by Peggy Dean. The interior includes the Kenworth premium package with wood-grain dash and full gauges, air-ride cloth seats, and stereo. Rick Dean is the driver, and the truck is used to pump septic and special event holding tanks. ■

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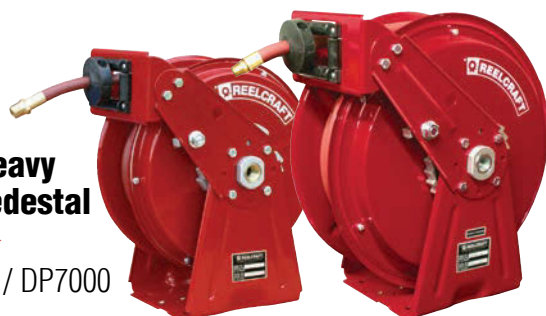
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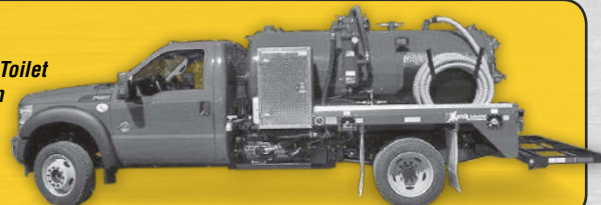
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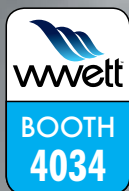
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What Do You Think of Taxpayer-Supported Septic Pumping?

Near Branson, Missouri, a sales tax foots the bill for residential septic pumping.

Would a program like this help defray pumping costs across the country? By Doug Day

After years of funding public sewer projects to serve the growing population around Branson, Missouri, local government decided to extend some of the benefit to owners of residential septic systems. In 2014, the county spent \$73,000 to pay the entire cost of pumping septic tanks on 500 properties. It worked so well they repeated the program in 2015.

As Branson began to grow in the early 1990s, Taney County officials proposed a half-cent sales tax for wastewater capital improvements, which was approved by voters in 1993. "Due to the popularity of Branson as a tourist destination, a lot of people moved to the area and there was a lot of concern about our lakes and streams," explains John Soutee, project coordinator for Taney County Environmental Services. The tax brings in just over \$7 million a year and has funded \$60 million worth of central sewer projects.

"As the years went by, the idea was that we should take a portion of this money to encourage people to have their septic tanks pumped and properly maintained until public sewer is provided to their area," adds Soutee. He had spent 22 years with the regional sewer district, which had provided \$75 toward the cost of a pumpout. When he moved to the county Environmental Services Department in 2013, he brought the idea with him and county commissioners decided to cover the entire cost of pumping. The \$73,000 annual expenditure represents less than 1 percent of the sales tax revenue.

BID FOR SERVICE

Boerman's Septic Tank Services of Kirbyville, Missouri, was the successful bidder to provide the service at a cost of \$145 for tanks near wastewater treatment plants that accept septage. Those farther from the plants cost as much as \$170. The county funding includes the tipping fee charged by the treatment plants.

"One thing we've been able to do is keep our price very low – \$145 for a pumpout is about as cheap as you can get," says Matt Cardwell, one of the owners of the family-run business in its 47th year of operation. "There's no meat on the bone unless you have high volume."

With four to five trucks on the road every day, they make money through

productivity. "We maximize the locations, send one truck to one area and keep it there to save on fuel and time." With good planning, Cardwell says doing several jobs in the same area helps save time, mileage, and wear and tear on equipment.

More than 500,000 gallons of wastewater were pumped from 510 tanks in 2014. Some properties had two-tank septic systems and there were a few properties with more than one septic system, such as a house and a mobile home on the same lot. "We don't just pump one tank and leave one, we'll pump out all the tanks on the property," says Soutee.



Contact Matt Cardwell of Boerman's Septic Tank Services at 417/294-5563 or through www.boermanseptic.com.

“ I'll show them the surface sludge and explain how the tank operates. About two out of every three jobs, the customers are not aware that they were supposed to be maintaining their tanks. **”**

Matt Cardwell

The program has no income restrictions but can be used only once in four years, and the property cannot have access to public sewer. The homeowner is responsible for locating the tank and uncovering the access lid. "We also won't pump tanks that are part of a centralized (cluster or large-scale onsite) system," adds Soutee. "We have some subdivisions where the homeowner has a septic tank to remove solids and the effluent goes to a system that serves the entire subdivision. It's our feeling that there should be (maintenance) money collected as part of the overall centralized system."

HOMEOWNER EDUCATION

Cardwell provides customer information about septic system operation and proper care. He notes a general lack of knowledge. "For the vast majority, I'll show them the surface sludge and explain how the tank operates. About two out of every three jobs, the customers are not aware that they were supposed to be maintaining their tanks. They claim that now that they've been educated, they'll be properly maintaining it."

A minority aren't too interested in learning about proper maintenance. "Some people just don't want any part of it and won't come out while we're pumping," he says. "I get the gut feeling that a small percentage are just taking advantage of the program and won't ever pay for pumping themselves, even if they know better."

Boerman's provides a minor inspection, looking for obvious issues including root intrusion, deterioration of a baffle or other structural problems. Each system is rated on a scale of 1 to 10, with 1 being the worst. "Most of them are running around 7 or 8," says Soutee. "I'm pleased they're finding that most of the tanks are in pretty good shape and seem to be working as

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“I’m pleased they’re finding that most of the tanks are in pretty good shape and seem to be working as they should be.”

John Soutee

they should be.”

Cardwell will recommend repairs or replacement of systems when needed. That work is not covered by the program, so it has led to some follow-up repair business.

MORE GOVERNMENT PROGRAMS?

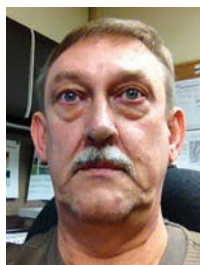
Soutee strongly endorses this type of program to foster improved system maintenance, but only if there is a sound

funding source. And he says having a good contractor is essential for a successful program. Effective communication is key, so it requires a septic service company that is responsive. You must also make sure there is enough staff to handle the applications and recordkeeping. Soutee has been able to handle most of it himself but does get help from county staff.

Cardwell also endorses the idea, though the logistics are much more complicated for the contractor. “At times, we were buried over 380 jobs deep. And that was just with this program. Those had nothing to do with my day-to-day business.”

After getting the list of participants, the company has to contact each homeowner and schedule an appointment. The wait time is commonly two to three weeks. To keep the scheduling and dispatching straight, Cardwell uses a software program he designed himself using his background in information technology.

The 500 slots went quickly for 2015. An average of about 100 applications for the free service come in every month. He wants to increase the number of pumping slots and expects to repeat the program this year. “The county commissioners are pleased with the program and the response it is getting. I hope we can continue doing this,” he says. ■



Contact John Soutee, project coordinator, Taney County Environmental Services, at 417/546-7238 or jsoutee@co.taney.mo.us.

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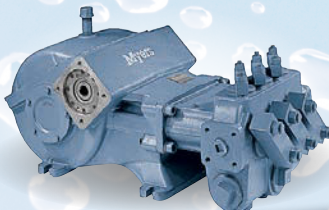
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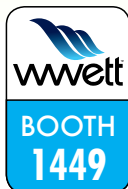




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David Waits is a consultant, speaker, author and founder of Waits Consulting Group Inc. Reach him at www.DavidWaits.com.

5 Mistakes That Make You a Bad Manager

Avoid common pitfalls and create a positive environment where employees give a tireless effort to make the company succeed **By David Waits**

Since 2000, less than one-third of U.S. employees have been engaged in their work. This is according to numerous national surveys that measured employees' involvement, enthusiasm and commitment. Think about your most recent visit to a retail store or restaurant and your experience as a consumer will likely validate the reality of this startling statistic.

For many employees, the business' leadership has a lot to do with their engagement. A Gallup study of 7,272 adults revealed that one in two had left a job at some point in their career to get away from a manager and thus improve their overall quality of life.

Effective leadership requires not only doing the right things, but also understanding what not to do. Here are five mistakes any business owner or manager should avoid.

Critical mistake No. 1:

Failing to schedule time for learning conversations

You do what you schedule. When you listen, you learn. Leaders should only do what no one else can do, and no one can listen to your employees like you.

Schedule regular opportunities to ask them clear and concise questions and then discipline yourself to actively listen. This will give you vital information to implement two of a leader's main functions: removing obstacles and providing resources. How can you identify any obstacles that are impeding success and the resources your staff needs if you don't consistently schedule interactive learning conversations?

Critical mistake No. 2:

Failing to consistently affirm

As a leader, are you encouraging or are you an encourager – or neither? One of the most powerful – if not the most powerful – tools to embolden, motivate and energize employees is the power of affirmation. Affirming is simply catching people doing things right and telling them about it. Don't just think it; express it!

An effective leader is always on the lookout for opportunities to answer the soul-felt questions on the minds of their employees: "Do I matter?" and "Does what I do around here matter?" Answer those questions by being specific about the employee's positive actions. Always tie the positive action you observe to the beneficial business outcome.

Being encouraging is something you do, but being an encourager is something you are. If you are an encourager, affirmations will emanate from your lips regularly.

Take responsibility for your own actions, attitudes and words. Leverage your influence as a leader and lead by example.

Critical mistake No. 3:

Misdiagnosing

When you visit the doctor, he or she always asks a succession of questions and many times follows up with a battery of tests before prescribing any action to remedy an illness. Why? For the safety of the patient and for the critical business benefit of avoiding a malpractice lawsuit! The exception to this would be in an emergency situation where time is of the essence.

If you are always making business decisions as if you live in the emergency room, the health of your business is going to be in a constant state of trauma. A proper diagnosis of your company's "ailments" is required to make the decisions necessary for a healthy, prosperous business. This requires gathering accurate information (much of which can be ascertained by avoiding mistake No. 1) before randomly moving ahead with activity, which may or may not produce the desired results.

Sometimes small-business owners seek outside help to "treat" a problem that has been improperly, inadequately or incorrectly diagnosed. Before getting assistance, owners should answer this question: "What do I want to accomplish?" Only then can a decision be made on the fastest, most effective way to achieve the desired outcome.


Critical mistake No. 4:

Wearing the wrong hat

Trainer. Monitor. Cheerleader. Fixer. Disciplinarian. Which hat do you wear? Probably all of them and more!

This dilemma is further augmented by the maturity (or immaturity) of your staff. The challenge is not only knowing what hat you should wear, but also wearing the right hat at the right time.


If your staff is relatively new, it's important to be participatory in your leadership style, regardless of the hat you are wearing. As the employees develop, your style shifts to a hands-on leader. You then can transition to a benevolent dictator as you ensure that each employee is appropriately focused in his or her actions. When the team matures and is highly functioning, your style can shift to free-rein leadership as you equip them to be self-sustaining.



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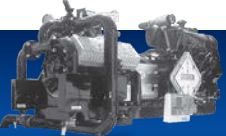
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Your style shifts and your hats change. Your leadership flexibility is regularly challenged. Change hats as often as circumstances dictate and be aware of the leadership style required based on the developmental maturity of your employees.

Critical mistake No. 5:

Not taking responsibility

There are things you cannot control, so stop wasting time and precious emotional energy on these things.

There are things you can influence, so stop being passive and use your influence.

There are things you can control, so stop making excuses for those things. Get busy and act!

Take responsibility for your own actions, attitudes and words. Leverage your influence as a leader and lead by example.

Avoid these five common mistakes and leverage your powerful, positive influence as a leader. If you do, instead of people withdrawing, disengaging or leaving, they will passionately follow you. You are the most important element in the success of your staff. ■

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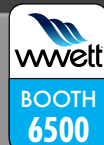
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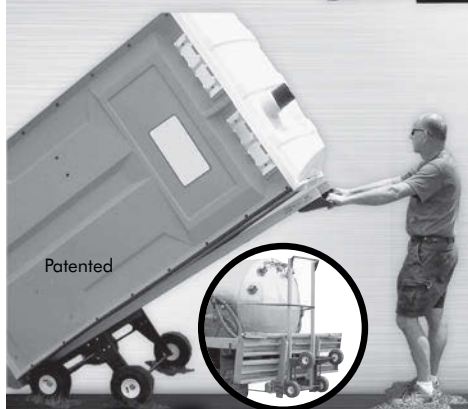
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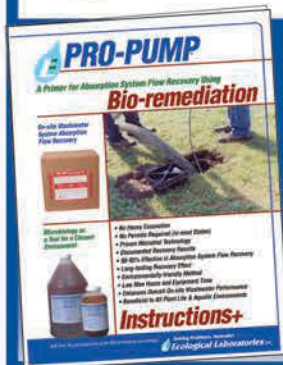


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Erik Gunn
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Whom Should You Trust to Watch Your Money?

When it comes to managing your stacks of cash for retirement, know the differences between a fee-only financial planner and a commission broker **By Erik Gunn**

Your business is growing, and you're earning enough money to set aside and begin to build some wealth.

Sticking it in your mattress is just an old cliché, banks don't pay much interest, and while the broker down the street may help point you to a great stock pick, that's still just a piecemeal approach to managing your money for the long term.

So when it comes to gaining the big picture perspective, where do you turn for advice? If you're hiring a professional to help you protect and grow your personal wealth, you have a couple of basic choices.

Many people simply turn for investment advice to that same (successful, we hope) broker, buying or selling stocks or other securities based on that person's recommendations. The broker might even offer a big picture approach, helping choose investments that are more secure so as you age the downside risk to your nest egg declines as retirement nears.

There's no doubt that many such professionals try to do their best to make fair and thoughtful decisions for their clients. And since they're paid largely on commission with each trade or within mutual fund charges, it's easy to feel like their service is practically free. It's not, of course. Commissions themselves amount to something, however small. But there are bigger reasons to consider an alternative approach: the fee-only financial planner.

PAID FOR TIME, NOT FOR TRADES

The term means just what it says. Fee-only planners get paid not for buying or selling investments on your behalf, but for reviewing your financial assets and goals and making recommendations accordingly. Those recommendations are based on their knowledge of the investment markets and their understanding of your particular circumstances.

Yet how they're paid just scratches the surface when it comes to really understanding the difference, says Michael Haubrich, financial advisor based in southeastern Wisconsin and member of the National Association of Personal Financial Advisors (NAPFA.org).

"The bigger distinction is not the compensation, but ... is the person you're dealing with acting as a fiduciary," Haubrich points out. To put it in plain English – is the professional required under the law to act in the client's best interest?

“We do a deep dive into what the client's objectives are and what their risk tolerance is. We can be held liable if we can't demonstrate that the advice we give is in the best interest of the client.”

Michael Haubrich

The traditional stockbroker is governed by the federal Securities Exchange Act passed in 1934. That law requires the broker to fully inform clients about the “suitability” of an investment, including pointing out the risk that any particular investment might wind up becoming worthless.

A separate law passed in 1940 sets a higher standard for registered investment advisors, a group that includes fee-only planners; they are obliged to tailor their advice to the client's best interest. Simply disclosing risk and advising investors to consider the suitability of a particular investment isn't enough.

“We do a deep dive into what the client's objectives are and what their risk tolerance is,” explains Haubrich, whose business is Financial Service Group Inc. “We can be held liable if we can't demonstrate that the advice we give is in the best interest of the client.”

Based on information collected from the client, a fee-only planner might recommend a particular stock, but she or he won't get paid differently based on whether the client decides to follow through on the recommendation. As a consequence, the planner has no incentive to push any particular investment.

METHODS OF PAYMENT

Of course, the planner gets paid in some way – and typically up front, so their services cost more at the outset. Some planner fees are structured on the basis of hourly charges or through a system of retainers that cover a certain amount of service before they must be renewed – just as business lawyers typically are.

Most planners, though, set their fees on the basis of a percentage tied to the total value of the assets managed for the client. A 2013 survey by the trade publication *Investment News* found that fees go down as the assets under management go up; for \$100,000 to \$500,000 in assets, expect to pay about 1.5 percent per year; people with \$5 million under management paid on average less than 1 percent per year.

That brings up another wrinkle in the ever-evolving investment advisor world, Haubrich notes.

Many brokerage houses, recognizing the concerns people may have about the objectivity of advice coming directly from a securities dealer, are establishing separate arms staffed by advisors paid ostensibly solely on the basis of a percentage charged against the assets they're managing, like fee-only planners.



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He points out, however, that those advisors often get some form of additional commission relating to investments that are conducted through their employers, distinguishing them from the true fee-only planner.

"From the consumer's point of view, they all look the same," Haubrich observes. "They all wear suits, they all wear ties." But when it comes to the way they're actually paid – and the incentives that might influence their advice – "that is not a subtle difference."

Wall Street, he notes, has been lobbying heavily to derail proposed federal Labor Department regulations affecting businesses marketing investment platforms for company 401(k) defined contribution pension plans. The feds are arguing those firms should be held to the fiduciary standard – serving participants according to their best interests – rather than the less strict disclosure and suitability standard; the industry behind those plans, of course, would prefer a less strict standard.

THE BIGGER PICTURE

Finally, fee-only planners do a lot more than simply tell you what stocks or bonds to buy or sell.

Indeed, as more and more average people are getting comfortable with discount, do-it-yourself brokerage services, and as even more complex financial advice is starting to become automated in the form of online calculators that help people begin to understand the big picture of their own financial condition, some fee-only planners are offering a more comprehensive approach.

Haubrich, for example, views himself these days as helping clients with "life transitions."

"We're financial life planners," he says. "We really focus on the client's life, where they want to go and what they want to do in their life. Then we

align their resources, not only their financial resources but their career assets, to make sure there's good alignment to help them get through whatever life transitions they're in now."

That can include not just giving advice about investments but connecting clients with other sources of guidance such as work and career counselors and other kinds of advisors.

Such broadly based advice may be a lot more than you're looking for, of course.

Still, if you're in the fortunate position to have assets in need of management, it behooves you to think carefully about what sort of advice you want, and how you want to pay for it. ■

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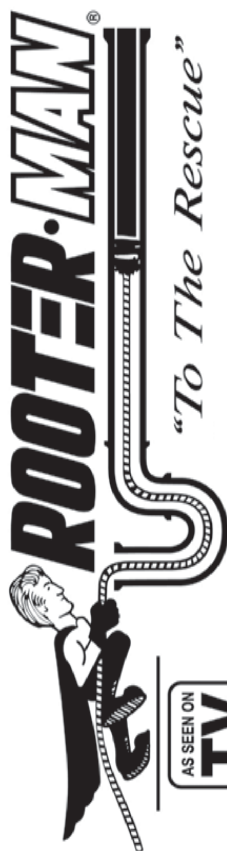
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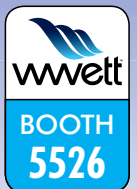
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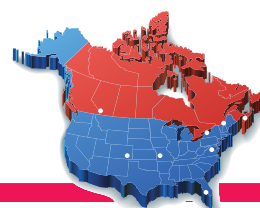
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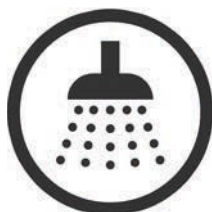
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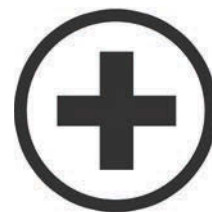
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

5 EPA Management Levels for Onsite System Care

From conventional gravity treatment to the most complex community cluster systems, pumpers need to know the gold standard for maintenance **By Jim Anderson, Ph.D.**

As I indicated last month, questions have come to me about decentralized wastewater management. This leads directly back to reports by the U.S. Environmental Protection Agency to Congress and to the establishment of the agency's voluntary management guidelines. The guidelines and reports can be found at the EPA website here: www.epa.gov/owm/onsite.

The five management levels are conceptual in nature; that is, they are somewhat arbitrary in their structure. What you may see in your community are elements of two or more of these concepts currently in operation where you live and work.

From the EPA perspective, management levels increase in intensity and complexity with the rising to public health and the environment.

So the first and simplest level of management is the one where all of the emphasis is placed on the individual owner for system operation and maintenance. This would be in areas served predominantly by conventional gravity to septic tank to drainfield in areas of low environmental and health risks. Think of dispersed residences across a large area not concentrated around lakes and streams and not at a density that could impact groundwater significantly.

HIGHER LEVELS

The next four levels come as the picture of location changes as well as the need for different types of systems that require pumps, pump tanks, pressure distribution or other septic tank pretreatment technologies such as ATUs or media filters. In terms of location, there would be increases in clusters of residences or businesses and in more sensitive environmental areas, such as on lakes or streams and with densities that may impact groundwater resources.

When the guidelines were introduced, I'm not sure the EPA recognized that communities would take a mix-and-match approach based on individual needs and situations. However, that is currently the case. So in choosing the management level, individual circumstances need to be considered and the proper management elements applied to each situation. In Minnesota, where I lived for 40 years, a lot of the management concerns occurred in our lakeshore areas. And because of those concerns, resources management entities grew to address water-quality problems in the lakes.

Here are brief descriptions of the four higher-level management approaches:

Independent pumpers and service providers were not recognized as being able to fulfill the functions of the RME. Through the efforts of many in the industry, this thought was changed to include private for-profit service providers.

- Level two is the maintenance contract model. This would be applied in areas of low to moderate risk and where sites are marginally suited for conventional treatment technologies. The program would entail overseeing siting and installation of systems. It may involve more complex systems in the marginal areas where a service contract must be kept in place and maintained. The permitting authority (county, town, etc.) has an inventory of all systems and they track the contracts.

- Level three is the operating permit model. Risk is moderate; it may include wellhead protection areas and other environmentally sensitive areas. There will be systems treating high-strength waste (think restaurants, bars, other establishments) and larger-capacity cluster systems. Here the program has performance and monitoring requirements for systems that are checked regularly, and systems found out of compliance are brought into compliance or the permit can be revoked. The authority has an inventory of the systems and keeps track.

- Level four is the responsible management entity operation (RME) model. Here is where some of the controversy erupted for our industry. This is for high-risk areas and protection of critical water zones: sole-source aquifers and critical aquatic habitats (think estuaries, lakes, impoundments). There is a predominance of cluster systems. The key is that the homeowner still owns the system and is an integral part of taking care of the system. There are system performance and monitoring requirements. There is management through a public or private entity termed a "responsible management entity."

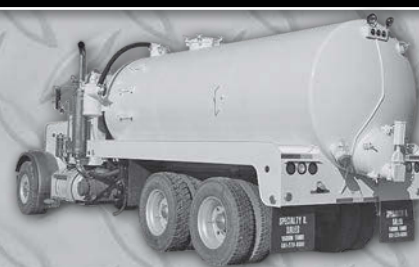
To begin with, independent pumpers and service providers were not recognized as being able to fulfill the functions of the RME. Through the efforts of many in the industry, this thought was changed to include private for-profit service providers. In this case, though, any permits for system operation are assigned to the management entity responsible to see that the system remains in compliance with the permit requirements.



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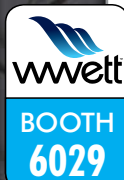


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• Level five is for areas where cluster systems serve multiple properties under different ownership. There is professional management of all aspects of the system, from design and installation to the long-term care. The RME actually owns the system. They provide the trained operators and oversee the systems to keep them in compliance. Here the RME collects regular fees from property owners that include the maintenance and replacement cost, operating like a public utility with much of the same authorities.

TIME TO REVIEW

Do you see your area in these descriptions? Are you a part of these activities in your community? Are you actively involved in setting standards for performance and providing education to users who are unaware of what it takes to maintain good operating systems? Is your company positioned to take on new responsibilities? These are all questions you should consider moving forward with the industry. In future articles we will look closer at some of the issues involved with management at different levels. ■



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Recap NAWT Mega Conference, Look Ahead to 2016 Event

By Dhru Bhatt

The National Association of Wastewater Technicians, in collaboration with the National Onsite Wastewater Recycling Association (NOWRA), State Onsite Regulators Alliance (SORA), and the Virginia Onsite Wastewater Recycling Association (VOWRA), jointly conducted a three-day Mega Conference last November in Virginia Beach, Virginia.

The 2015 Onsite Wastewater Mega Conference served as the 2015 Annual Conference for NOWRA, VOWRA and SORA, and the 2015 Treatment Symposium for NAWT. This was the first-ever collaboration among the three national organizations, which focused on onsite/decentralized wastewater systems. The partnership with VOWRA added the expertise of one of the largest and most innovative and effective statewide organizations.

Participants included professionals from all regions of the country and all sectors of the industry, including but not limited to manufacturers, engineers, system designers and soil scientists, regulators, academic researchers and educators, septage treatment facility owners and operators, and contractors who install, operate and maintain septic systems.

At the 2015 Onsite Wastewater Mega Conference, attendees heard from people from around the country and from different segments of the industry – all of whom were able to offer new thinking and fresh perspectives. Below is a summary of conference events including the NAWT educational track that focused on establishing a septage treatment facility.

The Mega Conference began Nov. 3 with a reception where attendees gathered and had an opportunity to network.

EDUCATION SESSIONS

Educational sessions on Nov. 4 covered these topics:

- Analyzing Your Resources/Getting Started – Presented by Tom Frank
- How to Select and Engineer – Presented by Dave Gustafson
- Safety Issues in a Treatment Facility – Presented by Tom Frank and Tom Ferrero
- Chemical Conditioning/Polymers – Presented by Larry Montgomery

Sessions on Nov. 5 included:

- Screening and Grit Removal – Presented by Dan Widdell
- Pumps – Presented by Larry Montgomery
- Basics of Odor Control – Presented by Tom Ferrero
- Dewatering Technologies Including Belt Press, Containers, Bags; Case Studies of Lantern Environmental – Can We Build a Bigger Processing Site? – Presented by Therese Wheaton



- Converting Waste to Resources: A Decision-Support Model For Wastewater Irrigated Short Rotation Crops – Presented by Miles Dyck
- The Benefits and Considerations in Localizing Water – Presented by Nick Weigel
- Economics of Liquid Waste Treatment ... Is This Your Game Plan? – Presented by Therese Wheaton
- What Resources Can We Recover from Domestic Waste – Presented by Bob Rubin

NAWT's Tom Ferrero addresses attendees at the 2015 Mega Conference in Virginia Beach, Virginia. (Photo courtesy of NAWT)

FIELD TRIPS

On Nov. 6, two field trips focused primarily on onsite wastewater treatment facilities in the difficult coastal environment of the mid-Atlantic. The attendees of one field trip visited the Chesapeake Bay Foundation's Brock Center, a "zero discharge" green building, followed by a trip up Virginia's eastern shore to visit a variety of larger onsite systems with unique solutions to the challenging site conditions of a coastal environment.

The attendees of the other field trip traveled down the Virginia coast toward North Carolina's outer banks. Attendees visited several sites with systems designed to address challenging issues. In addition, they had the opportunity to watch a live demonstration of an inspection and maintenance flushing of a fairly large LPD system.

LOOKING AHEAD

If you missed the Mega Conference, don't miss the 2016 Conference, which will be held Oct. 26-29 in Reno, Nevada. Details about the conference will be posted on NAWT's website in the coming months. For more information on all NAWT activities, visit www.nawt.org. ■



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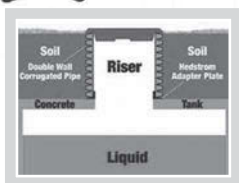
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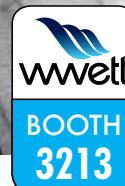
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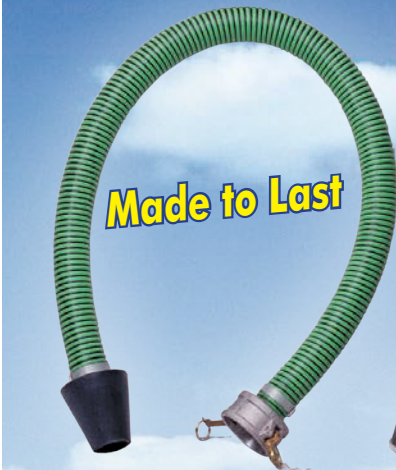
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March 11, 2016

Boulder, Colorado
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NAWT/OWTS Design Class

March 17-18, 2016

Boulder, Colorado
Instructor: Warrant Brown/Kate Carney/
Simon Farrell/Roger Shafer
Contact: Lisa Nicoll
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CO Soils Assessment

May 19-20, 2016

Golden, Colorado
Instructor: Warren Brown/Roy Laws
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NAWT Inspector Course

November 17-18, 2016

Instructor: Kim Seipp/Warren Brown
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ARIZONA

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

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NAWT Inspection Training & Workshop

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NAWT Inspection Training & Workshop

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INDUSTRY NEWS

Grundfos holds Walk for Water event

About 175 Grundfos Pumps employees joined family, friends and corporate partners for a Walk for Water event held in Kansas City, Missouri, and Aurora, Illinois. The initiative raised awareness about the global water crises and raised funds for safe, sustainable water solutions in developing countries. Grundfos first held the event in 2012 and to date has raised over \$200,000 for Water Missions International.



Cloverleaf Tool Co. purchases Jetter Parts Depot

Cloverleaf Tool Co. of Sarasota, Florida, manufacturer and distributor of pipeline and sewer cleaning and maintenance equipment, purchased Jetter Parts Depot of Orlando, Florida.

Vanair acquires manufacturing facility

Vanair Manufacturing acquired an 80,000-square-foot facility in Michigan City, Indiana. The acquisition doubles the company's production and office space. The facility will provide space for increased manufacturing, training, support, service and leadership functions.

Continental reaches retread milestone, partners with CMC Tire

Continental Tire North America produced retread No. 1 million at its ContiLifeCycle facility in Morelia, Mexico. Continental also partnered with CMC Tire to expand its retreading network, including the opening of a commercial tire retread facility in Las Vegas. The new retread facility can produce up to 24,000 retreads annually with the capacity to grow to 48,000.



SludgeHammer co-owner Buzz Jenks passed away

Arthur Ward "Buzz" Jenks, co-owner of SludgeHammer Group, Ltd., died Jan. 3. He was 69. "Buzz will be missed by his business partners, Dr. Dan Wickham, and all the dealers and distributors of SludgeHammers," the company said in a statement. "His cheerful helpfulness and kindness was always there no matter what problem or fire he was putting out. He helped build the SludgeHammer brand by always meeting the needs of customers and putting them first."

Caterpillar receives Vision for America Award

Keep America Beautiful presented Caterpillar with the 2015 Vision for America Award last November for corporate commitment to sustainability.

J&J Truck Bodies & Trailers names director of operations

Joseph F. Caldron was promoted to director of operations for J&J Truck Bodies & Trailers. Caldron, with the company for 21 years, is responsible for directing the operations department, including engineering, purchasing, manufacturing and quality. ■



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'06 WS 4900 515 S-60, 515 S-60, 18 Spd, Airliner Airride Suspension, Double Frame, 20 x 69 Axles, Gear Ratio 4.89, 272" Wb, 200" Cab-Trunion, Custom Vac Vacuum Tank Rigup, TC 407/412, Hibon 820 Blower, 5070 US Gallons, 156K Miles, Lockers, Loaded \$79,500

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'05 WS 4900 515 S-60, 118 Spd, Airliner Airride Suspension, Double Frame, 20 x 69 Axles, Gear Ratio 4.89, 260" Wb, 188" Cab-Trunion, Custom Vacuum Rig-up, TC407/412, Hibon 820 Blower, 5070 US Gallon Tank, Excavator Boom, 223K Miles, Loaded \$74,500

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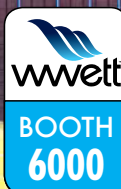
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By Luke LeNoble

ISUZU 2016 NPR DIESEL CAB-FORWARD RESTROOM TRUCK RATED AT 13,000 GVWR

The **2016 NPR Diesel** portable restroom truck from **Isuzu Commercial Truck of America** features a low cab-forward design and 13,000-pound GVWR.

"It is able to get into the difficult locations that the truck may have to go with safety and ease," says Brian Tabel, executive director of marketing for Isuzu Commercial Truck of America.

The truck comes with a 30-gallon, rear-mounted in-rail fuel tank. Its 33 1/2-inch frame will accept bodies up to 102 inches wide and 91 inches high, while four wheel-bases (109, 132 1/2, 150 and 176 inches) will accept body lengths up to 20 feet.

Powered by Isuzu's 3-liter, 4JJ1-TC turbocharged and intercooled diesel engine, it produces 150 hp and 282 ft-lbs of torque at 1,600 to 2,800 rpm. The engine has a B10 diesel engine life rating of 310,000 miles and is capable of running on B20 biodiesel fuel.

The powerplant is mated to an Aisin A460 six-speed automatic transmission with double overdrive, lockup torque converter that operates in second through sixth gears and available PTO.

"The 4JJ1 will reduce the cost of fuel to save on one of the biggest expenses to a business owner," Tabel says. "For the last few years, business owners have been buying older-model vehicles to save money, but with the technology built into the new vehicles today, now is the time to look at buying a new medium-duty truck."

866/441-9638; www.isuzucv.com.

COXREELS EZ-COIL SAFETY SYSTEM

The EZ-Coil safety system from COXREELS retracts up to 80 percent slower than conventional reels. It works unidirectionally without any increase to the amount of resistance when pulling out the hose, cord or cable. When engaged upon recoil, this safety system controls the aggressive spring motor energy resulting in a reel that retracts at a safe and steady pace, enhancing operator safety. **800/269-7335; www.coxreels.com.**



WATER CANNON ELECTRIC PRESSURE WASHER

The 14M10 portable, 115-volt electric-powered pressure washer from Water Cannon delivers 3 gpm at 1,000 psi. Designed for restricted areas with power but no water, the washer has a 25-gallon tank with room for a small hose reel under the tank. Applications include jetting pipes in bathrooms or kitchens and quick cleanups. **800/333-9274; www.watercannon.com.**

DITCH WITCH MINI SKID-STEER

The SK752 construction-grade, mini skid-steer from Ditch Witch features a 24.8 hp Kubota diesel engine. The machine has an 860-pound operating capacity and increased hinge-pin height to 83 inches for efficient loading. Other features include an ergonomic operator's station with standard dual-lever ground drive controls and two-way auxiliary foot pedal. **800/654-6481; www.ditchwitch.com.** ■



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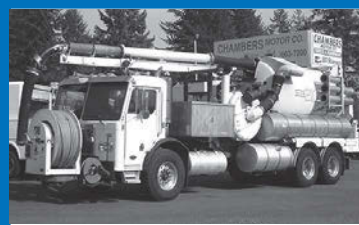


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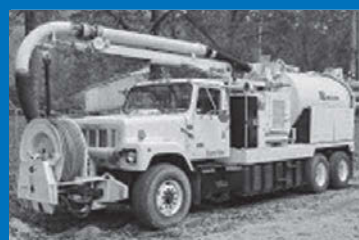
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901-452-7040, TN

P03

For Sale: 2007 Isuzu pump truck in very good condition. Waste capacity tank 600 gallons, freshwater tank 300 gallons. \$23,995. Contact mrmosheteitelbaum@gmail.com. Can send pictures. (P02)

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P02

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1999 Freightliner FL70: Keith Huber tank, Masport pump, 350,000 miles. \$18,500. Call or text 814-592-8719 (P02)

2008 Isuzu NPR HD diesel, 80,000 miles. Lift tailgate. 60 to 70 units; 5 handicaps, 1 slide-in unit. \$49,000. 740-207-5830. (P02)



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



2011 Ford F550 Satellite Pump Truck: 850/350, new tires. Kept up on all services. 260,000 miles. \$34,000

Call or text
814-592-8719, PA

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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)

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2001 ESP Roll-off trailer: Two (2) container roll-off trailer good brakes, tires, frame, etc. KLM Companies 617-909-9044 (PBM)

SEPTIC TRUCKS

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)

2003 Sterling Acterra: Mercedes diesel with Allison automatic transmission. Keith Huber 2,600-gallon tank. 466k miles. \$24,500 OBO. Call Peter 727-386-0070. (P02)



1998 Freightliner: 382,000 miles, M11 Cummins motor, Rockwell 10-speed transmission with new clutch. New 3,200-gallon tank - never used. Masport 400 liquid-cooled pump. Tires & brakes 98%. Ready to go to work. \$50,000

Call 763-213-8235 P02



1999 Freightliner FL70 with 2006 vac tank and Masport HXL75WV pump. Heated collars. Very nice condition. Only 191,350 miles. Will include 125 feet of newer hose. Call with any questions. Only \$38,900

Bill 774-353-7154, MA P02



1999 Sterling: M-11 Cummins, 370 horsepower, 10-speed, a/c, cruise. 3,500-gallon tank and Jurop R260 vacuum pump (Both 6 years old). Runs and drives great! \$28,500

740-820-5520, OH P02

1994 Ford L8000: 8.7L Cummins, 8LL, 318,000 miles. 4,500-gallon Imperial vac tank, RFL 100 Wittig pump. Fresh in-frame motor rebuild. Good paint, good rubber all the way around. Working truck. \$50,000. **2005 Peterbilt 335:** 8.7L Cummins, 8LL, 320,000 miles. 5,000-gallon Imperial tank, RFL 100 Wittig pump. Nice paint, working truck. \$95,000. Call Jerrod 715-573-7925 (P02)

2007 Freightliner Business Class M2 pump-truck: 4,000-gallon tank; 2004 Jurop PR150, 529cfm liquid-cooled pump -hydraulic powered; 10-speed transmission; less than 80,000 miles. Well maintained and good tires. Ready to work! Orlando, FL \$85,000 OBO. Call 407-481-2750 or toll-free 866-3CLOUD9 (P02)



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2012 Kenworth T800 extended cab, 238,000 miles, 18-speed, Cummins ISX 525. 20k front axle, 46k rear, Chalmers rear suspension. Presvac 110 bbl. vacuum tank, Masport HXL 400WV liquid-cooled vacuum pump. ENGINE WARRANTY until 3/30/2017! \$79,900

570-574-9770, WV P03



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

2002 GMC 7500: 250hp CAT engine, 6-speed manual transmission, 144k miles. 2,500-gallon tank. 360cfm Moro pump. Tool boxes, Reese hitch, new paint. Needs nothing, excellent condition. Asking \$42,500. Call 973-703-3345 or 845-744-3536 for more info. (P02)

2002 Mack CL700 3,000-gallon vacuum truck, 2010 Case 590SM, 1992 10-ton HD tag trailer. Low mileage and low hours. Pre-emission engines. \$150,000 for all three. 618-322-1433 (P02)



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



2002 International 4400: DT466, hoisted 2400-gallon Jay's tank, 747 NVE Blower, 269,000 miles, Allison automatic transmission. Nice truck. \$44,000

218-744-4443, MN P02



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

4,700-Gallon Vacuum Tank: Unit was built late in 2012 by Pik Rite. Tank was used to haul non-potable water and is epoxy-lined on the inside. Tank and equipment are in EXCELLENT condition. Everything you need to mount on a chassis and go to work is included: Tank, Masport pump, toolboxes and more. I have a full service fab shop and can assist with installation and even finding a chassis if you do not have one! Call or text 734-309-2093 for more information and pictures. \$28,500. (P02)

1994 International 4600: Single axle, DT 466, 260,000 miles, 5-year-old 1,800-gallon tank. Battioni pump rebuilt last year. 35% tires remaining. Great first-time truck. \$20,000. Mike 970-0456-9972 (P02)

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)

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2012 International DT 4400 Maxx-Force 270hp septic truck with 2,500-gallon Amthor Matador aluminum vacuum tank, Masport H15W vacuum pump. Allison 3500 6-speed automatic transmission. Air-ride suspension. New tires and rear brakes. Excellent condition, runs great! AC, AM/FM radio, 156,000 highway miles. \$78,500

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or email abell.jeff@gmail.com



Several trucks for sale: 2009 Peterbilt 4,300-gallon; 2015 Peterbilt 4,200-gallon; 2014 International 2,800-gallon; 2012 International 2,800-gallon. All have jettets. Call for info and pricing.

318-797-2702, LA P03



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

Several Vacuum Trucks for Sale: 2011 Freightliner M2; 2012 KW T800; 2012 KW T800; 2013 Freightliner 122SD; 2013 Freightliner 122SD; 2013 Freightliner 114SD; 2013 Freightliner 114SD; 2013 Freightliner 114SD; 2005 KW T800; 2006 KW T800; 2003 Mack CV713 Roll Off; 2007 Freightliner Columbia; 2007 Freightliner Columbia. Please call Cory for pricing 330-807-1490. (P02)



2007 International 7600: 430,000 miles, NVE506-500cfm, 3,600-gallon steel, 10-speed, Hendrickson suspension, a/c, Cummins ISM. 18,000 lb. front, 40,000 lb. rear. (2) 4" rear inlets, 6" dump, freshwater saddle tank; 36" rear manway, air-ride cab, heated valves. Works everyday. Ordered new truck. \$69,000 OBO

443-324-9970, MD P02



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



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

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)



1995 International 4900: DT-466 motor, 167,519 miles, 11,563 hours. 5-speed standard transmission. Rebuilt rear end. 2,600-gallon waste tank, liquid-cooled Masport pump. Runs excellent.

Dennis 508-351-9002, MA 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



2009 Freightliner M2: 260k miles, 10-speed, air-ride, 3,200 waste, 400 water. Progress aluminum tank, hoist unit with 36" manway. 957 NVE blower, CAT 18gpm 4,000psi jetter with recirculator for winter, heated valves. New truck just arrived -- this one must go! \$89,900 OBO

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1974 Ford: 2,000-gallon tank with lift hoist, PTO. One (1) PortaJon steel tank, 150 fresh/300 waste. One (1) flatbed with hoist. One (1) Field Gymmy, no tank. \$3,000. 937-674-7288 (P02)

2000 Sterling pump truck: 575,000 miles, 3,250-gallon tank, R260 Jurop pump, C-12 CAT, 10-speed. Excellent condition, used daily. \$30,000. Call for pictures. Kevin 303-882-1986 (P05)

2000 Peterbilt Model 377 tri-axle, C-12 CAT motor, Jake brake, 10-speed. 4,500-gallon steel tank. Jurop LC-420. \$45,000 OBO. Call 715-546-2070. (P03)



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



2014 Mack GU713: This is a great truck! Nearly new, only 65,000 miles on it. We purchased the truck brand new. Tank is in great shape. This truck comes equipped with a radar gauge installed. No more guessing on the gallons pumped. Please call with any questions. Buyer to handle all shipping and or pick up of the truck. Price \$110,000 OBO. Thanks for looking! Good luck!

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1994 Peterbilt 377: Detroit Series 60, 10-speed transmission. 3,365-gallon vacuum tank, Masport HXL pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

2006 GMC 7500: Duramax diesel, 210hp, Allison auto., under CDL. New 1,850-gallon vac tank, build in progress. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

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)

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2009 Peterbilt 340 with a 3,600-gallon aluminum tank and Masport HXL400WV pump. (Stock# 8401V) www.VacuumSalesInc.com (888) **VAC-UNIT (822-8648)** (PBM)

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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)

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

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2011 Morocco V110 carbon steel 4,600-gallon vacuum tank. Aluminum deck with Masport vacuum unit. 724-827-2990 (P02)

1,200-gallon stainless steel holding tank on portable wagon frame - \$3,500. 1,200-gallon aluminum holding tank - \$2,500. 400-gallon aluminum holding tank - \$650. 1,600-gallon stainless steel holding tank - \$3,500. Can truck mount. 937-674-7288 (P02)

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 (P02)

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P04



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P02



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P02

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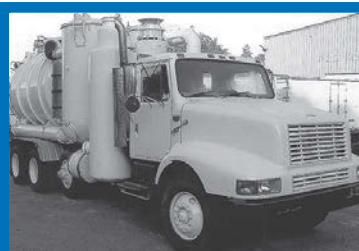
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P02

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)

2015 Berringer PD 3,500-gallon on 2015 Kenworth T800 \$232,929 w/FET. Non-Code, 1,660cfm blower, jetter, lift and dump. Contact Heather 228-832-0992 or hodo.heather@keithhuber.com (P04)

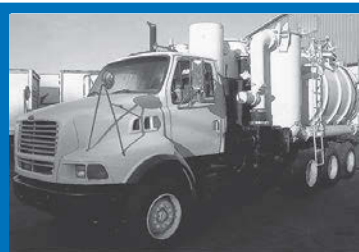
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1999 International Guzzler vacuum excavator: Totally refurbished, designed for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. Slurry, gravel, sludge, liquids. High-pressure wash-down system - 300-gallon water tank. Ready to work. \$135,000

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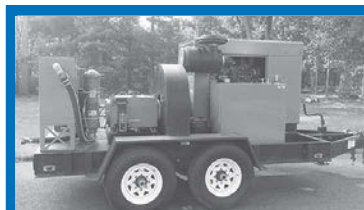
2001 Gap Vax HG57 WET/DRY on Volvo WG64, 5,500 cfm, 27" Hibon blower, Cummins engine, chassis tank and bag house, in good condition, ready for work. KLM Companies 617-909-9044 (PBM)

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P02

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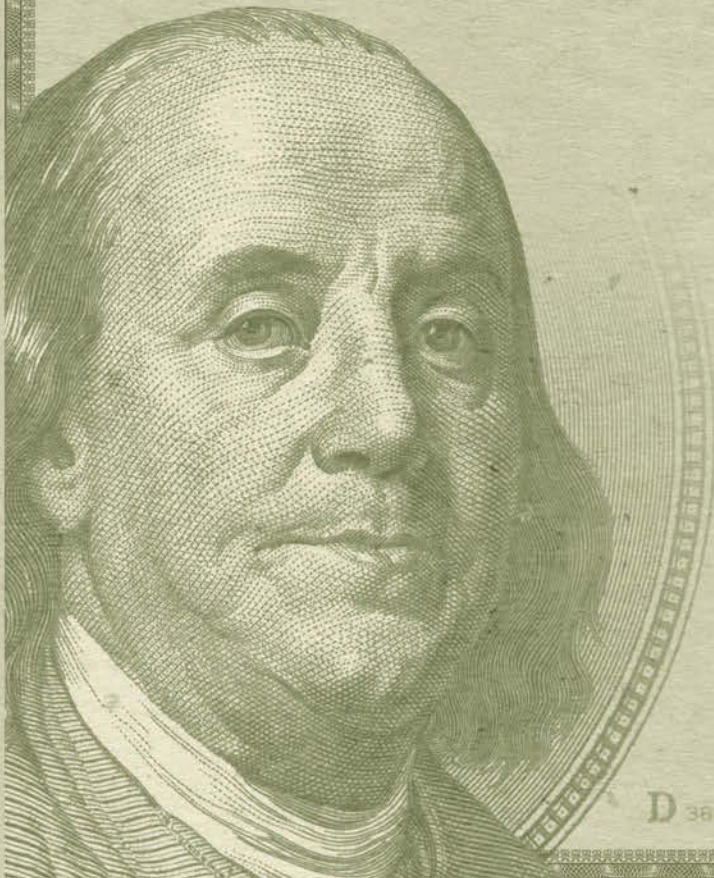


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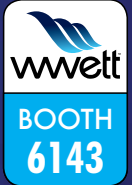
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BOOTH
5000



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

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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