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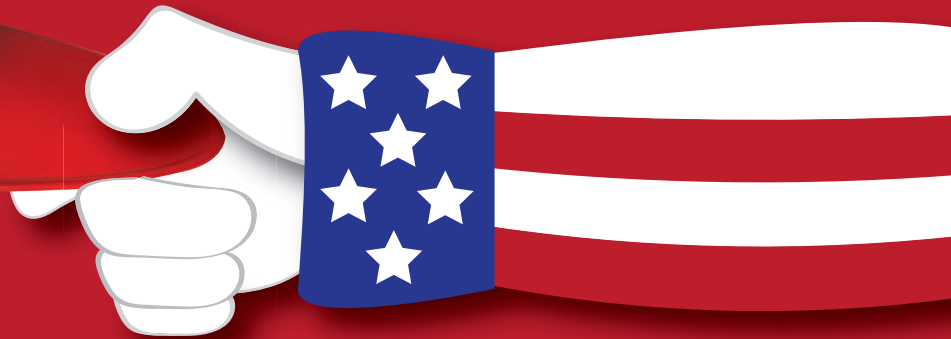
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36 Ready for Pumping

- Kyle Rogers

Indiana's Jeff Johnson bought a World War II-era industrial complex with its own wastewater treatment plant. Naturally, he bought a vacuum truck and started cleaning septic tanks and portable restrooms.

ON THE COVER: Johnson Johns & Septic Service of Kingsbury, Indiana, started 15 years ago after its owner purchased a wastewater treatment plant serving an industrial park, and they've been growing since then. Pictured, from left, are manager Derek Johnson, CEO Jeff Johnson and general manager Ted Knibbs with a Kenworth service truck built by Keith Huber with a Masport pump and a PolyJohn restroom. (Photo by Michael Caterinas)

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

No New Taxes? This One May Make Sense

Homeowners decry a new fee to support monitoring a Washington state county's septic systems

By Jim Kneiszel, Editor

King County, including the Greater Seattle area in Washington state, recently floated a proposal to add an annual fee of about \$35 for owners of septic systems to ensure those systems are monitored to protect water quality in the Puget Sound. The proposed measure was a response to rising fecal bacteria levels in the waters closing down shellfish harvesting and many homeowners reportedly ignoring requirements to care for their septic systems.

According to news accounts, only 2 percent of homeowners with septic systems submit annual maintenance reports. Currently, homeowners pay a \$28 fee for monitoring, but the fee is only triggered when they submit operations and maintenance reports. With so little compliance, a fraction of the necessary funds for monitoring are raised.

The new charge is not a fee, but a \$35 tax, the affected homeowners say. And as with any new tax, they came out by the hundreds at several public meetings on the proposal. Their outcry prompted county officials to back off on the fee, leaving health department officials with no way to effectively monitor how well septic systems in King County are functioning. State law requires the county to oversee septic systems, and the fee would have raised about \$3 million to go toward necessary staffing.

STAY OUTTA MY BACKYARD

Speaking on behalf of the opposition, Republican state Rep. Chad Magendanz said homeowners — left to their own devices — will effectively monitor their septic systems. He said these homeowners don't want someone from the government looking at their private wastewater systems.

"They really just hit a nerve with this additional fee," Magendanz was quoted as saying in a report at MYNorthwest.com. "It's on our own land. We're not needing county services for this. We have a vested interest in maintaining (septic systems) and making sure we have a good quality of life on our own property."

"I don't like the fact that they would come onto my property," homeowner Jean Jackson said in one social media account. At a public meeting, she explained that growing up, her family didn't pump their septic tank for 20 years, until they moved. She said her current system wasn't pumped for eight years, until waste backed up into the house.

And a local mayor made the argument that owners and neighbors should be left to deal with failing septic systems.

"When systems fail, they fail up in your backyard," said Ken Hearing, mayor of North Bend, Washington. "You know, your neighbors know, somebody calls the county. That's the best way to let that happen."

FIGHTING MISCONCEPTIONS

Rather than make compelling points against the new fee, these responses offer up perhaps the best argument for pushing it through. Through their ignorance, the opposition raises the common misconceptions and fallacies about septic system care that pumpers hear on a daily basis. These include:

Homeowners will responsibly care for their septic systems.

How many homeowners you encounter show a genuine interest in operations and maintenance of their septic systems? Many would be happy if they never had to give a thought to what happens to their waste after flushing. And while some homeowners are experienced with septic systems, how many folks move from the city to the country and have absolutely no idea that a septic system can become overburdened? Through indifference or ignorance, many homeowners don't know how to care for a septic system or realize when it needs maintenance.

Septic tank pumping is unnecessary.

"Why, we've lived here 25 years and never had to pump the septic tank. It's always worked just fine." How many times have you heard this when being called out on an emergency? Many homeowners think a septic system is magically self-sustaining and view recommended maintenance intervals as unnecessary or a ploy by pumpers to fatten their wallets. It usually takes the hammer of mandated pumping to prompt homeowners to call for service on a routine basis.

It's time to act when wastewater surfaces in the yard.

It's difficult for homeowners to make the connection between poor maintenance and drainfield failure. They view that stinky puddle in the backyard as a sign that it's time to pump the tank rather than a warning of a more serious problem. They have no idea that spending a few hundred dollars every three to five years to pump the tank could save them a \$20,000 disaster down the road. They don't consider the public health concern caused by pathogen-rich water ponding in their backyards. How many homeowners would rather remain blissfully ignorant about their septic system performance now, only to complain about dire consequences later?

NOBODY WANTS HIGHER TAXES

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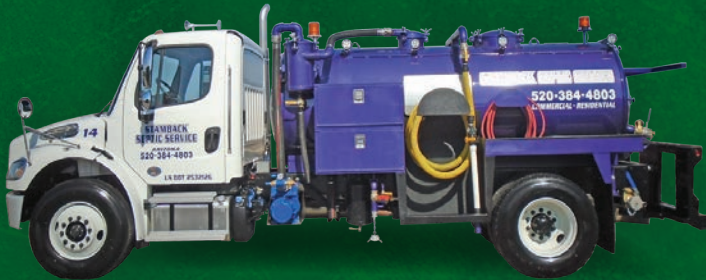


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to keep as much of our hard-earned income as possible. However, sometimes it makes sense to pay to protect the things that matter the most to us. In this case, a small fee can help keep the environment clean, drinking water safe, and neighborhoods free of dangerous pathogens and foul odors.

A \$35 monitoring fee and a septic tank pumpout every few years pales in comparison to the cost of municipal sewer service, at least everywhere I've lived. Septic systems provide a good wastewater treatment value. These systems are being utilized by millions of families across the country, and proper maintenance is a responsibility of the private owners. We as an industry need to remind the general public about this important point — or risk lost confidence in the effectiveness of decentralized wastewater treatment. ■



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Johnson Johns serves a rural area not far from two major cities, which means they have two distinct types of customers — those very familiar with septic systems and newer residents who only have experience being part of a large municipal sewer system. This means customer education is a huge priority for this month's featured company. Read the company managers' tips for keeping homeowners well informed in this exclusive online story.

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“ The first step to getting paid is to arrange payment terms before you even start the job. ”

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ONSITE SYSTEM HEALTH

testing for quats

Did you know the use of quats is on the rise? Hundreds of varieties of these compounds are found in home, commercial and industrial products and they can do a lot of damage to soil and septic systems. Our expert breaks down the problems they cause, how to test for them, and what to tell homeowners about them.

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EMPLOYEE REVIEWS

formal feedback

One of the secrets to keeping your employees engaged and productive is providing them with regular feedback. Believe it or not, employees want to know how they're doing on the job! Check out these four tips for a productive review session to help you keep your employees invested in their jobs.

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WIN-WIN SOLUTION

landfill project helps pumpers



You've probably heard about Florida's land application ban, and similar rules might be on the horizon in your area as well. See how a Michigan county landfill is working with pumpers to provide a place to process waste while creating energy and extending the life of the landfill. Read about the landfill bioreactor project online.

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A series of acquisitions, coupled with an emphasis on customer service, professionalism and equipment standardization, has helped growth-minded Northeast Sanitation emerge over the past decade as a player in the portable restroom industry in Massachusetts and Rhode Island.

And with the recent purchase of a larger vacuum truck — built by Advance Pump & Equipment Inc. on a 2014 Volvo VHD truck with a 4,200-gallon aluminum tank and a vacuum pump made by National Vacuum Equipment — the company also diversified into the septic service market.

“It’s another add-on business that fits our focus on waste,” says Brian McNamara, owner and president of the company, based in Northborough, Massachusetts. “We feel it’s a direct complement to our existing business. It’s still a work in progress ... but we’d like it to grow and eventually we’ll build a larger fleet of septic trucks.”

(continued)

DOING IT OUR WAY

Streamlining equipment specs, regular truck upgrades and a focus on consistent employee training help Northeast Sanitation continue on soaring growth path

By Ken Wysocky

Owner Brian McNamara is shown with a Hino service truck built out by Best Enterprises parked at the company headquarters in Northborough, Massachusetts. (Photos by Scott Eisen)

Northeast Sanitation Corp.
Northborough, Massachusetts

OWNER: Brian McNamara

FOUNDED: 2006

EMPLOYEES: 49

SERVICE AREA: Massachusetts, Rhode Island

SERVICES: Portable sanitation, septic pumping

AFFILIATIONS: Portable Sanitation Association International

WEBSITE: www.nscrestrooms.com



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Right: Technician Jose Cartagena checks paper products during a service call.

Below: Preparing to make his daily rounds, Cartagena loads a PolyPortables Axis restroom onto the carrier of his Hino service truck from Best Enterprises.



EXPAND QUICKLY

From its founding in 2006, Northeast Sanitation has grown into a multimillion-dollar-a-year company in terms of gross sales. It runs 24 Hino 268 restroom service trucks, owns about 5,500 restrooms (most from PolyPortables and the rest from Satellite Industries) and 19 restroom trailers, employs 49 people, and has acquired four companies since 2010 (three in Massachusetts and one in Rhode Island).

“We bought them because we were competing directly against them in our market and they were looking to get out of the business,” says McNamara. “They offered a good opportunity for us to expand our footprint.”

The acquisitions occurred in 2011, 2012, 2013 and 2015. Spacing them out allowed the company to grow without losing quality control, notes McNamara, who’s a proponent of slow, controlled growth. “When you grow too fast, you’re setting people up to fail,” he says. “It’s a recipe for disaster when you ask guys to clean 100 restrooms a day. ... It (losing quality control) gives the industry a bad name and leaves employees with less incentive to do their jobs.”

When eyeing an acquisition today, McNamara generally looks for companies that operate outside Northeast’s existing geographic market. He also focuses on the quality of the existing customers, equipment and employees. If the company already has good employees, he strives to keep them on board. If equipment is bad, it gets replaced. “That instantly makes route

drivers very happy,” he says.

Northeast doesn’t come in with a let’s-clean-house attitude toward existing employees. “All we want to do is enhance their product,” he explains. “If you provide the best possible product, your business will grow.”

“A lot of acquisitions are funded by hedge fund companies that are looking for a quick return on their investment,” he adds. “But we’re in it for the long term. We don’t come in with an exit strategy — we just want to keep doing the right thing.”

SERVICE TIPS

McNamara worked for 24 years in the heavy civil construction industry before setting his sights on portable sanitation. And the reason he decided to do so makes it easy to understand why he’s all about providing great service for customers.

“I knew there was an opportunity to enter the market when I had a bad experience with a provider on a house project I was working on,” he recalls. “I felt it was a very good opportunity — people definitely deserved better.” So he went all in, buying 128 restrooms and a vacuum truck.

The company’s motto — “the difference is in the details” — reflects McNamara’s emphasis on service and professionalism. Sometimes it’s a challenge for a company that makes 5,000 service calls a week. But overall, solid training and a focus on the TEST operating principle — Try Every Single Time — carries the day, he says.

“There aren’t any secrets in this business,” he says. “It’s just all about being diligent and caring enough to make sure every customer gets serviced. It’s really that simple. ... We pride ourselves on showing up at the same time every week and doing a great job cleaning restrooms. When our guys leave, anyone would feel comfort-

“There aren’t any secrets in this business. It’s just all about being diligent and caring enough to make sure every customer gets serviced. It’s really that simple.”

— Brian McNamara

(continued)

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The Boston Marathon rewards runners who pace themselves slowly and steadily during the 26.2-mile event. But it's more like a sprint for employees at Northeast Sanitation, who service and remove about 850 restrooms on race day.

"The Boston Marathon is pretty much our Super Bowl," says Dennis Lavoie, vice president of operations. "It's the biggest special event we handle every year. This past one (April 2016) was the fifth one we've done, so we've got it down pretty close to a science."

The 850 restrooms are spread around the town of Hopkinton, where the marathon begins. About 525 of the restrooms are located at three sites in the Athletes' Village, the staging area where the event's 30,000 or so runners prepare for the race. The remainder are strategically located, primarily in parking lots and other public areas in town, Lavoie says.

The event demands a fair amount of the company's resources, including 30 of its nearly 50 employees, and 11 flatbed trailers and service and pickup trucks. During the event, crews collect between 15,000 and 16,000 gallons of waste that's disposed of at a waste treatment center over the state line in Rhode Island, he says. By 7 p.m., the units are serviced, loaded and gone.

"Race and town officials love the fact that we're an 'invisible vendor,'" Lavoie notes. "A lot of residents go away for the day, and when they come back home, it looks like the event never took place."

The key to a successful marathon weekend? Thorough preplanning with race officials and teamwork among employees at Northeast. "We're pretty proud of how much we get done in a short period of time," Lavoie says.

able using the restrooms. We teach our guys to clean them like their son or daughter will be using them. Again, the difference is in the details."

Great service is a product of thorough training. To "set them up for success," as McNamara puts it, new employees ride with veteran drivers for a month before they're allowed to go solo on routes. And when they head out on their own, they're given a manageable amount of service stops that gradually expands as their comfort levels and experience increase.

To create a sense of pride and professionalism, Northeast drivers wear uniforms and are required to keep their trucks clean. In addition,



restrooms are thoroughly washed and sanitized before delivery to job sites. "We try to do the same thing with our trucks that FedEx does — they're immaculate all the time. And we treat restrooms the same way. ... They must be pristine, inside and out." The high benchmark for cleanliness and driver appearance also enhances branding and differentiation efforts.

Furthermore, McNamara takes customer service personally, in that he gets out of the office and jumps in his pickup truck to make calls on customers, just to be sure they're happy with the service.

In addition, all drivers use tablet computers that minimize paperwork and time spent on phone calls or radio dispatches. "It's very good for customer service because dispatch can tell customers where our guys are. ... They can see the guys live, in real time," McNamara explains. "When you're a small company, it's easy to keep track of how many stops your drivers have done and how many are left. But when you're doing 5,000 services a week, we need to know in a more timely manner how guys are completing their routes."

To operate efficiently, the company uses Total Activity Control software from Clear Computing. Developed specifically for portable restroom companies, the software does everything from invoicing to routing, he notes.

STANDARDIZING TRUCKS

One negative effect from numerous acquisitions is the resulting mish-mash of trucks and other equipment, which leads to operating inefficiencies. To eliminate that concern, Northeast now runs only one kind of restroom service truck — the 24 Hino 268s — and equips almost all of them the same way. Of the 24 trucks in the fleet, 22 were built out by Best Enterprises

and feature Masport HXL75 pumps and 1,350-gallon waste/500-gallon freshwater stainless steel tanks. The other two trucks also rely on Masport pumps, but they

Stopping to clean restrooms, Jose Cartagena unwraps suction hose from his Hino truck built out by Best Enterprises.

“ We try to do the same thing with our trucks that FedEx does — they're immaculate all the time. And we treat restrooms the same way. ... They must be pristine, inside and out. ”

— Brian McNamara

were outfitted by Progress Tank (owned by Wabash National Corp.) with 1,500-gallon waste/500-gallon freshwater stainless steel tanks.

Construction rentals generate about 75 percent of the company's rest-room revenue, while special events contribute the rest. To handle the latter, the company relies on 19 restroom trailers built by JAG Mobile Solutions, Ameri-Can and Wells Cargo.

To ensure vehicle reliability, which also enhances customer satisfaction and minimizes the chances of costly major repairs, Northeast replaces every truck chassis after five years. "Truck breakdowns result in missed service for customers, and we want to eliminate as much as possible any unexpected problems for customers," he says. The company also replaces tanks after 10 years, but that may change now that the company has switched to stainless steel tanks. "We don't really know how long a stainless steel tank will last," McNamara says.

Standardization of trucks makes maintenance easier and also allows for more accurate budget forecasting. Why? Because the company can establish a timeline database that indicates when certain repairs are likely to occur — the mileage points where, for instance, radiators typically fail or brakes and tires need replacing. Standardized trucks also make life easier for the company's mechanics and for ordering parts, McNamara says.

KEEP EMPLOYEES HAPPY

Newer and well-maintained trucks also provide another benefit: They help to keep drivers happy, which in turn reduces employee turnover. To attract and retain quality workers, Northeast also pays competitive wages and a "good portion" of employees' health insurance premiums and offers a 401(k) program with matching contributions along with other benefits employees would expect to receive from "a progressive, well-run business," McNamara says.

"This business isn't for everybody — we have our share of turnover," he says. "But if our employees stay for 90 days, they're usually here a long time." To make that happen, Northeast performs job reviews twice a year, which makes workers eligible for merit raises twice a year. Also, drivers find the work schedule attractive: four 10-hour days. (Though during summers, drivers usually work five days a week to earn overtime pay.) In addition, they never drive more than 150 miles in a day.

It's easy to get the impression that Northeast is a data-driven company that relies on analytics to maximize productivity and profitability. McNamara notes that management is always analyzing things, such as how to optimize route density and determine the optimal amount of restrooms a driver can clean in a day. "We spend a lot of time looking at how the business should be run," he says. "Again, the difference is in the details, and that extends to customer service, our products, budgeting, and how we treat and rate our employees — pretty much every aspect of our business."

As for the future, McNamara envisions more growth, fueled by a forward-looking mindset that continues to set the bar high for customer service. "You're only as good as you are today," he says. "Nobody cares about what you did yesterday."

"We want to continue to expand our market territory and our customer base," he adds. "We'd like to double the size of the company by 2020. It's definitely doable." ■

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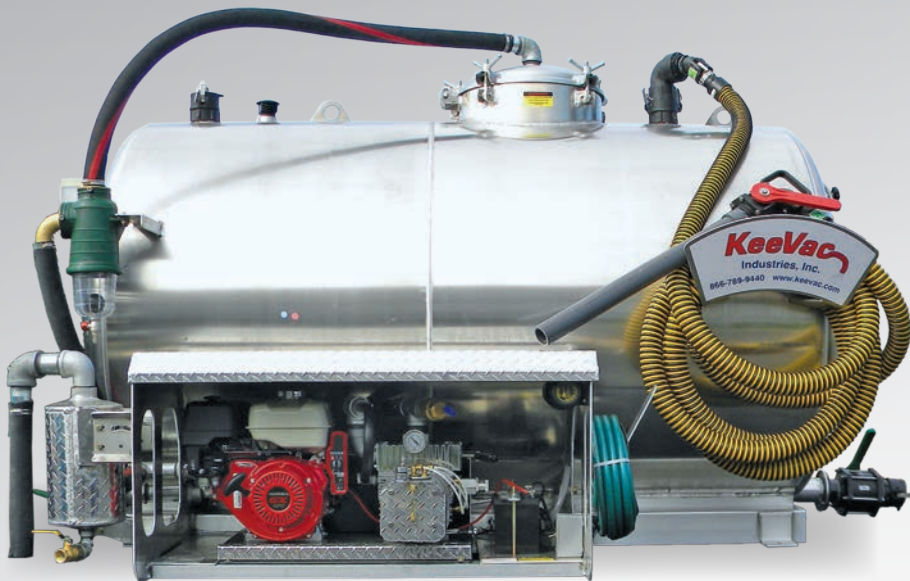
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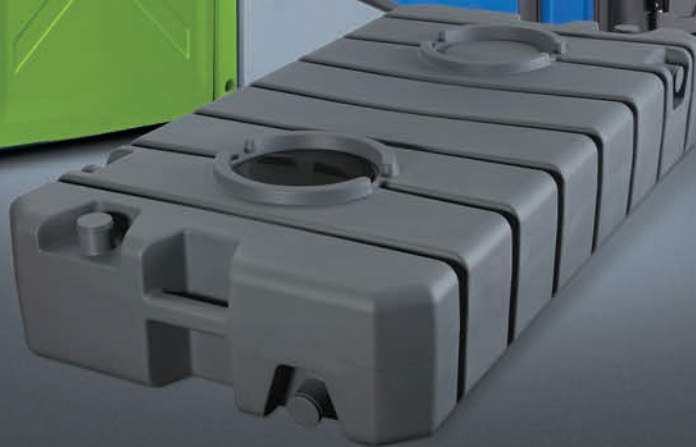
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Erik Gunn
is a business writer
in Racine, Wisconsin.

Should You Consider Charging By the Hour?

Does the tried-and-true flat-rate pricing model used by most pumpers ensure a fair profit job after job? **By Erik Gunn**

Do you get stung by the septic service industry's standard practice of offering flat-rate pricing for the work you perform? You quote the price to pump a 1,000-gallon tank, and find any number of complications keep you at the work site longer than expected. For example:

- Your fee is \$50 to dig up two tank openings, but the tank turns out to be deeper than you expected and the soil is nearly as hard as the concrete tank you're trying to reach. It takes you far longer than anticipated to gain access and pump.

- A tank is so packed with years of sludge that you spend way too much time chiseling through the hard scum layer and trying to loosen the contents to get the slurry on the truck. The nightmare job set your day back and forced you to cancel a service call later in the afternoon.

After jobs like these, have you been tempted to switch to the hourly pricing business model used by many plumbers and other service contractors?

MAKING GOOD POINTS

Contractors with experience employing flat-rate and hourly pricing say there are benefits to both approaches.

Flat-rate pricing is predictable. It lets you tell the customer up front what the job will cost, and it gives your crews an incentive to work efficiently. Billing by the hour, on the other hand, fairly recoups your real costs and ensures consistent profits (assuming a rationally structured rate, of course).

"Flat-rate pricing is better for the company and for the customer," Brandon Simpson, owner of Simpson Plumbing in Tracy, California, says.

Jeff Paquet, owner/operator of Gas Man, an HVAC contractor in Ottawa, Ontario, Canada, disagrees: "While flat-fee pricing seems ideal on the surface, it can actually lead to sloppy work from the contractor to get the job done as quickly as possible," he says.

To sort through these viewpoints, we reached out to a variety of wastewater-related contractors. After all we heard, we come firmly down on the side of "it depends." Cop-out? Nope — the best decision hangs on your mix of customers, specialties, and other variables specific to your business.

HARD NUMBERS

"In the service business, pricing comes from years of experience and hard lessons learned," says Mark Vice, co-owner of Fayette Drain and Sewer in Fayette, Alabama. "From my experience, 80 to 90 percent of people want to know, 'What is this going to cost me when you are finished?'"

That doesn't automatically dictate flat-rate pricing, though. "I like to

quote jobs by the day or half a day, and if equipment is needed or not," Vice says — in short, an hourly system, although in four- or eight-hour increments.

That's the best way to capture fixed costs, he contends — especially for labor: "Because, at the end of the day, my employees need eight hours, and I have to pay them."

Adds Gas Man's Paquet: "As long as you have confidence in the ethics of the contractor, the hourly rate is generally the best option to ensure the work is done properly with attention to detail."

Jason Roberts represents My Handyman Services, a broker for home improvement trades, including plumbing, in London, England. The company bills all its work by the half-hour — a one-hour minimum and then half-hour increments after that, and posts its rates on its website.

"The issue with charging per job is that sometimes even if the job is complicated, the handyman may complete the task, let's say, in one hour," says Roberts. "Some clients might say, 'He charged me so much and he was here only one hour!'"

Customers billed by the job "believe that they have done you a favor by giving you some work," he finds — so they'll push for return favors in the form of free add-ons: "While you are here could please fix this pipe as well?"

DRAG YOUR FEET?

Bill Sanders has some pretty strong words on the other side of the debate.

"Hourly billing is fundamentally unethical," argues Sanders, a San Francisco business consultant whose clients include plumbing contractors. "It puts the customer and the contractor at odds before the job even starts," he charges, because an hourly paid contractor "is incentivized to stay longer." Flat rates allow customers to decide on their investment up front and "realigns the interest of both parties."

One Sanders client, a plumber, scored higher profitability and market penetration after implementing flat-rate pricing (before Sanders began working with the firm).

Flat-rate billers contend customers like it. "It helps them control their costs," says Simpson. Prices can't balloon, "especially if you've got an experienced plumber who can spot the potential stumbling blocks before the job starts." If the job runs longer than expected, "customers won't be watching the clock because they know their own costs won't rise" — boosting their satisfaction.

Strategically deploying your personnel can boost profits. "If the book gives a plumber four hours to complete a job, but a more experienced

“ I have learned that you don't get every job you quote, so you don't need to cut yourself short just to be cheapest. ”

Mark Vice

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plumber can get it done in half the time, it essentially packages a higher hourly rate into the flat price," Simpson continues. Of course, he points out, you want to be sure your employees are well trained.

While Vice of Fayette Drain and Sewer leans toward time-based pricing, his service crews are different. The company maintains flat-rate pricing for some jobs, including drain clogs, residential water leaks and septic pumping.

WHAT'S FAIRER?

Simpson acknowledges that a flat-rate job finished quickly can translate into a steep hourly rate and trigger customer complaints. But he contends that's rare. "On the other hand, if you bill by the hour and the job takes longer than expected, your chances of receiving complaints increase quickly."

Sanders points out that contractors like plumbers, drain cleaners, HVAC repair services and others are there to fix a problem — bringing to the job "a 'head,' not simply a set of 'hands,'" Sanders reasons. Besides the simple labor and parts put into the job, the flat-rate bill should appropriately reflect the expertise and the investment in continued training.

For Vice, the question of flat vs. hourly really leads to deeper considerations.

"I spend a lot of time doing quotes and looking at jobs," he says. "I have learned that you don't get every job you quote, so you don't need to cut yourself short just to be cheapest." He also wants to avoid race-to-the-bottom competitive bidding.

"As a service company, I do not like to bid jobs, because if you are just looking for the cheapest price, that is not going to be me," he says. He prefers to sell reliability and local presence. "I look at potential problems in the future, because I will be the one who services it years to come."

BEST OF BOTH WORLDS

Vice has clearly poured time and energy into figuring out what system works best — which is why he's opted for a hybrid. "I wish I had a flat-rate system that worked for all situations," he admits. "It would make my life easier, but figuring that system out and implementing it I think would be a miracle within itself."

Perhaps you've used the flat-rate pricing model for years or generations and it's working out fine. But it doesn't hurt to consider practices used by related contracting businesses in your area and make adjustments when it seems practical or if it will improve your profitability. ■


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Nathan Hill submitted a 2016 Mack Granite GU533 with a 4,400-gallon aluminum tank and National Vacuum Equipment 4307 blower (with silencer and enclosed in a stainless steel cabinet) from Imperial Industries. The Mack red rig is powered by a 345 hp Cummins ISL9 engine tied to an Allison automatic push-button six-speed transmission. Features include Dura-Bright Alcoa aluminum wheels, stainless steel visor, chrome bumper, mirrors, exhaust stack and air intakes, a Lincoln automatic chassis greasing system, top and rear manways, a Garnet SeeLevel gauge and four rear sight glasses, 4-inch inlet and 6-inch dump with heated collars, toolbox, and 100-gallon aluminum freshwater tank and rear LED work lights. The interior is outfitted with AM/FM/CD/MP3 stereo with Bluetooth capability. Graphics were provided by Jason Lisko. Third-generation pumper Tim Schulteis is the driver, and the rig is used mainly for residential septic and holding tank service. ■

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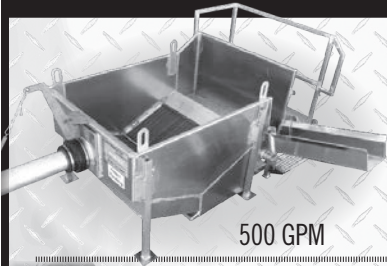
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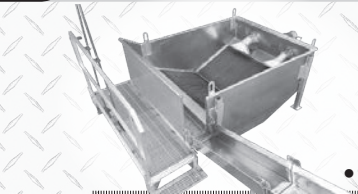
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Few Take Advantage of Cesspool Replacement Tax Credits in Hawaii

By Doug Day

Only 11 applications were received by the Hawaii Department of Health in the first two months of a tax credit program to encourage people to replace cesspools with a modern wastewater system. Hawaii became the last state to ban new cesspool construction in March. It had been approving about 800 a year and there are 90,000 in operation across the islands. The law provides up to \$10,000 in tax credits to replace cesspools within 200 feet of the ocean, streams or a source of drinking water. Owners have until 2020 to apply.

Florida

With land application of septage banned in Florida as of June 30, the Department of Health and Department of Environmental Protection offered temporary variances to pumpers who need time to find alternative disposal

methods. Variance applications were due in September, and are good until July 1, 2017. With land application no longer allowed, septage must be taken to a wastewater treatment plant, biosolids treatment facility or septage management plant, or dewatered with solids disposed of in a landfill.

The variance also allows those who used land application to become a DEP-regulated septage management facility, which would allow them to land-spread resulting biosolids, but not septage, on a permitted site. The \$1,200 permit review fee has been waived because of the situation.

The additional time provided by the variance will allow the DOH, DEP and the Florida Onsite Wastewater Association to address rule language changes necessary to properly regulate the smaller septage management facilities that have neither the large flows nor the additional constituent streams associated with currently regulated DEP facilities, according to FOWA executive director Roxanne Groover.

Colorado

In June, Arapahoe County banned application of septage on agricultural land, following the lead of two nearby counties. Instead, septage must be disposed of at a site approved by the county or the Tri-County Health Department, which serves all three counties. The application of biosolids from wastewater treatment plants is still allowed.

Idaho

The Idaho Department of Environmental Quality is considering changes to its technical guidance manual for the design, construction and operation of onsite wastewater systems. The revisions involve in-trench sand filter descriptions, drip distribution, extended treatment package systems, managed operation, maintenance and monitoring of alternative treatment systems, incinerator toilets, sand mound approval conditions, and the letter of intended use and empirical wastewater flow data. The proposed revisions are available at www.deq.idaho.gov/water-quality/wastewater/septic-systems/technical-guidance-manual/

Minnesota

Recent testing of hundreds of lakes and rivers in northern Minnesota showed no signs of contamination from septic systems. The Minnesota Pollution Control Agency continues working to identify the effects of failing systems across the state. The agency says there are about 500,000 septic systems, with 100,000 being too old or too close to the water table, and about 25,000 that have degraded to the point of being an immediate threat to human health. ■

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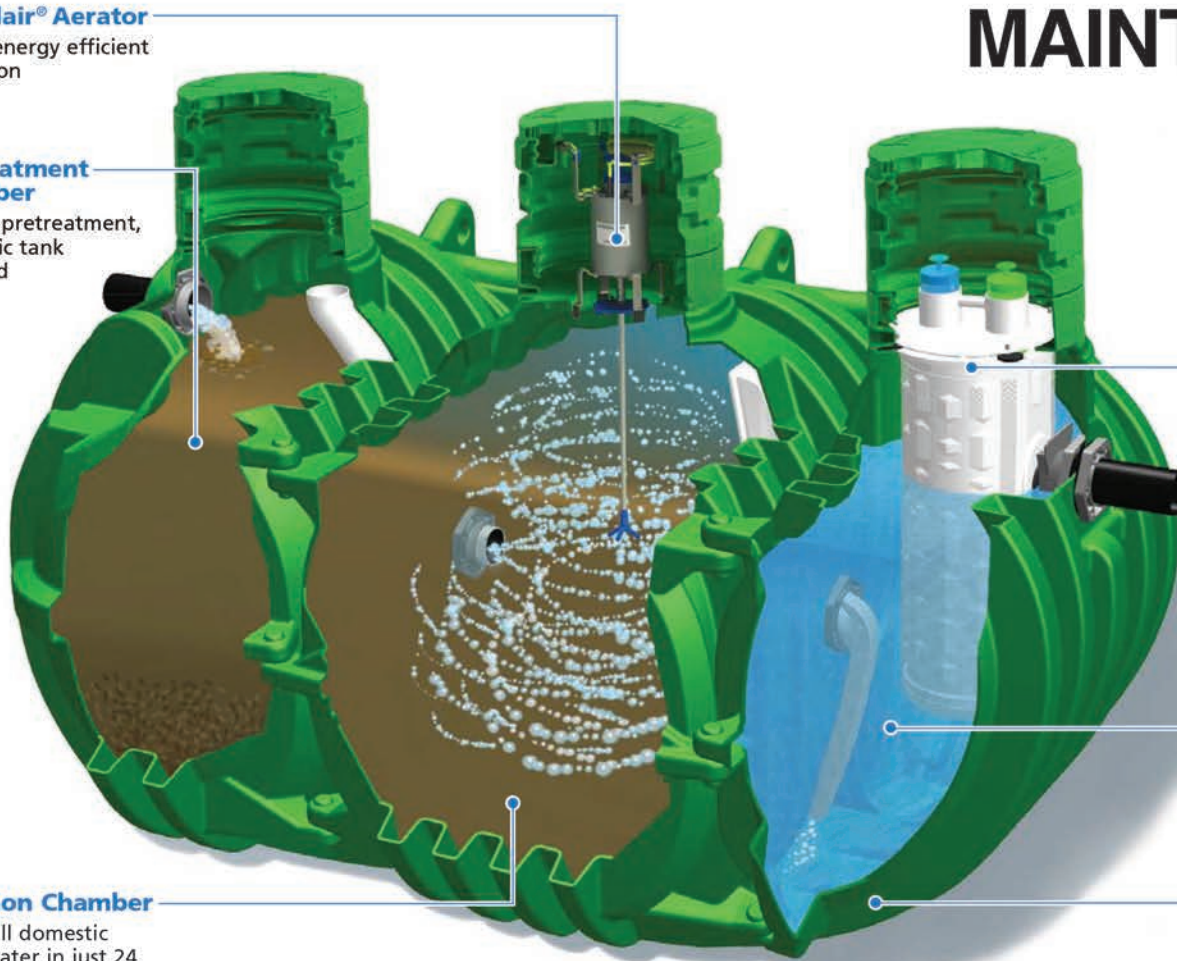
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The Johnson Johns & Septic Service crew includes, from left, Harlem Fifeld, Jim Surgeon, Ted Knibbs, Jeff Johnson, Derek Johnson, Josh Ohime and Don Holloway. (Photos by Michael Caterinas)



READY FOR PUMPING

Indiana's Jeff Johnson bought a World War II-era industrial complex with its own wastewater treatment plant. Naturally, he bought a vacuum truck and started cleaning septic tanks and portable restrooms. *By Kyle Rogers*

In 2001, Jeff Johnson started Johnson Johns & Septic Service out of necessity more than anything. A few years prior he had purchased a struggling utility company serving an industrial park in Kingsbury, Indiana. Johnson spent millions upgrading the utility company's aging wastewater treatment plant and soon realized he needed more flow to get his new endeavor on the road toward profitably. What better way than to provide it himself?

"I saw an opportunity to grow the industrial park and start up some other businesses if there was a strong utility infrastructure and the treatment plant was taken care of properly," Johnson says. "But in the beginning it wasn't making much money, so I started up Johnson Johns because I had my own disposal site and obviously I needed the revenue. That's how it all started."

(continued)

Profile

Johnson Johns & Septic Service
Kingsbury, Indiana

OWNER: Jeff Johnson

FOUNDED: 2001

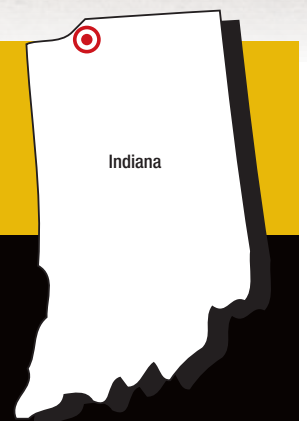
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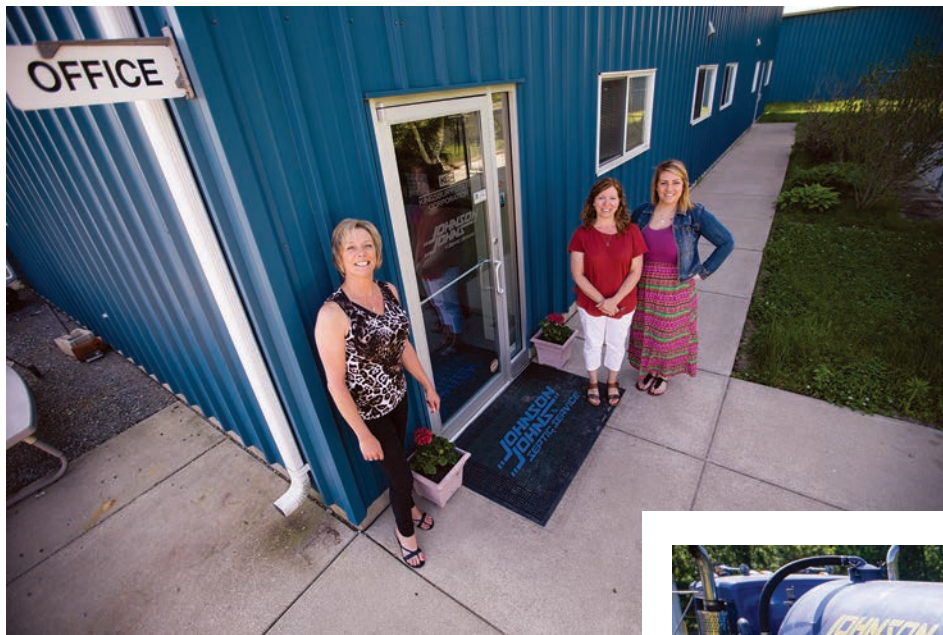
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Above, left: The Johnson Johns & Septic Service staff includes, from left, Danelle Alm, Sandy Thompson and Brittany Coburn.

Above, right: Septic service technician Jim Surgeon leaves his service truck on the street and runs a long hose to pump a residential tank.

Right: Harlem Fifeld dumps a load at the company-owned treatment plant.



Today, Johnson Johns & Septic Service is more than just a means to feed the treatment plant. It's a successful business all its own, servicing a 50-mile radius around Kingsbury with septic pumping and portable restroom rentals. But the treatment plant has played a key role in that success, as has the company's emphasis on customer service.

"Quality of service definitely stuck out early on as something that would take us really far," says Derek Johnson, Jeff's son, who now co-manages the company's daily operations.



FROM TRASH TO WASTEWATER

Before Johnson Johns & Septic Service got started, the Johnson family business involved a different type of waste. Lloyd Johnson started a garbage collection company in 1958. When he died 30 years later, the business was passed on to his son, Jeff, who grew it aggressively over the subsequent 10 years. Then Jeff acquired Kingsbury Utility and a 2.5 mgd treatment plant serving an industrial park, and the transition from trash to wastewater soon followed. Within a two-year period, the treatment plant was purchased, the garbage company sold, and Johnson Johns & Septic Service founded.

Since then the business has gradually grown larger, with Derek Johnson now managing the day-to-day operations alongside Ted Knibbs, a longtime family friend. They have remained focused on portable restroom rentals and septic pumping, each service accounting for about half of the overall workload. The service area is a 50-mile radius around the company's home base in Kingsbury, although Johnson Johns will go farther on occasion to provide and service restrooms at larger special events.

The restroom inventory, including hand-wash stations, numbers 750 (mostly PolyJohn with some Satellite units from an acquisition). Chemicals typically come from Chempace and Walex. The truck fleet includes a 2006 Kenworth T800 from Keith Huber with a 3,600-gallon steel tank and Masport pump; a 2000 Mack CH600 from Indiana Vacuum Tank Trucks with a 3,600-gallon steel tank and Masport pump; a 2005 Freightliner M2106 from

Keith Huber with a 1,250-gallon waste/500-gallon freshwater steel tank; a 2006 Chevy C4500 from Vacutrix Limited with a 400-gallon waste/200-gallon freshwater steel tank and Conde (Westmoor Ltd.) pump; a 2003 Isuzu NPR built in-house with a 440-gallon waste/220-gallon freshwater tank and Conde (Westmoor Ltd.) pump; and a GMC C6500 from Marsh Industrial with a 600-gallon waste/400-gallon freshwater steel tank and Masport pump.

Johnson Johns employs six drivers and an office staff of three, with some additional employees brought on for the busy summer months. Alongside Johnson Johns and Kingsbury Utility, a trucking company with a fleet of 24 semis is part of the family of businesses. Three full-time mechanics handle repair duties for all the companies.

THE BENEFITS OF A TREATMENT PLANT

The growth of Johnson Johns began with the treatment plant, which dates back to 1942 when it was constructed by the U.S. Army to serve a World War II ammunitions depot. After the Korean War, the property made the transition from the public sector to the private one when investors from Chicago turned it into an industrial park. Several decades later, the opportunity arose for Johnson to purchase Kingsbury Utility, which included the

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WWETT Show helps with learning curve

There were decades of waste-hauling experience behind Johnson Johns & Septic Service when it was founded in 2001 — just not in wastewater. Trash hauling was the Johnson family's initial endeavor, and that provided a solid knowledge base in trucking logistics and equipment maintenance to help the new venture. Still, there was a learning curve as the business got started.

"Nobody really knew what was going on with this industry when we started," says Derek Johnson, who co-manages the company alongside longtime family friend Ted Knibbs. "We just went out there and started chasing the market to see what we could do."

The company quickly got up to speed, using a combination of learning by doing and seeking outside education opportunities. One of those outside education opportunities has been the Water & Wastewater Equipment, Treatment & Transport Show.

"My first show was in Nashville, then Louisville, and now we've been going to the shows in Indianapolis," Knibbs says. "Learning some of the different ins and outs of the industry at the shows has definitely been a help. Everything from the classes to just meeting someone at the bar and starting up a conversation. You'd be surprised what you can learn if you keep your eyes open, your mouth shut and just listen to what someone is trying to tell you."

Johnson Johns also used *Pumper* and *PRO* magazines as an early educational resource and that continues today, Johnson says.

"We've been getting those magazines since we started doing this," he says. "It keeps you aware of what's going on in the industry and the products that are available. I read those articles all the time. If I pick up one thing out of an article, it's more than I had before."

“ Learning some of the different ins and outs of the industry at the shows has definitely been a help. ... You'd be surprised what you can learn if you keep your eyes open, your mouth shut and just listen to what someone is trying to tell you. ”
— Ted Knibbs

wastewater facility, 36 miles of waterlines, 27 miles of sewer lines, four lift stations, four water towers and three wells.

"The principal owners didn't do a whole lot with the park," Jeff Johnson says. "And over time, as it got passed on down to their heirs, the heirs didn't want to keep it and started selling off the assets. I saw the opportunity with the utility company. It's such a big expanse of land out here and all the infrastructure is in place — rail, road, gas and electric, and water and sewer. It's shovel-ready. I thought, someday someone is going to build out here and the utility's lines will be running right by them. I viewed it as a good investment."

Johnson spent additional money to bring the treatment plant up to date from 1942 technology. A single licensed operator takes care of the facility, but part of the upgrade included putting it on a SCADA system to allow for

Portable sanitation technician Josh Ohime checks paper supplies in a PolyJohn Enterprises Bravo hand-wash station. The restrooms are PolyJohn PJN3 models. The Isuzu service truck was built out at Johnson Johns & Septic Service.

remote monitoring. While waiting for the investment to pay off, he started Johnson Johns & Septic Service to provide a boost to the utility company and get more waste into the plant. And the plant returned the favor, providing a convenient and cost-effective disposal site for Johnson Johns. It helped the company pursue new business aggressively as it tried to gain a foothold in the industry.

"In the beginning we were just trying to feed the machine and concentrated on volumes of gallons," Knibbs says. "Essentially, having a treatment plant is like having a landfill that never fills up."

DUMPING AROUND THE CLOCK

As Johnson Johns has grown, two primary benefits of having a treatment plant have emerged. One is not being limited by the hours of operation of a third-party disposal site, as many pumpers are.

"We have a waste disposal site available to us 24/7," says Knibbs. "If we have to deal with a late-night emergency call, we don't have to worry about where we're going to dump."

Technician Don Holloway services a PolyJohn restroom at a construction site.



The other major benefit is not having disposal costs cut into the bottom line.

"We have to pay Kingsbury Utility, but that's still me," Johnson says. "It's the right hand paying the left hand. The money stays in our family of com-

(continued)



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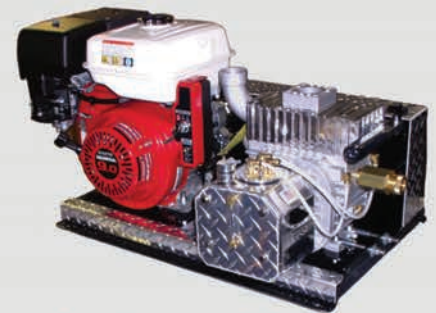
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Above: Josh Ohime drives to a job site in his Isuzu service truck built in-house using a Conde (Westmoor Ltd.) pump and carrying four PolyJohn restrooms on the flatbed.

Right: Derek Johnson manages the family business.



panies.”

That doesn't mean Johnson Johns off-loads waste at its treatment plant exclusively. The company still makes use of other municipalities' facilities. It's all about crunching the numbers — the trucks' miles per gallon, distance of the job from the home office, fee for unloading — and determining what will be most cost-effective. Say Johnson Johns has several tanks to pump in an area 50 miles outside of Kingsbury. A third-party disposal site will be used to avoid a long trek back home to dump.

“If it's not an emergency situation, we'll try to group a bunch of jobs together in an area, take care of them all at once, and dump in another facility in that area. And then you always bring the last load home because you're going home anyhow,” Johnson says. “Sometimes the money you spend on fuel and labor just driving back and forth would offset what you save by dumping at our site. The logistics dictate the smarter option.”

RAPID RESPONSE

Having a wastewater plant has been a valuable tool for growing the business, but just as valuable is the company's dedication to quality service — something identified early on as a key to being successful in the industry. Part of Johnson Johns' approach is to maintain a quick response time.

“For portable restrooms, even if you call us on a Friday during the summer or on a holiday, almost always we can get you a unit,” Johnson says. “And on the septic side, we can get to a customer on the weekends. We don't necessarily like the weekend calls, but we take them.”

“A lot of it is repeat business, and if one person becomes a repeat customer, pretty soon they're telling their neighbor about us. It's all about customer service,” he says.

Portable sanitation is a good place to showcase the company's customer service efforts. Johnson makes sure to keep a fleet of clean, well-maintained units fully equipped with optional convenience features.

CONSTRUCTION VS. EVENTS

“For our portable restrooms, we try to do a little bit extra,” Derek Johnson says. “We always buy the units with the shelves and the hook inside. A lot of people charge for hand sanitizer; we just apply it. All the little things you can do to make a portable restroom a better thing.”

“We're not skimping on the add-ons, for the largest customers all the way down to the construction worker,” adds Knibbs. “Even the construction worker is on that job site for 40 hours a week, so to have hand sanitizer and all the extra perks, they appreciate it.”

About 40 percent of Johnson Johns' portable sanitation business is for construction sites and similar year-round type work. The remainder is special events.

Johnson Johns' special event service includes taking the time up front with customers to nail down their specific needs. Knibbs says it also helps to have a deep knowledge of the market.

“I've been involved with or at least seen quite a few of these events, so I know firsthand what they need and don't need,” he says. “We do a lot of events that are small and may only be 10 units, and then there's the Marshall County Blueberry Festival where we take 350 units down for the weekend. We've been involved with some of the larger events for about 10 years. We're their go-to, we're part of their organization.”

A BRIGHT FUTURE

Johnson Johns has grown a little bit every year since 2001. The company has acquired the assets of one business that was closing and is looking at making another acquisition in the near future. That continues to be the plan going forward, says Jeff

Johnson — focus on customer service and gradually expand the service territory.

That plan may not even exist today had it not been for Johnson's decision to purchase Kingsbury Utility and its wastewater treatment plant. The investment may pay off in many more ways. Outside of his business properties, Johnson owns another 150 acres in the expansive park that are available for development. How would his business path have been different without the wastewater plant?

“I haven't even really thought about it any other way because I've always had the treatment plant,” Johnson says. “I probably wouldn't have gotten into this business.” ■

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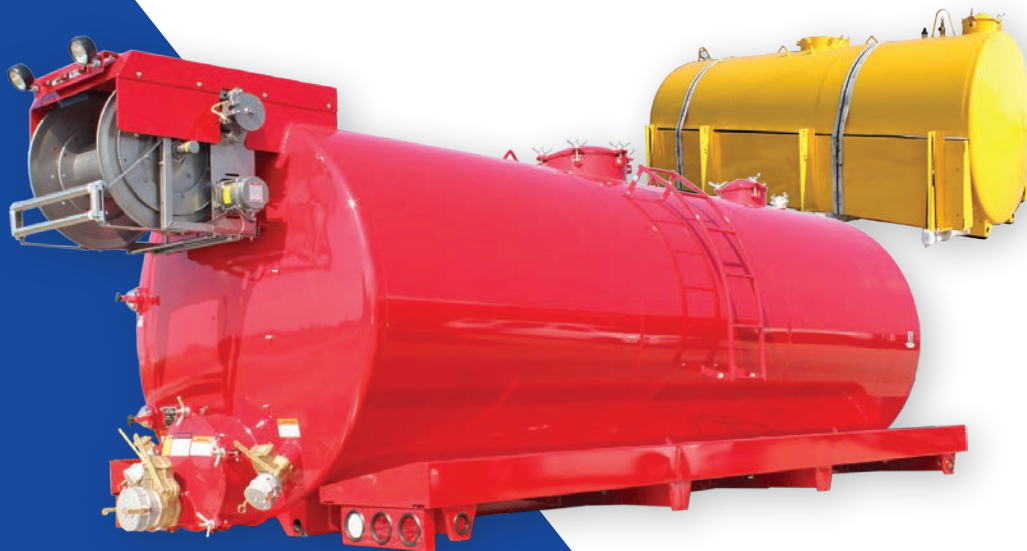
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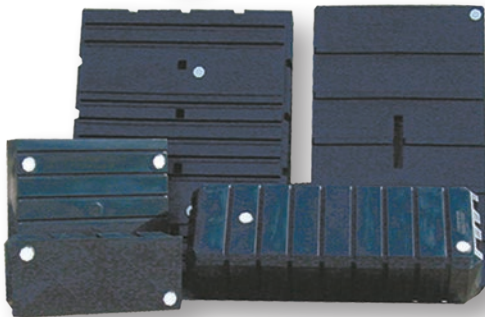


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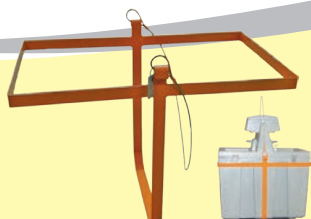


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Jamie MacVicar, a former Ringling advance man, is the author of *The Advance Man: A Journey Into the World of the Circus*. You can reach him at jmacvicar@cox.net.

Get Out and Sell Using Circus Advance Man Tactics

Tie-ins and marketing partnerships can bring in the business. But you have to get on the phone and push it with a personal touch. **By Jamie MacVicar**

A marketer recently wrote, “In the age of Facebook and Twitter, the winners will be those who know how to work the phone.” This may be a clue to answering the age-old small-business question: How do I maximize my marketing and advertising dollars, and how do I close the sale?

The advance men for Ringling Bros. and Barnum & Bailey Circus have for years exercised an extraordinary talent. In addition to their media-buying expertise and the creative impact of their advertising, their genius lies in how much exposure they get for free. A Ringling promoter once said, “If I have a \$30,000 budget, by the time I am through I’ll have \$300,000 worth of exposure.” He did this in two ways:

1. By using three chips: cash, trade and promotion. The media and the circus have something that costs them nothing that they both want to get rid of. In the case of the circus, it’s unsold seats, and in the media’s case, it is unsold time or space.

An advance man’s approach to a local radio station would typically be: “I’ll give you \$5,000 for 10 spots a day to run in drive time over two weeks. In addition, I will trade you 400 tickets for another 10 spots a day for two weeks. And I’d like to do a co-promotion where you give the tickets away over the air for another 10 spots a day the preceding two weeks.”

2. By using tie-ins. This approach didn’t cost the circus anything. A company such as Safeway, with a large advertising budget, would be pitched on a circus tie-in. The advance man might give the grocery chain 2,000 discount tickets, and Safeway would be given a special “Safeway Night at the Circus,” with their own honorary ringmaster and VIP seats. In turn, the circus would be announced in all of Safeway’s advertising and in-store promotions, including discount coupons, for a month.

It’s a win-win for everyone. With the coupons, Safeway attracts new customers. Families that might not be able to afford full-priced tickets receive a healthy discount. And the circus, only too happy to receive 70 percent of the ticket price for a weekday show, gets an unimaginable amount of free advertising and exposure.

Variations on these themes and a grab-bag of promotional ideas, such as trade-outs and tie-ins, would be repeated all over town for what amounted to a short-term market saturation. In compliance with accounting rules and some creative thinking, any business today can increase its advertising exposure through similar strategies.

BACK TO BASICS

Ringling’s advance men knew that nothing comes from nothing. Somebody has to act, and the most successful businesspeople, from P. T. Barnum to Steve Jobs, have realized that, in the end, somebody has to sell something

Probably 80 percent of the most productive and consequential time that marketing personnel spend will be in one-on-one personal sales.

to someone. In fact, probably 80 percent of the most productive and consequential time that marketing personnel spend will be in one-on-one personal sales.

Rarely will an email, a tweet or a brochure make a sale. But personal, congenial, professional contact often does. With the computer, a certain impersonalized distance has developed in the business world — a distance that could be mitigated by simply picking up the phone and making a sales call, the old-fashioned way.

But prospect calling isn’t easy. By nature, we all want to feel accepted, and rejection is a part of any sales effort. That same trepidation can lead to inactivity or wasted, unproductive time at the computer. So here is how you can make it easier:

1. Find your rhythm; your highest positive energy of the day. For me it’s mornings. From 8 a.m. until noon I am fearless, but my confidence fades in the afternoon. So I make my sales calls in the mornings. No interruptions. I then schedule my presentations for the afternoons.

2. Smile when you speak into the phone. It will show in your voice.

3. Today’s selling is far more consultative. Your first call isn’t meant to sell anything. It’s to open a dialogue and get an appointment.

4. Use referrals, no matter how obscure. The prospect is more likely to listen when you start with “So and so spoke highly of you and suggested I give you a call.”

5. Sell like to like. People are more receptive when they hear that a company or someone they know has done a similar tie-in or promotion.

6. And most important of all, focus almost solely on their needs, not yours, and more often than not you will close the sale.

Numerous win-win alliances can multiply your advertising dollars. But we can’t forget that all things start from actions — actions worthy of P. T. Barnum that emanate from a good salesperson. ■

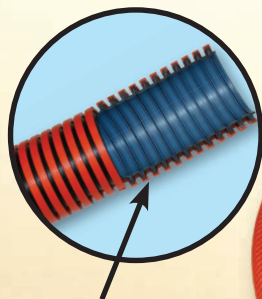
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The EarthBuster's Shot of Air Aims to Rejuvenate Drainfields

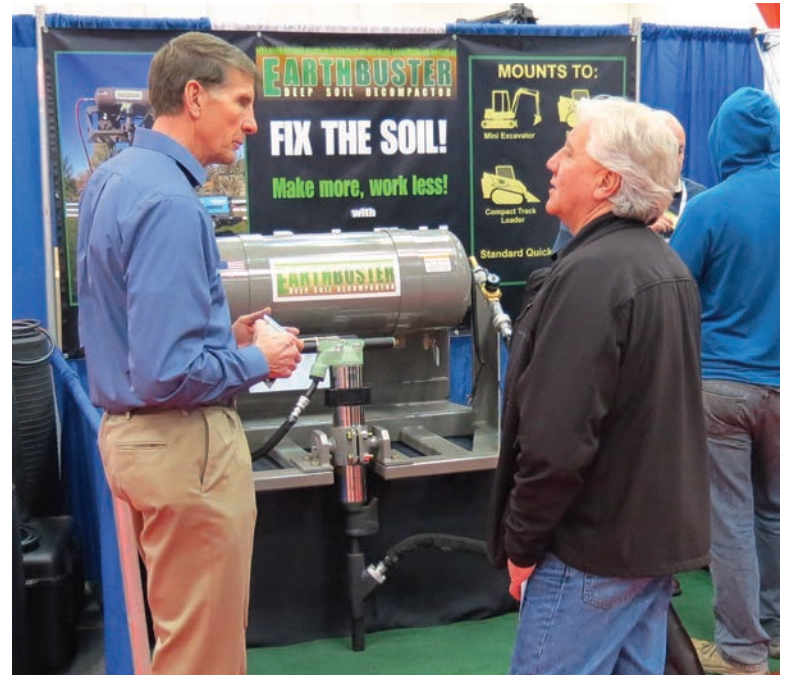
By Kyle Rogers

Ken Miller was introduced to the EarthBuster a decade ago. At that time, the deep-soil decompactor tool was sold under a different name, but Miller was impressed by the way it rejuvenated a drainfield on a rental property he owned. So he did some research, tracked down the equipment's original inventor, and contacted him.

"He wasn't doing a whole lot with it, so finally I said, 'How about if I buy the patent and take it to market?'" Miller recalls. "It's one of those things I joke about now: I liked the product so much I bought the company."

The EarthBuster breaks up soil compaction and biomat in drainfields by repeatedly driving a pneumatic probe up to 6 feet deep and delivering shots of compressed air.

"You're breaking up the biomat and feeding oxygen to it so it can further decompose, and loosening up the soil so that it will percolate like it was



designed to do," Miller says. In addition to treating failing systems, the EarthBuster can be used after a new system has been constructed, Miller says.

"When you put in a new system you're driving over it with heavy equipment and immediately you're creating less-than-perfect conditions," he explains. "So installers can go in and use this to loosen that soil and give the customer a good, uniform soil to convey the effluent."

The target market is both contractors who install onsite systems and provide septic system pumping and maintenance.

"There are a lot of times that the first ones to hear about a slow drainfield are the ones who've been called out to pump the tank, so it's a natural fit," he says. "Or it's a good fit for contractors who provide jetting. Jetting a system is only half the job. You're releasing all that gunk off the pipes, but then it's not going anywhere if there's a slow drainfield. If you come in and get air into that drainfield and get the soil working again, then you can provide a better overall service for your customer."

Miller says the EarthBuster can be connected to the contractor's compressor, and can be mounted to any equipment with a standard quick-attach coupling such as mini-excavators, skid-steers, compact track-loaders and tractors. Miller can provide an adaptor for users without quick-attach.

The EarthBuster may be operated via a two-button control box fastened to the side of the cab. One button activates the air hammer that drives the probe into the ground, while the second button releases the air. A machine can also be configured so that the EarthBuster is operated through the joystick controls in the cab.

Miller looked forward to bringing the EarthBuster to the 2016 Water & Wastewater Equipment, Treatment & Transport Show.

"With the number of people who come through here looking to buy equipment, we saw it as the best opportunity to market it," he says from the WWETT Show exhibit floor. "At this point it's just educating people that a product like this is out there, and the show is a great opportunity to do that." **406/215-1588; www.earthbuster.com. ■**

Ken Miller, left, speaks to a WWETT Show attendee about the benefits of the EarthBuster. The tool breaks up compacted soil and biomat by repeatedly driving a pneumatic probe up to 6 feet deep into a drainfield and delivering shots of compressed air. (Photo by Kyle Rogers)

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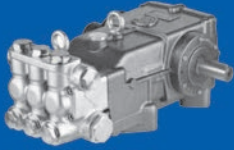
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

The Axiom is True: It All Rolls Downhill

Slope characteristics and the type and condition of vegetation offer many clues about the success or failure of a septic system **By Jim Anderson, Ph.D.**

Recently someone posed this question: My local regulator says I need to do a landscape and slope analysis when I design a system I will be installing. Exactly what is this and why is it important?

This led me to take a look back at the regulations in Minnesota and, sure enough, part of the field design phase for a sewage project requires a description of the following surface features: percent and direction of slope, vegetation types, evidence of cut and fill or other disturbance, flooding or run-on potential, and geomorphic description.

So vegetation types and evidence of cut and fill are somewhat self-explanatory, but I do have a couple of comments. Describing or recognizing vegetation at the site can help in a couple of ways. A distinct change or difference in vegetation at that location from surrounding areas on the same contour or elevation is a good indicator of site disturbance, warranting a closer look when the soils are described and a soil loading rate determined. In addition, the presence of plants that like to have wet feet perhaps indicates a problem with a water table near the surface that will affect whether trenches can be excavated. Vegetation that is sparse and not robust may indicate bedrock near the surface before the first soil pit is dug.

THE SLOPE SHAPE

Flooding or run-on potential can be determined by evaluating whether the site is near a perennial or ephemeral stream or wash. If it is within 50 to 100 feet, doing some additional flood investigation may be necessary. Location in a depression or on the edge of a depression in the landscape — where water can collect — will make a site unsuitable for installation of a system. Instead of run-on, I used to call this an area subject to ponding.

So what is a geomorphic description? Probably a term not everyone is familiar with, but designers, engineers, inspectors and installers should be. Geomorphic refers to the form of the earth's surface at that location. Slope direction and shape help define the form. In my area, the landscapes were formed during the last glaciation and the topography is up and down and rolling; it looks kind of like the knuckles on the back of your hand. Slopes are expected to be short and usually not too steep or complex. Knowing this indicates that fitting the system (depending on size) into this area may be a problem or it may not lend itself to the type of system proposed.

Percent slope measured perpendicular to a contour line across the site will help determine whether the site has a slope where it is allowable to put a system. It will also indicate whether the system can be fed by gravity or require a pump. For instance, many codes do not allow installations

Location in a depression or on the edge of a depression in the landscape — where water can collect — will make a site unsuitable for installation of a system.

on slopes greater than 15 percent. Along with elevation, slope can also indicate the amount of cut necessary for the supply piping; all important considerations in design.

Slope percentage is an easy calculation if you know the elevation difference across a specific length perpendicular to the contour. Let's say I have an elevation change of 1 foot across a 50-foot space that defines the width of the system. Slope is determined by dividing the elevation difference by the horizontal distance and then multiplying by 100. In this example $1/50 = 0.02 \times 100 = 2$ percent.

The final part of providing the slope information involves identifying slope shape. I have not seen a lot of places require this, but in terms of a geomorphic description it is an important component. Slope description gives a picture of the land surface along and perpendicular to the slope. So it speaks to the shape of the slope. There are three terms used: linear, which means straight; concave - curved down; and convex - curved up. So describing the land in both directions along and perpendicular gives nine potential combinations.

CHECK THE DIRECTION

A slope described as concave-concave (CC) indicates an area where surface and groundwater flow would collect, which could hydraulically overload a system unless something is done to prevent the flow. It is probably good to avoid installing a system on this area. Slopes that have shapes that are linear-concave (LC), convex-concave (VC) or concave-linear (CL) should be approached cautiously. Since groundwater often travels the same path, it is common to have higher water tables at the foot of these slopes.

One other piece of slope information can be useful. That is the aspect of the slope. What direction does it face? In general, south- and west-facing slopes will be warmer and drier, which could mean an earlier start to a system in the spring or after a rainy period. North- and east-facing slopes will be cooler and wetter, so a slope of the same steepness in simi-

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LETTERS

Beware of Wide Beds in Mound Systems

I have noticed in a number of recent articles that the onsite sewage treatment industry is moving toward very wide beds in mounds and other wide systems with a series of beds. I am concerned that this is a very dangerous trend and I predict hydraulic failure of these wide mounds when flows are near or at design values.

Mounds designed for single-family residences have been used successfully for years when the rock layer width does not exceed 10 feet. For a mound to work properly it is important that effluent is distributed through the clean sand layer to the underlying soil. As the effluent moves downward through the rock layer and into the clean sand layer, it flows sideways into the lesser permeable soil underneath the mound.

If the rock layer width is increased, a greater width of the lesser permeable soil must be available under the mound for the mound to operate successfully, because flow per linear foot of bed is more concentrated. This creates a situation where anaerobic conditions occur at the sand-soil interface, restricting flow and resulting in further restricting flow through the less-permeable material. These conditions can then result in effluent mounding in the sand layer underneath the rock bed, ultimately causing hydraulic failure. The wide mound will fail to accept the design effluent flow and hydraulic failure will take place.

The University of Wisconsin Small-Scale Waste Management Project discovered the flow problems into the underlying soils of wide mounds in an experimental mound installed at Westboro, Wisconsin, many years ago. The failure of that wide mound and the results of that study were published as a technical paper by the American Society of Agricultural Engineers.

The designers of every very-wide mound should be accurately evaluating the fluid flow pattern in the soil layers under the mound. That evaluation must use the permeability of the various underlying soil layers to determine the liquid flow pattern.

A mass failure of the wide mounds or beds now being installed will be extremely harmful to the future of the onsite sewage treatment industry. The advocates of the "big pipe" approach will certainly welcome the news of any such failures and use that information when new onsite collector systems are proposed.

Roger E. Machmeier, Ph.D.

Professor Emeritus, University of Minnesota
Former Septic System Answer Man author

lar materials — but facing north — may have problems with seasonal soil saturation.

It may not be important for pumpers and installers to remember the shape names. But recognizing the features in the field and adjusting plans accordingly is important. ■

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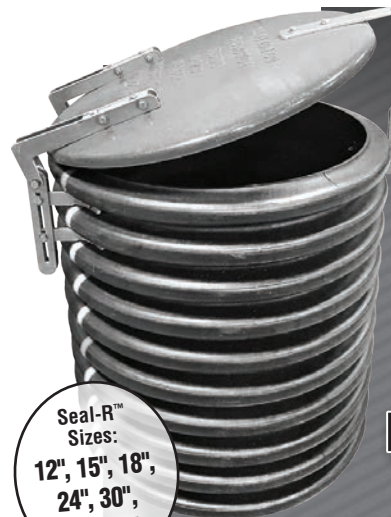


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Dwindling Dump Sites are Troubling in New Hampshire

Pumpers and installers in the Granite State worry as growth in housing stock outstrips wastewater capacity at municipal treatment plants **By Doug Day**

The issues haven't changed much since the New Hampshire Association of Septage Haulers (NHASH) was formed in 1981: disposal options, fees, and the rules that regulate the onsite wastewater industry. Industry concerns about those topics prompted the state Department of Environmental Services (DES) to help pumpers form a group to influence the things that matter to them.

"That's the kind of cooperative spirit we've had right along," says Bill Gosse, former NHASH vice president and currently a member of the legislative liaison committee. "It's pretty good to be part of that." The group has about 45 members, mainly pumpers and portable restroom operators, with many also installing onsite systems.

NHASH started because of the state?

Gosse: Some of the pumpers apparently went to Dick Flanders of DES saying what the state was doing wasn't right. He was the catalyst to contact pumpers and get the association started to work on the issues they brought up. Dick has long since retired but is well remembered by all of us.

A lot of our members are also members of Granite State Designers and Installers (featured in June 2014). That affiliation has helped us because there is strength in numbers; we communicate constantly. We also work with the North East Biosolids and Residuals Association (NEBRA). It's just one big alliance.

Are there any hot issues right now?

Gosse: It's fairly quiet, and I credit that to the groundwork we've laid. If you don't do anything else, get to know your legislators and regulators. Our ability to make a phone call and go meet with those people has been crucial. We have a lot of access to regulators and work with them on pretty much a daily basis. The Legislature has also been very supportive.

We do have one issue coming up. There's going to be a study of land application and generally when you have a study like that, someone is looking at some type of regulation, so we're a little concerned about that.

About eight years ago, we were able to convince DES to form a task force for the purpose of studying septage. At the time, septage was tied directly to the sludge industry so we fell under their rules, which were very stringent and didn't apply to us. As a result, the rules were rewritten and we got our own set of rules that are very specific to our industry.

Is disposal an important issue in New Hampshire?

Gosse: It is our biggest concern. The volume of septage is growing but

our disposal options are not. We've gone from 78 million gallons in 2009 to 97 million last year. Land application accounts for 7 million gallons. We don't have any new wastewater treatment plants being built, yet we have new homes being built, so there's always more septage.

In some cases, pumpers are driving 40 miles to a disposal site. As part of the task force eight years ago, we got legislation for a septage coordinator at the state level. The primary job of that individual, Ray Gordon, is to be the liaison between treatment plants and the haulers. He does an excellent job and has had some success in getting plants to accept more septage.

The volume of septage is growing but our disposal options are not. ... We don't have any new wastewater treatment plants being built, yet we have new homes being built, so there's always more septage.

- Bill Gosse

We still have plants that accept no septage at all. There is a law on the books that each town and city must provide a septage disposal site. It's a fairly weak law that says they have to provide access to a facility; it does not have to be local. There's one plant that has 21 towns and cities signed up and, until a few years ago, only accepted 5,000 gallons a day. But that met the letter of the law. We keep trying to get it changed but there's been some resistance.

Also, of the 97 million gallons, 21 million goes out of state. So, if an out-of-state plant decides they're not going to accept New Hampshire waste anymore, we'll have a problem.

What's another initiative you're working on?

Gosse: A piece of legislation is spring highway weight limits that are needed to prevent damage to roads during the thawing process. We have not been an exempt industry like the fuel oil industry, dairy and agriculture. We're trying to get our legislative group to understand that we're dealing with a health issue.

In most cases, roads are posted for a 5-ton gross weight limit for four to six weeks in spring. Our trucks weigh well over that, so we can't take our trucks out to pump a tank that needs it. Obviously, you have to use common

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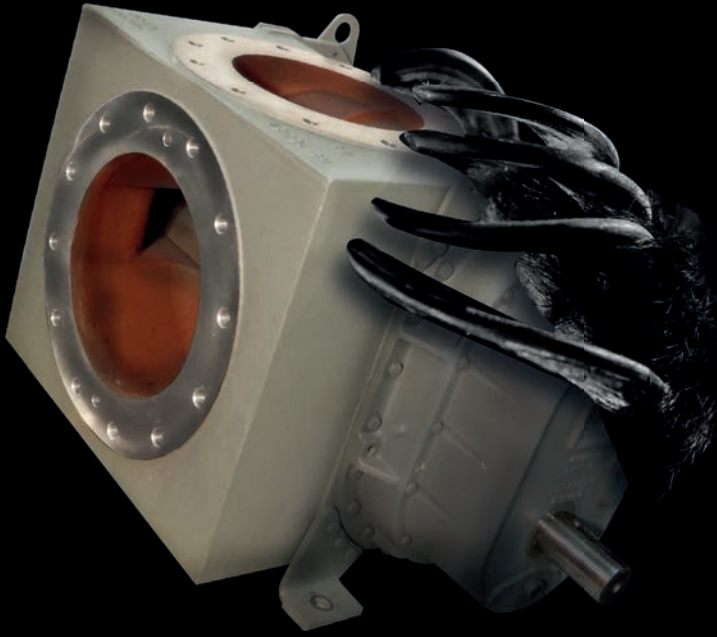
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sense. You don't go out with a full truck and pick up another 1,000 gallons. You run with the lightest truck you can and go out early in the morning when the ground is hard. We're really trying to deal with emergencies, not day-to-day activities.

In my area of central New Hampshire, the road agents are very good about it. If you call them and explain the situation, more often than not they'll give you permission. But that can be a hassle, especially on weekends. We've already testified at one hearing and the committee understood our issue and seemed favorable.

Beyond regulatory and legislative work, what does NHASH offer members?

Gosse: We sponsor a fair amount of training. When we do, we invite non-members to join us because we want them educated so they're not making mistakes that reflect badly on all of us. It's also an attempt to get them to join us.

We do two or three educational sessions a year on topics as they come up, and invite the employees of our members. At one of our meetings, an insurance company affiliate member mentioned that septic tank covers are getting pretty heavy. So they brought in some of their loss-prevention people to talk about how to properly lift them and what kinds of weights you should be picking up.

We've done confined-space entry training. We've worked with the New Hampshire Department of Safety on truck and highway issues; every year or two we'll have a couple of state troopers come in and talk about new regulations and what they're looking for when they stop our trucks. That's a pretty informative evening.

We had a session on promoting our businesses on social media. Most of us are older and not really in tune with social media. And we did a session on how to value your business if you're going to sell it.

Our scholarship program is available to anybody who is related to a member of the association or in environmental studies. For the public, we offer town meetings to talk about how to take care of a septic system.

Do you do any continuing education?

Gosse: There's no requirement for licensing or continuing education in New Hampshire. We have brought it up in the past and the state has brought it up. But at this point, if you have your pump truck inspected by DES, you're in the pumping industry. I think licensing and continuing education is a good idea, but it's probably going to be a long way down the road. ■

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Urban Pumpers Pay a Price for Homelessness

In Washington, D.C., use and abuse of restrooms cost portable sanitation providers thousands of dollars, but one solution may be on the horizon **By David Steinkraus**

If you have visited the nation's capital, there is a sight you may not have expected to see while touring monuments, government buildings and museums. Look in the right places at the right times, and you see homeless people trying to stay alive under highway bridges and in public parks. In addition to having no shelter, these people face another problem: lack of proper sanitation.

It is an issue that directly affects portable restroom operators in the region around Washington, D.C. They pay a measurable price for the lack of a solution to part of the homeless problem. But a nongovernmental organization is pushing for a solution that would indirectly help pumping companies while directly helping the homeless.

THE HOMELESS TALLY

The number of homeless in Greater Washington, D.C., would populate a small city. In their January 2016 shelter count, Washington-area governments found 12,215 homeless people.

Every year, the Metropolitan Washington Council of Governments prepares a report on homelessness in the four Maryland counties, three Virginia counties, and city of Alexandria, Virginia, that comprise the metropolitan region along with the District of Columbia. The most recent report determined homelessness rose by 3.3 percent from 2012 to 2016. Although homelessness dropped in some places — the extreme was 61 percent in Arlington County, Virginia — it increased steeply in two places: the District of Columbia (20 percent) and Frederick County, Maryland (22 percent).

And although the stereotype of a homeless person is of a single middle-aged man, that is mostly not the case. In its January 2015 count, Fairfax County, Virginia, found 54 percent of homeless people were in families.

AN INDUSTRY ISSUE

Portable sanitation companies are very much a part of this issue because of the service they provide. Fred Hill is co-owner of Gotta Go Now in the District of Columbia, and he can instantly pinpoint the lost revenue homelessness cost his company in 2015: \$12,800. The figure was calculated based on dirty or damaged units that had to be replaced or because use by homeless people had denied access to clients.

"In the wintertime, homeless people take over portable restrooms for shelter. We've seen units locked from the inside, and when we forced the

door open there's a mattress on top of the toilet and a person on top of the mattress," Hill says.

If his technicians padlock the door of a unit left in place between events, people angry about being denied access may flip the restroom over. That requires an additional trip to bring out a fresh unit and take the flipped one back to the shop for a thorough cleaning and sanitizing, Hill says. "And no one pays for that work."

Reached on a Monday, Hill explained that Gotta Go Now had just finished with a weekend event that required 20 units to serve about 1,000 people. Technicians serviced the units throughout the event, but it was late Sunday night when the event ended, so units weren't picked up until Monday morning. When technicians arrived, the units were full.

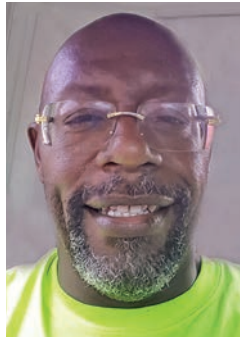
Although National Park Service rules require removal of units within 24 hours of the end of an event on land it controls, such as the Washington Monument grounds, area communities sometimes want units left in place throughout the week so they're on site for the next weekend event, Hill says.

"I have suggested to local officials that these units should be monitored daily. It would minimize damage and improve cleanliness. When you think about it, it makes no sense that people send a janitorial firm into an office building every night to service its toilets yet request only weekly service for a portable restroom."

SEEKING A PERMANENT SOLUTION

The People for Fairness Coalition is thinking along the same lines. The local nonprofit group is composed of homeless and formerly homeless people advocating for themselves, and part of the group's mission of caring for the homeless is providing them with acceptable sanitation. As is clear from Hill's experience, this is no easy task.

"Just about every building is monitored," says Albert Townsend, who helped organize the coalition. "Since 9/11, every public building is secured



Fred Hill

"In the wintertime, homeless people take over portable restrooms for shelter. We've seen units locked from the inside, and when we forced the door open there's a mattress on top of the toilet and a person on top of the mattress."

— Fred Hill

(continued)

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by guards." That means contracted private guards or police from the Federal Protective Service that secures federal facilities.

There is a public restroom in front of the Washington Monument, but it is not open at all times. Portable restrooms are available only when there is an event. At any museum, people must check in and go through a security process before entering the building. "That really discourages people in the homeless community from going into any public space," Townsend explains.

The downtown District of Columbia homeless population is approximately 700 people, the smallest cluster in the area, Townsend says. Most homeless are outside the center of the district and congregate where they can find necessities such as food, clothing and health care.

The coalition's goal is a permanent restroom that would be regularly cleaned and monitored, would be open 24 hours a day, and would be located in one of the district's neighborhoods. It's a model already used in Seattle and Rhode Island. This would require more money up front compared to placing a series of portable restrooms in areas of need, but it will be a better long-term solution, Townsend says.



Albert Townsend

HELPING BUSINESS, THE HOMELESS

Such a building would be constructed to accommodate bicycles and the belongings of homeless people who now must leave their few possessions unattended while they use a restroom. Stalls would be open along the bottom so someone could see whether or how many people were present. And people in the neighborhood around the permanent restroom could be employed to clean and watch the facility.

Every December, the People for Fairness Coalition holds a vigil to commemorate the lives of people who live and die on the streets of the nation's capital. People who deal with the homeless see the clear value of a permanent restroom facility for them, Townsend says. Hill sees the need and the value.

"I'm open to talk with the coalition. From the industry side maybe there's something I can help them understand," Hill says.

The question is whether metropolitan leaders can assemble the political and financial support to do what would be good for business and good for people. ■



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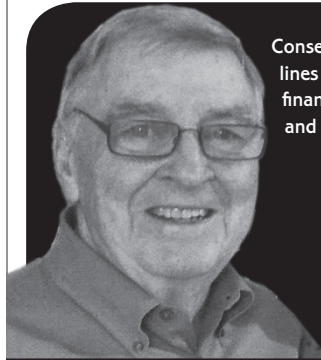
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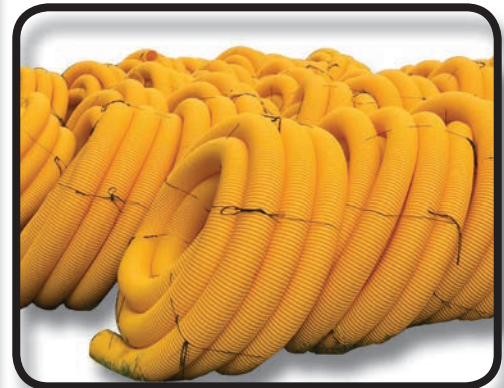
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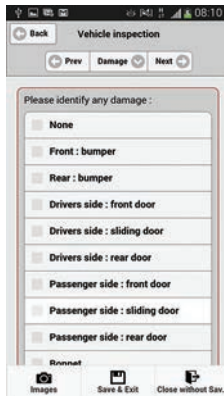
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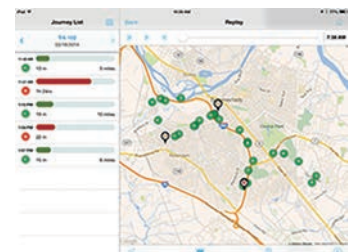
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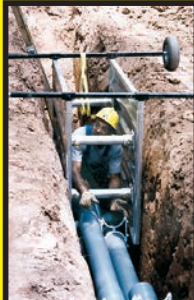
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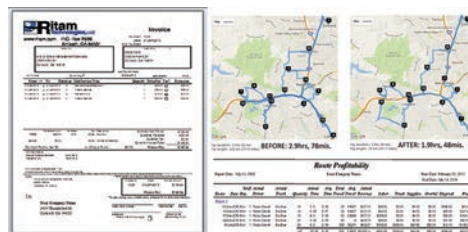
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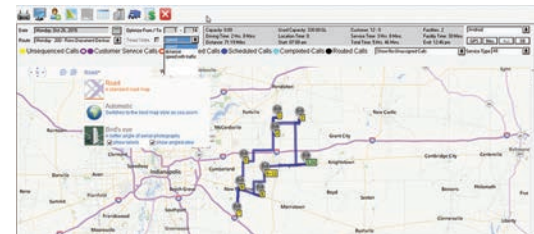
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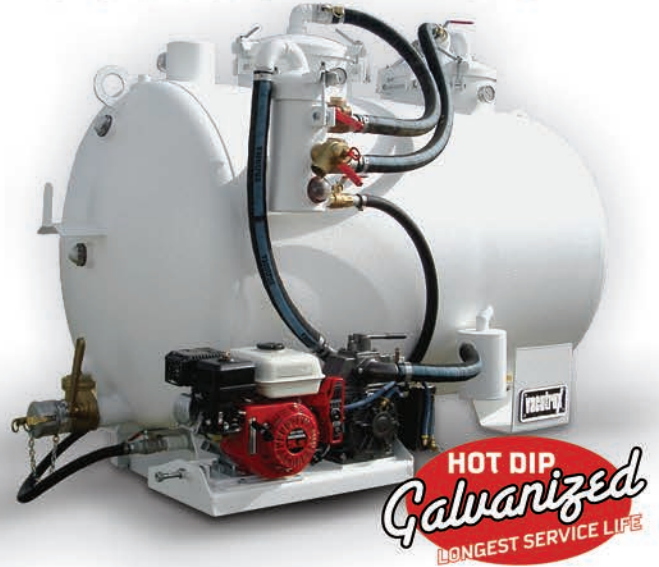
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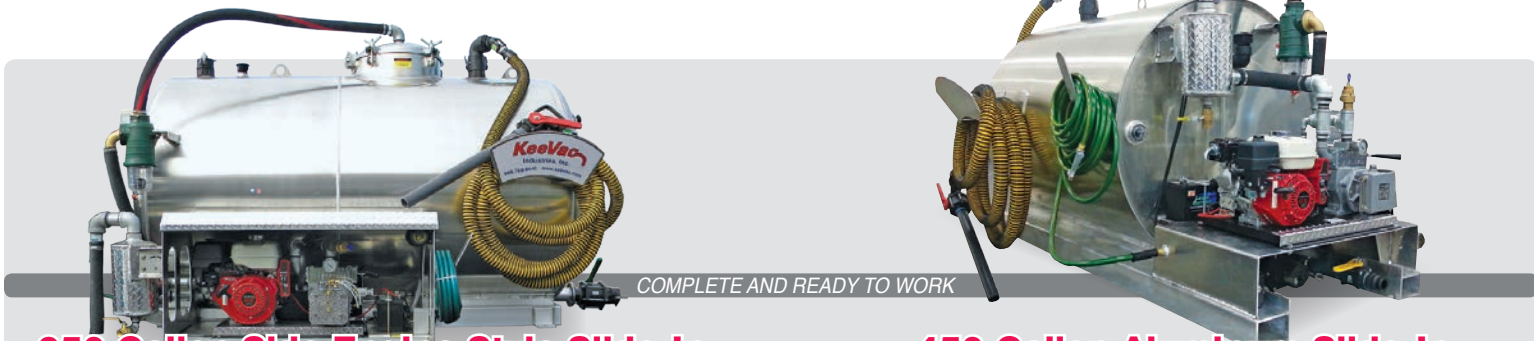
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Susp, Double Frame,
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4623

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515 Detroit S-60, 18 Spd,
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Jake Brake, 4.89 Gear Ratio,
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4624

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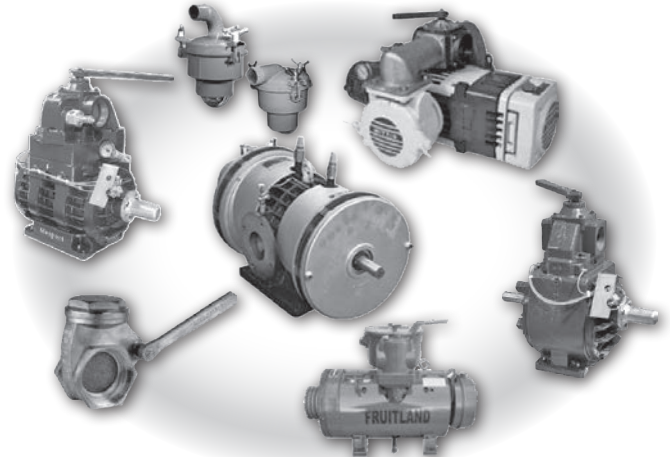
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Portable Sanitation

By Craig Mandli

DECALS/MAGNETS/ACCESSORIES

ALLIED GRAPHICS DECALS

Allied Graphics has developed a special adhesive designed for the portable restroom industry. The adhesive is engineered to stick and stay put on the challenging textures found on all major portable restrooms. When combined with durable UV-cured ink, the adhesive ensures decals will hold up to the harsh environments portable restroom units are subjected to, according to the maker. **800/490-9931; www.allied-graphics.com.**



ROEDA SIGNS & SCREENTECH IMAGING DECALS

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



MONARCH COIN & SECURITY UNIVERSAL COIN OPERATED LOCK

The **Universal Coin Operated Lock** from **Monarch Coin & Security** can be made to accept nickels, dimes or quarters, or a variety of tokens, allowing a restroom trailer operator to control usage. Using tokens allows the operator to have a face-to-face contact with whoever is using the facilities, or restrict access to customers. There are no keys to pass out or retrieve and the facilities remain locked. They help promote cleaner facilities, offer customers added security, and generate revenue. The user inserts the appropriate coin/token in the entry slot at the top. The customer turns the handle and enters, and the door will latch as it closes. The lock will display "in use" in the window. When the customer exits, the inner door handle opens the door, and the door re-latches on closing. The display will show "vacant," and is ready for the next patron. **800/462-9460; www.monarchcoin.com.**

HOLDING TANKS

HUSKY PORTABLE CONTAINMENT BLADDER TANK

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



(continued)

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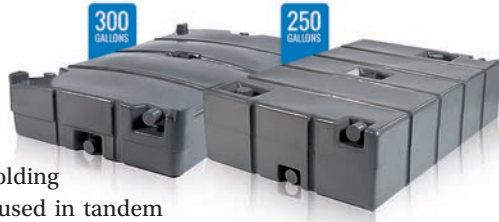


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HOLDING TANKS

POLYJOHN ENTERPRISES HOLDING TANK

PolyJohn Enterprises holding tanks are designed to be used in tandem with job site trailers. The tanks are sanitary receptacles used for collecting waste in portable restrooms. They can be a necessity for long-term portable sites where indoor plumbing is not an option. Made from durable plastic, the holding tank design is functional and discreet. It's also compatible with other PolyJohn restrooms and sinks, and can be easily configured with most any type of plumbing. They are available in 250- and 300-gallon capacities. **800/292-1305; www.polyjohn.com.**



ODOR CONTROL

BIONETIX INTERNATIONAL PORTA-TREAT

Porta-Treat from **Bionetix International** contains natural and safe aerobic bacteria that digest odor-causing compounds and waste. The product's natural and safe *Bacillus* spores have been shown to reduce large waste particles that settle to the bottom, such as toilet paper, according to the maker. The cellulose present in toilet paper is reduced to odorless carbon dioxide and water by the selected strains of microorganisms. These bacteria are capable of releasing extracellular enzymes that help minimize waste so the bacteria have better access to eat them up. By reducing waste and odor-causing compounds, the holding tank is left fresh and clean, reducing downtime and maintenance costs. It is delivered in convenient, water-soluble pouches that are dropped into the holding tank. It is environmentally safe, nontoxic and biodegradable. **514/457-2914; www.bionetix-international.com.**



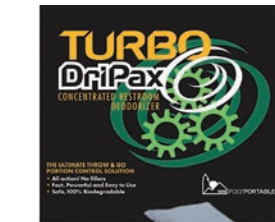
CENTURY CHEMICAL CURVE

Curve long-lasting air fresheners from **Century Chemical** offer versatile placement almost anywhere. They freshen while remaining hidden on the side of portable restrooms or on the underside of wastebasket

lids. The holder stays in place with two-sided tape, and the air freshener is changed every 30 days, with date tabs indicating when to replace it for consistent air freshening. It is 100 percent recyclable and is part of a closed-loop air freshener recycling program at www.eco-refresh.com. It is available in spiced apple and citrus fragrances, with a case supplying six restrooms for a full year. **800/348-3505; www.centurychemical.com.**

CPACEX ULTRA POWRPAKS

Ultra PowrPaks for portable restrooms and holding tanks from **CPACEX** are designed to offer continuous odor control and fragrance for up to seven days in the most extreme conditions. The additional effervescence ensures the packets will dissolve quickly and disperse evenly throughout the holding tank. They are available in five strengths to fit specific applications and climates. They are biodegradable and all formulations contain rich, non-staining blue dye. **419/450-6208; www.cpacex.com.**



GREEN WAY PRODUCTS BY POLYPORTABLES TURBO DRIPAX

Turbo DriPax nonsticking paper portable restroom deodorizers from **Green Way Products by PolyPortables** bridge the gap between tablets and standard water-soluble pouches.

They combine the self-mixing effervescence of a tablet with the lightweight efficiency of standard pouches. They have a large amount of fragrance, deodorizing power and a strong, non-staining royal blue dye, according to the maker. Self-mixing technology allows them to be dropped into a holding tank to begin working. They are offered in three sizes to meet the demands of any job. A raspberry fragrance is now available. **800/241-7951; www.polyportables.com.**

J&J CHEMICAL EVERPRO ELITE SERIES

The **EverPro Elite Series** from **J & J Chemical** is a self-mixing, portion control, non-formaldehyde deodorizing tablet. The formula performs with longer-lasting deep blue color, increased fragrance and advanced extreme odor control technology for the most demanding conditions, according to the maker. Drop one individually wrapped tablet into 5 gallons of freshwater and experience instant effervescent deodorizing protection that is non-staining, fast-dissolving and biodegradable. The tablets even dissolve in brine, and are available in a variety of exclusive fragrances with strengths ranging from daily service to weekly odor protection. **800/345-3303; www.jjchem.com.**



SAFE-T-FRESH QUICKSCENT PLUS

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

(continued)



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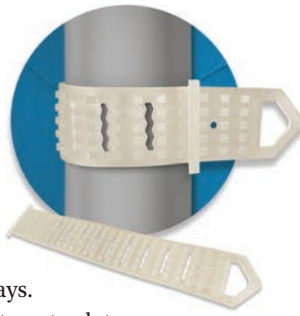
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ODOR CONTROL

SURCO PORTABLE SANITATION PRODUCTS FRESH STRAPS

Fresh Straps self-locking waterproof portable toilet air freshener straps from **Surco Portable Sanitation Products** cinch to the portable restroom vent pipe to control odors for up to 60 days. The clear plastic straps have a self-locking feature to deter theft. They are 100 percent waterproof to stand up to repeated wash-downs. They are 100 percent recyclable and environmentally safe, and are available in Xtreme Clean and SummerFresh fragrances. They are packed 72 individually wrapped straps per case. **800/556-0111; www.surco.com.**



FIVE PEAKS GLACIER II

The **Glacier II** from **Five Peaks** is designed with smooth door and sidewalls for easy cleaning. It has integrated vents, eliminating unnecessary screen maintenance. Deep molded-in grab handles are located in all four corners for ease of maneuverability. Manufactured from durable high-density polyethylene with UV stabilizers, the unit is built to withstand tough environments. It has a twin-sheet heavy-duty door and jamb with integrated hinge and return spring, and the 65-gallon tank has sloping lines, keeping the tank top dry and clean. **866/293-1502; www.fivepeaks.net.**



WALEX PORTA-PAK MAX

Super-concentrated **Porta-Pak MAX** holding tank deodorizer from **Walex** contains 50 percent more color and odor control and double the fragrance of regular Porta-Paks. It is available in mint and lavender fragrances, is quick to dissolve, requires no skin contact when handling, and is safe and easy to use. It is packaged in resealable bags for easy transport and distribution. **800/338-3155; www.walex.com.**



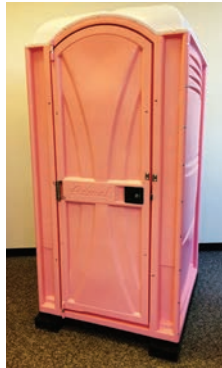
POLYPORTABLES AXXIS

The **Axxis** portable restroom from **PolyPortables** has self-closing hinges that operate from an internal stainless steel spring, a heavy-duty rotary latch for rugged service, a deep ambidextrous door pull for convenience, and a durable doorframe for maximum structural integrity. It comes with a 60-gallon waste tank, rotationally molded plastic skid, urinal, coat hook, and a three-roll toilet paper holder. **800/241-7951; www.polyportables.com.**

PORTABLE RESTROOMS

ARMAL SCENT BOX

The **Scent Box** from **Armal** incorporates a fragrance — vanilla balm, rose sensations, apple blossom, pinewood trail or strawberry field — into the wall panels of the restroom during the manufacturing process, ensuring a pleasant scent inside. It has heavy-duty, spring-coil doors with a wind-resistant device to ensure closure when unlocked, and overlapping wall assembly for greater safety. Options include a recirculating kit with filter and freshwater flush that works in combination with the pump kit. **866/873-7796; www.armal.biz.**



SANSOM INDUSTRIES ZENITH

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



EXPLORER TRAILERS - MCKEE TECHNOLOGIES COMFORT STATION

The **Comfort Station** restroom from **Explorer Trailers - McKee Technologies** has heavy-duty carbon steel construction and comfortable private facilities designed for use in remote locations and extreme conditions. Loading and transport is simple using either incorporated top crane-lift hooks or a

bottom forklift skid. The washroom includes a stainless steel sink, easy-to-clean fiberglass-reinforced plastic interior wall panels, and metal floors. It has a 90-gallon freshwater tank and 130-gallon waste tank. The utility closet includes service access to thermostat, water and electrical. It's wired for 110-volt electrical service. **866/457-5425; www.explorertailers.com.**



T.S.F. COMPANY TUFF-JON III

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

(continued)



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PORTABLE SINKS

MONSAM ENTERPRISES PSE-2004SD

The **PSE-2004SD** large commercial four deep-basin portable sink from **Monsam Enterprises** makes cleaning easier. It provides hot and cold running water, eliminating the need for plumbing. It is designed to clean utensils and cooking equipment while providing a separate basin for hand washing. It can be used indoors or outdoors, and provides three 12-inch-deep basins to wash, rinse and sanitize, as well as two drain boards. It meets health specifications and provides a safe and easy choice for running-water requirements, according to the maker. Despite a sleek design, it provides ample washing space and safety-lock casters. The water heater and water pump are UL-approved. Propane and battery-powered options are available. **800/513-8562; www.portablesink.com.**



KEEVAC CW950

The **KeeVac CW950** is designed to provide service in cold environments and can be mounted on a choice of chassis. The standard cold weather package includes a heated tank, heated valves, heat tape and insulation on waterlines. The washdown pump and hose reel are mounted in an insulated, heated cabinet. The hydraulic system also has heaters on four-wheel-drive units. The tank is manufactured from A36 steel. Single service with a 30-foot tiger tail hose and fold-down restroom carrier are standard. The freshwater compartment comes with epoxy lining to prevent contamination. **866/789-9440; www.keevac.com.**



SERVICE VEHICLES

AMTHOR INTERNATIONAL FLAT VAC

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

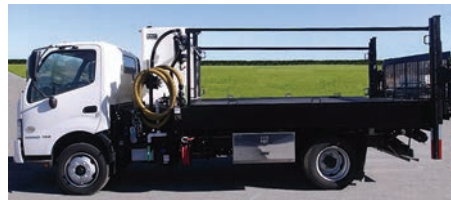


KEITH HUBER CORPORATION PRINCESS II

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

LELY TANK & WASTE SOLUTIONS PORTABLE RESTROOM TRUCK

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



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 for structural strength. 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 carried inside the external 1/2-inch-thick poly tank. 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 it can be installed by the purchaser. **585/657-4104; www.crescenttank.com.**

(continued)



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SERVICE VEHICLES

SATELLITE INDUSTRIES MD950

The MD950 service truck from **Satellite Industries** includes reinforced stainless steel skirting, catwalk and lowered cabinets for greater visibility, wide and long hose trays and a reinforced lift with ample surface area to transport restrooms. The tank has a coated freshwater compartment with manway and round sight glasses. For safety, an internal baffle system prevents tank contents from shifting. Tanks are available in steel, aluminum and stainless steel. The unit is designed for both the Ford F-550 and the Dodge 5500 chassis in both two- and four-wheel drive, but can also be mounted to other chassis. **800/328-3332; www.satelliteindustries.com.**



COMFORTS OF HOME SERVICES ADA MODULE

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



TRANSPORT TRAILERS

JOHNNY MOVER TRAILER SALES TRAILER

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



RESTROOM TRAILERS

ART CO. 1203-W

The 1203-W restroom trailer from **A Restroom Trailer Company (ART Co.)** is designed for fast and easy set-up with a sleek, streamlined appearance. The 12- by 8-foot three-station unit comes with easy foldout steps and stabilizer scissor jacks for easy leveling and setup. They are available with several interior finishes, from the most luxurious to the most rugged for any event or environment. The exterior is available in many colors to match existing fleet colors. They come with a 460-gallon waste tank, 105-gallon freshwater tank, heavy-duty steel frame, integral trailer skirting, a 2 5/16-inch hitch, heavy-duty tongue jack, and ducted heat and air conditioning. Options include hands-free faucets, push-button flush toilets, AM/FM/MP3 stereo, heat/winterization packages and pipe-mount leveling jacks. **269/435-4278; www.arestroomtrailer.com.**



JAG MOBILE SOLUTIONS DIGNIFIED ACCESSIBLE TRAILER SOLUTIONS

Dignified Accessible Trailer Solutions (DATS) from **JAG Mobile Solutions** have Stop, Drop And Go! Technology, and are available in a variety of sizes and configurations, from single-station to multi-person occupancy. With no hydraulics, no macerator toilets, no loose parts and approximately a 10-minute setup time, the trailer saves maintenance and maximizes uptime. ADA-compliant units are available in any JAG signature interior packages or custom interiors. All units have Forever Floor wood-free subfloors, gel-coat exteriors, fiberglass roofs, dusk-to-dawn porch lights and stair illumination. **800/815-2557; www.jagmobilesolutions.com.**



NUCONCEPTS VIP

The **VIP Series** restroom trailer from **NuConcepts** is available on two-, three- or four-unit trailers as well as individual purchases. It has a large interior floor space and increased holding tank capacities, with 65-gallon waste tank and 40-gallon freshwater capacities, allowing for 125 average uses between servicing. It comes with incandescent lighting, a 10- by 13-inch oval sink, freshwater flush toilet, Switchmat activation, a self-closing faucet, built-in trash receptacle, in-use light, weatherproof carpet, durable plastic skids, a 55-watt solar panel with charge controller and disconnect, and winterizing options. **800/334-1065; www.nuconcepts.com.**



RICH SPECIALTY TRAILERS AZTEC

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



(continued)

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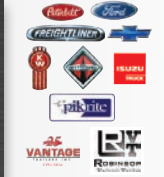


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The **8-Station Flex** shower trailer from **Satellite Suites** can be configured for male/female use in a four-male/four-female or two-male/six-female floor plan, or as an eight-shower arrangement for one sex. Each stall has a changing area, shower and privacy lock. It has a towing weight of 11,500 pounds, internal hose connections for easy washdown, external fresh tank connection, 90 percent efficient tankless water heaters and external cord and hose storage areas. Non-wood and seamless wall, floor and ceiling surface materials keep it from rotting, mold and mildew due to water seeping into the framework. **574/350-2150; www.satelliterestroomtrailers.com.**



MID-STATE TANK SLIDE-IN

Slide-in units from **Mid-State Tank** are available with 400-gallon two-compartment tanks, 300 gallons for wastewater and 100 gallons for freshwater. They are constructed of 5454 H32 polished aluminum or stainless steel with a No. 4 satin finish. The water compartment has two top fittings, one bottom fitting and a 1-inch sight tube on the front. The waste compartment has a 20-inch National Vacuum Equipment manway with a 2-inch primary connection, 3-inch flanged outlet on top of the tank, 3-inch discharge on bottom facing rear, two 5-inch sight eyes in the rear head and full-length fork tubes extended at the rear for the engine platform. Units can also be ordered with a single compartment and in a variety of capacities. **800/722-8384; www.midstatetank.com.**



SLIDE-INS

BEST ENTERPRISES SLIDE-IN

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



PIK RITE 600-GALLON ALUMINUM SLIDE-IN

The 600-gallon aluminum slide-in unit from **Pik Rite** holds either 600 gallons of wastewater or 400 gallons with a 200-gallon freshwater compartment inside. The freshwater compartment is constructed for stable weight distribution and is paired with a 12-volt electric washdown pump. The main tank is outfitted with a 5 to 9 hp electric-start Honda engine and available with Conde (Westmoor Ltd.), Masport or Jurop/Chandler pumps ranging from 72 to 115 cfm. It has sight tubes for both waste and freshwater compartments and a 3-inch discharge with a poly ball valve. It comes with 30 feet of 2-inch Kanaflex hose that rests at a convenient height on tank-mounted hose hooks. The aluminum skids have forklift pockets for easy maneuverability. **800/330-3965; www.pikrite.com.**

IMPERIAL INDUSTRIES SELF-CONTAINED SLIDE-IN UNIT

The **Self-Contained Slide-In Unit** from **Imperial Industries** is offered in either a single compartment for grease or industrial sludge, or the traditional two-compartment for the portable restroom cleaning industry. It has a horizontal freshwater tube and the Extruded Skid design, while a large inventory of stock units allows for quick lead

times. Stock units are manufactured in steel, aluminum or stainless steel with capacities of 300, 450, 550 and 650 gallons. They come with the option of Masport or Conde (Westmoor Ltd.) vacuum pump packages with Honda gas engines. **800/558-2945; www.imperialind.com.**



TANKTEC SLIDE-IN TANKS

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



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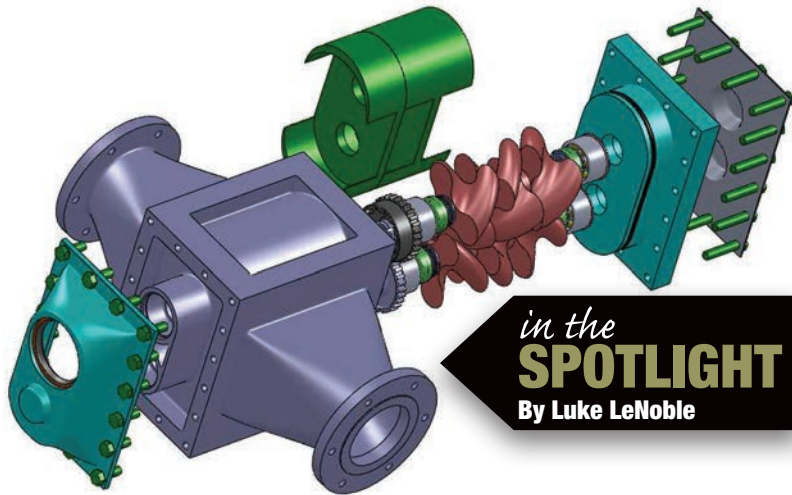
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The **Multiple Segment Lobe Pump** from **Ocor Corporation** is a positive displacement helical lobe pump that delivers continuous flow and high pressure without the pulsation characteristic of traditional lobe pumps. The pump delivers the same displacement efficiency at any speed and is fully reversible, making it a suitable solution for multiple applications.

“Basically, it’s a very unique type of positive displacement pump, because it has no internal contacting surfaces,” says Ocor president Brian O’Connor. “It can pump almost anything — water, air, gas. As long as it will fit inside the individual rotor pocket, it will transport from the inlet to the discharge.”

“It’s operating at constant efficiency no matter what the speed, so you can pump at 10 rpm or you can pump at 1,000 rpm depending on how much flow you want, and you can change within that range at any time. You have a completely variable-speed pump.”

What makes the pump unique is the ability to separate flow into multiple pump segments. Each segment is made up of two counter-rotating rotors, rotationally sequenced on parallel shafts to produce continuous, non-pulsating flow. Each nesting rotor pair is separated by stationary plates to prevent crossflow in the displacement chambers.

The pump is capable of producing high pressure when run in one direction and becomes an efficient vacuum pump when run in the opposite direction.

“It is a media pump, a compressor, a vacuum pump and/or a blower,” O’Connor says. “The applications are endless.”

The Multiple Segment Lobe Pump operates under most conditions and won’t freeze in cold temperatures. **619/328-1310; ocor@cox.net.**

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The HXX ParaDIGm vacuum excavator from Vactor Manufacturing is designed to dig holes with air or water for the installation, maintenance and repair of underground infrastructure and utilities. The excavator features an extendable boom with a 6-inch vacuum hose and a vacuum system capable of up to 2,200 cfm. A single-engine, PTO design drives all vacuum, air and water systems. Available on a Class 6 or Class 7 chassis, the excavator offers a maximum payload of 6,000 pounds. The Park-n-Dig feature minimizes the time between arriving on the job site and excavation, including the ability to dig up to 6 feet without additional pipe and hose. **800/627-3171; www.vactor.com.**



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The 300 Series exhaust reels from COXREELS are designed to extract exhaust fumes directly from the source of emission and maintain safe workplace air quality. The spring-driven reels store large-diameter exhaust hose and mount to any wall, overhead and floor position. A heavy-duty frame provides stability and reels are powder-coated for added durability. **800/269-7335; www.coxreels.com.**



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Clear Gear lubricant from Bel-Ray Company is designed for Type 2 open-gear systems. Made to reduce energy consumption, vibration and machinery temperature, the lubricant operates in the full fluid film or hydrodynamic mode to maximize gear tooth protection. The fluid drains easily from the open gear shroud and will not accumulate or harden in tooth roots. The lubricant is available in five viscosity grades: light, medium, standard, heavy and extra heavy. **732/938-2421; www.belray.com. ■**



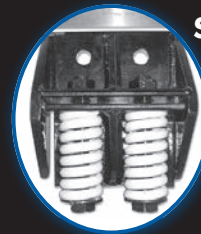
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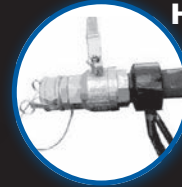
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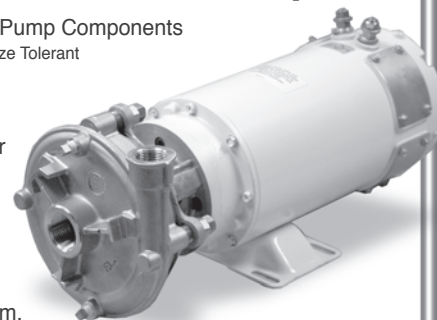
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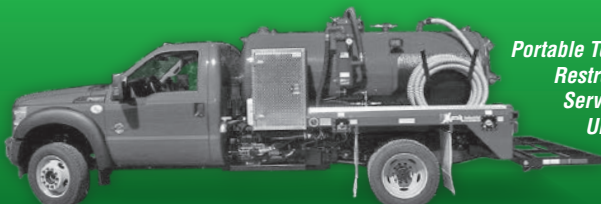
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INDUSTRY NEWS

McLaughlin names regional sales rep

Jake Jeffords was named regional sales representative for McLaughlin. Jeffords will be responsible for meeting the needs of customers in the Southeast, Mid-South and Eastern Canada.



Jake Jeffords

IPEX announces \$55 million expansion

IPEX unveiled its \$55 million Edmonton plant expansion to stakeholders and guests at a reception in June. The 17,245-square-foot expansion brings the production of large-diameter PVCO and PVC pressure and sewer piping to the North American and Canadian markets.

Masport names regional sales manager

J.R. Kidman was named regional sales manager for Masport. Kidman has 10 years of experience as a sales professional in the vacuum truck and liquid waste industry. ■



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UNM Continuing Education Center
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UA/NAWT Soil & Site Evaluation for Onsite Wastewater Systems
October 17-18, 2016
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Contact: Aaron Tevik
Phone: 520.621.3691
Email: atevik@email.arizona.edu
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2016 Onsite Wastewater Mega-Conference
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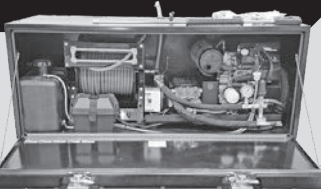
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or 217-549-5839, IL (P10)

2008 Isuzu NPR HD diesel, Crescent tank 550 waste/250 freshwater, Masport pump, 6-unit carrier, Thieman liftgate, exhaust brake, 117,000 miles. Well maintained \$42,000. 203-948-8869 (P10)

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)

2008 Hino 145: 130,854 miles, 16 ft. flatbed with Thieman liftgate, holds 8 portable toilets. Two dry storage compartments. \$15,000 OBO. Info call 254-410-9010 or mike@paramountwastewater.com (P10)

Selling 2000 International 4700, new engine \$30,000 OBO. 1999 International 4700 \$25,000 OBO. 239-261-5768 (P10)

2005 GMC 5500: 129k miles, white cab with Crescent Model 1100 - 750 flat tank, 300 fresh tank. \$24,500 OBO. Call 717-587-1006. Email for pics mailsonlight@gmail.com (P10)

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)

2005 Ford F750: diesel, auto., air brakes. Recently repaired Cummins. Dual-service Satellite aluminum tank 1,200 waste/800 fresh. 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)

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)

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)

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

POSITIONS AVAILABLE

Satellite Industries, a well-established company in the Portable Sanitation Industry, is seeking a sales professional for our Safe-T-Fresh deodorizer division. The position of Deodorizer Sales Specialist requires increasing sales in a specific region of the United States and Canada by working with an established customer base and opening new accounts. Travel is limited with most contact being done through phone and email. Qualified candidates must be highly self-motivated with previous sales experience, the ability to develop long-term relationships, have good skills developing and qualifying leads and be computer literate. Experience with CRM or a similar contact management programs a plus. Chemistry/ Janitorial sales experience beneficial. We offer a competitive salary with the potential of doubling the salary through our commission program, and an excellent benefit program that includes both a profit sharing and a 401k plan. To apply for this opportunity, please email cover letter expressing interest, resume and salary/earning history to Deodorizer Division General Manager at deanc@satelliteco.com. An Equal Opportunity Employer (P10)

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Australia Calling!! Portable toilet company based in Brisbane, Australia (Sunny Queensland). We are looking for experienced portable toilet service operators to come and work with us in Australia. You will need a gain a current work visa to work in Australia. The right applicants will be offered sponsorship which would allow them to become Australian residents. Please only apply if you have old-fashioned work ethics, are honest and reliable, and have attention to detail. Great salaries to the right applicants. We operate a modern fleet of vacuum trucks. We service 350 portable toilets a day and we also cart bulk liquid waste. Please send any references to:

floyd@serious.net.au
www.serious.net.au P12

Portable restroom professional in Western USA. Strong operational experience with P&L responsibility required. Excellent people skills and deep industry knowledge required. Send resume to Prohelp2016@yahoo.com (P10)

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

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PUMPS

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

Fruitland vacuum pump: Model: 500LUF Serial: 517549 RPM: 1,400. Call for more details 214-824-7276 (P11)

Jetter pumps: Myer 65-2000, AquaTech 65-2000, Vactor rodder pump w/all piping. All pumps are excellent. Prices starting at \$3,200. For photos, contact tpm.markey@gmail.com. 734-365-4035 (P10)

RENTAL EQUIPMENT

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

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

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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

1997 AutoCar/Volvo: Cummins N14 525hp engine, Eaton 8LL 10-speed transmission. 2009 PikRite 5,000-gallon vacuum tank with Presvac LPK vac pump. Excellent running condition. \$36,500. Used **Presvac PV750** vac pump for sale, recently overhauled. \$2,500. Contact Frank@ActionKingServices.com or 978-452-7750. (PBM)



2012 and 2014 International 4300s with Duramax. Both automatic shift with 2,500/200 tanks. Jurov RV360 pump. Each has jetter system. Low miles.
318-780-1731, LA P10



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

TexLa Services
936-641-3938
www.texlaservices.com P10



2005 GMC 8500: 3,000 gallons, level indicator, full dump and hoist, 500 Fruitland. \$40,000 CND OBO
506-365-5750, NB P10



2008 International 7400: MaxxForce 300hp, 8-speed LL, 40,000 rears, 18,000 front. 3,150-gallon Cusco tank, Moro 460cfm pump. Municipal truck, 52,011 miles. \$59,875
814-696-4343 P10



2004 Ford F-650, VT365 diesel. Only 70,000 miles! Auto transmission, a/c, cruise, under CDL. All new: 2,100-gallon tank, stainless hose trays, Jurov PN84 vacuum pump, drive tires, and aluminum wheels. Really clean, low-mile truck. \$37,500
740-820-5520, OH P10



2013 Freightliner M2: 6.7 Cummins, 77,000 miles. Still covered under manufacturer's warranty. Automatic transmission (heavy, 3000-Series), a/c, and cruise. All new: 2,500-gallon tank, stainless hose trays, Jurov R260 (364cfm) vacuum pump, tires, and aluminum wheels. 33,000 GVW. 5-year warranty on tank. This truck is extremely nice. \$69,000
740-820-5520, OH P10



2011 International 4300: 2,600-gallon aluminum tank, 93,392 original miles. 4,000psi jetter system, 6-speed manual, air brakes, 350cfm Masport. Looks, runs and pumps great. Company downsizing. Priced to sell. Call for more info.
405-422-2077, OK P10

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)

2004 Sterling L7500: 195,000 miles, 210hp CAT, Fruitland RCF 500 vac pump, 2,500-gallon steel tank. Looks and runs great! Ready to work. \$35,000. 706-798-8080 (P10)

SEPTIC TRUCKS



2004 GMC 7500: Duramax diesel, 250hp, 6-speed manual. 1,500-gallon vac tank, Jurup pump.

www.pumpertrucksales.com
Call JR @ 720-253-8014, CO PBM



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

www.pumpertrucksales.com
Call JR @ 720-253-8014, CO PBM



2004 Freightliner FL70: 2,500-gallon steel tank. Jurup LC420 (liquid-cooled) pump. Dual 4-inch inlet valves & 6-inch dump valve. This truck is in great condition and very well maintained. We use this truck daily. Only selling due to CA regulations. \$30,000

Eric 707-775-5443, CA P11



1995 Ford LTL 9000: M11 Cummins 370hp, 4,000-gallon, triple axle, 10-speed Eaton/Fuller transmission. 199,000 miles. Double frame. Aluminum wheels. Tank new in 2012. Beautiful truck! \$35,000

989-835-5313 P10



FOR SALE: 2003 International diesel with a 400hp. CAT engine with 300,000 miles on it. Model 8000 septic tank truck. Very well kept up and maintained. My age is the only reason I am selling it. I am now 83 years old and can no longer run this company. I started with my Dad at 18 in 1951. This truck has it all. As you can see, the tank raises straight up in the air. The pump kicks in hydraulically. The truck is equipped with a Masport hydraulic pump. It has a 2,500-gallon lift tank. New tires were put on the tandem back wheels. Front tires are less than 1 yr. old. Truck runs and handles like brand new. Has good a/c. It is just as good as it looks. You are welcome to come and look at this unit. You will not be disappointed. Price is \$38,500. Am also including 130 ft. of new hose. You will not find a septic tank unit equipped like this on the market today. You can call me Glenn Thomas at 515-681-4551. I always answer that. Or 515-266-6258. Or you can contact me at gdgthomas@gmail.com

Call Glenn 515-681-4551, IA
or 515-266-6258
gdgthomas@gmail.com P10



2002 GMC Kodiak with Abernathy 3,300-gallon septic/grease tank. CAT with automatic transmission. 45,000 miles. Excellent condition. \$42,500

KLM Companies
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2000 Freightliner FL112: 491,104 miles, 4,200-gallon steel tank.

866-720-4999 P10



2000 Freightliner FL112: 421,016 miles, 4,200-gallon steel tank.

866-720-4999 P10



2000 International: 404,840 miles, jetter/hose reel.

866-720-4999 P10



2000 Mack 600 RS tri-axle truck with a 350hp Mack motor, 4,000-gallon steel tank and Transway pump. Well-maintained with 351,000 miles. New tires, heated valves, exhaust, and brakes. \$42,000 OBO

Contact Dave at
484-274-1356, PA P01



2015 Peterbilt 367: 80k miles, 5,000-gallon tank, NV 4307 blower, hoist. Excellent condition. \$200,000 Firm

For more details
Call John @ 888-345-8848 P10

2009 Mack Granite, 5,500-gallon steel tank, heated valves, new engine comes with 3-year, 350,000 mile warranty. New turbo, good rubber, truck is in excellent shape. Make reasonable offer. Call 920-371-2470 (P10)

2001 Sterling Acterra: 3,600-gallon carbon-steel tank. 4 and 6" heated valves. Challenger 506 liquid-cooled. 56k miles on new transmission. Needs engine. \$15,000. Contact jeff@ajsewer.net or 847-980-3118. (P10)



2002 Mack: Tank freshly painted, aluminum freshly polished, liquid-cooled Jurup pump, cold a/c, good rubber, brand-new brakes, aluminum wheels. This truck is ready to go make money. \$58,000 OBO

Darla 352-317-2527, FL P10



1998 Kenworth T800: This truck has a lot of life left in her with less than 250k miles. The Utile LW825 vacuum pump was recently rebuilt and performs flawlessly. The tank holds 4,000 gallons and has (2) 3" heated suction valves and (1) 6" heated dump valve. Has a front sight gauge, rear strobe and work lights. Tires are all good, lift axle was replaced last year. The engine has no excessive blow-by and runs great. \$55,000

860-558-0045, CT P10



2001 Mack RD: 4,000-gallon steel tank. Heated valves. Mack E7 motor, 283,000 miles. New remanufactured 8LL transmission as of 7/18/16, with pump rebuilt at same time. New turbo last year, new brakes and rubber within last 6 months. Many other small repairs. Still used weekly. \$52,000 firm

Justin 860-990-0026, CT P11

1991 GMC/Volvo White, Keith Huber Dominator - 2,500-gallon tank. Full-tilt and open tank, wheel and axle lockers. \$39,000. Call Scott at Honeybee Septic 785-841-0399. (P10)

2005 Sterling 9500, Keith Huber Dominator - 4,300/200-gallon tank. 95,xxx miles, full-tilt tank, valve warmers, axle and wheel lockers. \$92,000. Call Scott at Honeybee Septic 785-841-0399. (P10)

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1994 Kenworth T800 sludge/vacuum truck. Full-open rear door with tank hoist, Masport 400cfm pump, 3,000-gallon waste, 300-gallon fresh. New paint on tank. Truck runs good. \$44,500
208-955-8514, ID P10



2002 Chevy C8500: 3126 300hp CAT engine, 8-speed Road Ranger, 202,000 miles. New R260 Jurup pump. New 4,000-gallon steel tank. Great truck with great tires. \$50,000
Call John 813-927-2158, FL P10

1999 Chevy C8500, 3126 CAT, 226,000 miles, new rear brakes, newer Fruitland pump. 8-speed Eaton Fuller, 3,600-gallon steel tank. Runs and drives good. \$29,500. Pictures on request. Central Michigan, ask for Ed 989-928-5053. (P10)

We're selling a 2000 International. 2,500-gallon steel tank built on bed. 903-284-4323 Call for more info. (P10)

2005 Peterbilt: One owner, 136k miles, single-axle chassis. Holds 2,375 gallons sewage/225 gallons freshwater. Steel tank & full tilt/dump, jetter. \$55,000. For pictures/more information please email clarkreaves@hotmail.com (P11)

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

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

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

2002 Sterling L9000 tri-axle with a 4,500-gallon, carbon-steel vacuum tank and Masport HXL400WV pump. (Stock# 9352C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

1989 Peterbilt 379 with a 3,000-gallon carbon-steel tank and Masport HXL400WV pump. (Stock# 3002V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

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)

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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SLUDGE APPLICATORS



1986 Beiler Stallion 3000 Sludge Applicator: 3,200-gallon tank with new 6" air valve. New NVE 406 Challenger pump. Motor is a V8 250hp with 2,300 hours. Motor has been resealed, new injector pump, starter, water pump. Chassis and driveline has new PTO gearbox, hydraulic pump, 4x4 switch motor. This machine is in 100% working order. Asking price\$18,500
Call 802-343-1657, VT P10

TANKS



100 - 2011 Wichita 500 bbl. (21,400 gallons) portable frac tanks. Epoxy lined. Delivery available. Geneva Equipment, Inc.
Call 815-341-0375
or tom@genevaequipment.com
www.genevaequipment.com PBM



Used Abernethy 2,500-gallon vacuum septic tank, heated 4-inch front & rear camlock fillings and gate valves. Masport component \$5,000. Used Poly-John portable toilets \$100 each.
410-239-1228 P10



Cheap, Used Vacuum Tanks - Late model, lined steel tank sale! 4,650-gallon, many available. \$8,500 - some with pumps. **Also:** Low-price plug-and-play Moro and Fruitland pumps.
Call 269-751-5167, MI PBM

WANTED: Vacuum Tanks. Truck-mount units 2,500-gallon up to 5,000-gallon. Must be in good shape - no rusty junk. Phone 501-847-3595 (P11)

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

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

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

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

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

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



1999 International Guzzler vacuum excavator: Totally refurbished, purchased new for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. High-pressure wash-down system - 300-gallon water tank. \$85,900 OBO. Also available **1997 Ford Guzzler** vacuum excavator - same features as 1999 International. No washdown system. \$85,900 OBO.

617-212-0162, MA P10

TRUCKS - MISCELLANEOUS



2004 F-650: 5.9 pre-emissions Cummins diesel, automatic transmission, under CDL. Tilt wheel, cruise control. Total truck like-new, 21,000 miles (Yes, only 21,000 actual miles). Cold a/c, dual purpose 2,300-gallon aluminum tank - 2,000 waste/sewage, 300 freshwater. Brand-new HXL75 Masport 230cfm. Brand-new 100 ft. of 3-inch suction line. Brand-new 30 ft. of 2-inch suction line.

..... \$74,900
419-262-7232 P10



2013 Hino 195: 19,500 GVW (6,830 front/13,660 rear). This truck is excellent on fuel. 4-cylinder 210 hp diesel, Aisin A465 6-speed automatic transmission. Air conditioning, cruise control, PW/PDL, AM/FM/CD. Only 78,284 miles. Ready to go to work. \$29,500

Mark 603-493-1519, NH P10

VACUUM LOADERS

2012 Hurricane 500 by Industrial Vacuum. 170hp John Deere engine, 420 hours! 2,350 cfm at 27" vacuum, 37 filter baghouse. Like new! Call 765-430-5727. (P12)

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

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

WANTED

We are looking to purchase used portable toilets and half-high toilets. Please contact Lance at 561-346-9296 or lance@redtoilets.com (P01)

Looking for an existing small septic pumping and/or porta-potty business for sale in or around the Raleigh-Durham-Chapel Hill area of North Carolina. Please email: dan@boxbendcrew.com with specifics, or please call Dan at 919-274-2298. The smaller the better. Thank you. (P10)

Wanted to Buy: Vactor 2100s and late model Guzzlers. Cash. Phone 800-336-4369. (PBM)

WATERBLASTING

Gardner Denver T-375M: Bare Shaft pump. Gardner Denver T450M Bare Shaft pump. Gardner Denver T450M Bare Shaft pump. Gardner Denver LC-1500: 390 gpm max, 15,000 psi max. NLB 36-200 6 gpm @ 36,000 psi. HT-150S 25 gpm max 10,000 psi max, Shell Side Machine, Wheatley 165: 30 gpm @ 10,000 psi, Wheatley 165: 17 gpm @ 20,000 psi. Wheatley 125 with aluminum bronze fluid end. Boatman Ind. 713-641-6006. View @ www.boatmanind.com. (PBM)

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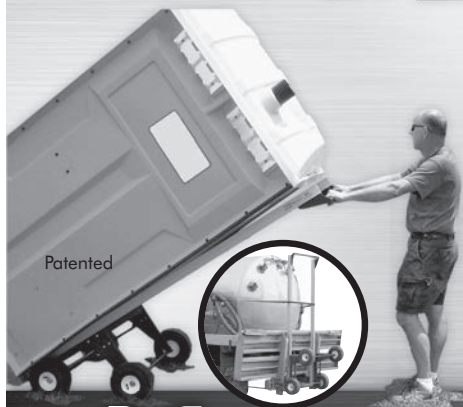
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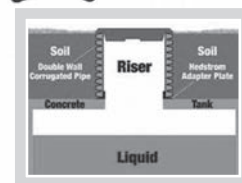
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