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**Back to the Future**

- Kyle Rogers

California's FarWest Sanitation learned that long-term business growth is achieved when old-fashioned customer care intersects with smart use of new technologies.

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# What Should You Plant Over the Septic System?

Landscape designer Wynn Nielsen shares her top tips for drainfield ground cover and the ‘badass’ list of plants homeowners should avoid at all costs **By Jim Kneiszel, Editor**

**M**aking your daily pumping rounds, you’ve witnessed the myriad of ways homeowners sabotage their septic systems through poor landscaping or other uninformed land-use choices. When the driveway is crowded, they park cars over the septic system. They construct a wooden deck over the septic tank, hindering your access. They plant a water-hungry weeping willow tree next to the drainfield.

They invite root intrusion, soil compaction and broken and damaged drainlines, and then wonder why they’re having problems maintaining the septic system. You patiently share the do’s and don’ts of caring for a septic system and wish someone was out there to educate these homeowners before they make mistakes in the backyard that lead to costly repairs or replacement of the septic system.

Enter Wynn Nielsen, a landscape/garden designer on Bowen Island, a 20-minute ferry ride from Vancouver, British Columbia, Canada. To help frustrated property owners – who don’t understand how their septic system works or maybe don’t even know they have a septic system – Nielsen recently created a presentation about landscaping around the septic system. She teamed with Scott Stevenson, owner of Bowen Island Septic Services, for a talk with 60 local gardeners.

Landscaping designers are typically late to the game when properties are being developed, Nielsen says, when homeowners already have preconceived notions about how they want to utilize their lots. Unfortunately, Nielsen often has to shoot down those notions.

“Septic fields tend to occupy the most desirable areas of the lot and people tend to want to use them,” she explains. “People want to put patios and decks and hot tubs there. They want to create soccer fields and grow vegetables. I’m the one who has to come in with the bad news that you can’t do that without damaging the septic field.

“There’s a lack of education out there about septic fields,” she continues. “Having more awareness of the end-user would be great.”

Most pumbers are getting ready to kick off the busy season. You’ll sure-



**Above:** Tall flowering guara is not an acceptable plant over the septic field as it has long, aggressive root growth. (Photos courtesy of Wynn Nielsen)



**Left:** Shown here are creeping phlox, dwarf boxwood, hebe, thyme and iris, which would be considered safe to plant over the septic field.

ly confront homeowners with little understanding of proper landscaping around the septic system. Bits and pieces of Nielsen’s presentation may help you explain how each planting decision can impact the effective use and longevity of a customer’s septic system. And Nielsen has another bit of advice for the septic pumbers and installers: When

homeowners have a lot of questions and concerns about their landscaping, don’t be afraid to call in a professional designer.

## STEER CLEAR OF THESE

You’re familiar with the first rule of planting around the septic system: Avoid thirsty plants that set deep roots. Nielsen tells homeowners to keep

(continued)

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a distance for water-loving trees that include willows, birch, silver maple, elm, beech, walnut and linden. She cautions against planting aggressive, dense ground covers that will interfere with the evaporation process, including pachysandra, cotoneaster and periwinkle. Other plants to avoid for their aggressive roots are vines, wisteria, bittersweet, morning glory, campsis and hops.

Nielsen has developed a general “badass” list of plants to avoid near the septic system:

- Bamboo (any variety)
- Any trees with particularly strong lateral root growth
- Water-loving, large-scale pond

grasses

- Native clematis (self seeding)
- Cedars (except genetic dwarfs)
- Woody vines

Prairie grasses and meadows can be no-mow and restrict traffic over the septic fields, which are good things, so people think they are desirable. But Nielsen says these are often unwise choices for the septic field. “Prairie grasses and perennials have some of the longest, tangliest, toughest roots around,” she says. The drought-resistant nature of prairie grasses translates to aggressive roots adept at seeking out water sources like perforated drainpipes.

Cedar trees and shrubs — evergreens perfect for many screening situations — are a favorite of homeowners, but they are also a no-no, Nielsen says.

“Cedars are wonderful, but they are a problem next to the septic field. Either you’re going to have a short-lived septic field or you’re going to cut those roots on a regular basis,” she says.

In general, it’s better to choose trees with vertical root growth if you want to plant near the septic field. When homeowners insist on planting trees with strong lateral root growth, tell them to back off.

“The rule of thumb is to keep a distance equal to the anticipated height of the tree at its maturity, plus 20 percent. Thus, a tree 30 feet tall at maturity should be kept 36 feet away from your septic field,” Nielsen recommends.

Those who want landscape-intensive yards also have to be warned not to plant vegetables over the septic field. Nielsen said some clients insist the drainfield, with its nutrient-laden effluent dispersal, makes a perfect spot for

“Septic fields tend to occupy the most desirable areas of the lot and people tend to want to use them. People want to put patios and decks and hot tubs there. They want to create soccer fields and grow vegetables. I’m the one who has to come in with the bad news.”

**Wynn Nielsen**

vegetables. But she warns them that disturbing the soil with these annual crops is bad for the septic system, and the effluent could transmit pathogens to the edibles.

## GO AHEAD AND PLANT THESE

While traditional lawns are acceptable over septic systems, Nielsen says many homeowners are moving away from that maintenance-heavy chemical input and water-intense ground cover. She points to a few grass varieties that are generally better than others. Safer choices may include:

- Pre-mixed eco-grass with fescues
- Small grasses, including tufted fescues, feather grass, pennisetum, deschampsia
- Grass-like choices, including mondo grass, liatris, liriope, armeria

“Lawns are not very ecologically friendly. They don’t make good habitat for most things, but we still have children and dogs and they provide great places to run around on,” she says.

Rather than traditional lawns, Nielsen recommends drought-tolerant plants with short, fibrous root systems chosen for hardiness in your climate and in sun and shade conditions as required. Her list of top choices includes microclover/ecograss/carex pensylvanica dwarf, introduction of white clover, carpets (thyme, sedums, low-growing ground covers), shallow, short/soft rooted perennials, bulb/corm/rhizome/tubers in lawns, and moss.

Microclover, she says, is the “weed we used to eradicate in our lawns,” and that the “old enemy is now your best friend.” It’s low- or no-mow and deer and bees love it.

Wynn Nielsen created a list of acceptable plants for over the septic field that she hands out to homeowners. Check out the list at [www.pumper.com](http://www.pumper.com).

Other good choices to add landscape interest without placing a septic system at risk are interspersing annuals or bulbs in the ground cover, Nielsen says. Those include hardy cyclamen, crocus, narcissus/daffodils, snowdrop, alliums and anemones. And newer dwarf tree and shrub varieties are also not the same threat as their bigger siblings. They include cedars, cherry, crabapples, dogwoods, cotinus, cercis, snowbell, acer palmatum, acer griseum and acer

amur. Shrubs with fibrous root systems include boxwood, potentilla, daphne, choisya, hebe and euonymus.

## CONSIDER LAND USAGE

Typically, homeowners hire Nielsen to draw a landscaping plan after a site has been developed and a home has been built. But ideally, developers and septic installers would involve a landscape designer earlier in the process to result in the best usage of the property, Nielsen says.

Often the lot clearly dictates one location for the septic field, and it’s usually the flattest, sunniest area that is also the spot best suited for intensive gardening, according to Nielsen. Sometimes the lot leaves little choice to move the drainfield, but often changes can be made in the planning stage to allow better placement for the homeowner.

“Sometimes their ability to use property they paid a lot of money for is really inhibited by these decisions and it’s sad,” Nielsen says. “People developing the land put (the septic system) in the most convenient, accessible place. They’re not thinking about how the homeowner is going to want to use the property. A little more up-front thinking would make my job a lot easier.”

Through her landscaping presentation and getting to know pumping professionals on Bowen Island, Nielsen is looking to educate homeowners and maybe save a few septic systems in the process. ■

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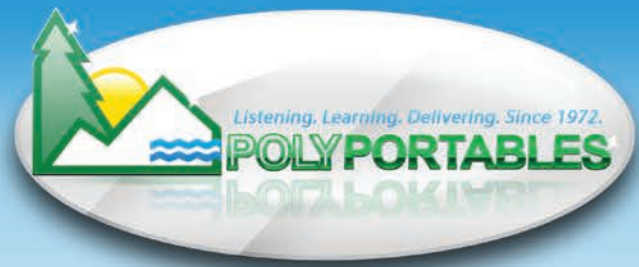
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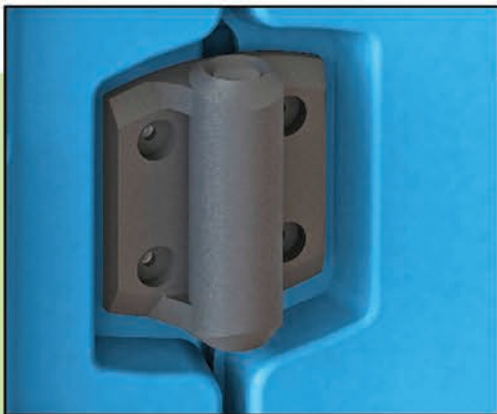
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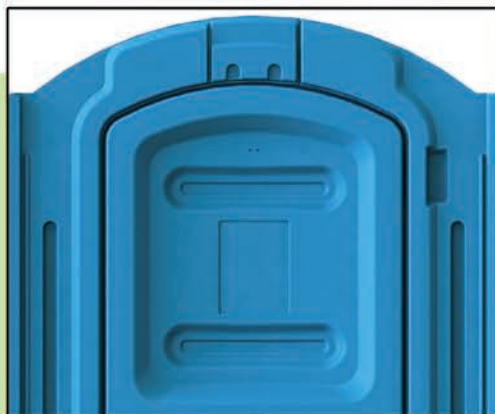


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### ADDING EXTRAS

## no growing pains

Cover star Alex Rodriguez of FarWest Sanitation & Storage started his portable sanitation business with

just one truck, but the company has grown a lot in the last 10 years. Growth was spurred when the addition of other site services made the company a one-stop shop. Read this exclusive online story for tips from Rodriguez on expanding your service offerings.

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**Redefining Reliability**



Alex Rodriguez, a Bolivian immigrant, founded FarWest Sanitation in 1994 with just one small pickup truck to deliver his toilets; a truck that is kept in the yard as a reminder of the company's origins. FarWest has since grown to be one of California's largest sanitation companies with nearly 12,000 portable restrooms, 20 luxury event trailers and dozens of employees. *(Photos by Collin Chappelle)*

**California's FarWest Sanitation learned that long-term business growth is achieved when old-fashioned customer care intersects with smart use of new technologies** By Kyle Rogers

# BACK TO THE FUTURE



**W**hen Alex Rodriguez started California-based FarWest Sanitation & Storage in 1994, it was a one-truck operation. The company has enjoyed long periods of tremendous growth in workforce, equipment and service territory, with Rodriguez chalking it up to a blending of old-school service practices with new-school technologies.

Technology has been a game changer. Drivers now use tablets and smartphones to coordinate routes and communicate with the home office. Through the advances, though, good customer service and retaining a quality crew remain cornerstones for any new initiative.

"You have to show respect for the customer and have an excellent team. That's the base of the growth of the company," Rodriguez says.

## HUMBLE BEGINNINGS

After coming to the United States from Bolivia as a young man, Rodriguez got his first taste of the sanitation industry. Following a series of jobs working for other companies, he set up his own shop in

*(continued)*

## Profile

**FarWest Sanitation & Storage**  
Concord, California

**OWNER:** Alex Rodriguez

**FOUNDED:** 1994

**EMPLOYEES:** 43

**SERVICE AREA:** San Francisco area, Los Angeles

**SPECIALTIES:** Portable sanitation, storage containers, site services

**ASSOCIATIONS:** Portable Sanitation Association International

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





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the San Francisco Bay Area in 1994, in Concord, California.

“In the beginning, the growing pains were killing us,” he says. “But you learn, and in the last 10 years we’ve been a lot smarter in how we’ve grown. You just have to be consistent and do what’s best for the client and yourself.”

The company has 43 employees, and the restroom inventory has grown from approximately 3,000 units 10 years ago to about 12,000 today. Five Peaks and PolyJohn account for most of the restrooms, with some from Satellite Industries. FarWest also uses hand-wash units from PolyPortables and deodorants from J & J Chemical. FarWest has about 20 luxury restroom trailers — a fast-growing part of the business — from a variety of manufacturers, including JAG Mobile Solutions, Black Tie Products and NuConcepts.

Supporting those operations is a fleet of 32 trucks from Hino, International, GMC and Volvo, ranging in tank sizes of 1,000 gallons to 6,000 gallons and all using Masport pumps. Imperial Industries is their go-to truck builder. In addition to those restroom offerings and the other side of the business — storage containers — FarWest has expanded into other site services such as generators (primarily Multiquip), fencing (Fences 4 Less) and barricades (Tamis). The last 10 years has also seen FarWest expand its service area beyond the San Francisco area into the Los Angeles market.

“We had clients moving out there and they wanted to continue service with us and were able to give us good contracts,” Rodriguez says. “We tried it out to see if we could make it and business has kept growing.”

The Los Angeles market now makes up about 30 percent of the entire business and continues to grow alongside FarWest’s newer site service offerings.

“For the fencing and the generators, the growth has been tremendous,” Rodriguez says. “Everything I have for reinvesting I’m putting into that right now.”

## EMBRACING TECHNOLOGY

FarWest’s day-to-day operations experienced some changes five years ago when Rodriguez’s son-in-law, Aaron Lantrip, came on board. Tech-savvy Lantrip, the company’s general manager, saw an opportunity to improve workflow by going electronic with dispatch and communications.

FarWest uses a system developed with Summit software (Ritam Technologies) and some in-house modifications. Drivers are equipped with smartphones and tablets to communicate with the system, giving Rodriguez instant tracking for inventory and workers.

“It’s very simple — you deliver the restroom and you service it. We just happen to do a lot of things electronically, and I think that’s the best way, but every company is different. Everybody has to find their own way.”

— Alex Rodriguez

“You have to do business as efficiently as possible so you can make money and actually generate growth,” Rodriguez says. “If all you’re doing is looking to survive, then after awhile the trucks need service and the restrooms need to be replaced, and you don’t have any money to do anything.”

Incorporating technology into a sanitation business shouldn’t be viewed as a guaranteed improvement, Rodriguez asserts.

“Every individual has to use technology the way they see fit,” he says. “You have to study it to see if it’s something that is going to work

for you, because what has worked for me might not work for someone else. Sometimes you grow through simple things and actually grow better than

*(continued)*



Part of the FarWest Sanitation crew gathers for a group shot in the company yard in Concord, California.



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someone who has all the technology in the world but doesn't know how to use it."

It's critical to get the most out of technology products to justify up-front costs, Rodriguez says.

"You have to make sure every change is going to give you rewards," he says. "You can have the best computer in the world, but if you're only going to use it for email and searching the Internet, it doesn't make sense. You can't tell somebody who has been in business for years to change just because of what others are doing. You have to have a process and think about what is actually going to work for you."

Rodriguez's advice: Identify your need, identify what type of technology applies to it and make sure it's something that will be easy to use.

"Everything has to do with how easy it's going to be for your employees, because they're the ones who will have to use it daily," Rodriguez says. "And sometimes it's teamwork, phasing something in a little bit at a time. It's not like you walk into the conference room one day and go, 'OK, now everybody is going to use this.'"

In fact, FarWest isn't 100 percent paperless. While many of the company's drivers

“Image is everything. How the customers see you is how they're going to treat you. We've gotten a lot of good feedback from customers.”

— Alex Rodriguez

## A ready workforce fuels growth

FarWest Sanitation followed two key rules to weathering tough economic times and bouncing back stronger than ever: diversify services and avoid employee layoffs.

"We were coming up short about \$3,000 to \$4,000 a month on where we should have been," Alex Rodriguez, FarWest's owner, says of the last recession. "In order to survive, you had to make sacrifices, and as the owner I was in a position to do that. I could have laid off a few people and actually turned a profit, but you always hope the business comes back and it did."

Instead of layoffs, Rodriguez reduced his own salary and temporarily froze wages. And with the construction business lagging, FarWest focused on special events and new service offerings including generators, fencing and barricades. That compensated for lost construction business and kept Rodriguez's crew working. It also continued to grow to become a significant part of FarWest's operations.

A growing company needs a lot of quality employees, so Rodriguez says he's glad he maintained his full staff during lean times.

"When we started doing more special events than we ever had before, we needed people. And who better than the people I've already trained? They already know the work, so why would you lay them off?" he says.

have embraced the electronic approach, there are a few who still prefer the old methods.

"I need someone who is excellent in service, not just at using technology," Rodriguez says. "So if I have somebody who is still using paper, I'm OK with it."

"It's all about service," he adds. "It's very simple — you deliver the restroom and you service it. We just happen to do a lot of things electronically, and I think that's the best way, but every company is different. Everybody has to find their own way."

Field technicians Abdul Ali (left) and Hector Morfin work to service several portable restrooms at one of the San Francisco International Airport waiting lots as part of their daily evening servicing schedule. The service truck was built out by Imperial Industries with a Masport pump.

### TIME-TESTED METHODS

While technology has improved FarWest's operations, Rodriguez says the company's success has always been founded on a professional appearance, from the equipment to the employees. "Image is everything. How the customers see you is how they're going to treat you," Rodriguez says. "We've gotten a lot of good feedback from customers."

Employees wear uniforms and are required to clean their trucks every day. "I stop by the yard in the morning and the afternoon, and they don't know if I'm going to stop and open one of the trucks because I don't do it all the time," Rodriguez says.

Projecting a good appearance carries over to consistently executing good customer service.

"It's not about just giving customers excellent service in the beginning and then forgetting about it," Rodriguez says. "The level of service we give in the beginning is what we need customers to grow accustomed to. We aim to be different and capitalize on service mistakes that other companies may make."

Something else that has remained consistent over 20-plus years is how FarWest treats employees.

"That's your business, the employees," Rodriguez says. "It's hard to pinpoint what it means to be a good boss. Everybody has to do their own thing. There's not a recipe. It's a personality — how sincere and truthful you are."





By treating employees well over the years, Rodriguez says FarWest has experienced good retention. That goes back to his emphasis on efficiency, as low turnover has assured the company of having an experienced, properly trained crew. "If you train people the right way, they'll be safe. If not, then people are hurt and out of work and you're training people all the time," Rodriguez says.

Mechanic Phillip Morillas fabricates a bracket for a new portable restroom transport trailer. FarWest builds its own custom trailers in the company's shop.

#### THE NEXT GENERATION

Rodriguez, 66, has started to relinquish duties and focuses mostly on the administrative side while his daughter, Carmen, and son-in-law oversee more of the day-to-day operations. Rodriguez says he likes that FarWest is a family endeavor, and if it works out, he wouldn't mind seeing his 5-year-old grandson, Ethan, one day get involved in the company.

With a new generation leading technological changes, Rodriguez acknowledges that the company looks far different than the one he started in 1994.

"Everything has to do with what is going on around you in the world right now," he says. "If something is going to save you time and money, you have to be ready to do it."

Moving forward, the company will stay grounded in simple business practices like good customer service and employee relations that have been in place since the start. One nod to the past is an old Toyota pickup truck that sits in FarWest's yard. It needs some work and a fresh coat of paint. Rodriguez wants to give it to his grandson someday. But the truck represents more than just a fix-up project. It's the first vehicle Rodriguez used to deliver restrooms when he started, and that's why it gets a prominent location right in front of the dispatch office.

"That's a reminder that that little truck created all we have," Rodriguez says. "I'm going to get it in good condition so that I can give it to my grandson when he grows up and be able to tell him, 'This is what Papa made.'" ■

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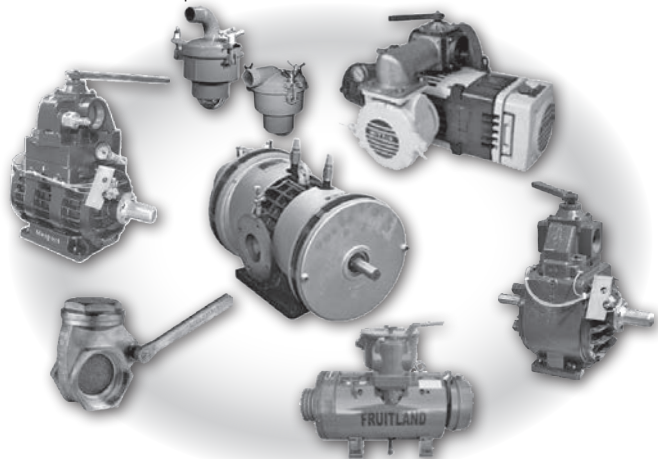
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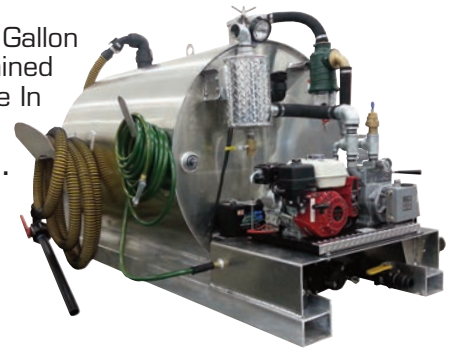
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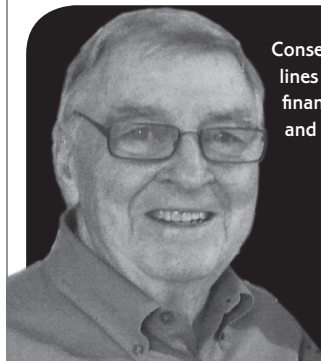
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David Frey is a small-business marketing consultant and author of *The Small Business Marketing Bible*. Reach him at [www.marketingblogger.com](http://www.marketingblogger.com).

# 8 Tips for Creating Trustworthy Testimonials

Channel positive customer feedback into one of the most potent and cost-effective marketing tools available **By David Frey**

**T**estimonials are the heart of any good marketing message. As marketing expert Dan Kennedy once said, “Without testimonials, you don’t have a product.” The core of your marketing message should be driven by customers’ comments that validate your business. Here are some pointers to help you create powerful testimonials:

**Match the content with the prospect.** The content of the testimonials should match the type of prospect you are looking for. For example, if you want people to become customers, use product-oriented testimonials. If you want people to become distributors, use business/money-oriented testimonials (people mainly sign up to become distributors to make money).

**Match the person giving a testimonial with the prospect.** The people

giving the testimonials should match the types of prospects you are looking for. By that I mean, if you’re looking for commercial clients, use business owners’ testimonials. If you’re looking for residential customers, include comments from homeowners.

**Use more testimonials.** The quantity of testimonials should always be more, not less. But they should be quality testimonials. I know a real estate trainer who did infomercials for many years. In the first year, he lost money on every sale. Then he changed his infomercial to include less content, but he doubled the amount of testimonials. That change increased his conversions to the point that he was making money on every sale. He built a \$30 million company based on that infomercial.

**Address objections.** The best testimonials speak to people’s concerns in advance. For instance, if most people think your service or product will be too costly, the testimonial might begin with: “We are living on a tight budget, so when our pump had to be replaced, they didn’t try to push the most expensive option.”

**Be specific.** The more specific your testimonials are, the more believable they will be. For instance, “Your technician was able to clear the blockage in our drainpipe quickly,” or “They came out ahead of time to check out the situation and discovered I didn’t need a new drainfield; it was a pump that wasn’t working.”

**Be real.** When creating audio or video testimonials, don’t have clients read from a written text — let it come from their hearts. For people to believe it, it’s got to be genuine. You can let them use short notes to make sure they hit all the right points, but the more authentic the testimonial, the more believable it will be.

**Be brief.** People have short attention spans. A good testimonial should be no longer than one minute. It’s better to have several brief testimonials rather than a few longer testimonials. If it’s a written testimonial, make it no longer than three to four sentences.

**Include an intro.** The people giving the testimonials should begin with a very short intro that identifies who they are. This will help the listener identify with them. For instance, “My name is Betsy Ross and I’m a stay-at-home mom with five children” or “My name is David Frey and I was a corporate executive for seven years.”

## WRAP IT UP

The ultimate conversion factor in any selling situation is proof! Proof trumps everything. Testimonials give proof, and that’s why they are so powerful. Any company, product or service that isn’t using testimonials is missing the core part of their marketing message.

Use great testimonials generously! ■

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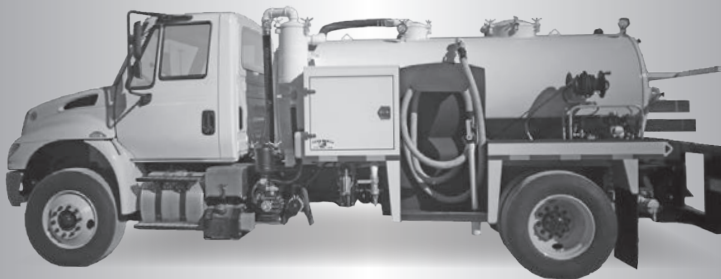
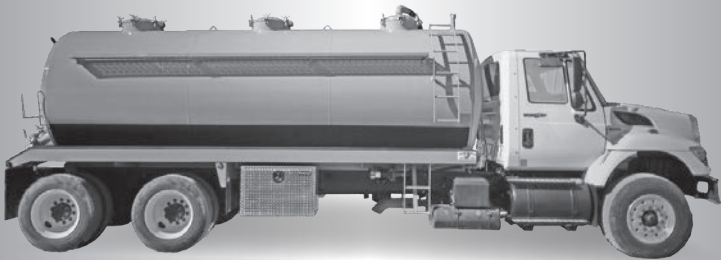
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# VIP Restroom Trailers Need Tender Loving Care

A shiny new restroom trailer can add luster to your company's profit margins. Here's how to protect your investment. **By Ken Wysocky**

It's not unusual for pumpers interested in diversifying their business base to branch out into portable restroom rentals. But Roman Schmidt says there's another option available: Invest in a restroom trailer. Or two. Or more.

Schmidt, the owner of Fancy Flush in Santa Rosa, California, specializes only in restroom trailer rentals — he doesn't have any traditional portable restrooms. "Because there are fewer units to take care of compared to (a large fleet of) portable restrooms, it's easier to provide every customer with great service, which in turn generates repeat customers," he says. "Moreover, there's usually less competition in the restroom trailer market than there is in portable restrooms."

Fancy Flush owns eight restroom trailers, four made by Rich Specialty Trailers and one built by Black Tie Products. The remaining three were self-fabricated, Schmidt says.

While it may be simpler to own, say, two restroom trailers compared to 50 or 100 portable restrooms, the trailers still require thorough cleaning and regular maintenance. Here are some tips from Schmidt that'll help pumpers get the most out of their investment in these revenue producers.

**Pumper:** How do you clean the inside of your trailers?

**Schmidt:** It's a good idea to clean a trailer immediately so that smells don't get a chance to soak in. We start by using a small Shop-Vac to vacuum up all the dirt, loose paper and other trash. Then we change out all the paper products and take out the trash.

For the actual hands-on cleaning, we use those 1-gallon spot (garden) sprayers you see at most hardware stores; they work much better than a hand-held sprayer. Gallon sprayers last a couple years. Plus there's no fatigue factor because you're not using your fingers to constantly pull the trigger on a sprayer, and a 1-gallon sprayer offers a lot more capacity than a hand-held gun (spray bottle).



**Pumper:** What cleaning products do you use?

**Schmidt:** We load up some SunnyCare degreaser into the 1-gallon sprayers, at a 1-4 ratio of degreaser to water. The degreaser does wonders for those stubborn spots under the toilet seat and handprints on doors. And instead of using bleach, we use a solution of pool chlorine and water — about a cup of chlorine per gallon of water — to sanitize the restroom and kill any odors.

If the bathroom still smells a bit funky, we'll use J-Spray XT washdown solution (made by J & J Chemical Co.) and do another quick pass on the floor with yet another spot sprayer. The scent spray from J & J is a bit oily, so it makes the floor shine and look like new.

It's also a good idea to include a doormat inside or at the bottom of the trailer's stairs so that guests don't track in dirt.

**Pumper:** Any tips for cleaning a trailer exterior?

**Schmidt:** Dish detergent gets rid of most dirt. To remove dead bugs, we sometimes use a hot-water pressure washer, or we use SunnyCare degreaser. If the bug carcasses are really dry, we let the degreaser sit for 20 minutes or so to soak in. It won't work right away if the carcasses are dried out because the trailer's been sitting at an event for, say, an entire weekend.

You need to be careful though, because degreasers contain a little acid that can damage metal finishes if they're not anodized — it can make aluminum look blotchy. To fix that, try using a (NAPA Auto Parts brand) foam aluminum brightener. The brightener evenly coats the aluminum and when you rinse it off, it looks like it's brand new.

**Pumper:** Trailer exteriors can take a beating — what do you do to preserve the finish?

**Schmidt:** I highly recommend waxing a trailer at least once per month so that the ultraviolet light and air pollution don't damage your gelcoat and make your trailer dull and/or alter its color. We use paste wax or a wash product with wax mixed into it. Any car wax with carnauba in it will work.

Sometimes we will leave the wax on without buffing it out as an extra layer of protection in cases where graffiti is more prevalent. This will help prevent paint and markers from permanently marring your trailer.



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**Pumper:** Do you do anything special for winter storage?

**Schmidt:** One of the first things we do is either put antifreeze in our waterlines or somehow remove the water. There's an easy way to remove water from the lines: Just use an air chuck with about 40 psi and blow the water out. Just remember to keep the taps and toilets open when you do this, so the water has somewhere to go. And if you use antifreeze, don't buy the kind for cars, get the RV-type for potable water — it's pink in color.

Whether you store your trailers inside or outside, it's also a good idea to invest in an RV cover. A decent one costs about \$200 and it's a great investment because it will help extend the life of your exterior coating. If you keep your trailer outside, invest in a waterproof cover, not just one that's water resistant; if it's just water resistant, water could seep under the cover, which can promote mildew growth. A cover also protects the unit from bird droppings, dirt, ultraviolet rays and a whole host of other environmental factors.

**Pumper:** Do you prefer aluminum or fiberglass restroom trailers?

**Schmidt:** We prefer fiberglass, though we do own a couple of aluminum trailers. You have to be more careful with metal because the gelcoat scratches more easily. Fiberglass is harder to scratch and if it does get scratched, it's easier to repair. In addition, it's tougher to get dents out of aluminum.

**Pumper:** How do you protect against vandalism?

**Schmidt:** The main way we protect ourselves against vandalism is through contracts. If a trailer gets vandalized, the customer is responsible for paying for any damages. We inform them that they're taking the risk and they should do what they can to minimize vandalism as much as possible.

We also don't deliver trailers to the special event hours and hours before they start. And when we do deliver them, we lock them up and give the keys to the client. In some cases, if we think there's a strong possibility of vandalism, we won't even rent out a trailer.

I should point out that a fiberglass trailer is much more impervious to paint removers than the gelcoat on a metal trailer. So it's easier to remove graffiti from a fiberglass trailer. We use a degreaser to remove (spray) paint, it works better than a paint remover. ■

“ Whether you store your trailers inside or outside, it's also a good idea to invest in an RV cover. A decent one costs about \$200 and it's a great investment because it will help extend the life of your exterior coating. ”  
— Roman Schmidt

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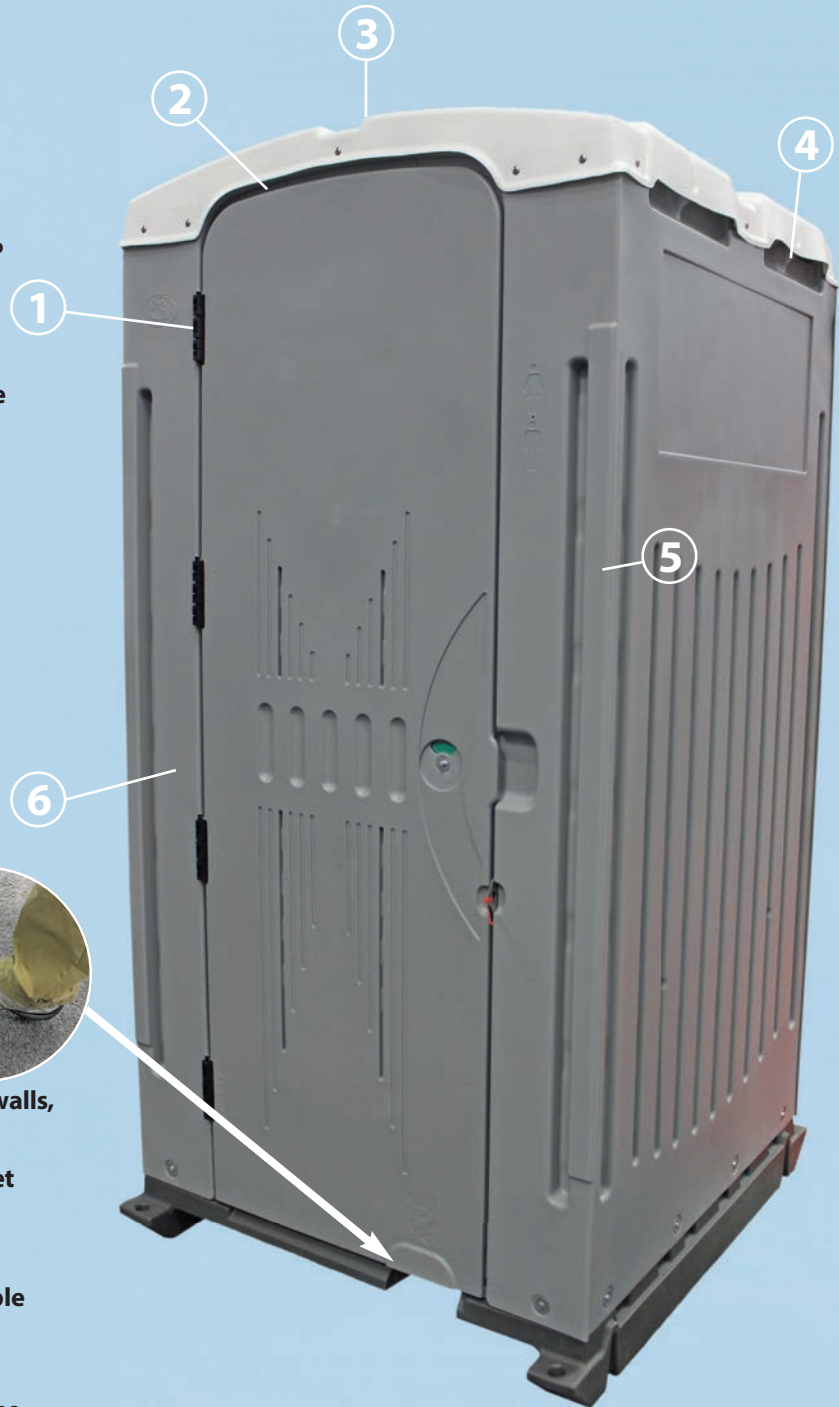
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- New 80-gallon tank eliminates splashing chemicals on user.

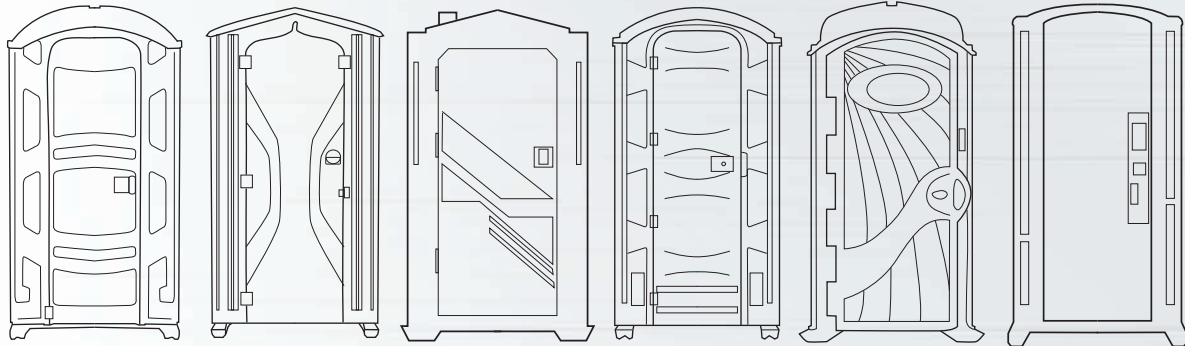


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## PUMPER PROFILE

Pottie Time father-and-son team Dave and Scott Hess are shown with a Dodge pickup outfitted with a slide-in unit from Robinson Vacuum Tanks and a Jurop/Chandler pump. (Photos by James Robinson)

# GETTING IT RIGHT

**Pennsylvania's Scott Hess found success and satisfaction in his second venture by involving extended family and focusing on core septic and portable sanitation services** By Betty Dageforde

In 2006, Scott Hess faced a moment of truth when he realized his life just wasn't going the way he wanted. He ended a personal relationship and sold his interest in the septic company he had started in 1998. It's not that he was dissatisfied with septic work; he just didn't like the partnership arrangement he had gotten into. He figured he'd just start over and do it on his own. Unfortunately, he first had to wait out a five-year noncompete agreement. When he got back in the game – this time with his father – he was wiser, more mature and had a clearer vision for what he wanted.

Today the company, Pottie Time, working in a 60-mile radius of Grampian, Pennsylvania, offers portable restrooms, plumbing services and septic pumping, repairs and inspections, and is an authorized dealer for Pro Pump septic maintenance products from Ecological Laboratories. They operate mostly out of the family homestead next to Hess' parents' house. Office work is currently done at Hess' home in Philipsburg 30 miles away, but will soon be moved to the homestead once the shop they're constructing is finished.

### STARTING OVER

Fresh out of college, plumbing degree in hand, Hess worked a

*(continued)*

## Profile

### Pottie Time, LLC Grampian, Pennsylvania

 Pennsylvania

**OWNERS:** Scott and Dave Hess

**FOUNDED:** 2012

**EMPLOYEES:** 8

**SERVICE AREA:** 60-mile radius around Grampian

**SERVICES:** Septic pumping, repairs and inspections, portable sanitation, plumbing

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



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The Pottie Time crew includes, from left, Jeff Gearhart, Ken Sarvis, Tyler Lidgett, Sandy and Dave Hess, Scott and Sherry Hess, Zak Kopchik and Chuck Taylor. They are shown in the company yard with service trucks that carry tanks from Lely Tank & Waste Solutions and Robinson Vacuum Tanks, as well as Jurop/Chandler pumps.



**Above:** Zak Kopchik and Tyler Lidgett expose lateral pipe clean-outs to inspect a customer's sand mound.

couple years as a plumber. But in 1998, when he heard the local septic company was selling out, he got a different idea. "I thought, wow, all he did was pump septic. I'm a plumber, I've got a drain cleaner, there's got to be a lot of clogged lines. So I went and bought it."

**Right:** Dave Hess stirs the contents of a septic tank during a pumpout call.

It turned out to be a good investment and Hess soon brought on a friend to help. He also added portable restrooms when he realized no one else was doing it. First he found a customer - the local racetrack - then bought 20 units. A month later he ordered 20 more and doubled that again the following year.

In 2001, he heard about another company wanting to sell, but this time the financial commitment was over his head so he brought on a partner. He stuck with it for five years, but it ended up being a difficult relationship and

frustration finally took its toll, compounded by problems in his marriage.

"I had so much stuff going on I just said 'that's it.'" He got out of both relationships with the idea of just starting over. However, he soon learned that wouldn't be possible for a while because of the noncompete clause.

So he bided his time, bought a van and went back to plumbing. A few months before the noncompete expired, he set up a booth at the Clearfield County Fair and gave out free advice while notifying people he was getting back into the business. He attended the Pumper & Cleaner Environmental Expo (now the WWETT Show) and bought portable restrooms. Then he picked up a 2003 International DT466 with a 2,500-gallon Lely Manufacturing steel tank and a Jurop/Chandler pump and outfitted it with a hose adaptor, a 150-gallon plastic water container and a pressure washer so he could pump both septic tanks and portable restrooms. As soon as it was legal he was ready to go.



## A SUPPORT SYSTEM

The forced hiatus did have some advantages. It gave Hess time to develop a loyal customer base and build up his finances. His personal life also took a turn for the better when he married again. In addition, during that time his father, Dave Hess, was approaching retirement from his maintenance job, opening the door for Hess to work with a more familiar partner.

In fact, the second time around Hess relied heavily on family to help him. His father is the main septic driver for the company. His mother Sandy often goes with him, delivering septic chemicals to customers. His wife Sherry does office work along with step-daughter Justine Yearick. Brother-in-law Chuck Taylor does maintenance and electrical work and helps on the portable restroom side of the business. The team also includes technician Ken Sarvis and septic plumber Zak Kop-

*(continued)*



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**Left:** Dave Hess uses a Sludge Judge (Nasco) while Darrell Swatsworth and Scott Hess check out a recently completed septic tank repair for a Pennsylvania Septage Management Association final inspection.

**Below:** Chuck Taylor, left, and Dave Hess work together to pump out an RV during a local county fair.

chik. Hess, of course, does everything, but concentrates on estimating, backhoe work and inspections.

He also gets a lot of help from industry resources. He calls *Pumper* magazine “the septic guy’s bible.” “My dad and I have to get two subscriptions because we’d fight over it,” he says. “It’s like having 12 Christmases a year for me. You just learn out of it and I’ve bought and sold a lot of stuff.” He also says he wouldn’t miss the WWETT Show. And he attends a lot of classes sponsored by the Pennsylvania Septage Management Association (PSMA). “They have a lot of great classes,” he says. “I’d recommend anyone not to miss them.” He’s listed on the PSMA website as a certified septic system inspector, which has led to a lot of work.

## FINDING HIS NICHE

When it comes to portable restrooms, Hess tends to stay away from what many companies consider bread-and-butter work. “I don’t do construction,” he says. “I specialize in special events, parties and weddings. It keeps your toilets in better shape and I don’t have to pump in the winter.” He refers construction work to competitors.

The company has about 90 standard and two handicap-accessible Five Peaks units, and four PolyPortables ADA-compliant units, all with hand sanitizers. The large units have baby changers. Hess likes to have different colors so he can match the color to the event – white for weddings, red, white and blue for holidays and gray for everything else (because it goes with everything, he says).

The company continues to use its septic truck to pump restrooms, but also recently added a 2015 3/4-ton Dodge pickup outfitted with a slide-in 300-gallon waste/150-gallon freshwater aluminum tank from Robinson Vacuum Tank and a Jurop/Chandler pump. “It’s got four-wheel drive and we can get into the rough roads,” Hess says. The company also has two Mustang transport trailers (eight-unit and 12-unit).

Hess typically provides customers on-site service during multi-day

“When they’re selling foreclosures they want the houses done quick. I can go in, pump it, inspect it and have a backhoe there the next day to repair it and the sale goes on.”

— Scott Hess



events. He’ll have someone periodically check on units, restock paper and wipe down seats using Spray Works from PolyPortables. “That’s how I get a lot of my bids,” he says. “I might be the highest bidder but I show them the service we do.”

## SEPTIC INSPECTOR

On the septic side, Hess prefers to concentrate on repairs and inspections more than pumping alone. “We’re more known that if you have a problem we can handle it,” he says. “You net a lot more and it’s less wear and tear on your pumps and trucks.”

Hess went through the PSMA certification program to become a septic system inspector. He says the value he brings to Realtors and banks is his quick service and one-stop-shop convenience. “When they’re selling foreclosures they want the houses done quick,” he says. “I can go in, pump it, inspect it and have a backhoe there the next day to repair it and the sale goes on.”

He does so much backhoe work that besides using his own Mahindra 3016 he contracts most days with backhoe operator Jeff Gearhart, who has a smaller Mahindra Max 25. “Usually on septic repairs you need two pieces of equipment,” Hess explains. “And I thought instead of investing in more equipment it was cheaper just subbing with him.”

Hess is slowly building up his inventory of tools, which currently includes a RIDGID K-1500 drain cleaning machine and a company-built jet-

(continued)

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## Manage the inventory

To maximize profit, Scott Hess pays close attention to how, when and where he rents his portable restrooms.

"There's gross and there's net," says the owner of Pottie Time LLC in Grampian, Pennsylvania, along with his father Dave Hess. "What I'm saying is you've got to watch what you do. I can probably make more money in a year with 70 units than some can with 200 and it's because I'm taking volume toilets one place and my routing is tighter. I'm not spending the gas. With the price of gas you can be out of business before you even start if you don't know what you're doing."

To keep his units in good condition, Hess doesn't put them out at construction sites. But if he did serve construction customers, he'd only drop at sites needing at least two units. "It has to be worth your while to go there to clean," he says.

To maximize usage of units, he sometimes brings fewer to an event than requested and then cleans them more often. "Instead of putting two toilets, I'll only put one and clean it twice a week," he says. As a result, he's paid for two services per month for the same unit and spreads his small inventory further.

On the other hand, if he has spare units on hand, he'll occasionally throw in an extra one or two on a contract. "It sweetens the pot," he explains. "I figure, what's one or two more to clean while you're there. That beats taking money off or wheeling and dealing your prices."

ter system on wheels with a Honda engine. Company vehicles include two pickups – a 2014 1/2-ton Ford and a 2015 Dodge.

Hess encourages customers to have tanks pumped every three years and to maintain them with Pro Pump chemicals every six months. He keeps detailed notes on each tank. "I like to know the size of the tank, the make and if we did a repair on it so if you get a callback on it you know what to take for your repair."

On the technology front, the company uses QuickBooks and all trucks are outfitted with Garmin GPS systems.

### PACKAGE DEALS

Hess offers some of his services in kits. When he saw that brides had no idea what they needed, he came up with a wedding kit. It accommodates up to 200 guests and includes an ADA-compliant unit for the bride and her party (and, of course, handicapped guests), two standard white units (one for men, one for women) and a hand-wash station. Units are carpeted and have mirrors, hooks and shelves. The company puts stickers on the exteriors – wedding bells and congratulations.

The company's septic face-lift kit is for customers whose older systems are not in compliance with new regulations in Pennsylvania regarding bringing access closer to the ground surface. "Anything deeper than a foot to get to your septic tank, you've got to have a riser on it and bring it up," Hess says. The kit includes inspection, pumping and installation of Tuf-Tite lids and risers.

“ I can probably make more money in a year with 70 units than some can with 200 and it's because I'm taking volume toilets one place and my routing is tighter. I'm not spending the gas. ”  
— Scott Hess



### A CALLING

Even with minimal marketing – website, T-shirts, business cards and word-of-mouth – Hess' business has been busy from day one and he's happy running the operation with family. "I learned a lot from the first company," he says. "I was young, only 23. The second time I was 35. I think that's about the perfect age to get into a business."

He continues to work on the business mix. While plumbing has its advantages ("We've still got ladies that make us apple pies"), Hess says he would prefer to get out of it altogether. "The only reason I did it was to generate money to put down on a septic truck and buy toilets. The plan worked – I used one trade to start another trade – but what you don't realize is now you've got two businesses going on."

Although he had to get out of it for a while, Hess never wavered from his desire to be in the liquid waste industry. "I love it," he says. "God put me on this earth to be a septic hauler, a porta-potty guy." ■

A special event customer, a local county fair, ordered 26 units from Pottie Time. Chuck Taylor, Darrell Swatsworth and Dave Hess are shown making a service run.

### MORE INFO

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**Lely Tank & Waste Solutions, LLC**  
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www.leytank.com  
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4519



'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**

4525



'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**

4530



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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](mailto:editor@pumper.com).

# Make Sure the Septic Tank is Safe and Sound

Concrete deterioration, abandoned cesspools and homeowner DIY repairs are serious issues for septic system professionals to track and discuss with customers **By Jim Anderson, Ph.D.**

In the past few months, there have been articles and news reports from various parts of the country about homeowners falling into septic tanks. Fortunately, the most recent ones I have seen resulted in the homeowners being rescued and with no real harm done other than the embarrassment of being “pulled” out of sewage.

Those articles were coupled with someone sharing a practice that I was previously unaware of: trying to “fix” a concrete tank with a deteriorating lid by placing rebar on top of the lid and pouring concrete over the top of the tank.

## TEMPORARY REPAIRS

When my colleagues and I do workshops on tank inspection, we highlight in a humorous manner that if you are probing a tank and you hear the splash of concrete into the contents of the tank, step back! You are in danger of falling through into the tank. In any discussions I have had with people in the precast concrete industry, they have noted that if a tank is showing signs of advanced deterioration – such as concrete falling off in chunks and rebar showing through the concrete – the tank is not sound and needs to be replaced.

Solutions such as the one described above may temporarily save the homeowner some money, but unless the cause of the deterioration is addressed, it does not solve the problem. Deterioration will continue, making that tank in the backyard a safety hazard for the homeowner and anyone else who walks across the area.

This opens the homeowner and the company that provided the “fix” to potential lawsuits where the outcome may not be as positive as just fishing someone out of a tank. Every year there are multiple stories about people who fall into septic tanks or cesspools and die, so it is nothing to take lightly or to try to take short cuts to save a few bucks.

## DANGERS BELOW

In one recent case, a homeowner in Massachusetts was standing on a stepladder in the tank trying to make his own repairs. The news story didn't say what those repairs were, but the incident shows we need to continue to work on customer education. We must advise homeowners that only professionals with proper safety equipment and knowledge should be making the repairs. I speculate that he was trying to remove some type of blockage in the sewer line when he fell off the ladder into the sewage and could not get out.

From the photos published with the story, it appears the tank was very

The cesspool or seepage pit may not have been properly abandoned. Each of these is a potential death trap for the unsuspecting, and just about every year there are reports of homeowners disappearing in their backyard.

shallow, which meant dangerous gases could dissipate and the homeowner was able to get fresh air. As everyone in the industry is aware, having adequate oxygen can be a major issue in deeper tanks. This is when those unfamiliar with the risks can be overcome and ultimately lose their life. Using proper equipment for confined space entry is important and a job like this should never be done alone.

## CESSPOOL WORRIES

Areas of the country where seepage pits and cesspools have been used present other potential problems that homeowners and professionals should be aware of. Those systems may have been replaced by more up-to-date technology, but the cesspool or seepage pit may not have been properly abandoned. Each of these is a potential death trap for the unsuspecting, and just about every year there are reports of homeowners disappearing in their backyard when they have walked over the area of an old seepage pit, the ground collapses and they fall in.

Construction of cesspools and seepage pits usually involved using concrete blocks with spaces between and no bottom, so they are technically not tanks. Nevertheless, this type of construction was common 50 to 70 years ago, and the blocks deteriorate and ultimately collapse. Often the current homeowner isn't aware of the system since it was replaced by newer technology or municipal sewer.

When found, these structures should be properly abandoned by collapsing the blocks into the hole and then filling with a granular material such as sand, compacting the material and covering over the area. If feasible, removal of the blocks is desirable. While this is probably an unanticipated expense for the homeowner, it is necessary to ensure safety.

How do you deal with customers when you see that a tank needs to be replaced? What kinds of reactions do you see? I am interested in your experiences. ■

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## RULES & REGS

Rules and Regs is a monthly feature in *Pumper*. We welcome information about state or local regulations of potential broad interest to onsite contractors. Send ideas to [editor@pumper.com](mailto:editor@pumper.com).

## Rhode Island Continues Effort to Shut Down Remaining Cesspools

By Doug Day

Removing existing cesspools from service after a property is sold is among the changes to onsite wastewater rules to be considered in Rhode Island this year. The state Department of Environmental Management says the technical changes and clarifications are primarily due to legislative actions taken in 2015 dealing with onsite wastewater, including the Cesspool Act, according to a public notice announcing the proposed amendments to the Rules Establishing Minimum Standards Relating to Location, Design, Construction and Maintenance of Onsite Wastewater Treatment Systems.

New cesspools have been banned in Rhode Island since 1968, but there are still about 25,000 in operation. The proposed rule, which is consistent with the Cesspool Act signed into law last summer, requires cesspools to be disconnected and replaced with a modern septic system or connection to a sewer system within 12 months of the sale of the property. It is expected to result in about 400 cesspools being taken out of service every year.

### Minnesota

Onsite professionals in Minnesota who failed to meet their continuing education requirements in 2015 have received a reprieve from the state Pollution Control Agency. Legislative action aimed at simplifying regulations and administration of rules required the agency to establish a one-year extension of certification for those who failed to meet the requirements. During the "conditional certification" period, the person must complete the missed continuing education and pass one or two certification exams that apply to the onsite wastewater work they perform.

### Missouri

The Missouri Coalition for the Environment may file suit soon to force the creation of standards for nitrogen and phosphorus levels in state lakes and reservoirs. The U.S. Environmental Protection Agency rejected the state's proposed standards four years ago. While the Missouri Department of Natural Resources published draft recommendations last fall, it has yet to approve anything. Based on a Notice of Intent filed with the EPA, the coalition will allege that the federal agency failed to force regulators to establish nutrient levels in a reasonable amount of time. The coalition can file suit 60 days after issuing the Notice of Intent.

### Nova Scotia

The provincial government of Nova Scotia has approved new onsite wastewater regulations along with a new standards document to replace the existing Technical Guidelines. The new regulations take effect in May. The program changes have been explained to onsite professionals through regional meetings of Waste Water Nova Scotia Society. ■

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Erik Gunn  
is a business writer  
in Racine, Wisconsin.

# Think Twice Before Borrowing Money from Relatives

Generous Uncle George offers you a loan for a big equipment purchase. Should you accept? **By Erik Gunn**

**S**o it's time to get a new truck. "And it's only \$120,000," you whisper to yourself when you've pulled all the information together.

Unless you've been *really* lucky, you're not going to pay cash in full for it. Not to say you couldn't afford to, but the fact is, if you can afford the cost of borrowing, even for a short time, it often makes sense to use credit and avoid tying up too much cash that you might need for other expenses — especially unexpected ones.

So the next step is financing. Vendors, of course, have financing programs. And your business bank is usually the ideal source for a truck loan.

But those involve paperwork. And there may be any number of reasons that the loan officer looks at you sideways and decides you don't quite qualify for their lowest rate — even if your credit score and repayment record are spotless.

Then along comes your wealthy Uncle George. He's always been kind of proud of how you've built your business with your own two hands.

So there you and he are at the WWETT Show looking at a beautiful new truck. And when Uncle George offers to lend you the money for it on the spot, it's hard not to shout "YES! THANK YOU!" right away, shake Uncle George's hand, and place your order with the vendor then and there.

But should you take the money?

## PROCEED SLOWLY

Rob deJong is managing partner with the Milwaukee, Wisconsin, law firm of Rose & deJong, where he handles all kinds of transactions for small- to midmarket companies. His advice? Think twice.

"Loans between family members are fraught with potential downfalls," deJong points out. "I would tell Uncle George to make the loan only if a complete loss wouldn't change his view of the borrower and it wouldn't change his life."

His cautionary stance applies to both sides of the deal. "I would tell Mr. Business Owner to decline out of hand if he could borrow the money from a bank or financial institution," deJong says.

The reality, though, is that these transactions happen — a lot. Then what?

## LAWYER UP

Suppose Uncle George has money to burn and is willing to take the risk

— and that you are comfortable letting Uncle George be your loan officer. What's the next step?

"Everyone needs a lawyer, because they have different, conflicting interests," deJong says. "But at the very minimum, Uncle George needs someone who can draw up a legally binding agreement."

Yes, it's tempting to skip the paid advice. After all, it seems so straightforward — five years to repay, 9 percent interest — how complicated can it be?

Answer: You don't even know — and the protection you buy by employing an attorney in the deal is inexpensive insurance.

"Documenting a loan like this is a relatively easy, low-cost thing for a lawyer to do," deJong points out. "On the other hand, doing it incorrectly can be costly for both borrower and lender."

The contract should provide for certain kinds of protection for both you and Uncle George, deJong explains.

"The documentation should be crystal clear that the money is owed with any deductions and the principal accelerates upon a default in a regular payment," he explains. "It should also provide that Uncle George can add his legal fees to the total if he has to sue to collect payment."

## CHECK THE MARKET

Before you get an agreement drawn up, both you and Uncle George should have an idea of fair interest rates and a reasonable time for repayment. Check with your local bank and credit union. The classifieds at Pumper.com can give you an idea of the dealer-based financing market.

The agreement also needs language that's clear on what the loan collateral is and on the general terms of the loan. "The collateral — a lien on the truck in this case — must be properly documented," says deJong.

We'd hate to think we'd have to look for fine print in a transaction with a relative — but deJong warns, "Also, watch out for any prepayment penalties, should Mr. Business Owner decide to pay off the loan early."

Another good reason to involve a lawyer is state-by-state differences concerning the terms of business loans. "For business transactions (as opposed to consumer transactions), there is no limit on the amount of interest to be charged in Wisconsin," deJong gives an example governing loans in his home state.

Every state will have slightly different provisions, and the underlying assumption is often that business owners need fewer protections than ordi-

“Loans between family members are fraught with potential downfalls. I would tell Uncle George to make the loan only if a complete loss wouldn't change his view of the borrower and it wouldn't change his life.”

**Rob deJong**

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nary consumers. (Sound familiar? Remember that a recent Money Manager column pointed out certain federal credit card consumer protections don't extend to businesses.)

### COVER THE 'WHAT IF'S'

Last, but hardly least, what happens if you can't repay the money?

For any other lender, the typical remedy is that if you get too far behind on your payments, you lose the collateral. So if Uncle George has taken a strictly business approach to your deal — as, arguably, he should — he'd have the right to take away the truck.

So, as with any other lender, you want to be sure he can't take away any of your other assets. That includes business assets and any personal assets, such as your house. To guard against that, the loan absolutely should be made to your business, not to you personally. And that also means there should be no personal guarantee.

"If the loan is to an entity like a corporation or limited liability company, the obligation to repay the loan stays with the entity," says deJong.

The contract should also make clear that the new truck is the only collateral included. None of your other equipment or supplies should be mentioned.

All of which adds up to this: You might think borrowing from a relative would involve a lot less bureaucracy and paperwork. But if you do it right, it won't — and a lot of that bureaucracy and paperwork is for everyone's protection.

So — borrow from a family member? In general, you're going to be better off just saying no. But if everything adds up to tell you that, yes, that's really the best option, then make it as businesslike a transaction as possible.

Good luck, and happy truck shopping! ■

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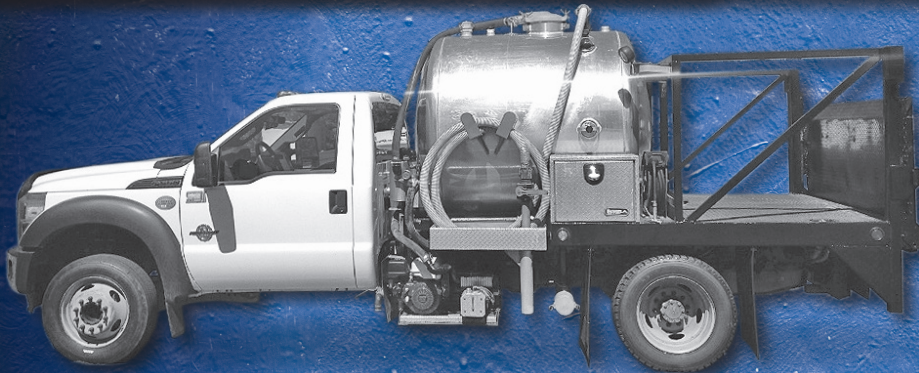


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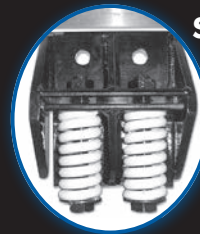
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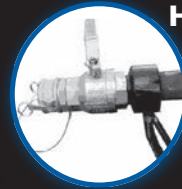
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# Wastewater Contractors and Regulators Make a Strong Team

Nova Scotia's environmental department jump-started the provincial wastewater trade association and continues to help fund its mission to raise professional industry standards **By Doug Day**

**N**early 20 years ago, the provincial agency Nova Scotia Environment decided it needed help from the private sector to properly regulate the onsite wastewater industry. The result was the Waste Water Nova Scotia Society. Today, the group has around 700 members and a memorandum of understanding that guides the cooperation between the association and NSE.

"Everybody's fighting the same battles, they're just at a different stage of the war," says WWNS Executive Director Gary Cameron about the onsite wastewater industry in Nova Scotia compared to the rest of Canada and the United States.

*You have a large membership, especially considering you're in Canada's second-smallest province.*

**Cameron:** A lot of that is a direct result of us providing the continuing education required by the province. There is a professional development program for each designation and they come to us to get that: (system designers), installers, pumpers, portable restroom operators, cleaners, (onsite maintenance providers), and suppliers. That's a good incentive. Engineers have their own professional development, but are also members of WWNS.

We started in 1997 because the government was looking to privatize the selection and design of systems. NSE used to do the permitting and inspection and wanted to get rid of that portion of their inspectors' work so they could concentrate on some other things. They approached people in the industry and helped form Waste Water Nova Scotia.

The province also wanted an association that could provide feedback and recommendations about changes. They were pretty good from the start. They wanted this to happen, so they provided some money and expertise to make it happen. We get up to 50 percent of the licensing fees to help fund the continuing education for people in the onsite wastewater industry. Daily operations are funded by our \$100 annual dues.

*What is the continuing education requirement?*

**Cameron:** It goes on a point system to remain qualified for the various licenses, so you don't have to take the training over and do the exam again. You get points for being a member of the association and there are points associated with our annual general meeting every spring. We have a series of regional meetings around the province to keep people up to date and you

get points for attending. Suppliers and engineers attend the meetings but do not collect points.

We have between 14 and 19 meetings every year and get between 600 and 700 every year in groups of 25 to 50 at each meeting. The last few years, we've cut down the meeting to just the morning, from about 9 to noon, so it doesn't cut into people's day too badly. No sense making people sit there. We get in, give them the meat and potatoes, and send them on their way.

Last year, we had a septic pumping expo and trade show that added a day to our annual general meeting. That was for the pumpers and portable restroom operators and we had a good turnout and feedback. We're hoping to build on it this year and make it grow.

We also have a series of six educational videos on our website (see them at <http://wwns.ca>) and keep adding one or two a year. They show different types of systems being installed and some of the processes of getting approvals.

We work closely with the onsite services coordinator with Nova Scotia Environment, who travels around to our regional meetings. It's a great time to get people up to speed if there are new regulations or anything people have to be made aware of. If NSE is proposing any changes, we see a good percentage of our members at those regional meetings and get their feedback before anything goes ahead.

“There's more dependence and more responsibility on the industry all the time. We have a good relationship and the province trusts what we're doing, so it makes it easier for them to move in that direction.”

- Gary Cameron

*What do you have for staff to get all this done?*

**Cameron:** The total paid staff of WWNS is one, and that's me. We have a volunteer board of directors of nine people. WWNS organizes the continuing education and the training and has an instructor who puts on the training courses. We provide them when we have enough students that have to take the licensing exam.

We normally have three installer courses a year and one for qualified persons (designers). For pumpers, we have a home-study model using ma-

(continued)



Reach Gary Cameron, executive director of the Waste Water Nova Scotia Society, at 902/246-2131 or [wwns@eastlink.ca](mailto:wwns@eastlink.ca).

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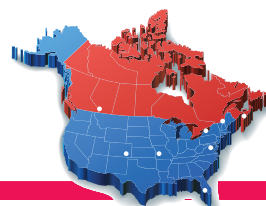
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\*\*Sale Price Ends May 31, 2016

A memorandum of understanding between the Waste Water Nova Scotia Society and Nova Scotia Environment addresses how they work together to train, educate and upgrade the qualifications of onsite professionals in the province to ensure:

- A public-private partnership in the field of onsite services exists
- There is cooperation between the two parties in providing education for the industry and public alike
- The mandate of the environmental department is maintained while working cooperatively with the industry
- The two parties work together on guidelines, standards and policies to ensure a professional onsite services industry exists and is maintained in the province
- The provision of timely delivery of information and up-to-date training for the industry and the delivery of public information programs for all Nova Scotians on unserved building lots

material from the Pennsylvania Septage Management Association (PSMA), National Association of Wastewater Technicians (NAWT) and Portable Sanitation Association International (PSAI), as well as material we have developed. They go to the local office of NSE to write the exam.

The videos are done through my office collaborating with the board

members to make sure things are on track, and we hire a production company to put them together.

**What are the current onsite issues in Nova Scotia?**

**Cameron:** Like most governments, money is tight so there are a lot of changes coming. The system approval process requires a lot of up-front work for the province's inspectors, so we're changing to a notification process that puts more of the onus on the industry and takes away some deskwork for the inspectors to allow them to get out and do more of their inspection work. It will be the big topic this year.

There's more dependence and more responsibility on the industry all the time. We have a good relationship and the province trusts what we're doing, so it makes it easier for them to move in that direction.

**Are there other challenges ahead?**

**Cameron:** I hope not, but it's hard to say. Things are always in a state of change. Having everyone as a part of our association and having people working together is a real benefit.

Having read articles about other jurisdictions in this column, the key is to get that good working relationship with your regulator and having consistent rules across your province or state. That way there aren't individual rules here and there, and everyone is working from the same book. ■

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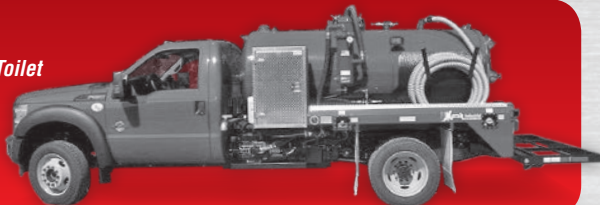
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If you would like your wastewater trade association added to this list, send contact information to [editor@pumper.com](mailto:editor@pumper.com).

# Serving the Industry

Visit your state and provincial trade associations

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Alabama Onsite Wastewater Association  
[www.aowainfo.org](http://www.aowainfo.org); 334/396-3434

## Arizona

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## Arkansas

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## California

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## Colorado

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## Connecticut

Connecticut Onsite Wastewater Recycling Association  
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## Delaware

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

## Florida

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

## Georgia

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

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

## Idaho

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

## Illinois

Onsite Wastewater Professionals of Illinois  
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## Indiana

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

## Iowa

Iowa Onsite Waste Water Association  
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## Kansas

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

## Kentucky

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

## Maine

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

Maine Association of Professional Soil Scientists  
[www.mapss.org](http://www.mapss.org)

## Maryland

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

## Massachusetts

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

## Michigan

Michigan Onsite Wastewater Recycling Association  
[www.mowra.org](http://www.mowra.org)

Michigan Septic Tank Association  
[www.msta.biz](http://www.msta.biz); 989/808-8648

## Minnesota

Minnesota Onsite Wastewater Association  
[www.mowa-mn.com](http://www.mowa-mn.com); 888/810-4178

## Missouri

Missouri Smallflows Organization  
[www.mosmallflows.org](http://www.mosmallflows.org); 417/631-4027

## Nebraska

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

## New Hampshire

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

Granite State Designers and Installers Association  
[www.gsdia.org](http://www.gsdia.org); 603/228-1231

## New Mexico

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

## New York

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

## North Carolina

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

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

## Ohio

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

## Oregon

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

## Pennsylvania

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

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## Tennessee

Tennessee Onsite Wastewater Association  
www.tnonsite.org.

## Texas

Texas On-Site Wastewater Association  
www.txowa.org; 888/398-7188

## Virginia

Virginia Onsite Wastewater Recycling Association  
www.vowra.org; 540/377-9830

## Washington

Washington On-Site Sewage Association  
www.wossa.org; 253/770-6594

## Wisconsin

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

Wisconsin Liquid Waste Carriers Association  
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## NATIONAL

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

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

## CANADA

### Alberta

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

### British Columbia

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

British Columbia Onsite Sewage Association  
www.bcossa.org; 778/432-2120

### Manitoba

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www.mowma.org; 877/489-7471

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

## New Brunswick

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

## Nova Scotia

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

## Ontario

Ontario Onsite Wastewater Association  
www.oowa.org; 855/905-6692  
Ontario Association of Sewage Industry Services  
www.oasisontario.on.ca; 877/202-0082

## Saskatchewan

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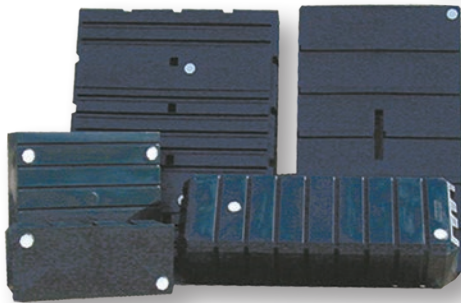
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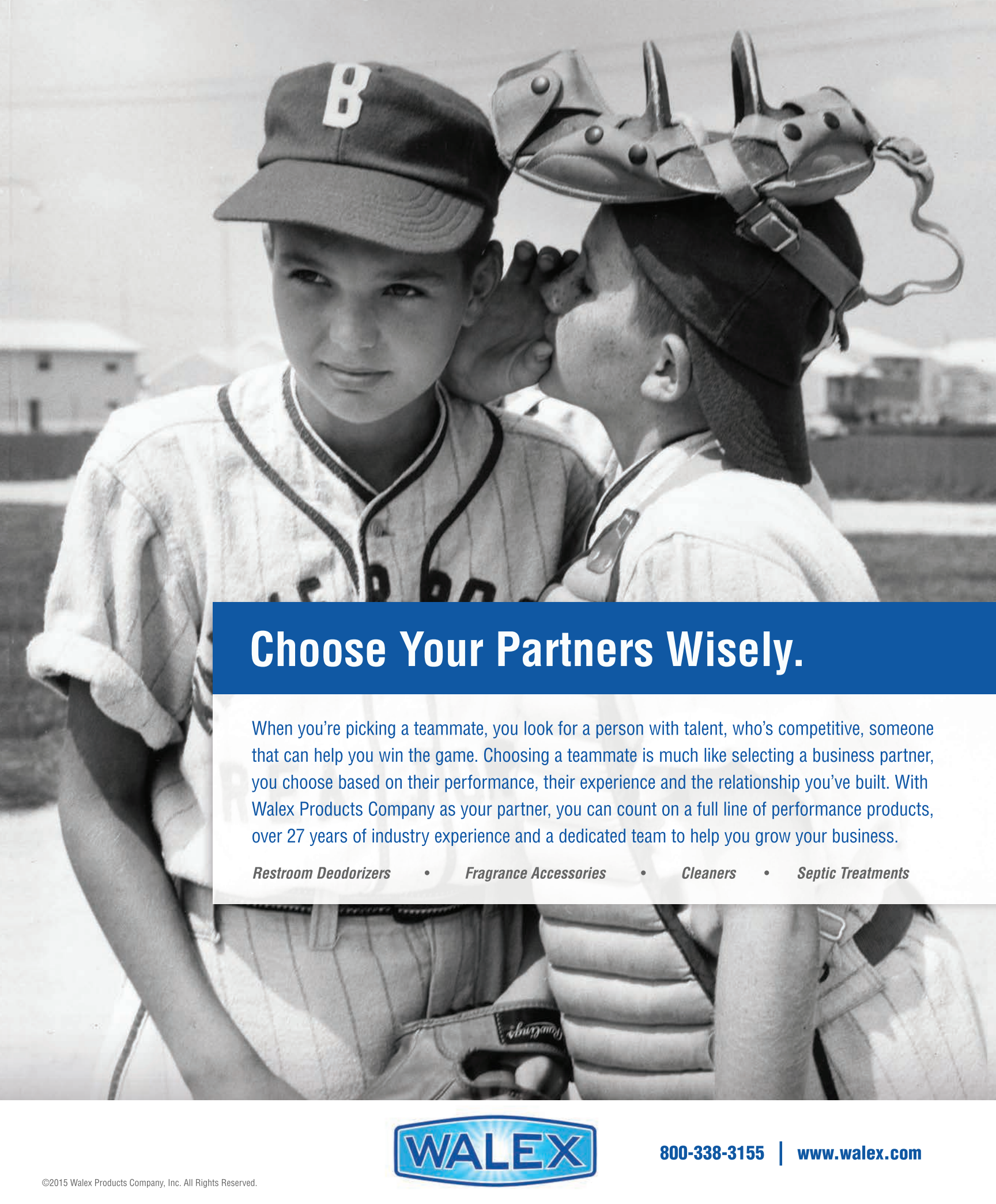
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# Markos & Sons Sanitation

East Leroy, Michigan

Owner Robert Markos bought an over-the-road 2006 W-900 Kenworth semitractor and had it converted into a vacuum truck by Marsh Industrial, adding a 5,000-gallon steel tank and an NVE 4307 500 cfm blower. The rig is powered by a 525 hp Caterpillar engine tied to an 18-speed Fuller transmission and had 350,000 miles when bought. The truck has a hoist for easier cleaning and dual 20,000-pound tag axles to carry large loads. The metallic blue/purple truck has a black cab roof, fenders and hose trays and chromed accents including a large windshield visor, horns, stack and diamond plate protectors for the hose trays. It runs Alcoa aluminum wheels. Work conveniences include top and rear manways, four rear sight glasses, 4-inch inlet and 6-inch discharge valves, heated collars, a Crust Busters tank agitator, 350 feet of hose, rear work lights and warning beacons, and many LED running lights. Graphics are by Signs and Designs of Battle Creek, Michigan. Interior features include air-ride, AC, CD stereo, cruise, power windows, GPS and button-tuck leather upholstery. Driver Corey Markos hauls residential septic and commercial grease-trap waste with the truck. ■

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Hollis Warren, DE  
Roger S. Winter, ON, Canada

2800 W Higgins Rd., Ste. 440, Hoffman Estates, IL 60169 • 1-800-236-NAWT (6298) • Fax 847-885-8393 • www.nawt.org

# Wastewater Association Planning Many Training Seminars

By Dhru Bhatt

## 2016 NOWRA Mega Conference

The National Association of Wastewater Technicians (NAWT) will conduct a sequence of seminar tracks regarding each technology at the National Onsite Wastewater Recycling Association Mega Conference in Reno, Nevada, in October. There will be six presentations that count toward continuing education credits. The educational track will introduce the basic operation of ATUs, media filters and drip irrigation. As a part of the basic

discussion, installation tips will be provided. There will also be a discussion about operation and maintenance requirements for each technology.

## WWETT 2017

During Education Day at the 2017 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, NAWT will conduct an inspection course, covering:

**Introduction to NAWT inspections and flow characteristics:** Discussion of what a NAWT operation inspection involves, looking at household flow characteristics and how they impact systems.

**Inspecting sewage tanks and pump tanks:** This presentation covers all types of sewage tanks, evaluating whether they are physically sound, all baffles are in place and they are operating the way they are supposed to.

**Inspecting soil treatment areas and drip irrigation areas:** How to inspect both conventional gravity soil treatment areas and pressure distribution, including drip irrigation areas.

**Troubleshooting:** Explore common items discovered during an inspection and the solutions to related problems.

**Inspecting media filters:** How to determine if a media filter is operating correctly.

**Inspecting ATUs:** How to determine if an ATU is functioning properly.

## Local training

If you are interested in setting up a local training, either through your association or your company, and you need help in developing or setting up a training plan, NAWT can help! Call NAWT at 800/236-6298 or email [info@nawt.org](mailto:info@nawt.org). For more information regarding NAWT, visit our website at [www.nawt.org](http://www.nawt.org). ■



## Upcoming Training & Events

# NAWT

National Association of Wastewater Technicians

## SAVE THE DATES

**COLORADO**  
**CO Soils Assessment**  
May 19-20, 2016  
Golden, Colorado  
Instructor: Warren Brown/Roy Laws  
Contact: Lisa Nicoll  
Email: [cpow@cpow.net](mailto:cpow@cpow.net)  
Phone: 720.626.8989

**NAWT Inspector Course**  
November 17-18, 2016  
Instructor: Kim Seipp/Warren Brown  
Contact: Lisa Nicoll  
Email: [cpow@cpow.net](mailto:cpow@cpow.net)  
Phone: 720.626.8989

**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](mailto: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](mailto:bcaposse@email.arizona.edu)  
Phone: 520.621.3691

**TEXAS**  
**NAWT Inspection Training & Workshop**  
September 23-24, 2016  
Arlington TX  
Instructor/Contact: Brian Murphy  
Email: [brian@a-action.com](mailto:brian@a-action.com)  
Phone: 817-467-0213

**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](mailto:bcaposse@email.arizona.edu)  
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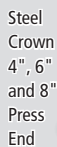
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# Portable Sanitation and Special Events

By Craig Mandli

## DECALS/MAGNETS

### ALLIED GRAPHICS DECALS

Portable restroom decals from **Allied Graphics** are available in custom shapes and sizes, and can be color-matched to any portable unit. The decals have adhesive backing designed to stick to the plastic on restrooms, including textured surfaces. QR codes can be printed on the decals. Lack-of-service tags, service decals, men/women decals and unit numbers are also available. **763/428-8365; www.allied-graphics.com.**



### ROEDA SIGNS & SCREEN-TECH IMAGING DECALS

Decals from **Roeda Signs & ScreenTech Imaging** help distinguish one portable restroom company from another. They typically include the company logo and phone number, but can be customized to include more information and images as requested. They are printed on high-tack permanent adhesive vinyl and can be custom cut to any shape or size. A protective clear coat or laminate can be applied over the printed decals to extend their life. Classic service record decals can be placed within each portable restroom. They can be ordered as a basic stock decal or customized to include logos and other company-specific details. **800/829-3021; www.screentech.com.**

They can be ordered as a basic stock decal or customized to include logos and other company-specific details. **800/829-3021; www.screentech.com.**

### STAMP WORKS MAGNETS

**Stamp Works** can make refrigerator magnets that look like vacuum trucks. A business owner just needs to send a photo of their truck, and the company can do the rest, and send free proofs. Some customers put the small replica magnets on the outside of trucks, and as they travel people take them off, building buzz and positive feedback. **800/758-2743; www.stampworks.net.**



## HOLDING TANKS

### FIVE PEAKS 250-GALLON HOLDING TANK

The 250-gallon holding tank from **Five Peaks** has a 17-inch profile that slides easily between the wheel wells in most pickup trucks and trailers. The durable tank comes with one manhole cover (plus an optional second) along with six fittings, offering multiple plumbing configurations. Made from rotomolded polyethylene, it has heavy-duty grab handles for easy transport and a sloped design that prevents water from pooling. **866/293-1502; www.fivepeaks.net.**



### HUSKY PORTABLE CONTAINMENT BLADDER TANK

**Husky Portable** containment bladder tanks are manufactured to meet specific requirements and specifications. They are available in sizes from

25 to 50,000 gallons, from materials including XRs, PVCs and urethanes (mil spec). Fittings are PVC (NSF 61), aluminum, stainless steel and brass from .75 to 6 inches. Bladders include all stainless steel hardware, including access panels, maneuvering straps near the corners and every 5 inches down the sides, flame arrestors, double T-style vents and mushroom vents. Storage bags are included, with optional ground covers and sunscreens in various weights. All tanks come with field repair kits. **800/260-9950; www.huskyportable.com.**

### KENTUCKY TANK PRO-PUMPER 250

The **Pro-Pumper 250** low-profile, plastic holding tank from **Kentucky Tank** is designed for above-ground waste storage. It has a capacity of 250 gallons and easily fits under office trailers. It has seven 3-inch threaded inlets and a 10-inch lid with stainless steel tether for easy plumbing and pumping. The holding tank has a molded-in handle for easy positioning and securing. It is FDA-approved for potable water. It comes in 16 colors. **888/459-8265; www.kentuckytank.com.**





## ODOR CONTROL PRODUCTS

### CENTURY CHEMICAL CURVE

The **Curve** long-lasting air freshener from **Century Chemical** has a versatile holder that allows placement almost anywhere. It freshens while remaining hidden on the side of portable restrooms, inside bathroom cabinets and on the underside of wastebasket lids. The holder is held in place with two-sided tape, and the unit is replaced each month. Date tabs allow the technician to choose when to replace it. It is recyclable and available in spiced apple and citrus fragrances. Each case will supply six restrooms for a full year. **800/348-3505; www.centurychemical.com.**



### IMPERIAL INDUSTRIES MAJESTIK RE-CHARGE 6000

**Majestik Re-Charge 6000** portable restroom deodorizer from **Imperial Industries** is designed to destroy waste odors and leave a pleasant fragrance. It is super-concentrated and eco-friendly, according to the manufacturer, containing no formaldehyde or heavy metals. It is available in 1-gallon containers and 55-gallon drums. Scents include cherry and spice. **800/558-2945; www.imperialind.com.**



### CHEMISPHERE ODOR-BOSS

**ODOR-BOSS** triple-action deodorizers from **Chemisphere** are formulated with three odor-eliminating agents and other high-performance ingredients to eliminate odors at the source. Winter and summer syrups are formulated to neutralize the toughest odors caused by bacteria and organic matter. They are easy to use, with a strong masking color. They are free of formaldehyde and nonylphenol ethoxylates (NPE), with a long-lasting effect. They will not damage a recirculating flush system, but keep drains and pumping systems clean using a built-in detergent. They will protect metal, rubber and plastic parts of vacuum trucks. They are noncorrosive, nonflammable and non-staining. **877/426-9557; www.chemisphere.com.**

They will not damage a recirculating flush system, but keep drains and pumping systems clean using a built-in detergent. They will protect metal, rubber and plastic parts of vacuum trucks. They are noncorrosive, nonflammable and non-staining. **877/426-9557; www.chemisphere.com.**



### J & J CHEMICAL PROPAXX ELITE SERIES

**ProPaxx Elite Series** portion-control non-formaldehyde deodorizing packets from **J & J Chemical** provide long-lasting color and odor control for demanding conditions. They are formulated with multiple odor control components designed to engage when needed. The time-released fragrances help keep portable restrooms smelling fresh longer, while helping to clean the holding tank. They are available in a variety of exclusive fragrances and sizes. **800/345-3303; www.jjchem.com.**

### PORTA PRO CHEM CO. CHEM BLOCKS

**Chem Blocks** urinal blocks from **Porta Pro Chem Co.** do not use paradichlorobenzene, which has been banned by several states due to health safety concerns. The scented blocks are square, so they won't fall into or block the round connector to the holding tank. Each block weighs 3 ounces, is a non-staining blue and is individually wrapped in plastic to ensure freshness. Blocks are available in the same bubble gum fragrance as the company's toilet deodorizing chemical, and can be made in other scents such as spice, cherry and mulberry. **888/673-5846; www.portaprochem.com.**



### CPACEX ULTRA POWRPAKS

**Ultra PowrPaks** for portable restrooms and holding tanks from **CPACEX** offer continuous odor control and fragrance for up to seven days in the most extreme conditions. The additional effervescence ensures the packets will dissolve quickly and disperse evenly throughout the holding tank. They are available in five different sizes to fit specific applications and climates. They are biodegradable and all formulations contain rich, non-staining blue dye. **800/874-7383; www.cpacex.com.**



### GREEN WAY PRODUCTS BY POLYPORTABLES TURBO DRIPAX

**Turbo DriPax** non-sticking paper portable restroom deodorizer from **Green Way Products by PolyPortables** bridges the gap between tablets and standard water-soluble pouches. They combine the self-mixing effervescence of a tablet with the lightweight efficiency of standard pouches. They have a large amount of fragrance, deodorizing power and a strong non-staining royal blue dye. Self-mixing technology allows them to be dropped into a holding tank to begin working automatically. They are offered in three sizes to meet the demands of any job. A raspberry fragrance is now available. **800/241-7951; www.polyportables.com.**

Self-mixing technology allows them to be dropped into a holding tank to begin working automatically. They are offered in three sizes to meet the demands of any job. A raspberry fragrance is now available. **800/241-7951; www.polyportables.com.**



### SAFE-T-FRESH QUICKSCENT PLUS

**QuickScent Plus** deodorizer packets from **Safe-T-Fresh** are formulated with fragrance and biocides designed to provide continuous odor protection between service calls. Multiple biocides react to changes within the tank to fight odors caused by organic growth and temperature fluctuations. **877/764-7297; www.safetfresh.com.**

## ODOR CONTROL PRODUCTS

### SURCO PORTABLE SANITATION PRODUCTS FRESH STRAPS

**Fresh Straps** from **Surco Portable Sanitation Products** contain a high amount of odor-counteractant fragrance in a molded polymer vandal-deterrent design. Simply cinch one around the portable restroom vent stack or other structure for continuous odor protection up to 60 days. Typical washdowns will not harm the waterproof straps. They can be used to neutralize sewage odors in portable restrooms, restroom trailers, public restrooms and basements. They are available in three fragrances. **800/556-0111; www.surcopt.com.**



### POLYJOHN ENTERPRISES FLEET SERIES

**Fleet Series** flush restrooms from **PolyJohn Enterprises** offer a large interior space, designed to provide comfort for moms with young children, construction workers with bulky tool belts or users attired in formal wear. They are a versatile and attractive option for high-end construction projects or VIP events. They are configured with additional ventilation and a corner tank that makes efficient use of interior space. There's sufficient room for a urinal or sink, amenities like paper towel and hand sanitizer dispensers, and convenience shelves fit nicely. They have a full flush range, including recirculating flush, freshwater flush and a variety of units that tie into city mains. The European design is aerodynamic, durable and easy to service and clean. **800/292-1305; www.polyjohn.com.**



### WALEX PRODUCTS COMPANY PORTA-PAK MAX

**Porta-Pak MAX** from **Walex Products Company** is available in Crisp Mint and Wild Lavender fragrances designed to knock out odors in extreme conditions. The super-concentrated formula is quick to dissolve and conveniently packaged in pre-portioned packets. It has twice the fragrance and 50 percent more odor control and blue color than regular Porta-Pak packets.

It is safe and easy to use, and non-staining to keep hands and clothes clean. **800/338-3155; www.walex.com.**



### POLYPORTABLES VANTAGE

The upgraded, double-walled **Vantage** portable restroom from **PolyPortables** includes self-closing hinges that operate from an internal stainless steel spring, a heavy-duty rotary latch that can withstand rough users, and re-engineered doorframes with a single jamb point for structural integrity. The enhanced mechanics coupled with a smooth, easy-to-clean interior makes it a versatile unit. Reinforced corners hold their shape with no exterior molding, and a wide range of skid and color options are available to match existing fleets. **800/241-7951; www.polyportables.com.**



## PORTABLE RESTROOMS

### ARMAL WAVE

The **Wave** portable restroom from **Armal** is easy for operators to assemble, handle and clean. The single-block floor is highly resistant to impact. The units are made of high-density polyethylene and are treated to resist the effects of UV action, creating color stability and parts durability at extreme temperatures. The unit is versatile and can be configured with several optional fittings. **866/873-7796; www.armal.biz.**



### SANSOM INDUSTRIES ZENITH

The **Zenith** portable restroom from **Sansom Industries** includes an 80-gallon holding tank with deep sump, blow-molded construction, a roomy interior with ample headroom, smooth interior surfaces for easy cleaning, all stainless steel fasteners, a three-roll paper holder and attractive aesthetics. Many customization options are available. **844/972-6766; www.sansomindustries.com.**



### KROS INTERNATIONAL USA KROS URINAL

The **Kros Urinal** from **Kros International USA** can be mobile or semi-permanent and serves as four urinals in one, leading to shorter wait times. It is easy to clean, transport and maintain, and is 100 percent recyclable. The units provide a long life span as there are no moving

parts, while providing complete privacy with specially designed sidewalls. They can be lifted at full 100-gallon capacity via four steel handles and have built-in forklift slots at the base. The units come with a port for sewer drainage and a higher step for children. **855/576-7872; www.krosinternationalusa.com.**

### T.S.F. COMPANY TUFF-JON III

The **Tuff-Jon III** from the **T.S.F. Company** has molded wall vents, sky heater, lifting brackets and 16-gallon hand-wash station with foot-pedal pump. Designed for easy cleaning, the one-piece polyethylene unit is available in nine colors and has a 70-gallon holding tank. Options include towel holder and soap dispenser. **800/843-9286; www.tuff-jon.com.**



(continued)

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## PORTABLE RESTROOM MOVERS

### DEAL ASSOC. SUPER MONGO MOVER

The **Super Mongo Mover** hand truck from **Deal Assoc.** can be used to easily move standard and ADA handicap restrooms. The tall handle creates leverage so smaller operators can tip back restrooms with ease. It is constructed of steel and aluminum for light weight and durability, and is available with pneumatic or flat-free foam tires. Four-wheel models make it usable around the yard or when moving mostly empty restrooms, while six- and eight-wheel models are available for soft ground and heavier loads. **866/599-3325; www.dealassoc.com.**



## RESTROOM TRAILERS

### ART CO. EMBASSY 1203-W

The **Embassy 1203-W** restroom trailer from **ART Co. (A Restroom Trailer Company)** is designed for fast and easy setup with a sleek, streamlined appearance. The 12- by 8-foot three-station unit has fold-out steps and stabilizer scissor jacks, enabling technicians to easily level and set the trailer. They are available in several exterior and interior color combinations to match any existing fleets. They come with a 460-gallon waste tank, 105-gallon freshwater tank (upgradable to 150 gallons), a steel unibody frame, integral trailer skirting, a 2 5/16-inch trailer hitch, heavy-duty tongue jack, maple cabinetry, Corian countertops, LED lighting, and ducted heat and air conditioning. Options include hands-free faucets, push-button flush toilets, AM/FM MP3 stereo, heat/winterization packages, and pipe-mount leveling jacks. **269/435-4278; www.arestroomtrailer.com.**



## PORTABLE SINKS

### EXPLORER TRAILERS HANDWASH STATION

The **Handwash Station** from **Explorer Trailers** is designed as a self-contained unit that allows outdoor event or work site crowds to have easy access to warm water and soap dispensers. Options include mirrors and lighting. Stainless steel sinks and counters with self-closing water-saver faucets are simple to clean and maintain. A large polyethylene freshwater tank, paired with a galvanized graywater tank, ensure plenty of use before the need to discharge and recharge. Setup is easy, and a custom-painted steel chassis with a front locking utility cabinet ensures that the unit is aesthetically pleasing, while safely containing the water heater and pressure tank. The graywater tank is horizontally mounted inside the chassis with a 2-inch discharge port at the rear. All are built onto a commercial-grade trailer chassis for easy towing and placement on site. **866/457-5425; www.explorertailers.com.**



### MONSAM ENTERPRISES MODEL PSE-2003LA

The **Model PSE-2003LA** commercial, three-deep-basin, portable self-contained sink with drain boards from **MONSAM Enterprises** is designed for high-traffic areas. It meets health specifications and provides a safe and easy choice for hot and cold running water requirements. It provides ample washing space and safety lock casters. The water heater and water pump are UL-approved, and the unit is also available in a propane/battery-powered option. One-, two-, three- or four-basin models are available. **800/513-8562; www.portablesink.com.**

### COMFORTS OF HOME SERVICES ADA MODULE



Handicap-accessible restroom trailers from **Comforts of Home Services** have a hydraulic lowering module and attached ramp to meet ADA guidelines. They can be pulled to a venue and set up for operation in less than 10 minutes, eliminating the need for an additional truck to carry an ADA ramp system. The module can be attached to any of the company's 20-foot or longer floor plans. **630/906-8002; www.cohsi.com.**

### NU CONCEPTS DIPLOMAT

The **Diplomat** Series restroom trailer from **NuConcepts** is available on two- and three-unit trailers as well as individual purchases. It has a large interior floor space and increased holding tank capacities, with 90-gallon waste tank and 55-gallon freshwater capacities, allowing for 172 average uses between servicing. It comes with LED lighting over the sink, a decorative countertop, a toilet facing the counter instead of the door, full-size mirror over the sink, a 55-watt solar panel with charge controller and disconnect, a vented battery box, and a sealed waste tank clean-out cap. **800/334-1065; www.nuconcepts.com.**



### PORTABLE RESTROOM TRAILERS COMFORT ELITE BEACH COTTAGE ADA + 2

The **Comfort Elite Beach Cottage ADA + 2** trailer from **Portable Restroom Trailers** is a smaller ADA unit that meets national and California state requirements. It has an earth-tone interior with white wood wainscoting and coordinating designer countertops and flooring. It can accommodate those with special needs and can also be used as a family suite by those caring for small children or older adults that need special assistance. The floor plan includes a women's suite, a men's suite and an ADA unisex suite, each with a separate entrance. It has a push-button hydraulic lift system, allowing the entire trailer and ramp to lower to the ground. **877/600-8645; www.portablerestroomtrailers.com.**

(continued)

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## RESTROOM TRAILERS



### RICH SPECIALTY TRAILERS AZTEC

The green and clean **Aztec** restroom trailer from **Rich Specialty Trailers** combines a versatile four-station his-and-hers (both curb-facing) floor plan with options including Zenith décor with gray silk and chocolate cabinets. It includes all-aluminum studded construction and dent-resistant gelcoat fiberglass exterior walls. Durable, seamless rolled vinyl roofing seals out the elements. The floor decking is a water-resistant modern material, and the maple floor covering is an SCS Global Services green-certified, one-piece rolled vinyl with built-in stain resistance. It is available with onboard freshwater and a full winter package. **260/593-2279; www.richrestrooms.com.**



### SATELLITE INDUSTRIES SATELLITE SUITES

The 20-foot, eight-station **Satellite Suites** portable restroom trailer from **Satellite Industries** is lightweight and spacious, weighing less than 8,500 pounds. It is easy to transport, set up and place. Inside, the

women's area has four stalls and a twin-basin vanity. For men, there are two private stalls, two urinals and a twin-basin vanity. Each area has its own air conditioning units. All trailers are constructed using non-wood materials, reducing overall weight and eliminating repairs due to moisture and mold. **574/350-2150; www.satelliterestroomtrailers.com.**

### ULTRALAV ADA

The **UltraLav ADA Series** restroom trailer is designed to accommodate disabled users. Units are ADA-compliant, meeting or exceeding ADA permanent structure criteria. Everything needed for setup, including the railing and ramp assembly, is self-contained. There's no need for separate storage units or another tow vehicle. Its one-touch hydraulic trailer lowering system smoothly and quietly lowers the unit to the ground, making long and cumbersome ramps obsolete. **877/301-3837; www.ultralav.com.**



### ADVANCED CONTAINMENT SYSTEMS ADVANTAGE RESTROOM TRAILER

**Advantage Series** restroom trailers from **Advanced Containment Systems** are built for efficiency,

with clean lines and easily maintained materials. Their heavy steel stairs, landings and handrails leading to the men's and women's entrances provide sturdy footing. They are climate controlled and offer designer furnishings and fixtures at any level. They have private stalls with modern flush commodes, vanities and sinks with hot and cold running water, urinals with privacy, and lighted makeup and grooming mirrors. **800/927-2271; www.acsi-us.com.**

## SERVICE VEHICLES

### AMTHOR INTERNATIONAL FLAT VAC

The **Flat Vac** multipurpose portable restroom vacuum truck from



**Amthor International** allows the operator to carry up to 12 restrooms on top of the tank as well as pull a restroom delivery trailer. The tank has a rounded bottom with a full-length formed sump design for drainage and full baffles for strength. The flat tank has separate wastewater and freshwater compartments as well as an option for a chemical or brine compartment. It is available in steel, stainless steel or aluminum. It comes with a workstation and a vertical cabinet with an aluminum extruded door including numerous shelves. A liftgate is installed behind the tank to load and unload restrooms. All units are custom-built to specification. **800/328-6633; www.amthorinternational.com.**



### CRESCENT TANK FLAT VACUUM TANK

The **Crescent Tank Vacuum Tank** is completely flat inside and out. It has no baffles, allowing it to be

emptied completely to avoid internal corrosion. With the included pump at specified cfm, unnecessary fatigue of the structure is eliminated and the life of the tank is prolonged. It is made from ¼-inch steel, making it structurally strong. The workstation is designed for the portable restroom industry. The lift gate rail width allows units to fit, and multiple lift gate decks and rail options are available. It carries up to 10 portables based on the model, and the weight capacity is the same as a flatbed truck. Freshwater is held inside the ½-inch-thick poly tank externally to avoid internal wastewater contamination. It can be installed by Crescent Tank on any chassis within the specifications required for each model based on axle ratings and maximum load capacity, or can be installed by the purchaser. **585/657-4104; www.crescenttank.com.**

### KEEVAC CW950

Mounted on a choice of chassis, the **KeeVac CW950** is designed to provide service in cold environments. The standard cold-weather package includes a heated tank, heated valves, heat tape and insulation on



waterlines. The washdown pump and hose reel are mounted in an insulated, heated cabinet. The hydraulic system also has heaters on four-wheel-drive units. The tank is manufactured from A36 steel. Single service with a 30-foot Tiger Tail hose and fold-down restroom carrier are standard. The freshwater compartment comes with epoxy lining to prevent contamination. **866/789-9440; www.keevac.com.**

(continued)



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**KEITH HUBER CORPORATION PRINCESS II**

The **Princess II** portable restroom service unit from **Keith Huber Corporation** has a 160 cfm vacuum pump driven by a transmission-mounted PTO operated by push-button, rear restroom carrier gate and four large, water-resistant cabinets with more than 30 cubic feet of storage space. It has a 1,500-gallon tank with 1,100-gallon waste/400-gallon freshwater capacity, a pressurized water system with a 12-volt motor-driven pump that delivers 45 psi at 7 gpm, and 50 feet of 1/2-inch water hose on a spring-loaded retractable hose reel. It has a 3-inch intake with valve, dual suction with dual water and hose reels, a four-way valve to control vacuum loading and pressure discharge, and a 2-inch water tank drain with remote-mounted driver's side valve for quick bucket fill. **800/334-8237; www.keithhuber.com.**



**REDBOX+ SERIES SERVICE TRUCK**

The **Redbox+ Series** service truck is designed to deliver a combined portable restroom and roll-off box waste container. The portable restroom and roll-off box units are available in 10-, 20-, and 30-yard capacities. In addition to the waste container combination, the units are fitted with an onboard, fully functional scale, and a pump and vacuum system to service the portable restrooms. The pump and vacuum system includes holding tanks for freshwater and wastewater, allowing portable restrooms to be serviced on site before disposal of contents of the container. Splash caps fit snugly into the restroom openings to prevent secondary leakage and cross bars are used to secure the doors during the disposal process. **507/452-8242; www.redboxplus.com.**



**LELY TANK & WASTE SOLUTIONS PORTABLE RESTROOM TRUCK**

The **Portable Restroom Truck** from **Lely Tank & Waste Solutions**

has a 1,000-gallon steel tank with a 700-gallon waste compartment and a 300-gallon easy-fill freshwater compartment. The tank is mounted on a 2015 Ford F-550 with a 300 hp diesel engine and automatic transmission. The vacuum system has a Masport HXL-4 pump package with 122 cfm free airflow. The tank has dual-service hose connections with a 2-inch Tiger Tail hose, shut-off valve and service wand. The bucket-fill stations are located in the rear on both sides, in front of the two-unit fold-down restroom carrier. Each workstation has a manifold with easy shut-off brass valves for water and chemicals and a shut-off for the 50-foot water hose with spray nozzles. Each side has full-length hose trays with a wand scabbard and an 18- by 18- by 24-inch toolbox mounted for easy access. **800/367-5359; www.lelytank.com.**



**SATELLITE INDUSTRIES MD950**

The **MD950** service truck from **Satellite Industries** includes reinforced stainless steel skirting,

a lowered cabinet for greater visibility, wider and longer hose trays and a reinforced lift with more surface area to transport restrooms. The catwalk is powder-coated and sealed with a bed-liner coating that extends up the side of the tank for increased protection in the work area. The tank has a coated freshwater compartment with manway and sight glasses to measure tank levels. For safety, an internal baffle system prevents tank contents from shifting. For additional driver safety, a DOT safety equipment package is provided, including a flag and reflector, first-aid kit and fire extinguisher. The package is available in aluminum, mild or stainless steel, and is specifically designed for both the Ford F-550 and the Dodge 5500 chassis in both two- and four-wheel drive, but can also be mounted to other chassis. **800/328-3332; www.satelliteindustries.com.**



**PIK RITE PORTABLE TOILET SERVICE TRUCK**

The **Portable Toilet Service Truck** from **Pik Rite** is mounted on a 2015 International TerraStar chassis and designed for off-road sites. Equipped with four-wheel drive, it can maneuver through difficult terrain. It comes with a hydraulic system that powers the Masport

HXL4 vacuum pump, and hydraulic lift cylinders transform the rear rack into a three-position liftgate for easy handling of portable units. Each side of the 1,500-gallon tank has a freshwater hose reel, a 2-inch bucket fill and 2-inch suction hose. An electric freshwater pump is enclosed and protected by a polished aluminum toolbox. The vertical toolbox is outfitted with shelving to keep supplies organized over rough terrain. It comes with a 4-inch side-dump pipe for the tank and tank-mounted LED work lights on each side and the rear. **800/326-9763; www.pikrite.com.**

**VACUTRUX HOOKLIFT ROUTETRUX**

Oversized and heavy portable restrooms can be handled with ease by the **Hooklift Routetrux** from **Vacutrax**. It has a 4,000-pound traveling winch to pull and lift up to 9,000 pounds. It has an 800-gallon two-compartment galvanized steel vacuum tank with Wally 202 hydraulic drive, and is shown mounted on 33,000-pound GVW-rated Hino chassis. **800/305-4305; www.vacutrux.com.**



**SLIDE-INS**

**BEST ENTERPRISES SLIDE-IN**

A slide-in vacuum tank unit from **Best Enterprises** can hold up to 300 gallons of waste and 160 gallons of freshwater. Its primary and secondary are stainless steel. Tanks are constructed out of 304 stainless steel No. 4 finish, which maintains pleasing aesthetics and doesn't rust. No. 4 stainless steel hose hangers are used for trouble-free spooling of hose. A dump sump is built into the tank to eliminate buildup of debris and keep the bottom of the tank clean. **800/288-2378; www.bestenterprises.net.**





## SLIDE-INS

### JAG MOBILE SOLUTIONS NEXGEN ONE

The **NeXgen One** slide-in unit from **JAG Mobile Solutions** is available with an aluminum or stainless steel vacuum tank.

Tanks are offered mounted in a new truck package or as retrofits for existing chassis. Two-compartment 450-gallon tanks have capacities of 300 gallons for waste and 150 gallons for freshwater. They have 1/4-inch-thick aluminum plate or 10-gauge stainless steel construction throughout, with integrated forklift ports. They come with vacuum and freshwater pumps. **800/815-2557; www.jagmobilesolutions.com.**



### JOHNNY MOVER TRAILER SALES TRAILER

The portable restroom transport trailer from **Johnny Mover Trailer Sales** has a skid-locking system utilizing an iron bar locked into place with a chain binding system to secure multiple units. Models are available to handle from six to 20 restrooms, and all feature front deflectors to protect units from road spray and debris, brakes, paint options, lighting, and leaf-spring suspension, with optional powder coating and chrome wheels. **800/498-3000; www.cesspoolcleaners.com/johnny.html.**



### MID-STATE TANK SLIDE-IN

Slide-ins from **Mid-State Tank** are available with 400-gallon two-compartment tanks, 300 gallons for wastewater and 100 gallons for freshwater. They are constructed of 5454 H32 polished aluminum or stainless steel with a No. 4 satin finish.

The water compartment has two top fittings, one bottom fitting and a 1-inch sight tube on the front. The waste compartment has a 20-inch National Vacuum Equipment manhole with a 2-inch primary connection, 3-inch flanged outlet on top of the tank, 3-inch discharge on bottom facing rear, two 5-inch sight eyes in the rear head and full-length fork tubes extended at the rear for the engine platform. Units can also be ordered with a single compartment and in a variety of capacities. **800/722-8384; www.midstatetank.com.**



### LIQUID WASTE INDUSTRIES TRAILER

Custom-built portable restroom delivery trailers from **Liquid Waste Industries** can carry six to 24 portable restrooms, and come with or without sides.

They are built with heavy-duty steel and come standard with torsion axles, electric brakes, flush-mounted lights and, depending on the size of the trailer, 10- or 13-inch wheels and tires. Custom upgrades include gates, leaf-spring axles, fold-down ramps, LED lights and choice of hitch. **877/445-5511; www.lwiinc.com. ■**

### TANKTEC SLIDE-IN TANK

Slide-in tanks from **TankTec** range in size from 100 to 995 gallons. The demand for larger slide-in tanks has led to 800- and 995-gallon sizes being added to the line. The tanks are available in single-section grease and septic or two-section for portable toilet service. **888/428-6422; www.tanktec.biz.**



## TRANSPORT TRAILERS

### AMERI-CAN ENGINEERING TOWER TRAILER

**Toter** portable restroom transport trailers from **Ameri-Can Engineering** are available in lengths from 16 to 40 feet and carry up to 20 restrooms. The drop-bar feature enables large units such as ADA and handicap-accessible models to be easily transported. The easy-load design saves time. Each trailer is manufactured with steel for strength and a long life span. **574/892-5151; www.ameri-can.com.**



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*in the*  
**SPOTLIGHT**  
By Luke LeNoble

**SCREENCO SYSTEMS FOLDING TRIPOD LIFTER AIMS TO PREVENT WORKPLACE INJURY**

The **Folding Tripod Lifter** from **ScreenCo Systems** easily lifts stubborn and heavy septic and pump chamber lids.

"Basically, it comes down to safety," says ScreenCo Systems Owner Scott Meyer. "You're eliminating the chance of an employee hurting their back lifting the lid, because a lot of guys just use a rope, and they're bending over to pull a septic tank lid. With this, one man can pull heavy lids."

The all-aluminum unit has a lifting capacity of 600 pounds. It features an 800-pound winch with auto-brake and includes 20 feet of 3/16-inch galvanized cable or a 1,200-pound winch that holds 50 feet of cable. A stainless steel cable is optional.

"There's a strap around the legs and it just folds open," Meyer says. "That's it. There's nothing to assemble. It basically takes 15 seconds to fold it out and fold it back up, and you can carry it with one hand."

Three versions of the unit are available, with 4-, 5- or 6-foot legs. The 4-foot model weighs about 28 pounds. All models have aluminum foot pads with cleats for solid footing on soft soils.

"The 4-foot (tripod) is more for carrying in service vans, because it will stand up in a service van; it's just a little more compact," Meyer says. "The 5-foot model is the perfect size for the pump truck deck; it's large enough to spread out over the area of the hole that you have dug up for the lid, and it fits nicely on the truck. The 6-foot works a little bit better for lifting pumps; it gives you a little bit more height to get the pump out.

"It saves time on the job site, too," he says. "When you have stubborn, wedged-in lids, it's almost impossible to get them out without something like this." **208/790-8770; www.screencosystems.com.**



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Crysteel Mfg. founder Eldon Jones passes away

Eldon D. Jones, founder of Crysteel Mfg. and inventor of the Lo-Boy hoist, died at the age of 90. Jones and his wife, Helen, launched the company in 1969. Today, Crysteel Mfg. has 160 employees and a network of more than 140 distributors across North America.



Eldon Jones

CLARCOR Engine Mobile Group opens technical center

CLARCOR Engine Mobile Group (CEMG) opened a technical center in East Hartford, Connecticut. CEMG also has technical centers in Kearney, Nebraska; Weifang, China; and Pune, India, in addition to the CLARCOR Innovation Center in Columbia, Tennessee. Technical centers are equipped with the latest filtration development and testing capabilities.



Trevor Mullins

Walex hires regional account manager

Walex hired Trevor Mullins as the company's newest regional account manager. He previously served as an account executive for a Fortune 500 company.

Armstrong Equipment partners with Greenleaf

Armstrong Equipment formed a partnership with Greenleaf Inc. that includes Greenleaf's exclusive line of GatorLock cam-lever hose couplings.

Arizona association names Golden Septic Tank recipient

Dawn Long, co-owner of American Septic Service in Sierra Vista, Arizona, received the 2016 Golden Septic Tank award from the Arizona Onsite Wastewater Recycling Association during its annual membership meeting in January. The plaque recognizes Long's professional and educational contributions to the organization and onsite industry. ■



Dawn Long

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**Blue Diamond ETP 80** heavy-duty linear diaphragm air pumps. Call for pricing. 800-717-8807 [www.whitesepctic.org](http://www.whitesepctic.org) (PBM)

**Aerators:** Multiflo alternative replacement. Alternative replacement, NEW FILTER SOCKS, 30 per case. Spring clips to hold filter socks in place. **Alternative Jet Aerator** available. Call for pricing 800-717-8807 or email us at [fabulousfungi@gmail.com](mailto:fabulousfungi@gmail.com). [www.whitesepctic.org](http://www.whitesepctic.org). Multi-Flo® and NAY-ADIC® are registered trademarks of Consolidated Treatment Systems, Inc. used here for reference purposes only. (PBM)

## BACTERIA/CHEMICALS-SEPTIC



Your name or service on the label! We print it in color! We make it look good! 12 boxes to a case.

**800-717-8807**

(PBM)

## BUSINESSES

Roto-Rooter franchise for sale in Northeast AZ. Navajo and south Apache Counties. In business 27 years, owner wants to retire. Qualified buyers only, will carry paper with large down. Turnkey business, three vans, pump truck, John Deere backhoe and a lot more. 928-537-3123 (P05)

Septic Pumping Business: St. Paul, MN, SE Metro/3-County service area. Established 1960, excellent name recognition. 1991 International 2,500-gallon pumper with 2010 LMT tank; 1991 International 3,400-gallon pumper with 1998 Jay's tank. 3,000-customer Quick-Books database. \$110,000. Serious inquires only. Call Bob 612-730-5870. (P05)

Retiring from an established, family-owned, full-service septic pump company in western Colorado. Large, loyal customer base. Turnkey with website, client list, trucks and lots of tools. Proven good income. Serious inquiries only please. E-mail [eagleseptic@qwestoffice.net](mailto:eagleseptic@qwestoffice.net) (P04)

Portable toilet company for sale in south Florida. [www.expressportable.com](http://www.expressportable.com) for information. Please send all requests to [info@expressportable.com](mailto:info@expressportable.com) or Juan 786-488-4276. (P04)

**ARE YOU MOVING TO FLORIDA?** Would you like to start a septic and sewer cleaning business? I have license - will sponsor. For more information call Larry at 931-248-1284 or 931-287-5413. (PBM)

Portable toilet business for sale in Illinois. 80 total units, regular/handicapped, sinks. 10+ years established family-owned. \$150,000. Contact Steve at [Surecleanportables@gmail.com](mailto:Surecleanportables@gmail.com) or 815-685-0555. (P04)

Septic tank & drain cleaning business, 45 years established, Ft. Lauderdale area, state licensed. (2) vac trucks, (2) vans, (2) water jets, Spartan drain-cleaning equipment. Call Bob 954-214-8293, City Sewer Cleaners, Inc. (P04)

Septic pumping business for sale in western Wisconsin. Solid customer base. 28 years serving the public. Enough work for two trucks and LOTS of opportunity to expand! Two trucks, spare pumps, tools, roter. Truck, tank and pump parts plus assorted equipment. Serious inquiries only. No brokers. \$125,000 for all. 715-755-2905 (Steve) or [tjcb1954@yahoo.com](mailto:tjcb1954@yahoo.com) (P04)

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste, fryer grease and oil (yellow grease) only. Big \$. Over 30 years experience, will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. References available - many success stories. Dewey Walker, 813-704-6599 or 813-758-2552. (PBM)

Portable toilet rentals in Berks County, Pennsylvania, established 21+ years. Gross sales \$130,000+. Price \$220,000. Employees: Owner/Operator. Excellent turn-key business opportunity that has grown 30% in the last year, more than 100% in the last 15 years. Steady customer base. Business includes all contracts, 150 portable toilets/sinks, 2 service/delivery trucks, and an 8-unit delivery trailer. Owner can assist with training and transition if requested. Neither vehicles, equipment, or customer list will be sold separately. Call Rick at 610-927-9114 or email [itspottytime@comcast.net](mailto:itspottytime@comcast.net) (P05)

Northeast Arizona. Elk & mule deer hunting. Septic pumping business for sale - \$265,000. House and 1.3 acres available - \$119,000. Turnkey and established over 29 years. Owner retiring. Call 401-741-5501. (P04)

Septic tank cleaning & inspection service business for sale in Central Maine. Owner is branching out after 20 years and wants to sell this part of the business. Profitable, turnkey business with a loyal customer base. Two pump-truck operation (1) 2000 GMC - 2,500-gallon capacity, 136,000 miles. (2) 2004 Peterbilt - 4,500-gallon capacity, 129,000 miles. Serious inquiries only! \$257,000. Call 207-782-1620 or email [septicbizsale@gmail.com](mailto:septicbizsale@gmail.com) (PBM)

Central Florida septic business for sale, \$250,000. Truck & equipment. 40+ yrs. same phone number 352-429-2426. Email [tcraigseptic@gmail.com](mailto:tcraigseptic@gmail.com) (P06)

**www.RooterMan.com.** Franchises available with low flat fee. New concept. Visit website or call **1-800-700-8062.** (PBM)

## COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (P04)

## DECALS/SIGNS/MAGNETS

Port-a-potty Decals: 100 11" x 15" - \$295. No setup charge & fast turnaround. Free shipping. [sales@signworldoftulsa.com](mailto:sales@signworldoftulsa.com) 918-836-6420 (P05)

## DEWATERING



**2003 1.2-Meter Ashbrook Klampress Belt Press** on skid. Ready to work! 230 volt, 4" sludge pump, polymer make down system, water booster pump. \$78,500

**Tom 423-240-9737, GA** (P04)

Portable septic and grease receiving stations, dual-screen design. Screens that really work - simple, non-mechanical. Set it up anywhere. 208-790-8770 [screencosystems.com](http://screencosystems.com) [sales@screencosystems.com](mailto:sales@screencosystems.com) (PBM)

2007 NewTech 4000T Trailer Dewatering System: 20-yard unit. 15,000 gallons solids. Set up for turnkey use. Self-contained polymer tank. Everything on trailer ready to use. Asking \$60,000. Delivery possible. Call 301-502-1606. (P04)

2011 Lely RTS-1000 Lely rotary screener manual wash. No tongue/wheels, but can be added. Electric powered. 115v/220v. \$5,000. Call 301-502-1606. (P04)

## DRAIN/SEWER CLEANING EQUIPMENT



**2006 O'Brien 3510-FC** sewer jetter with approx. 600 hours for sale. Unit runs good, the hose reel rewind needs minor electrical work. We replaced the unit with a new machine this year. Unit was \$20k new. Located in Wilson NC. \$6,000 OBO

**stacycreech@creechsplumbing.com**  
**252-237-7733, NC** (P04)

## DRAINFIELD RESTORATION

Terralifts - New and Used. Financing available for qualified buyers. For more information call Dick Crane 800-223-2256 or [aalco@tds.net](mailto:aalco@tds.net) for electronic brochure. [www.youtube.com/watch?v=t8ApRUOasnY](http://www.youtube.com/watch?v=t8ApRUOasnY) (P04)

Bust the biomat with EarthBuster! \$14,990 new. Pays for itself in 10 jobs. Strong ROI. [EarthBuster.com](http://EarthBuster.com) 406-215-1588 ext. 1. (P05)

FOR SALE OR BEST OFFER - \$3,000. 1998 Terralift. Machine is functioning but needs some TLC. Serious inquiries: 800-978-7900 (P04)

New and used terralifts for sale starting at \$20,000 used and \$38,000 new. Financing available. Call John at AerraTech 413-298-4272. (PBM)

## HAZARDOUS WASTE UNITS



**2005 Sterling/Presvac PowerVac**, stainless steel, DOT certified, 3,500-gallon wet/dry. Dump door with high rail gear and boom, Hibon 27" blower with PV750 vacuum loading/offloading pump. Tri-axle truck with CAT 435hp engine with Fuller 8-speed transmission. Runs excellent.

**KLM Companies**  
**617-909-9044** (PBM)

New 3,200 U.S. gallon, carbon steel, DOT certified, 407/412 vacuum tank, dump type with full open rear, door and a Presvac PVB 750 vacuum-pressure pump installed on a 2016 Peterbilt 348 cab and chassis. (Stock #13634 A&D) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648) (PBM)

2006 Sterling LT9500 tri-axle with a Presvac Powervac 5300, 3,000-gallon carbon-steel high dump with a Hibon 5300 cfm blower. DOT 407/412. (Stock# 5176C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648) (PBM)

1996 Ford with a Presvac 3,500-gallon, carbon steel, DOT vacuum tank with a Masport pump. (Stock# 1829V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648) (PBM)

## HYDROEXCAVATORS



**2013 Kenworth HXX hydroexcavator:** 12-cubic-yard debris tank. 1,200-gallon water tank. 53,478 miles. 1,364 PTO hours. Hibon tri-lobe 28" blower. 400,000 BTU water heater. 20gpm CAT tri-plex. Aluminum wheels. New rubber. .... \$300,000

**970-768-5388, CO** P04



**2014 Kenworth HXX Hydroexcavator:** 12-cubic-yard debris tank. 1,200-gallon water tank. 34,375 miles. 2452.9 hours. Hibon tri-lobe 28" blower. 20gpm CAT tri-plex. Aluminum wheels. .... \$279,800

**972-670-4735, TX** P06



**2013 Kenworth HXX Hydroexcavator:** 12-cubic-yard debris tank. 1,200-gallon water tank. 16,446 miles. Hibon tri-lobe 28" blower. 20gpm CAT tri-plex. Aluminum wheels. .... \$289,600

**972-670-4735, TX** P06



**2016 Vac-Con Xcavator** mounted on an 2016 Freightliner 114SD, Roots 827 blower, 20gpm @ 4,000psi water system with winter recirculation, 410,000 BTU boiler, 12-yard debris body with vibrator, 8' telescoping flex boom. Truck is new - never used, FET has been paid, NO FET.

**For more info call Jeff  
317-258-4900, IN** P05



**2001 Peterbilt Vector 2100:** C-10 CAT, push-button Allison. 80gpm @ 2,000psi. 61,000 municipal miles. Exceptionally clean unit. Ready to work. Delivery available. CHAMBERS MOTOR CO., Boring, Oregon ..... \$99,500

**Call John 503-887-0070** PBM



**2000 International 2674 jet vac:** 3,000-gallon dump body, 1,500-gallon water. Roots blower, new Pentair 80gpm. DF 80-20 CAT C-12 engine manual transmission. 41,430 miles. .... \$75,000

**770-942-7446, GA** P04



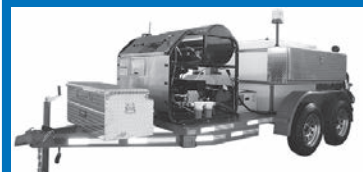
**2005 International Vector 2100:** Vac-tor 2100 Jet Vac PD High Dump, 2005 International 7600: CAT C13 10-speed Eaton/Fuller, 225,500 miles, 9,868 hours. 3/8" hydroexcavation package, 18" Roots positive displacement blower, 12-yard debris body, 1,500-gallon freshwater. 80gpm 2,500psi rod-der water pump, 1" 500' front jet reel, washdown reel, debris body washout. Telescoping 8" boom. New rubber, ready to work. .... \$167,750

**Contact Jim 717-989-2222, PA  
office@jgvenvironmental.net** P04



**2011 VacCon, IHC 7400 6x4,** Maxx-Force engine, 144,000km, 9,485 truck hours. JD rear engine 5,133 hours. Allison automatic transmission. 12-yard tank, GP7255A 80/200gpm, 600' hose, 10' telescopic boom, 1,300-gallon water tank, hydraulic rear door, arrow board, 8' storage box, vac pipe rack. VacVon VPD4012LHAE. .... \$195,000

**289-339-1366, ON** P04



**Xtreme Flow Trailer Jetter Hot/Cold!** Model# HJ2TA8536, tandem axle trailer, 35 hp Vanguard 10 gpm @ 3,850 psi, 325-gallon water tank, 300' hose, General pump. **Fully loaded!** List \$36,995. On sale for \$32,995.

**800-213-3272,  
www.hotjetusa.com** PBM



**1999 Butterworth Pump TF-450S** 330hp Cummins diesel M11P330 mounted on Cross trailer. Liqua Blaster Model 810XVSDS Eaton-Fuller 10-speed transmission. 721 hours. .... \$56,000

**Contact 330-678-2181, OH** P04



**2013 International Vector 2100 Plus:** MaxxForce engine 350hp; Allison transmission; 16-cubic-yard debris tank; 1,200 gallon water tank. 32,000 miles; 1,100 PTO hours. Good rubber. .... Asking \$280,000 OBO

**For more info call  
631-586-5900, NY** P04

## JET VACS

2015 Camel Western Star 1200 combo truck, 824 blower, ejector plate, 12-yard debris tank, 80gpm @ 2,000psi water system, 1,500-gallon freshwater, 600' of 1" jet hose. Low hours and miles, some factory warranty left. For pic and more info call Jeff 317-258-4900 (P06)

2015 Freightliner Camel combo truck, 824 blower, ejector plate, 12-yd debris tank, 80gpm @ 2,000psi, 1,500-gallon freshwater, 600' of 1" jet hose. Low hours and miles. For more info and pics contact Jeff 317-258-4900 (P06)

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## JET VACS

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

## LEASE/FINANCING

**Western Equipment Finance**, a bank-owned direct lender, is committed to continuing to help you prosper. All equipment types, new or used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can trust, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (PBM)

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

**Quick and easy financing** for new or used equipment — without all the headaches. **Credit is not an issue.** We have working capital available for commercial equipment purchases \$20,000 to \$2,000,000. **BSG Services** - Call 866-259-5370 or email bsgfin@earthlink.net (PBM)

## PORTABLE RESTROOMS

Over 100 toilets for sale: Mixture of Satellite Tufways \$200/each or PolyPortables \$150/each. All units are construction-grade toilets. 218-348-2898 (P04)

Olympic fiberglass Deluxe flush units with sinks, urinals, dispensers. Good condition, rented for weekends/events NY/CT line. \$225/ea. 203-748-6906 (P04)

27 units with 2 portable toilets mounted on single axle trailer. Older units. \$400 per unit. Kansas. 620-271-7310 (P04)

**Pumper**  
AVERAGE MONTHLY  
CIRCULATION  
**REACHES  
23,500  
READERS!**

100+ toilets for sale. Older units, suitable for construction use. Mixture of Tuff Jons, PolyJohns and PolyPortables. Priced from \$75-\$125, in lots exceeding 10 units. Two free units, of like kind purchased, included for free with each group of 10. Located in Lexington, KY. 859-255-6605 (P05)

## PORTABLE RESTROOM HAULERS

McKee Explorer 8-unit toilet transport trailer. Asking \$1,800. Contact baystrash@aol.com or 540-871-0107. (P04)

2013 DGCT 20-Unit Portable Restroom Trailer. Hauls any standard brand toilet. HDCP extension on end. \$5,999 OBO. 218-591-1736 (P04)

## PORTABLE RESTROOM TRAILERS

Three restroom trailers for sale. All trailers are in mint condition. One (1) Econ 8 mobile restroom trailer with onboard freshwater system. Two (2) Optimum 24 restroom trailers with several sinks, stalls and urinals in each unit. Both are equipped with stereo system and CD changer. Please call or email Cory @ 330-807-1490 or cjursik@tomssewer.net. (P04)

**WANTED:** Used Wells Cargo UltraLav and Comfort Elite, Ameri-Can restroom trailers or any small shower trailers. Call Jamie Hunter at Hoosier Portable Restrooms 317-439-9383. (P09)

NEW Commercial grade durable restroom & shower trailers. Direct connect to utilities. 1-10 stations. Starting at \$8,000. Call for details 800-680-2902 ext. 103 (P04)

2007 Olympic Trailer: (6) ladies stalls and (2) sinks, (2) mens stalls, (4) urinals and (2) sinks. Heat, a/c and hot water, \$15,000. Olympic trailer (4) ladies stalls and (2) sinks, (1) mens stall, (3) urinals and (1) sink. Heat, a/c and hot water, \$15,000. Call 845-883-7880. (P04)

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

## PORTABLE RESTROOM TRUCKS

Princess II 1,500-gallon on 2016 Hino 268A. 160cfm air-cooled, 45psi @ 7gpm water system. \$103,318. Contact Heather 228-832-0992 or hodo.heather@keithhuber.com (P04)



**2013 GMC 3500:** 16,000 miles, 6.0, auto, air, cruise. Best 300/190, 1-1/2 bucket fill, washdown pump, lift gate. .... \$35,500

**Call 870-238-9481  
or 870-588-1935, AR** P04



**2008 Ford F750:** Stainless steel tank painted red 1,000/400. Under CDL. Only 114k miles. CAT diesel, Allison automatic, hydraulic-driven Conde pump & brakes. Single side service, large storage boxes both sides. 2-unit carrier on back. Great running truck. .... \$28,900

**pflynn@superiorportables.com  
330-733-9000, OH** P04



**1998 Freightliner FL60:** CAT 3126 diesel, 5-speed manual, 400-gallon waste, 110-gallon freshwater. 16' steel flatbed, Masport pump, 239,000 miles. Truck is in excellent condition and runs well. .... \$15,800

**Robert@regalrestroomsllc.com  
443-553-1517, MD** P04



**1999 Ford F550:** 7.3 diesel, A/T, 273,000 miles. PikRite 300-gallon waste, 150-gallon water, PTO/Masport pump, 16' flatbed with tuckaway lift gate. .... \$13,700

**Robert@regalrestroomsllc.com  
443-553-1517, MD** P04



**2005 GMC 5500:** Duramax engine, Allison automatic transmission, Cresent tank (550 waste/200 fresh). Flatbed with Thieman liftgate - carries 6 toilets. 315,000 miles. .... \$13,000 OBO

**Call Scott 717-554-3748, PA  
scott@waltersservicesinc.com** P04



**1992 International 4700 LP:** DT360 diesel, A/T, 700-gallon waste, 300-gallon water, new Masport pump, 307,000 miles. Very clean and ready to work. .... \$14,500

**Robert@regalrestroomsllc.com  
443-553-1517, MD** P04



**2008 Ford F550:** 4x4, 6.4 diesel, automatic. Satellite Module, 650 waste/300 fresh, hydraulic-driven pump. Original owner. 247,000 total miles, 62,000 on new engine. .... \$30,000

**719-657-3022, CO** P04

2008 Isuzu NPR HD: Crescent tank 550 waste/250 fresh, 6-unit carrier, Thieman liftgate, Masport pump. Work lights, dual service. 110k miles, one driver, well-maintained. \$45,000. Pics available 203-748-6906 (P04)

Two (2) portable toilet trucks available: 2007 Chevrolets C5500, Duramax, Allison, 1,500-gallon aluminum tank by Progress (400 fresh/1,100 waste) Masport HXL4DE, two-unit hauler, wash-down pump, new rubber. 313,500 and 286,000 miles. Well maintained. \$19,000 and \$21,000. For pictures contact info@dakotaportabletoilets.com (P05)

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**Complete Portable Toilet service truck mount units** (turn-key), mounted on your truck or ours. Tool boxes, dual work stations, dc10 washdown pump, reversible vacuum pump, hose reel, set up complete, toilet racks available. 1100 waste/400 fresh: \$21,000, 1700 waste/600 fresh: \$23,500. Any custom options or sizes available!

**TexLa Services**  
936-641-3938  
www.texlaservices.com P04



**2012 Ford F-550**, 6.7 diesel/auto., 1,100-gallon Crescent tank, 99,130 miles, \$54,000. **2012 Ford F550**, 6.7 diesel/auto., 1,100-gallon Dyna-Vac steel tank, 72,000 miles w/warranty to 150k, \$44,000. **2011 Ford F550**, 6.7 diesel/auto., 1,100-gallon Crescent tank, 107,000 miles, \$46,000. For additional photos, contact

**Mike 216-990-6658**  
tom@arisrentals.com P04

Portable Restroom trucks for sale, various types; www.portalogix.com/used-trucks or call 585-484-7009. (P05)

1999 Sterling 2006 Imperial 900/450 body. New Masport vacuum. Very clean body. New steers, 276k miles. \$18,500. Rich 612-221-2800 (P04)

2010 Isuzu NQR, Workmate 1050, 165,777 miles, new turbo, completely new (DPF filter) exhaust. Carries 4 toilets with lift gate. Burks water pump. 612-221-2800 (P04)

2012 Isuzu NQR diesel, automatic, Progress tank 900 waste, 350 fresh, Masport pump, two-unit carrier, 140,000 miles, \$39,000. 845-883-5563 (P04)

1997 International 4700: DT466. automatic transmission. 1,000 waste/400 fresh. Runs and pumps, good grease trap truck. \$10,000. 609-859-3629 (P04)

2016 Hino 268 non-CDL portable restroom trucks. 500 fresh, 1,500 waste. Ready to go! Call Larry Towner 770-241-0989, servicegroupinternational@gmail.com (P07)

2007 International 4300 1,350-gallon \$39,500; 2006 International 4300 1,350-gallon \$37,500; 2002 International 4300 1,350-gallon \$21,000. 256-757-9900 or www.pbsos.com (PBM)

**2009 Ford F550:** 4x4, diesel, auto., new 950-gallon 650/300 aluminum tank, Conde SDS6, 115cfm Honda 9hp electric start. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

## PORTABLE SHOWER TRAILERS

Attention large outdoor events promoters and seasonal campgrounds requiring showers, sinks and hot water availability: **FOR SALE:** Two (2) 40-ft. shower containers. 14 shower heads per container, handicap accessible. Trailer and accessories included. For pictures go to www.candsshowers.com. 712-428-6143 or cell 712-880-1250. (PBM)

## POSITIONS AVAILABLE

Rapidly-expanding South Jersey/Philadelphia area portable restroom company is looking for an experienced Operations Manager/Salesperson. Call 856-207-5449 or send resume to mrobinson@robinsonwaste.com (P04)

Lely Tank & Waste Solutions, manufacturer of high quality vacuum tanks for the liquid waste industry, is seeking experienced Sales Professional to service the South-eastern United States. Minimum 5 years sales experience, with previous experience in capital equipment industries. Travel required. Email resume to Clydette Jones - Clydette@bj3industries.com (P04)

Woolpert seeks an experienced CCTV operator to perform push-camera CCTV and small diameter sanitary sewer cleaning assignments. Candidate should be able to operate a CCTV truck and jet-vac truck. Initial work includes overnight shifts, months at a time. Candidates must pass federal background check as required by Federal clients. Please apply online at https://recruiting.ultipro.com/W001009/JobBoard/97967b39-b3fa-4972-8da3-2af68e0ffa86 (P05)

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

## PUMPS



**Fruitland Vacuum Pump Sale!** ALL MODELS! Eliminator packages \$4,875. LUFA- PTO-driven \$3,995. LSFH- Hydraulic-driven \$3,785. Ship anywhere. Complete rebuild service.

**570-673-5055, PA**  
www.watsondieselinc.com P04

2004 Presvac 750 used vacuum pump. \$500. 716-864-4043 (P04)

Moro PM80T Vacuum/Pressure Pump. 3" connection, fan-cooled, suggested tank size 1,000-4,000 gallons. Not used since rebuilt. Call/text for pictures. 928-920-4471 (P04)

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

## RENTAL EQUIPMENT

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

**Submit your classified ad online!**  
www.pumper.com/classifieds/place\_ad

## ROLL-OFF TANKS



**New 4,000-gallon roll-off tank** with new Fruitland hydraulic-drive pump. Use with any roll-off truck. Ready for work. .... \$36,500

**KLM Companies**  
617-909-9044 PBM

## ROLL-OFF TRAILERS

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

## SEPTIC TANK FORMS

Two (2) 1,000-gallon one-piece septic tank molds - \$4,000 ea.; four (4) 1,000-gallon two-piece molds - \$2,500 ea.; four (4) 850-gallon one-piece molds - \$2,000 ea. Package pricing available. Tools and fittings also available. Also available -- New 4" supply/transfer hose for dry cement. Central KY. Call 270-498-4286 leave message. (P05)

## SEPTIC TANKS

2012 Masport HXL3 Model #12628. Ran for a total of 3 hours. 450 gallons. Please call Kevin at 530-275-8113. (P04)

## SEPTIC TRUCKS



**2002 GMC 7500:** 3126 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 \$41,500 OBO

**For more info call 973-703-3345**  
or 845-744-3536, NY P04

## SEPTIC TRUCKS



**Turn-Key Vacuum Tank Units:** 3,600-gallon, unit mounted on your truck or ours; \$23,500. 2,500-gallon truck units; \$20,000. 1,500-gallon truck units; \$17,000. Self-contained vacuum skids, 1,000-gallon; \$11,000. 2,500-gallon painted tanks ready to mount; \$13,000. PortaPotty trucks and any custom options or sizes available!

**TexLa Services**  
936-641-3938  
www.texlaservices.com P04



**BRAND NEW-NEVER USED:** 3,750-gallon steel tank, with all new pumping components, reconditioned Masport 400cfm, mounted on a 1997 International 4900 - 52,000 GVW. DT466; 9-speed manual. 269,492 miles. Tires 90+%. ..... Asking \$47,900 OBO  
**612-559-3456, MN** P04



**1993 International 9400:** 3,250-gallon Lely tank. Masport pump. 12 new tires. New pipes, new valves. .... \$35,000 OBO  
**Tony 509-954-8614, WA** P04

2002 Sterling LT9500: 4,600-gallon Progress aluminum tank, 480,000 miles, Wittig liquid-cooled pump (rebuilt in 2015), 9-speed. New transmission and clutch in 2014. \$40,000. 2002 Sterling LT9500, 4,000-gallon steel tank with lift and full-opening back, 374,000 miles, Wittig liquid-cooled pump, 9-speed. New transmission and clutch 2015. \$25,000. Both trucks are in good shape mechanically and run well. For pictures and more information call 651-248-2003 or email clarissa\_clymer@yahoo.com (P04)



**1988 International 8300:** 3,280-gallon Erickson tank. Masport pump. New pipes, valves. 10 new tires. .... \$20,000 OBO

**Tony 509-954-8614, WA** P04



**1956 Peterbilt 357:** 2,300-gallon Erickson tank. 10 new tires. 13-speed. Parade/work vehicle. Unique. .... \$40,000 OBO

**Tony 509-954-8614, WA** P04



**2009 Freightliner M2:** 260,000 miles, 10-speed, air-ride. 3,200 waste, 400 water. Progress aluminum tank, hoist unit with 36" manway. 957NVE blower, CAT 18gpm/4,000psi jetter with recirculator for winter, heated valves. New truck arrived - This one must go! ...\$85,000 OBO

**Call 815-933-7600, IL** P04



**1995 Mack CH600** w/350 engine, air conditioned, 9-speed Fuller transmission, fresh clutch, brakes, air compressor, tires, 4 spare rims. 1/4" 316 stainless tank w/air lift, rear discharge air-operated overhead spreader system. Battioni vacuum pump, and new spare pump and other pump parts, valves, 300' hoses etc. Ready to work, owner retiring.

**Bill 920-373-4168, WI** P04

1995 Freightliner FLD120: 235,000 miles, 370 Cummins N14, 10-speed transmission, 4,200-gallon tank with 460 Challenger pump. 6" dump, 4" intake. New hose trays. 603-387-0210 (P04)



**2006 Kenworth T800B:** 335hp, CAT 6-cylinder diesel, ACERT engine, 298,876 miles. 8-speed RoadRanger transmission, a/c, cruise, 3,500-gallon Imperial tank. 110-gallon fuel tank, Wittig vacuum pump. New tires, clutch, brakes. Runs great. Regular PM maintenance, new inspection. Hoist unit with full opening rear door. .... \$88,000

**800-433-2070, PA** P04



**2010 Ford F750:** 2,300-gallon tank, 5-speed, Masport pump, heated valves, a/c, cruise. Great condition, 170k miles. .... \$57,500

**Call 856-297-8301, NJ** P04



**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

**Call Jeff 760-749-3600, CA** P04  
or email [abell.jeff@gmail.com](mailto:abell.jeff@gmail.com)

2005 Peterbilt pumper: 136k miles, 2,300 gallons sewage/200 gallons freshwater, single axle, Fruitland pump, jetter, full-tilt bed, full-open hatch. For more information/pictures email [clarkreaves@hotmail.com](mailto:clarkreaves@hotmail.com) (P04)

**Wanted to Buy:** Septic truck w/ full lift and full-opening rear door. 3,200 - 4,000 gallon. Late model in excellent condition. Contact D.J. 575-526-5442. (P04)



**2004 KW/Progress T300:** Turn on a dime! Very maneuverable. Recent truck and trailer suspension work. All receipts available. Certified for one year. Will deliver to border. Wallenstein 750 vacuum pump with hydraulic drive. 10-speed and 330hp CAT. Low hours and mileage. .... \$75,000

**Darren 403-363-1906, AB** P05



**2007 Kenworth:** 3,600-gallon aluminum Progress tank, 300hp, 10-speed, 332,000 miles, Challenger pump, jetter system. .... \$72,500

**832-777-7540, TX** P05



**2001 Freightliner:** 6-speed manual, 2,500-gallon tank w/rear dump, heated valves, Battioni 8000 vacuum pump. Ready for work. .... \$35,000 OBO

**724-837-6084, PA** PBM

2007 Freightliner M2 Business Class: CAT C7 250hp, 6-speed manual transmission, air-ride suspension, 33k GVW, 129k miles. (2) 50-gallon aluminum fuel tanks, aluminum rims, new virgin tires. New 2,500-gallon vacuum tank, Jurup LC420 vacuum/pressure pump. Top and rear manways, (3) 5" sight glasses, 3" inlet, 4" or 6" discharge, lined hose trays. LED light package, large stainless steel tool box. Best of everything! This is a premier pre-emission truck. \$56,500. Includes delivery to lower 48! Call or text 734-309-2093 or e-mail [accuratefabrication@live.com](mailto:accuratefabrication@live.com) (P04)

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

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**2005 Freightliner M2:** non-CDL, auto., a/c, 1,850-gallon TST tank, 167k miles. .... \$45,000

**Herm1029@gmail.com**  
**402-578-5200, NE** P04



**1995 Mack CL713** septic truck, 4,000-gallon tank. Good shape - runs every day. .... \$39,000

**Call or text 814-592-8719, PA** P04



**1995 International 8100:** International diesel, 2,800-gallon tank, lots of new parts, great condition. Needs nothing. .... \$18,000 OBO

**Call 518-791-8476, NY** P04



**1984 Freightliner Classic:** N13 Cummins. 10,000 mile in-frame rebuild. 2,000-gallon tank with scissor lift and Challenger pump. Good tires. ... \$24,000 OBO

**Call Troy 715-644-8897, WI** P04



**2013 Dodge 4500** with 40,000 miles. One owner. Brand new 2016 model 1,600-gallon tank - never been used. Jurop pump with jetter. .... \$90,000

**Text/call Jerry**  
**918-381-9072, OK** P04



**2002 Sterling Acterra:** 2,500-gallon tank - 2,250 waste/250 water. Masport HXL400WV, jetter 2,000psi @ 10gpm. 377K miles. .... \$30,000 OBO

**513-317-3671, OH** P04

2006 Kenworth T800 quad-axle cab & chassis with a 2001 Somerset 4,500 U.S. gallon, full-opening rear door, vacuum tank and Robushci Series 65 vacuum blower. (Stock# 8893C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

Pre-owned 3,000 U.S. gallon carbon steel vacuum tank with a Masport H75W vacuum-pressure pump installed on a 2000 Mack CH613 cab and chassis. (Stock# 8498C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

New 4,000 U.S. gallon aluminum vacuum-pressure tank. Mounted on 2016 Peterbilt 348 cab and chassis with a Masport HXL400WV vacuum-pressure pump package. (Stock# 13670) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2000 International 2674 triaxle with 4,000 waste/200 water, Wittig RFL100 vacuum pump and Harben jet pump system. (Stock# 9982V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

New 4,000 U.S. gallon aluminum vacuum-pressure tank. Mounted on 2016 International 7500 cab and chassis with a Masport HXL400WV vacuum-pressure pump package. (Stock# 13665) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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)

2008 International 4300 with 2,500 C/S vacuum tank unit and Masport pump with washdown-type system. (Stock# 1537C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (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)

**2004 GMC 7500:** Duramax diesel, 250hp, 6-speed manual. 1,700-gallon vac tank, Jurop pump. **www.pumpertrucksales.com**. Call JR. @ 720-253-8014, CO. (PBM)

**NEW 2015 International 7300:** w/warranties, MF-DT engine, 230hp, 6-speed, new 1,850-gallon vacuum tank, new WV75 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)

**1996 Western Star:** Detroit Series 60, 18-speed transmission. Hendricks suspension. 3,365-gallon vacuum tank, Masport 400 pump. **www.pumpertrucksales.com**. Call JR. @ 720-253-8014, CO. (PBM)

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

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## SLIDE-IN UNITS

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Call 716-474-7013, NY P04



**New Aluminum Tanks.** All sizes available. 950/300 gallon - \$14,250; 1100/400 gallon - \$15,250; 1,900/400 gallon - \$22,000; 2,500 gallon - \$23,000; 2,800 gallon - \$24,000; 3,500 gallon - \$25,000; 4,000 gallon - \$26,000; 4,200 gallon - \$29,000

Lane Vacuum Tank, Inc. P05  
Call Rodney Lane 270-832-3793



**2011-2012 ITI Stainless Tanks:** 105 bbl., 232" length x 76" diameter, 4,615 gallons. 3/16" stainless steel, heated valves, sight glasses. National Vac 4310 pumps included. Approx. 4,800 lbs. \$18,000 each. 30+ available. Also available: 90 bbl. tanks. Delivery available. More photos at [www.stanleystrucksales.com](http://www.stanleystrucksales.com) Call Stanley's Truck Sales, Dayton, Ohio

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or 937-430-4093 P04

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570-673-5055, PA  
[www.watsondieselinc.com](http://www.watsondieselinc.com) P04

**Vacuum Tanks - New:** Sizes from 1,000-4,300 gallons. All complete! Delivery available. [www.JEagleTanks.com](http://www.JEagleTanks.com). Contact Jerry: [JEagleTanks@yahoo.com](mailto:JEagleTanks@yahoo.com) or 800-721-2774. (PBM)

3,000-gallon aluminum vacuum tank, \$9,500 OBO. 2,000-gallon lined steel vacuum tank 500 fresh/1,500 waste \$5,500 OBO. Call/text 928-920-4471 for pictures/details. (P04)

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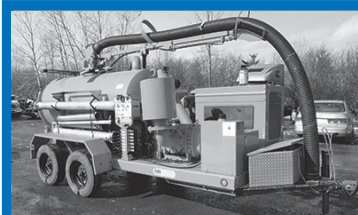
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**Imperial Vacuum Trailers:** In stock, 6,000- and 6,300-gallon aluminum single-compartment Imperial vacuum trailers.

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**2006 PipeHunter 848V8:** Only 148 hrs! PipeHunter vacuum sewer excavator. Pump: Trailer-mounted John Deere diesel 80hp. Unit is in excellent condition, ready to work. May be able to help with financing. .... \$39,500 OBO

Text 315-491-0351, NY P04



**2010 Arco** 6,000-gallon aluminum vacuum trailer. 35' long. ....\$60,000

631-566-4209, NY P05

2002 Super Products Camel 3-cubic-yard vacuum trailer with Roots 412 blower package. (Stock# 0197C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648) (PBM)

2002 Peterbilt 379 tractor with Wittig RFL100 pump package – Presvac 5,460 C/S vacuum tank trailer. (Stock# 0197C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648) (PBM)

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## TRUCKS - MISCELLANEOUS



**2012 Peterbilt 388:** 290k, 18-speed, Cummins 525hp, 20k front axles, 46k rears. Pete air trac suspension, J&J 110 bbl. tank, Fruitland 500 vac pump. Ready to work. .... \$77,900

570-954-0831, WV P04



**Two (2) Keith Hubert Dominators:** 1995/1996 Mack CH600s, good working condition, still in use. 450K +/-, well maintained. \$110,000 for both OBO. Call for details.

601-953-16277, MS P04



**1989 Ford LTL9000** with a 425hp 3406 CAT and 8LL transmission. 3,500-gallon Transway industrial hoisted tank and Transway 1200 pump (650cfm). Truck does need a new pump to lift tank but all the plumbing is there. Very good starter truck capable of pumping, long runs and deep lift stations. Two new steer tires, no rust. Pumps like an animal! .... Asking \$16,000 OBO

Vinny 845-674-7790, NY P04

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**1999 Kenworth T-800** w/4,000-gallon dumping tanker w/ vibrator. Stainless hose racks. N14-460E Cummins, RT016908LL transmission, 15,000 pusher, 46,000 rears, 426/65/22.5 steers, 11r22.5 rears. 633,000 miles. ...\$35,000

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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)

## VACUUM LOADERS



**1997 Ford Louisville Guzzler** vacuum excavator: Totally refurbished, designed for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. Slurry, gravel, sludge, liquids. Ready to work. \$125,000

**617-212-0162, MA** P04



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

**617-212-0162, MA** P04



**1996 Guzzler Classic** vacuum truck Ready to work! 18" blower, wet/dry, Ford L9000. Engine rebuilt in 2015. \$75,000. Other vacuum trucks available; 1999 King Vac chassis and tank only - \$40,000; 1989 Guzzler with SS tank, pony engine rebuilt, ready to work - \$50,000; All three trucks for \$150,000

**Call Tom 423-240-9737, TN** P04

2001 GapVax 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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**Wanted to Buy:** Septic truck w/ full lift and full-opening rear door. 3,200 - 4,000 gallon. Late model in excellent condition. Contact D.J. 575-526-5442. (P04)

**Wanted:** Good condition 2004 to 2008 under-CDL pump truck with 1,800 to 2,200-gallon tank and PTO pump. Email team@oneworldenv.com (P04)

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1997 NLB 40250D Water Blaster: 4-10gpm max, 40,000psi, 350hp Cummins, 1,700 pump hours since new. Packaged in 20-ft. container. Asking \$76,000. Phone 510-887-7500; [www.sierraequipmentcompany.com](http://www.sierraequipmentcompany.com) (P04)

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