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Acquisitions and 24/7 service built
Wm. P. McGovern Inc. into a diverse
company covering four states **Page 18**

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ONE STEP AT A TIME

A slow, steady approach to building
revenue and adding services pays
dividends for an Ohio pumper **Page 34**

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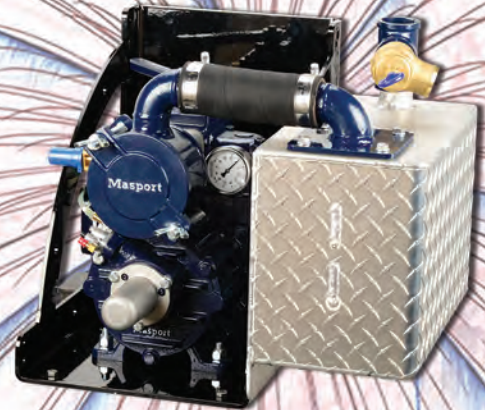
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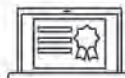
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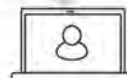
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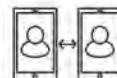
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- Kyle Rogers

Reliable 24/7 service and acquisitions have allowed Wm. P. McGovern Inc. to become a multifaceted company covering four states.

ON THE COVER: Wm. P. McGovern Inc. is constantly expanding wastewater and site services and territory across Pennsylvania, Delaware, Maryland and New Jersey. Owner Bill McGovern is shown with his sons, from left, Andrew, Steve and Bill Jr. The service truck in the background is a Peterbilt 338 carrying a tank from Imperial Industries and a Masport pump. (Photo by James Robinson)

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


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



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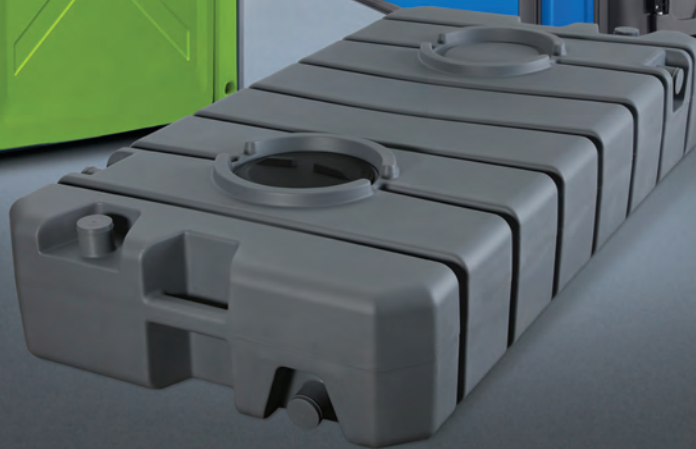
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

Neighbors on Septage Disposal: It's Not Our Problem

They create the waste, but homeowners in one Virginia county say 'no way' to a septage transfer facility in their backyard By Jim Kneiszel, Editor

About 21,000 homeowners in Fairfax County, Virginia, utilize septic systems. Their waste represents 49 percent of the sewage generated by the county in a northern part of the state. Further, 3,200 restaurants and other businesses have grease traps that need pumping and transfer to sewage treatment plants.

So how many of those decentralized wastewater system users understand the need for a septage receiving facility and wouldn't mind it being located in their community? Roughly none, it seems.

Looking to decommission an aging waste transfer site, the county hired a consultant to identify a location for a new facility that would ensure environmental safety, effective land use, major road access for pumpers and adequate pipe size to convey the waste into sewers. One potential site on public land jumped out as the most suitable, at Lake Fairfax Park. The knee-jerk reaction from nearby residents was predictable: Not in my backyard!

As is so often the case when wastewater issues arise, neighbors to the proposed transfer site came to a meeting — petition in hand — to share their opposition. They claimed the receiving station wasn't necessary. They said it would threaten a nice park. They said it would cost taxpayers a lot of money. They criticized the approval process and said neighbors weren't informed about the plans.

TAKE CARE OF YOUR WASTE

These are all common reactions anytime people don't want — or don't understand — a proposed land usage in their neighborhood. The vociferous — and often irrational — response is often described by the acronym NIMBY, or Not In My Back Yard.

One of the ironies pumping professionals face is that folks are perfectly happy to adapt to septic systems when it allows them to move from the city to a bucolic country setting, but they don't want to take responsibility for safely disposing of septic tank sludge they produce. That goes for following proper pumping intervals, recognizing the efficiencies of land application or the need for a septage receiving station.

I don't want to dwell specifically on the controversy in Fairfax County, as it was reported by several media outlets recently. It's just one example of the disconnect people have when it comes to generating and then dealing with the waste they produce.

Pumpers are caught in the middle of these swirling NIMBY battles on a regular basis. As an industry we need to work to counter unfounded claims and calm fears often born of ignorance about proper septic maintenance and sound disposal practices. You don't ask to be thrust into these argu-

One of the ironies pumping professionals face is that folks are perfectly happy to adapt to septic systems when it allows them to move from the city to a bucolic country setting, but they don't want to take responsibility for safely disposing of septic tank sludge they produce.

ments, but as the expert in wastewater hauling, you must sometimes bring a rational voice to the conversation.

The controversy over a septage receiving station seems quite benign when compared to permitting for land application near suburban population centers, for instance. It seems that those implementing the receiving station or the local pumping community could easily show justification for a new facility and calm fears over odors or pollution.

SUCCESS STORY

Pumpers could explain the economic impact of failing to provide adequate dumping opportunities for sludge they collect throughout the county. A convenient transfer site will shorten disposal runs, most likely holding down costs to the end user. Further, an additional or updated facility will enhance safety and reduce problems like odors, spillage and truck traffic.

Health officials could explain that modern septage receiving facilities are clean, efficient and unobtrusive to neighbors. I would welcome them to point to the successful Livingston County, Michigan, facility we featured in a *Pumper* story and video presentation. See the story, "Dumping Done Right," and a video here: www.pumper.com/editorial/2014/03/dumping_done_right.

The Michigan facility is a model for the industry. About 20 pumpers shared their ideas for the design, resulting in efficient and trouble-free disposal stops of about 20 minutes, with drive-through bays and computer printouts of dump tickets. The building was constructed to look like a modern brick firehouse, taking the aesthetic concerns of area residents into consideration. It shows what can be accomplished when the public and private sector work together to solve a wastewater hauling challenge.

As for the reaction to the proposed septage receiving station in Virginia, pumpers and health department officials should patiently answer the ques-

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tions from irate residents and seek to educate the public on the importance of safe and effective wastewater disposal. And the homeowners using septic systems should understand their concern about wastewater shouldn't begin and end with the flush of the toilet.

DON'T MISS OUT ON COVERAGE

Our State of the States feature in *Pumper* is 3 years old. We've written stories about many state and provincial wastewater trade associations covering most of North America. It's enlightening to see how issues differ from the southeast United States in Florida to the western reaches of Canada in British Columbia. It's good to follow how these grass-roots groups work to enhance the professionalism of onsite and pumping industries — and in so doing improve the environment of their friends and neighbors.

We look forward to talking to professionals in the remaining regions. Writer Doug Day has had no response from trade associations in Delaware, Idaho, Kentucky and Maine. He has also called on regulators in states that don't have organized wastewater associations. Those are Hawaii, Louisiana, Nevada, New Jersey, North Dakota, Rhode Island, South Carolina, Utah, Vermont, West Virginia and Wyoming.

If you are involved in associations in the states yet to be featured, or if you are a regulator in the wastewater field where no association has been established, please contact me so we can bring light to industry initiatives in your area. In some cases, it's possible we have the wrong contact person for some of these states. I'd appreciate your help in rectifying that so we can be sure to truly provide coast-to-coast coverage of the industry.

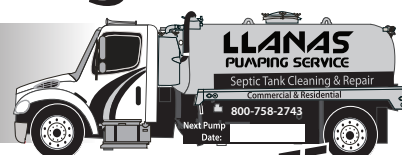
In addition to the State of the States (or Provinces) feature, we track wastewater news from across the U.S. and Canada every month as part of our Rules and Regs column. From those reporting efforts, we have a suggestion for leaders of the many regional trade groups: Look to update your website with new content on a more regular basis.

Just like any business going online, constantly adding new information will make your web presence more relevant for association members and the general public who visit to learn more about their onsite systems or wastewater hauling options. It appears that too many trade association websites suffer from neglect — whether it's through turnover in leadership or lack of volunteer content contributors.

The first rule of a dynamic web or social media presence is keeping materials fresh. Be sure to post contact information for your latest slate of association officers. Seek out contributions from your members, whether it's a legislative update, company ownership changes or updates, or photos of work being done in the field. The more you post, the more exciting your website will be — and that will prompt a lot of return traffic from people who want to learn more. ■

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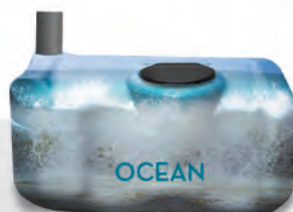
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Acquisitions are cover star Bill McGovern’s go-to method for growing his company. One key part of his business purchases was the addition of wet/dry industrial loaders that have helped to double his business in the last 10 years. Read more about how McGovern has expanded his services and grown his business in this exclusive online story.

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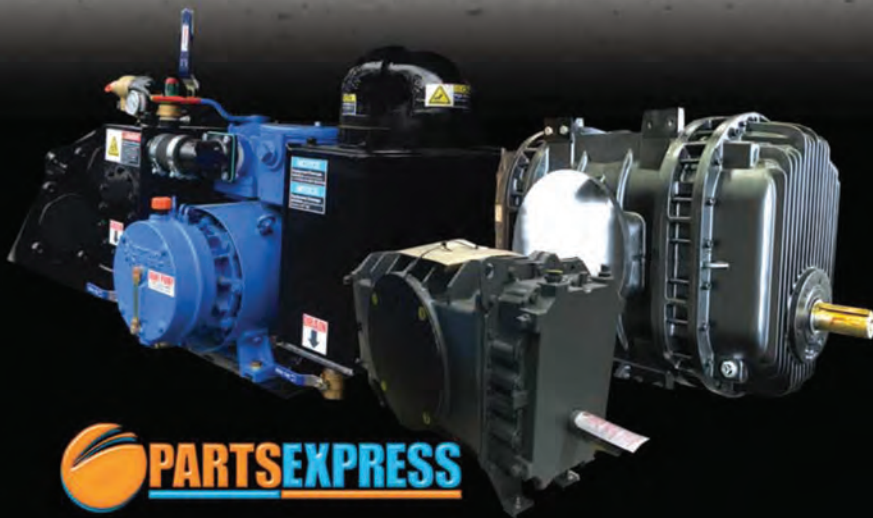


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Bill McGovern is surrounded by his sons, from left, Andrew, Steve and Bill Jr. The 1990 Peterbilt truck is hauling a 1937 Chevy with a wooden barrel tank that's used by the company in parades. (Photos by James Robinson)

ROCK AROUND THE CLOCK

Profile

Wm. P. McGovern Inc.
West Chester, Pennsylvania

OWNER: Bill McGovern

FOUNDED: 1974

EMPLOYEES: 76

SERVICE AREA: 200-mile radius around headquarters covering parts of Pennsylvania, Delaware, Maryland and New Jersey

SERVICES: Septic tank pumping, grease trap service, bulk waste hauling, portable restrooms, storage containers, onsite installation and repair, municipal services

AFFILIATIONS: Pennsylvania Septage Management Association, National Association of Wastewater Technicians, Portable Sanitation Association International

WEBSITE: www.mcgovernseptic.com



Reliable 24/7 service and acquisitions have allowed Wm. P. McGovern Inc. to become a multifaceted company covering four states *By Kyle Rogers*

When Bill McGovern was last featured in *Pumper* magazine, he was already an industry veteran with more than three decades at the helm of a successful Philadelphia-area septic pumping business. But the owner of Wm. P. McGovern Inc. kept looking for opportunities. In the 10 years since, the business has doubled in size, and late last year consolidated satellite offices into a large central headquarters.

Acquisitions while maintaining a high level of customer service — the same factors that led to early success — have continued to be the keys, says McGovern.

“Just buying smaller companies is how I’ve grown over the years,” he says. “You buy one here, you buy one there, and eventually their customers become yours. I think that’s the best way to grow. And our service is the other thing. We’re basically a 24/7 operation.”

(continued)

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Left: Technician Nicolas Lema connects a vacuum hose to a service truck with an Imperial Industries tank and Masport pump.

Below: Lema provides vacuum service to the Avon Grove School District in West Grove, Pennsylvania.



GROWING OVER THE YEARS

Wm. P. McGovern Inc. is based in West Chester, Pennsylvania, where the company moved into its new headquarters last September — a 68,000-square-foot former Pepsi distribution warehouse. The 200-mile-radius service area covers parts of four states (Pennsylvania, New Jersey, Maryland and Delaware), and a team of 76 employees provides a variety of services from septic pumping and portable restroom rentals to bulk waste hauling, excavation, and onsite installation and repair. A sister company, McGovern Environmental, was founded in 2006 when the menu of services grew further thanks to the addition of industrial vacuum loading equipment.

The company owns more than 200 pieces of equipment, including three Presvac Powervac 3800 industrial loaders, 40 vacuum trucks, 25 tractor-trailers, six portable sanitation service trucks and six box trucks with jetters (US Jetting). Peterbilts and Macks make up the truck fleet. Most of the tanks come from Vacuum Sales out of New Jersey, and Masport is the primary pump supplier. On the portable restroom side, the company owns about 1,000 PolyJohn units. The excavation division is equipped with three backhoes, two skid-steers, a bulldozer (CASE Construction Equipment) and four Peterbilt dump trucks.

That shows how much Wm. P. McGovern Inc.

Technician Alfonso Bahena works with one of the company's industrial vacuum loading trucks from Presvac Systems.



has grown over four decades, after McGovern started the company in 1974 when he was just 18. The driving factor behind much of the growth has been acquisitions, both initially and in recent years. In total, McGovern has ac-

“ We run seven days a week pretty hard. ... We're not shut down for too long. That's how we've grown over the years — taking calls that others won't go on because it's an inconvenient time. **”**

— Bill McGovern

quired about seven other businesses, but the company doubling in size the last decade was bolstered by one buyout in particular.

“I bought a pretty good-sized company back in 2006. That really gave me a boost,” McGovern says. “That one included 15 tractor-trailers, two Presvac units and around seven pumper trucks. The others were small two- or three-truck operations.”

BUY CAUTIOUSLY

McGovern says he is always on the lookout for buying opportunities. That is perhaps why he has often been approached by business owners looking to sell. About half of his acquisitions have been completed that way. McGovern says the primary lesson he's learned is the importance of having trust in the person you're buying from.

“Once you sit down and talk to them, you can figure out whether you can trust them or not,” McGovern says. “If you have a good idea from the start what the company is all about, it's easier to bring them under your wing and make the changes you need to. I usually let the seller tell me what they want for the business and then I take it from there.”

(continued)

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There are challenges associated with acquisition-based growth though, McGovern notes. First, though he does his due diligence when evaluating equipment, he says there is still a chance of something suddenly breaking down without warning. Second, the primary reason for buying another company is to expand the customer base, and while the opportunity is there, it is not a given.

"You don't know what you're buying exactly when you purchase that customer list," McGovern says. "It's not guaranteed that you're getting those customers. You're getting their phone calls at first, but they might call you the one time and not the next time. You never know."

That's where McGovern's dedication to quality and prompt service provides some assurance that a newly acquired customer list has a strong chance of turning into paying customers.

"We run seven days a week pretty hard," McGovern says. "We're typically operating from about 3 a.m. to 7 p.m. We're not shut down for too long. That's how we've grown over the years — taking calls that others won't go on because it's an inconvenient time."

GREASE RELIEF

Grease trap work has been a significant growth area for the company in recent years, largely because of its ability to respond immediately to emergencies.

"We do work for a lot of food chains in the cities, like Philadelphia and Baltimore," McGovern says. "I think it's our level of service that has helped. When you have a grease problem, it's always at night or on weekends, and a lot of businesses don't answer the phone. We even have competitors recommending us on weekends."

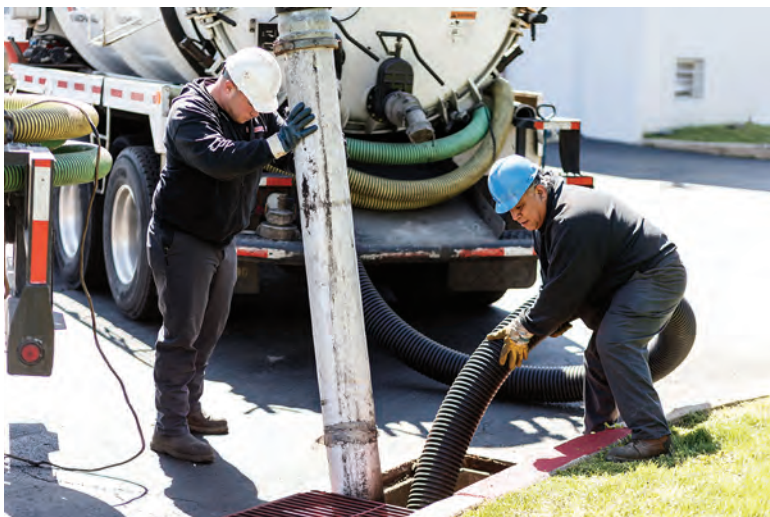
Grease trap work makes up about 25 percent of the workload, about equal to the amount of residential septic pumping the company now takes on. With a large service area, providing a quick response to grease trap emergencies is the top challenge, says McGovern, but the company is typically able to keep the response time for even the farthest service calls to four hours or less.

"When you're 100 miles away, it's hard to get there as fast as the customer would like you to, but we manage it," he says. "Some of the food chains we deal with want you there within four hours regardless of the time of day. That's in the contract for some of them. If you can't do it, you don't get the business."

THE CREW IS READY

Having dedicated technicians on call at any given time is McGovern's answer to providing quality emergency service.

Alfonso Bahena and Lincoln Edwards, of Wm. P. McGovern Inc., clean out a storm drain using one of the company's Presvac Systems vacuum loaders.



She's going strong at 90

Bill McGovern has been in the septic service business for a long time, starting Wm. P. McGovern Inc. in 1974. But there is another family member who surpasses McGovern's longevity — his mother, Helen. At age 90, she has been involved in the industry for nearly 60 years, first as manager of one septic company and then assisting with her son's startup.

She continues to work to this day, reporting to the company's West Chester, Pennsylvania, headquarters four days a week to do payroll and handle the bills following McGovern's approval.

"She's still pretty active," McGovern says. "She's been handling the same duties here since we started."

In 1958, Helen began working for John F. Lynch Septic after the death of her husband.

"There was no real attraction to the business," she says. "I just needed a job to support four small children on my own."



Helen McGovern, 90, still works every day at her son's company, Wm. P. McGovern Inc.

"I've enjoyed meeting and talking with people. It's been very exciting to help my son grow the business and amazing to see it go from one customer to almost 65,000 customers."

— Helen McGovern

McGovern was 2 years old at the time, and over the subsequent years he often had to tag along with his mother to work.

"We didn't have a babysitter, so I always went to work with her," he says. "After school I would be sitting there with her and that's how I kind of started to learn the business."

When the owner of the business died and the company switched hands in the early 1970s, Helen wasn't kept on. It was not long after, though, that she was helping McGovern launch his own pumping company. John

F. Lynch Septic didn't end up surviving under the new ownership, and the McGoverns found themselves purchasing the company's assets, establishing the acquisition trend that has led to much of Wm. P. McGovern Inc.'s growth.

While Helen's start in the pumping industry may have been solely out of necessity, she's enjoyed the many years since, which is why she still finds herself coming to work regularly.

"I've enjoyed meeting and talking with people," she says. "It's been very exciting to help my son grow the business and amazing to see it go from one customer to almost 65,000 customers."

And McGovern says he's learned a lot working alongside his mother all these years.

"Just being honest with people," he says of the biggest lesson. "She's probably the most honest person I know. And being nice. She's always smiling."

Many are longtime employees. Every day, the company has two vacuum truck drivers, two tractor-trailer drivers and one portable restroom technician on call. One dispatcher is also on call.

"We run it just like we do during the day," McGovern says. "The dispatcher takes the call and then calls one of the drivers."

The many years of experience have helped McGovern gauge a good number of drivers to keep on call. Because of the growth of the company, a six-week rotation is used. Reliable 24/7 emergency service is maintained while still allowing reasonable work schedules for crew members. "A driver has to worry about being on call only one week about every two months," McGovern says.

Establishing the new central headquarters rather than having three smaller satellite offices was another of McGovern's solutions for responding quickly to calls over a large service territory. One satellite office still exists in Kennett Square, where the onsite installation and repair business is located, but all other operations are based out of West Chester. The facility is located between the two offices that were consolidated.

"It's a 15-acre facility and right on a main access highway," McGovern says. "It helps to have everything under one roof. Ten years ago, we were serving about a 100-mile radius, but we've moved into New Jersey and Maryland more heavily — partly because of the businesses we've bought out — and are running farther out."

FUTURE INVOLVES FAMILY

McGovern's four children have become more involved in the family business in recent years. His oldest son, Bill Jr., 32, is a service technician. Middle son, Stephen, 30, is a diesel mechanic and in charge of the company fleet. His youngest son, Andrew, 26, holds an engineering degree and does a lot of the company's refinery work where his expertise is beneficial. His daughter, Morgan, 20, has also done some part-time bookkeeping work while she continues in business school.

Though McGovern is still a hands-on business owner, he says planning for the future is helped by his children's involvement. All own shares of stock in the company.

"With my family being here, it's easier to get out and look at ways to expand," McGovern says. "You know you have someone here with interest who you can trust."

But it's not yet time for Wm. P. McGovern Inc. to start preparing to implement a full-on succession plan.

"I'm still at it," McGovern says. "I work six days a week, about 10 hours a day, and I'm not going anywhere. I just turned 60 and I'm still loaded with energy for some reason." ■

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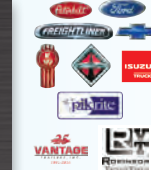


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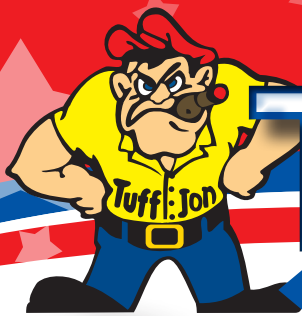
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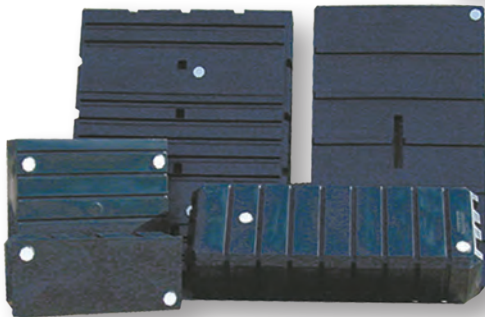
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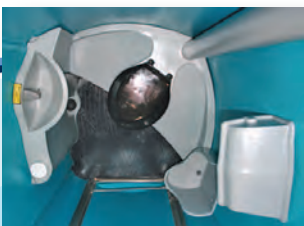


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Minnesota Looks to Ban ‘Flushable’ Designation for Wipes Products

By Doug Day

The Minnesota Pollution Control Agency has proposed a ban on labeling wipes as “flushable” or “safe for septic or sewer systems.” Instead, those products would be required to carry a label saying “Do not flush.” MPCA will seek legislation to enact the ban this year. In its proposal, the agency says, “Disposable wipes — used for changing diapers, personal hygiene, housecleaning, and more — cause major problems when flushed down toilets. Because they don’t break down the way toilet paper does, these wipes clog homeowner and municipal sewer pipes, put stress on community wastewater collection and treatment equipment, and cause cities to spend thousands on premature equipment repair and replacement. Wipes snag on any imperfection in sewer pipes, catch passing debris and grease, and create a ‘ball’ that will grow to plug the pipe.”

Four Minnesota cities are involved in a class-action lawsuit against wipe manufacturers. A federal judge last October put six such lawsuits on hold, saying the government should determine the meaning of “flushable.” Weeks later, the U.S. Federal Trade Commission finalized a consent order that required Nice-Pak Products to stop advertising its moist tissue and cloth products as “flushable” or “safe for sewer and septic systems,” unless it can substantiate the claims.

Also, MPCA says it won’t fine the unincorporated community of Reading, Minnesota, for violating pollution laws over many years. The town has no sewer system, and only one of its 52 properties has a compliant septic system. A notice of violation was issued in 2012 and MPCA says it won’t issue fines as long as the town shows it is trying to solve the problem. Most sewage flows through a tile system and into a creek. The community is petitioning for a sewer district to help garner grant money for a central sewer system, though people who have or install a compliant septic system would not be required to hook up.

Hawaii

With the swipe of his pen on March 11, Hawaii Gov. David Ige has banned new cesspools in the state. The Hawaii Department of Health has been trying to enact the ban for a few years; former Gov. Neil Abercrombie did not sign a previous version of the new administrative rules before leaving office in December 2014.

Hawaii is the last state to enact a ban on new cesspools. They have been allowed on most of Hawaii Island and parts of Maui and Molokai. There are about 88,000 in operation and the state has been approving about 800 new cesspools annually. According to a DOH announcement of the signing, “Cesspools provide no treatment, and inject about 55 million gallons of raw sewage into Hawaii’s groundwater every day, potentially spreading diseases and harming the quality of drinking water supplies and recreational waters.”

The new rules also implement the 2015 law providing a tax credit of up to \$10,000 to upgrade cesspools to septic systems or connect to a sewer sys-

tem. That credit only applies within 200 feet of the ocean, streams or marsh areas, or near drinking water sources. There is a limit of \$5 million in credits annually. Opponents of the ban have argued that many homeowners won’t be able to afford the \$20,000 to \$30,000 cost of a septic system. They say a cesspool can be installed for around \$3,000.

New York

Suffolk County on New York’s Long Island has recognized Long Island Liquid Waste Association (LILWA) certification training and continuing education as the basis for new licensing requirements for Liquid Waste License holders. New rules also require license holders to apply for endorsements for specialized services they provide. There are 11 license endorsement categories ranging from septic tank and grease trap servicing and portable restrooms to haulers, conventional or alternative system installers and service providers. A two-year license comes at a cost of \$400 and includes one endorsement. Each additional endorsement is \$200.

Many of the endorsements will be covered by LILWA training. Other required training includes OSHA 10-hour general industry online training (portable restroom operators), a two-day conventional inspection class (conventional system inspectors), and a one-day innovative and alternative (I/A) treatment system class (I/A installers and service providers, who also must be certified by the manufacturer of the technology being used).

Suffolk County is also conducting a second septic lottery. About 70 percent of the county is served by onsite systems and it would cost \$9 billion to provide public sewer service to everyone. Winners of the lottery get a free advanced wastewater treatment system, including installation, monitoring and maintenance for five years. The county had a similar contest in 2014 and gave away 19 systems valued at up to \$16,000 each; more than 150 people entered the random drawing. The county will decide how many systems to give away this year based on the response to a request for equipment donations from manufacturers.

Rhode Island

A law proposed in Rhode Island would require pharmaceutical companies to pay the cost of collecting and disposing human waste from cancer patients treated with toxic drugs. Companion bills of the Safe Cytotoxic Waste Disposal Act have been introduced in both the state’s Senate and House. While other states have regulations concerning disposal of drugs and medicines, the National Conference of State Legislatures says this is the only bill ever introduced to regulate collection of human waste that may contain the drugs. The act would establish a stewardship program starting in July 2017, funded by drug companies, to cover the estimated \$8 million annual cost of collecting human waste for proper treatment and disposal in order to prevent the toxic substances from getting into the environment from sewer or septic systems.

Mississippi

Due to budget cuts, the Mississippi Health Department has instituted an online system to schedule and document septic system applications and inspections. Rather than needing to go to an office to set up a soil test, it can be scheduled online. Inspectors have tablet computers to document the tests and develop system recommendations, which will be emailed to the consumer. Once the system is installed, the homeowner can contact the local health department for a final inspection.

North Carolina

Some septic system installations are now subject to sales and use tax in North Carolina. Regulation changes this spring caused a lot of confusion among businesses. The sales tax must be charged if a business qualifies as a "retailer" under the law, meaning "the majority of their revenue is from retailing tangible personal property, digital property, or services to consumers." The Department of Revenue publication uses an example of a septic installer with \$5 million in revenue, of which \$4 million is from the retail sale of septic system components and \$1 million is from installation charges. In that case, all sales transactions must be treated as retail sales and would be taxed. However, the new rules state, "A person engaged solely in the business of installing and repairing inground septic tank systems is a real property contractor. The person is not a retailer of repair, maintenance and installation services, no matter that the person may charge a fee for troubleshooting a problem with the septic tank system."

Pennsylvania

The Pennsylvania Infrastructure Investment Authority (PENNVEST) and the Pennsylvania Housing Finance Agency (PHFA) have expanded eligibility for the Homeowner Septic Program that provides low-interest loans to pay for repair and replacement of onsite wastewater systems. Along with eliminating a limit on household income, the application process has been streamlined and a previous cap of \$17,500 for manufactured homes has been eliminated so that \$25,000 is the maximum loan for all properties.

Texas

A Denver man has been charged with a felony for repeated violations involving a failed septic system in a small subdivision near Kerrville, Texas. Corey Abel works for Tobusch LLC, which owns the cluster system that serves 28 homes. The operating permit for the system was revoked and the owners were under orders to have it pumped daily. The charge is unauthorized discharge of waste, connected to alleged malfunctions that deposited raw sewage on the surface since last summer. The Texas Commission on Environmental Quality has also opened an investigation.

Wisconsin

The Wisconsin Department of Safety & Professional Services has issued guidance to confirm what electrical work installers of onsite wastewater systems can do themselves rather than hiring a licensed electrician. The industry has been seeking such an exemption for years, according to the Wisconsin Onsite Water Recycling Association. With the change in state law, onsite professionals can now:

- Lay all the cables in the trench
- Attach the junction box to the manhole riser
- Install any electrical wiring or equipment within any tank
- Connect all conductors associated with the system within the junction box at the dose chamber
- Connect all conductors associated with the system to the nearest disconnecting means at the house

NATION

The U.S. and Canadian governments have agreed to develop plans to reduce phosphorus runoff in Lake Erie over the next two years to cut down on algae blooms. Fertilizers and livestock manure from farms are cited as the primary source of phosphorus, though it can also come from wastewater treatment plants and failed septic systems. The agreement calls for a 40 percent reduction in phosphorus in the central and west sections of Lake Erie, which were hit with large algae blooms in the last few years.

CANADA

British Columbia

A group of neighbors in the Nicola Valley of British Columbia, Canada, pitched in to buy land near their drinking water well to prevent it from being used for land-spreading of biosolids from wastewater treatment plants. The 19 neighbors bought the 320-acre property for \$450,000. It is located about a mile from the water well.

Nova Scotia

A 12-year-old girl's science project has cast a spotlight on a well-known issue along the LaHave River in Nova Scotia, Canada. Stella Bowles has been taking water samples and posting results on her Facebook page, showing that levels of Enterococcus bacteria exceed Canadian health guidelines. Her results have been validated by a government laboratory. Authorities have known of the existence of straight pipes discharging to the river for decades. One community is now discussing a program to remove 600 straight pipes, install septic systems and bill homeowners over 10 years to cover the estimated \$13.1 million cost. ■

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Erik Gunn
is a business writer
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Are Constant Deals and Discounts a Good Strategy?

Ensuring a profit is job one for a small business. How can you offer sale prices and not cripple your cash flow?

By Erik Gunn

Take a look at the advertising circulars that come with your Sunday newspaper and it's not hard to find yourself asking this question — does anything sell for “full price” anymore?

Retailers bombard us with Black Friday bargains during the holiday season. Online booksellers tout prices for best-sellers 40 percent below what is posted on the inside jacket flap. Brick-and-mortar stores slash prices to try to keep up with the deep discounts offered by web-based merchants like Amazon.

And it's not just in retail. In a world where consumers seem to feel entitled to a deep discount everywhere they turn, the pressure is mounting on service businesses like yours.

Competition and a fundamental change in consumer psychology are posing challenges to the old model, when the price structure was supposed to adequately cover the cost of operation and ensure a reasonable return for the work delivered.

This change can be especially vexing, because if you're not careful, you could wind up in a no-win situation: Refuse to offer any discounts or deals at all, and you risk falling by the wayside to aggressively priced competitors. Slash prices indiscriminately, and you're in danger of training your customers to devalue your work — and cutting your own throat in the marketplace.

TAP INTO EMOTIONS

I posed questions about this issue to a cross section of marketing experts. My correspondents came from outside the wastewater industry, yet their niche businesses have some things in common with the readers of this column, and their insights are easily translatable.

Wendy Kenney, who advises auto repair shops and other businesses, explains how deals can serve as a positive force in generating sales.

“The tactic of offering deals is a psychological inducement to encourage customers to take action,” says Kenney, who operates the consulting firm 23 Kazoos based in Sitka, Alaska. “It taps into the person's emotions and may incite them to action because of their fear of missing out on a great deal.”

The way these practices can train customers is demonstrated in the recent turbulent history of retailer J.C. Penney. A few years ago, Penney tried to shift away from a model of frequent sales in favor of “everyday low prices” — and wound up driving away customers in the process, Kenney notes. Penney is recovering from that misstep, but the power of the promotional sale is evident today on any Saturday morning at the department store, “when they offer their ‘Door Buster Deals’ to a store full of ‘hungry shoppers,’” she observes.

BUNDLE IT

Kenney — who in addition to her consulting work is the author of *How to Build Buzz for Your Biz, Tap into the Power of Social Media, Publicity, and Relationship Marketing to Grow Your Business* — suggests many more circumspect approaches that can tap into the customer's instinct to grab a deal and won't send your business in a race to the bottom.

“Offer a package deal,” says Kenney. “Instead of just discounting one common service, bundle together a package of services with one price.”

You can see that at your local auto repair shop, which may offer deals such as an oil change, an air filter replacement and an alignment at a bundled rate lower than the individual services would cost on their own.

“Because it's two or more services bundled together, the customer is less likely and less able to associate a certain price with a certain service, therefore not locking that price in their mind and devaluing your service,” Kenney points out.

If you take that tactic, she adds, “Make sure you always let customers know how much they are saving, or what the value is.” For example, let's say the individual services combined in the bundle would normally add up

to \$100, while your bundled price is \$59.95. “Don't just say the bundled service is \$59.95,” Kenney says. “Say that service is \$59.95 — a \$100 value. Give them context about just how great a deal it is.”

PARTNERS, REFERRALS, SEASONALITY

Perhaps you can team up with other vendors whose product niches don't compete with yours, yet still complement the sort of work you do. For instance, if you pump tanks but don't perform septic system inspections, partner with a contractor who provides semiannual system checks.

“Offer a package deal together so that there is added value and reach,” says Margo Schlossberg, marketing manager for JumpIt Pass, a subscription-based service that helps families find classes for their children in activities ranging from the arts to sports in the Washington, D.C., area.

“The tactic of offering deals is a psychological inducement to encourage customers to take action. It taps into the person's emotions and may incite them to action because of their fear of missing out on a great deal.”

Wendy Kenney

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Schlossberg also suggests offering customers incentives to refer other potential customers — say, a one-time discount on septic pumping for a client who refers a neighbor or friend to you for service.

The medical spa business might not seem to have much in common with what you do, but Julia Avalon, who runs Avalon Medical Spa in Miami, Florida, offers some sensible ideas that aren't limited to laser removal or Botox injections.

If you find your business has ups and downs that follow the calendar, Avalon says, it might be worthwhile to tie deals to certain days of the week or months of the year — discounting routine procedures during slow seasons.

ADD SERVICE

Service contracts can be another way to offer limited discounts without devaluing your main business. One approach would be to provide a contract for continuing service with a low introductory price for the first visit, while the regular maintenance visits that follow would reflect the service's standard price.

Like Kenney, Avalon also suggests package deals "with add-ons a client may not have thought of but do not require a lot of time." Examples in the pumping world could include adding bacterial treatments to septic tanks or cleaning tank outlet filters.

A variation on that approach would be "complimentary add-ons that would bring value to the client and set you apart from the competition," Avalon adds. "This can be done even without lowering the initial price."

Kenney, too, is a fan of throwing in a small — but not meaningless — "added value" bonus. When the customer buys a certain service, give them an extra freebie, not just a token trinket, Kenney says.

"The key is to give something of tangible value. The dollar value of the freebie item doesn't matter, it's the perceived value to the customer," says Kenney. "Basically, give them something they want."

MAKE IT WORK

So are deals and discounts a good strategy? In the current environment, they might be unavoidable. The bottom line is, don't just hand them out like Monopoly money. Be strategic about them and find ways to make them help your business, not just for short-term revenue but long-term sustainability.

If your deals live up to that standard instead of being a no-win burden, they truly can be a win-win opportunity — for your customer and for you. ■

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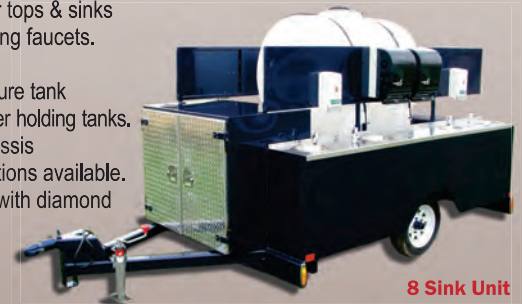
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In a rural area of eastern Ohio, where good jobs are hard to come by, pumper Terry Smith has experienced firsthand the vagaries of the economy. At one time the coal industry was thriving and wages were good, but that didn't last, and it was decades before the area saw another such boom when oil and gas companies came in. But the price of oil has dropped and work related to that industry tailed off.

With these experiences, Smith has learned to take things slow and easy. He doesn't make any sudden moves and runs his company in a conservative and financially safe manner. He tries to roll with the punches, but they never stop coming, whether it's the economy, new regulations or difficulty finding a disposal facility. Perseverance is important for a small family business, he has learned.

Profile

Smitty's Septic Services Barnesville, Ohio

OWNER: Terry Smith

FOUNDED: 1994

EMPLOYEES: 5

SERVICE AREA: 30-mile radius of Barnesville

SERVICES: Septic and grease pumping, drainline cleaning and camera inspection services, portable sanitation



(continued)

ONE STEP AT A TIME

Ohio pumper Terry Smith's slow and steady approach to building revenue and adding services pays dividends over the long haul

By Betty Dageforde

Terry Smith of Smitty's Septic Service, Barnesville, Ohio. (Photos by Amy Voigt)





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Right: Terry Smith, left, and technician Kevin Hoff work together to pump a septic tank in Barnesville, Ohio.

Below: Smith is shown at Smitty's Septic Services with a vacuum truck from Imperial Industries and restrooms from T.S.F. Company and Satellite Industries.



Smith acknowledges that instead of protecting his company, his risk-averse nature may sometimes have the unintended consequence of actually holding it back in some ways. He recognizes a need to invest in technology, for instance. He wants to update the fleet and equipment. While he has steady business from his loyal residential customers, he knows he's got to make a few changes to keep up or maybe even get ahead of the game.

Smitty's Septic Service provides septic and grease pumping, drainline cleaning and camera inspection services, and portable restroom rentals in about a 30-mile radius of Barnesville, Ohio. Smith's team includes full-time drivers Kevin Hoff and Michael Kubat and part-timer Jordan Cook. Phone answering and invoicing is done by part-timer Susie Sellers. Although his wife, Nancy, is not directly involved, Smith considers her a co-owner and a vital element. "She's been very sup-

“ I usually only plan half the day, because it seems like the other half is going to be somebody calling saying, ‘Can you get here today?’ ”
— Terry Smith

@pumper.com

To learn more about Smitty's Septic Services, check out a video interview at www.pumper.com.

portive and understanding and is a very important part of the business," he says. Office work is done at their home, and trucks and equipment are stored in a nearby garage and lot.

EASING IN

Smith's father-in-law, Don Cook, was a self-employed excavator and onsite installer who always had the desire to buy a vacuum truck to tie in with his other work. That vision was finally realized in the 1980s. Smith helped Cook with the septic work, but by then they both were working in the coal industry, which at the time offered very good jobs, and eventually the truck was sold to another pumper.

Within a few years the coal company layoffs started and Smith took a maintenance job at the local bank. A couple years later he tried to buy the vacuum truck back, hoping to pick up work on the weekends. In 1994, a deal was struck, and he not only got the truck back but the pumper's entire business.

Smith continued his full-time job at the bank for two years and pumped tanks on the side. Then he added portable restrooms, which gave him enough extra income to go part time at the bank.

"I didn't think septic alone would allow me to do the full-time thing," he says. "And to me it was just something that went hand in hand with my other work." In another two years he was able to quit his job. Employee No. 1 was his son, Nathan, who worked with him from the time he was 8 right through his college years. Back surgery and a career with a power company prevent Nathan from helping out these days, but Smith says he was a very important part of the business — "and still is; he's a big encourager."

BREAD AND BUTTER

Regardless of economic ups and downs, Smith has steady business from his residential septic customers. For one thing, he enjoys something of a monopoly in his town, as do other pumpers in the area. "The towns are all spaced out about 20 miles apart," he says. "So we've got competitors, but they're not backdoor competitors."

(continued)



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Imperial Industries slide-in unit, and then eventually two Ford F-550s (2002 and 2013) with 680-gallon waste/300-gallon freshwater steel tanks and Masport pumps built out by Imperial, as well as a used eight-unit hauling trailer and a 2008 Chevy pickup with a liftgate that can hold three units.

When oil and gas companies came to the area about three years ago everyone was excited. "You know how they talk about the gold rush? It was no different," Smith says. He knew he could provide a service for them, but also realized if he wanted to get in on the action he had no choice but to make some investments. He says he increased his inventory of units "tremendously" and bought another vacuum truck, a 1998 International with a 1,100-gallon waste/400-gallon freshwater steel tank and Masport pump built out by Keith Huber.

Kevin Hoff returns vacuum hoses to his service rig, an International built out by Imperial Industries and carrying a Moro USA pump.

A first sign of trouble was when competitors started coming in from Pennsylvania. Then oil prices dropped and the whole industry slowed down. "It slammed me hard," he says. "We didn't see that coming at all." Of course, everyone hopes the slowdown is temporary.

Technician Michael Kubat prepares to service portable T.S.F. Company restrooms placed at an oil and gas customer's job site.

Today, Smith has 300 restrooms in his inventory, many from T.S.F. Company, some from Satellite Industries. Most are tan, some are dark green. Besides oil and gas fields, he has units out at ball fields, parks and construction sites. He also does a few local events, the biggest being Jamboree in the Hills, a country music festival attended by over 100,000 people for which he supplies units to the outside campgrounds.



LONG-DISTANCE DISPOSAL

Smith took waste to the local treatment plant for 15 years. But when the Ohio Environmental Protection Agency came in and issued a number of requirements, the treatment plant stopped taking septage from haulers. Smith had no choice but to use a private facility, the nearest being 30 miles away. As a result, his expenses increased. "On the bigger tanks, the dump fee quadrupled," he says. "Then you had 60 miles round trip, so you had more

Smith doesn't provide reminder cards to his customers and admits a lot of his work ends up being emergencies. "I usually only plan half the day," he says, "because it seems like the other half is going to be somebody calling saying, 'Can you get here today?'"

The company uses a Spartan Tool camera, a RIDGID Scout locator and two vacuum trucks — both Internationals (1997 and 1999) built out by Imperial Industries, one with a 1,900-gallon waste/200-gallon freshwater steel tank and the other a 3,600-gallon steel tank, both with Moro USA pumps.

THE OTHER HALF

Portable restrooms generally provide about half Smith's revenue, but the work is unpredictable and less steady. Although he wanted portable sanitation to be the ticket to full-time pumping, he didn't want to risk a lot of money trying it out. He started with six T.S.F. Company units he picked up from pumper Ivan Miller about an hour away in Dundee, Ohio. "My wife and I were just visiting up there and by chance happened to see a lot of his units sitting around, and we stopped in to talk to him," Smith says. A fruitful relationship was born that continues to this day.

He also saved on the startup by using his septic truck to pump restrooms. After he made some money, he bought a Chevrolet pickup with an

Crossing state lines

When the local treatment plant stopped taking waste from septic pumpers three years ago, Terry Smith, owner of Smitty's Septic Service in Barnesville, Ohio, faced a big problem. And the solution wasn't cheap. He'd have to use a private facility 30 miles away in Wheeling, West Virginia. The cost of having all his vehicles go there every day has been tremendous in terms of fuel, lost time and vehicle wear and tear.

He was hoping to mitigate the problem by buying a truck with a 3,600-gallon tank to combine loads and make fewer trips. But what he found out is, because it's a two-axle vehicle and because he has to cross state lines to get to the facility, he's now subject to U.S. Department of Transportation rules and regulations. "We had to get a DOT number and that's just created a mess," Smith says. "There's all kinds of compliance for that. I just didn't realize that was going to happen."

Smith says he's still trying to figure out all the requirements, but knows drivers have to be commercially licensed and interstate vehicles require apportioned license plates so they can be assessed a proportionate amount of road taxes. "And you have to fill out paperwork every day, you have to have the trucks inspected, they can stop you on the road," he says.

Smith still isn't sure his plan to combine loads in the bigger rig will be worth the effort. "I haven't seen if that's going to be beneficial in the long run because of all this compliance," he says.

fuel, more of your time, everything. The only thing good about it was we were able to stay in business."

The treatment plant isn't really to blame, Smith says, but he doesn't think the EPA is looking at the whole picture. "They want a safer environment; they're encouraging homeowners to be more aware of this and get their tanks pumped more often," he says. "And that's perfectly fine. I'm all about that, too. But on the flip side, they don't want to help provide us with any dumping facilities."

WISH LIST

Smith tries to attend the Water & Wastewater Equipment, Treatment & Transport Show (WWETT) every year. "It's nice to be able to talk to people in the same business, and hear the trials and tribulations they're having to go through," he says. He also enjoys seeing all the products. He has a few upgrades in mind for his business when he can manage it and wants to keep up with what's out there.

For instance, on the equipment side he'd like to have a jetter for drain cleaning instead of using a snake. His camera is getting old and should be replaced. He'd like a newer fleet of service vehicles, including a four-wheel-drive vacuum truck, which would work out a lot better for oil and gas work.

He also knows he should have a website and computerize his records, but isn't quite sure how to go about it. "I'm not much of a tech freak," he says. "I don't even have a smartphone." His son-in-law Adam Eccleston was going to come onboard in 2015 after his military career, but those plans have been delayed. "If he had been here I can assure you the technical side of things would have happened," he says.

Despite the challenges, Smith says he's grateful to be a part of the wastewater industry. He'll continue to rely on good customer service, a supportive family and a hardworking crew, and look to grow in a steady, conservative way.

"You see so many things you'd like, but the bottom line is everything costs money and we are just a smaller company," he says. ■

“ They want a safer environment; they're encouraging homeowners to be more aware of this and get their tanks pumped more often. And that's perfectly fine. I'm all about that, too. But on the flip side, they don't want to help provide us with any dumping facilities. ”

— Terry Smith

MORE INFO

Imperial Industries, Inc.
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www.imperialind.com
(See ad page 57)

Keith Huber Corporation
800/334-8237
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Masport, Inc.
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www.masportpump.com
(See ad page 3)

Moro USA, Inc.
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www.moroussa.com
(See ad page 7)

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www.ridgid.com

Satellite Industries
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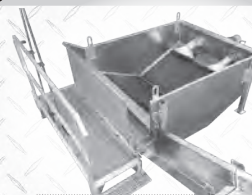
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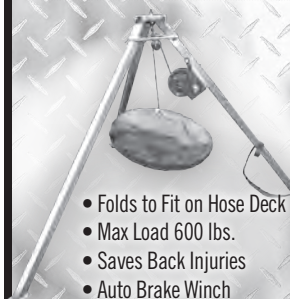
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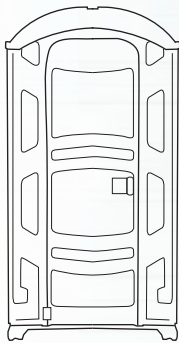


"The bitterness of poor quality remains... long after the sweetness of low price is forgotten."

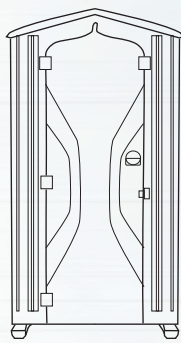


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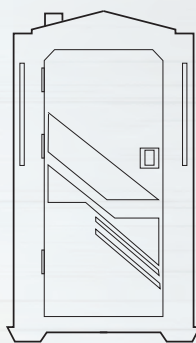
If you want to remain the same just keep doing the same thing over and over.



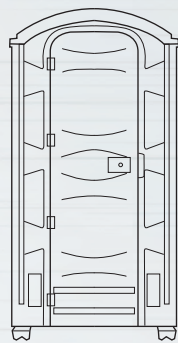
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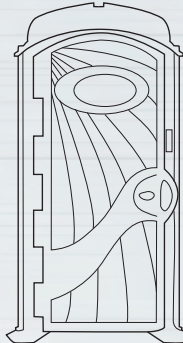
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Age 30+ Years



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Age 20+ Years

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BLOWER & VACUUM PUMP MANUFACTURER DIRECTORY

	MANUFACTURER — COMPANY	PUMP MODEL #	BLOWER MODEL #	RECOMMENDED TANK SIZE (GALLON)	MAXIMUM VACUUM (HG)	MAXIMUM PRESSURE (PSI)	NET WEIGHT (LBS)	NUMBER OF VANES	AIR, FAN OR LIQUID COOLED	RPM RANGE	NUMBER OF LOBES	HORSEPOWER (BHP)	PORT /PIPING
See ad page 59	Elmira Machine Industries 20 Martins Ln. Elmira, ON N3B 2A1 Canada 800-801-6663 • 519-669-1541 (f) 519-669-8331 info@elmiramachine.com www.wallypumps.com	Wallenstein 30		50 - 1,800	28"	35	20	4	Air	500 - 1,750			
		Wallenstein 151		50 - 1,800	28"	35	100	4	Air	500 - 1,750			
		Wallenstein 202		50 - 1,800	28"	35	160	3	Fan	500 - 1,200			
		Wallenstein 302		50 - 1,800	28"	35	185	3	Fan	500 - 1,200			
		Wallenstein 402		50 - 1,800	28"	35	200	3	Fan	500 - 1,200			
		Wallenstein 403		1,800 - 4,300	28"	35	245	3	Fan	500 - 1,200			
		Wallenstein 403LN		1,800 - 4,300	28.5"	35	245	3	Liquid	500 - 1,200			
		Wallenstein 553		1,800 - 4,300	28"	35	300	3	Fan	500 - 1,200			
		Wallenstein 753		1,800 - 4,300	28"	35	340	3	Fan	500 - 1,200			
		Wallenstein 753LN		1,800 - 4,300	28.5"	35	340	3	Liquid	500 - 1,200			
		Wallenstein 1054		3,200 - 10,000	28"	35	700	5	Fan	500 - 1,100			
		Wallenstein 1054LN		3,200 - 10,000	28.5"	35	750	5	Liquid	500 - 1,100			
		Wallenstein 1504LN		3,200 - 10,000	28.5"	35	750	3	Liquid	500 - 1,100			
		Wallenstein 1604		3,200 - 10,000	28"	35	1,200	5	Fan	500 - 1,100			
		Wallenstein 1604LN		3,200 - 10,000	28.5"	35	1,200	5	Liquid	500 - 1,100			
		Wallenstein 2106		3,200 - 10,000	28"	35	1,700	5	Fan	500 - 1,100			
		Wallenstein 2106LN		3,200 - 10,000	28.5"	35	1,700	5	Liquid	500 - 1,100			
See ad page 12	 Fruitland Manufacturing 324 Leaside Ave. Stoney Creek, ON L8E 2N7 Canada 800-663-9003 • 905-662-6552 (f) 905-662-5412 sales@fruitland-mfg.com www.fruitlandmanufacturing.com	RCF 250		12,000	27"	30	255	4	Fan	1,400			
		RCF 370		12,000	28.5"	35	385	8	Fan	1,400			
		RCF 500		Any	28.5"	35	450	8	Air	1,400			
		RCF 870		Any	28.5"	30	575	8	Air	1,400			
		RCF 1200		Any	28.5"	35	1,400	8	Air	1,000			
		VacuStar WR 2500		Any	26"	21.3	385		Liquid	1,600			
		VacuStar WR 3100		Any	26"	21.3	422		Liquid	1,600			
		VacuStar WR 4000		Any	27"	14.5	657		Liquid	1,300			
		W1600		3,000 - 8,000	27"	29	747	6	Liquid	1,000 - 1,500			
			FB 2000	2,000 - 8,000	27"	10	545			2,000 - 3,300	3	90	6"
See ad page 3	 Masport, Inc. 6801 Cornhusker Hwy. Lincoln, NE 68507 800-228-4510 • 402-466-8428 (f) 402-466-8355 cs@masportpump.com www.masportpump.com	HYDA		4,000	27"	30	467	6	Liquid	1,000 - 1,400			
		TITAN		4,000	27"	30	545	6	Fan	1,000 - 1,400			
		SIDEWINDER		4,000	27"	30	550	6	Fan	1,000 - 1,400			
		HXL400W		4,000	27"	30	450	6	Liquid	1,000 - 1,250			
		HXL15W		3,500	27"	30	349	4	Liquid	1,000 - 1,250			
		HXL75W		2,500	27"	30	260	4	Liquid	1,000 - 1,250			
		HXL75		2,500	27"	25	230	4	Air	1,000 - 1,250			
		HXL4		1,500	27"	15	167	4	Air	1,100 - 1,400			
		HXL3		1,000	27"	15	110	4	Air	1,225 - 1,750			
		HXL2		750	27"	15	96	4	Air	1,225 - 1,750			

BLOWER & VACUUM PUMP MANUFACTURER DIRECTORY

	MANUFACTURER — COMPANY	PUMP MODEL #	BLOWER MODEL #	RECOMMENDED TANK SIZE (GALLON)	MAXIMUM VACUUM (HG)	MAXIMUM PRESSURE (PSI)	NET WEIGHT (LBS)	NUMBER OF VANES	AIR, FAN OR LIQUID COOLED	RPM RANGE	NUMBER OF LOBES	HORSEPOWER (BHP)	PORT/PIPING
See ad page 7	 Moro USA, Inc. PO Box 424 Union, MO 63084 800-383-6304 • 412-787-8400 (f) 412-787-8444 sales@morousa.com www.morousa.com	Moro PM60A		500 - 2,500	28"	29	265	6	Air	1,000 - 1,400			
		Moro PM70A		1,000 - 3,000	28"	29	309	6	Air	1,000 - 1,400			
		Moro PM80A		1,000 - 4,000	28"	29	357	6	Air	1,000 - 1,400			
		Moro PM70T		500 - 2,500	28"	21.7	350	3	Fan	1,000 - 1,100			
		Moro PM80T		1,000 - 3,000	28"	29	400	3	Fan	1,000 - 1,100			
		Moro PM100T		2,000 - 4,000	28"	29	550	6	Fan	1,200 - 1,500			
		Moro PM80W		2,000 - 4,000	28"	29	480	6	Liquid	1,000 - 1,400			
		Moro PM110W		2,000 - 6,000	28"	29	645	6	Liquid	1,000 - 1,400			
		Moro PM200		2,000 - 6,000	28"	14.5	970	4	Liquid	1,000 - 1,250			
		Moro PM2000		3,000 - 4,000	28"	29	1,034	6	Liquid	1,200 - 1,400			
		Moro PM3000		3,000 - 6,000	28"	29	1,177	6	Liquid	1,200 - 1,400			
		Moro AC5		2,000 - 6,000	28"	14.5	441	6	Fan	1,000 - 1,100			
		M9		3,000 - 6,000	28"	14.5	970	6	Liquid	900 - 1,000			
		Moro HM36		3,000 - 6,000	28"	14.5	1,323	6	Liquid	1,200 - 1,400			
		Moro HM46		3,000 - 6,000	28"	14.5	1,587	6	Liquid	900 - 1,000			
See ad page 29	 National Vacuum Equipment 2707 Aero Park Dr. Traverse City, MI 49686 800-253-5500 • 231-941-0215 (f) 231-941-2354 sales@natvac.com www.natvac.com	304 Challenger		Application Specific	27.5"	30	260	4	Air	1,100 - 1,400			
		607 PRO Challenger Heavy-Duty		Application Specific	29	30	395	7	Fan/Liquid	1,100 - 1,500			
		866 Challenger Heavy-Duty		Application Specific	27"	20	507	6	Fan/Liquid	850 - 1,150			
		Defender 500		Application Specific	27.5"	25	397	5	Ballast Port Cooled	900 - 1,200			
			4307 Tri-Lobe	Application Specific	27"	15	421			2,400 - 4,000	3	47	4"
			4310 Tri-Lobe	Application Specific	27"	15	456			2,400 - 4,000	3	58	4"
			5314 Tri-Lobe	Application Specific	27"	18	532			1,500 - 3,600	3	95	6"
			6817 Tri-Lobe	Application Specific	27"		1,080			2,750	3	160	8"
See ad page 96	Presvac Systems 4131 Morris Dr. Burlington, ON L7L 5L5 Canada 800-387-7763 • 905-637-2353 (f) 905-681-0411 sales@presvac.com www.presvac.com	Presvac PV 750		1,000 - 6,000	27"	35	450			1,500			
See ad page 51	 VARCO 7489 Mason King Ct. Manassas, VA 20109 866-872-1224 • 703-334-5980 (f) 703-334-5979 sales@varcopumper.com www.varcopumper.com	Patriot 300		2,000 - 6,000	18"	21.8	397		Ballast Port	900 - 1,200			
See ad page 35	 Westmoor, Ltd. 906 W Hamilton Ave. Sherrill, NY 13461 800-367-0972 • 315-363-1500 (f) 315-363-0193 pumps@westmoorltd.com www.westmoorltd.com	Conde Super 6		300 - 500	28"	20	80	3	Air	1,200 - 1,750			
		Conde SDS 6		500 - 1,000	28"	20	100	4	Air	1,100 - 1,500			
		Conde SDS 12		1,000 - 2,000	28"	20	150	4	Air	1,100 - 1,500			
		Conde SDS Ultra		1,200 - 2,500	28"	20	160	8	Air	1,100 - 1,500			
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See ad page 3 Midwest & Eastern Supplements	Advance Pump & Equipment, Inc. 15418 Old Hwy. Rd., Peosta, IA 52068 877-557-7867 • 563-557-0957 • (f) 563-557-0961 wayne@advancepump.com www.advancepump.com	National Vacuum Equipment, Masport, Robuschi, Demaag Wittig, Moro, Jurop, Conde, Dresser Roots
See ad page 5 Eastern Supplement	Andert, Inc. 39 Route 244, Eastford, CT 06242 860-974-3893 • (f) 860-974-2145 andertinc@gmail.com	Wittig, National Vacuum Equipment, Masport, Fruitland
See ad page 56	Armstrong Equipment, Inc. 11200 Greenstone Ave., Santa Fe Springs, CA 90670 800-699-7557 • 562-944-0404 • (f) 562-944-3636 jerome@vacump.com www.vacump.com	Battioni, Burks DC 10, Conde, Fruitland, Gardner Denver Wittig, Jurop, Masport, National Vacuum Equipment, Sutorbilt, Tuthill
See ad page 37	Best Enterprises, Inc. 3513 W Mountain Springs Rd., Cabot, AR 72023 800-288-2378 • 501-988-1905 info@bestenterprises.net www.bestenterprises.net	Battioni, Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Wallenstein
See ad page 4 Midwest & Eastern Supplements	Crescent Tank Mfg. PO Box 116, Bloomfield NY 14469 585-657-4104 • (f) 585-657-1014 info@crescenttank.com www.crescenttank.com	Conde, Masport, Moro, National Vacuum Equipment
See ad page 32	Engine & Accessory, Inc. 12201 NW 30th Pl., Miami, FL 33167 800-327-5431 • 305-573-2268 • (f) 305-576-4617 rcs@rampstar.com www.rampstar.com	Fruitland, Hibon, Jurop, Masport, National Vacuum Equipment
See ad page 81	Erickson Tank & Pump 800 Rd. P. 5 SW, Quincy, WA 98848 509-785-2955 • (f) 509-785-3770 sales@erickson-tank.com www.erickson-tank.com	Masport
See ad page 17	GapVax, Inc. 575 Central Ave., Johnstown, PA 15902 888-442-7829 • 814-535-6766 • (f) 814-539-3617 kdoyka@gapvax.com www.gapvax.com	Fruitland, Hibon
See ad page 57	Imperial Industries, Inc. 505 W. Industrial Park Ave. Rothschild, WI 54474 800-558-2945 • 715-359-0200 • 715-355-5349 indsales@imperialind.com www.imperialind.com	 Conde, Fruitland, Masport, Moro, National Vacuum Equipment, Wittig
See ad page 73	LMT - VAXTEEL 1105 SE 2nd St., Galva, IL 61434 800-545-0174 • 309-932-3311 • (f) 877-471-2564 info@vaxteel.com www.vaxteel.com	Jurop, Masport, Moro, Conde, Fruitland, National Vacuum Equipment, Battioni Pagani, Wallenstein
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See ad page 29	National Vacuum Equipment 2707 Aero Park Dr., Traverse City, MI 49686 800-253-5500 • 231-941-0215 • (f) 800-998-6834 sales@natvac.com www.natvac.com	Battioni
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See ad page 60	Power Vac, Inc. PO Box 341067, Waukesha, WI 53234 262-542-8989 • (f) 262-542-6262 sals@powervacinc.com www.powervacinc.com	Hibon, Hick Hargreaves, Holmes, ITO Engineering, Masport, Moro, Roots, Robuschi, Sutorbilt
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See ad page 83	Wee Engineer, Inc. PO Box 39, Dayton, IN 47941 877-296-2555 • (f) 765-296-3027 weesales@wee-engineer.com www.wee-engineer.com	National Vacuum Equipment, Masport

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Tomás Garza is a conflict resolution and personal development expert. Contact him at tomas@garzainitiative.com or 541/230-4477.

Tips to Deal With Workplace Quarrels

When bad behavior or infighting threatens team morale, solve the situation with a constructive conversation By Tomás Garza

Say two of your septic technicians are constantly arguing when out on a job, or the office receptionist never seems to be at her desk when the phone rings. Whatever the situation, whether team members are quarreling or one person's behavior is impacting the entire work culture, a manager must be able to step in, take charge and do so in a way that does not contribute to the drama.

To successfully navigate workplace conflict, managers must be able to confront team members in a positive, productive manner. How do you constructively confront them? How do you get your point across and preserve team chemistry?

For any manager, these conversations can be crucial. Ongoing conflict and drama can, of course, have a ripple effect on everyone, and the last thing any company needs is a dip in morale. Assuming this situation doesn't call for firing, there is a great deal a manager can do to help resolve the problem and preserve group harmony.

In having these conversations, here are three things to keep in mind:

1. Use nonaccusatory language. It is tempting to place blame and pin an entire problem directly on someone else. After all, isn't he or she the one causing the disturbance in the first place? A constructive solution, despite our first impressions, involves shelving the urge to blame and taking a step back.

How you phrase things makes all the difference. You can make the conversation productive by focusing the language on you. For example, you can say, "I notice you missed the last two staff meetings" or "The other day I overheard your comments about Judy (the receptionist)." The alternative would sound like this: "You missed the last two staff meetings" or "You made those comments about Judy." The first two statements talk about your observations, what you saw, noticed or heard. The other two put everything squarely on the person you're addressing.

This may seem subtle, just a matter of semantics, but in constructive confrontation your word choice matters. When you talk about your observations, people naturally feel less defensive. When people do not have their guard up, you will be able to get more accomplished.

2. Be clear. As a manager attempting to put a stop to harmful behavior, you must be clear during the conversation. Your staff cannot afford any mixed messages. Therefore, be as clear as you can about the following:

- **What you heard or saw.** Make sure there are no ambiguities here. If you didn't experience any of the events firsthand, be sure you have gathered sufficient information. The person you are talking to needs to know exactly what it is he or she is doing that damages your team chemistry.

Though you will need to come into the dialogue with an agenda and get your point across, the process will be infinitely more productive if you give the other person a chance to speak.

- **How this impacts the group.** Be very clear on this. People might not intend any sabotage, but their behavior, nonetheless, may have a detrimental impact. It is fine to be direct about this impact; often the person really needs to hear it.

- **Your expectations.** If you don't clearly state your expectations for future behavior, this conversation will be a waste of time. Unclear expectations create needless confusion and can lead to future problems. As a manager, you must say what you expect. Luckily, this can be done in a nonaccusatory manner that strengthens the staff rather than pulls it apart.

3. Listen. A conversation — even one you must have with an employee about his or her behavior — is just that, a conversation. This means it involves two people. Though you will need to come into the dialogue with an agenda and get your point across, the process will be infinitely more productive if you give the other person a chance to speak and, more importantly, to be heard. This means you must take the opportunity to listen.

When employees speak and feel you have heard them, their tension level goes down. Defensive posturing that might otherwise stand in your way will disappear. They may even feel appreciated and grateful because you are hearing them out. This can be crucial to maintaining workplace harmony. As long as you clearly state your expectations, there is absolutely nothing to lose in taking a moment and listening.

And if you listen attentively enough, the other person may offer suggestions or solutions you hadn't considered. You will never know unless the team member gets an opportunity to speak, too.

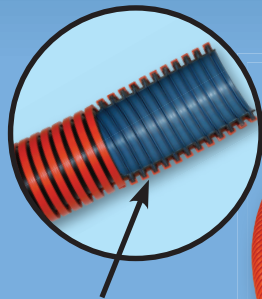
Consider these three suggestions the next time you have to confront someone on your staff. In most situations, you can preserve group harmony, show respect and appreciation for that person, and be sure you have clearly stated your expectations. It is indeed possible to become a pro at constructive confrontation. Do it and your business will benefit. ■

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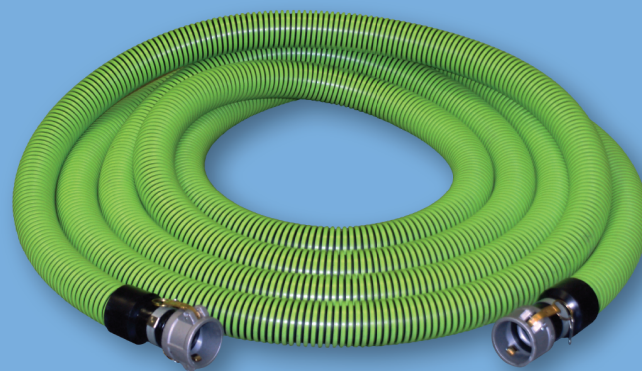
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Trade Associations Play Watchdog, Partner Roles With States

In Oregon, wastewater professionals gather to lobby regulators and raise training standards **By Doug Day**

The Oregon Onsite Wastewater Association was formed in 1995 over concerns about a substantial rewrite of regulations in the state. Designed as both a watchdog and a liaison between the private sector and the Department of Environmental Quality, association President Brannon Lamp says the relationship has worked well ever since.

With nearly 300 members, O2WA is governed by a 13-member volunteer board with representatives of manufacturers, engineers, soil scientists, installers, pumpers, septic tank manufacturers, O & M providers, an environmental health specialist and a county regulator.

How does O2WA work with the DEQ?

Lamp: The DEQ's onsite program coordinator, Randy Trox, is an ex-officio member of our board of directors. DEQ keeps us apprised of the goings-on in their program and occasionally comes to us for input and comments on policies and procedures. We'll sometimes give them recommendations about how the program is operated. Largely, it's been a success. Keeping that line of communication open is critical, and we're striving to do more all the time.

What is the biggest issue you're dealing with?

Lamp: There are concerns about consistency in regards to how the program is operated state-wide. O2WA recently formed an ad hoc committee to review and address some of those concerns. Geography, site and soil variabilities are certainly part of it, as are materials concerns and installation techniques. Things are supposed to be done uniformly no matter what side of the state or which county you are in. We and our members, particularly installation contractors, have found that that's not always the case. They might cross a county line and find a completely different way of doing things that may or may not be consistent with the rules.

A few years ago, DEQ was involved in a dispute with an environmental group claiming (the DEQ wasn't) doing enough to meet the Coastal Zone Management Act. Part of those negotiations did affect onsite wastewater in that they initially were going to start a mandatory inspection program for systems in the coastal zone. Eventually they compromised and did not make it mandatory, but they did come up with a framework, form and format for conducting inspections. Now, anywhere in the state where a system inspection is performed, the qualified person is supposed to follow the same procedure.

We weren't part of the negotiations, but did provide input on the format of the inspection program and what sort of individuals are qualified to per-

form them. We provided the initial draft of the form to DEQ that we put together in an ad hoc committee. They didn't accept everything we put in front of them but they did accept a lot of our input. There are questions about the efficacy because inspections aren't mandated, but it's good to have that consistent framework to use.

Tell us about your certification programs for wastewater professionals.

Lamp: I think we have a reasonably robust certification program. We have licensing and certification requirements for installers that start with a one-day training course with an exam. Installers are required to obtain 18 continuing education hours every three years to maintain certification. We have something similar for certified operation and maintenance providers.

That's a two-day course with an exam and the same continuing education requirements. The exam is administered by Chemeketa Community College through an agreement with DEQ.

The exam courses are put on by longtime industry professionals. O2WA provides the training materials and we have quarterly meetings with the college. For continuing education, O2WA provides occasional training seminars and courses across the state with various individuals presenting them. We also have our two-day annual conference and one-day mini conference. Those conferences are the primary source of CEU credits for many practitioners.

For design professionals, we use professional engineers and registered environmental health specialists who have their own certification require-

ments, many of which do overlap.

Currently, you don't need to be certified to be a pumper, but you do need a sewage disposal license from the DEQ. Many of our pumpers do chose to get some sort of certification, whether it be through the National Association of Wastewater Technicians or some other entity, so they can do things like system inspections that they wouldn't otherwise be able to do. We have many pumpers in our association.



Reach Brannon Lamp, Oregon Onsite Wastewater Association president, at 503/922-2149 or brannon@aquaresource.com.

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- Brannon Lamp

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Is there anything coming up that will demand your attention?

Lamp: I'm sure we're not alone with this, our program at the state level seems to be poorly funded and supported. We do have challenges ahead of us in regard to how we fund and staff that program adequately so it can operate in an efficient manner. We do have concerns about the ability for the program to operate adequately in the future.

How much lobbying do you do to influence legislators?

Lamp: Unfortunately, I would say at this point, not enough. We've certainly worked with DEQ on various bills in the past, but with pretty limited success. The program is not something that people find particularly attractive, therefore we find it's not well supported. Historically, much of the legislation put forth doesn't end up getting too far, but that changed just recently with the passage of Senate Bill 1563A, which requires the DEQ to award grants for the purpose of developing and administering loan programs to provide low-interest loans for purposes related to onsite septic system repairs, replacements, upgrades and evaluations.

We are looking at the possibility of working with a lobbyist. It's on our radar and will be discussed at future board meetings. We recognize there's a need for us to perhaps be a little more vocal and try to affect some change at the policy level of the legislature. I believe DEQ would welcome that, especially if we can operate with a unified front.

Have you been working internally on any new ideas?

Lamp: Like most organizations, we have an annual two-day conference, but last year we added a second one-day mini conference in November. We'll continue to hold that in a rural area of the state so that people who wouldn't normally attend our annual conference have a chance to attend and have dealings with our organization.

We have a good scholarship program and are setting up a separate, nonprofit organization so we can allow tax-deductible donations. Now it's funded by organization revenues and fundraisers.

How's business in Oregon?

Lamp: Without question, business is booming. The industry is busier than it's been in quite a few years. I think it's primarily because of the strong housing market. A lot of people are buying and selling real estate, and there's also a lot of commercial development going on. The bigger cities like Portland are just running out of room for folks, and density is increasing with a lot of apartment and condominium buildings going up in areas that had been primarily single family. We actually have a deficit in housing, especially affordable housing, in Oregon at this point. We're looking forward to supporting our members as they're able to make hay. ■

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A Trade Group Can Be a Valuable Business Ally

New NAWT President Gene Bassett looks to build training opportunities, enhance professional services and tout an annual college scholarship **By Doug Day**

As he takes over the leadership role in the National Association of Wastewater Technicians, Gene Bassett hopes to increase its already extensive training programs and, in the process, attract more members to the organization. Bassett, owner of E.C. Bassett Construction in Edgewood, New Mexico, is the new president after having served a two-year term as vice president.

Pumper: What attracted you to the role of president?

Bassett: I would like to have a chance to see how we can move the organization along. As vice president, I learned it takes a little bit of time and a lot of working together. I'd like us to attract more members and do more education, which will hopefully also attract new members.

Pumper: Looking ahead to your two-year term as president, what do you want to accomplish?

Bassett: I hope that more people recognize us for our great education and training, and for our Waste Treatment Symposium. And I hope our membership is up by another 50 to 100 people. Our industry has to keep changing, I know that. We have to keep moving forward.

After my 35 years in the business, when you're dealing with wastewater, it's something new and exciting every day. The more involved people are in the industry, the better the industry is.

I'd like to expand the scholarship program to get that out to more people, make them more aware of it, and get more people interested in working in the industry.

Pumper: Can you tell us a little more about the scholarship program?

Bassett: The annual \$1,000 William Hapchuk Memorial Scholarship is presented in memory of one of the founding members of the Pennsylvania Septage Management Association. It's given annually to a current full-time college student majoring in environmental science, life science or related courses. A scholarship committee evaluates and scores all the essays according to originality, clarity and composition. The individual tallying the most overall points is awarded the scholarship. The NAWT board is looking to increase the number of annual scholarships and possibly increase the amount we award. Also, our Excellence in Service Award is a great thing to honor people and companies who have done a lot of work for our industry.



Reach Gene Bassett at 505/281-5625 or bassettec@aol.com.

Pumper: Do you have any plans for the annual NAWT symposium?

Bassett: We have the Waste Treatment Symposium in November, and I'd like to expand it by getting more vendors involved. I'd also like to get more city officials and government agencies involved. Many states, for instance, allow land application of septage, grow crops with it, and cattle can graze on it. In New Mexico, we don't have any of that and we're not using wastewater to its full potential. It would help to have more regulators involved so they can see things like that.

The symposium is the place (wastewater industry) professionals can meet with 150 people who also deal with their unique problems and situations. Your disposal cost is going up due to upgrades at the sewage plant, or your business has grown faster than you anticipated and you are buying additional trucks and hiring technicians to keep up. When you look at your disposal costs, they have gone beyond \$300,000 per year and you see that if you can reduce those costs your business can expand.

Have you received notice that because of growth in your area, the local treatment plant is near capacity and you will not be able to deliver septage to the plant? That would put a huge dent on the profit side of the ledger. Have some farmers who have been accepting your septage sold land to developers, so you will lose your application sites?

I hope that more people recognize us for our great education and training, and for our Waste Treatment Symposium. ... Our industry has to keep changing, I know that. We have to keep moving forward.

— Gene Bassett

The two days are devoted to such real situations, and those are things that NAWT has heard within the last several months. The symposium can help you determine if you should invest in a facility of your own and what it takes. It is the opportunity to see live demonstrations of dewatering technologies and to talk with people who are using them. You will go away from the symposium with a clear picture of what's needed to establish a facility.

Attendees will learn from those who are already in the business and running successful facilities. They will learn about treatment processes, review case histories, understand the economics of unit processes and tour an operating facility.

Membership has its benefits

NAWT membership offers many advantages to wastewater professionals, according to Gene Bassett, the association's new president. Bassett explains that NAWT currently has 269 members. The group's dues are \$175 for individuals, \$350 for company membership, \$100 for associations and \$750 for industry partners. Among the benefits Bassett promotes are:

- Education, training, and the onsite inspector training and certification courses. More than 1,500 people have been trained and are now listed on a national registry of certified inspectors.
- A \$100 discount on NAWT-hosted and -sponsored education and training programs.
- Up-to-date industry information through a quarterly newsletter and online at www.nawt.org.
- Legislative updates and representation through the U.S. Environmental Protection Agency and other regulatory agencies.
- Technical information resources such as NAWT's septic inspection reporting forms, sample service contracts and others to build professionalism and profitability.
- Networking and advice. A call to NAWT can get you started on solutions to problems.
- One free admission into the WWETT Show.
- National purchasing partner discounts through Verizon Wireless, Staples, AirGas, Global Crossing, and the SeptiCover property and casualty insurance program.

Pumper: Are there specific plans for increased training?

Bassett: Our training includes certifications in onsite wastewater treatment system installation, inspection, operation and maintenance, vacuum truck technician, and waste treatment facilities. I've been on the education committee for about six years. We intend to grow our online training. We just launched our new online vacuum truck training in March. We'll see how well that works and then maybe we'll do installer classes like service, maintenance, O & M, and then move to something else. There's always opportunity out there for people to learn something and get better.

Pumper: What do you see in the regulatory arena in the near future?

Bassett: They're going to keep getting more stringent on the onsite industry. Septic systems are safe as long as they're installed and operated correctly. We have to try to advance that thought and make people more aware that onsite systems are great things.

Pumper: Funding for agencies seems to be a growing issue. Have you seen that?

Bassett: We just had a cut in our agency here in New Mexico. That results in fewer inspectors, poorer inspections and more downtime for us. When you do have bad actors, they aren't always caught.

I'd also like to see us working with some universities that used to get funding for wastewater research. I don't know how we're going to do it, but some day that funding will have to come back. ■

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Details Emerging for 2017 Waste Treatment Symposium

By Dhru Bhatt

The National Association of Wastewater Technicians 8th Waste Treatment Symposium will be held Aug. 23-24, 2017 in Apollo, Pennsylvania.

If one of the following scenarios describes something that has gone on with your business in the past year, you need to attend NAWT's Waste Treatment Symposium:

- You've had a long-standing relationship with the local municipal sewage treatment authority to accept your septage, as long as you utilize one of the designated dump sites at an agreed upon price which has been factored into your business plan. But now the price is going up due to necessary upgrades at the sewage plant, or your business has grown faster than you anticipated, and you are buying additional trucks and hiring technicians to keep up. Your disposal costs have gone beyond \$300,000 per year and you see that if you can reduce those costs your business can expand further.

- You've been notified the local plant is near capacity and you will no longer be able to deliver septage there. You must make arrangements to take it to a different facility that adds 50 miles round trip, and fuel costs put a huge dent on the profit side of the ledger.

- You've received word from two farmers who accept your septage that they are selling out to developers, so you will be losing your land application sites.

All of these are real situations NAWT has heard about recently. That's why NAWT offers the Waste Treatment Symposium to help determine if you should invest in a facility of your own and what it takes to get you there. At the event, you will meet individuals who share your unique problems and situations. It is the opportunity to see demonstrations and talk directly with people who have used treatment technologies. You will get a clear picture of what you need to do to establish a facility.

The Waste Treatment Symposium will be held at McCutcheon Enterprises Inc., Apollo, Pennsylvania. Classroom discussions will be held at the DoubleTree Hotel in Pittsburgh. Additional details will be posted on the NAWT website in the coming months.



Educational sessions will cover evaluating whether a facility is the way to go, what regulatory people are going to need and how to select an engineer to create a plan. You will learn from industry members already running successful facilities. You will explore treatment processes, review case histories, understand the economics of unit processes and tour an operating facility. Equipment manufacturers will be on hand to demonstrate treatment technologies and process actual septage.

There will be coffee breaks, lunches, exhibits and an evening reception to provide networking opportunities. You cannot afford to miss this!

NAWT elected new leadership during the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show in February. Officers, from left, are Jeff Rachlin, treasurer; Jamie Miller, vice president; Kim Seipp, education committee chair; Gene Bassett, president; and Tom Ferrero, secretary. (Photo by Jim Kneisler)

TRAINING OPPORTUNITIES EXPANDING

NAWT recently held training sessions in Saskatchewan, Canada, and Vermont focusing on inspection and systems. If you are interested in partnering with NAWT to conduct similarly tailored training sessions in your area please contact us at 800/236-6298.

If you are interested in serving on a NAWT committee or have questions regarding NAWT please call the NAWT office, email info@nawt.org, or visit www.nawt.org. ■

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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.

Nitrogen-Spewing Cesspools Give Onsite Treatment a Bad Name

Antiquated seepage pits dominating New York's Long Island unfairly give septic systems a black eye. Here's how to slow damaging nitrogen loading. **By Jim Anderson, Ph.D.**

About a year ago, I explained why all *Pumper* readers should be aware of efforts in the Chesapeake Bay region looking at septic system contributions to elevated nitrate-nitrogen levels in estuaries and evaluating nitrogen reduction strategies.

Then, a few months ago, an article appeared about nitrogen causing reduction in salt marsh grass and associated environmental problems in the waters around Long Island, New York. The bottom line was that septic systems were identified as the major contributor to these elevated nitrogen levels. The author had the following to say in the opening paragraphs:

"Even properly functioning systems are flawed. Basic septic units are not designed to remove nitrogen. When too many households with septic are clustered too densely, nitrogen levels spike. Converted into ammonium in the tank and then nitrate in the soil, nitrogen seeps into groundwater and ends up in rivers, lakes and bays, where it feeds a menagerie of algae species. The algae, in turn, starve the water of oxygen, kill fish, and turn clear water — an asset for tourism, recreation, commercial fishing, health and property values — into a putrid mess."

THE REST OF THE STORY

This statement would seem to provide a clear condemnation of the systems we work on. But as is often the case, it does not provide the complete story. In the story there is reference to cesspool systems. This has been the predominant system used in Long Island. Cesspools, as you recall, discharge raw sewage directly into a pit. These are usually somewhat deep, which in Long Island in general puts them near or in contact with the shallow surface aquifers.

Nitrogen in raw sewage is predominantly in the ammonium or organic form, and the deep pits provide little ability to nitrify the nitrogen to the nitrate form. So there is no denitrification to convert nitrate to nitrogen gas, which would reduce the levels of nitrogen moving into the aquifers. Instead, as the nitrogen moves out of the cesspool, it does become nitrified to the nitrate form without much reduction. So, from this perspective the article provides an accurate picture of what can happen.

What can be done to address the problem? In many places across the country, the first approach was to provide a septic tank in front of the cesspool. This makes the system a seepage pit by definition. Here, septic tank effluent is delivered to the pit. The larger solids and some organic matter have been reduced because they are contained in the tank. But in terms of other treatment — pathogens, nitrogen, etc. — there is not much improvement.

A question to ask yourself as a service provider:
Are you up to speed enough on these systems that you can be part of a solution if nitrogen problems emerge in your area?

CESSPOOLS OUTLAWED

The Chesapeake Bay Group assigned a 5 percent reduction in nitrogen in the septic tank largely because it is assumed that the tank is periodically cleaned, taking some organic nitrogen out of the system. This is probably generous, so not much of a treatment advantage. This is why the State of Minnesota in 1978 labeled cesspools as failing systems and banned them from new construction, and when discovered, required replacement with another system. It is also why cesspools and seepage pits are properly labeled "disposal systems" and not treatment systems.

The next system in continuing sequence is to have septic tank effluent flow by gravity or pressure to a series of treatment trenches. (I skipped over beds because they are less efficient.) As the effluent moves out of the trenches into the soil, the ammonium is converted to nitrate in the presence of oxygen and soil bacteria. Once the conversion has occurred, the nitrate is free to move with the water through the soil and into the aquifer.

As the effluent moves out of the trenches, biomat is formed, tying up some of the organic nitrogen. This leads to about a 20 percent reduction in nitrogen; so not spectacular but definitely an improvement if all those cesspools and seepage pits used this simple technology. In addition, there is an opportunity for additional reductions because the trenches are much shallower in the soil, where there is biological activity and the opportunity for dilution of the nitrogen with enough area around the system. This works well as long as the system density is not too high, a luxury we have in less-populated Minnesota and Wisconsin.

My one trip to Long Island was eye-opening to say the least! More than 3 million people and all of the infrastructure that goes with it. Converting seepage pits and cesspools to trench or mound systems is not realistic. Mounds, by the way, get credit for about a 50 percent reduction in nitrogen. This means additional pretreatment through the use of recirculating media filters, constructed wetlands or ATUs. To Long Island's credit, it is



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These technologies must be properly used and maintained. This is where our industry comes in, to make sure they are operating correctly and providing the desired treatment. Without proper observation, the systems will do no better job of treatment than the cesspool or seepage pit over time. A question to ask yourself as a service provider: Are you up to speed enough on these systems that you can be part of a solution if nitrogen problems emerge in your area? ■

Marsh

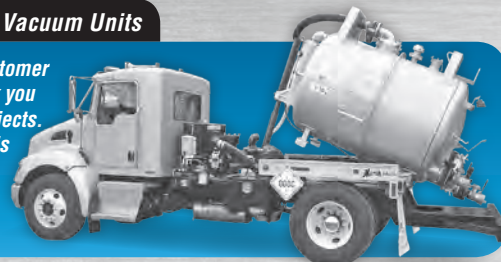
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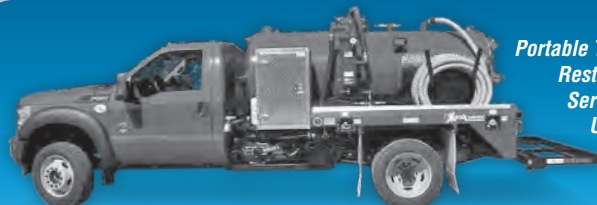
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Satellite Industries Launches Updated Maxim 3000 Restroom

By Kyle Rogers

The Maxim 3000 has been a longtime staple of Satellite Industries' portable restroom line. But even with existing features that benefit operators and end users, Satellite continues to look for ways to improve the unit, says company president John Babcock. The launch of the latest edition of the Maxim 3000 was announced at the 2016 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show.

"As the volume of Maxim 3000 units out there continues to grow, we want something easier to supply and more modular, making it easier for our customers to manage their fleet," says Babcock.

Those goals have produced one of the biggest changes to the Maxim 3000 unit. A single style of panel is used for the side and rear walls, rather than the three unique panels that made up the previous version. The walls



are connected using an interlocking knuckle system that creates contoured grips for easy handling.

"From a production standpoint, it gives us more capacity. It's easier to produce single parts rather than varied parts that have to be put together," Babcock says. "For our customers it means easier maintenance and repair."

Other improvements on the Maxim 3000 include a new vent pipe design that incorporates a shelf and coat/purse hook, a single-wall roof that lets in more light, and door hinge upgrades.

"The prior version had various screws and fastening devices," says Babcock. "The new version just has a single fiberglass rod that runs down through the length of the hinge, so it's faster to assemble and more durable."

The upgrades combine with features that have made the Maxim 3000 a popular Satellite unit over the years. It has a 70-gallon tank and blow-molded, doubled-walled construction that creates a durable and stable unit while still maintaining a sleek appearance. The smooth walls also help the unit stay clean longer, and make service easier for operators, says Babcock. It's available in blue, granite, green, sand, teal and gray.

"It's a very sleek, stylish design," Babcock says. "It's for our customers who want their fleet to stand out. It's very popular for special event use."

The new Maxim 3000 was scheduled to be available to customers in the spring as production winds down on the previous model. But six PROs got first dibs at February's WWETT Show as part of a Satellite promotional contest to mark the launch. The company gave away 24 units — four each to five winners of a drawing held at the show; a sixth winner was selected in an online drawing.

Debuting the new model at the show provided an opportunity for such a contest, but events like the WWETT Show also allow Satellite to prove it's not satisfied rolling out the same product line year after year, Babcock says.

"It's a chance to show customers that we're continually innovating and continually improving our products to make life easier for them," he says. **800/328-3332; www.satelliteindustries.com.** ■

Mitch Mooers, center, marketing manager with Satellite Industries, shows WWETT Show attendees Steve Clifford, left, and Ben Johnson some of the updated features on the company's Maxim 3000 unit. Clifford and Johnson won four Maxim 3000 units for their company, Superior Speedie Portable Toilets, as part of Satellite's promotional contest at the WWETT Show. (Photo by Craig Mandli)

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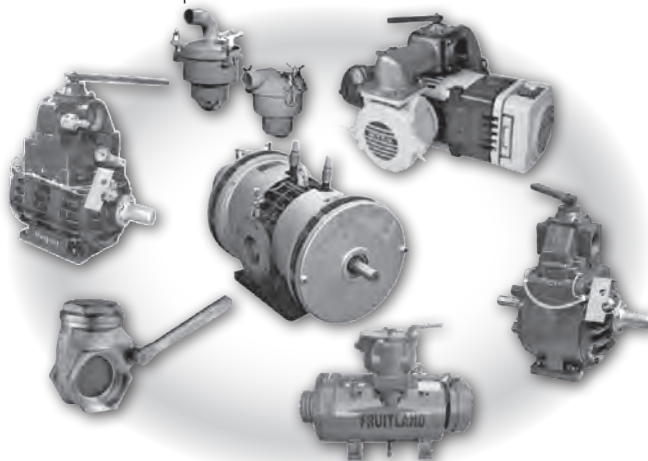
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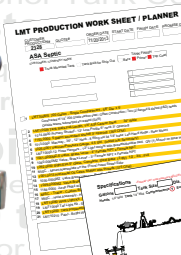
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Owner Russ Neher added this 2015 Kenworth T880 with a 4,000-gallon steel tank and Juprop/Chandler LC 580 pump from National Truck Center. The truck is powered by a 455 hp PACCAR MX engine tied to an Eaton Fuller eight-speed transmission. The white truck with blue accent stripes has top and rear manways, a 3-inch inlet in front and a 4-inch inlet and 6-inch dump valve in back, and carries 230 feet of blue hose. Features include a sight tube in front, a diamond-plate toolbox and hose trays, a combination tool tray and 100-gallon freshwater tank between the cab and tank, dual chrome stacks, Alcoa aluminum wheels, Bluetooth in the cab and air-ride suspension and cab. The truck sometimes carries an Amazing Machinery jetter and camera system. Neher is the driver of the rig used mainly for residential septic service. ■

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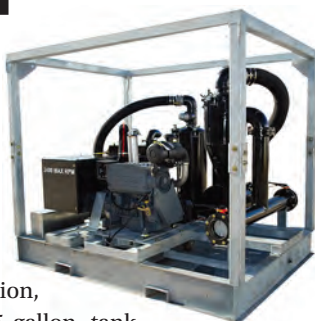
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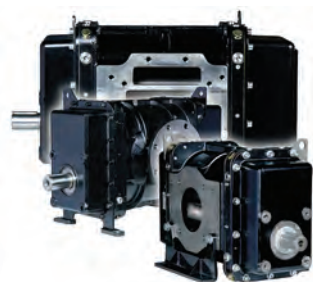
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VTB.XL Series vacuum blowers from **Hibon Inc. (a division of Ingersoll Rand)** are designed for the rigorous demands of the vacuum truck industry. They are available in nine sizes, offer high flows over 6,700 scfm and deep vacuum exceeding 28 inches Hg. **888/704-4266; www.hibon.com.**

HOWDEN ROOTS 827 DVJ

The **827 DVJ** dry vacuum blower from **Howden Roots** is a heavy-duty unit with integral ductile iron impellers. The casing head plates, gear cover and drive end are gray iron. Carburized and ground spur timing gears are taper-mounted on the shaft and secured with a lock nut, cylindrical roller bearings, splash lubrication on both ends and easy-to-read sight glasses for maintenance. The blower is capable of handling higher inlet temperatures for rugged applications because its efficient discharge jet plenum design allows cool atmospheric air to flow into the cylinder, allowing it to continue to run under blank-off conditions. It comes in a compact, lightweight package and is capable of delivering more than 5,700 cfm in an 8-inch gear diameter frame as well as 28 inches Hg. **800/557-6687; www.howdenroots.com.**



VACUUM PUMPS

FRUITLAND MANUFACTURING RCF870

The **RCF870** vacuum pump from **Fruitland Manufacturing** is available in clockwise and counterclockwise rotations with top- and side-mount four-way valve locations. The pump is available with hydraulic, angle (gearbox) and belt-drive options. It can be mounted on all Eliminator-style packages. It is a true 4-inch pump with 4-inch pipe connections producing 512 cfm and weighing 575 pounds. It is fan-forced air-cooled with an available air injection cooling system (VACS) for true continuous duty at higher vacuum levels. It includes an integral oil reservoir with low-consumption oil pump, an integral final filter and vane wear test ports. **800/663-9003; www.fruitlandmanufacturing.com.**



VACUUM PUMPS

MASPORT TITAN

The **Titan** vacuum/pressure pump from **Masport** has a washable stainless steel inlet filter for long filter life, integral mounting bosses for alignment with the gearbox and hydraulic mount, an automatic adjustment-free mechanical oil pump, and heat-stabilized Kevlar vanes machined to exacting tolerances. It can achieve a minimum of 27 inches Hg, and is fan-cooled for higher continuous vacuum operations. It has heavy-duty bearings, Viton oil seals for longer service life, vane wear inspection ports and durable translucent high-temperature oil lines that allow visible flow of oil to the pump. End Thrust Protection prevents rotor-to-end cover contact created by direct PTO drive or misaligned belt-driven systems. It comes with 3-inch NPT bolt-on valve flanges for ease of installation, a 1/4-inch NPT vane flush port, integral vacuum relief valve, an integral valve that allows the pump to operate in vacuum and pressure mode and reduces plumbing and installation costs, and O-ring end covers that eliminate air or oil leakages. **800/228-4510; www.masportpump.com.**



MORO USA PM80W WATER SERIES

The **PM80W Water Series** liquid-cooled vacuum pump from **Moro USA** is a commercial-grade vacuum pump designed for industrial-duty applications. It has 29 psi positive pressure capability and can run at 24 inches Hg continuous (28 inches Hg max intermittent) with a flow rate of 417 cfm. The suggested tank size is 2,000 to 4,000 gallons. It has Kevlar vanes, visual inspection ports and a high-efficiency cantered rotor. It comes with Viton oil seals, direct-feed oil-injected lubrication and sealed or oil-injected bearings that eliminate grease points. It includes an integrated check valve, changeover valve and automatic oiling system, which along with low-speed rotation help to extend pump life under rigorous conditions. It is also available in right-angle and engine-drive packages. **800/383-6304; www.morousa.com.**



PRESVAC PV750

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



WALLENSTEIN VACUUM PUMPS - ELMIRA MACHINE INDUSTRIES 750 SERIES

A larger off-load valve boosts performance on **750 Series** pumps from **Wallenstein Vacuum Pumps - Elmira Machine Industries**. They have 422 cfm airflow at 1,200 rpm and vacuum up to 28 inches Hg. Cooling options include air cooling (fan); liquid cooling (jacketed housing); or dual cooling, where air injection is combined with liquid cooling. Lubrication options include a shaft-driven oil pump or an automatic air pressure system that force lubricates with no moving parts. They have extra thick and wide vanes for longer service life. A standard flush port allows routine internal cleaning. A quick-access end plate allows easy internal inspection with no bearings to pull. **800/801-6663; www.wallenstein.com.**



WESTMOOR LTD. CONDE VACUUM PUMP

Conde vacuum pumps and vacuum/pressure pumps from **Westmoor Ltd.** are available in a variety of sizes from 35 to 230 cfm. They have an automatic oiling system that never needs adjusting, and are offered with either a pump-mounted or remote oil reservoir, and sealed high-temperature bearings that require no maintenance. Pumps can be driven by a variety of power sources, including gas or diesel engines, PTO, right-angle drive or hydraulic pump. All pumps are double shafted and can be set up for either clockwise or counterclockwise rotation. **800/367-0972; www.westmoorltd.com.**



temperature bearings that require no maintenance. Pumps can be driven by a variety of power sources, including gas or diesel engines, PTO, right-angle drive or hydraulic pump. All pumps are double shafted and can be set up for either clockwise or counterclockwise rotation. **800/367-0972; www.westmoorltd.com.**

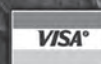
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REELCRAFT UL-LISTED RETRACTABLE REELS HOLD UP TO 100 FEET OF CORD

Series L 70000 spring-retractable cord reels from **Reelcraft Industries** are designed to hold up to 100 feet of 12-gauge cord. All models are UL-listed from 10 to 20 amps.

"The ability to have a UL-rated reel that can hold up to 100 feet of 12/3 cord is what makes it pretty special," says Rex Larkin, vice president of sales and marketing at Reelcraft. "The UL rating essentially ensures that the electrical product will not burst into flames, so it's really a protection for the consumer at the end of the day."

A redesigned mechanism provides longer service life of the latch components, and the containerized drive spring offers safer and easier handling during maintenance, according to Larkin.

Steel construction and a baked-on, powder-coat finish combine for a heavy-duty, corrosion-resistant reel. The steel electrical enclosure provides a durable protective cover of electrical components. Two sealed ball bearings produce a smoother spool rotation and easier operation.

Models feature various cord ends ranging from single receptacle to triple tap with GFCI. "That way you can plug more than one thing into the end of the cord," Larkin says. "Because we have the ability to put 12/3 cord on this reel, it's not out of the range to have multiple tools running at the same time drawing current."

The guide arm adjusts to seven positions for various mounting locations and applications.

"A reel makes the job easier to clean up afterwards, and it extends the life of the cord," Larkin says. "Also, cords have a tendency to walk away, whereas a reel doesn't. It's bolted down."

Larkin adds that the Series L 70000 is not just for cords. "We also can get 100 feet of 3/8-inch hose on this reel as well as 100 feet of pressure wash hose."

800/444-3134; www.reelcraft.com.



GENERAL PIPE CLEANERS CABLE MACHINE

The Speedrooter XL cable machine from General Pipe Cleaners is designed to clear clogs up to 200 feet in 3- to 10-inch lines. Features include a 3/4 hp motor and 100-foot drum capacity for Flexicore cable. Interchangeable drums allow operators to add cable lengths or swap cable sizes. Switch between 3/4- or 5/8-inch cables in the large drum design or substitute the small drum with 100 feet of 1/2-inch cable for smaller lines. **800/245-6200; www.drainbrain.com.**



JETSTREAM OF HOUSTON ROTARY NOZZLE

The Orbi-Jet X22 rotary nozzle from Jetstream of Houston is designed for surface cleaning applications. The self-rotating nozzle is rated for up to 22,000 psi. Features include a lightweight Twis-Lok shroud that ensures safer water dis-

placement and protects the nozzle from damage during operation. A magnetic braking system controls rotational speed. Nozzles are safety colored for pressure recognition. The premium kit includes an optional 15,000 psi adapter, 50-hour maintenance kit and secondary rebuild kit. **800/231-8192; www.waterblast.com.**

MILWAUKEE ELECTRIC TOOL CORP. LIQUID PAINT MARKERS

INKZALL liquid paint markers from Milwaukee Electric Tool Corp. are designed for darker job site surfaces, such as black pipe and structural steel. The pens feature wear-resistant acrylic tips for writing on dusty, wet or oily surfaces up to 300 degrees F. Marks are both water- and UV-resistant with a 10-second drying time. A textured barrel makes the pens easier to use while wearing gloves. Colors include white, yellow, black, red, green, blue and orange. Fine-point markers are available. **800/729-3878; www.milwaukeetool.com.**



FRANKLIN ELECTRIC CENTRIFUGAL CLOSE- COUPLED PUMPS

The AG Series of centrifugal close-coupled pumps from Franklin Electric are designed for efficiency in challenging water transfer applications. Ten models cover popular hydraulic performance ranges of 3 to 75 hp, flow ratings from 50 to 2,000 gpm, and heads up to 300 feet. Each pump is equipped with either a NEMA standard JM or JP motor for mechanical seal or packing gland configurations, both of which include a 416 stainless steel sleeve for durability and ease of service. **260/824-2900; www.franklinwater.com.**



COXREELS SWITCH BOX

The Switch Box electric reel control from COXREELS contains the necessary parts and components to make the motorized reel function in most service truck or trailer installations. Available in open and closed variations, the box mounts to the motor and contains a relay, circuit breaker and switch. The relay activates the motor, and the circuit breaker protects the vehicle from overload.

The open variation is available in 12-volt DC, and the closed variation is available in 12- and 24-volt DC. Both variations contain a push-button momentary switch. **800/269-7335; www.coxreels.com.**

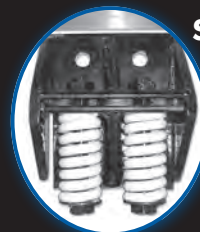
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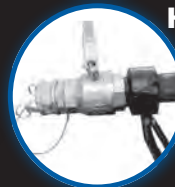


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The FXT Air Series (FXT30, FXT50 and FXT65) of air excavators from Ditch Witch provides both air and hydro-excavation capabilities for digging, potholing and locating utilities on below-grade job sites. All three use a PTO-driven air compressor for efficient power transfer and increased productivity. The filtration system utilizes a cyclonic separator to remove fine particles before reaching the vacuum system. Operators can monitor and command all components using an electronic controller that displays system parameters. **800/654-6481; www.ditchwitch.com.**



PROTECTIVE INDUSTRIAL PRODUCTS PROTECTIVE GEAR

Falcon protective gear from Protective Industrial Products is designed to offer protection from rain and other elements and provides splash protection for industrial pressure washing applications. **800/262-5755; www.pipglobal.com.**



DPL TELEMATICS GPS TRACKING SYSTEM WITH ANTI-TAMPER PROTECTION

The Trackall OBDII vehicle tracking system from DPL Telematics delivers real-time vehicle and driver behavior data. The unit plugs into the existing OBDII port of most vehicles. Anti-tamper features include a backup battery that delivers immediate disconnection notifications with location, as well as GPS jamming detection. Managers can wirelessly monitor vehicles through an internet-based software package and mobile app. **800/897-8093; www.dpltel.com.**



PENTAIR FLOW TECHNOLOGIES SUMP PUMPS

The Myers MSCI50 line of cast iron sump pumps are made to deliver up to

30 percent increased flow at 10 feet of lift. The hydraulic pump design, geometry of the volute and a PSC motor remove groundwater from basins located in residential basements or crawl spaces. Options include cords from 10 to 50 feet, a variety of float switches and piggyback plug for quick installation and easy maintenance. **888/987-8677; www.pentair.com. ■**

Dwyer Group celebrates 35 years

Dwyer Group celebrated its 35th anniversary in March. Founded in 1981 by Don Dwyer Sr., Dwyer Group has grown to include 11 commercial and residential franchise service brands with more than 2,500 franchisees and more than \$1.3 billion in annual systemwide sales.

Current Applications purchases Galway Pumps

Current Applications purchased Galway Pumps. The manufacturing and assembly of Galway Pumps was moved to Current Applications' 30,000-square-foot facility in Watertown, New York.

Tremcar names project manager

Tremcar named Harold Feagan project manager for Vacuum and Propane Truckmount/Bobtail and Trailer.



Harold Feagan

Advantage Pressure Pro celebrates 25 years as TPMS provider

Advantage Pressure Pro is celebrating 25 years of providing tire performance management solutions to the recreation, commercial and heavy-duty markets.

PolyPortables partners with Innovative Rotational Molding

PolyPortables partnered with Innovative Rotational Molding in Madeira, California, to better serve customers on the West Coast. PolyPortables also opened an office in Visalia, California.



Shaun Skinner

Isuzu Commercial Truck of America names Skinner president

Shaun C. Skinner was named president of Isuzu Commercial Truck of America, where he previously served as executive vice president and general manager. Skinner, who also serves as president of Isuzu Commercial Truck of Canada, joined American Isuzu Motors in 1987.

Gordon & Associates to represent SJE-Rhombus in Alaska

Gordon & Associates will be the new representative for the SJE-Rhombus product line in Alaska.



Dan Miller (left), president and CEO of Manitou Americas, and Francois Piffard (right), executive vice president of sales and marketing for Manitou Group, present the 2015 Manitou Top Dealer award to Pete Smeretsky of Transport Equipment Sales.

Manitou presents 2015 Top Dealer award

Manitou presented Pete Smeretsky of Transport Equipment Sales (South Kearny, New Jersey) with the 2015 Manitou Top Dealer award. The award is based on overall sales performance for North American Manitou dealers.

GapVax nears completion of first phase of expansion

GapVax is nearing completion on the first phase of a 160,000-square-foot addition to its manufacturing facility in Johnstown, Pennsylvania. The first phase encompasses about 100,000 square feet for blasting, painting and finishing product. The upcoming second phase will focus on the fabrication process. GapVax will have about 250,000 square feet of manufacturing space on 15 acres once expansion is complete.

Ring-O-Matic partners with Utility One Source

Utility One Source, which provides sales, rental and aftermarket service of heavy equipment, will make Ring-O-Matic's vacuum jetters available to customers nationwide from its 23 locations.

TOPP Industries receives chamber of commerce award

TOPP Industries received the 2015 Fulton County (Indiana) Large Business of the Year award from the Fulton County Chamber of Commerce. The award recognizes company achievements and the chamber member demonstrating outstanding community involvement.



David Birchmeier (left), vice president, and Kevin Birchmeier, president and CEO, of TOPP Industries

Iowa Mold Tooling Co. promotes Wallace to sales manager

Iowa Mold Tooling Co. promoted Tom Wallace to sales manager. Wallace will direct the IMT sales team, strengthen the distributor network and grow tire service sales. He joined IMT as a regional sales manager in 2008. ■

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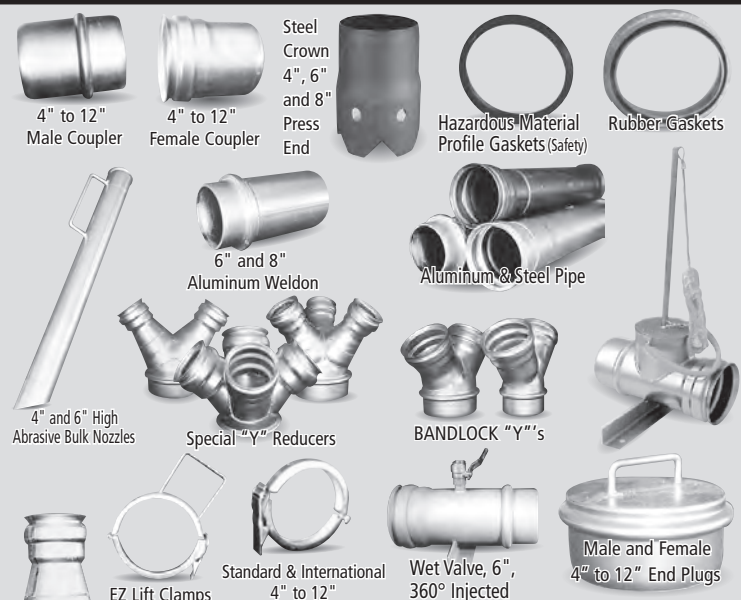
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Portable toilet rentals in Berks County, Pennsylvania, established 21+ years. Gross sales \$130,000+. Price \$220,000. Employees: Owner/Operator. Excellent turn-key business opportunity that has grown 30% in the last year, more than 100% in the last 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 (P08)

Septic Service Business for Sale with On-site Stabilization Plant -- Northeast FL. 20,000-gallon lime stabilization plant is one of only three septage stabilization plants located in NE Florida. Owner wishes to retire. Callahan area is north of Jacksonville, a fast-growing area in Florida. Profitable, turnkey business. 30 years in business with loyal customer base. Two pump truck operation: (1) 1996 International 4900: DT466, 5-speed transmission, 2-speed axle. 2,500-gallon capacity. 299,000 miles. Good tires, excellent condition. (2) 2000 Freightliner FL70: 8.3 Cummins, 6-speed transmission. 2,400-gallon capacity. 196,000 miles. Good tires, excellent condition. Owner will train and assist with licensing. Call for more information. Kenny Farmer 904-879-4701 or 904-545-0357. (P07)

For Sale: Atlanta Film Production Restroom Company serving Georgia's growing major movie industry. Four (4) Nu Concepts trailers and Sterling Actera vacuum service truck. Documented gross Year 1: \$115,000; Year 2: \$211,000; Year 3: \$216,000. Unlimited growth potential in hot film market. Client list included with sale. \$260,000 cash. Serious inquiries only. takeonetoday@gmail.com. (P08)

Florida septic business for sale with two trucks and all equipment. Established 35 years. \$300,000 negotiable. Serious inquiries only. Call for more info. 727-326-5044. (P09)

New Jersey-based portable toilet business serving Warren and Hunterdon Counties. 100+/- PolyJohn units all in great condition. Service truck with Best stainless tank and aluminum flatbed with liftgate. Custom aluminum 10-unit hauler trailer. \$175,000. 908-319-1936 (P07)

Pumping business for sale. Turnkey operation with large customer base, operating in Wyoming, Nebraska and Colorado. Includes 1990 Mack pump truck with newer 3,600-gallon tank and air-cooled pump. Serious inquiries only. For more information call Jerry at 307-245-9224 or 307-275-5015. (P07)

For Sale: Established septic pumping business currently operating in west-central Minnesota with a substantial customer base. 2000 Freightliner with 3,200-gallon Engle tank and all the equipment needed to maintain septic systems in MN, additional equipment, porta-potties, etc. **Price reduced** - \$160,000. Call 320-249-8341 for more information. (P07)

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Fully-equipped Long Island, NY cesspool cleaning company for sale. Established 50+ years serving Nassau & Suffolk Counties with excellent reputation and high-repeat customer base. High volume of drain cleaning calls every week. Best offer. 516-993-0446 (P10)

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)

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (P07)

DEWATERING

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

DRAINFIELD RESTORATION

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

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

GREASE UNIT

Conde Pro Vac, electric unit. Pumps strong. No longer in the grease trap cleaning business. Includes Conde Pro Chock. \$4,819 retail. You arrange shipping. (P07)

HAZARDOUS WASTE UNITS

2001 Mack RD6885 with a Presvac 3,500-gallon DOT stainless steel dump-type unit. (Stock# 0129C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)



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)

Pre-owned 2,300 U.S. gallon, carbon steel, D.O.T. certified, vacuum pressure tank. Mounted on 2002 International cab and chassis with a Presvac PV750 vacuum pressure pump. (Stock# 0529V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

Pre-owned 2,300 U.S. gallon, carbon steel, D.O.T. certified, vacuum pressure tank. Mounted on 2000 International cab and chassis with a Presvac PV750 vacuum pressure pump. (Stock# 4509V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

2007 Peterbilt 335 with a Presvac 3,200-gallon DOT, carbon-steel vacuum tank unit. (Stock# 6866C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

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

INSURANCE

Paying too much? Slow certificates? Claim problems? Rates keep going up? Want a fresh start? We can help: **Call 800-454-1970 or www.septicinsurance.com** (P12)

JETTERS-TRAILER



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

800-213-3272,
www.hotjetusa.com

(PBM)

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JETTERS-TRUCK



1999 SECA 747-SP: 40 gpm @ 2,000 psi, 700-gallon poly tank. 4,940 hours. Mounted on ex-municipal truck with 37,400 miles. \$16,000

608-835-7767, WI PBM

JET VACS



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

Call John 503-887-0070 PBM



2005 Freightliner Condor: Cummins ISL, Allison automatic, 18,180# front axle, 45,400# rears. Vactor Model 211-HR/42-1 s/n 04-11V9163. \$31,300

Call Paul @ 260-422-9577 or 260-433-1943, IN P07

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

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

2002 Vac-Con M-V312LHA on International chassis. 42,893 miles. 3-stage vacuum blower. Located in Orlando, FL. Asking \$83,000. For more info/pic. 407-791-4750 osceolaequipment@gmail. (P07)

2000 Clean Earth combo: C-10 CAT engine, 824 Roots blower. 80-20 rebuilt Myers water pump. Good overall truck. \$50,000. 2002 Sterling C-12 rebuilt CAT engine, 120gpm Uraca water pump, 827 Roots rebuilt blower. Good overall truck. \$65,000. Can send specs and pictures. 813-677-7655. e-mail jerrybaes@aol.com (P07)

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

28 Satellite Maxim 3000s, tan or teal. These toilets are in good shape and ready to rent, construction or special occasion. \$11,200. Call 423-525-2978. (P07)

Synergy World High Tech portable restrooms. Near-new, used-very-little to useable condition. Pricing varies. Two (2) Dodge 3500s: 5.9 Cummins, 5-speed, custom-built aluminum 500-gallon waste/240-gallon water tank, 2 storage boxes. 14-unit gooseneck and 8-unit bumper hitch trailers. Call 308-870-0042. (P07)

For Sale: 75 Olympic and Phil Carter port-a-jons - \$150 each. 9 VIP Phil Carters - \$200 each. 15 American poly - \$50 each. Call 607-265-2888. (P07)

PORTABLE RESTROOM HAULERS

Have 11 double laydown trailers for sale. \$825 each. Trailers only. Will send pictures. Call 402-463-8073. South central Nebraska (P07)

PORTABLE RESTROOM TANKS

(16) 300-gallon holding tanks, good to fair shape. Black. Made by Kentucky Tanks. \$2,000 for all. Call 540-890-8037. (P07)

PORTABLE RESTROOM TRAILERS

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)

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

PORTABLE RESTROOM TRUCKS



2008 International 4300: 6-speed transmission, 265hp, 175,000 miles. Abernathy 1,100-gallon waste/400-gallon fresh. Dual side service, 40' x 2" service hose on each side. Masport HXL75 waste pump, DC10 water pump. 2-unit toilet carrier. New injectors recently installed by International. VIN: 1HTMMA-AL68H551571. \$48,000

336-474-1436, NC P07
Jason@64portables.com

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. Mike 216-990-6658 email tom@arisrentals.com for pictures. (P07)



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 P07



2007 Ford F-650: Pre-emissions CAT C7 motor. Allison automatic transmission. Stainless steel 3-compartment tank. 1,000 waste, 400 fresh, 200 blue/chemical water. 12v power washer. 2-unit toilet carrier. Masport pump.

Call Bruce 631-767-9404 P07

2006 Chevy C5500 TopKick portable restroom truck. Runs great, no problems, just looking to get something bigger. 600 waste/400 fresh. Any questions call Dan 330-705-4540 (P08)

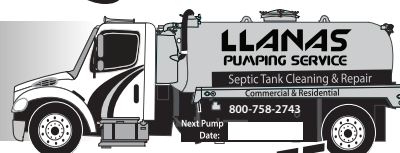
2009 International pumper truck. 1,200 waste/500 fresh. Good condition. Must sell. 800-768-0658 (P07)

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sales@stampworks.net

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PORTABLE RESTROOM TRUCKS



Ford F-350 XL Super Duty dually 4x4 with 2015 350-gallon Crescent tank. New brakes and tires. Just serviced.

802-232-2222, VT P07



1999 International 4700: DT466, Allison automatic, Lely tank 1,600/400 with extra Jurop vacuum pump. 500k miles, complete rebuild at 385k. \$27,500

731-660-1781, TN P07



2004 International 4300: 6-speed manual, 1,100 gallons waste, 400 gallons fresh. Had an engine overhaul at 264,455 miles. Also has a new radiator, fan clutch, water pump, front tires, shocks and brakes. 274,424 current miles. \$42,000

johnsanitation1@yahoo.com
248-437-0841 P07

2006 Ford F550 4x4: New 11' flatbed, new 950-gallon portable toilet slide-in tank - 650/300. Conde SDS6, 9hp electric start Honda. Bucket fill, 30' Tiger Tail. Ready to work. \$29,995. Denver, CO. 303-789-9440 Ask for Matt. (P07)

Keith Huber Princess on 1996 Ford F-700. 1,100-gallon waste/400-gallon freshwater tanks. Tank baffle needs repair. Truck runs great and vacuum system in good shape. \$19,500. Contact Mark 504-415-6067 or mroussel@matrixservice.com (P08)

2007 Ford F550 4x4: New 11' flatbed, new 800-gallon portable toilet slide-in tank - 540/260. Conde Super 6, 70cfm, 5.5hp electric start Honda. Bucket fill, 30' Tiger Tail. Ready to work. \$27,995. Denver CO. 303-789-9440 Ask for Matt. (P07)

2004 UD 2600: 1,000-gallon tank. Masport pump. Pumps and runs great! All six tires 98%. 196k. Must sell! \$25,000 OBO. Text or call 706-207-9492. (P08)

2004 Ford F550 XL Super Duty: 6.0 liter diesel, 161,546 miles. Best tank 600 waste/300 water. \$15,000 OBO. Contact Dave 814-873-6444 northcoastsanitation@yahoo.com (P07)

Two (2) 2005 Ford F450 portable restroom trucks for sale. Satellite tanks 650 waste/300 fresh. 230k - 250k miles. Call Russ for additional information. 651-429-3781 (P07)

2012 Ford F550: 6.7 diesel, 4x4, 775 waste/400 fresh, Masport HXL4V hydraulic vacuum pump. Dual-sided service, DC10 washdown pump. New exhaust, EGR & DPF delete, 133,000 miles. \$39,500. 904-315-7027 bo@thelovelyloo.com (P07)

1999 Ford F550: 7.3 diesel, 5-speed manual, well maintained. 500-gallon waste/400 fresh, 308,000 miles. Masport pump, 2-unit carrier. One owner. \$16,000. 336-625-6374 (P08)

2013 International TerraStar: 950 waste, 300 fresh. 114,000 miles. \$45,000. Call Rick at 317-440-1206. (P07)

2013 International TerraStar: 950 waste, 300 fresh. 168,000 miles. \$42,000. Call Rick at 317-440-1206. (P07)

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)

2007 Ford F550: diesel, auto, fresh rebuild on engine with warranty. 600w/300f stainless steel vacuum tank, Masport pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

2004 Ford F550: diesel, 6-speed manual, 64,000 miles, new aluminum 700-gallon vacuum tank, Honda engine-drive vacuum pump. 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.candsshower.com. 712-428-6143 or cell 712-880-1250. (PBM)

POSITIONS AVAILABLE

TV/GROUT/CUTTER OPERATORS, LINING TECHNICIANS: Long Island/NYC-based utility contractor seeking experienced, ambitious TV/grout operators, lining technicians, robotic cutter operators. OSHA 10-hour certification required. Confined-space safety training certification required. Clean CDL class B required. Three years of experience required for all positions. Please email resume to: employinfo10@gmail.com (P07)

VACTOR OPERATORS Wanted - 3 year minimum experience in pipe/structure cleaning. Clean CDL required for Long Island/NYC-based company. Must have sewer system knowledge with ability to read & understand drawings. Mechanical background a plus. OSHA 10-hour certification required, confined-space certification required. Must be ambitious, self-motivated and drug-free. Please forward resume to: employinfo10@gmail.com (P07)

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 KSalem@gapvax.com or 575 Central Avenue, Johnstown, PA 15902. (PBM)

PRESSURE WASHERS

Industrial Pressure Washer - New w/warranty \$9,500. 2,000psi, 18gpm. 999cc Kohler & AR pump. Will deliver. 321-800-5763 (PBM)

Honda horizontal GX engines, new in-the-box w/warranty. GX200QX - \$399; GX270QAG - \$579; GX390QA - \$599 delivered price. 800-363-9855 or GXParts.com (PBM)

PUMPS

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 jetters. All available for daily, weekly, monthly, and yearly rentals. **VSI Rentals, LLC, (888) VAC-UNIT (822-8648) www.vsi rentalsllc.com** (PBM)

ROLL-OFF TANKS



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

KLM Companies
617-909-9044 PBM



25-yard Wastequip roll-off vac boxes, good condition. Could use paint. Located in Connecticut and Texas.

860-302-8598 P09

ROLL-OFF TRAILERS

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

SEPTIC TRUCKS



2007 Freightliner Columbia (NON-EMISSIONS), 60 Series Detroit 385hp, 10-speed. Steer axle 12,000, rear axles 40,000, drop axle 20,000. 11R 22.5 tires, 340,000 miles. 3,600-gallon stainless steel Polar tank, 2015 LC420 Jurop pump. \$74,000

Call/text 479-619-8226, MO P07

2009 Mack Granite: New engine, 3-year manufacturers warranty. 5,500-gallon steel tank. Must see. \$125,000. Call for pictures. 920-336-5409 (P08)

1997 International 4700 septic truck with 3,600-gallon Progress aluminum tank. 460 NVE vacuum pump. 540,000 miles. Used every day. \$40,000. 717-821-0241 (P07)

PLACE YOUR AD ONLINE AT **www.pumper.com** - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



2006 International 8600 Series, C13 CAT 410hp, engine brake, 400,000 miles, 10-speed. Steer axle 20,000, rear axles 46,000, drop axle 20,000. Double frame with heavy-duty suspension, 11R 22.5 tires. 4,700-gallon steel tank, 2011 LC420 Juro pump, heated collars. \$74,700

Call/text 479-619-8226, MO P07



1994 Ford L9000 septic truck: 3,000 gallons, new vacuum pump, very reliable. \$15,000. Questions? Call Dave Lucero:

970-946-3692, CO P07



2006 International 4400 with 2-year-old 2,500-gallon Amthor aluminum tank. 224,400 miles. 6-speed manual. Wittig vacuum pump. \$51,500

717-587-1910, PA P07



For Sale: 2000 International 4700 pump truck: 184,351 miles showing (odometer sometimes doesn't work). Newly rebuilt DT 466 engine (strong but smokes), 7-speed transmission, 2,500 gallon tank, PTO jetter (needs rebuilding). New one year ago Fruitland pump. A bargain at \$20,000

John 678-873-7934, GA P07



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 P07



1993 International Pumper: Truck runs and works every day. Tank needs paint, H15 Masport pump. Priced to sell. \$11,500

Call 828-361-3390, NC P07

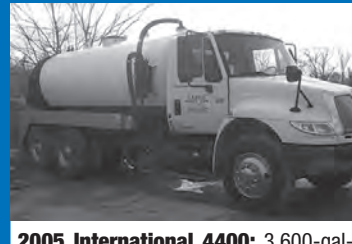


2004 Sterling: 350hp CAT, 8-speed w/LH. 4,000-gallon aluminum tank, Masport pump, hose trays, tool basket, 4" & 6" valves. Above average unit, bought new. \$55,000 OBO

Kenneth 865-577-1157 P07

2005 Peterbilt: Diesel engine with single-axle chassis, 137K miles, Fruitland pump, steel tank (2,375 sewage/225 freshwater), more options included, email for more info/pictures, \$58,000 negotiable. 205-335-5022 clarkreaves@hotmail.com (P07)

2000 Freightliner Century cabover, Detroit 60 Series, 10-speed Eaton Fuller, \$40,000
2006 Freightliner Business Class M2, CAT 7, 6-speed Eaton Fuller, \$50,000. Both come with 100' hose, a/c, heat. Every day workers. Company downsizing. Pictures upon request. James 713-992-0916 (P10)



2005 International 4400: 3,600-gallon steel tank, water-cooled Masport 400 pump. 275,000 miles \$55,000

Call Rodney Lane
270-832-3793 P07



2005 Volvo 3000 Pump Truck: VED12-395 engine, Juro pump, 10-speed transmission, 3,000-gallon tank. 751,259 miles, 22.5 tires. Engine rebuilt at 620,000 miles (bottom half). .. \$45,000

Jon 256-777-7036, AL P07



2001 Freightliner: 6-speed manual, 2,500-gallon tank w/rear dump, heated valves, Battioni 8000 vacuum pump. Ready for work. \$25,000 OBO

724-837-6084, PA PBM



2002 GMC 7500: 3126 CAT, 6-speed manual transmission, 144k miles. 2,500-gallon tank, 360cfm Moro pump. Tool boxes, Reese hitch, new paint. Needs nothing - excellent condition. Asking \$40,000 OBO

Call 845-744-3536
or 973-703-3345, NY P07



1995 International 9400 Eagle with 5,000-gallon Imperial carbon tank. 20,000 lb. steer with 14,000 lb. pusher. Was our backup truck but just updated. \$28,000. Call Brad with any questions.

920-979-7711, WI P08



2014 Peterbilt 337: 26,000 GVW, 21,954 miles, PK7 260hp diesel, 2,038 hours, 6-speed, air-ride, good-295/75R22.5, 1993 Thomas 1,800-gallon tank, Fruitland RCF500 pump. California clean. Photos upon request. \$69,950

209-870-2085, CA P07



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! \$62,000

Call 815-933-7600, IL P07

2003 Peterbilt C15 pump truck: 272k, CAT C15. New pump, new tires. \$58,000. Call for photos 631-459-6847. (P07)

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)

1992 International 2654 with a 4,000-gallon, carbon-steel unit. (Stock# 6246C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

SEPTIC TRUCKS

New 4,000 U.S. gallon aluminum vacuum-pressure tank. Mounted on 2016 Peterbilt 348 cab and chassis with a Masport HX-L400WV 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 HX-L400WV vacuum-pressure pump package. (Stock# 13665) **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, Juro pump. **www.pumpertrucksales.com**. Call JR. @ 720-253-8014, CO. (PBM)

NEW 2015 International 7300: with warranties, MF-DT engine, 230hp, 6-speed, new 1,850-gallon vacuum tank, new WV75 Masport pump. Under CDL. **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)

2007 International 4300: 466DT, 6-speed, 60,000 miles. New 1,650-gallon steel tank and Masport WV75 pump installed in 2016, used five times since. Under CDL. **www.pumpertrucksales.com**. Call JR. @ 720-253-8014, CO. (PBM)

Eight great older pump trucks - \$35,000 each. Big power. Jake brakes. 3,365-gallon vacuum tanks, Masport pumps. All makes & models. **www.pumper-truck.com**. Call JR @ 720-253-8014, CO. (PBM)

SERVICE/REPAIR

Dynamic Repairs - Inspection Camera Repairs: 48 hour turn-around time. General Wire, Ratech, Ridgid, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. **Rental equipment available.** For more info call Jack at 973-478-0893. Lodi, NJ. **www.dynamicrepairs.biz** (PBM)

SLUDGE APPLICATORS

1988 2004 Ag Chemical Terra Gator: Yellow, 2,200-gallon tank, Moro pump. Factory-rebuilt 519 Cummins motor - 200 hours. New clutch, 10-speed Road Ranger transmission, injectors, floater tires. Good shape. \$15,000. 802-477-2716, VT (P10)

1986 Field Gymmy Truck: Blue, 427 automatic. 2,000-gallon stainless steel tank, newer Moro pump. Floater tires. Extra set of new tires. Good shape. \$5,000. 802-477-2716, VT (P10)

TANKS



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

Call 815-341-0375
or tom@genevaequipment.com
www.genevaequipment.com PBM



Cheap, Used Vacuum Tanks - Late model, lined steel tank sale! 4,650-gallon, many available. \$9,500. **Also:** Low-price plug-and-play Moro and Fruitland pumps.

Call 269-751-5167, MI PBM

Pre-owned 2,000 U.S. gallon, stainless steel vacuum tank with a Masport HXL75V vacuum pressure pump package (Stock# 6008C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2004 Presvac 2,500-gallon, aluminum vacuum tank only. (Stock# 6864V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

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2,700-gallon steel tank. Manway, 3" inlet, 6" outlet, heated valves. Ready for your truck! \$4,000. 724-837-6084 (P07)

TANK TRAILERS

2011 VE Industries 5480 carbon-steel 5,480-gallon vacuum tanker. LED lights. Stored indoors. Very nice, clean trailer. Used to haul grease trap waste. Make me an offer - ready to sell! Call 706-234-7252. (P07)

TOOLS

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

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TOYS

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

TRAILERS

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

TRAILERS-VACUUM/TANKER



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

Call Kyle
800-558-2945 Ext. 424 PBM



Nine (9) - 42' Dragon Vacuum Trailers (1 - 2009, 1 - 2010, 6 - 2011s, 1 - 2012) A/R suspension, rear gate, Two 4" gate valves, catwalk. One 2011 trailer located in TX; 8 trailers located in ND.

951-377-9161 P07

2016 Acro Vacuum Trailer: Stainless steel 6,000 gallon, DOT certified double conical with air-ride suspension. Aluminum wheels all positions, full hose trays, OSHA walkways and railings. Vacuum pump option either hydraulic or self-contained. KLM Companies 617-909-9044 (PBM)

2002 Super Products Camel 3-cubic-yard vacuum trailer with Roots 412 blower package. (Stock# 0197C) **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 (888) VAC-UNIT (822-8648)** (PBM)

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800-263-7870, QC P07

TRUCKS - MISCELLANEOUS



2007 Mack CHN613 tri-axle septic truck. Keith Huber 3,400-gallon tank with hoist. 427hp, 18-speed, air ride, 20,000 lb. pusher axle, set-forward axle. Lakeville, MN

952-469-0638, MN P08

VACUUM EQUIPMENT

2001 Ford F550 Vacmaster VNDS3000, 7.3 diesel, 94,000 miles, 6-speed, a/c, nice tires, 15' bed, John Deere engine - 87 hrs. 120-gallon water tank. www.ShumateTruckCenter.com for 38 photos or call 813-877-6638 (P07)

VACUUM LOADERS



2007 Guzzler Vacuum Truck: Ready to work! Sterling truck, Mercedes engine. 18" blower with 60x bag house. \$75,000

Call Tom at 423-240-9737, GA P08



1996 Guzzler Classic Vacuum Truck: 18" Blower, Rebuilt 3306 CAT engine in 2014. Ready to work!

Call Tom 423-240-9737, GA P08



2006 Sterling LT9513: Mercedes engine MBE4000, 255,668 miles, 4,688 hours. Eaton Fuller transmission RTO/8LL. Roots blower 10x21 - 5,000cfm/27"hg 2,860 hours. Rebuilt in June 2012.

Call 205-910-7577, AL P07



2008 Volvo GapVax HV56: Truck is in excellent condition with original blower hours and mileage. Blower hours 1,397; Mileage 34,019.8.

832-210-5767, TX P07



2008 Volvo GapVax HV56: Truck is in excellent condition with original blower hours and mileage. Blower hours 1,396; Mileage 38,055.

832-210-5767, TX P07



2008 Volvo GapVax: Truck is in excellent condition with original blower hours and mileage. Blower hours 1,296; Mileage 32,000.

832-210-5767, TX P07



2007 Volvo GapVax HV56: Truck in excellent condition with original blower hours and mileage. Blower hours 1,833; Mileage 38,489.3.

832-210-5767, TX P07



2007 International 7600 HXX: Truck is in excellent condition with original blower hours and mileage. Blower hours 3,100; Mileage 102,753.

832-210-5767, TX P07



2002 Volvo GapVax HV56: Truck in excellent condition with original blower hours and mileage. Blower hours 1,053; Mileage 52,552.

832-210-5767, TX P07



1997 International Vac Truck: Truck is in excellent condition with original blower hours and mileage. Blower hours 5,351; Mileage 289,571.5.

832-210-5767, TX P07



Guzzler Ramrodder, 1994 Ford LT8000, 1,500-gallon waste, 1,000-gallon fresh, 2,500cfm, 64gpm @ 2,000psi jetter, good tires, new batteries. ..\$45,000 OBO

205-425-8303, AL P07



1999 International Guzzler vacuum excavator: Totally refurbished, purchased new for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. High-pressure wash-down system - 300-gallon water tank. \$99,500 OBO. Also available **1997 Ford Guzzler** vacuum excavator - same features as 1999 International. No washdown system. \$99,500 OBO.

617-212-0162, MA P07

1999 Freightliner Berringer / 1999 Keith Huber. Wet/dry vac. New vac & water pumps. Works great. \$60,000. Call 419-358-1936. (P07)

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)

2014 Freightliner 114SD with a Vacall AVR-18 industrial vacuum loader. (Stock# 9116C) www.VacuumSalesInc.com (888) **VAC-UNIT (822-8648)** (PBM)

2009 Sterling LT9500 with a Vacall AVR-18 industrial vacuum loader. (Stock# 4792C) www.VacuumSalesInc.com (888) **VAC-UNIT (822-8648)** (PBM)

WANTED

Looking to purchase vehicles/equipment that may no longer be wanted/needed from local companies. Cash buyer. Please call 508-868-7627. (P11)

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