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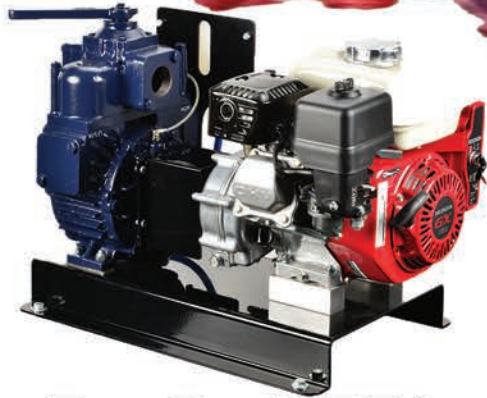
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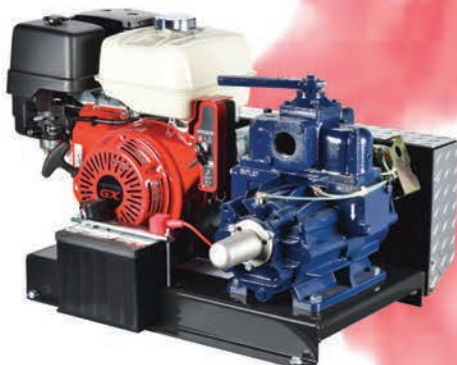
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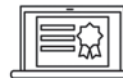


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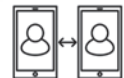
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The Gold Standard

- Peter Kenter

In a Canadian town built on precious metals mining, a family pumping business is rejuvenated by expanded service offerings and an emphasis on customer care.

ON THE COVER: Phil's Septic Pumping Service was founded on the rugged North Shore of Lake Superior in 1995 and serves mining and special events customers. Owners Lee and Ashley Riendeau are shown at the company shop with their 2007 Sterling vacuum truck carrying a 3,850-gallon steel tank and Fruitland pump from SchellVac Equipment. (Photo by Doug Gibbons)

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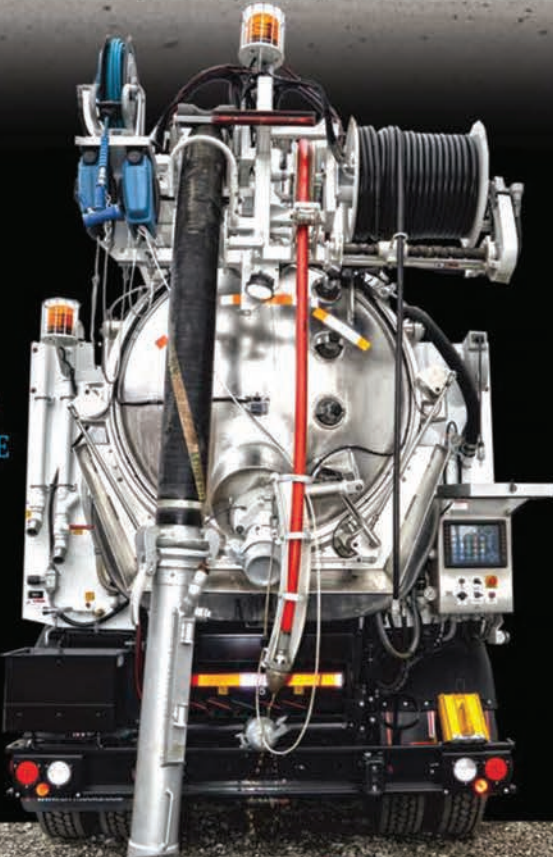
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

His Truck's 'Built Chevy Tough'

As a young man, James Dillard started his business with a new septic service rig, and he expects to retire behind the wheel of the same truck **By Jim Kneiszel, Editor**

Getting the most out of a vacuum truck: It's the goal of every pumping professional.

And pumpers follow different strategies of truck ownership. Some want to turn over their entire fleet every five or 10 years to ensure good resale value, hold down maintenance costs and avoid work stoppages when a truck is in the shop after a breakdown. They prefer the certain business expense of monthly payments to rolling the dice on the price of long-term maintenance.

Others buy a truck with an aim to hang on to it for the long haul. They take pride in providing meticulous care for their rigs, from strictly following manufacturer's guidelines for routine maintenance like oil changes to washing and waxing the exterior every week. They pay off the loan, and then every month the truck keeps rolling means putting more money in their pockets.

Pumpers will give sound reasons for following each path of truck ownership. You can surely make each strategy work.

THIS IS DIFFERENT

I've met many pumpers on both ends of the truck ownership spectrum, but I've never met another pumper like James Dillard. The owner of Dillard's Septic Service in Annapolis, Maryland, picked up his first truck from Lely Manufacturing in 1989 while he still had his Class B heavy hauler learner's permit.

He's still driving that truck today and expects he'll be running it right up until he retires. One pumper, one company and one truck spanning four decades so far.

It's true. Dillard's truck, a 1988 Chevrolet C70, was a Classy Truck of the Month selection in 2008 after it was restored and resprayed following a devastating crash. Then recently, Dillard sent me some photos of the truck after he had the original tank replaced — using the same 2,300-gallon tank and Masport pump combo as before. Dillard is understandably proud of his effort to keep the beautiful throwback truck on the road.

Dillard, 53, is closing in on 30 years in business, and he's pumped every tank with that reliable old Chevy. The truck has about 500,000 miles on



Above: Lely Manufacturing recently added a new tank and pump to James Dillard's 1988 Chevy vacuum truck. (Photos courtesy of James Dillard)

Left: James and Renee Dillard.

the original 366-cubic-inch engine, five-speed transmission and PTO. That engine has never been cracked open and the rig is riding on only its third clutch while pulling heavy loads of septage. He replaced a finicky carburetor with a simple \$150 Holley 600 model that's worked perfectly for 20 years. He replaced the radiator one time. Common wear parts have come and gone, but that's about it.

WE'RE CHEVY FOLKS

"Everything I own is Chevy. I have a Chevy pickup truck. My wife has a Traverse. My daughter has a Camaro. I'm loyal to Chevy," Dillard says. "If someone gave me a Ford, I would probably take it. But I'm not going to pay for it."

Let's not veer off into the Chevy or Ford debate ... no stick-figure little boys urinating on a Ford logo here. However, Dillard's service record with the truck is quite remarkable. Consider the working end of the rig.

Dillard pumped his first tank in April 1989, after picking the truck up at Lely in North Carolina. The tank and Masport 15 pump cost \$11,000 and the full price of the truck was \$37,000. Two Masport pumps each worked a little more than 13 years before the steel tank needed replacing in December

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2015. He drove the truck to Lely for the new tank and a third Masport pump, then had the unit painted a 1995 Honda metallic burning red color to match the cab. After adding identical white lettering by “Signs By Tomorrow” of Annapolis, he was back on the road.

Most Chevy C70s were worked hard and retired to the scrapyards years ago. So how did Dillard keep his in service all these years? He’ll tell you longevity comes down to keeping ahead of maintenance and having dependable help with the mechanical issues.

“I don’t wait until something snowballs,” he says. “I know every little sound this truck makes. If I hear something I’ve never heard before, I figure out what’s going on. I’m the only driver and I’m going to take care of it. When you have the same truck and the same driver, it lasts longer.”

He listens for ticking lifters and puffing noises from the exhaust intake. He notes changes in the sound when idling or pushing the pedal to the metal. “Even the sound of the wheels and the tires, everything. I’ve been in this truck almost 30 years, day in and day out. It’s like a human coughing. I know when something on this truck is sick,” he explains.

He regularly runs diesel fuel through the vacuum pump to clean it out. The grease fittings are lubed every few months when his mechanic comes by to adjust the brakes. He changes the oil every 3,000 to 5,000 miles and has stuck with Pennzoil oil and Fram filters

“ I know every little sound this truck makes. If I hear something I’ve never heard before, I figure out what’s going on. ... When you have the same truck and the same driver, it lasts longer. ”

James Dillard



James and Renee Dillard were injured when his faithful truck overturned in 2005.

throughout the life of the vehicle. He takes the truck in for an annual rust inspection and gets it touched up by Ziebart. Rust has never been an issue.

PARTS SEARCH

Dillard is building an inventory of parts for the aging truck to shorten the search when something breaks down.

“It’s an antique. When it comes to finding parts for it, everything you can think of has been discontinued on this truck. I usually have to make several calls before I can get the part I need,” he says. “When I do find something, I try to buy two of them just in case I need it down the road.”

He’s thinking of scanning junkyards to locate a replacement steering column he may need in time. And he’s already sourced a rebuilt engine from parts chain Jasper Engines and Transmissions, which will cost about \$3,500 if and when the time comes, and it will come with a three-year, 100,000-mile warranty.

As much as Dillard knows about this truck, his mechanic and welder are just as well acquainted with it. Both have been working for him since he bought the truck. Edgar Wooden, 70, of Woody’s Repair, runs a mobile mechanic service and regularly brings his tools to Dillard’s to maintain the rig. And welder Arnold Miller, 83, of A.H. Miller Welding, alerted him to tank deterioration that led him back to Lely last year.

Good service from longtime mechanics make it easier to live with a truck for a long time, he says.

“I’ve only had to be towed three times. The first time the clutch went out. Then it was something to do with the starter. And the last time the fan came loose and I couldn’t drive it like that,” he recalls. “Three times in almost 30 years isn’t bad.”

DISASTER STRIKES

Dillard almost lost the truck — and his life — in a horrific rollover crash in 2005. He and wife, Renee, were riding on a two-lane highway when a vehicle from the other direction drifted over the centerline. Dillard swerved off the shoulder to avoid a collision, then lost control of the truck coming back onto the pavement. The truck rolled into a drainage ditch and the cab was crushed. He was seriously injured, but recovered and restored the truck.

With a new tank and fresh detailing, Dillard thinks the Chevy will last as long as he’ll need it.

“My plan is to retire with this truck. If I got another truck, I couldn’t get rid of this one now. It’s such a part of me,” Dillard says. “I’m sure some guys are probably scratching their head and thinking, ‘How is this truck still going?’ Especially after being turned upside down. I guess it’s true what they say: Built Chevy Tough!” ■



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keep your rig running

A few months ago we talked about selecting the right PTO for your rig. After you've gone through that painstaking process, you want it to last as long as your truck. Proper installation and sound maintenance practices are the keys to keeping your PTO working for the long haul. Read our tips here.

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KEEP DIY IN MIND

money-saving maintenance

This month's cover stars, Ashley and Lee Riendeau, have figured out a way to raise their bottom line: embracing a do-it-yourself attitude when it comes to truck and equipment maintenance. Handling routine maintenance and as many repairs as they can in-house saves the company money, since their equipment takes a beating on the unpaved roads of their service area in Canada. Read more about the Riendeaus' business strategies in this online article.

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hold your ground on price

If you charge enough money to cover costs and still make a profit from your portable restroom

rentals, you've probably experienced some backlash from customers who want you to cut them a deal. Saying yes is easier in the moment but eventually you will pay for that with diminished profits. Here are several tactics to help you avoid caving when a potential customer thinks your prices are too high, and still win the contract. pumper.com/featured

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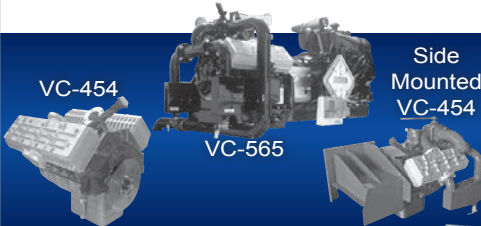
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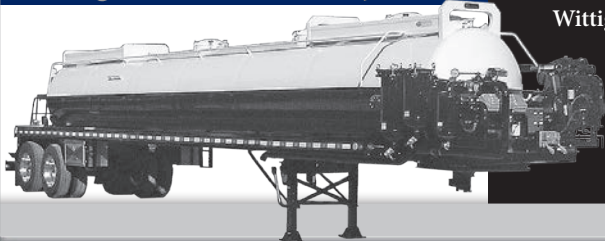
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READY, SET, GO!

A creative vacuum truck purchase, strategic land application and extensive marketing get new septic service owners off on the right foot **By Ken Wysocky**

Profile

Marko Septic
Ellsworth and Roberts,
Wisconsin



OWNER: Matt Herink

FOUNDED: 1973

EMPLOYEES: 2

SERVICES: Septic pumping and inspection, line jetting, portable sanitation

WEBSITE: www.markoseptic.com

As a first-time owner of a small septic service company with just two employees, Matt Herink is all about efficiency, controlling expenses and thinking outside the box. That approach, combined with strong support from his only other “employee” — his wife, Erica — and their three sons, has served the entrepreneur well since he purchased Marko Septic in January 2014.

A prime example reflecting all three of those attributes is the vacuum truck Herink bought in 2015. He wanted a new truck to replace a 2001 Peterbilt 357 that came with the acquisition of Marko Septic, located in Ellsworth and Roberts in western Wisconsin. But he didn’t want to deal with the potential problems experienced by some of the modern-day low-emission engines.

(continued)

Matt Herink is on the job pumping a residential septic tank. His truck is a 2015 Kenworth T-800 with a 4,500-gallon stainless steel tank built out by Advance Pump & Equipment, with a blower from National Vacuum Equipment and a water jetter powered by a General pump. *(Photos by Brad Stauffer)*



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A neighbor who drives a milk truck helped Herink find an unconventional solution known as a “rolling glider.” Here’s how it works: Herink ordered a new truck chassis — in this case, a 2015 Kenworth T-800 from D & B Truck and Equipment in Kentucky — without an engine or a transmission.

Then he ordered a 1999 CAT 3406E diesel engine (550 hp) and an 18-speed Eaton Fuller transmission. After workers at D & B dropped in the engine and transmission, they installed things such as wire harnesses, drive shafts, an alternator, starter and so forth. Workers at Advance Pump & Equipment finished the job by outfitting the rig with a 4,500-gallon stainless steel tank, a 4310 blower (900 cfm) manufactured by National Vacuum Equipment and a water jetter attachment powered by a pump from General Pump (3,000 psi at 10 gpm).



Above: Herink works at the back of his 2015 Kenworth T-800 vacuum truck built out by Advance Pump & Equipment.

Left: Under the hood of Herink’s 2015 Kenworth T-800 chassis, D & B Truck and Equipment in Kentucky installed a rebuilt 1999 CAT diesel engine. The result is essentially a new truck with old-technology emissions.



“When I first started looking at new trucks (with low-emission engines), I kept hearing stories about (trouble-alert) lights on the dashboard always coming on and trucks stalling,” says Herink, explaining why the rolling glider concept appealed to him. “I don’t have time for a truck that breaks down a lot, and I sure don’t want to spend more money to make repairs on a new truck that I just bought.”

“In addition, the CAT engine and the Eaton tranny both came with a four-year unlimited mileage warranty, which is better than the warranty on a new engine,” he adds. “And overall, it didn’t cost any more than a new truck would’ve cost. So I felt like it was a win-win situation.”

GOLDEN OPPORTUNITY

Herink grew up on a farm in small-town Roberts, Wisconsin, and graduated from the University of Wisconsin-La Crosse in 1998 with a degree in sports management. After graduating, he worked for his father, who owned a construction company. “But that just wasn’t what I wanted to do with my life,” he says.

So he got a job with a local septic pumping company, where he stayed for eight years. Herink planned to eventually buy the pumping company,

“ I think having a good relationship with a company’s previous owners is very important. They were in business for 40 years. ... So far, things have worked out just the way we hoped they would. ”

— Erica Herink

but that proposition fell through. It worked out for the best, however, when he and Erica bought Marko Septic in a move that seemed almost preordained.

“John Marko (the former owner) has been trying to sell the business for quite a few years,” Herink explains. “I had an uncle who was thinking about buying it. ... He called me on a Saturday morning in 2013 and asked me to come with him to talk to the Markos (John and his wife, Jean). My uncle decided he wasn’t interested after all, but then my potential purchase deal fell through, so I figured I’d buy Marko’s trucks and start my own business. But he said that we needed to talk more and we did — and I ended up buying the whole business.”

The couple had considered starting a company from scratch, but that would’ve been a challenge in midwinter, the slowest time of the year for septic pumping. “That would have made it tough to buy a new truck,” says Erica, who graduated from St. Catherine Univer-

(continued)

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All in the family? Time will tell.

Just like so many other smaller septic pumping businesses, Marko Septic is truly a family affair. Owners Matt and Erica Herink make sure their three young sons — Elliot, 13; Simon, 11; and Owen, 9 — are involved.

“They help out a lot,” Erica says. “Their main job is to clean portable restrooms in the summer. They don’t really think about the septic industry as a weird thing to be in because they grew up with it.

“They also like to ride with Matt, and have attended a WWETT Show,” she adds. “Our business is very much a part of their lives. They’re in the photos used in our phone book ads, on postcards we mail out, on our Facebook page and on the home page of our company website. We always want to emphasize that we’re a family-run company.”

The boys don’t get paid for everything they do, because Matt and Erica want them to understand that some things you just do for family. Sometimes they get ice cream from Dairy Queen for helping out. But they do get paid for cleaning restrooms; Erica says getting paid shows them that their parents value their contributions — and that hard work pays off.

Matt and Erica would like nothing better than to see one, two or all three boys end up taking over the business when they retire. But if they do it, they’ll have to follow at least one firm ground rule first: Earn a degree from a two- or four-year college. And maybe even work somewhere else first, the couple says.

“I don’t want them to start pumping septics right out of high school and wonder what they missed out on,” Matt says. “If they want to pursue something else they’re interested in after getting a secondary education, that’s fine.”

“We talk about them getting into the business,” Erica says. “We tell them it’s theirs if they want it. They all seem very interested in it. But at the same time, we want them to first go to college. As a parent, of course you want them to do it (take over the business), but we don’t want to pressure them, either. ... They have to do what makes them happy.”

Then there’s the potentially thorny issue of which boy will handle what responsibilities if all three boys want in. But as Erica notes, that would be a good problem to have. “We’ll cross that bridge when we get there,” she says.



It’s all hands on deck at Marko Septic when it comes to cleaning portable restrooms. Erica Herink is shown with sons, from left, Simon, Elliot and Owen, on the job using a pickup with a Satellite Industries slide-in unit and Conde pump (Westmoor Ltd.), and a PolyJohn Enterprises restroom in the background.

sity with a degree in occupational therapy and previously worked in the special education department at a local school district. “So in the end, we figured it would be better to buy a business with an existing client base.”

It turned out to be a good move. The business was the equivalent of a house in move-in condition, with a decent-sized, established client base, well-maintained equipment and a solid reputation as an honest, stand-up operation.

As part of the purchase agreement, Jean Marko agreed to help with the transition through mid-April 2014. “She really taught me the ropes, especially regarding paperwork for the state Department of Natural Resources (DNR),” says Erica. “We still talk — she’s only a phone call away. I think hav-

ing a good relationship with a company’s previous owners is very important. They were in business for 40 years, so Jean was a great resource. ... So far, things have worked out just the way we hoped they would.”

MARKETING PAYS OFF

To get the word out about the new business, Erica — who handles the company’s marketing as well as office management responsibilities — used a three-pronged approach that combined telephone book advertising, a company website and social media outlets like Facebook. “We find ourselves stuck between two generations: people that still use phone books and those that just use online resources,” she explains. “And we can’t afford to miss either one of those audiences.”

Erica estimates that Marko Septic buys ads in anywhere from 10 to 15 different area phone books. That includes paying \$600 a month for a front cover, business-card-size ad in a nearby community where the couple would like to broaden its clientele. The company employs three phone numbers covering different areas they’ve decided to focus on, so they can track the ads’ effectiveness.

The company also sends out postcards to residents with septic tanks covering several area zip codes. “We worked with the U.S. Postal Service to figure out which ad-

resses were on rural routes,” she explains. The company also plans to start sending out reminder postcards to customers on the current database who last had their tank pumped two years ago, Erica says.

But Erica says her most cost-effective marketing tool is Facebook. “It’s a wonderful and inexpensive way to reach thousands of people,” she says, noting that she’s created two Facebook pages — a personal one and another for Marko Septic. “I also post on Facebook community-based sites, which are free sites that anyone can use to promote their business.

“I try to post something weekly on our Marko Facebook page and maybe every other week on community business sites during our peak summer season,” she continues. “And



Erica Herink reviews bills at the Marko Septic office.

the neat thing about Facebook business sites is they tell you how many people have visited the site.”

MORE CUSTOMERS, MORE EQUIPMENT

To work as efficiently as possible, Matt still relies on the 2001 Peterbilt, which was built out by Advance Pump with a 4,600-gallon aluminum tank, an NVE 4310 blower and a built-in water jetter powered by a General pump. The truck features a CAT C12 diesel engine and an 18-speed Eaton Fuller

(continued)



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transmission. He typically keeps one of the trucks parked at the old Marko facility in Ellsworth to handle customers in the company's old business base, south of the city. The other truck is based in Roberts and services the rest of the company's customers.

The company also owns a hot-water, cart-mounted power washer built by Mi-T-M, used for cleaning grease traps and clearing frozen lines; a Spartan 1065 drum cable machine for cleaning drainlines; a Ken-Way drum cable machine; and a Crust Busters tank agitator.

To diversify the business a bit and avoid losing revenue by sending customers away to other businesses, Marko Septic is also trying to establish a stronger foothold in the local portable sanitation market. "We just want to



Above: Matt Herink looks over a Crust Busters tank agitator in his new 120-by-60-foot company shop.

Left: Herink removes a septic tank lid hidden by landscaping at a rural Wisconsin home.

ready to deal with the challenges that come with hiring another driver, either. And he doesn't know when the tipping point will arrive — when he can no longer handle the rigors of the job.

"There's just not enough daylight, that's for sure. But it's what I do — it's part of the gig. People call for help and if you don't go, you lose the business," he says.

"I could hire people and take it easier, but I've decided to run things as long as possible by myself," he continues. "I'm 41 and grew up on a farm and worked construction, so I've got a good work ethic. But who knows how many more years I'll be able to go as hard as I do now? All I know is that it's just part of my nature to help people. ... When they call with a problem, I want to go help them solve that problem."

Matt relishes helping out customers.

"I find it very gratifying," he says. And he also observes how much John Marko misses the work. "Every once in a while, John rides along with me and tells me he wishes he was 10 years younger," Matt says. "He still likes the work. And that gives me a little lift." ■

make sure the customers for whom we pump septic tanks can rent restrooms, too," Erica explains. "We don't want to get huge (into restrooms), just be sure our septic customers have access to nice restrooms when they need them."

“ We find ourselves stuck between two generations: people that still use phone books and those that just use online resources. And we can't afford to miss either one of those audiences. **”**

— Erica Herink

To serve those customers, Marko Septic owns a slide-in unit built by Satellite Industries with a 300-gallon waste/150-gallon freshwater aluminum tank and a Conde pump from Westmoor Ltd. It's mounted on a 2015 Chevrolet 3500 pickup truck. The company also owns 75 restrooms, mostly made by Satellite and PolyJohn Enterprises. Roughly 30 of the units are deluxe Fleet models from PolyJohn. Marko Septic also ordered two pink restrooms to appeal to female customers, Erica adds. "Matt thought I was

joking when I suggested it," she says. "But the ladies seem to like them."

COMPETITIVE STRATEGY

Matt fulfills his penchant for efficiency and minimizing business costs by land-applying septage. To make land application as cost-effective as possible, he rents about 200 acres of farmland in more than half a dozen communities around Roberts and Ellsworth. The land application sites are strategically located to minimize transport time and boost profitability.

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5 Tips to Keep Learning Throughout Your Career

If you and your employees follow this advice, everyone will benefit from reaching their personal potential and attaining company goals **By Walt Grassl**

Think you know all you need to know about septic system inspections, vacuum trucks or portable restroom rentals? Many skilled people feel they do not have anything new to learn in their chosen field. They believe what got them there is enough. But those who are determined and work hard often put a lot of time and effort into learning new skills and maintaining their existing ones. They display the most current knowledge of new technology, processes and ideas. Having employees who will improve themselves over and above company-sponsored training is critical to a business that wants to innovate and improve.

Eleven years ago, Ben got a summer job working in the mail room at a local business before he started college. The company had been in existence for over 60 years and was run by Jack, a longtime employee and company legend who started in the mail room. Three weeks into the job, as Ben was on his way from the basement to the top floor, the elevator stopped and who should enter but Jack. He smiled at Ben, introduced himself, and mentioned that he had started out in the mail room. As they exited the elevator, Ben asked if Jack had any advice for him.

"Never stop educating yourself," he said. "In fact, come into my office and let me elaborate. I have 15 minutes before my next meeting."

Jack proceeded to share these five principles for continued education:

1. Take responsibility for your education.

You alone are responsible for your education. Whether or not it makes sense to invest in a formal education, there are free and for-fee learning opportunities available to everyone. The public library and the internet are two examples.

Another invaluable source of education is people. Spend time with those who can do things that you can't. It may mean volunteering to stay late to observe someone, going to lunch with more experienced employees, or finding a mentor.

You can also learn by taking on challenging projects or tasks that are above your skill level. Discuss help you will need to be successful and your boss may reward your initiative by providing an experienced staff member to oversee your on-the-job training.

You can learn pretty much anything if you work hard at it.

2. Don't expect entitlements.

Time in service should be no guarantee of advancement in a successful business. It is what an employee learns with his or her experience that determines the value of the service time. In other words, if you put in your time, you are guaranteed nothing.

You need to stay up to date with industry trends by reading industry literature and blogs. ... New trends are frequently entering the workplace. You have a choice: be aware of and lead the change, or try to catch up — or, worse, resist the change.

As your time with the company grows, seek lateral transfers or increased responsibility without necessarily a corresponding increase in title or pay. Realize you are making yourself more valuable to your employer, and view growth assignments as an investment in yourself.

Although we live in a time of an increasing sense of entitlement, we must all take care of ourselves.

3. You can't rest on your laurels.

Many employees feel that they do not have anything new to learn, and they become complacent. They decide they don't need to put in any more effort and stop striving for success. When you reach a goal, celebrate your success, but then identify your next goal and begin to take action. When you stop moving forward, you are actually falling behind all the others who continue to move forward.

4. Stay current.

You need to stay up to date with industry trends by reading industry literature and blogs. If you are seeking or moving into a management position, read leadership books and blogs. New trends are frequently entering the workplace. You have a choice: be aware of and lead the change, or try to catch up — or, worse, resist the change.

Joining industry and trade associations is another way to become educated on current trends.

5. Respect generational differences.

A big issue in many industries is getting several generations to work well together. Each generation has different learning and working styles. You have several options for handling this reality. The first is to do nothing since it's your fellow employee's responsibility to get with the program. Or you can leave it to the business' leadership to implement a program that will fix the problem. The better choice is to educate yourself on the differences between



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generations, the issues these differences bring to the workplace, and things others are doing to address the issues.

You can use this information to change how you interact and, to the extent you can, help your company improve its processes.

WHAT HAPPENED WITH BEN?

Ben took Jack's advice to heart. After graduating from college, he got a job with another company in another field. His education did not stop when he left school. He subscribes to industry and management blogs, has joined his industry association, seeks out challenging assignments and develops relationships with other successful employees at his company. He has been identified as a high-potential employee and is one of the youngest employees at his level. Ben's future is bright. It's amazing what a chance encounter in an elevator can do. ■

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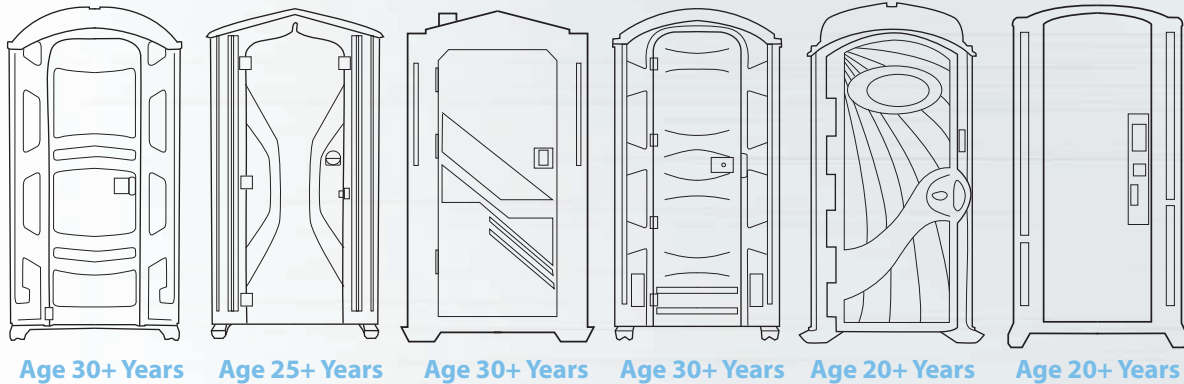
- New one-piece corner urinal and clog-resistant piping with wider opening for ease of cleaning and less splashing
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Corey Trucksess of Port A Bowl/Relief Rentals in Philadelphia, Pennsylvania started buying portable restrooms from Sansom in 1991, '92, and '93. His companies purchased approximately 1,100 units from Sansom.

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THE GOLD STANDARD

The Phil's Septic Pumping Service team includes, from left, Stephen Gillespie, Jenny Riendeau, Ashley Riendeau, Lee Riendeau, Melvin Godin and Therese Lavoie. (Photos by Doug Gibbons)

Profile

Phil's Septic Pumping Service Inc.

Marathon, Ontario, Canada

OWNERS: Ashley and Lee Riendeau

FOUNDED: 1995

EMPLOYEES: 6

SERVICE AREA: 125 miles east and west of Marathon along the TransCanada Highway

SERVICES: Portable sanitation, septic service, jetting, CCTV line inspection, water delivery

WEBSITE: www.philsseptic.com



In a Canadian town built on precious metals mining, a family pumping business is rejuvenated by expanded service offerings and an emphasis on customer care **By Peter Kenter**

Phil's Septic Pumping Service was founded in 1995 in the small community of Marathon, Ontario, Canada, on the North Shore of Lake Superior. Over two decades, the thriving town has moved from an economy based on pulp and paper to one more heavily supported by gold mining. A second generation of owners has evolved Phil's Pumping by improving service and adding offerings more closely attuned to the new local economy and a population more interested in catered events.

(continued)

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Right: Technician Stephen Gillespie (holding the hose) and an unidentified municipal worker clean a lift station using the company's Sterling vacuum truck with a Fruitland pump and built out by SchellVac Equipment.



Above: Ashley Riendeau reviews customer records in the office at Phil's Septic Pumping Service.

Left: Therese Lavoie conducts an inventory of supplies, including chemicals from Walex Products Company.



friendly lender in Thunder Bay, a four-hour drive from Marathon. However, before the Riendeaus assumed ownership of the business, the only driver resigned.

"When we took over, we realized that we had to act immediately to stabilize the business," says Riendeau. "We looked at all

of the equipment and scrapped a '94 International outright. We replaced the tank, pumping system and hoses on a 2000 Kenworth T300." They outfitted the rig with a 2,750-gallon steel tank built by Vacutrux and a Wallenstein pump.

Riendeau hired another full-time driver, while her husband continued to handle driving and performing truck maintenance on days off and weekends.

"I started sending out newsletters to keep our existing customers in the loop," says Riendeau. "We wanted them to know better things were coming, including new equipment and services. We also began to more aggressively go after industrial wastewater contracts at gold mines and pulp mills, and long-term construction contracts for major infrastructure."

“ People seemed to notice the cleaner restrooms on job sites and we began to book more and more events. We were getting a lot of compliments and even the drivers were complimented for being professional and friendly. ”

— Ashley Riendeau

The company designed a new logo and switched to Phil's-branded reflective jackets, T-shirts and baseball caps to help reinforce the company image. All equipment and shop signage were also re-decaled.

EXPANDING IN EVENTS

"I think our service improved almost out of the gate," says Riendeau. "My parents never serviced many events, but people seemed to notice the cleaner restrooms on job sites and we began to book more and more events. We were getting a lot of compliments and even the drivers were complimented for being professional and friendly."

(continued)

Phil's is owned by Ashley and Lee Riendeau — her parents Phil and Linda founded the company in 1995.

"My father was working in a local pulp and paper mill, and decided that a septic pumping business would provide him with a good retirement project," says Ashley Riendeau. "He started it while working full time, but within two years he quit his job at the mill and worked septic pumping full time."

Her mother worked the office, handling the books and scheduling. Riendeau often pitched in on both the office and service sides. Within a few years, the company took on a small number of portable restrooms and a full-time employee. Lee Riendeau also worked as a driver for the company, but left for a better paying career at one of the area gold mines.

Ashley's father died in 2010, and her mother continued to operate the business for about a year.

CONTINUING A LEGACY

"She was tired of running it on her own, and wanted to retire," says Riendeau. "She put the business up for sale, but there were no takers. We knew the business had a lot of potential, and didn't want to see it shut down. My dad had a lot of pride in the business, and we wanted to continue it in his honor, so we decided to purchase it ourselves."

Riendeau and her husband were in their mid-20s, having only recently completed school. Financing the purchase proved more challenging than they'd thought. The business assets included 40 restrooms and two vacuum trucks, but the local bank passed on a loan. The couple eventually found a

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Business quickly expanded to the point where Phil's required a second full-time driver in 2014. "We also hired a bookkeeper to come in twice a month to do major accounting, while I handle invoicing, calls and scheduling," says Riendeau. "Our scheduling procedure is pretty simple, using an iPhone app and Google Maps."

Today, the company covers an area about 125 miles east and west of Marathon between Wawa and Nipigon, mostly in a narrow band along the TransCanada Highway.

Phil's currently offers 100 PJN3 portables, 10 Fleet models, and two wheelchair-accessible models all from PolyJohn Canada. Two single self-



contained washroom units were supplied by Room to Go, and a double self-contained washroom trailer was purchased from Vacutrux Limited. The company also offers PolyJohn hand-wash sinks.

Four trucks make up the service fleet: the original 2000 Kenworth T300; a 2007 Sterling with 3,850-gallon steel tank built by Schell-Vac Equipment with a Fruitland pump; a 2011 Dodge Ram 3500 with separate 240-gallon steel waste tank (built in-house) and 210-gallon plastic freshwater tank, with a Wallenstein pump; and a 2003 GMC Sierra 2500 with 180-gallon waste/90-gallon freshwater tank (Pickup-Tanx) and Wallenstein pump. The trucks also haul a 1,200-gallon ABI Attachments plastic water tank on a steel trailer by Absolute Innovations Inc.

Transport trailers are from McKee Technologies and Advantage Trailer & Hitches. The company also uses a Mini Metro Mover from Allied Forward Motion.

Deodorizers are provided by Walex Products Company.

Phil's also offers a Spartan 727 mini-jetter/locator and a SeeSnake video inspection camera by RIDGID.

PUMPING IS MAINSTAY

New industrial work is helping to expand the business.

"There are a lot of exciting things happening around the area from a business perspective," says Riendeau. "We recently picked up a big hydro

Provincial regulations boost trailer rentals

Phil's Septic Pumping Service of Marathon, Ontario, Canada, has taken a leap into restroom trailers, driven as much by the need for a better class of restrooms at weddings and VIP events as provincial labor laws regarding construction restrooms. The company currently offers three trailers: two singles supplied by Room to Go and a double from Vacutrux Limited.

"We're getting solid bookings on events with the double trailer," says company co-owner Ashley Riendeau. "But the real drive to get into trailers followed the Ontario Ministry of Labour's regulations requiring heated washrooms with warm running water and flush toilets for construction sites in winter. We bought the two singles because we wanted to supply the market before our clients decided to get them from somewhere else."

While the law is the law, Riendeau notes that ministry inspectors don't seem to be enforcing the regulations, particularly in more sparsely populated areas. That's slowing an increase in demand for the full-service construction trailers.

"Still, we're solidly booked with the trailers we do have," she says. "We definitely want more trailers in the near future — it seems to be the way the market is going."

Above: Melvin Godin and Therese Lavoie clean a row of restrooms from PolyJohn Canada.

Right: Godin uses a Mini Metro Mover from Allied Forward Motion to organize PolyJohn restrooms in the company yard.



dam construction contract about 45 miles away, which involves setting up and servicing 20 portable restrooms for probably three to four years. They don't have water service yet, so we're also delivering potable and non-potable water to them using our water delivery trailer."

Gold mine operations and construction also provide a steady source of portable restroom contracts. Summer festivals, such as the Terrace Bay Street Festival, typically call for 15 restroom units, while smaller events such as weddings call for three to four.

While the new services are expanding revenue, Phil's still relies on pumping for 70 percent of its business.

With a population of about 4,000, Marathon is the hub of the North Shore of Lake Superior and is served by municipal sewers. However, a series of smaller towns and cottages stretched out along the service area require

(continued)

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Melvin Godin checks on a PolyJohn unit wrapped in a Pro Stitch insulated cover, which helps keep units comfortable for users during winter months.

septic pumping services. The company also has large industrial pumping contracts with pulp and paper mills and local gold mines.

“With the pulp and paper mills in Terrace Bay and White River we pump nontoxic sludge from their cleaning tanks,” says Riendeau. “Many of these tanks also form a layer of mud in the bottom that we pump

out. The gold mines have emergency containment ponds for industrial wastewater and they eventually fill with rain. We’re contracted to pump the rainwater out of them to keep them empty in case of an emergency.”

Wherever possible, Phil’s likes to piggyback residential septic work on the back of regularly scheduled industrial work, allowing drivers to maximize efficiency. Following septic tank pumping, operators promote the use of Bio-Active septic tank treatment from Walex.

Phil’s also maintains septic pumping contracts with several area native tribal reserves, including Pic Moberg First Nation, Pic River First Nation and Pays Plat First Nation.

“We like the efficiency of these contracts,” says Riendeau. “Even if we receive a call from one of the residents, the billing is handled through each reserve’s Band Council.”

The company also works on contracts for provincial parks in the area, pumping out large septic vaults for permanent outhouses.

The Spartan mini-jetter gets a workout on clogged drains and piping around septic fields. “We advertise the jetter as a method of preventive maintenance, so people don’t have to worry about a serious blockage down the road,” says Riendeau.

WEATHER A CHALLENGE

Snow and cold weather remain a local challenge. While the TransCanada Highway is well maintained, a snowstorm can sideline service trucks for the day. While they don’t carry brine, salt is added to the portable restroom holding tank water on placement to foil frigid temperatures. Insulated covers from Pro Stitch help to keep the units comfortable.

The company keeps in touch with the industry as a member of the Ontario Association of Sewage Industry Services (OASIS). The owners also attended their first Water & Wastewater Equipment, Treatment & Transport Show in 2015.

“It was overwhelming,” says Riendeau. “It took us two days to see everything, and it was really good for the business. We bought our water trailer and jetter/locator at the show. These were services we never really considered before the show but they’ve been very successful and have brought in a lot of additional income since. We also got to meet a lot of our suppliers face to face. I feel that getting to know them has gotten us better service — and better deals.”

Riendeau makes frequent sales calls to local businesses and events. She often sends out unsolicited quotes to events she’d like to take on. “I’m not trying to win these events by being the cheapest,” she says. “I just send a quote at a price that we would be comfortable delivering.”

Phil’s continues to promote itself through multiple outlets — its website, Facebook, distribution of flyers and local newspaper advertising. The company also appears at local events, such as home shows.

“It took us two days to see everything, and it was really good for the business. We bought our water trailer and jetter/locator at the (WWETT) show. These were services we never really considered ... but they’ve been very successful and have brought in a lot of additional income.”

— Ashley Riendeau

“A lot of our promotion comes from sponsoring events and causes,” says Riendeau. “We are very involved in the community and volunteer where we can. We often donate extra portable restrooms at events, and we are major sponsors of a local minor hockey team, the Marathon Mercs. People see us out in the community doing these things, or when it’s covered in the newspaper, so it’s a great way to promote the business while helping out our community.”

MOST IMPROVED BUSINESS

The community has taken notice. The company won the Marathon and District Chamber of Commerce “Most Improved Business” award in 2014, as nominated by the public.

Better still, company revenue is climbing, growing more than 400 percent since the couple purchased the company.

“When we bought the business originally, we were a bit skeptical about how we’d like running it, but I’m enjoying it far more than I ever thought I would,” says Riendeau. “Managing the business to grow and thrive is definitely rewarding.” ■

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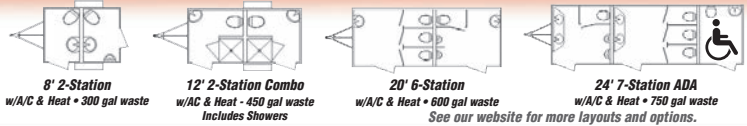


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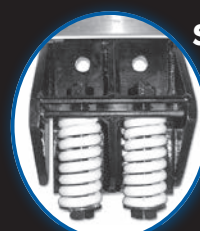
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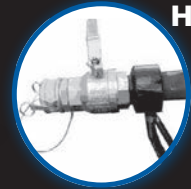
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Goguen Joins Education Committee

By Dhru Bhatt

National Association of Wastewater Technicians member Claude Goguen has been appointed to the NAWT Education Committee. He is the director of sustainability and technical education at the National Precast Concrete Association (NPCA). He attended the University of Moncton located in New Brunswick, Canada, obtaining a bachelor's degree in civil engineering with a P.E. and LEED AP designation. He is a licensed P.E. in Indiana and a licensed P.Eng. in Canada.



Claude Goguen

As a LEED Accredited Professional, Goguen tracks LEED-related changes and developments that may affect NPCA members and, in turn, the septic treatment industry. He provides technical support to NPCA members and the specifying community by developing technical documentation, serving on a codes and standards committee, working as the staff liaison to various product and board-appointed committees, and contributing to NPCA publications. Goguen was a NAWT speaker at the 2016 WWETT Show. In addition to overseeing the NPCA sustainability program, he develops and teaches NPCA education courses.

Goguen has been involved in the education and technical services departments at NPCA since 2008 and has 20 years of experience in the precast concrete and construction industry. Prior to working at NPCA, he was an operations manager at a precast concrete manufacturing plant for

10 years. He is a member of ASCE (American Society of Civil Engineers) and CSCE (Canadian Society for Civil Engineering), and the American Society of Testing and Materials.

INDIANA ONSITE WASTEWATER PROFESSIONALS ASSOCIATION

The Indiana Onsite Wastewater Professionals Association (IOWPA) is committed to protecting the public health and the environment of Indiana by improving and increasing access to wastewater treatment for individuals and communities living beyond centralized wastewater treatment facilities. IOWPA is a state association member of NAWT. For more information related to IOWPA, visit its website at www.iowpa.org.



Gary Steinhardt

Gary Steinhardt is president of IOWPA and is also a member of the Education Committee and a member of NAWT. He received a bachelor's degree in agricultural science and a master's degree in soil science from Michigan State University, and his doctorate in agronomy from Purdue University. His experience spans almost five decades. Since 1991, he has served as a professor at Purdue University. Steinhardt is a Certified Agronomist/Soil Scientist #1104, ARCPACS Registered Professional Soil Scientist #15, and on the Indiana Registry of Professional Soil Scientists. His current research interests are on soil physical properties and tillage practices. Currently he is contributing to studies involving the influence of soil properties and yield with conservation management systems.

IOWPA (along with other state associations) will be partnering with NAWT to explore development of soils classes and to make sure soils classes being offered meet NAWT requirements for certificate renewal. Since understanding soils is a key to design and installation of long-lasting systems, the NAWT Education Committee feels it is important to promote development of soils classes. ■

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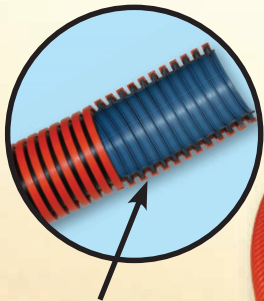
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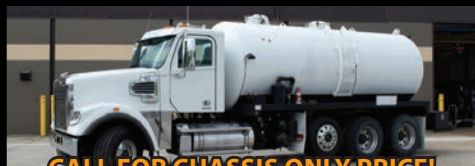
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See ad page 12	Acro Trailer Company 2320 N Packer Rd., Spring Fields, MO 65803 800-589-5254 • 417-862-1758 • (f) 417-862-8084 www.acrotrailer.com • tgiovanni@acrotrailer.com	■	■	■	■					■	■	■	
 See ad page 17	Advance Pump & Equipment Inc. 15418 Old Hwy Rd., Peosta, IA 52068 563-557-0957 • (f) 563-557-0961 www.advancepump.com • wayne@advancepump.com	■	■	■	■	■	■	■	■	■		■	■
See ad page 29	Amthor International 237 Industrial Dr., Gretna, VA 24557 800-328-6633 • 434-656-6233 • (f) 434-656-1101 www.amthorinternational.com • bramthor@amthorinternational.com	■	■	■		■		■	■	■	■	■	
See ad page 1 Eastern Supplement	Andert, Inc. PO Box 372, Eastford, CT 06242 860-974-3893 • (f) 860-974-2145 andertinc@gmail.com	■	■			■	■	■	■			■	
See ad page 52	Armstrong Equipment, Inc. 11200 Greenstone Ave., Santa Fe Springs, CA 90670 800-699-7557 • 562-944-0404 • (f) 562-944-3636 www.vacpump.com • sales@vacpump.com						■						
See ad page 69	Best Enterprises, Inc. 3513 W Mountain Springs Rd., Cabot, AR 72023 501-988-1905 • (f) 501-988-2880 www.bestenterprises.net • info@bestenterprises.net		■			■	■		■			■	
 See ad page 58	Century Tank & Truck 20479 Balsam Dr., Sauk Centre, MN 56378 320-351-8265 • (f) 320-351-8264 www.centurytank.com • centurytank@mainstreetcom.com	■	■	■	■			■	■			■	
See ad Eastern Supplement page 4; Midwest Supplement page 1	Crescent Tank Manufacturing 2557 Cannan Rd., Bloomfield, NY 14469 585-657-4104 • (f) 585-657-1014 www.crescenttank.com • info@crescenttank.com	■				■	■	■				■	
	Curry Supply Co. 1624 Curryville Rd., Martinsburg, PA 16662 800-345-2829 • 814-793-2829 www.currysupply.com • sales@currysupply.com	■	■	■				■	■				
See ad page 67	Engine & Accessory, Inc. 12201 NW 30th Pl., Miami, FL 33167 800-327-5431 • 305-573-2268 • (f) 305-576-4617 www.rampstar.com • info@rampstar.com	■	■	■	■	■	■	■	■	■	■	■	
See ad page 71	Erickson Tank & Pump LLC 800 Rd. P.5 SW, Quincy, WA 98848 509-785-2955 • (f) 509-785-3770 www.ericksontank.com • sales@ericksontank.com	■	■		■	■	■	■	■	■		■	■
See ad page 73	Five Peaks 1790 Sun Dolphin Dr., Muskegon, MI 49444 866-293-1502 • 231-830-8099 • (f) 231-739-2131 www.fivepeaks.net • info@fivepeaks.net	■			■	■		■	■	■		■	

VACUUM TANK 2016 DIRECTORY

		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks
 See ad page 25	FlowMark 610 S. Adams St., Kansas City, KS 66105 855-653-8100 www.flowmark.com • sales@flowmark.com	■	■	■	■	■	■	■	■	■	■	■	
See ad page 109	FMI Truck Sales & Service 8305 NE MLK Jr. Blvd., Portland, OR 97211 800-927-8750 • 503-286-2800 • (f) 503-286-3223 www.fmitrucks.com • johnb@fmitrucks.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 79	F.S. Solutions 8584 Borden Ave. SE, Leeds, AL 35094 800-822-8785 • (f) 205-699-2253 www.fssolutionsgroup.com • info@fssolutionsgroup.com												■
See ad page 9	GapVax Inc. 575 Central Ave., Johnston, PA 15902 888-442-7829 • 814-535-6766 • (f) 814-539-3617 www.gapvax.com • inquiry@gapvax.com		■					■	■				
See ad page 37	Global Vacuum Systems 15431 St. Hwy. 6, Navasota, TX 77868 800-843-0866 • 936-825-2000 • (f) 936-825-2020 www.globalvacuumsystems.com • ryan@globalvacuumsystems.com	■	■		■			■	■		■	■	■
	Great Lakes Equipment Sales, Inc. 4818 W 137th St. Unit B, Crestwood, IL 60445 888-432-9070 • 815-412-5270 • (f) 888-432-9070 www.usedvacuumtrucks.com • info@usedvacuumtrucks.com	■	■	■	■	■	■	■	■	■	■	■	■
	Guzzler Manufacturing 1621 S Illinois St., Streator, IL 61364 800-627-3171 • 815-672-3171 • (f) 815-672-2779 www.guzzler.com • sales@guzzler.com	■	■						■		■		
See ad page 11	House of Imports, Inc. 9815 NW 27th Ave., Miami, FL 33147 305-691-4778 • (f) 305-691-4779 www.house-of-imports.com • houseofimports00@aol.com		■	■		■	■	■	■	■	■	■	■
 See ad page 39	Imperial Industries, Inc. 505 W Industrial Park Ave., Rothschild, WI 54474 800-558-2945 • 715-359-0200 • (f) 715-241-9385 www.imperialind.com • indsales@imperialind.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 62	International Machinery Sales Inc. 12845 261A Street, Maple Ridge, BC V2W 0J2 Canada 844-460-9950 www.internationalmachinery.com • mike@internationalmachinery.com												■
See ad page 75	KeeVac Industries, Inc. 7717 West 6th Ave. Unit E, Lakewood, CO 80214 866-789-9440 • 303-789-9440 • (f) 303-459-4439 www.keevac.com • info@keevac.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 40	Keith Huber Corp. PO Box 3368, Gulfport, MS 39505 800-334-8237 • 228-832-0992 • (f) 228-832-0992 www.keithhuber.com	■	■	■	■	■	■	■	■	■	■	■	■
 See ad page 61	Lely Tank and Waste Solutions, LLC PO Box 1026, Temple, TX 76503 800-367-5359 • 254-938-2564 • (f) 254-938-7204 www.leytank.com • sales@leytank.com	■	■	■		■	■	■	■	■		■	■
 See ad page 72	LMT Inc. 1105 SE 2nd St., Galva, IL 61434 800-545-0174 • 309-932-3311 www.vaxteel.com • info@vaxteel.com	■	■			■	■	■	■			■	
See ad Eastern Supplement page 2; Midwest Supplement page 4	Marengo Fabricated Steel, LTD. 1089 Co. Rd. 26, Marengo, OH 43334 800-919-2652 • 419-253-2119 • (f) 419-253-2120 www.mfsltd.com • michelle@mfsltd.com	■	■			■	■	■				■	

VACUUM TANK 2016 DIRECTORY

		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks
See ad page 44	Marsh Industrial PO Box 1107/135 East Mile Rd., Kalkaska, MI 49646 800-952-1537 • 231-258-4870 • (f) 231-258-2019 www.marshind.com • donmarsh@marshind.com	■	■	■	■	■	■	■	■	■	■	■	
See ad page 86	Mid-State Tank/Arthur Custom Tank 1357 Jonathan Creek Rd., Sullivan, IL 61951 800-722-8384 • 217-728-8383 • (f) 217-728-8384 www.midstatetank.com • ggood@midstatetank.com			■	■	■			■	■	■		
See ad Eastern & Midwest Supplement page 2	Mid-State Truck Service, Inc. 6335 Packer Dr., Wausau, WI 54401 800-236-2044 • 715-845-2244 • (f) 715-845-3940 www.midstatetruck.com • allenl@midstatetruck.com	■	■	■	■	■		■	■	■	■	■	■
 See ad page 15	National Truck Center 301 East 11 Ave., Hialeah, FL 33013 866-411-9210 • 305-691-8407 • (f) 305-691-8416 www.nationaltruckcenter.com • info@nationaltruckcenter.com	■	■	■		■		■		■		■	■
See ad page 76	Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-330-3965 • 570-523-8174 • (f) 570-523-8175 www.pikrite.com • sales@pikrite.com	■	■	■	■	■	■	■	■	■		■	
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See ad page 112	Presvac Systems 4131 Morris Dr., Burlington, ON L7L 5L5 Canada 800-387-7763 • 905-637-2353 • (f) 905-681-0411 www.presvac.com • sales@presvac.com	■	■	■	■	■	■	■	■	■	■	■	■
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 See ad page 82	Robinson Vacuum Tanks 306 Runville Rd., Bellefonte, PA 16823-4714 814-933-0927 www.robinsontanks.com • info@robinsontanks.com	■	■	■	■	■	■	■		■		■	
See ad page 21	Rush Refuse Systems 8810 IH 10 E, San Antonio, TX 78219 877-661-4511 • 210-901-7210 • (f) 210-835-2278 www.rushrefusesystems.com • refusesales@rush-enterprises.com	■	■	■									■
See ad page 100	Slide-In Warehouse 7717 West 6th Ave Unit E, Lakewood, CO 80214 888-445-4892 • 303-445-4892 • (f) 303-459-4439 www.slideinwarehouse.com • matt@slideinwarehouse.com				■	■	■			■		■	■
See ad page 109	Specialty B Sales 2100 E Booth Rd., Searcy, AR 72143 800-364-7307 • 501-279-0001 • (f) 501-279-0003 sbs3647307@gmail.com	■	■			■	■	■	■			■	
	Super Products LLC 17000 W Cleveland Ave., New Berlin, WI 53151 800-837-9711 • 262-784-1700 www.superdproducts.com • info@superproducts.com	■	■	■							■		■
See ad page 110	TankTec 10100 Quinn St. NW, Minneapolis, MN 55443 888-428-6422 • 763-755-8075 • (f) 763-757-9788 www.tanktec.biz • info@tanktec.biz	■	■			■	■		■	■	■	■	

VACUUM TANK 2016 DIRECTORY

		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks
See ad page 26	Tank World Corp 12007 W Peoria Ave., El Mirage, AZ 85335 623-536-1199 • (f) 623-935-4782 www.tankworld01.com • tankworld01@gmail.com	■	■	■	■	■	■	■	■	■		■	■
See ad page 16	Thompson Tank, Inc. 8029 Phlox St., Downey, CA 90714 800-421-7545 • 562-869-7711 • (f) 562-869-7214 www.thompsonstank.com • harleestanley@thompsonstank.com	■	■	■	■	■		■	■		■	■	
See ad page 97	Transport Truck Sales, Inc. 6740 Kaw Dr., Kansas City, KS 66111 888-395-7551 • 913-334-2400 • (f) 913-334-4576 www.transporttruck.com • scott@transporttruck.com	■	■	■	■	■		■		■	■	■	■
See ad page 5	Transway Systems, Inc. 314 Lake Ave. N, Hamilton, ON L8E 3A2 Canada 800-263-4508 • 905-578-1000 • (f) 905-561-9176 www.transwaysystems.com • gary@transwaysystems.com	■	■	■		■	■	■	■	■		■	
	Tremcar Inc. 790 Montrichard Ave., Saint-Jean-Sur-Richelieu, QC J2X 5G4 Canada 800-363-2158 • 514-616-4840 www.asybco.com • croteaur@tremcar.com	■	■	■	■			■	■	■	■	■	
See ad page 96	Truck Country 2401 Progress Way, Kaukauna, WI 54130 800-236-5271 • 920-766-5222 www.truckcountry.com • marketing@truckcountry.com		■										■
	Truck Express 2530 Xenium Lane N, Plymouth, MN 55441 800-328-3332 • 763-553-1900 • (f) 763-553-1905 www.satelliteindustries.com • west@satelliteindustries.com	■	■	■		■	■	■	■	■		■	
See ad page 93	TSI Tank Services, Inc. PO Box 8136, Cranston, RI 02920 866-720-4999 • 401-437-8942 • (f) 401-383-7462 www.tankservicesinc.com • jerry@tankservicesinc.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad Eastern Supplement page 4; Midwest Supplement page 3	V & H, Inc. 1505 S Central Ave., Marshfield, WI 54449 800-826-2308 • 715-486-8800 • (f) 715-387-1600 www.vhtrucks.com • j.gest@vhtrucks.com@vhtrucks.com	■	■	■				■	■	■	■		■
	Vac-Con, Inc. 969 Hall Park Rd., Green Cove Springs, FL 32043 904-284-4200 www.vac-con.com • vns@vac-con.com	■	■										■
	Vector Manufacturing 1621 S. Illinois St., Streator, IL 61364 800-627-3171 • 815-672-3171 • (f) 815-672-2779 www.vector.com • sales@vector.com	■	■						■				
See ad page 99	Vacutrux Limited 20 Martin Ln., Elmira, ON N3B 2A1 Canada 800-305-4305 • 519-669-1625 • (f) 519-669-8331 www.vacutrux.com • info@vacutrux.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 94	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 • 856-627-7790 • (f) 856-627-3044 www.vacuumsales.com • sales@vacuumsalesinc.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 48	Wee Engineer, Inc. 282 Delaware St., Dayton, IN 47941 877-296-5555 • 765-296-2027 • (f) 765-296-3027 www.wee-engineer.com • bparker@wee-engineer.com		■			■		■	■	■		■	
See ad page 33	Westech Vac System 1002 15th Ave., Nisku AB T9E 7S5 Canada 780-955-3030 • (f) 780-955-382 www.westechvac.com	■	■						■		■		

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Housing Development in South Dakota Depends on Septic Systems

Lack of quality land to fill demand for new homes pushes decentralized wastewater professionals to look toward onsite technologies and technical training **By Doug Day**

People love living out in the country. As more people go in for the rural lifestyle in South Dakota, the demand for septic systems is growing and challenging installers, because most of the good lots have already been developed.

Environmental scientist Scott Hipple with the South Dakota Department of Environment and Natural Resources (DENR) says most of the 654 certified installers do a good job following the regulations set forth by the state, which establishes the minimum standards, and the municipalities, sewer districts and 66 counties that can have more stringent regulations.

What issues keep you busy in South Dakota?

Hipple: In certain parts of the state, we have extremely high seasonal groundwater levels and some have really impervious soils. Then we have the Black Hills that has both bedrock and groundwater issues, not to mention that it is a major recharge area for several important aquifers in the state. Our regulations are working to protect the groundwater, provided people follow the rules.

We do have a plan review program that is set up mainly for commercial operations, but we will review any plan for a residential system that is submitted. We get them mainly if they need a variance to one of the rules. The state does not have a construction inspection program.



Contact Scott Hipple, South Dakota Department of Environment and Natural Resources environmental scientist, at 605 /773-3351 or go to www.denr.sd.gov/des/fp/septic.aspx.

We'd like counties to set up inspection programs, or at least permitting programs. It's easier to enforce if it is at the local level. We'd like them to get a copy of what is being installed so later we don't have a homeowner build a garage on top of the drainfield system and then wonder why it's backing up into the home. Some counties have inspection programs, especially out in the Black Hills.

Looking ahead, what is it that will challenge the industry in the future?

Hipple: About 27 percent of homes in South Dakota have onsite systems and that number is increasing, because people want to move out into the country. Probably 30 to 35 percent of new construction is using onsite systems.

“Unfortunately, most of the areas that have decent soils in the Black Hills have already been built on. Trying to locate a septic system on some of these lots is very difficult, if not impossible. Sometimes, they have to resort to holding tanks and have them pumped.”

- Scott Hipple

The Black Hills are a favorite for people. Unfortunately, most of the areas that have decent soils in the Black Hills have already been built on. Trying to locate a septic system on some of these lots is very difficult, if not impossible. Sometimes, they have to resort to holding tanks and have them pumped.

So we're getting into more creative ways to build on lots that aren't very conforming. Such as taking the low spots where the soil has settled and putting in community cluster systems. In that case, all the homes are required to have an advanced treatment system and they are part of a sanitary district that has the legal right to operate, maintain and pump those systems. That has worked well.

We've also had some older homes and cabins located around lakes where there have been issues

with nitrates and fecals getting into the lakes. They've come to our department and received funding to do a central collection system from their tanks using lift stations and a lagoon system. Another town put in four large drainfields, but only needs to use three of them. They rotate one out every year to let it rest.



In Lincoln County (far southeast corner of the state), the glaciers left an impervious layer of clay 14 to 24 feet underground with a perched water table above it. So in a lot of the county, you'll find sandy water at 30 inches. You end up using a mound system and there has to be at least 4 feet of separation between the bottom of the pipe and the seasonal high groundwater level. So some installers have to do creative landscaping to avoid an eyesore.

Are you generally happy with the performance of installers?

Hipple: The vast majority are doing a decent job of following the rules, but you always have a couple of bad apples. The biggest issue for me is that not everybody is doing percolation tests like they should.

DENR has a certification program for installers. We mail the rules to them and they have to do an open-book test. If they pass, they are certified for five years. There is no fee and no continuing education requirement. One county, Pennington, does have a requirement for continuing education.

We used to have laws and a program to certify and train pumpers. The Legislature let that sun set many years ago, in the late 1990s. They just thought it was unnecessary and burdensome. So land application is now subject to the EPA 503 biosolids rule. Our best guess is that we have about 30 to 50 companies that do just pumping; most are in the Black Hills. A lot of installers also do pumping.

It would be easier for us to track what's going on and make sure things are being done appropriately if we had our own (pumping) rules. The only time we find out something is going on is when we receive a complaint. We get about a dozen pumper complaints a year, mainly discharging close to a housing development, too close to a creek, or not spreading or liming the product. We investigate those complaints. If they have, in fact, discharged inappropriately, we can use some of our pollution control rules. Usually what we do is work with the pumper to bring the operation back into compliance.

What is the most common violation by installers?

Hipple: They may be installing systems in clay soils that are obviously way too small, and homeowners have systems fail within a couple of years. We've had installers who use traditional drainfield systems in areas with very high seasonal groundwater and they end up backing up into the home or draining to the surface.

Then it becomes an issue of having the system replaced and us going after the install-

ers for not having followed the rules, and the homeowner has to try to get financial reparations for the system by taking them to court.

With no installer association, how do you communicate information, including rule changes, to the industry?

Hipple: When we have a proposed change to administrative rules and it has gone through review and rewrite in the department, we then notify installers by mail and post the changes online where they can offer their comments. We

haven't done any rewrites in some time. We did one about seven years ago and we got quite a few comments.

I think it would be advantageous to work with an organized installers group. They would be very good at helping get more communication out to installers. I've had several of them talk to me about starting an organization over the years, but that's as far as it's gone. ■

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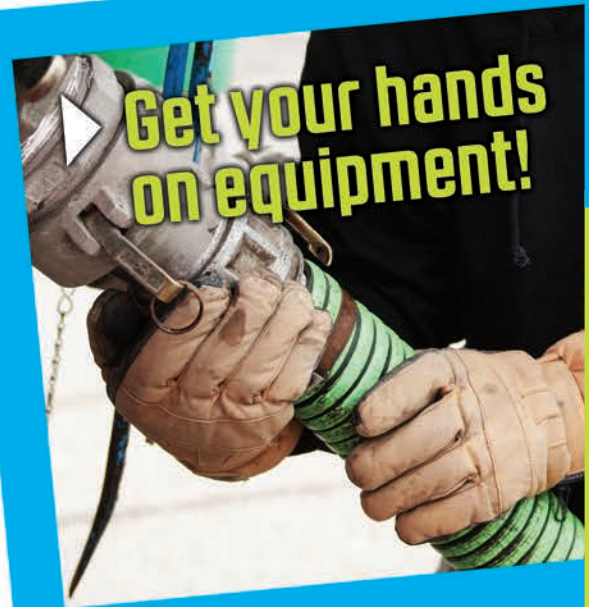
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Erik Gunn
is a business writer
in Racine, Wisconsin.

Take Another Look at Your Health Care Situation

Maybe a health plan just won't work for your business. How else can you help employees with health costs?

By Erik Gunn

You've followed the news. You've looked at all your options. You know your employees would love it if you could include a health insurance plan in their benefits package.

If you employ 50 or more full-time workers, it isn't just a nice thing to do — it's the law. Companies that size or larger are required to provide employees with health insurance under the Affordable Care Act. And despite continued wrangling over it in Congress and in the courts, the ACA now looks to be solidly established as the law of the land.

But chances are — like most pumping companies — you're smaller than that, so you don't have to offer health care benefits.

While there are ways small enterprises like yours can provide health insurance for workers, we know that even where there is a way, there isn't always a will. Tight cash flow or the overwhelming tasks and headaches of implementing a plan can easily be roadblocks too difficult to navigate amid all your other responsibilities, running your business and helping it to gain solid footing. Since the ACA doesn't require you to act, why not just shrug and move on?

After all, the law puts the responsibility for getting insurance on your employees as individuals — not you and your business. And it even has the mechanisms to help them — the health insurance exchanges operating in every state. So, end of story, right?

Well, maybe not. Doing something for employees when it comes to health care can serve your best interest and even boost your bottom line. A healthier workforce is more productive, and satisfied workers reduce the expenses of turnover. In one survey of employers, the Society for Human Resource Management found that in 2014 it cost on average \$3,337 to hire a new employee.

So what qualifies as “doing something”?

PROCEED WITH CAUTION

Some employers, knowing their employees now have to buy their own health insurance, might decide to help by reimbursing them for that monthly premium cost.

Warning: That can be a minefield. But it's not a dead end.

Many experts will tell you that you flatly cannot reimburse employees for health insurance they're required to buy under the federal law. They point out accurately that one wrong step could expose you to tens of thousands of dollars in penalties for every employee.

But the real answer is more complicated. If you follow some strict rules, you can help out in certain, limited ways:

- **Raise everyone's pay.** You could, for example, simply give a salary

If they do it right ... employers under the 50-employee floor of the ACA can use a Section 105 plan to fund some or all of the premiums employees pay for their individual, ACA-mandated health plans.

bump to everyone that could help them offset those premium costs.

But, the added money cannot be earmarked or restricted in any way. It's just a pay raise, and you cannot classify it as a health premium reimbursement, nor require that employees spend it only for that purpose.

If workers decide it's better to put the extra cash in a child's college fund, spend it on a fishing boat, give it to the church, go to the casino once a month, or simply sock it away in the bank — well, that's entirely their right and outside your control.

Looking for a more targeted approach?

- **Set up a Section 105 Health Reimbursement Plan.** Section 105 plans are accounts under the federal tax code that enable employers to fund individual health insurance for employees. Strict rules govern how to set up and operate them; you must follow them to the letter.

If they do it right, however, employers under the 50-employee floor of the ACA can use a Section 105 plan to fund some or all of the premiums employees pay for their individual, ACA-mandated health plans. Ask your trusted professional adviser for advice.

OTHER ALTERNATIVES

Short of a full-blown benefits plan or the admittedly complex Section 105, what can you do? More than you might think, says Julie Stich, research director for the International Foundation of Employee Benefit Plans based in Brookfield, Wisconsin.

- **Group coverage.** One option is to give employees access to group rates for various kinds of voluntary benefits. Employees still pay, she explains, but “this arrangement means employees pay a lower premium rate than they would typically get on their own.”

Health, dental and vision insurance plans may all be accessible through these kinds of mechanisms. (So can other benefits: life insurance, disability insurance, long-term care insurance and more.)

- **Employee assistance plans.** EAPs were originally created to help workers with alcohol or drug problems. Now they do much more.

“EAPs no longer focus only on substance abuse,” says Stich. “They will help with mental health issues, financial distress, stress, legal issues, domes-



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tic violence, divorce, issues with children or elders — including caregiving. EAPs will also send speakers to the workplace for education sessions.”

MORE OPTIONS

- Access to a nurse help line is yet another potential, and lower-cost, benefit. This is a perk many full insurance plans provide, Stich notes; you might be able to arrange it as a stand-alone service under a contract with a health care company that provides it.
- Prescription drug, dental care and vision service discount cards are available from some providers; check with the provider to confirm specific discounts and other rules of usage.
- Flu shots are another low-cost benefit with a high potential return. Some employers reimburse employees for shots obtained at the doctor’s office or through a designated provider, and others may bring health profes-

sionals in to give the shots right there in the office or shop.

- Similarly, Stich says, employers can reimburse certain health screening procedures, or once again bring the provider of the screening service into the workplace.
 - Finally, various fitness options also provide at least limited-benefit opportunities — payment, subsidies or discounts for gym memberships; on-site exercise and fitness classes; other on-site services such as massage; and providing free, reimbursed or subsidized devices — like the Fitbit — that allow workers to track their own health behaviors.
- So if you want to help your employees’ health, but just don’t see a way to provide a full health benefit plan, take a look at some of these other approaches. One or more just might be the ticket to meeting your workers’ needs while keeping your own budget under control. ■



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Dad Would Be Proud of His Family's Pumping Success

Rowell's Sewer & Drain uses effective marketing, a company jingle and new headquarters to exceed all expectations **By David Steinkraus**

In 2009, *Pumper* featured Rowell's Sewer & Drain in Northfield, New Hampshire, run by Mandie Hagan and her husband, Ian. At the time, the couple was six years into running the family business following the death of Hagan's father, Dickie, in 2001 at age 46.

Today, Rowell's continues on a steady growth pattern, with a new company headquarters, an aggressive marketing plan that includes radio — and hopefully soon to add TV — advertising, and constant technology upgrades. We caught up with Mandie Hagan so we could share her ideas to help other pumpers bring in more customers.

Pumper: You had a jingle written for your company?

Hagan: My kids were my inspiration for the creation of our jingle. They're young, and because we're always in the car with the radio on, they were constantly singing other businesses' jingles. I decided they should be singing our own jingle, so with the help of Jodie Gallant, owner of JMG Marketing in Laconia, New Hampshire, and Coast to Coast Productions out of Nashville, the Rowell's jingle was born. Our customers really enjoy the jingle. It's happy and upbeat, which helps customers calling us in a stressful, emergency situation. Adults sing it. Kids sing it. We use it in our radio ads and as our on-hold phone music. It makes people smile.

Pumper: Was it hard to have the jingle created?

Hagan: No. We met the songwriter, and he asked us a lot of questions to better know our company. A couple of weeks later he emailed us the lyrics. After we approved the lyrics, he wrote the music and sang it to us over the phone. After that he hired the singers, and the jingle was created.

When I start on a project I usually know what I want, but in this case I didn't. When he called with the finished song we were in the radio station across from my kids' school. Jodie loved it, but I wasn't sure. I ran across the street to the school and brought my girls back to listen. As soon as they heard it they lit up like a candle so I knew it was perfect.

Pumper: You have a new building, too, but you also built in a gym in it?

Hagan: We moved into our new building in July 2014. Previously, the office was in our home, but the garage was 20 miles away. We missed that face-to-face interaction with the technicians. We spent three years looking for the perfect spot and bought an old building. It had previously been a mattress store, a UPS garage facility, and a nightclub in the '70s. The building had been vacant for several years. We remodeled the entire building and went from two garage bays to seven, and we just bought a new truck to fill the seventh bay.

The gym is for everyone. I'm very much into fitness, because if I take

care of myself, then everything else seems to fall into place. Our employees can save money on gym memberships, they save travel time, and it's here for them to use anytime. When you feel good, you do good. It's an added perk that we can offer where everyone benefits.

Pumper: Do you use Facebook for marketing?

Hagan: Yes, and although it can be a time-suck at times, it is useful for engaging people. For example, we have nicknames for our trucks, and they each have custom license plates. When we add a new truck, I create a post on Facebook for vanity license plate suggestions. We get hundreds of posts through my personal and business Facebook page. The winner receives a \$50 gift certificate to a local restaurant that is also a customer. Everyone wins.

“When we add a new truck, I create a post on Facebook for vanity license plate suggestions. We get hundreds of posts through my personal and business Facebook page. The winner receives a \$50 gift certificate to a local restaurant that is also a customer.”

— Mandie Hagan

Another use is to build community. My daughters brought in their Halloween candy, and I said, “Let's donate some of this to our soldiers.” They recommended giving it all away and trying to collect more. As a mom, that made me proud. I posted this on Facebook and said we would collect and donate any candy people didn't want, and we would pay \$1 per pound. We took in almost 100 pounds and

shipped it to different soldiers all around the world. Most kids didn't want the money; they felt good donating and left our office with fun, bright-colored Rowell's sunglasses. Each year we also host a canned food drive to help support local food shelters. Last year alone we donated over 1,000 canned goods and nonperishable food items.

This is marketing, but it's fun, and it introduces us to people who might not otherwise stop here. Our office is bright and clean with vibrant colors — not an appearance you would associate with the business we're in.

Pumper: Do you do any other unusual marketing?

Hagan: One of our best additions was the 168-square-foot billboard outside our building, which includes a 40-square-foot reader board. There's a caricature of my dad — the Happy Pumper, because he always had a smile

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To hear the Rowell's Sewer & Drain commercial jingle, go to www.pumper.com and search for the August Pumper Interview story.

on his face. We include jokes, septic tips, and sometimes we're just silly. Our Halloween joke was this: What do you call a poop princess? Stinkerbell. People can be so rushed and tense; we use the billboard to lighten the mood, to make people laugh.

We change the board two or three times a week, and everyone in the office chips in with ideas. Our location, on a major state road near the center of town, also gives us a lot of potential readers, about 8,000 cars per day.

Pumper: How do you use radio in your 60-mile service area, and do you use television?

Hagan: We use radio to target areas where we want to grow. There's no point in spending money on ads for people who already know we're here.

Television is in my marketing plan, but we're not there yet. We are about providing excellent service with the ability to respond quickly. This has enabled us to grow over the years. It would be a mistake to spend money on television ads if we can't support the additional work. We never jeopardize quality for quantity. It is in my five-year marketing plan, but one goal at a time.

Pumper: Do you still update your computer equipment frequently?

Hagan: We do, because we rely so heavily on our computer systems. Our oldest machine is less than 2 years old. We are now rolling out our new software program, Fleetmatics. This will allow us to go almost paperless. This has route mapping, electronic invoice and work order dispatching. The technicians input the information using their smartphones, which instantly sync with our office computers. ■

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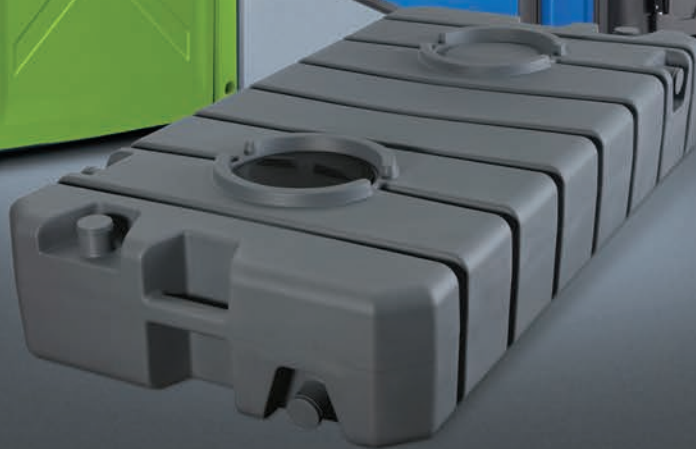
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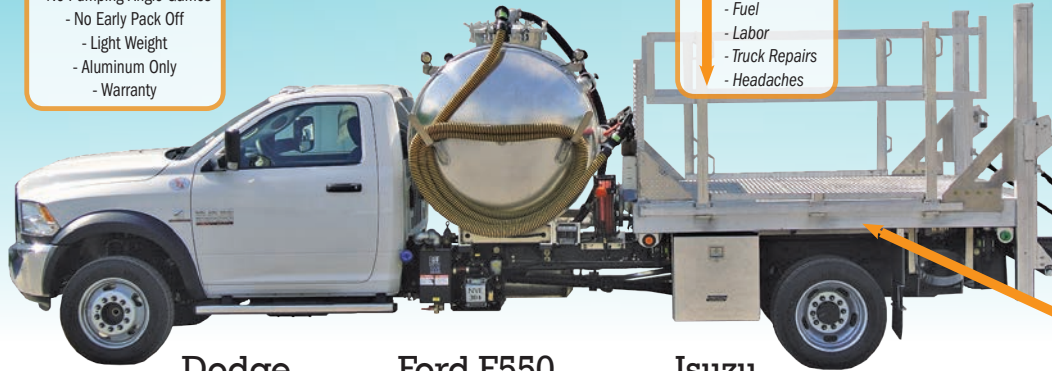
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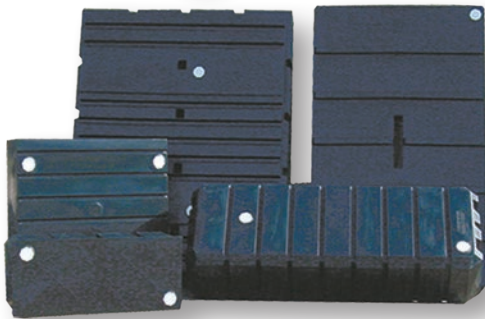
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RULES & REGS

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

Florida's Land Application Ban Survives Objections

By Doug Day

Despite efforts by the onsite industry to delay or overturn it, a ban on land application of septage in Florida went into effect June 30. The law was passed by Legislature in 2010 and has survived many attempts to defeat it — the latest bills to repeal the law died in committees in both the Senate and House in March. Septage must now be disposed of at licensed treatment facilities, and pumpers must provide a letter to the Department of Health proving that such arrangements have been made. Industry experts have expressed concern that the ban will raise the cost of septic service.

New Jersey

More septic systems will be allowed under proposed changes in density standards for New Jersey's Highlands region, which stretches 60 miles along the Atlantic Ocean and provides about 70 percent of the state's drinking water. The current standard is one individual septic system for every 25 acres of non-forested areas and one for every 88 acres of forested land. The new standards will allow about 12 percent more septic systems based on new data from a scientific analysis of nitrate levels by the U.S. Geological Survey.

The new density standard establishes three zones:

- Developed communities (32,896 acres) – one system per 11-acre lot
- Agricultural and woodlands (54,555 acres) – one system per 12-acre lot
- Lands important to water-quality protection (327,449 acres) – one septic system per 23 acres

Oregon

Failure to repair a septic system has drawn a big fine from the Oregon Department of Environmental Quality against a Coos Bay homeowner. The homeowner has been fined \$4,553 for allowing untreated or partially treated sewage to be discharged onto the ground from a broken drainfield line. The agency also ordered the homeowner to apply for a major repair permit, repair the system, enter into a contract with a licensed plumber and have the septic tank pumped regularly until repairs have been completed.

A family in Eugene has been using an old septic system for 27 years thinking their home was connected to the city's sewer system. They are now considering legal action against a former plumbing contractor who failed to complete the work all those years ago. The situation was discovered when sewage began backing up into their basement shower in April. ■

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Sansom Industries Zenith Restroom Features Hands-Free Entry

By Craig Mandli

Anyone who's been around the portable restroom industry for a while likely recognizes the Sansom name. In his more than five-decade career, Clyde Sansom has not only operated a multi-city restroom rental fleet, but his design input is still seen in popular portable restrooms produced today. Sansom Industries used the 2016 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show to introduce a new portable restroom — the Zenith.

"We actually started on the design of this unit in June 2015," says Clyde III "Mannie" Sansom, the company's COO. "Our big mission was to roll it out for the WWETT Show. We were very happy to get it done with two weeks to spare."

The fully made-in-America Zenith is designed to have at least a 30-year life span, with a 10-year warranty covering each part. Sansom says the durability is by design.

"It's simply because we don't want the nuisance of being in the spare parts business," he says. "Our thought was, if we build these things to last, we'll sell more on reputation and to return customers than any profit we can make from selling spare parts."

A Zenith innovation is its hands-free door opening and locking design. The door has a foot pull for users with their hands full or those concerned about germs. Inside the door, a strong open/close latch and opening handle incorporates a hover handle for hands-free locking. In addition, the ergonomically angled seat provides additional legroom for users.

"We've been operators in this industry for a long time, so we know what operators are looking for," says the younger Sansom, whose PRO career began under his father's tutelage in 1979. "When people use a portable, they want something that's comfortable and easy to get in and out of. The Zenith is our answer for that."

In addition to user comfort, the Zenith has several beneficial features for the portable restroom technician. It has durable corners that fit the hand very well and make it easy to move, along with strong plastic hinges that are sonic-welded to the frame, and a ventilation system that generates airflow with the slightest breeze, meaning less odor control product is needed to keep the interior smelling fresh, according to Sansom.

Smooth interior surfaces, including walls, sides and the inside of the

“ We’ve been operators in this industry for a long time, so we know what operators are looking for. When people use a portable, they want something that’s comfortable and easy to get in and out of. The Zenith is our answer for that. ”

Clyde III “Mannie” Sansom



door make for easy cleaning with a pressure washer, while a molded corner vent stack sits flush to the wall to prevent buildup of debris. The unit also has an 80-gallon holding tank, and comes standard with a three-roll paper holder. All these features promote longer service intervals, Sansom explains. The unit also has a coat hook, a nonskid/slip tread floor surface, a molded-in area for an optional mirror, a hand sanitizer mounting platform integrated directly above the urinal to eliminate dripping on the floor, and a one-piece corner urinal with clog-resistant piping and wider opening for ease of cleaning and less splashing.

"We wanted a unit that was at home at highly trafficked special events or in situations where it's only getting used a few times per day," says Sansom. "We feel there's no reason an operator should need to buy multiple types of restrooms. The Zenith fits all of those needs."

Sansom and his father have been regular attendees at the WWETT Show for decades, with past shows not only giving them the opportunity to see new innovations in the portable restroom industry, but also talk with and bounce ideas off fellow operators.

"It basically boils down to other operators seeing the same issues we were facing in our business," says Sansom. "Fortunately, Dad decided he wanted to do something about it, and he asked me to join him. That's how this idea was born."

After the successful rollout of the Zenith at the 2016 WWETT Show, Sansom says he's already looking forward to next year's show, where he hopes to unveil an ADA-compliant unit to pair with the Zenith.

"This show has been great, so we'll definitely be back," he says. "The ADA unit is already in the planning stage, and it's going to incorporate a lot of the strong aspects of the Zenith. We're excited about it." 844/972-6766; www.sansomindustries.com. ■

Clyde III "Mannie" Sansom, COO of Sansom Industries, demonstrates the Zenith restroom's door foot pull that enables hands-free operation. The company used the 2016 WWETT Show to introduce the Zenith to the portable restroom market. (Photo by Craig Mandli)



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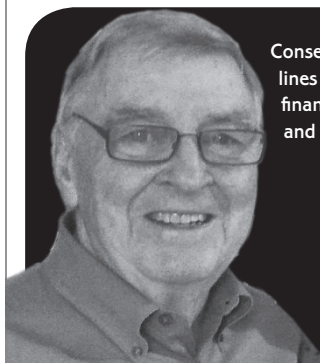
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

Are We Prepared for New Monitoring Technology?

Before you know it, onsite system control will be available via a homeowner's smartphone. The industry must adapt to tighter regulation and more frequent performance checks. **By Jim Anderson, Ph.D.**

Recently I was asked if the internet of things (IoT) is going to be adopted by the industry for management of onsite systems, making them more sustainable. In recent Answer Man articles on U.S. Environmental Protection Agency management guidelines for decentralized wastewater treatment systems and another about nitrogen, I posed the question: Are we as an industry prepared to take care of systems to ensure performance? I see this as a major challenge to the industry.

EPA concluded in its 1997 Response to Congress that “adequately managed decentralized wastewater systems are a cost-effective and long-term option for meeting public health and water-quality goals, particularly in less densely populated areas.” This report also gave rise to the five management levels recognizing that way too often systems are installed and then either forgotten or assumed to be operating as expected. It was noted that the more complex the system, the more care and management is needed. A need was recognized — as it had in the recent nitrogen task force — for continuous management through a professional service provider.

It has been nearly 20 years since this report was issued, and unfortunately, evidence shows a significant percentage of decentralized systems are not being managed properly, causing pollution to the environment and creating a risk to public health.

GETTING CONNECTED

It is predicted that homes all around the world are going to become smarter and more connected over the next five years. This is the internet of things, or IoT, where everything is connected, monitored and controlled. So, a homeowner can remotely control their heat, lights, computers and other appliances. It does not require data input (think typing in information from a computer keyboard) but the computer (or device) is linked to low-cost sensors that control the household appliances.

The technology — implemented through smartphones — is already being marketed to homeowners. In a memorable television commercial, a person uses the phone to shut off the lights and lock the door back home while relaxing on the beach thousands of miles away. Developers expect exponential growth in this area over the next five years. If this is true, we should see an increase in using sensors to monitor conditions such as liquid levels in tanks and trenches to give a heads up to the need for service.

For more complex systems, ATUs and media filters, there are already examples of remote monitoring systems on the market that trigger maintenance and service visits. The technology will continue to improve and more options will be offered. This provides the potential to significantly improve

To adopt managed systems, the homeowner has to be on board. It is amazing to me that a homeowner will pay \$250 a month to their satellite TV provider, but when faced with a minimal fee to have their onsite system checked for performance, they do not see that as worthwhile.

performance and reliability of systems we install and maintain.

Are we ready for this as an industry? Are we ready to embrace the technology to track system performance? Unfortunately, at this time I agree with the people who say we are not and that there are some serious issues to overcome. Here is my take on some of the issues facing the industry:

AWARENESS IS CRITICAL

To adopt managed systems, the homeowner has to be on board. It is amazing to me that a homeowner will pay \$250 a month to their satellite TV provider, but when faced with a minimal fee to have their onsite system checked for performance, they do not see that as worthwhile. In fact, if they are required to have a service contract upon installation, and if there is not a requirement from the local regulatory body to continue the service into the future, they will opt out as soon as the initial contract term expires.

Their rationale is often that the system works just fine and they see no need to continue with inspections, or they argue their previous septic system “worked” for 30 years and it did not cost anything to maintain. So there is a huge need for consumer education and probably a change in regulatory approaches before homeowners are convinced they need the extra expense of sensors and warning systems to trigger service visits.

Next up are installers; they are often reticent to monitor systems they install for fear that a problem will be perceived when different readings or periodic adjustments are actually part of normal operation. An example is changing liquid levels in trenches due to climatic conditions such as excessive rainfall. Some of the more cynical people in the industry worry that tracking system performance might open them up to questions about their installation work.

Again, there is an educational effort to bring installers and service pro-

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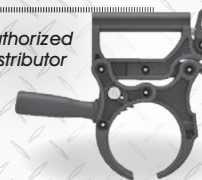
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viders up to speed with available technology and demonstrate the value of collected information as opposed to the mindset that everything is good until there is an obvious problem, which they then get to fix.

One objective of the EPA guidelines is to show available management options and also to indicate that changes in regulations may be necessary to build in the required management. Regulators sometimes have the same mindset as the installers mentioned above; everything is working as long as no one is complaining.

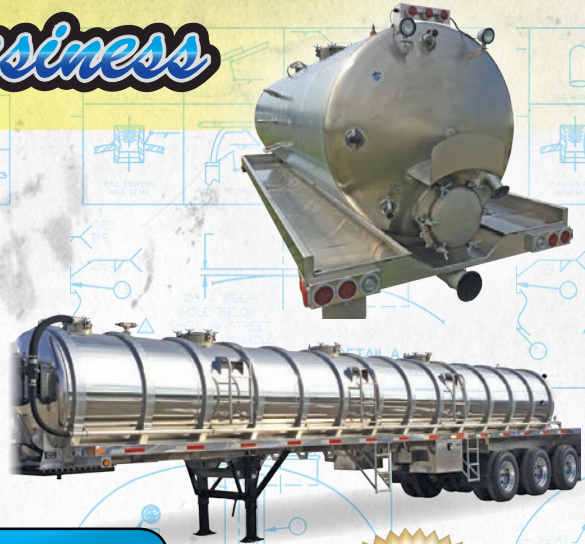
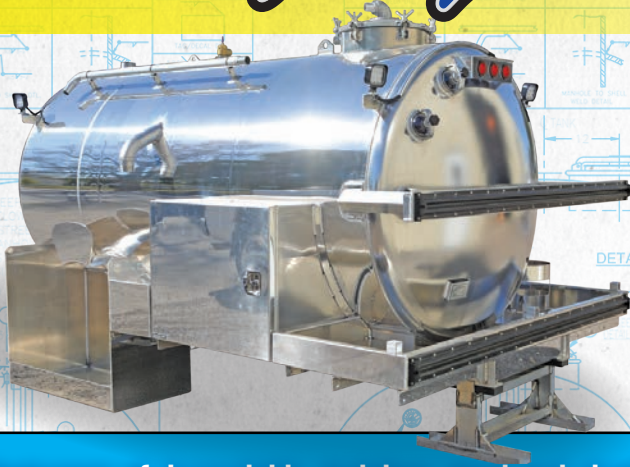
EMBRACE THE CHANGE

Some have suggested they are reticent to adopt monitoring of systems because it will point out where certain design and operation requirements are flawed, putting the local regulator in a bad position of defending regu-

lations that have problems rather than looking at this as an opportunity to change the rule to better reflect reality. On a personal note, I have seen this in numerous places; the rule is considered so rigid that there is no opportunity to address problems inherent in the rule, which means flawed systems continue to be installed.

So my answer is no, we are not ready for IoT. But we need to be and should be actively working toward using available technology to improve our systems. ■

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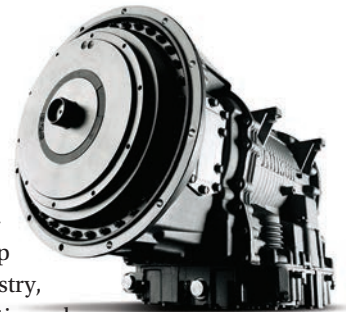
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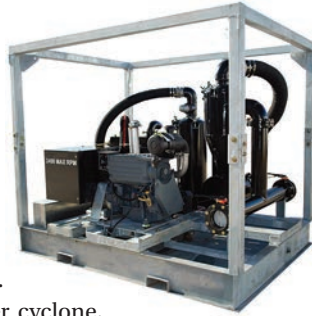
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The galvanized **Skid-Mount Vacuum/Blower Pump** from **Dragon Products** offers continuous-duty performance at maximum vacuum. It has oil-less blower operation, a Grit-Ridder cyclone, silencer and a 25-gallon tank-mounted moisture trap. It is powered by a Duetz 77 hp air-cooled engine with a 100-gallon aluminum fuel tank. The unit offers a maximum 921 cfm at 27 inches Hg. It comes mounted on a hot-dipped galvanized skid and has 6-inch NPT connections. **866/914-8198; www.dragonproductsltd.com.**



MORO USA PM80W WATER SERIES

The liquid-cooled **PM80W Water Series** 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 cantered rotor that creates higher efficiency. It has high-quality Viton oil seals rather than typical Buna elastomers. It also has 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.**



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.**



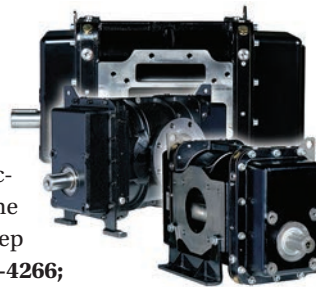
NATIONAL VACUUM EQUIPMENT CHALLENGER SERIES 4310 PRO PAK

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



HIBON INC. (A DIVISION OF INGERSOLL RAND) VTB.XL

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.**



MASPORT PRO PACK 2500

The **Pro Pack 2500** engine-driven pump system from **Masport** is designed and engineered for tank trucks up to 2,500 gallons. It is made with a 13 hp Honda engine, and is available in 19 hp diesel Kohler engine on request. It has a 230 cfm HXL 75-volt pump that offers 20 inches Hg continuous duty at 15 psi, with electric start and an integrated belt guard fully enclosing all moving parts for safety. Each system is made with a solid-steel base and oil system for long life. Its compact design ensures an easy installation, saving time. **800/228-4510; www.masportpump.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 of 27 inches Hg, and maximum pressure of 35 psi. Dual fans and twin ballast ports efficiently cool the pump. The solid housing with deep cooling ribs allows for greater heat transfer from the vacuum chamber. Aluminum fans and shrouding work like a heat exchanger to further aid in heat reduction. Multiple manifold and drive options are available for truck, trailer or stationary applications. **800/387-7763; www.presvac.com.**



VACUUM PUMPS/BLOWERS



VARCO PATRIOT 300

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

WALLENSTEIN VACUUM PUMPS 753 SERIES

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



WESTMOOR LTD. CONDE POWERPAKS

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



VACUUM TRUCKS/TANKS/COMPONENTS – SEPTIC

AMTHOR INTERNATIONAL MATADOR

The 4,000-gallon aluminum **Matador** code or non-code septic/grease vacuum tank from **Amthor International** comes standard with a 5/16-inch-thick side shell and floor, full head baffles and no external rings. It is available as a dumping tank with or without full-opening rear doors, as well as with off-road construction options for various applications. Various pump models are available, including numerous stock tanks and chassis. **800/328-6633; www.amthorinternational.com.**



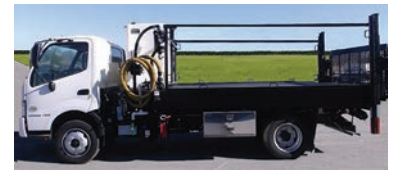
BEST ENTERPRISES VACUUM TRUCKS

Vacuum trucks from **Best Enterprises** are built on a Kenworth chassis with a 4,000-gallon stainless steel tank. They include a 6-inch dump valve with heated collar, two stainless steel toolboxes, 20-inch top and 36-inch rear man-ways, strobe lights, a heated coil in the water compartment, a Moro PM110 600 cfm liquid-cooled vacuum pump, and a DC10 MTH water pump with low-pressure hose reel. Safety features include a backup camera with 5-inch LCD display, stainless steel ladder, LED DOT stop/turn tail lights and sealed-bulb backup lights, and a heavy-duty bumper with receiver-style trailer hitch and a seven-way plug. It has three 5-inch sight glasses, two 3-inch suction inlets and a 2-inch bucket dump. **800/288-2378; www.bestenterprises.net.**



CRESCENT TANK VACUUM TANK

The **Crescent Tank** vacuum tank is completely flat inside and out. It has no baffles, allowing it to be emptied completely to avoid internal corrosion. With the included pump at specified cfm, unnecessary fatigue of the structure is eliminated and the life of the tank is prolonged. It is made from 1/4-inch steel, making it structurally strong. The liftgate rail width allows units to fit, and multiple liftgate decks and rail options are available. It carries up to 10 portable restrooms based on the model, and the weight capacity is the same as a flatbed truck. Freshwater is held inside the external 1/2-inch-thick poly tank to avoid internal wastewater contamination. It can be installed by the company on any chassis within the specifications required for each model based on axle ratings and maximum load capacity, or can be installed by the purchaser. **585/657-4104; www.crescenttank.com.**



IMPERIAL INDUSTRIES P & D UNIT

The **P & D Unit** from **Imperial Industries** is available for an 8- or a 12-foot steel flatbed. It is anchored by a 700-gallon sidewinder two-compartment tank (455 gallons waste and 245 gallons freshwater) powered by a Masport HXL4V (standard) or an NVE304 pump. The unit includes a tread plate flatbed floor, flow-through liftgate floor, DC10 water pump, hose reel with 50 feet of hose, 30 feet of 2-inch intake hose, a 3-inch discharge, bucket holder and two toolboxes. **800/558-2945; www.imperialind.com.**



KEEVAC KV950

The **KeeVac KV950** can be used for those who wish to stay under the DOT tanker endorsement requirement, yet still service a large route. With a capacity of 650 gallons of wastewater and 300 gallons of freshwater, it can service approximately 60 to 65 portable restrooms. It is available in carbon steel or aluminum, with either two- or four-wheel-drive chassis. A selection of vacuum pumps is available. It includes a two-unit fold-down restroom carrier with trailer hitch. An arctic package is also available. **866/789-9440; www.keevac.com.**



(continued)

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**KEITH HUBER CORPORATION
DOMINATOR SERIES IV**

The **Dominator Series IV** tank-forward 2,205-gallon vacuum unit from **Keith Huber Corporation** was designed to maximize hauling capacities while staying within the confines of federal bridge laws. The tank-forward design targets weight utilization of chassis front axles. The unit is extremely compact, allowing for ease of use in confined spaces. Many pump options are available. It is offered in both non-code and code (ASME / DOT 407, 412) options. **800/334-8237; www.keithhuber.com.**



**LELY TANK & WASTE SOLUTIONS
SEPTIC TRUCK**

Lely Tank & Waste Solutions offers a septic truck with a 2,600-gallon two-compartment steel tank, including a 2,500-gallon waste compartment and a 100-gallon easy-fill freshwater compartment. The tank is mounted on a 2017 International chassis with a 260 hp diesel engine and Allison automatic transmission. The vacuum system has a Jurop/Chandler R260 vacuum pump with 363 cfm free airflow plumbed through the tank-mounted secondary, and is connected to the side-mounted oil catch muffler. The tank design provides a 4-inch inlet and 6-inch discharge, with gate valves, adapters and watertight caps. It has a PumpTec 750 psi, 5 gpm high-pressure water pump; cable reel with 50 feet of hose and spray nozzle for easy cleanup; four tank-mounted work lights; full-length hose trays with bed liner on each side; aluminum edge caps; and an 18- by 18- by 24-inch toolbox. **800/367-5359; www.lelytank.com.**



**LMT VAXTEEL
ST SERIES**

The **VAXTEEL ST Series** of steel vacuum tanks from **LMT** comes in pre-configured sizes with standard options, or can be custom configured to meet specific needs. These vacuum truck bodies can be shipped for installation or custom installed by LMT on a chassis of choice. Standard tanks have full-length mounting rails, full-length hose trays, primary shut-off, top and rear manways, and load and discharge ports. Options include full-opening rear door and hydraulic hoist for easier unloading. Standard bright-white industrial finish coat is included in every package, with custom colors and full graphic design and application available. The Tank Size Wizard at LMT's website assists in the design of custom vacuum tanks, providing a dynamic graphic view of the tank design, including capacity and weight distribution. **800/545-0174; www.vaxteel.com.**



**MARENGO FABRICATED STEEL
TANK-INTEL**

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



**MID-STATE TANK
SEPTIC TRUCK TANK**

Aluminum and stainless steel tanks for septic trucks from **Mid-State Tank** are available in capacities up to 5,500 gallons. They come standard with a 20-inch top manway, 20-inch rear manway, primary, three 5-inch sight eyes, pressure-relief valve, 4-inch inlet, 6-inch discharge, full hose trays, hose support at rear, ladder to the top manway, LED lights and wiring, rear work lights, a full mounting kit and heavy-duty rear bumper. The facility where they are manufactured is DOT and ISO 9001-2008 QMS registered. **800/722-8384; www.midstatetank.com.**



**SATELLITE INDUSTRIES
SEPTIC TRUCK**

Satellite Industries builds septic trucks in standard sizes ranging from 2,000 to 6,500 gallons, as well as custom units. Tanks in carbon steel, stainless steel, aluminum and hybrid combinations are in stock, waiting for the choice of pumping systems, storage boxes, jetters, valves and other options. Chassis are available from all the major manufacturers, from fully loaded to basic work trucks. Units include sealed LED tail lights, ICC bumper, fully sealed wiring harness, full-length hose trays, PTO with torque overload protection, an automatic pump oiling system, high-temperature vacuum hoses, primary overflow valve, work lights, two manways, and a flanged intake and discharge. Options include electronic fast idle systems, digital liquid level gauges, remote control, jetters, pressure washers, hose reels, automatic valves, removable hose trays, on-board navigation, and automatic hour-of-service reporting. **800/328-3332; www.satelliteindustries.com.**



(continued)

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2017 567 Peterbilt

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



2017 Peterbilt 337

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



2010 MRU613 Mack

148K miles, PR200 vacuum pump, 350HP, Allison 4500, NVE SS valves, 5200 gallon aluminum tank. Excellent condition.



1986 RD Mack

236.6K miles, hydraulic driver prestrict/vac pump, hydraulic driver CAT water pump, w/hose reel, certified 1991 Keith Huber tank w/ hydraulic gate and vibrator, new brakes, new frame rails, 70% tires, new paint, custom rear bumper, new upgrade LED lighting.



Restroom Tanks

Stainless steel and Aluminum available in various sizes and compartments.

IN STOCK



Self Contained Unit

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



2003 MRU Mack

350HP, Allison 4500 auto, 550K Miles, PR150 pump package, 5500 stainless steel tank. Excellent condition.



7000-9000 Trailers In Stock



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



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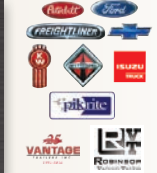
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CASE STUDY

LIFT AXLES AND TANK CONFIGURATION ENABLE PUMPER TO SERVICE TIGHT RESIDENTIAL AREAS

Problem: A Michigan pumping company needed a high-capacity truck for tight residential areas with strict weight laws.

Solution: The company purchased a **Pik Rite** 4,800-gallon vacuum tank on a quad-axle chassis. The 2017 Kenworth T-800 extended day cab is equipped with an ISX-15 Cummins 450 hp engine and Fuller 13-speed transmission. Capable of hauling 4,500 gallons of wastewater and 300 gallons of freshwater, the truck has two lift axles to comply with strict weight laws. To maximize maneuverability in tight residential areas, a front fill was added so that the operator could park curbside, and strobe lights were added to the rear for safety. A dash-mounted backup camera system assists with maneuverability. The truck is equipped with an NVE 4307 blower and a Walex Vacu-Fresh vacuum pump exhaust deodorizer system to eliminate odors coming from the vacuum pump.

Result: The pumping company can carry a heavier load and provide more services before returning to dump, resulting in increased time savings and profitability. The truck can maneuver through and create fewer odors in tight residential areas. **800/330-3965; www.pikrite.com.**



VACUUM TRUCKS/TANKS/COMPONENTS – SEPTIC

SCHELLVAC EQUIPMENT SEPTIC VACUUM TANK

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



VACUTRUX LIMITED SEPTICTRUX

SepticTrux from **VacutruX Limited** are avail-

able on chassis from 33,000 to 86,000 GVWR single axle, tandem or tri, with tank sizes from 1,800 to 5,400 gallons. Vacuum systems are powered by Wal-lenstein vacuum pumps. **800/305-4305; www.vacutruX.com.**



VANTAGE TRAILERS VACUUM TRUCK-MOUNT TANK

Vacuum truck-mount tanks from **Vantage Trailers** for septic and environmental applications are made from 1/4-inch aluminum, and can be specified in sizes from 1,200 to 5,000 gallons with multiple valve configurations. Non-code and ASME tanks are available. They include a 20-inch primary, one upper 20-inch manway, one 20-inch rear clean-out manway, 4-inch load line (riser) on rear head, 6-inch discharge on lower sump, full complement of rings, three sight eyes, vacuum- and pressure-relief valves on the tee, a bolt-on side ladder, full-length bolt-on hose trays and mounting brackets. Options include secondary traps, ASME code spec, a Titan Logix liquid level indicator, and additional level gauges. Installation and pump systems are available upon request. **800/826-8245; www.vantage trailer.com.**



VALVE HEATERS

L. T. & E. HEATED VALVE COLLAR

Heated collars from **L. T. & E.** are designed to prevent valves from freezing. Made of 304 stainless steel, collars are available in 3-, 4- and 6-inch sizes. Connected to the cooling system, the collars circulate antifreeze and are bolted between two flanges (ANSI or TTMA bolt pattern). They include extra pipe couplings for installing the optional 110-volt heater and thermostat for freeze control when the truck is parked overnight. **800/296-8035; www.ltetanks.net.**



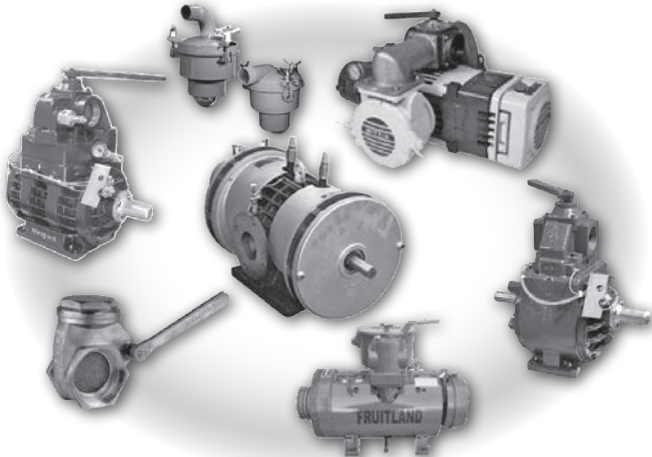
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VIBRATORS

COUGAR VIBRATION THD-2500

The **THD-2500** hydraulic truck vibrator from **Cougar Vibration** is designed to create more force per size/weight. Providing lighter weight and a lower profile, the unit offers ease of installation. The high-strength aluminum housing provides maximum durability. Requiring no lubrication, maintenance is minimal. It is a direct bolt-on replacement, providing variable speed and continuous duty to increase unloading efficiency and speed, while eliminating the need for manual truck bed clean-out. **800/544-2947; www.martin-eng.com.**



WASHDOWN PUMPS

ARMSTRONG EQUIPMENT BURKS DC10

The **Burks DC10** washdown pump from **Armstrong Equipment** is coupled with a 1 hp, 12-volt DC Leeson motor. It can be used for filling toilets and sinks quickly, as well as washing out units. It can deliver 20 gpm at a maximum of 42 psi, and can be controlled at the spray nozzle with no damage to the pump system. It is built with a heavy-duty cast iron housing and long-lasting Noryl impeller or optional bronze impeller. Ports are a 1 1/4-inch discharge with a 1 1/2-inch intake. Its compact design fits in tight spaces with overall dimensions of 16.5 by 8.75 by 8.40 inches and a weight of 50 pounds. Options include a pressure switch for on/off control, solenoid, and several styles of check valves. Replacement brushes are available for the motor to ensure long life. Repair kits for the pump head include an impeller, O-ring, screw, impeller washer and mechanical seal. The pump head is fully rebuildable and can be uncoupled for easy maintenance or replacement. **800/699-7557; www.vacpump.com.**



WATER CANNON RG SERIES PUMP

The **RG Series Pump** from **Water Cannon** is rated for either 3.96 or 5.5 gpm at 1,450 rpm, and has a nickel-plated manifold rated for 3,600 psi. It takes the best parts from the RK, XW and SHP Series pumps and combines them into an all-around heavy-duty pump. The footprint is the same as the RW and XW Series ARNA pumps as well as the General 47 Series pumps. **800/333-9274; www.watercannon.com.**



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GapVax names sales rep

GapVax named Terry Brown sales representative for the Southeast territory. He has 25 years of experience in operations, construction and business development in the utility and gas markets.



Terry Brown

Sioux electric pressure washers receive hazardous-use certification

Sioux Corporation all-electric pressure washers and steam cleaners received approval for Class I, Division 1, Group C and D; and Class II, Division 1, Group F and G hazardous environments.

Cummins to build plug-in hybrid Class 6 truck

Cummins was awarded a \$4.5 million grant from the U.S. Department of Energy to develop a Class 6 commercial plug-in hybrid electric vehicle.

Manitou welcomes two to dealer network

Dragoon's Farm Equipment and Toyota Material Handling Ohio joined the Manitou dealer network. Dragoon's Farm Equipment provides sales, service and parts support to Mooers, New York, and surrounding areas. Toyota Material Handling Ohio serves Columbus and Toledo, Ohio.

RauschUSA adds MME to distributor network

RauschUSA added Municipal Maintenance Equipment of Sacramento, California, as an authorized distributor. With four locations, MME serves contractors and municipalities in California and Nevada.

GPS Insight partners with Fleetio

GPS Insight formed an integration partnership with Fleetio, a fleet maintenance software company. The data integration will allow customers who use both systems to receive automated odometer readings and DTC alerts from GPS Insight inside the Fleetio software application.



Mark Roesner

CLARCOR Engine Mobile Group appoints vice president

CLARCOR Engine Mobile Group named Mark Roesner global vice president of sales and marketing with a focus on global growth. He has been with the company since 2006, serving in various leadership roles, most recently as president of Total Filtration Systems, a CLARCOR company.

ScreenCo Systems offers Patz Corporation conveyer systems and shaft drive pumps

ScreenCo Systems became an official dealer of Patz Corporation conveyer systems and shaft drive pumps.

NexTraq partners with Fleetio

NexTraq and Fleetio have partnered to streamline fleet management processes for its customers and reduce operational costs. Through the partnership, NexTraq will automatically update the current odometer reading once per day for each Fleetio-mapped vehicle.

Glenn Larson passes away

Glenn Larson, *Pumper* magazine's 2009 Classy Truck of the Year award winner, passed away May 2. Larson, 63, was the owner of Enviro Pump-Plus in Balaton, Minnesota. He is survived by his wife, Karen, and children: Jessica (Keith) Whitmore, Elizabeth (Christopher) Hoff and Joshua (Sara) Larson. ■



(Left to right) Karen and Glenn Larson and driver Todd Vander Wal with their Classy Truck of the Year in 2009.

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2016 M2-106 with New 4000 gal. Imperial Alum. Tank, 350 HP Cummins, Allison Auto., Air Ride, Full Lockers. **427239**



2016 114SD, Detroit DD13, Allison 4500RDS, 20K FA/46K RA w/Full Lockers, 5000 Gal Imperial Tank w/NVE4307 Blower Package. **391317**



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The **AquaCat Sludge King** dewatering container from **Park Process** is designed for light gravity sludge and slurries with fine particles that require the addition of a flocculent for effective dewatering.

"A lot of pumpers are taking waste to different wastewater plants to get rid of it, and they're getting charged so much for doing it," says Russ Caughman, Park Process general manager. "Particularly, grease trap waste is a problem. So instead of paying big bucks to get rid of grease trap waste at a wastewater plant, innovative pumpers are finding it more cost-effective to process greasy wastewater at their own facilities."

The dewatering container features radius-edged filter screens that provide extra filter area and eliminate 90-degree angles that can trap cake when dumping.

"A lot of times cake will stick in those corners and not come out of the box because of that 90-degree angle," Caughman says. "When you round that off and make a radius there, the cake doesn't tend to stick. You get dryer cakes and quicker dewatering times."

Plastic panels installed between the bottom ends of the wall filters and middle wall filters fill the void in the container bottom where water could collect, providing a nonstick surface.

"It's got a lot more surface area than your standard dewatering box," Caughman says. "You form three compartments in that box by putting two center panels in there. When you're feeding the box, you can control how much flow goes into which compartment. You can shut down a valve and open the other ones more so you get an even flow going into all three compartments."

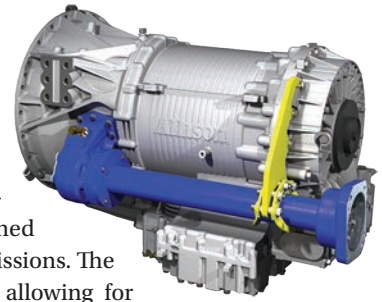
The watertight dewatering boxes have an internal porous structure supporting a filter media, along with drain ports to allow the filtered water to escape. All AquaCat models feature permanently mounted plastic filter media.

"The filters are cleanable and reusable," Caughman says. "They're bolted in, so they can be replaced by just unbolting brackets that hold the filter media in place and then pull the filter off. It can be taken out at some point to clean it or repaint it somewhere down the line."

855/511-7275; www.parkprocess.com.

MUNCIE POWER PRODUCTS POWER TAKE- OFF SHAFT EXTENSION

The EX Drive power take-off shaft extension from Muncie Power Products is designed to fit Allison 3000 and 4000 Series transmissions. The shaft extension replaces the drivetrain, allowing for direct mounting of large gear or piston pumps while reducing installation time. Its minimized housing diameter allows for installation in tight spaces. Providing maximum torque from the power take-off, the shaft extension is available for both clutch-shift and constant-drive PTOs. A welded tube housing and clamping bracket create a flexible design that can be adapted to fit numerous applications. Four output options (S.A.E. B, BB, C and DIN 5462) are available. **800/367-7867; www.munciepower.com.**



CONTINENTAL CONTITECH INDUSTRIAL HOSE



Blue Neptune hose from Continental ContiTech is designed for use with gas or electric pressure washers in various applications. Hoses are rated for 3,000 psi and are constructed with a nitrile synthetic rubber tube with an oil-resistant synthetic rubber cover. Reinforced with braided steel wire, hoses can accommodate temperatures between minus 20 degrees to 250 degrees F. Hoses and assemblies are available in 1/4 (less than 3 gpm), 3/8 (3 to 5 gpm) and 1/2 (greater than 5 gpm) of an inch. **800/235-4632; www.contitech.us.**

SCREENCO SYSTEMS SEPTIC RECEIVING STATION

The Mega Screen septic receiving station from ScreenCo Systems is designed for industrial-scale processing that can quickly off-load large tankers and fleets. A 6-inch inlet with dual fan spreaders feeds a 40.5-square-foot screening area. Front screens are self-cleaning and process up to 1,000 gpm. The dual-screen design uses gravity to separate trash from the waste stream. The standard unit features all-aluminum construction with stainless steel 3/8-inch-gapped bar screens on opposing angles that meet 503 regulations. The unit can be set up with dual 4-inch inlet hoses capable of off-loading two trucks simultaneously. Built-in forklift skids make the unit portable. An OSHA-compliant catwalk is included. **208/790-8770; www.screencoystems.com.**

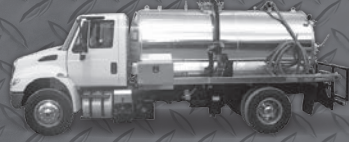


GENERAL PIPE CLEANERS MINI SELF- LEVELING CAMERA

The Gen-Eye mini self-leveling camera from General Pipe Cleaners automatically keeps images right-side up in 2- to 4-inch lines. Featuring Super Bright LED lights, the 1.125-inch-diameter camera is compatible with the Gen-Eye GL and MINI-POD video inspection systems. **800/245-6200; www.drainbrain.com/geneye.**

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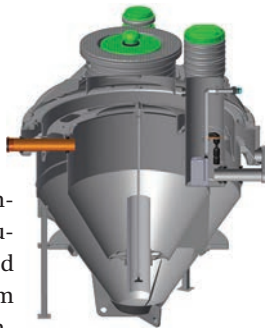
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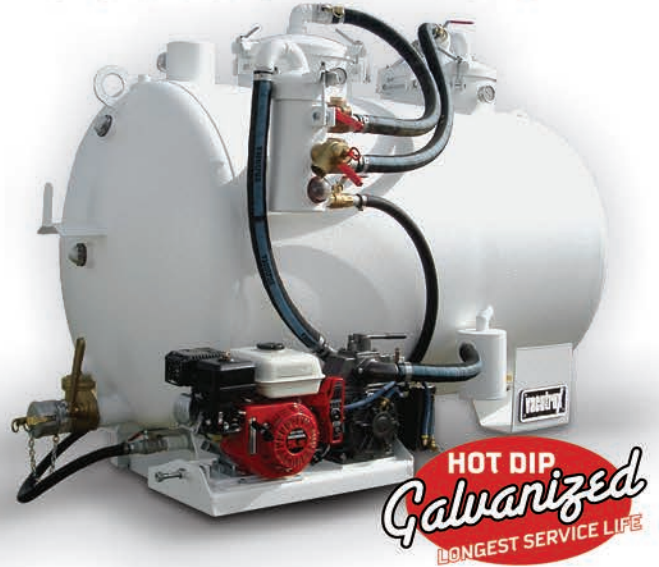


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The MySpy Wi-Fi messenger system from SJE-Rhombus provides remote notification of potential alarm conditions, including sump high water level or over/under temperature alarms, via text or email. Alarms notify the user both locally (audible and visual alarms) and remotely via an existing Wi-Fi network. The alarm will notify up to four contacts for alerts. The system features a NEMA 1-rated enclosure for indoor use, automatic alarm reset and 9-volt DC battery backup. The touch pad includes test and silence buttons for the alarm horn and LED indicators for alarm (red), power on (green) and network status (blue). Optional float switch models and splice kit are available. **888/342-5753; www.sjerrhombus.com. ■**

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Jeff 317-258-4900, IN

P09



2004 International with hard-to-find Allison automatic transmission. 35,000 lb. GVWR truck. Chassis: 2004 International 4400. Engine: DT466, 225hp, Allison automatic MD-3060P (with PTO gear) 5-speed. 12,000 lb. front axle with 12,000 lb. front springs, 23,000 lb. rear axle with 23,500 lb. suspension and 4,500 lb. helper springs. Air brakes with HD 16.5" chambers front and rear. Heated air dryer and heated automatic DV-2 drain valves, block heater, 50-gallon fuel tank, heated fuel and water separator. Air drivers seat and with 2-man passenger seat, halogen headlights, tilt steering, AM/FM. 11R22.5 tires on hub-mount wheels. Low miles: 62,450. Body: Sewer Equipment of America jetter with 6.8-liter John Deere Power 6068 Tech engine, Sewer Equipment 800 HPR, 1,500-gallon water capacity tank, Dura-prene water tank construction, water pump, Myers pump 65gpm @ 2,000psi. Cold-weather water system, recirculator drain valve for water pump, stationary hose reel. Full gauge package - oil, temp, tach. Low hours, 1,305. \$48,500

781-562-9438, MA

P08



2015 Freightliner Camel combo truck. 824 blower, ejector plate, 12-yd debris tank, 80gpm at 2,000psi, 1,500-gallon freshwater, 600' of 1" jet hose, front pump off system. Low hours and miles. \$320,000

For more info contact
Jeff 317-258-4900, IN

P09

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)

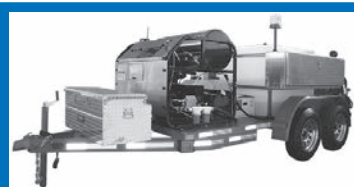
2007 Peterbilt 335 with a Presvac 3,200-gallon DOT, carbon-steel vacuum tank unit. (Stock# 6866C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

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)

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

800-213-3272,
www.hotjetusa.com

PBM

2007 US Jetting Model 4018: 320 hours. Excellent condition. \$23,000. 850-685-1031 (P08)

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

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HYDROEXCAVATORS



2003 Sterling Truck with Camel (Super Products) Unit: 16" PD blower, 65gpm @ 2,000 psi jetter, brand-new water pump @ 15k. 16-yard body, cold-weather package. 111,000 miles. Extensive service, well kept truck. Please call with any questions. \$54,000 OBO

Mark 773-491-6093, IL

P10



2001 Super Products Mud Dog. Sterling chassis. 10-yd. debris body. Super Products boom upgrade. CAT 3406 engine, CAT pump. 136,240 miles. Working truck with service records. \$65,000

262-542-8989

P08

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

1984 Vactor 850 Jetter, 1984 Chevy C-65 w/D-D 8.2 with 5-speed. Less than 30,000 miles. Jetter has about 1,000 hours. \$13,500 OBO. tpm.markey@gmail.com 734-365-4035 (P09)

Parting out a 1994 Vac-Con and a 2000 2100 Vactor. For inquires please contact 865-247-7401 and ask for either Bobby or John White. (P08)



2015 Camel Western Star 1200 combo truck. 824 blower, ejector plate, 12-yd debris tank, 80gpm at 2,000psi water system, 1,500-gallon freshwater, 600' of 1" jet hose, front pump off system. Low hours and miles. \$345,000

For more info contact
Jeff 317-258-4900, IN

P09



1998 Freightliner Vactor, 2100PD pump, M11 Cummins, Allison automatic transmission. 12-yard debris body, 600ft. jetter hose. Works great!

606-682-1690, KY

P08

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)

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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)

2016 Rich 4-Station Vegas package. Tandem axles, nice upgrades. Like-new, used twice. \$27,250. Call or email Jeff 610-329-3350 jdsiter@yahoo.com (P08)

2007 Wells Cargo CE3 Platinum restroom trailer. Loaded with TVs, aluminum rims, CD, oak trim, & freshwater tank. \$15,000 firm. Call or email Jeff: 610-329-3350, jeff@restrem.com (P08)

2013 Forest River 4-station trailer with three-season package. Like-new condition. Heat and a/c. \$18,500. 804-539-5657 (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



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

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



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 P08



2004 International 4300: DT466, Allison transmission, 2,000-gallon Progress aluminum tank 1,500/500, DC10 washdown, Masport HXL75V..... \$32,000

Call Gary 209-495-1461, CA P09

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)

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 Hino 268: VIN# 0216. 77,517 miles 1,500 waste/500 freshwater, Non-CDL portable toilet service truck. Ready to go to work now. Located in Denver, Colorado. Photos upon request. 720-737-7757 (P08)

2012 Ford F-550 with 1,100-gallon Crescent tank. 139,254 miles. New engine in April. \$40,000. Photos upon request. Call 817-568-2333 or email patrick@chemcans.com (P08)

2001 International 4700: Ready to work. 335,000 miles. 980-gallon waste/400-gallon freshwater. 2-unit, fold-down tailgate. \$14,000. randydias@yahoo.com 408-455-2900 (P08)

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. (PBM)

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. (PBM)

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)

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)

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P09



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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



2002 International 2,000-gallon aluminum combination jet-vac truck. Has just been DOT inspected. New transmission with warranty. 440cfm vac pump. High-pressure water jetter with 200-gallon water tank located in hose trays. 2,000psi/35gpm. 500 ft. of jet hose. Lots of cabinet space for cable machines and TV inspection equipment. Ready to work. \$80,000 OBO

Mike 410-202-8277, MD

P08



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

970-946-3692, CO

P08



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www.texlaservices.com

P08



2009 Freightliner M2: 260-horsepower Cummins, 150,600 miles, auto transmission, a/c, cruise, air brakes. New 2,500-gallon tank, Jurop R260-vacuum pump (364cfm), stainless-steel hose trays, aluminum wheels and paint. \$47,500

Jon 256-777-7036, AL

P08



2002 International 4300: 93 miles on rebuilt DT466 engine, Allison transmission, 1,500-gallon tank. \$28,000

602-725-2996, AZ

P08



1999 International 9100: 4x2, 290hp Cummins ISM, 9-speed, 653,700 miles. 2,300-gallon Blazer tank with Battioni MEC 8000 pump, 285cfm. 140' of 3" hoses, electric trailer brakes, 33,000 GVW rear locker. Well maintained. \$18,500

320-894-9109, MN

P08



2006 Mack, 427 horsepower, 13-speed transmission, Jake brake, a/c, cruise. 20k front, 58k full-locking rears, double frame, 20k lift axle. Newer 5,000-gallon tank and Jurop LC429 vacuum pump. New drive tires. Aluminum wheels. This truck is rust-free and very clean!

..... \$58,500

740-820-5520, OH

P08



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



2010 Mack MRU613, 350hp, Allison 4500, 148,000 miles. 5,200-gallon aluminum tank, PR200 vacuum pump, NVE SS valves. Excellent condition, call for pricing.

866-720-4999

P08



2003 Kenworth T-800: Keith Huber Dominator 4,000-gallon tank, hoist, rear opening door, 4.5gpm/4,000psi jetter box, Fruitland W1300 pump (under a year old), completely rebuilt CAT C-12 engine (3 years remaining on transferable warranty), 13-speed, Neway air-hydraulic drive. \$80,000

Seth 330-231-5943, OH

P09



2010 Freightliner: Cummins, 197,000 miles, 6-speed, air brakes, a/c, cruise, under CDL. NEW: 2,000-gallon tank, stainless steel hose trays, Jurop PN84 vacuum pump, tires and paint. Extremely clean! Only \$55,000

740-820-5520, OH

P08



2001 Mack with 4,000-gallon tank. Tank freshly painted, aluminum freshly polished. Liquid-cooled Jurop pump, cold a/c, good rubber, brand new brakes, aluminum wheels. This truck is ready to go make money. \$58,000 OBO

Call Darla 352-317-2527, FL

P08



2009 Mack Granite: 485hp, new engine w/3-year; 350,000-mile manufacturer's warranty. Durabrite rims, good rubber, 13-speed. 5,500-gallon tank, NVE pump. Truck is in excellent shape. \$125,000

920-371-2470, WI

P08

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866-720-4999

P08



2006 Kenworth T800B: 335hp, CAT 6-cylinder diesel, ACERT engine, 306,197 miles. 8-speed RoadRanger transmission, a/c, cruise, 3,500-gallon Imperial tank. 110-gallon fuel tank, Wittig vacuum pump. New tires, clutch, brakes. Runs great. Regular PM maintenance, new inspection. Hoist unit with full opening rear door. \$73,000

800-433-2070, PA

P08



2007 International: C13 CAT, automatic, 230,332 miles. 4,250-gallon tank, double frame, Fruitland CFM 500. Frame has no rust. Truck runs strong and pulls a load good, no oil use, no oil leaks, ready to work. \$55,000

501-847-3595, AR

P08

2001 Mack RD688S: Strong-running truck. In good condition and well maintained. Equipped with a NVE 866 liquid-cooled pump. Asking \$79,000 OBO. Call for more info. 570-745-3838 (P08)

2004 Freightliner M2. 2,300-gallon, 6-speed manual, 219,000 miles. 3" Masport pump, air brakes, 33,000 GVW, CDL. It's in great shape - asking \$28,500. Pictures upon request. Please call Mike 201-693-0912. (P08)

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)

1999 Chevy 6500: CAT engine, 7-speed transmission, 97,000 miles. 1,800-gallon tank, Jurup pump. Nice truck. \$27,500. 937-674-7288 (P08)

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)

2000 GMC C7500 with Imperial 2,500-gallon tank and MEC 8000 pump. CAT 3126 engine. Auto transmission. 33,000 GVW. Call 715-572-4250 (P09)

2007 Freightliner M2 Business Class: CAT C7, 250hp, 6-speed manual, 33,000 GVW. New (virgin) 11R/22.5 tires, new steel wheels. Less than 500 miles on front and rear brakes and drums, under 125k miles. DOT certified. New 2,500-gallon tank, Jurup LC420 liquid-cooled vacuum pump, lined hose trays and rear dome. 3" heated inlet, 4" heated discharge, LED lights, work lights, amber caution flashers. 1/4" steel construction, 2 baffles, top and rear manways. \$56,500 (includes delivery to lower 48). Call or text 734-309-2093 for complete specs and pictures. (P08)

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)

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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)

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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)

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)

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

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

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

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

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)

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2013 Progress aluminum 540-gallon waste/260-gallon freshwater slide-in unit. New motor. Works great, 3-4 years old. \$7,500. Call Cory 317-769-7202 or email **cstout1980@gmail.com** (P08)

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)

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2,300-gallon	\$19,500
2,500-gallon	\$22,000
2,800-gallon	\$22,500
3,600-gallon, no rings	\$25,500
4,000-gallon, no rings	\$26,000
4,200-gallon w/rings	\$28,000

Call Rodney Lane
270-832-3793 P08

3,000-gallon aluminum vacuum tank: \$7,500 OBO. 2,000-gallon lined steel vacuum tank 500 fresh/1,500 waste: \$4,500 OBO. Call/text 928-920-4471 for pictures/details. (P08)

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

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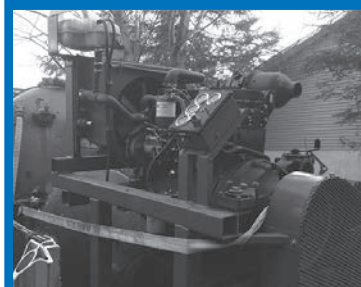
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