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GIMME THE GREASE

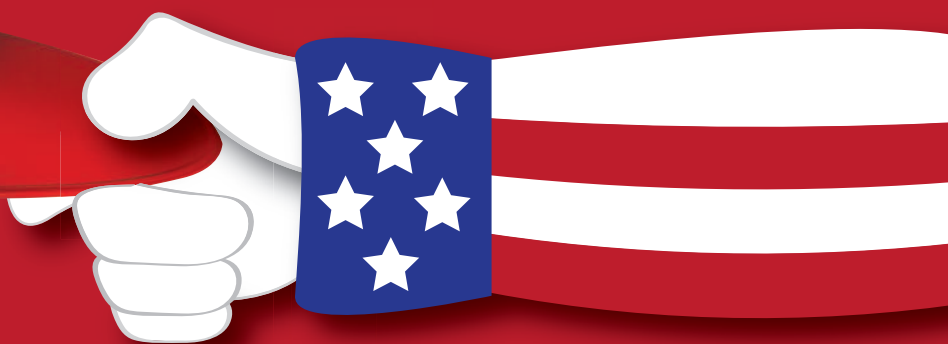
A North Carolina wastewater pro
meets the challenges of pumping
and treating restaurant grease

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ONE TANK AT A TIME

Ohio's A-1 Septic focuses on running
one truck and providing personalized
customer care PAGE 18

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36 Gimme the Grease

- Betty Dageforde

Pumping and treating challenging restaurant waste plays an integral role in the continued growth of North Carolina's Overbey's Septic Tank Service.

ON THE COVER: North Carolina's Overbey's Septic Tank Service has made many changes over three generations in the pumping business, including building and operating its own grease processing facility. Co-owner Ronnie Overbey is shown with the company's latest truck purchase, a 2017 Western Star vacuum rig built out by Advance Pump & Equipment with an NVE blower. The truck was bought at the 2016 WWETT Show. (Photo by Al Drago)

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- **CONTRACTOR PROFILE:** Pumping goes with plumbing for South Carolina company
- **ANSWER MAN:** Working in the family business in Illinois

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Published monthly by



COLE publishing

COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes, WI 54562

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In U.S. or Canada call toll-free 800-257-7222. Elsewhere call 715-546-3346.

Email: info@pumper.com • Website: www.pumper.com

Fax: 715-546-3786

Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

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CIRCULATION: 2015 circulation averaged 23,542 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

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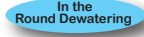
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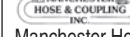



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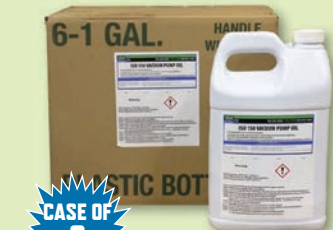
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

And the Winner Is ... Doorbust'n Portables & Septic Service

A Montana pumper is singled out for his service to customers and the environment

By Jim Kneiszel, Editor

Public recognition for a job well done is a rare and elusive thing in the pumping industry. Sure, you might get a thank-you or a pat on the back from a satisfied customer now and then, and that makes your day. But that's typically the extent of the praise heaped upon someone who performs a dirty job.

So when a septic pumper is called out for excellent service to his customers and the environment, I sit up and take notice. That's just what happened when Blaine Rogers, owner of Doorbust'n Portables & Septic Service in Sidney, Montana, was given the Friend of Public Health Award recently in Richland County, Montana.

The county's environmental health office nominated Rogers for the annual award for his work identifying failing septic systems and working with customers and local sanitarians to repair or replace them. Stephanie Ler and Heather Luinstra said Rogers' efforts have helped protect clean-water sources and improve the outlook for decentralized wastewater in an area affected by massive development from the nearby Bakken oil shale.

DOING THE RIGHT THINGS

"Blaine is innovative with his business practices, while keeping environmental health as a top priority," Ler and Luinstra wrote in the nomination. "On more than one occasion, we have received calls from Blaine reporting a septic system that was installed incorrectly or without a permit, systems that needed to be replaced, systems that were actively putting the public at risk due to discharge into creeks and ditches, and overloaded systems.

"Generally, environmental health does not receive much attention, as by no means is the work we do glamorous, and most lay-citizens are not aware of our work. We believe Blaine has well surpassed his responsibilities as a licensed pumper and has served as a true asset to our office and Richland County."

Reached by phone, Ler and Luinstra explained that Rogers shows a genuine concern for the environment and his customers when he comes across a failing or nonconforming septic system. In one case, they explained how Rogers and his crew worked through a holiday weekend on an emergency call to restore service to a customer whose system had failed and was discharging to a creek. He worked with the county to identify that the customer could tap into a new sewer line, cleaned and abandoned their old system, and made sure they were hooked up immediately.

"Blaine's responsibility was truly only to pump that system. He didn't have to have his guys out there all weekend and he didn't have to call us," Ler recalled. "He made sure things were done right and an environmental problem was mitigated."



Luinstra added that Rogers has shown this kind of proactive approach many times over the last several years. "He's a boots-on-the-ground kind of guy. It's not within our budget to jump in a vehicle and go tooling around the county looking for problems. If he spots a major issue, he'll give me a call. He's pretty dedicated, not only to being a septic pumper, but to protecting the environment and the public."

The Doorbust'n Portables & Septic Service crew, from left, Roy Williams, Mike Treckeme (in truck), Scott Carver, Devra Goulart and Blaine Rogers. (Photo courtesy of Blaine Rogers)

NEW TO INDUSTRY

With an award like this and such a great understanding about the role of the industry in public health, you might think Rogers has been a lifelong pumper. But no, he's just come a long way in a few short years.

Located near the oil boom action surrounding Williston, North Dakota, Rogers, 45, was working in the construction industry and going great guns through the building boom a decade ago. After the construction stalled, he bought out a small pumping company seven years ago with about 70 portable restrooms and 200-300 septic service customers. He enjoyed steady growth, and now has 450 restrooms and 800-900 septic service customers.

(continued)

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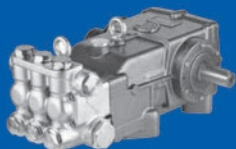


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From the outset, he recognized the wastewater industry as a great place to be. He enjoys working with customers and onsite contractors and others associated with the industry in his backyard. He's networked with other pumpers at the WWETT Show in Indianapolis, calling it a "technology circus, especially when you look at where I come from. You go to the county fair here and you see maybe 700 or 800 people. At the show, you have thousands of people waiting to get in the doors."

Rogers now has a crew of five employees, including three technicians and his wife, Devra Goulart, the company's office manager. He is able to land-spread septage on his 140-acre property and he maintains a fleet of nine trucks, many outfitted with Progress or FlowMark tanks and carrying Masport pumps. His restrooms come from Satellite Industries and PolyJohn Enterprises.

“ I got into this business to help people, and we treat every system we suck out like it's our own. Then you know it's done right and the system is going to work properly and make everything go much easier for the homeowner. **”**

Blaine Rogers

EDUCATION IS KEY

Rogers estimates he spends half of the workday educating consumers about how their onsite systems work, and says that has to remain a goal based on his observations in the field.

"Back 20 or 30 years ago, around here, installers put a septic system in and never put any access in and collected their money. They'd tap you on the shoulder and say, 'You'll never have to worry about this system in your life,'" he said. "Septic systems are the worst-maintained systems in the world. When things are flowing, nobody ever thinks about it. When it backs up, all of the sudden it's a very important problem."

In sparsely populated areas, older systems are found sending effluent down a hill into a field or running straight to a creek. Seeing these situations is what prompted Rogers to work regularly with the sanitarians. When he has questions about a customer's system, he asks the health office if they have drawings or any historical information.

Rogers cooperates with installers in the area; he calls them when he needs an excavator and they call him when they need a pumpout. He also builds solid relationships with his customers, explaining ways they can improve the performance of their onsite systems.

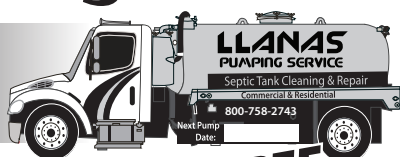
SOURCE OF PRIDE

The public health award is a source of pride for Rogers and makes him feel like he's doing the right things and representing the industry in a positive way. He says it's nice to be appreciated for what you do.

"To a point I'm an environmentalist and a conservationist. We're trying to keep the environment safe and healthy for everybody," he said. "I got into this business to help people, and we treat every system we suck out like it's our own. Then you know it's done right and the system is going to work properly and make everything go much easier for the homeowner." ■

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SEPTAGE STRATEGY

combating odor issues

There's one thing operators of septage disposal facilities cannot forget about: odor. That may sound obvious, but many operators have so much on their plate that odor control can become an afterthought. You need to determine where potential odors may come from and have a strategy in place to combat them. This online series discusses what you need to consider.

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“Few things are more powerful as a teaching tool than the example of success.”

- *Why Mentors Still Matter: Part 1*
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ADVERTISING OPTIONS

promoting in print

Social media seems to have taken over the world. But good old-fashioned print advertising still has a place in a small business' marketing budget – if it's done the right way. Check out these five guidelines for effective print advertising.

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WINTER WORK

prep for the slow season

Whether you expand your services or are forced to lay off drivers, establishing a game plan for the winter is necessary to keep your bills paid when business slows down. Read these tips from other pumpers on how they prepare for the seasonal slump.

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VACUUM TRUCK CHANGES

taking on tough jobs

As Overbey's Septic Tank Service grew the grease trap maintenance service

side of the business, the company was sometimes asked to pump drier solid waste as well. Owner Ronnie Overbey – featured on this month's cover – realized some modifications could be made to their vacuum trucks to make those tough jobs a lot easier. Read about the new way he specs his trucks in this exclusive online sidebar. pumper.com/featured



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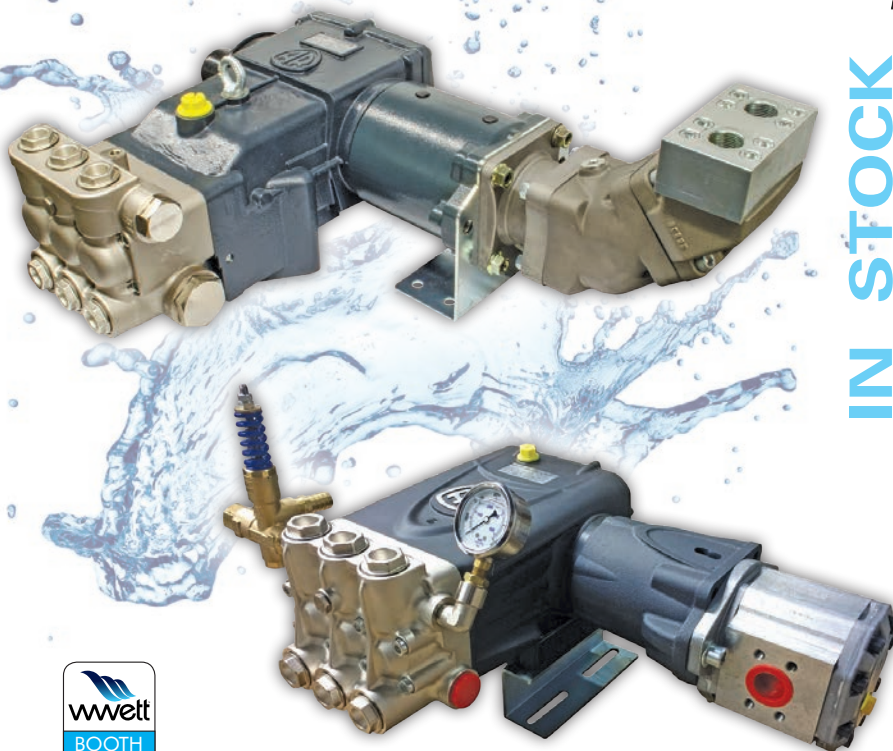


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Mike Mutchler pumps a two-compartment grease trap at a fast-food restaurant in Mansfield, Ohio.
(Photos by Amy Voigt)

Rather than going big, Ohio's A-1 Septic creates a boutique pumping operation focused on running one truck and providing personalized customer care

By Peter Kenter

ONE TANK AT A TIME

The owners of A-1 Septic Tank Cleaning know what they want. Mike and Patti Mutchler have been operating the company to ensure that they have precisely as much as work as they need. They're improving their brand through customer education and aiming to offer impeccable service. In the future, they hope to build on their grease trap service, augmented by land application of grease waste.

Based in Wooster, Ohio, about 60 miles south of Cleveland, the business was started by Mike's great-uncles Ralph and Bob Mutchler in 1967. After a few years, the partners parted ways, splitting into two companies, one remaining in Ashland County.

"My dad, Dave, quit his job and bought the Ashland company in 1981, along with a 1979 Ford L800 with a 2,500-gallon tank," says Mike. "My mom, Linda, answered the phone and handled the books. I was 4 years old and I remember it was rough going for the first year. My dad worked six or seven days a week to get his name out there and build the business."

(continued)

A-1 Septic Tank Cleaning Wooster, Ohio

OWNERS: Mike and Patti Mutchler

FOUNDED: 1967

EMPLOYEES: 2

SERVICE AREA: Ashland, Richland, Wayne, Knox and Holmes counties in north-central Ohio

SERVICES: Septic pumping, repair and inspection, restaurant grease trap service





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Left: Mike and Patti Mutchler are shown with their sole pumping rig, an International 7600 with a 3,500-gallon steel tank built out by Ohio-based Marengo Fabricated Steel Ltd., and carrying a Wallenstein pump.

Below: Patti Mutchler talks to a customer from the A-1 Septic Tank Cleaning home office in Wooster, Ohio.

OWNERSHIP TRANSFER

Mike worked for his father part time through high school. After three years of work in concrete construction, he returned in the late 1990s. His father died in 2002 and Mike went into partnership with his mother, buying her out in 2008 when he was 33.

"Mike had a passion for what he did, but he also wanted to carry on the family business," says Patti. "I took over the office duties and I remember being really nervous and excited about owning a business. Mike's mom assured me that I could handle it and walked me through it."

Today, the Mutchlers operate a business busier and more diverse than before. In addition to septic pumping, inspections and septic system repairs, A-1 offers restaurant grease trap pumping. The company is licensed to provide service in the five counties surrounding its office to a radius of 50 miles.

A-1 operates a single vacuum truck, a 2005 International 7600 with a 3,500-gallon steel tank built out by Ohio-based Marengo Fabricated Steel, Ltd. The pump is from Wallenstein.

About 90 percent of the business is devoted to septic tank pumping with some regular restroom pumping contracts at area campgrounds. For odor control at campgrounds, A-1 uses J-Disk fragrance enhancers and EverGreen tablets by J&J Chemical Company.

SPREADING GREASE

Mike has pushed the business into grease trap service with regular contracts to pump area restaurants, including KFC, Wendy's, Panera Bread and Dairy Queen. On regular contracts, he pumps 16 grease traps a month.

The Mutchlers drive extra value from the contracts by spreading the grease trap waste on agricul-

“Getting the permits for both types of land application was definitely worth the effort. We explain to the neighbors what we're doing to make sure that they understand the process and they've definitely been OK with it.”

— Patti Mutchler



tural land — their own — avoiding the process of asking landowners for permission. The couple owns 15 acres and applied to the Ohio Environmental Protection Agency for a PTI, a permit to install a sewage disposal system, to spread the grease over 10 acres used to grow hay.

"There's nothing you can do to treat grease so that its breakdown is accelerated. However, the growth of the hay keeps the nutrient value of the land down to regulated levels after application," Mike explains. "The savings of land application are so great that we don't even worry about selling the hay. A farmer round-bales the hay using his own equipment and then uses some of it for animal bedding. We leave the rest of the bales to decay naturally over time."

Patti notes that the paperwork required to apply for the PTI required significant effort, including hiring an engineer to draw up a plan that would demonstrate how the waste would be spread and how runoff would be prevented, for example.

SPREADING SEPTAGE

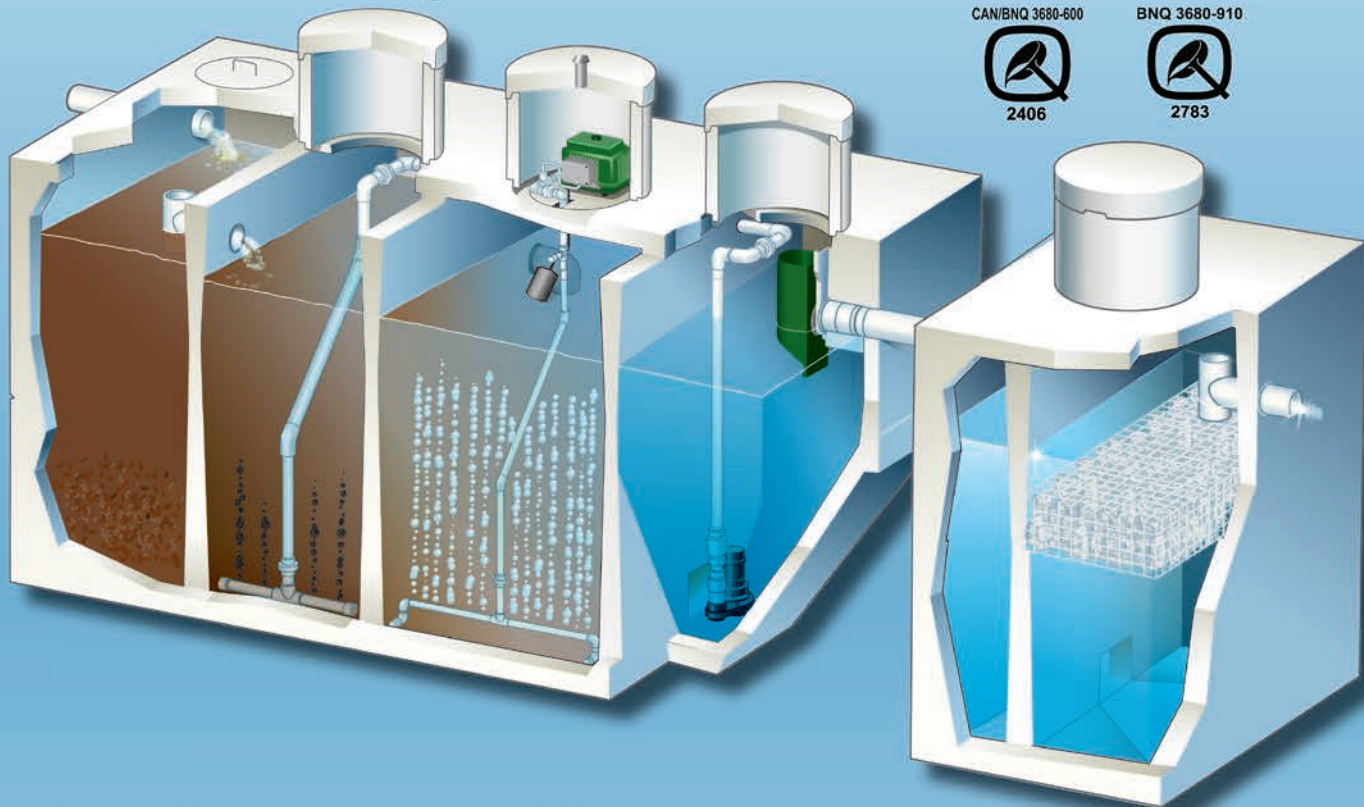
Septage is applied on other land totaling about 400 acres across three sites, all owned by farmers who appreciate the free fertilizer. One of the farmers is the same one who bales their hay on the grease application site. The Mutchlers rent an additional 20 acres, also approved for land spreading.

(continued)

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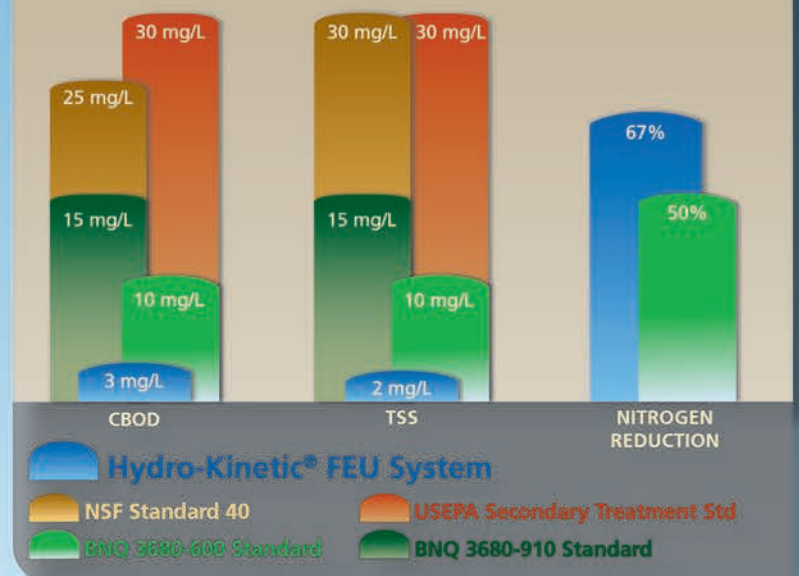
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Real estate inspection basics

Mike and Patti Mutchler, co-owners of A-1 Septic Tank Cleaning, have found that septic inspections for the real estate sector provide a steady income stream, but take a lot of work to do it right.

Mike attends local board of Realtor meetings to keep on top of the industry. While inspections are not required prior to a real estate transaction, buyers often push for them.

"They're not required, but they should be," says Patti.

A-1 works closely with county boards of health to get septic tank drawings and permits from their systems prior to inspections.

"We also direct our customers to the boards when we find issues with the septic systems and they need to be repaired or replaced," says Patti. "Communication is key."

Mike notes that many pumping companies offer inspections, but the methodology of the inspections varies widely.

"We should all be on the same page," he says. "I use a lot of the operation and maintenance inspector program guidelines from the University of Minnesota and Jim Anderson and Dave Gustafson, and they're very thorough. I do dye tests using dye strips, usually from Norlab Inc. I dig up outlet ends of tanks, check baffles and pipe structure and tank integrity, and check the leach system. They're a good moneymaker, but it takes time to do them right. You need to be honest and protect all parties involved — buyers need to be protected and sellers need to be protected from a lawsuit six months down the road."

Patti agrees. "You need to serve the customer with integrity and honesty, no matter what the inspection shows."

Septage is first treated with dolomitic hydrated lime to control pH.

"I get the same results as quicklime over a little longer time, but it doesn't burn like quicklime," says Mike. "It's much safer for customers and their kids and pets."

Some waste is treated at the city of Ashland's wastewater treatment plant. A recent job, for example, involved pumping out sludge from a package plant — a form of septic waste that can't legally be land-applied in Ohio.

"We have to renew the PTI every five years," says Patti. "For spreading septage we have to renew every year. Getting the permits for both types of land application was definitely worth the effort. We explain to the neighbors what we're doing to make sure that they understand the process and they've definitely been OK with it."

The regular income from scheduled grease trap service evens out the A-1 revenue stream, which the couple appreciates.

"I receive a lot of requests to handle additional restaurants in the same chains outside of the five counties I work in," Mike says. "But that would mean extra driving, often for just one service call. Either I would need to work less-profitable runs or put another person on the payroll. I've tried paying people to help me on super-busy days, but

it's difficult to find someone who I would fully trust and who would be fully committed to working a business day where you can't really be sure what time of day you'll be finished."

Mike is also interested in expanding to servicing more complex advanced septic treatment systems.

KEEP IT IN THE FAMILY

Rather than hire from outside, Mike and Patti are working to develop the next generation of business talent at home. They have three children: daughters Chloe (15) and Claudia (10), and son Caden (13).

"Caden helps me through the summer and Claudia asks me every day if she can go to work with me, so they're my top candidates so far," says Mike. "Personal skills are as important as eagerness to work."

Patti handles accounting using QuickBooks — she likes the way it processes credit cards. She says that her early education in the septic service sector mirrors the education she now offers customers over the phone.

"I didn't want Mike coming home after a hard day's work and having to answer 5,000 questions," she says. "I knew that being successful in the business meant knowing what I was talking about. If I don't know something straight off, I promise to call back with an answer."

Mike echoes those sentiments.

"For our business, education is everything," he says. "Any customer needs to know how their septic system should operate. If someone calls and says the system is backing up, they need to know if the issue is with the septic tank or with the line. By now, regular customers know to check the water level at the tank. If the water level is down, it's probably a drain problem. I'd rather they call a drain specialist if that's what's needed. I'm not a fan of spending other people's money for no reason."

REPAIRS AND INSPECTIONS

Mike traditionally brings an old-fashioned hand shovel to uncover septic tanks. There are several reasons for that.

(continued)

“With a shovel I can cut grass neatly and put everything back so you wouldn't know I was there. ... The homeowner is usually there and it gives me time to explain what I'm doing one to one. I often give them a diagram of their system to help them understand it.”

— Mike Mutchler



Above: Mike Mutchler provides grease trap service at a fast-food restaurant.

Right: Mutchler cleans the area after finishing a grease trap pumping job at a fast-food restaurant.





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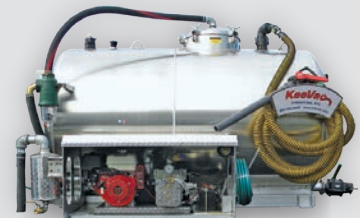
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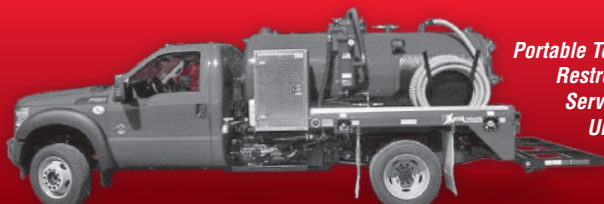
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"I'm a perfectionist," he says. "With a shovel I can cut grass neatly and put everything back so you wouldn't know I was there. More importantly, the homeowner is usually there and it gives me time to explain what I'm doing one to one. I often give them a diagram of their system to help them understand it."

A-1 offers small septic tank repairs, including risers, lids and distribution boxes. Mike generally chooses parts supplied by Polylok. The company also offers septic tank inspections for real estate sales.

The couple's steel barn measures 48 by 72 feet. Half of it is devoted to a shop where Mike performs routine truck maintenance and minor repairs, or shoots a few hoops to relax.

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To learn more about A-1 Septic Tank Cleaning, take a look at a video snapshot of the company at www.pumper.com.

The company is as busy as the owners want it to be. Mike sets financial goals for a day, a week or a month and then works hard enough to achieve that. He generally works six days a week.

Patti says that repeat business keeps its bookings healthy. "We don't do a lot of advertising," she says. "We have a Facebook page and a (phone book) ad and that's about it for advertising."

WHAT ABOUT A NEW TRUCK?

The Mutchlers have attended the Water & Wastewater Equipment, Treatment & Transport Show for several years, taking continuing education courses together and checking out new equipment.

"Mike had his eye on a new Peterbilt with a 4,000-gallon tank," says Patti. "But that may have to wait until we see about our kids joining the business." ■

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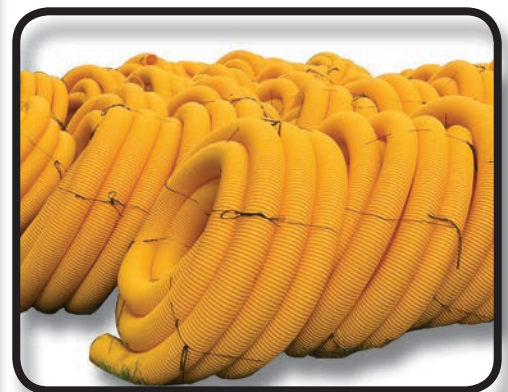
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Erik Gunn is a magazine business writer in Racine, Wisconsin. Direct inquiries to him at editor@pumper.com.

Secure the Cash for When You Need It

Follow these tips to qualify for a line of credit that will help with pressing financial challenges or buy equipment to grow your business **By Erik Gunn**

You have good cash flow, minimal debt and no upcoming major purchases in the works.

But we both know just how unpredictable the future can be. “Chance favors the prepared,” the old saying goes, but how do we realistically prepare for every eventuality? We can’t, of course. But anything we can do to provide more flexibility when fortune changes, for better or worse, can put us on the right side of those wise words.

One way to prepare is to establish a line of credit even when you don’t need it. Strengthening your position now to borrow in the future can pay off handsomely. And along the way, it lets you forge a stronger relationship with your bank.

WHY NOW?

Mills Snell owns Pendleton Street Advisors in Columbia, South Carolina, a business financial planner. He says setting up a line of credit when you don’t need it helps in three ways: timing, sentiment, cash flow.

Timing. Getting a line of credit takes several weeks if not longer, Snell points out — even if you have already organized all the information your banker needs. When opportunity knocks, why risk losing out to a better-prepared rival ready to open the door immediately?

Sentiment. If the emergency that sends you to the bank puts your company in a fiscal bind, “lenders will either avoid perceived risks or make the borrower pay more in order to make it worth their exposure,” he notes. A credit line already in place helps avoid that.

Cash flow. Even present-day good times and a healthy savings account might not insulate you from future business ups and downs. “The ability to be flexible and tap into a line of credit could be a make or break moment for a business owner,” Snell says.

“Cash flow is different than cash,” he continues. It can be shortsighted to evaluate a decision simply by looking at whether you have enough money now.

Suppose you see an opportunity to add another service truck and hire two more people. You crunch the numbers and find that it will take two years to break even on the added cost — but once you get there, your profits can take off.

Still, short-term strains on your immediate savings and on your cash flow could reasonably scare you off. A credit line gives you freedom to look at the idea’s long-term sustainability, Snell explains: “It also creates a margin of safety where things have time to play themselves out rather than something having to work out perfectly right away.”

“By financing the purchase with a line of credit, you allow the investment to begin paying for itself before you have to part with your hard-earned cash.”

BE PREPARED

OK, so you’re sold on the concept. Now what? Analyst Ian Atkins, at Fit Small Business (FitSmallBusiness.com), offers this prescription:

- Always have an accurate, current profit and loss statement and balance sheet.
- Always have an accurate, current personal asset/liability list.
- Keep your personal and business credit scores as high as possible.
- Make sure taxes are filed on time, with no tax debts.

“Small-business owners should also ask themselves on a regular basis, ‘Will I need financing six months from now?’” Atkins counsels.

“Getting the best terms on financing means impressing your lender. If there are any blemishes on your credit, you have time to improve them. If your books are disorderly, you have time to straighten things up. It’s all about accurately presenting yourself in the best possible light.”

It gives a whole new twist on the adage *time is money*: “If you don’t give yourself plenty of time to get spruced up, you can’t address issues before working with a lender,” Atkins explains, because suddenly, you’re looking like a riskier borrower. That could cost you in a smaller line, shorter payback terms or higher fees.

Once you have the credit line in place, Snell suggests that before drawing on it you ask yourself, “Is this an expense for consumption or investment?”

You might need to tap the line once in a while to make payroll or buy supplies in tight times — “but you will certainly get in trouble if you make it a habit.”

Instead, Snell suggests, use your credit line to build long-term income. “Buying a new piece of equipment could expand your businesses service offerings and generate revenue that you would not have access to otherwise,” he says. “By financing the purchase with a line of credit, you allow the investment to begin paying for itself before you have to part with your hard-earned cash.”

Mills Snell

TRADITIONAL VS. GUIDANCE

There’s more than one approach, however. Dominic Karaba, executive vice president for business banking with UMB Bank, points out that some businesses routinely use a traditional credit line to cover “working capital needs like paying salaries or expenses while you are waiting for receivables to be paid or collected.”

For bigger capital expenses, though, Karaba suggests a different animal: a “guidance line of credit.”

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A guidance line is “primarily for equipment needs this year, but the needs might not be known yet,” he explains. You don’t actually draw on it until you give the bank an invoice for the new equipment. At that point, the borrowed amount is converted into a term loan, typically with a three- to five-year payback schedule.

For a guidance line, your banker will want a clear picture of your expected needs for capital expenditures and equipment in the coming year. (Of course, you also need the other usual documents — tax returns, balance sheets, P & Ls and so on.)

Banks apply different standards to guidance lines and conventional credit lines, Karaba notes. The traditional line will rise and fall over the annual expense and revenue-collection cycle, and it typically must have a yearly “resting period” when the line has a zero balance owed.

What you don’t want to do, cautions Snell, is treat it as an infinite safety net. Better to suffer the short-term pain of watching cash go out the door than the long-term disaster of your balance owed creeping up month after month with no end in sight.

Meanwhile, the guidance line is specifically designed for major expenses, as is the term loan that takes its place once the purchase is made.

“Always think about how long it will take to pay off the loan through operating profits,” says Karaba. “If you can pay it off in less than a year, then a line of credit could be OK. If it will take more than a year to fully repay the amount borrowed, then a term loan or a guidance line with a term-out feature is more appropriate.”

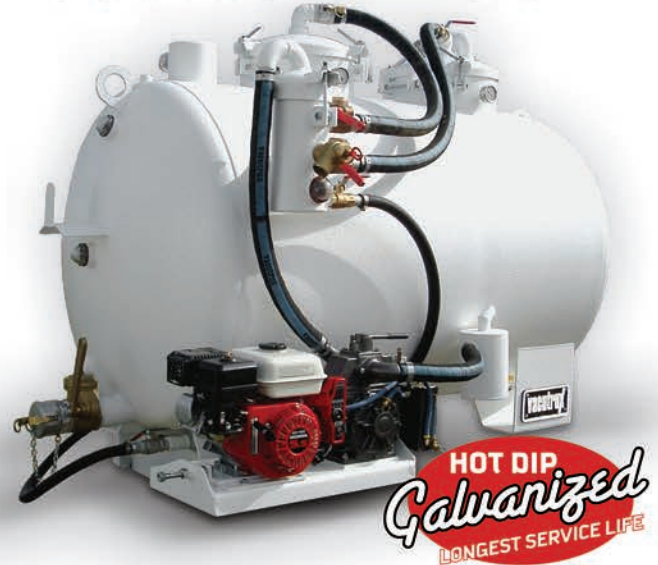
AVOID SURPRISES

Setting up a line of credit also means a closer relationship with your bank — and that demands better communication. That will help when things get sticky. Atkins, of Fit Small Business, notes that a bank line of credit “can be slowed or reduced at the lender’s discretion.” Keeping in touch — and alerting your bankers to sudden changes, like a ding on your credit report or a shift in your normal borrowing pattern — means they won’t be caught off guard, he adds. Lenders hate surprises.”

UMB’s Karaba agrees. Meet every three months or even every month with your banker “to talk about needs and plans for the next six to 12 months,” Karaba says. “The business owner should not wait until the last minute to tell the banker any new business needs. Instead be open and honest with your banker so you both can plan.”

A strong banker relationship is good in every respect, and failing to forge one is “the first mistake,” he adds. Don’t hold back information about how you’re doing or your potential future needs. “Being proactive makes the entire business a lot easier.” ■

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GIMME THE GREASE

Pumping and treating challenging restaurant waste plays an integral role in the continued growth of North Carolina's Overbey's Septic Tank Service

By Betty Dageforde

The Overbey's Septic Tank Services team includes, from left, Ronnie Overbey, Juan Mendez, Clay Harrell, Delores McMasters, Roger Hanks, Taylor Overbey, Brian Gerringer and Rickey Cook. Behind them is a vacuum truck built out by Advance Pump & Equipment. (Photos by Al Drago)

Cultural changes have nudged Overbey's Septic Tank Service into different directions since the mid-1940s when Bob Overbey and his brothers returned home to McLeansville, North Carolina, after World War II. They picked up odd jobs such as hauling and grading, but their septic work began to dominate as indoor plumbing became more widespread in rural America.

Another cultural shift in the '70s and '80s led to a new line of work for septic companies. Where once restaurants were few and far between, they became ubiquitous, and along with that came new regulations regarding grease management. For Overbey's, grease trap pumping went from basically nothing to half its business.

Then there was the technology revolution. Like many other septic service providers, Overbey's was slow to embrace it. But the handwriting was on the wall and it was only a

(continued)

Profile

Overbey's Septic Tank Service, McLeansville, North Carolina

OWNERS: Ronnie Overbey and Delores McMasters

FOUNDED: 1945

EMPLOYEES: 8

SERVICE AREA: North-central North Carolina

SERVICES: Septic and grease trap services, operating a dewatering facility

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Left: Technician Clay Harrell rolls out a hose to pump a 3,000-gallon grease trap in Elon, North Carolina. The truck was built out by Advance Pump & Equipment and utilizes a National Vacuum Equipment blower to pull difficult loads.

Below: Brian Gerringer steadies the hose, while Harrell agitates the contents of a 3,000-gallon grease trap during a pumping job.



matter of time before the company had to incorporate it — a good thing, admits Bob's son Ronnie Overbey, as it really is a help in running the business.

Today, Ronnie Overbey and his sister Delores McMasters run the company, along with Overbey's 24-year-old son Taylor, who is starting to take on more responsibility. The two men work in the field along with a team of five technicians. McMasters handles the office, dispatch and bookwork. They work out of a 10,000-square-foot shop/office on 2 acres.

On the septic side they do pumping, repairs, installs and inspections. Non-septic services are run under the name Triad Industrial Services and include pumping of grease traps (everything from small restaurants to large institutions) and other nonhazardous materials and jetting of sewer lines. They also operate their own dewatering facility. Their service territory covers about a 50-mile radius.

A BREAK IN SERVICE

Overbey grew up working in the business until he was 12, when his father unexpectedly passed away. The company died out with him until Overbey graduated from high school in 1980 and started it up again. "I still knew the business — or knew it all you could at that age," he says. It took off slowly, but he wasn't concerned. "When you start off from nothing and you get one job, it's great," he says. "You didn't expect much." But he says the business grew every year.

He could have made a comfortable living just doing septic work, but fate had other things in store for him. In the mid-1990s, as municipalities in his area began requiring restaurants to put in grease traps and keep them clean, he started getting calls. "The restaurants were just trying to find people to clean them and the septic guys were the only ones capable of doing it," he says. As the work picked up, he eventually started advertising for it and the revenue accelerated.

“They'll put it in windrows and just keep turning it over and it's compost in about a 90- to 120-day period. When it's all said and done it comes out like black topsoil.”

— Ronnie Overbey

MORE MANDATES

Another municipal policy change led to yet another unexpected addition to Overbey's business. In the early 2000s local municipalities stopped allowing companies to dispose of grease at wastewater treatment plants. "When that was 50 percent of your pumping business, you were either going to have to do something to get rid of it or not pump them," Overbey says. While a lot of companies chose to get out of the business, Overbey, decided to build a dewatering facility.

"We made it, we did it our way." He worked with a local chemist to come up with a number of polymers. "We just tried different ones until we got one that really worked good for our waste," he says. As the grease comes off the truck and goes into a 6,000-gallon chamber, the polymer is added, binding the solids together. "Then it's run through 20, 30 feet of piping and it starts separating," he says. "It's really magic."

The mixture then goes to a 20,000-gallon underground concrete storage tank. Fine mesh screens in the walls hold the solids while the liquid flows

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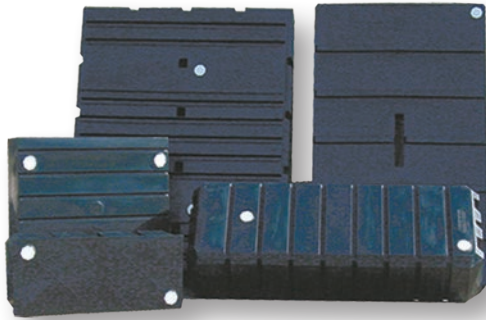


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Left: Taylor Overbey, right, and Ronnie Overbey inspect a mixing tank holding polymer used to extract water from grease waste. The company set up its own dewatering facility when area municipal plants stopped processing grease.

Below: Technician Brian Gerringer dumps a load of grease at the company's dewatering plant. After dewatering, extracted water is filtered and transported to the local municipal treatment plant. Solids are taken to a commercial composting operation.

through into the tank. From there the liquid is pumped into tankers and hauled to the municipal treatment center, and the solids are taken to a commercial composting operation where they're combined with yard and food waste, and paper and cardboard products.

"They'll put it in windrows and just keep turning it over and it's compost in about a 90- to 120-day period," Overbey explains. "When it's all said and done it comes out like black topsoil."

The company-built system served them well until 2015 when it started reaching capacity and Overbey found himself at a crossroads yet again. If he wanted to continue growing that part of his business he'd have to get a new system. This time he decided to buy one. So far he's got the building and storage tanks in place at the new state-of-the-art facility he's building, and he's getting ready to purchase a 6,000-gallon In the Round Dewatering tank, a system he's been eyeing at the Water & Wastewater Equipment, Treatment



& Transport Show for the last few years. It will be less labor-intensive, handle more grease, remove more water and save them money on weight-based disposal fees.

Partners in grime

It's hard to keep a large staff busy in the slow season, yet a company wants to have enough people on hand to keep up with demand when they're busy. For Ronnie Overbey and his sister Delores McMasters, owners of Overbey's Septic Tank Service, one solution they've come up with is to partner with other companies.

"We've got two other septic companies we team up with from time to time," Overbey says. "If we get on big jobs and need more manpower we can pull them in. It keeps us from having a big staff." The partnerships allow Overbey to bid on larger jobs than they could handle on their own. And if they're short-handed, unusually busy or have an emergency on their hands, they know they've got a backup crew available. They also sub out work to each other if it makes more sense logistically.

The three companies — located in adjacent counties — started working together about seven years ago. They met at the North Carolina Septic Tank Association. "You meet a lot of people, find out what they're about and where they're at, and it's just building relationships," Overbey says. "It all started from that."

Overbey says the collaboration has been a benefit for all parties. "You can be a little more diversified," he says. "It helps everybody out."

KEEPING UP WITH THE TIMES

Meanwhile, back at the office, other changes in the business were taking place as McMasters started incorporating technology into their processes and automating procedures. Phone book advertising gave way to website marketing, bookkeeping was computerized, and customers could order service through email.

Overbey admits he's not real comfortable with computers and all the new technology, but he's forging ahead on it anyway. "We're transitioning into it," he says, "which for us older guys it's a little tougher than the new generation where that stuff's just natural to them."

Their latest purchase is Summit Service System software from Ritam Technologies, a scheduling and billing program. At this time they're just planning to use it for their grease trap work because those customers are on regularly scheduled maintenance plans. After a grease trap is pumped the driver will log it in, then the software will create an invoice, schedule the next service and determine the most efficient routing. As soon as McMasters finishes inputting client information into the system and the drivers get trained on how to use iPads to pull up their schedules and log in work, they'll go live with it.

"This has never been an industry that's got all the technology to it," Overbey says. "But it's slowly getting there."



COMPANY ASSETS

One thing that doesn't change much at Overbey's is the people. The company has a very dedicated and loyal staff — Roger Hanks with 28 years of service, Rickey Cook 22, Brian Gerringer 11, Juan Mendez six, and Clay Harrell two. Overbey says the company provides good benefits and management lives by the golden rule, treating workers like they would want to be treated. "When you've been here that long, you're family," he says. "In fact, you work with these guys, you see them more than you see your family."

He's very careful about hiring the right people. "We don't advertise," he says. "We just try to be patient and find local people we know a little something about." Because all the drivers have a CDL, in some ways they come prequalified, he says. "To have CDLs nowadays, you've got to be pretty clean. You have to have a good driving record and no drugs. You've got to be a pretty good person." A good work ethic is one characteristic Overbey looks for and promotes. "We try to do every job like it's our own job," he says.

Equipment assets include a 1993 International with a 3,000-gallon steel tank and Battioni 720 pump built out by Lely Manufacturing; a 2007 International with a 3,600-gallon waste/400-gallon freshwater aluminum tank and ROBUSCHI pump, also from Lely; a 2009 Kenworth with a 4,500-gallon steel tank and National Vacuum Equipment 4310 blower built out by Amthor International; and their most recent purchase, just picked up at the latest WWETT Show, a 2017 Western Star built out by Advance Pump & Equipment with a 3,800-gallon waste/400-gallon freshwater aluminum tank and NVE 4310 blower. They also have two vacuum tankers, a 1995 Mac and a 1997 Freightliner, from Polar Tank Trailer with 6,500-gallon aluminum tanks and Fruitland Manufacturing pumps.

Other equipment includes a John Deere 225 excavator, one mini-excavator and two skid-steers from Takeuchi Manufacturing, two Case 590 backhoes, a Case 650 dozer, three jetters from Cat Pumps, three Dodge pickups with utility beds and pipe racks, one International tandem dump truck and two Rogers Manufacturing dump trailers.

Ronnie Overbey, left, is shown with his sister, Delores McMasters, and Ronnie's son, technician Taylor Overbey, at the company headquarters.

“ We don't advertise. We just try to be patient and find local people we know a little something about. To have CDLs nowadays, you've got to be pretty clean. You have to have a good driving record and no drugs. You've got to be a pretty good person. **”**

— Ronnie Overbey

SEEN IT ALL

The only way to stay in the septic service industry for 70 years is to adapt to inevitable change. The Overbey family has done that in the past, and whatever challenges or opportunities come their way in the future will be met head on. Overbey admits to being in unfamiliar territory with the technology revolution, but says even the old guys are now getting on the bandwagon.

"It's pretty exciting when you don't have to sit here and try to run a business on a piece of paper," he says, "and plan the next day on phone calls and memory." ■

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Jeff Haden is a contributing editor for Inc.com and a LinkedIn Influencer.

Try the ‘Undercover Interview’ Strategy With Prospective Employees

After meeting with potential hires, have a trusted employee show them around. You may be surprised what your staffer finds out. **By Jeff Haden**

Interviews can provide great insight. But do you know what a potential new hire is really thinking? Sometimes you don’t. That’s why the undercover interview can be a great tool.

Here’s how it works. Most interviews include some form of tour, even if the tour is just a quick stroll around the office area. Handle that tour correctly and you might learn a lot more than you ever imagined about a candidate’s motivations, interests and fit for your business.

For example, years ago I was in charge of manufacturing. My boss had just finished interviewing a candidate for a management position and was about to show him around the plant when some crisis came up.

I happened to be in the hall. My boss saw me and said, “Jeff, can you show Tom (not his real name) around? He’s interviewing for the opening we have in customer service. Thanks!”

And off he strode to slay another dragon.

By accident I slipped under Tom’s “how important is this person in the organization?” radar, a device many job candidates employ. He didn’t know my role. My boss didn’t introduce me by title, and I didn’t introduce myself that way because I wasn’t into titles.

When Tom asked what I did, I said, “I work in manufacturing,” because that’s what I always said.

And Tom couldn’t tell what my role was by my clothing. Even though all the other managers dressed “professionally,” I had shifted my personal dress code to jeans and polo shirts: I spent 90 percent of my time on the floor, liked to get involved, liked to get dirty ... OK, who am I kidding? I hated khakis and had found business reasons not to wear them.

So Tom assumed I was just a shop floor guy. Within minutes he said things and asked questions he never would have if he knew my role in the company.

I learned that:

- He was asked to resign from two previous jobs, but it definitely wasn’t his fault.
- His bosses created conflict by constantly holding him back.
- He felt focusing on productivity — professionally and personally — stifled creativity. “I’m an ideas guy,” he said. “I’m not hands-on.”
- He wanted to know if there were policies against dating employees, especially those who might report to him.
- He asked how often he would have to interact with my boss since he already could tell my boss was a jerk.

My boss was leaning toward hiring Tom until I told him about our tour.

Some candidates put on a great show for the boss, but they don’t try nearly as hard if they think a person is beneath them.

“Wow, I had no clue. He was great in my interviews,” he said. “How did you get all that out of him?”

“I didn’t,” I replied. “He just told me.”

Here’s why the undercover tour works:

- Some candidates put on a great show for the boss, but they don’t try nearly as hard if they think a person is beneath them. Think of it as the server test: If you want insight into how a person treats people, take him or her to lunch. How the candidate interacts with the server is a much better indication of his or her interpersonal skills than how this person interacts with you.
- Some candidates want to know the inside scoop about the company, which is fair enough since interviews are a two-way process. They will often ask the undercover tour guide questions they would never ask you, and that gives you better insight into their perspectives and agendas.
- Some otherwise great candidates simply don’t perform well in interviews. A tour conducted by someone other than you gives those people the chance to relax and show their true (and often positive) colors.

Next time you have an open position, give it a try. Choose someone in your business whose opinion you trust. Don’t introduce this person by title; in fact, tell the employee to be relatively vague about his or her role in the company if asked.

When you finish your formal interview, just say to the candidate, “(Jeff) is going to show you around so you can see what we do. Take all the time you need, and I’ll see you when you’re done.”

Sneaky? Not really. The more you know about the candidates the better hiring decisions you can make. Plus you get a second opinion about a candidate from a person you trust.

The undercover tour is just another way to give potential new hires a chance to show they are a great fit for the position and your business. Most will shine. Some will not. Either way, you get to make a better hiring decision.

And isn’t that the ultimate goal of every good hiring process? ■

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Onsite Oversight is OK in Oklahoma

The Sooner State addresses the need for improved communication and updated septic regulations, looks ahead to tackling issues including graywater reuse **By Doug Day**

Conventional systems are preferred when planning onsite wastewater treatment in Oklahoma. The design and inspection of septic systems falls under the auspices of the Environmental Complaints and Local Services Division of the Department of Environmental Quality, which has offices spread across the state.

Environmental programs manager Matt Pace says the agency works closely with the Oklahoma Certified Installers Association (OCIA), founded in 2000 when its executive director, Bill Warden, retired from his job as DEQ's onsite coordinator. Warden says its 100 members are mostly installers, many of whom also provide pump-out services to their customers.



Contact Matt Pace at 405/702-6209 or matt.pace@deq.ok.gov.

What is DEQ's role in the oversight of onsite wastewater in Oklahoma?

Pace: We cover all 77 counties from cradle to grave: everything from design and soil profiles through inspections, enforcement and licensing of onsite professionals.

You'd be amazed at how much the soil changes throughout the state. Oklahoma is very diverse. We have the desert-like area in the panhandle to coastal plains in the southeast, mountains in the east. Our system of choice is conventional pipe and gravel. We think that's the best system and when we do a soil profile our thought is where we can place a conventional system. If the soil isn't conducive, then we look at the alternatives.

With about 6,000 systems going in every year, it's hard for our staff to do every design and inspection. We have 22 field offices across the state with a staff of 100, including 60 environmental specialists. So we license onsite professionals to do design and inspections to cut down the amount of time we have to spend.

How does licensing work in the state?

Pace: We have three licensing programs, including septage haulers and five categories of installer licenses: conventional pipe and gravel, aerobic systems with spray, aerobic systems with drip irrigation, lagoons, and low-pressure dosing systems. And we license soil profilers, who need a bachelor's degree.

The license involves going through our class and passing an exam and posting a bond. To maintain the license, they are required to have continuing education each year. Soil profilers (25 individuals plus 60 licensed staff members) must take an annual approved continuing education course and

pass an annual soil texturing exam. Installers (325 people) need at least four hours of approved continuing education per year. Haulers (300 people) require two hours of continuing education every other year.

We can communicate with them during continuing education and pass along rule changes. We also communicate with installers at the annual OCIA conference and we meet with their board periodically. Unfortunately, we don't have any organizations for soil profilers or septage haulers.

Warden: I saw a need for an onsite association (in 2000) because the training installers got after their initial certification just wasn't cutting it. We need quality education and training and it seems to work pretty well now. We have a pretty high quality of instructors to do hands-on training for all the modern technologies used today.

The biggest advantage is that either DEQ or OCIA can come up with an idea and bounce it off each other. Coming from opposite sides of the industry, we can generally come up with some pretty workable solutions to any issue. The more people you have working on the same issue, the better off you are.

Which issues top the list in Oklahoma?

Pace: Using the soils properly. Trying to communicate that has been a big issue recently. Most homeowners don't know anything about septic systems, so they rely on us and the licensed individuals to supply information they need. In 2004, we started doing soil profiles as opposed to perc

tests. We feel that's a much more reliable test, but the law still allows perc tests and there's still a good-sized group of people who use perc tests. We're still trying to convince them that soil profiles are a better way to go.

A big issue is the health of some of our streams and rivers that don't meet certain standards. In 2012, we started a new rule that requires nitrogen reduction technology within a certain distance of listed waters. It hasn't always been met with a lot of enthusiasm and there's been some controversy around it, but we're just trying to do what we can to further protect those waters.

Warden: DEQ and OCIA worked hand in hand on denitrification because areas that may be classified as sensitive really aren't. We helped set the

Oklahoma is very diverse. We have the desert-like area in the panhandle to coastal plains in the southeast, mountains in the east. Our system of choice is conventional pipe and gravel.

- Matt Pace



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boundary lines. Our members have been there and installed in those areas. They know what will and will not work and what is and is not possible.

It (denitrification) is a good thing, but the percentage of pollution that enters our ecosystem from onsite sewage is probably less than 2 percent. We have not addressed the real issue, which is runoff, particularly nitrogen. The majority of that is from agriculture. What we have stopped from onsite wastewater makes up a very low percentage.

OCLA is dedicated to raising the bar to become and maintain certified installer status, which is likely one of the key issues within the onsite profession. This includes hands-on contact with standard and new technologies, resolution of problem systems, troubleshooting malfunctions, and quality presentations from professionals in the onsite industry.



Contact Bill Warden
at 918/798-4407 or
okiebill1@cox.net.

Pace: We recently started a partnership with Oklahoma State University to help with some of our issues. The assistant professor of soil science, Sergio Abit, recently came here after doing a lot of work in the onsite program at North Carolina State University. He held his first onsite conference this fall with about 200 people. He's also working on a training center, which will have some mock-up systems. That will really be beneficial in educating people. We're trying to help provide some funding for him to hire a grad student to do studies on onsite systems, how they are working, and whether or not our sizing requirements are applicable.

OSU got us started with soil profiles several years ago when we worked with Dr. Brian Carter. He came up with the whole process for how we perform those profiles. Our work with the university has helped with our nitrogen issues.

Do you see new issues on the horizon?

Pace: I'm a member of the State Onsite Regulators Alliance (SORA). The trend is to go green and people want to do things on their own. We've been getting a lot of questions and curiosity from citizens about graywater and water reuse. We don't allow graywater systems in Oklahoma, so I'm sure that's something we'll have to look at in the near future. We haven't done any work on that, but when we do we can use our partnership with Oklahoma State.

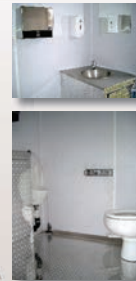
Warden: Reuse of water isn't popular right now, but they've done it quite successfully in California with very little opposition. It's a real issue and it's going to have to happen. ■

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Michigan Proposal Would Create Statewide Septic Regulations

By Doug Day

A set of bills to set a statewide regulation for the estimated 1.3 million septic systems in Michigan has been introduced in the Legislature. House Bill 5732 would establish the regulations, including a time of transfer inspection. Under the proposal, local health departments could set standards stricter than state law. House Bill 5733 would appropriate \$3 million to pay for the program and the development of a database of septic systems. The program would be supported by user fees, which would also provide funding to support homeowners who can't afford to repair or replaced systems. Supporters of the bills say there are about 130,000 failing systems in the state, but only 11 of the state's 83 counties have programs to detect failed or failing septic systems. The bills are the work of Democrats Gretchen Driskell and Julie Plawecki, the latter of whom died after the bills were introduced.

Saskatchewan

An extensive survey by the Saskatchewan Onsite Wastewater Management Association has provided a long list of recommendations to the Ministry of Health on the province's onsite wastewater program as it considers changes to its regulations. Among the 27 recommendations, SOWMA calls for a training and certification program for installers, required soil sampling at the restricting and limiting layers rather than basic site and soil evaluation, monitoring ports at each end of the system, high-level alarms, and GPS locating information on the permit application. It also calls for increased setbacks, fines and penalties to serve as a deterrent, effluent filters on all systems, development of a best practices protocol for inspections, a central database and training for local health officers.

Georgia

According to *The Septic Times* newsletter of the Georgia Onsite Wastewater Association, 735 contractors have maintained their certification since the state first required it in 1999. In 17 years, 5,876 contractors allowed their certifications to lapse and are no longer certified and 3,658 companies have come and gone. In June, the newsletter reported there were 1,017 certified installers, 316 contractors certified for pumping, and 615 who are certified for both.

New interpretation of a longstanding septic system siting rule is causing concerns in the 13 Georgia counties that make up the Department of Health's District 2. Smaller lots established prior to 1984 have been grandfathered from minimum requirements on lot size and setbacks. Though there have been no law or regulation changes, the health district has "clarified" the minimum requirements. An installer said a 1-acre lot that could hold a three-bedroom home under the old interpretation would now be limited to two bedrooms. The local Habitat for Humanity program has also expressed concern because most of the properties it acquires for low-income housing are grandfathered lots and said meeting the increased standards would make the homes unaffordable.

Minnesota

The Minnesota Pollution Control Agency has been monitoring lake transparency for about 40 years. In a report issued in June (using the latest data from 2014), of those lakes showing trends one way or the other, 25 percent had decreasing transparency while 75 percent were showing increasing clarity, an indicator of improved water quality. The agency found a link between phosphorus levels and transparency, and a link showing that those lakes with improved transparency also had ongoing watershed restoration and septic system upgrade programs.

www.pca.state.mn.us/water/secchi-transparency-trends-minnesota-lakes

Nova Scotia

A 12-year-old girl's water quality project for school has led to an agreement between Nova Scotia Department of Environment and the community of Lunenburg to replace 600 straight pipes that carry a daily flow of 158,500 gallons of raw sewage directly to the LaHave River. Local officials say they've been trying to get the province to address the problem for more than 20 years. An elementary school project by Stella Bowles renewed interest in the issue and resulted in a \$17 million project under Infrastructure Canada's Building Canada Fund. Lunenburg will oversee installation of septic systems for each home, and own and maintain the each system for six years before turning it over to the homeowner. It's expected to cost each homeowner \$12,000 to cover unfunded costs, which will be repaid through property taxes over six years.

Ohio

As Lucas County, Ohio, assesses the condition of septic systems in the county, it is also offering \$300,000 in grants to repair or replace them. With 13,000 septic systems in the county, 544 have been assessed through mid-July in the voluntary program, with 28 percent lacking risers that allow homeowners to pump and maintain their systems. For repairs and replacement, the grant will cover the full cost for those at or below 100 percent of the poverty level. Those at 200 percent of the poverty level are eligible for 85 percent reimbursement, and 50 percent is available for those at or below 300 percent of the poverty level.

Oregon

The Oregon Department of Environmental Quality is offering assistance to those who need to repair or replace their septic systems. As of last May, DEQ had \$250,000 for low-cost loans to help prevent the estimated 6,000 failed septic systems identified annually. State officials say it is a start, but that they really need around \$6 million. ■

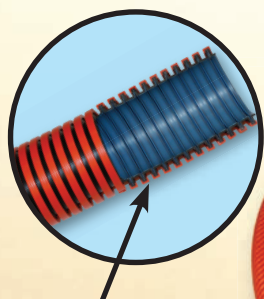
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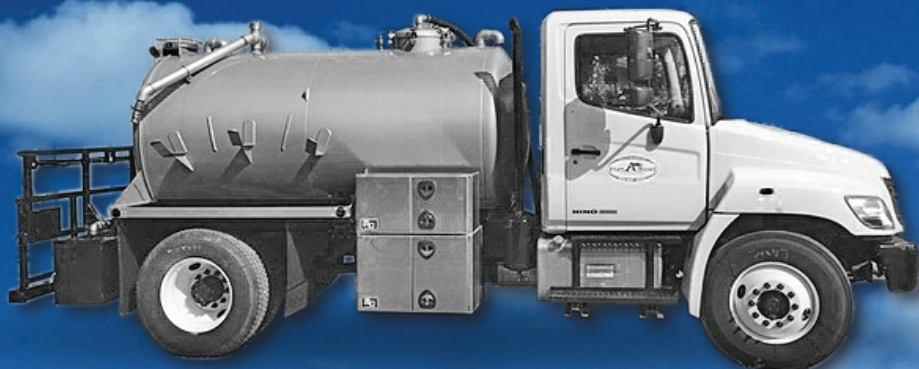
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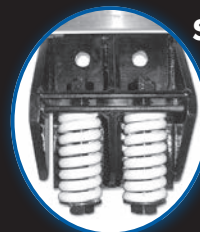
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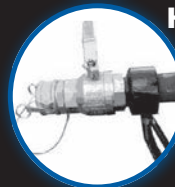


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Illegal Dumpers Give Everyone a Bad Reputation

Washington state pumpers are fighting back from the media firestorm surrounding one waste hauler's misdeeds **By Ken Wysocky**

Guilt by association is more than just a tired cliché. Just ask Jeff Wilson, the former owner of TPI Portable Toilets and Septic Tank Services, based in Longview, Washington, located in the state's southwestern corner, just across the Columbia River from Oregon.

Wilson says septic service and restroom contractors in the Longview area have been tainted by publicity surrounding the federal court conviction of a contractor on charges of illegal waste dumping. Ray Caldwell — the owner of All-Out Sewer and Drain Service Inc. in Longview — and the company itself were found guilty of multiple counts of violating of the Clean Water Act, mail fraud and making false statements.

Federal prosecutors had alleged that Caldwell and the company illegally dumped more than 2 million gallons of septage, grease-trap waste and industrial wastewater into municipal sewer lines during a 4 1/2-year period. And in the process, he evaded hundreds of thousands of dollars in disposal fees. In spring 2014, a federal judge sentenced Caldwell to 27 months in prison and fined him \$250,000. He has since served the sentence and was released earlier this year. Caldwell's business partner, Randy Dingus, was also found guilty of one count of illegal dumping and was sentenced to 30 days in jail and fined \$15,000.

Repercussions from the incident continue to ripple through the septic and portable restroom community, says Wilson, who founded TPI in 2004, and sold it to United Site Services earlier this year. Although he sold the pumping business, Wilson remains committed to changing local septic rules to promote better enforcement over proper dumping. He says it's important to protect both the pumping contractors who follow rules and the general public entitled to a cleaner environment.

Restoring credibility with local customers is a challenge for local pumpers, according to Wilson, who explains how area pumpers are dealing with the fallout from the two incidents.

Pumper: How have pumpers been affected by these incidents?

Wilson: Well, they want to be known as professionals. But the market is contaminated with prejudice. Paying customers now seem to think that all drain and sewer companies are bad — that "They're all dumping where we're not supposed to dump." Professional credibility is now jeopardized.



Jeff Wilson is the former owner of TPI Portable Toilets and Septic Tank Services LLC, Longview, Washington.

About 50 percent of the people who called (before he sold the business) asked for a discount. They usually said, "You're just going to dump it illegally anyway." The sarcasm and jokes are constant.

Plus, people are resistant to pricing because the other company was low-balling their prices — they didn't have the same disposal expenses as the rest of us, as well as other related costs of doing business, so they could charge significantly lower rates. It put everyone else at an unfair disadvantage. Companies like mine could never be the top dog in the market because we weren't the cheapest. And pricing is very important to consumers when customers decide to hire someone to pump out their tanks.

“ I believe that competition is the American way. ... Depending on the size of the pie, there's room for everyone to meet the needs of customers. And honest and good professionals are always looking for more ingenious ways to better serve customers. ”

— Jeff Wilson

Pumper: How did you justify your rates to these price-resistant customers?

Wilson: We explained that we have to account for disposal costs. And pay licensing fees and taxes, too. To operate in Oregon, each truck must be licensed (for a fee), plus you have to pay for a state operating license and for a septage management plan, which essentially is a license to haul septage. You're several tens of thousands of dollars ahead if you don't pay those fees.

Pumper: How do pumpers counter people's perception that they're no different than illegal waste dumpers?

Wilson: They have to keep reinforcing to customers that they're a law-abiding company that provides

legal and honest services and pays taxes and fees. That's the American way. Some customers asked for photocopies of (waste disposal) documents, which we gladly did ... it's actually the customer's file, anyway. It's routine.

Pumper: Did anything good come out of this situation?

Wilson: The incidents forced local regulator agencies to take a look at existing laws for loopholes. So I think we now have quicker enforcement and more ability to act and remedy wrongs. But I'd like to see stronger laws, too.

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Pumper: It sounds like you wouldn't have any problem turning in illegal operators yourself?

Wilson: Not at all. You have to turn in bad eggs because so many have worked so long and so hard to eke out livings and get good at what they do. And we should expect all professionals to act in accordance with ethics and comply with all local, state and federal laws. There are so many mom-and-pop operators in this industry, and when someone operates illegally, it puts (other operators) at a competitive disadvantage — and possibly even puts people out of business.

Pumper: How are competing pumpers building good relationships today?

Wilson: I believe that competition is the American way. ... Depending on the size of the pie, there's room for everyone to meet the needs of customers. And honest and good professionals are always looking for more ingenious ways to better serve customers.

Pumping professionals lean on each others' expertise and ask for help in times of need. Sometimes pumpers get so busy they just can't do a particular job, but still want to help that customer fix their problem, so they hook the customer up with another company. Good competitors and good relationships are necessary in order to do that. ■

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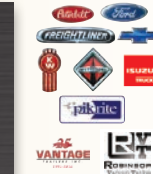


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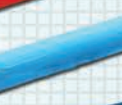
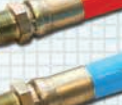
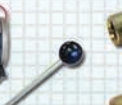
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Inspector Training Coming to the 2017 WWETT Show

By Dhru Bhatt

The National Association of Wastewater Technicians is working to bring the long-established and sought-after NAWT Inspector Training Course to the 2017 Water & Wastewater Equipment, Treatment & Transport Show in Indianapolis. The workshop will be presented in a one-day format. It will cover the same nationally recognized inspection training and protocol as other formats. The WWETT Show will be held Feb. 22-25 at the Indiana Convention Center.

The course starts with an overview of how an onsite wastewater treatment system functions. The NAWT inspector protocol will be covered so individuals learn how to evaluate all the components of an onsite wastewater

treatment system. Participants new to the industry will gain valuable basic information about onsite systems. Even participants with a long history in onsite wastewater treatment systems will find the information valuable and pick up a few new ideas.

The interaction between participants with an onsite industry history and those just beginning always adds an element of on-the-job understanding through the class discussions. The focus of the course is on residential systems, but some of the topics are easily transferred to other types of uses including restaurants and schools. The course is worth eight-hour CEUs for the NAWT Inspector Training Course or any other NAWT certificate that the participant may hold.

Inspections are the starting point for all operation and maintenance and having a respected, standardized protocol to begin with enhances customer service. Installers will gain an appreciation for properly installed systems by understanding that access to systems for pumping, inspecting and servicing is vital to long-term sustainability of the system.

Designers and engineers will discover what the impact of their designs will have on the ability to properly inspect, service and maintain their systems. Regulators will learn about the basic functionality of the systems they regulate and the inspection protocol that is used to evaluate them. Having a better understanding of the system allows regulators to be better stewards of the systems they regulate and the communities they serve. ■

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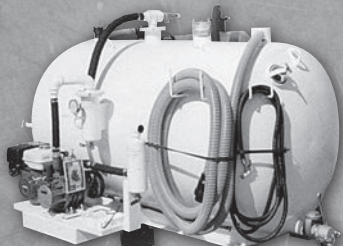


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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

Is the Time Coming to Process Your Own Septage

Rules governing septage stabilization and acceptable soil and site characteristics for land application may eventually derail your disposal practices By Jim Anderson, Ph.D.

Pumpers and haulers who land-apply septage have long been aware of the need to stabilize loads with lime. Alkaline stabilization is the addition of lime to septage solids either before or after dewatering. This is to raise the pH of the septage to 12 for a period of 30 minutes as a pathogen- and vector-reduction strategy. Stabilizing septage before land application gives the pumper more options in terms of the length of time or need to incorporate the septage into the soil, as well as more options on the use of crops from the application site.

Now a recent study funded by the Water Environment Federation may offer an added benefit to septage pumpers. The study itself focuses on sludges derived from wastewater treatment plants in North Carolina, with the aim to establish some baseline values for phosphorus (P) levels that could then be used to evaluate the risk associated with land-applying those materials and phosphorus runoff and leaching.

Up until now, meeting the U.S. Environmental Protection Agency Title 40 Code of Federal Regulation Part 503 Rule required biosolids (including septage) to be applied on a crop nitrogen (N) need basis. Maximum septage application rates are determined based on crop nutrient use. The problem is that N levels in septage — due to handling and processing — are relatively low. This means that the ratio of N to P in septage is virtually 1-to-1, which means on a given site additional P is being added, which accumulates in the soil over time. Excessive algae growth and surface water eutrophication may be a result if the P moves out of the soil or offsite due to erosion and ends up in surface waters.

TOUGHER RULES

This has led some states to look at watersheds to determine whether they are sensitive to P additions, and then institute additional requirements in terms of animal manure applications as well as other biosolids including septage. If application rates of septage are controlled by high soil test values and total P values in soil and septage, application rates of septage to cropland would be reduced and require more sites and more acres to land-apply septage.

Research primarily directed at manure applications has identified that it is not so much total P that controls whether the P in land-applied materials is a problem, but that portion of total P that is soluble in water, called water-extractable P (WEP). This makes sense because this would be the fraction that could be incorporated into surface runoff as well as being subject to leaching through the soil profile, which can ultimately find its way into nearby surface waters.

The other major pathway would be loss of soil particles and P due to soil erosion, which can wash into surface waters, resulting in the soluble fraction being available for algae growth. This is one of the reasons that erosion control measures are generally required for any land application site.

There's one additional reason to be aware of these developments if you are using land-applied septage as a part of a farming operation and are requesting federal assistance of any type through the Natural Resources Conservation Service. A nutrient management plan is required for the site and in those sensitive watershed areas some type of P assessment is required. The type of tool used to make this assessment varies from state to state but will be based on some type of P index system tied to soil test values and P additions along with crop requirements.

Through alkaline stabilization, the amount of WEP is reduced. This is probably due to the formation of calcium-phosphate precipitation and absorption with the added lime material as well as within the soil. Just adding the lime as a slurry also adds a dilution factor that decreases the amount of total P along with the soluble P. When P is bound within the calcium phosphates, it is not available for leaching and is relatively insoluble.

SOIL AND SITE SCRUTINY

There is one large caution: Even though it looks like using lime to stabilize the septage also helps reduce the availability of phosphorus and helps to tie the P up long term, we are not totally off the hook. In particular, under acidic soil conditions, calcium-associated P in alkaline-stabilized materials will slowly solubilize, presenting an increased runoff risk prior to being transformed into more stable iron and aluminum phosphates within the soil profile.

Evaluation of soil and site characteristics for land application will become much more important and come under more scrutiny in sensitive areas. As I mentioned earlier, land application of septage based on both P and N may decrease overall application rates, reduce the number of fields eligible to receive septage, and shorten the time it can be applied. This may make land application more costly and difficult.

Depending on your region, this may be another reason to consider developing a stand-alone sewage treatment facility, either through your own business or in partnership with others. As the cost of land application rises and access to municipal sewage treatment plants is further curtailed, establishing your own facility may become more economically viable. In addition, with additional processing the problems due to P can be mitigated, while still supplying a beneficial soil amendment. ■

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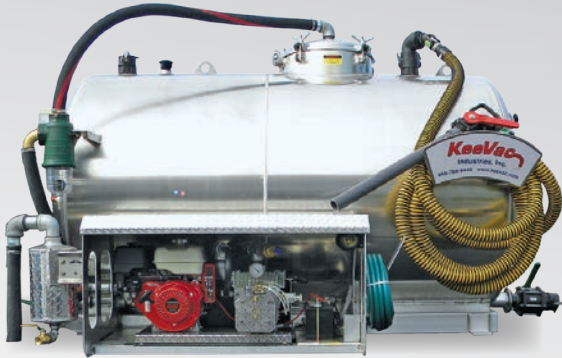
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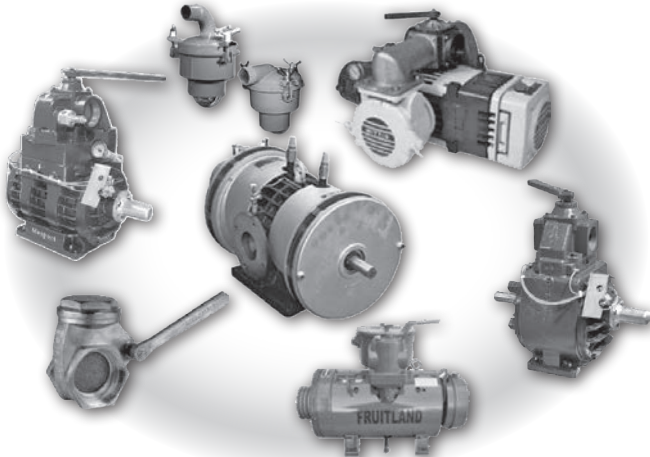
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The Polylok PL-250 Effluent Filter is Designed for Large Flows

By Craig Mandli

Many home construction projects are being supersized, but septic system components aren't necessarily designed to handle the increased wastewater flow typical in houses with four or more bedrooms. Seeing that gap in the industry, Polylok focused on the company's heavy-duty PL-250 effluent filter at the 2016 Water & Wastewater Equipment, Treatment & Transport Show.

The PL-250 is designed to handle up to 3,000 gpd of flow with 250 linear feet of filtration. According to Charlie Brix, the company's vice president of development, the filter meets a growing need in the industry.

"It's a filter that's going to handle your larger residential flows without any problem," he says. "Its 250 feet of filtration media filters from the outside through, allowing it to keep a lot of solids out of the system."



Left: Betsy Chaffet, right, a sales associate with Polylok, points out features of the PL-250 effluent filter to a 2016 WWETT Show attendee. The unit is designed to handle up to 3,000 gpd of flow with 250 linear feet of filtration.

Right: Chaffet shows the filter media inside the PL-250 effluent filter. (Photos by Craig Mandli)



The filter was introduced to the market in spring 2015. During a 1 1/2-year research and development period, the

company tried several different configurations before finding the design that performed the best. According to Brix, the feedback the company has received from installers already using the filter in the field has been overwhelmingly positive.

"Installers are telling us that the filter is handling large flows in homes and even some light commercial applications without any problem," he says. "I'd say it was a very good first year for the PL-250."

Brix says that operation of the filter is very similar to the company's long-popular PL-68 effluent filter. The biggest difference is in capacity, as the PL-68 is designed to handle flows up to 800 gpd.

"The PL-250 is basically the PL-68 on steroids," Brix explains. "It is something we recommend for any larger home or home that sends a high waste flow into the septic system. You can never be too careful."

Like the company's other filters, installation is easy, according to Brix. The filter is removed with a quick twist. Because it locks in place, it will stay in place with no danger of floating, keeping the system protected, he explains. The housing is constructed of a polyethylene and all filters are designed with functionality and longevity in mind.

"This product allows for the biggest waste flow of anything in our product line," Brix says. "It is very durable, and intended to last a long time."

Polylok is a longtime exhibitor at the WWETT Show, and Brix says it's always his company's biggest show of the year. The company is already hard at work coming up with innovations to present at the 2017 show, he says.

"We'll be back with a few brand-new bells and whistles for sure next year," he says. "You have to grow to compete in this industry, and we're all about that." 877/765-9565; www.polylok.com. ■

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Continental ContiTech expands partnerships

ContiTech will supply industrial hoses, hydraulics and power transmission belts to Applied Mexico and subsidiary RODENSA Mexico. Applied Mexico is one of the largest industrial distribution networks in Mexico with 22 facilities.

JWC Environmental names senior vice president

JWC Environmental promoted Greg Guard to senior vice president of global sales. He will direct global sales initiatives and strategies.



Greg Guard

Jetstream of Houston celebrates 40th anniversary

Jetstream of Houston celebrates 40 years in the industry this year. Founded in 1976, the company focuses on providing customers worldwide with a range of high-pressure waterblasting equipment, trailer-mounted pumps and accessories.

Curry Supply Company expands parts distribution

Curry Supply Company, a manufacturer and distributor of commercial service vehicles, expanded its parts and components distribution network with the completion of a 32,000-square-foot main parts distribution facility in East Freedom, Pennsylvania. The expansion allows for a larger in-stock parts inventory for all makes and models of on- and off-road water trucks, fuel/lube trucks, rail gear trucks, vacuum trucks, winch trucks, lube trailers and lube skids.



Ed Wodalski

COLE Publishing editor Ed Wodalski passes away

Ed Wodalski, longtime contributor and editor with COLE Publishing, passed away suddenly on Sept. 21. He was 64. In addition to his writing contributions, Ed held many roles at COLE, including primary proofreading and coordinating national photo shoots and assignments. Most recently, he was the print and digital editor for *Plumber* magazine, and also oversaw the product and industry news for nine COLE publications. "Ed was not only a loyal contributor to the COLE team, but a mentor, family man and friend. He will be deeply missed," said Jeff Bruss, president of COLE Publishing. Ed is survived by his wife, Dawn; son, Michael; daughter, Nicole; and three grandchildren.

Wabash names sales director, manager

Wabash Aviation and Truck Equipment named Doug Twyford director of sales. He will lead strategic growth for the company's Garsite and Process Tank brands. Neal Ropp was named sales manager for parts and service. He will focus on improving distribution reach and responsiveness.

Wastequip adds McNeilus to dealer network

Go To Parts, Wastequip's OEM parts division, has entered an agreement with McNeilus Truck & Manufacturing. The agreement adds McNeilus as a Galbreath parts dealer in Texas, California, Arizona, Nevada, Colorado and Oregon.

Federal Signal expands service center

Federal Signal Environmental Solutions Group completed the expansion of its FS Solutions service center in Leeds, Alabama. The facility houses all operations related to parts, Jetstream support, blower rebuild and shipping. The expansion includes a truck loading dock and improves efficiency of inventory handling, shipping and parts pulling by 25 percent.



Isuzu opens Center of Excellence training facility

Isuzu Commercial Truck of America opened its first Center of Excellence in northeast Pennsylvania. The complex includes a 100,000-square-foot parts distribution center and 30,000-square-foot training and technical assistance facility.

Grundfos Pumps names GM

Grundfos U.S.A. named Jonathan Hamp-Adams as general manager. He will lead all sales organizations in the United States.

The Work Truck Show sets future dates

The Work Truck Show and Green Truck Summit return to Indianapolis in 2017 and 2018. The 2017 show will be held March 14-17 at the Indiana Convention Center. Dates for the 2018 show are March 6-9. The Work Truck Show features the latest vocational trucks, vans, vehicle components and equipment on a trade show floor covering over 500,000 square feet. The event includes an educational conference with over 60 sessions designed to help attendees improve operations.



Roth Industries breaks ground on \$6 million expansion

Roth Industries broke ground in July on a \$6 million expansion of its Watertown, New York, facility. The project will cover 27,000 square

feet, including installation of a new blow-molding machine, and will allow for the addition of at least 12 jobs. The new machine will add the capacity to produce product lines at the Watertown plant that are in prototype development. ■

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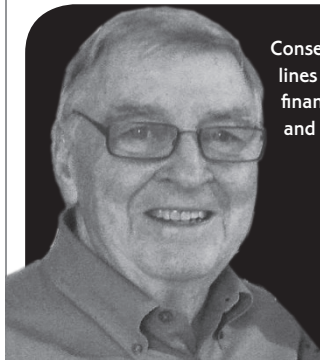
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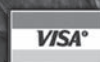


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By Craig Mandli

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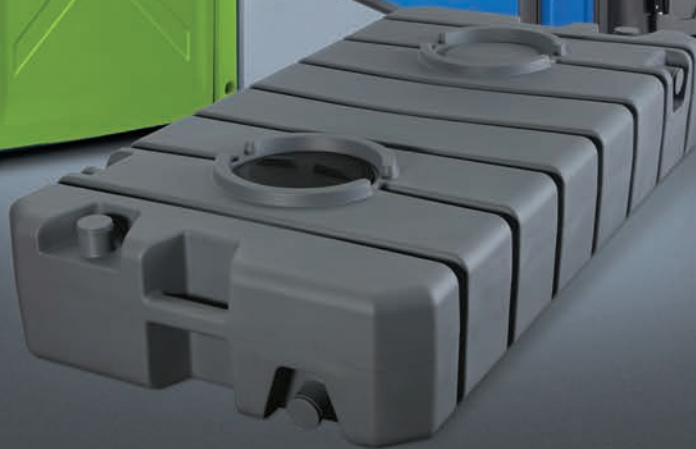
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enzymes that digest FOG and reproduce and spread throughout the system. Instead of breaking the FOG into smaller pieces, it is designed to eat away at the grease and prevent buildup in drains/sewers for a long-term maintenance application. For best results, apply the all-natural, non-caustic and nonpolluting product every two weeks. **800/844-4974; www.rootx.com.**

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Mighty Mike FOGHog tablets from **Scienco/FAST - a division of Bio-Microbics** are biological treatment enhancers designed to consume organic material, fats, oils, grease, urine and feces in constricted pipes, drains and pump stations. Environmentally friendly, each 1-inch-diameter tablet contains 25 billion Class 1 active organisms per gram to naturally break down solidified scum layers and promote FOG control on float switches and internals. They activate in both anaerobic and aerobic environments, and should be placed in the wastewater stream or directly under the scum layer. Use one tablet per 500 gallons per week if grease accumulation is constant. **866/652-4539; www.sciencofast.com.**



(continued)

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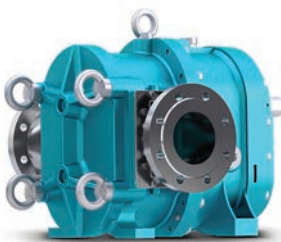
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AQUA-ZYME DISPOSAL SYSTEMS ADS 30-YARD ROLL-OFF DEWATERING UNIT

The **ADS 30-Yard Open-Top Roll-Off Dewatering Unit** from **AQUA-Zyme**

Disposal Systems can be filled with 22,000 to 25,000 gallons of grease trap waste at 1 to 2 percent solids in about two hours. After draining 24 hours, the unit can be picked up using a standard-capacity roll-off truck and transported for solids disposal. Sludge volume can be reduced by 80 percent, with reductions to 98 percent in BOD, COD, FOG and TSS. Effluent is clear. The unit has few moving parts, and the size of the filter media can be selected according to job requirements. Standard equipment includes a roll-over tarp system; side, floor and center screens; 1/4-inch floor plate; 7-gauge side plates; four door binder ratchets; eight drain ports; two inlet ports; and a long-handle scraper. The average life span is 12 to 14 years. It is also available in a 15-yard size. **979/245-5656; www.aqua-zyme.com.**



BOERGER BLUELINE

The **BLUEline** rotary lobe pump from **Boerger** is a self-priming, valveless, positive displacement pump used to convey grease, sewage, sludge and other highly viscous and abrasive materials. There are 21 pump models in six series, with pulsation-free operation, fully reversible rotation, dry-run capabilities and flow rates up to 7,500 gpm. They are stable and wear-resistant with a Maintenance-in-Place design that allows for all wetted parts to be easily replaced through the front cover without the removal of pipe or drive systems. The flexible, compact pumps can be truck mounted or stationary. **612/435-7300; www.boerger.com.**

CRUST BUSTERS AGITATOR

The hand-held power agitator from **Crust Busters** has an 80-inch shaft and two- or three-blade propeller designed to mix a 1,000-gallon septic tank in five minutes. Options include 2-, 4-, 6- and 9-foot extensions, and a short three-blade shaft that adapts to the two-blade unit. **763/878-2296; www.crustbusters.com.**



IN THE ROUND DEWATERING HORIZONTAL DEWATERING DEVICE

The horizontal biosolids dewatering system from **In The Round**

Dewatering has a stainless steel drum with perforated plastic tile lining. The drum is mounted on a roll-off frame for easy transport and unloading. Water trays allow containment of discharge water. An 18,000- to 25,000-gallon batch is mixed with polymer before being filtered in the rotating drum, driven by a 1/2 hp variable-speed electric motor with a heavy-duty chain and sprocket. The turning eliminates crusting and wet pockets to produce uniform, consistent results. The dewatered material dumps easily and the drum is self-cleaning. **317/539-7304; www.itrdewatering.com.**

NOZZTEQ SUPER GOBLIN GREASE EATER

The **Super Goblin Grease Eater** from **Nozz-Teq** adds four additional front jets and 10

rear jets to the original Goblin design for clearing grease and general cleaning. It has smooth-walled inner chambers designed to preserve the powerful laminar water flow generated by a pump or jetting truck. Preserving smooth flow means that it generates tightly focused, high-velocity jet streams that strip fats, oils and grease from pipe walls and move them efficiently downstream and out sewers. It is a sturdy 12 pounds of stainless steel with replaceable jet orifices, and is rated for 10,000 psi minimum burst. **866/620-5915; www.nozzteq.com.**



PARK USA GREASETROOPER GCS

The **GreaseTrooper GCS** from **Park USA** is an automatic interceptor wash system designed to clean grease and oil interceptors. As the grease trap is pumped, the automatic cleaning cycle goes into action and initiates high-velocity jet streams inside the tank that strip accumulated fats, oils and grease from interceptor walls, floor

and ceiling. All debris is suspended in the liquid waste for easy pumpout. The system incorporates automatic wash and rinse cycles directed by a logic controller. It can also monitor high grease and sludge levels plus communicate with the operator and pumper. It is compatible with all Park USA interceptors and can be retrofitted to existing units. **888/611-7275; www.parkusa.com.**

RECOVERE ESEP-SOLO

The **ESep-Solo** stand-alone trap grease-handling system from **RecoverE** can be installed indoors or outdoors. It accepts as-pumped grease from the interceptor and separates it from water and most solids by an energy-efficient, two-stage process without additives. The brown grease is recovered as a pasteurized, low-water biosolid, which has value as a bioenergy or chemical resource. It operates as a closed system, simplifying odor management. The base system can economically reduce 30,000 gallons of as-pumped grease daily to about 500 to 1,000 gallons of solid, separated grease. The system is flexible and expandable, and can serve as headworks for septage receiving. Site requirements include a support pad (or building), basic utilities, a receiver for the separated grease, and means for wastewater and solids disposal. **269/271-4977; www.recovere.biz.**



GREASE-HANDLING EQUIPMENT

SCREENCO SYSTEMS MEGA SCREEN

The **Mega Screen** septic receiving station from **Screenco Systems** has 40.5 square feet of screening area, fed by a 6-inch inlet with dual fan spreaders. The front screens are virtually self-cleaning, processing up to 1,000 gpm. The dual screen design is non-mechanical and uses gravity to separate trash from the waste stream. The unit is constructed from aluminum with stainless steel 3/8-inch-gapped bar screens on opposing angles, meeting the 503 regulations for septic screening. It can be set up with a single 6-inch inlet hose or two 4-inch inlet hoses capable of off-loading two trucks simultaneously. It will not plug with rags or hair, and simple raking to the trash drain tray with the custom tools provided makes for a simple clean-out. Built-in forklift skids make it portable. An OSHA-compliant catwalk is included. **208/790-8770; www.screencosystems.com.**



TERGO ENVIRONMENTAL FOG XTRACTOR

The **FOG Xtractor** from **Tergo Environmental** is gravitational grease separation equipment that uses Btu from brown grease, eliminating energy costs. Benefits include increased cycle speed (processing up to 80,000 gpd of grease), no use of additives or

chemicals, and a low operating cost. It can help eliminate downtime and maintenance costs associated with grease trap waste receiving. The quality brown grease extracted from the unit is sold or used to fuel the FOG Xtractor burners as well as enhance methane production in anaerobic digesters. The unit is available in small, medium and large sizes to scale to any operation. **941/549-4971; www.fogxtractor.com.**



WESTMOOR CONDÉ PROVAC

The **Condé ProVac** preassembled industrial liquid waste pumping system from **Westmoor Ltd.** is designed to promote efficient grease trap pumping. The unit is quiet and lightweight and pumps at 120 gpm. Flip a switch to start the unit in vacuum mode for pumping. The built-in exhaust deodorizer keeps odor at a minimum. Flip the switch to pressure mode for off-loading. It can be used to service locations not suitable for large vacuum truck hoses, including indoor or remote difficult-to-access jobs. **800/367-0972; www.westmoorltd.com.**

GREASE INTERCEPTORS

BIO-MICROBICS FOGHOG

The **FOGHog** grease trap from **Bio-Microbics** is a simple, lightweight, durable, noncorrosive and efficient indoor device used to remove fats, oils and grease from high-BOD wastewater. It can be installed under a sink for single-point use, or anywhere in the piping schematic prior to an onsite wastewater treatment system or sewer (ideally closer to the sink drain, so FOG doesn't solidify in the pipe). Several options are available sized by gpm flow from 20 to 100 gpm to help detain 95 percent of fats, oils and greases at the source of contamination. Grease traps should be properly cleaned, with disposal of FOG by a licensed hauler at least every three months, while clean-out frequency will vary. **800/753-3278; www.biomicrobics.com.**



IPEX AMERICA ENDURA 25XT

The **Endura 25XT** grease interceptor from **IPEX America** leverages the use of structural foam (injection) molding, building in inherent strength but reducing comparable weight. This allows the removal of structural ribs on the outside of the tank, making for a smooth exterior surface and easier cleanup. The cover incorporates corner pry points to aid cover removal, reducing the risk of damage to the tank or cover, and profiled finger details adjacent to the latches, allowing no-tool access to the interceptor. They offer increased grease removal efficiency than previous models, with a more compact, narrower format, also using a one-piece stackable modular riser extension for simplified installation. **888/461-5307; www.enduragreasemanagement.com. ■**

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PATENT PENDING

CASE STUDIES

Grease Trap Service and Disposal

By Craig Mandli

GREASE DIGESTER HELPS KEEP RESTAURANT DRAINLINE CLEAR

Problem: The owner of a Menasha, Wisconsin, restaurant saw his system backing up into the three-compartment sink every five weeks. The drainline would be plugged and the restaurant would close early to clean up the foul-smelling mess. This resulted in a loss of business and compromised sanitary conditions.

Solution: Speedy Clean Drain and Sewer completed a thorough cleaning of the 50-gallon indoor grease trap. They installed one **Trap-Cleer** dosing pump injection system from **Lenzyme/Trap-Cleer** into the mainline located under the three-compartment sink feeding into the grease trap. Liquid Trap-Cleer was dosed in at 2 ounces per evening. It is designed to keep the system flowing properly and consume much of the grease, extending the time between clean-outs and servicing.

Result: After several months the system continued to operate normally. Only a small amount of grease built up in the trap. The restaurant hasn't shut down and the odors disappeared. The trap required pumping after eight months. Based on a recommendation to clean the system when the grease level reaches one-third capacity, the restaurant scheduled cleanings on a four-month interval. **800/223-3083; www.lenzyme.com.**



GREASE DIGESTER SOLVES ODOR ISSUES AT GOLF COURSE

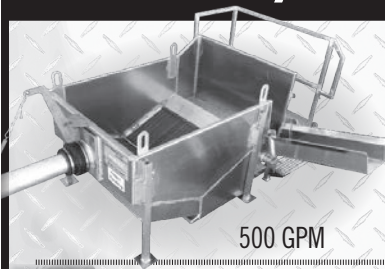
Problem: Foul odors were emitting from three combined sewer manhole units 25 feet away from the 18th green and 75 feet from the outside dining facility of a Detroit-area country club. The combined sewers had grease, food waste, sludge and human waste multiple feet thick. The area downstream had to be pumped regularly by the municipality. Members and guests alike were offended by the odor, which was also present inside the clubhouse.

Solution: The Eco-Drain System Company stepped in with a protocol designed to eliminate the problem using a **BioForce Heavy Duty Grease Digester** from **Chempace Corporation**. The sewers were dosed daily in addition to treatment in the building interior.

Result: After 10 days, less water and less sludge was reported in the sewers. The odor was also dissipating. A visit 45 days later confirmed the solution was working. **800/423-5350; www.chempace.com.** ■

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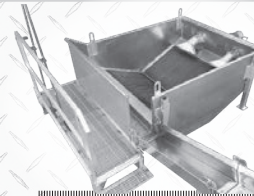
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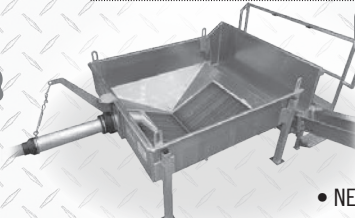
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in the
SPOTLIGHT
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LUNARGLO SOLAR VENT FAN MOVES 20 CFM OF AIR

The **LunarVent** solar-powered vent fan from **LunarGlo** is designed for portable restrooms with a 4-inch exposed vent pipe.

The vent fan is capable of removing up to 20 cfm, delivering a constant flow of fresh air. The fan can run up to 50,000 continuous hours, operating only during the day when it is most needed, even on moderately cloudy days.

"It's designed to function as a constant-velocity air evacuation system that promotes constant flow of fresh air through the holding tank and out the vent pipe," says Rex Barton, product designer and RJ Products co-owner. "The solar cell on our fan unit drives the fan motor directly — there are no battery packs or anything else."

The vent fan is made to be easy to install and replace, Barton says. "It's not permanently mounted. You just reach up and slide this thing over the pipe," he explains.

To enhance the user experience, Barton recommends adding a scented biscuit attached to the grill at the top or bottom of the portable restroom.

"We hang one of those scented biscuits on the vent inlet side of the portable restroom where the fresh air comes in, so it draws air past that scented biscuit, but it's constant," he says. "The people that we have tested this with come out of the portable restroom saying, 'Oh my gosh, it smells nice in there. I've never been in one that smells nice.'" **574/294-2624; www.lunarglo.com.**

LIBERTY PUMPS NIGHTEYE APP

The NightEye wireless-enabled product app from Liberty Pumps links alarm and performance information to a mobile device via text, email and push notifications. Up to four phone numbers can be connected to the account, and can be contacted worldwide. The app is free to use with compatible pumps and is available for iOS and Android. **800/543-2550; www.libertypumps.com.**



RIDGID STRAPLOCK PIPE HANDLE

The RIDGID StrapLock pipe handle is designed to simplify the installation, maintenance and handling of large-diameter plastic pipe. The handle grips plastic pipe from 3 to 8 inches in diameter with its rapid size adjustment. For use in tight quarters and wet conditions, the handle allows force to be applied in all directions. **800/769-7743; www.ridgid.com.**



BALDWIN FILTERS PF9924 FUEL FILTER KIT



The PF9924 fuel filter kit from Baldwin Filters is designed to prevent loss of fuel prime from improper venting in filter systems. The air vent tube system in the filter kit evacuates trapped air from fuel systems, reducing cranking time. Filters meet or exceed factory specifications for efficiency and contaminant removal. **800/822-5394; www.baldwinfilter.com.**

WORKSAVER SKID-STEER LOADER ATTACHMENTS

Worksaver adapters connect skid-steer-type attachments to Kubota loaders with pin-style buckets.

One adapter is designed for Kubota models LA504 and 534, while the other fits the LA524 and 525. Both adapters are built to the universal skid-steer standard. **217/324-5973; www.worksaver.com.**



THE DIRTY BIRD SEPTIC VENT CONCEALER

The septic vent concealer from The Dirty Bird is designed to meet U.S. Environmental Protection Agency ventilation regulations. Made from polyethylene, it measures 32 by 23 inches at the basin and can be topped with a birdbath, sundial or other accessory. **866/968-9668; www.thedirtybird.com.**

RANGER DESIGN SEAT COVERS

Stain-, tear- and wear-resistant seat covers from Ranger Design are made to fit popular commercial vans. Constructed of heavy-duty Cordura fabric for puncture and tear resistance, the seat covers are urethane-coated for additional protection against fluid spills and stains. The seat covers are machine-washable and can be installed in less than 30 minutes. **800/565-5321; www.rangerdesign.com.**



WATER CANNON ELECTRIC PRESSURE WASHER PACKAGE

The electric-powered Jetter Package pressure washer from Water Cannon delivers 2 gpm and 1,500 psi. The low profile and compact hand-carry version includes a 150-foot by 1/4-inch Piranha jetter hose, a 50-foot by 1/8-inch trap hose, ball valve, pulsation valve on demand and four stainless steel jetter nozzles. The pressure regulator can be adjusted from 150 to 1,500 psi. **800/333-9274; www.watercannon.com/catalogrequest.aspx.**

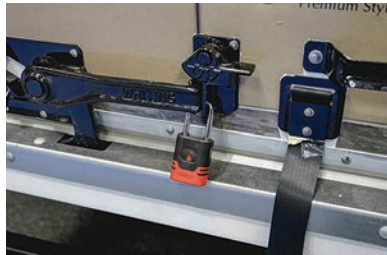


MILWAUKEE ELECTRIC TOOL WORK GLOVES

Job site work gloves from Milwaukee Electric Tool Corp. feature touch-screen-compatible material on the fingertips, palms and knuckles. The gloves are available in Free-Flex and Performance models as well as Performance Fingerless gloves for added dexterity when handling small objects. The palms of the fingerless gloves are padded and reinforced. All three gloves have a reinforced thumb seam and hook-and-loop closures for a secure fit, breathable lining and mesh backing to wick away moisture. A terry cloth wipe on the backside provides a place to remove sweat. Sizes range from small to XXL. **800/729-3878; www.milwaukeetool.com.**

STRATTEC SECURITY IGNITION-KEY PROGRAMMABLE PADLOCKS

BOLT locks from Strattec Security feature one-key lock technology that enables the lock to be opened by a single ignition key. The BOLT product line includes padlocks, receiver, coupler pin, cable and toolbox locks that are permanently programmed the first time the ignition key is inserted into the lock cylinder. Designed for heavy-duty work trucks, including Pro Star, International 4000 Series, International Terra Star, Mitsubishi Rader, Sterling Condor, Volvo VN Series, as well as Freightliner Century and Columbia models, the locks can be used to secure tools, gear, trailers and other valuable equipment. Features include an electroless nickel-plated steel pin or shaft/shield, stainless steel lock shutter, protective rubber shell and six-plate tumbler sidebar that prevents picking and bumping. **844/972-7547; www.boltlock.com.**



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The WA320-8 wheel loader from Komatsu America Corp is designed for any application from pallet handling to hard digging. The wheel loader features an easy-to-control

hydrostatic transmission and a 165 hp Tier 4 Final engine, which lowers fuel consumption by up to 3 percent in V-cycle loading and 2 percent in load and carry applications. **847/437-5800; www.komatsuamerica.com.** ■

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BUSINESSES

Midwest-based Portable Sanitation Rental/Leasing Company for Sale. Founded in 1957, large commercial/industrial focus, service area comprised of three states. 2016 estimated revenue \$1,900,000. For more information contact Mr. Robert P. St. Germain, rstgermain@cfaw.com, 614-476-2291. (P11)

WIND RIVER ENVIRONMENTAL is actively seeking opportunities to acquire companies in the septic, grease, waste hauling, drain cleaning and commercial plumbing service lines on the East Coast. Join a winning team! Check us out at www.wrenvironmental.com. Email Dave@Klineservices.com or call my cell at 717-587-1909. (PBM)

FOR SALE: PORTABLE TOILET BUSINESS. Lucrative portable toilet business for sale in the Atlanta Metro area. Seven service trucks, two delivery trucks, approx. 50 sinks, 50 handicap units. Approx. 900 units currently out in the field. For more information call 678-758-8217. (P12)

Portable restroom business for sale in Mid-coast Maine. Loyal customer base for 20 years. All equipped. \$125,000. Serious inquiries only. Call 207-449-8741. (P12)

Established portable toilet business for sale in Colorado. Summit County and surrounding areas. Includes toilets, handicap units, hand-wash sinks and service truck. Call for more info. 970-725-0126. (P11)

Looking to start your own septic tank business in Florida? I can help. Have license, will sponsor. Call 931-277-5541 or 931-248-1284. (PBM)

Grease Trap Sales and Service Company for sale in Central Connecticut. Includes 2007 Mitsubishi flatbed truck with 400-gallon tank plus freshwater tank and hoses, portable aluminum grease pump-out unit, all required equipment, and all service agreements. This is a turnkey business ready to go. Great opportunity for motivated person. Serious inquiries only. Email greasebiz@icloud.com (P11)

For Sale: Very reputable portable restroom company of 25 years. Main office in Edinburg/McCook, TX and yards in Cotulla, TX and Cuero, TX. For more information, price and what's included, please call 956-842-3603. Sale due to owner's retiring. (P11)

Well-established septic business - East Central Indiana. 40+ years, septic & roll-off trucks, 100+ restrooms. Gross \$450K. Building lease available. Looking to retire. Call 765-489-5559. (P11)

Connecticut-based restroom trailer business for sale. Successful, growing business in it's 11th year with many repeat customers and events. Consistent revenues in \$600-800K with 2015 operating income of \$175K. Incredible upside potential in a very lucrative market! Units are currently kept in Southern CT, with business coming from throughout the New England market. Included in the transaction: Thirty (30) assorted trailers (ten-stalls, shower trailers, ADA accessible, two/three stalls), three delivery trucks, training, dependable work force, website domain and management team open for transition period. No existing porta-potties or sanitation. A great add-on addition to your business or a turnkey business for someone looking to enter the industry. Please contact Kelly at 203-520-4397 for serious inquiries only. (P12)

Established portable restroom rental business in Colorado mountains. Over 450 rental units. \$456,500 gross; owner net over \$275,000. Terms available. Mark Doran, Choice Business Opportunities, Ltd. Mark@choicebizops.com. (P12)

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Client: Project John (July 27, 2016)

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THE COMPANY:

- Midwest based
- Founded in 1957, is one of the first portable restroom companies in the U.S.
- Organized as an S Corp.
- Provides self-contained, portable sanitation products for rent or lease
- Services its products with related cleaning, provisioning and waste/septic hauling and disposal
- Large commercial/industrial customer focus
- Service area comprised of three contiguous states
- Seeks a third-party sale to a synergistic buyer
- Plans to re-invest sale proceeds into affiliated, non-competing, companies

THE FINANCIAL PERFORMANCE:

	2016E	2015	2014	2013
Revenues	\$1,900,000	\$1,892,583	\$1,923,655	\$1,736,365
Net Income ¹	312,327	570,923	209,155	19,330
Adjusted EBITDA ¹ - \$	496,482	698,983	447,363	329,181
Adjusted EBITDA - %	26.1	36.9	23.3	18.9
Note 1: Based upon direct costs only to approximate the incremental cash flow that would be enjoyed by a synergistic buyer supplying its own SG&A support.				

THE INVESTMENT ATTRIBUTES:

- Six decades long legacy of success
- Little competition in its market area
- Dominant market-share within the commercial/industrial segment
- 38% of revenues recurring in nature from long term contracts (i.e. ≥ 36 months)
- High revenue per service route mile via high density deployments
- Outstanding reputation and brand recognition in the marketplace
- Operating facilities leases available for assumption by buyer
- Management team willing to assist in a smooth transition

For more information about this opportunity, please contact:

Mr. Robert P. St. Germain, Managing Director & Principal
rstgermain@cfaw.com, 614-476-2291(O), 614-476-2324(F), 614-325-8486(C)

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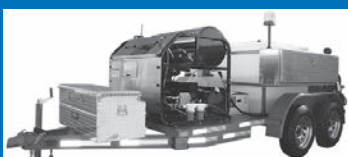
HYDROEXCAVATORS

1994 Ford F-800: Diesel, 5-speed, Vactor, 7-yd. debris, blower, 600-gallon water, 425 ft. 3/4 jetter hose. Needs vac tubes and repair to water pump. Truck runs and drives as it should. \$6,000 OBO. 765-401-0987 for pictures. (P12)

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608-835-7767, WI PBM

1995 Ford F-800 64,000 miles, Vac-Con 60gpm 2,000psi. 1" hose on hydraulic-driven reel. John Deere engine. 1,600-gallon water tank. \$9,500. jamiieb@a1servicesmn.com 218-750-8185 (P11)

JET VACS

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

Call John 503-887-0070 PBM



2006 International 7400 Vactor sewer truck: 93,000 miles, A/T, BD blower, 80gpm pump @ 2,500psi. \$129,995

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2001 Vactor 2115: Powerful jet rodder for the toughest jobs! Mack chassis with 1024 Roots blower, 100gpm rodder, rebuilt Cummins (pre-emission) ISX600 engine, 800' hose reel, hydroexcavation kit and much more. Ready to work. Asking \$74,000

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

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2002 Sterling L7500: 179,837 miles, 15,061 engine hours, 1,828 Vactor hours. Manufacturer: Freightliner Sterling division. Make: Sterling. Model year: 2002. Model: L7500 Series. Engine manufacturer: Caterpillar. Engine series: 3126/CFE. Engine capacity: L6, 7.2L (439 CID). Fuel type: Diesel. Vehicle type: Truck. Cab type: Conventional. Chassis: truck delivery. Drive line type: 6 x 4. GVWR class: Class 8: 33,001 lbs. & over. \$41,000

516-500-2372, ND P11



1997 Vac-Con V350 Combination: Ford L8500 rebuilt 50 Cummins, Single axle, 10-yard debris body with 1,000-gallon clean water tanks. Rebuilt Bean 80gpm pump & 3-stage fan. Well-maintained. \$39,500

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

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P01

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P11



2006 Ford F-550 diesel. 550/250 split tank. 1-year new Jurup pump. 173,000 miles. Call for more info. \$17,500 OBO

541-410-6707, OR

P12

2002 Ford F650 for sale: 3126 CAT, 7-speed, runs great. Had it since new. Well maintained. Good pump, air brakes, 26,000 GVW. Call for more info on truck. \$30,000. Thanks for looking. 603-832-4523 (P12)

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2006 Chevrolet C5500: 150,000 miles, new injectors turbo & fuel pump at 100,000. Nearly new tires. 900 waste/300 fresh. Owner operated, well maintained. SW Minnesota \$25,000

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P11



2007 GMC C5500: 1,000-gallon waste/400-gallon fresh, aluminum tank, Masport HXL4 pump - both sides. 231,788 miles. New breaks, steering box, fuel injectors, etc. Runs great! \$17,000

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P11



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P11

2001 Chevy 3500 toilet service truck: Automatic, gas, 148,000 miles. 425-gallon waste tank, stainless steel, made by Mid State Tanks. 225-gallon chem. tank, 65-gallon washdown tank, SureFlo washdown pump with 50-foot hose on a reel, 4 tool boxes. Conde #6 vacuum pump, electric start, 2-inch rear hitch. Tires in great condition. \$15,000. 217-827-3180 (P01)

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1998 Ford 800 Cummins automatic portable restroom truck. 1,500 waste/500 fresh aluminum tank, air brakes, under CDL. Low miles, ready to go. \$29,500. 937-674-7288 (P11)

2008 Isuzu NPRHD: 120,000 miles, Crescent flat tank 550w/250f. 6-unit carrier, Thiemann liftgate, Masport pump, exhaust brake, diesel/automatic. Serviced every 5,000 miles. \$42,000. 203-948-8869 (P11)

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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P12

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PUMPS

Marlow 6EK11 6" pump with Deutz engine (120 hours). Includes trailer. Good condition. \$5,000. Location: Dryden, MI. Call 810-706-3805 for details. (P11)

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)

2011 Fruitland Model 500LUF vacuum pump: RPM: 1,400. Serial number: 517549. Price: \$2,500. We have 3 in stock. 214-824-7276 (P12)

Moro PM80T vacuum/pressure pump. 3" connection, fan-cooled, suggested tank size 1,000-4,000 gallons. Not used since rebuilt. \$2,000. Call or text for pictures. 928-920-4471 (P11)

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PUMPS

Two (2) working Battioni vacuum pumps, drip lube, less than 2 years service on both. \$400 each. Case oil \$50. Jim 330-524-7263 (P11)

RENTAL EQUIPMENT

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

ROLL-OFF TANKS



New 5,000-gallon roll-off vacuum tank with new Fruitland hydraulic-drive pump. Use with any roll-off truck. Ready for work. \$36,500

KLM Companies
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PBM

ROLL-OFF TRAILERS

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

SEPTIC TRUCKS



2005 Sterling Acterra: 260 horsepower MBE 6-speed, Allison 3000, auto. transmission, 149,000 miles. 1 owner, used daily. A/C, cruise, air brakes, large toolbox. 2,500-gallon aluminum Presvac tank, Masport 400 pump, (2) 3" and 6" heated valves, aluminum wheels. Always kept inside, excellent condition. Asking \$41,900 OBO

715-479-4974, WI

P12



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

P11



2007 International 5900i: CAT C13 engine, pre-emission, automatic, 470,000 miles. New Fruitland 500 pump, 4,000-gallon carbon-steel tank. \$55,000

Call Jim 651-315-3304, MN

P11



1995 Ford L8000 pump truck for sale. It has a new clutch, new radiator, less than 1,000 miles on in-frame motor. 4,000 gallon Presvac tank with Masport pump. Asking \$29,000 OBO

Brandon 850-398-7722, FL

P11



2002 Volvo VNM420: truck and tank are in pretty good condition. 2,500-gallon tank capacity. Call for more details. \$18,000

Nate 602-799-3676, TN

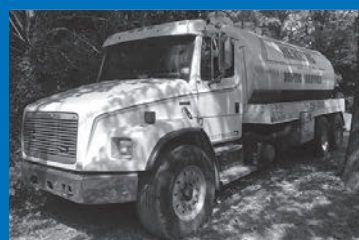
P11



2007 Isuzu diesel with 160k miles. Allison automatic transmission, a/c, cruise, under CDL. All new: 2,100-gallon tank with stainless steel hose trays, Jurop PN84 vacuum pump, paint, tires and aluminum wheels. Extremely clean. Runs and drives great. \$52,500

740-820-5520, OH

P11



2002 Freightliner FL80: Turnkey. Start pumping tomorrow. Low miles. Reliable. Oil leak in the head. \$25,000

Jason 845-629-0028, NY

P11



2000 Freightliner: 370hp, 10-speed Eaton manual transmission. Brand-new, never-used 3,600-gallon carbon-steel tank. Battioni vacuum pump, 467cfm. 411,000 miles. Well maintained, 2nd owner. Make an offer.

612-559-3456, MN

P11



2004 International 5600i: 385hp Cummins, 8LL transmission, 20k front, 46k rears, steerable pusher. Heavy frame, heated valves, 285,000 miles. Well-maintained with service records. \$47,000

Bob 715-574-1465, WI

P11



2003 Chevrolet C5500 with 240,000 miles. Truck runs good. Jurop pump with 1,500-gallon tank. Call for more details. \$15,500

Nate 602-799-3676, TN

P11



2002 Chevrolet C6500 with 1,500-gallon tank, Universal RAI pump. Needs a little work to become daily service truck, but is in decent shape. Call for more details. \$12,000

Nate 602-799-3676, TN

P11



2000 Freightliner FL70: 7.2L CAT 3126, 200,000 miles, 2,500-gallon tank, Jurop pump. Truck is in good shape, runs fine. Call for more details. \$18,995

Nate 602-799-3676, TN

P11

2004 Sterling L7500 pump truck, 195,000 miles (one owner). 2,500-gallon steel tank, RCF 500 Fruitland pump, hydraulic tank hoist. Ready to work! \$35,000. 706-798-8080 (P12)

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)

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1992 Mack RD: Well maintained, Masport pump 2 years old. Truck works every day. 3,200-gallon waste, 150-gallon water. PTO & jetter, new brakes. \$44,500

kimberly@yesmailcenter.com
407-426-8803, FL P11



1990 Mack CH613: 6-speed, one owner, clean 2,600-gallon aluminum vacuum tank, 360 Challenger pump. Truck is nice, ready to work. \$32,500

501-847-3595, AR P11



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Rich 724-747-1141, PA P11



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



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



2011 Peterbilt 365: CAT C13, 475hp, air-ride, Jake. 8LL, 20 FA R 13 steer tag. 221,727 miles. Ice -cold air, new head, new clutch, new computer, 4,620-gallon. New Masport pump, heated valves. Will separate. Nice truck. \$89,500.

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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



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

866-720-4999 P11



2003 Mack MRU, 350hp, Allison 4500 auto, 550,000 miles. PR150 pump package, 5,500-gallon stainless steel tank. Excellent condition and running truck. Ready to work.

866-720-4999 P11



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



2015 Peterbilt 367: 90k miles, 5,000-gallon tank, NV 4307 blower, hoist. Excellent condition. Asking \$190,000

For more details
Call John @ 888-345-8848 P11

1998 GMC 7500 diesel, 2,500-gallon steel tank, new pump, new clutch, 130,000 miles. \$18,700. Call Frank 845-221-9771. (P11)

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)



2004 Peterbilt 330: C-7 CAT 300hp, loaded cab, 10-speed, locking differentials, 150k miles. 2,500-gallon tank, air ride, heated stainless sleeves, hot PTO. Works daily. \$56,000

518-369-0255, NY P11

1992 Kenworth T800 with 8-speed Eaton Fuller. 3176 CAT motor. 2,300-gallon tank with Jurup PN106 pump. Contact Brenda at septictor@yahoo.com or 636-296-1211. (P01)

Selling 4 septic trucks: Dodge with septic tank on the back. 3,000-gallon capacity septic pump truck. GMC TopKick with 700-gallon capacity tank. 1,100-gallon waste capacity septic truck. Location: Brighton, Michigan. Call 810-217-4639, ask for Bart (P11)

2001 Mack RD688S: 460hp, 8-speed transmission. Equipped with a NVE 866 liquid-cooled pump, 4,600-gallon steel tank, and heated valves. Brand new rubber with aluminum wheels. Motor remanufactured by Mack with only 150,000 miles. Really strong-running truck. Asking \$70,000 OBO. Call 570-745-3838. (P11)

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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)

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SEPTIC TRUCKS

1992 International 2654 with a 4,000-gallon, carbon-steel unit. (Stock# 6246C) **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)

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3,000-gallon aluminum vacuum tank \$7,500. 2,000-gallon lined steel vacuum tank 500 fresh/1,500 waste \$4,500. Call/text 928-920-4471 for pictures and details. (P11)

1,500-gallon stainless steel holding tank - can be truck mounted - \$3,250. 1,200-gallon aluminum holding tank - \$1,950. Field Gymmy, V8 CAT, automatic, no tank - \$2,000. 2,000-gallon heavy-duty steel vacuum tank, complete - \$4,000. 937-674-7288 (P11)

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1982 Fruehauf 5460 c/s vacuum tank trailer. (Stock# 2305V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

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Kevin-203-232-8330, CT
hibennettjr@aol.com P11

2011 Isuzu NQR diesel: 137,576 miles, 14 ft. flatbed. New king pins, new transmission. \$14,000. Call for pictures and information. Matt Bailey 936-520-2233 Conroe, TX (P11)

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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)

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