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December 2016

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## SWAPPING CAREERS

A nurse, a chicken farmer  
and a dairyman join forces  
for pumping success

PAGE 18

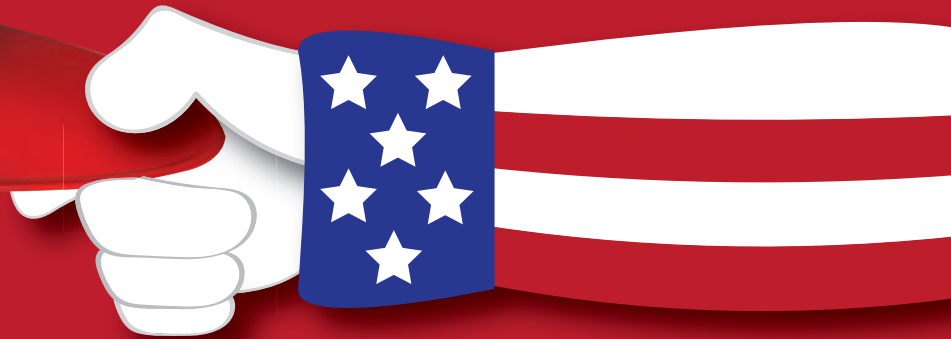
### A DYNAMIC DUO

Plumbing and pumping go hand-in-hand  
for Mr. Rooter of Anderson, S.C.

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- Dee Goerge

It's a happy ending for a nurse, a chicken farmer and a dairyman who joined forces to buy and operate a successful Minnesota septic service business.

**ON THE COVER:** Three partners switched careers or took on new roles to operate Fiedler's Your Pumping Specialists in central Minnesota. From left, Ted Popp and Cindy and Jeff Tiemann are shown with a 2013 Kenworth T800 built out by Friedrich's Auto & Truck and carrying a Battioni pump. (Photo by Brad Stauffer)

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[www.pumper.com](http://www.pumper.com)

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](mailto:info@pumper.com) • Website: [www.pumper.com](http://www.pumper.com)

Fax: 715-546-3786

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

**SUBSCRIPTION INFORMATION:** A one-year (12 issue) subscription to *Pumper* in the United States, Canada and Mexico is free to qualified subscribers. Subscriptions to all other foreign countries cost \$150 per year (\$290 for two years). Subscribers are guaranteed monthly delivery of the magazine. To subscribe please visit [pumper.com](http://pumper.com) or send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA, Discover and American Express are also accepted. Supply credit card information with your subscription order.

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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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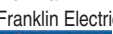
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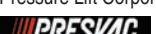
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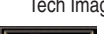
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
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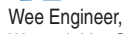

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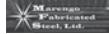

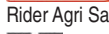
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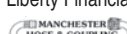

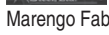
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# Supersize My Classy Truck

This year's batch of top septic service trucks carry bigger loads and have already clocked many years of reliable service for their owners **By Jim Kneisel, Editor**

It's Classy Truck time, one of my favorite months of the year here at *Pumper*. This marks a decade since we started collecting all the monthly Classy Truck winners and asking readers to help us choose the classiest truck of the year. Turn inside this issue to review the 2016 winners, and then go online and cast your ballot for the winning truck.

The roundup of septic service trucks provides an interesting indicator of equipment trends in the pumping industry. I still recall the first winning truck, a brand-new Sterling rig built out by Pik Rite for Ed McGuire, of McGuire's Septic Service in Rome, Pennsylvania. A racing and old-car enthusiast, McGuire had the truck painted in a two-tone treatment combining 1957 Chevy Turquoise and Chrysler Super White. I bet that tricked-out ride is still on the road doing the dirty work.

In the economic boom years of the mid-2000s, pumpers spared no expense on their rides, employing sharp graphics, complex paint jobs, and I recall one Classy Truck owner even adding a custom hinge kit so the doors of his purple and yellow rig would open vertically.

Then the period following the 2008 housing downturn and economic recession was marked by no-frills service trucks, with pumpers relying more on stout tanks, strong pumps and basic paint jobs than any flashy touches. Those years also saw plenty of older trucks being tastefully refurbished as contractors continued providing reliable service for their customers.

Over the past few years, I've noticed a couple emerging trends in the Classy Truck entrants. Truck owners are adding convenience and safety features, such as more valves, additional work lights and Bluetooth-enabled interiors set up to be efficient rolling offices. And the vacuum tanks have been getting bigger. More capacity means hitting more job sites and taking on more waste before clocking out to dump. This results in more cash in the pocket.

## NEW THIS YEAR

That brings us to the most recent collection of Classy Trucks. In 2016, we published an unprecedented number of trucks, growing from the usual 12 monthly winners to 18 rigs (doubling up in every other issue of *Pumper*) in response to a flood of reader entries.

From recent conversations with pumpers, I can only conclude an improved economy is driving the purchase of new trucks or refurbishing reliable models already in service. Many contractors have reported being as busy or busier than they were in the construction run-up of a decade ago. They want to put more drivers on the road serving both residential and



commercial customers, boosting the demand for service trucks, both new and used.

What trends can we decipher from a peek inside this year's Classy Truck garage? I reviewed the photos and crunched the numbers, confirming some continuing truck-buying trends and coming up with a few surprises along the way. The following are a few observations I take away from the 18 trucks that made the grade in 2016:

### Kenworth rules

Of the 18 trucks, six were built on a Kenworth chassis. Peterbilt took second place with four entries. A surprise nameplate, Sterling (which ceased production in 2009) accounted for three trucks. International and Freightliner (2) and Mack (1) rounded out the brands. Also of note, steel tanks lead the way, used on 10 of our trucks this year. Aluminum follows with seven trucks and one carries a stainless steel tank.

### Trucks are lasting longer

In a magazine feature that has been dominated by new or newer trucks, the average age of the published trucks is a real shocker: 9.3 years. Yes, there were two 2016 models and three from 2015, but the collection also included three refurbished trucks from the 1990s. This may speak to perceived reli-

Our first Classy Truck of the Year winner for 2006 was a Sterling built out by Pik Rite for Ed McGuire, of McGuire's Septic Service in Rome, Pennsylvania. An old-car enthusiast, McGuire had the truck painted 1957 Chevy Turquoise and Chrysler Super White. (File photo)

(continued)



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ability of certain truck brands, an interest in repurposing old-school over-the-road semi-tractors, and some aversion to new emissions technologies required on trucks over the past several years.

### Bigger continues to be better

While I never determined the typical capacity of tanks among past Classy Truck groups, I'm going to guess this is the first year the average has topped 4,000 gallons, 4,019 to be exact. This confirms what contractors have been telling me lately, that they want to pump three, four, five or more tanks before having to make a trip to far-flung treatment plants to dump. The smallest tanks were in the 2,500-gallon range, while the biggest among this class carry 5,000, 5,200 and 6,000 gallons.

### Top engine brands tied to manual transmissions

I keep hearing there's a movement toward automatic transmissions in work trucks because new drivers don't want to become adept at gear-jamming. This is likely the case in smaller portable sanitation service trucks. But for heavy pumpers, not so much. Among this year's Classy Trucks, 17 have manual transmissions and one has an automatic. And they're getting their power mainly from Cummins and Caterpillar (6 each) and PACCAR (3) engines.

### On the rise

Some features enjoy surging popularity. Chrome is an old favorite, as most of the trucks use many shiny accents — hose trays, stacks, tanks, cabinets, bumpers and horns — and lightweight aluminum wheels or durable stainless steel wheel covers are almost standard issue today. Lighting is another area of improvement, with work lights, warning beacons and ample

splashes of LED marker lights. We should start asking pumpers to send daytime and nighttime photos so we can check out the lighting effects. Also, pumpers seem to be adding more convenience accessories, such as Crust Busters tank agitators, and carry more vacuum hose to keep those bigger trucks off driveways and lawns when necessary.

### On the way out?

Of our 18 trucks, only one carries a tank wrap. Wraps have been a popular way to add some pizzazz to tank graphics, so is this a one-year anomaly or are they losing popularity? Only one truck has flame graphics. Past years' trucks have often included color-contrasting flames across the hood. Patriotic themes were not as big with this year's trucks, either. Only one truck showed a red, white and blue theme and it wasn't carried out as dramatically as trucks in past years, which saw flowing flag graphics across the tanks and cabs.

**In a magazine feature that has been dominated by new or newer trucks, the average age of the published trucks is a real shocker: 9.3 years.**

### Slow move toward social media

Only one of the trucks for 2016 carries a social media icon, the Facebook symbol on the Brad's Septic truck. Three other pumping companies incorporated their website address in the graphics. In a day and age when pumpers admit getting a greater percentage of their customers through internet searches, it surprises me when they don't include this contact information on their rolling billboards. Most still display a phone number, but it's notable that the majority of millennials — and even older folks — are dialing phone numbers less and less.

### Words to live by

I have to give a shout-out to two of our truck owners who included great slogans — you could almost say mission statements — on their rigs. My favorite is Mercer's Septic, which states, "Big enough to serve you, small enough to know you." My runner-up is Brad's Septic, which concludes, "A job well done is a job done well." You know the professionalism of this industry has come a long way in a short time when so many trucks used to proudly carry tasteless jokes that demeaned how pumpers earn a living.

### Basic white is always in style

Some popular truck colors come and go, but you can always count on white as the old favorite. This year, six trucks are white, five are blue and three are red. There's a split between a single color for the cab and tank, and a cab with one color and the tank either painted silver or left in an aluminum or stainless steel finish.

### CAST YOUR BALLOT

Mine is an unscientific analysis of truck trends based on a look at the latest Classy Trucks. I don't pretend these trucks are a perfect indicator of where the industry is going with its service fleet. But it's interesting to study the trucks that owners liked well enough to submit for publication in the magazine. They are proud of their rigs and wanted to share them with the Pumper community.

Please take a few moments to review the Classy Truck roundup inside the magazine or online at [www.pumper.com/classy](http://www.pumper.com/classy). Then follow the instructions to vote for your favorite truck. Good luck to all the entrants. After you vote, consider sending us a photo of your latest truck for consideration as a future Classy Truck. ■

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## REPLACEMENT PLANS

### equipment emergencies

If you only replace your trucks and equipment when something breaks down, you may be facing some financial stress, like cash flow problems. While equipment emergencies can't always be prevented, if you're prepared you can survive them.

There's no "one size fits all" plan for every business, but these tips will help you create a truck replacement plan for your company.

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## ODOR CONTROL TIPS

### building a biofilter

When it comes to dealing with odors at your septage disposal facility, biofilters are often the way to go. Biofilters are cost-effective and easy to build and maintain. Check out this article on guidance for building and maintaining a biofilter for your treatment facility.

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## FAILURE PREVENTION

### assessing solids accumulation

Solids are the enemy of a septic tank, but unfortunately many tanks are not regularly assessed for accumulation. What do you do if you are monitoring a system and something makes you scratch your head? Our expert outlines steps to determine whether a system needs a shorter pumpout interval in order to deal with solids accumulation.

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## BUSINESS HEATS UP

### a jetter investment

When Fiedler's Your Pumping Specialists, featured in this month's issue, decided to purchase a hot-water jetter a couple years ago, the timing couldn't have been better. Faced with a cold winter, the company was kept busy thawing frozen drainfields, sometimes seven days a week. Check out this exclusive online story to see more about how that purchase changed the business. [pumper.com/featured](http://pumper.com/featured)



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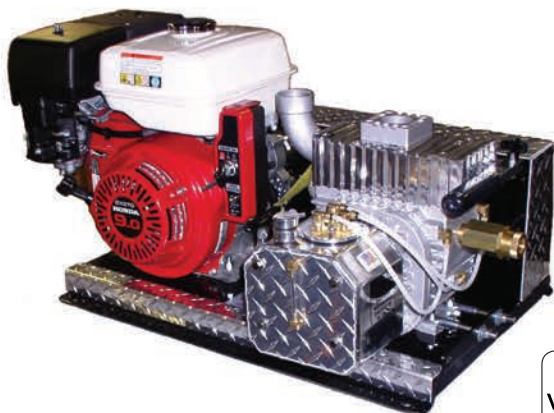
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# SWAPPING CAREERS

**It's a happy ending for a nurse, a chicken farmer and a dairyman who joined forces to buy and operate a successful Minnesota septic service business** *By Dee Goerge*

**W**hen Cindy Tiemann, RN and director of nursing for an assisted living facility, wanted a career change, she never anticipated becoming an owner of a septic pumping business. But her experience dealing with details, paperwork and regulatory licenses were ideal when she and her farming/mechanic husband, Jeff, agreed to a 50/50 partnership with Ted Popp and purchased Fiedler Pumping in central Minnesota, renaming it Fiedler's Your Pumping Specialists Inc.

Ted, who had worked for the company for 10 years, had knowledge about the pumping industry. The Tiemanns had property, facilities and a strong farm work ethic to support and grow the business, located in Royalton, Minnesota. Since the partners purchased the business in 2010, they have added trucks, equipment and services. *(continued)*

The Fiedler's Your Pumping Specialists crew includes, from left, Art Betker, Breanna Vaillancourt, Mike Giese, Cindy Tiemann, Dave Witucki, Jeff Tiemann, Kenton Tiemann, Ted Popp and Darrell Dobis. The fleet behind them includes trucks built by Advance Pump & Equipment and Friedrich's Auto & Truck. *(Photos by Brad Stauffer)*

## Profile

### Fiedler's Your Pumping Specialists Royalton, Minnesota

**OWNERS:** Ted Popp, Jeff & Cindy Tiemann

**FOUNDED:** 1959

**EMPLOYEES:** 8

**SERVICE AREA:** Benton, Morrison, Stearns, Sherburne and Wright counties in central Minnesota

**SERVICES:** Pumping and cleaning, onsite system repairs and upgrades, line jetting

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





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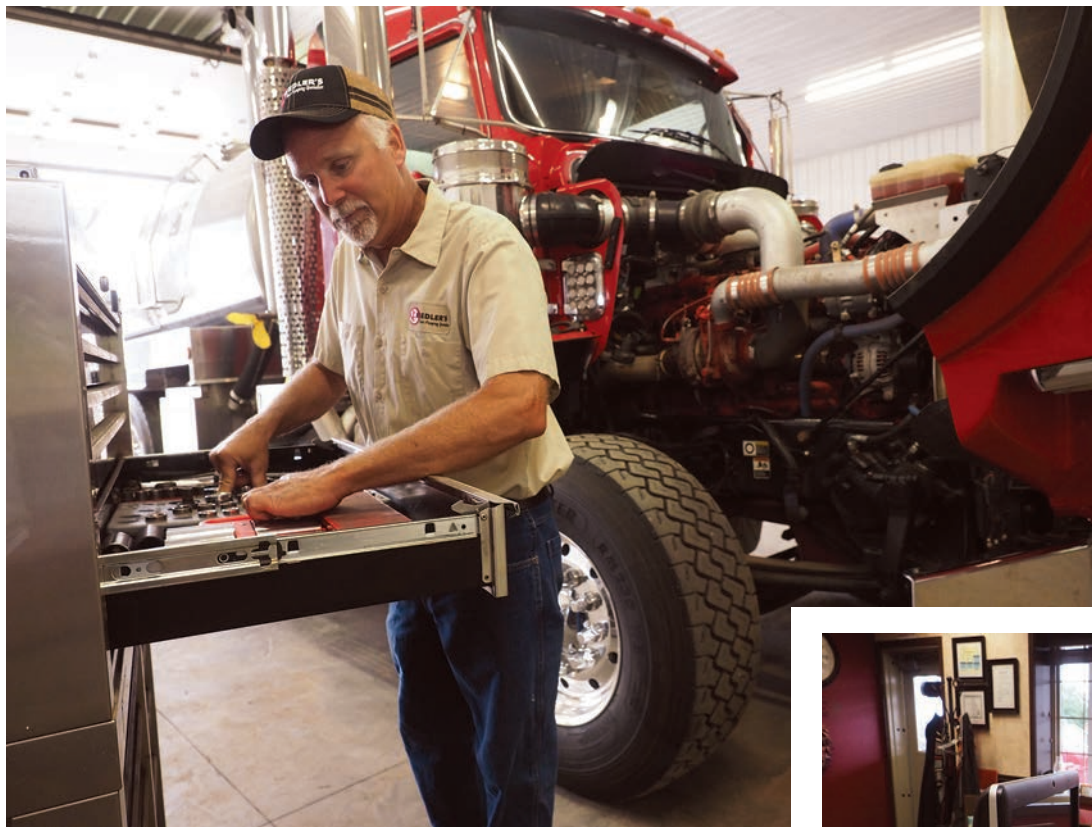
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**Left:** Co-owner Jeff Tiemann, who maintains the fleet of vacuum trucks for Fiedler's Your Pumping Specialists, is shown working on a Kenworth T800 in the company shop.

**Below:** Breanna Vaillancourt, daughter of Cindy and Jeff Tiemann, works as the company's marketing and quality assurance manager. She is also a Type 4 Wastewater Operator in the state of Minnesota.

## BLENDING FARM AND PUMPING

The Tiemanns had a busy life between Cindy's off-the-farm job and their Sandy Hill Farms, where they raised 2,000 acres of crops and chickens for the Gold'n Plump brand. But then Ted talked to them about the septic service business. It seemed like an opportunity they shouldn't pass up, Cindy recalls, and it turned into a full-time job for her. It also fit well with her husband's skills.

The pumping business leases the 70- by 150-foot shop and office building, built in 2012, on the Tiemanns' farm. It houses all the trucks and equipment and has all the tools and conveniences for Jeff or his brother, Pat, owner of Tiemann Truck and Tractor Repair, to do maintenance and repairs.

Since Jeff isn't a regular driver, running Fiedler's and farming is usually compatible, Cindy says. In the winter, Jeff has more time for the pumping business and does most of the jetting work.

In addition to good facilities, the farm also has acreage certified for land application.

"His farming experience is useful, especially from the land application side," Cindy notes. "The same principles apply — application rates, record-keeping. And my nursing background with documentation makes it easier too."

Working from home also allows her to run for parts, transport employees and assist when needed for both the farm and the pumping business.

## FAMILY AFFAIR

Fiedler's also became an opportunity for the Tiemanns' daughter, Breanna Vaillancourt. A business management graduate living in the Twin Cities, Breanna was looking for a change and wanted to raise her family in a

“Our employees have a say in what happens. We hold quarterly meetings and have one-on-one contact in the shop. We are hands-on owners. We do the same things they are expected to do.”

— Cindy Tiemann



rural community. She started working as Fiedler's marketing and quality assurance manager in February 2012. She answers the phone, schedules pumping and other services, and takes care of the marketing. She is also inspired by her parents and Ted, a former dairy farmer.

"Farmers are instilled with an amazing work ethic, so having a boss that shows you how hard you should work is always a great motivator," she says.

While Breanna has committed to the business and become a licensed Type 4 Wastewater Operator in Minnesota, her younger brother, Kenton, 18, is more interested in the farming side of the operation. However, as part of extra credit for high school classes, he worked with Fiedler's as an intern and took classes, earning his maintainer certification. He now works part time on the service side of the operation.

## MAINTAINERS ALL

In Minnesota, only one person on staff is required to earn maintainer certification to qualify a company for residential pumping.

"We have the philosophy that the more education the better," Cindy explains. "We decided that we wanted all employees to have the certification to raise the bar." Ted earned it first, then Cindy, then Jeff, followed by three

(continued)



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## Transitioning from employee to owner

Ted Popp never intended to get into the pumping business when he left dairy farming. He simply agreed to help Darrell Fiedler, the owner of Fiedler Pumping, one winter. Ted ended up staying on as an employee for 10 years, and when his boss wanted to sell the business, Ted at 55 was too young to retire. He recognized an opportunity, and so did his longtime acquaintance Jeff Tiemann.

While Jeff and Cindy Tiemann take care of the office and maintenance, Ted has the pumping experience and does service calls. But, he admits, being an owner gives him a new perspective about a couple things.

"Before, I never paid attention to the (Minnesota Pollution Control Agency) because I didn't have to. The biggest challenge is to keep everybody on the same page as far as MPCA and do everything the way you are supposed to do it," he says. "My worst fear is that (drivers) unload in a field they aren't supposed to be in."

To prevent problems, new employees go through three months of training with Ted and other drivers, and they learn how septic systems work. That helps them do a better job and be able to educate consumers about how their systems work.

"We emphasize good communication. Do a good job, and you have to be nice to people and communicate," he explains.

Keeping employees happy is also important, Ted says. The owners replaced the old trucks and purchased Crust Buster tank agitators to make the work easier. The technicians also appreciate using smartphones instead of paper maps to figure out their routes.

As for running a business, Ted says pumping is easier than farming, which is more based on emotions when it comes to selling cows that don't produce well and deciding what crops will do best in a given year.

"This is black and white, more business oriented," he says.

Though ownership can be more stressful, Ted is pleased with the transition from being an employee and being in a strong partnership where everyone does their share.

additional employees. The newer employees are in the process of taking the required two classes (three to four days each), passing exams and keeping up with required CEUs.

That, along with having Fiedler's previous owners, Darrell and Linda Fiedler, available as mentors for the first year, was extremely helpful in getting the business off to a good start.

Employee turnover has been low. Fiedler's provides uniforms, company-paid smartphones, contribution-matching IRAs, and paid vacation and training.

"Our employees have a say in what happens," Cindy explains. "We hold quarterly meetings and have one-on-one contact in the shop.

We are hands-on owners. We do the same things they are expected to do."

The owners listen to employee suggestions. For example, when Breanna saw another business was sending out random mailers, she suggested Fiedler's start doing it. Now, one of her jobs is to mail notices to remind people not on a regular maintenance schedule how long it has been since they had their tanks pumped. The effort has created a significant increase in business.

Likewise, technicians requested Crust Buster septic tank agitators to reduce wear and tear on equipment and eliminate the need for backflushing tanks. Now, every truck is equipped with a Crust Buster.

Ted Popp returns hoses to his Kenworth service truck, built out by Friedrich's Auto & Truck, after pumping a park restroom holding tank.

## EQUIPMENT UPGRADES

"If you are going to have employees work with it, it should be good equipment," Cindy says. "We've tried to make it so that one driver can hop into any truck and be able to run it."

All but one of the five older trucks purchased with the business have been upgraded. The old 1988 GMC truck with a 2,000-gallon steel tank and Gorman-Rupp pump is only used as a backup. The fleet also includes a 2010 Freightliner M-2106 with a 2,500-gallon steel tank and a Jurop/Chandler pump from Advance Pump & Equipment, and several trucks built out by Friedrich's Auto & Truck in Rice, Minnesota, using tanks transferred from Fiedler trucks: a 2013 Kenworth T800 with a 3,700-gallon stainless steel tank and a Battioni pump; a 2007 International 7600 with a 4,300-gallon stainless steel tank and a National Vacuum Equipment (NVE) pump; a 2005 International 2,500-gallon steel tank with a Jurop/Chandler pump; a 2004 International Eagle with a 3,700-gallon stainless steel tank with a Battioni pump; and a 2004 Chevy van used as a service vehicle filled with replacement pumps from Liberty Pumps, risers and lids from Brenlin Company, tools and a Landa jetter.

## EXPANDING SERVICES

Residential pumping brings in about 60 percent of the revenue at Fiedler's, with 20 to 40 customers a day between April and October.

*(continued)*

Co-owner Ted Popp works the hose while pumping out a restroom holding tank at Quarry Park in Stearns County, Minnesota. Park caretaker Mike Voz looks on.





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## **2011 International 8600**

MF13 430 HP, 10 SPD, 416K Miles, New 4000 Gal. Tank, New Juroop LC-420 Liquid-Cooled Pump (425 CFM). **\$89,000**



## **2010 International 4300**

MFD466 245 HP, Allison Auto, 161K Miles, New 2500 Gal. Tank, New Juroop PN84 Razor Pack Pump (320 CFM). **\$65,000**



## **2007 Freightliner M2-112**

Caterpillar C-13 475 HP, 10 SPD, 242K Miles, New 4000 Gal. Tank, New Juroop LC-420 Vacuum Pump (425 CFM). **\$88,000**



## **2007 Freightliner Columbia**

Detroit 12.7L 475 HP, 10 SPD, 470K Miles, New 5000 Gal. Tank, New Juroop LC-420 Liquid-Cooled Pump (425 CFM). **\$96,000**



## **2006 Freightliner M2**

Caterpillar C-7 245 HP, Allison Auto, 210K Miles, New 2500 Gal. Tank, New Juroop PN84 Razor Pack Pump (320 CFM). **\$60,000**



## **2004 Sterling A-9500**

Caterpillar C-12 410 HP, 10 SPD, 370K Miles, New 4000 Gal. Tank, New Juroop LC-420 Liquid-Cooled Pump (425 CFM). **\$72,000**

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**Left:** Technician Darrell Dobis loads a bag of lime onto a service truck.

**Below:** Technician Art Betker adds oil to a Battioni pump on a Kenworth service truck built out by Friedrich's Auto & Truck.



The smaller trucks work well for lake home customers or residences with narrow driveways. When conditions are suitable, the septage is spread on more than 25 land application sites, including some of the Tiemanns' property.

They also haul to area treatment facilities. Fiedler's uses the larger trucks to serve five to 10 commercial customers a day, year-round. With education and response to customers' needs, the owners have started offering several other services.

Cindy is a licensed service provider and routinely checks and maintains two Nibbler aerobic treatment systems (Aqua Test Inc.) and a community system.

**“It's important that we promote professionalism in the wastewater industry. We have a live person who answers the phone. We're there when customers need us.”**

**— Cindy Tiemann**

“One of them is a township that hires us for a wetlands area. We go in every couple of weeks to check meter readings, take lab samples and check pumps to see if wastewater is backing up,” she explains.

She is listed as certified on the Minnesota Pollution Control Agency website and has obtained new customers through that.

Further, the company has seen an increase in demand to bring openings to ground level following almost all the counties in the area requiring risers to bring tank access to the surface for easier inspection and maintenance.

The newest equipment investment — a Landa hot-water jetter — proved to be a good one for adding income to the business.

“In the past we had a lot of requests for (jetting) and were always referring to other companies. So, we looked into it, and with the minimal cost

to purchase and operate one we opted to do so. Why turn away business you can do yourself? We are often slower in the winter months, so this also helped to keep staff busy and customers happy,” Breanna says. “Right after we purchased the jetter, we had a rough winter of little snowfall and freezing temps. Due to the lack of insulation, almost all residential systems froze, which kept us busy from February until almost May.”

## FUTURE SERVICES

Fiedler's owners are pleased with growth in just six years. Cindy notes that they aren't interested in expanding geographically, but want to get more customers on a regular maintenance schedule and provide more services to existing customers in their five-county area.

Breanna tries to schedule the same maintainer for customers to provide consistency and the best service. She communicates with drivers via two-way radio, and they also have smartphones to use for directions and other questions.

Besides sending out 3,000 cards in the spring and 50 to 200 reminder cards a month, based on QuickBooks files, Breanna promotes the business through social media, phone books and directories, and ads in six local newspapers. But community involvement may be their best advertisement.

“We try to give back,” Cindy explains. Fiedler's is known in the area for the baskets they donate for cancer benefits, parish bazaars, fire department fundraisers, etc.

The involvement is the “heart” side of the company, which is complemented by the “smart” side.

“It's important that we promote professionalism in the wastewater industry,” says Cindy, who serves on the

Minnesota Onsite Wastewater Association board. Providing education opportunities for all staff members is key. And so is good customer service.

“We have a live person who answers the phone. We're there when customers need us,” she concludes. ■

## MORE INFO

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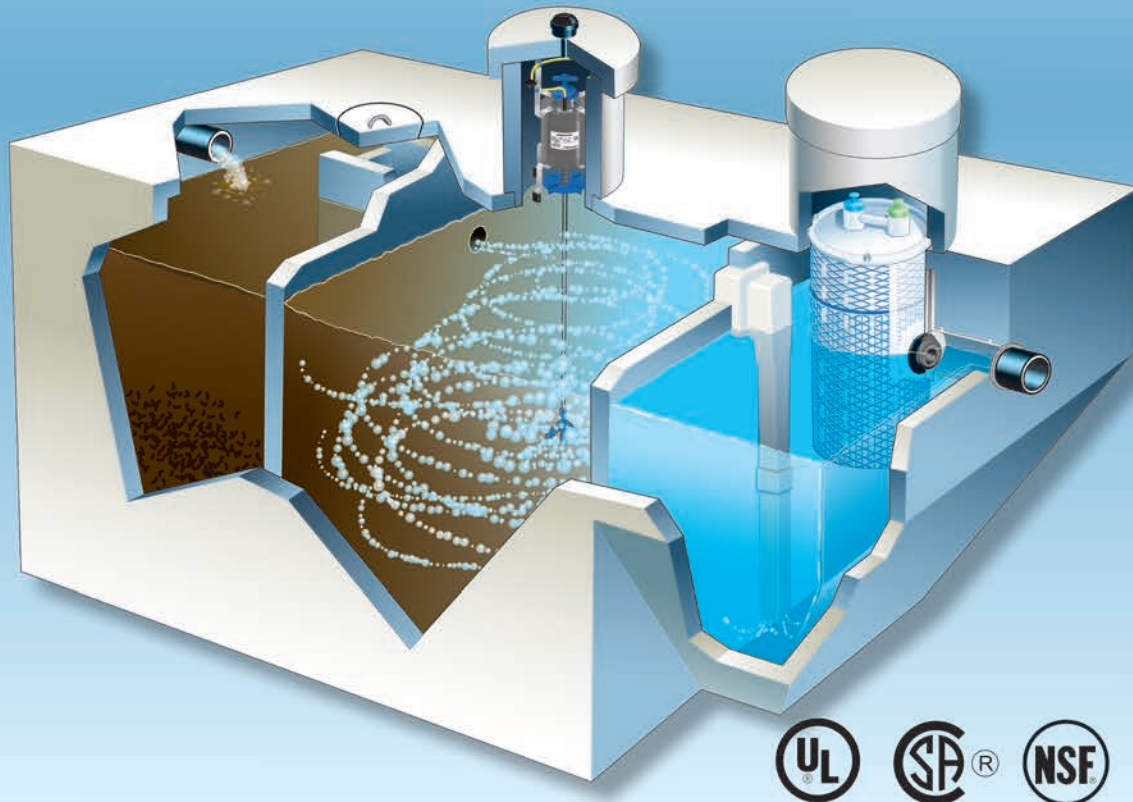
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We wanted to target the construction industry and the special events where a **CHEMICAL** portable restroom is not accepted by all users.

## THE VIP BEST 1 features the following:

1. A solar panel unit that will recharge the battery to power the 12-volt water pump that provides flushing abilities 24/7 to the RV porcelain bowl. No matter where you are on this earth you are, you can adjust the tilt of the panel to capture the sun.
2. An odor exhaust fan to remove odors.
3. The water and waste tank holds about 43 gallons water and 68 gallons waste.  
*Note: Frequency of pumping will depend on volume, etc.*
4. We use non-potable water so as not to waste drinking water.
5. An RV bowl that flushes only 16 ounces per flush or half full, to carry the solids through the neck of the bowl.
6. Chemical deodorizers are not needed to control odors.
7. A pressure plate switch below the polyethylene mat, allowing the lights and fan to turn on and off upon entry and exit.
8. An electric 12-volt water pump creates a washdown feature so anyone having a fecal accident can clean the unit without the help of others.  
*You can clean the interior first, then refill the water tank. There's no need to move the pump truck or drag a hose around or between the units.*
9. The water fill, battery box and waste tank openings are all in the rear of the unit, so attendees can still use it while it's being cleaned. Without having to get equipment in and out of doors, you can clean it faster than a chemical portable restroom.
10. The Sure Seal™ odorless waste tank design is like a P-trap in your home. No chemical deodorizers are needed, so profits are saved.  
*The unit vent pipe above to the rear will exhaust the fecal odor gases.*

11. The invention of plastic produced three great products in the early 1970s, the models of Poly-Portables, PolyJohn and Tufway. Other portable restroom products have since come to market, but we've been told these have been the most sold over time.
- 11a. Because of that, we have adopted these three models for our retrofit kit. Vendors who own one of these great portable restroom shells will not need to purchase another model. The existing model will fit on our retrofit tank, solar panel roof top, and fan adapter.  
*The idea is to use your existing models and reduce the cost of another purchase of walls, doors, and roof tops, while still owning a restroom with a solar panel feature. Use older models for construction. Save your profits.*
12. These units are not air conditioned. They're designed as an inbetween of the high-end air conditioned units and chemical portable restrooms.
13. The industry standard of the chemical portable restroom is over 45 years old.
- 13a. The cost to purchase a chemical portable restroom is about \$450-\$1,200.  
*Cost to purchase a single air conditioned unit is about \$3,900 to \$5,000. Nice units.*
14. Construction of our retrofit kit.  
*We have designed the water, waste tanks and skid to be about 200 pounds of polyethylene material, 70 pounds for the water and waste tanks, and 60 pounds for the skid that holds the two tanks together. After adding the shell and bowl and fan adapter and solar panel system the unit will be heavy. A chemical restroom weighs about 100 to 175 pounds.*

- 14a. We created on the tank's side a set of forklift ports for easier placement and removal/loading onto the truck with a forklift. You can load it full of 43 gallons of water for delivery to an event. The size of the VIP Best 1 unit is about 48" x 72" long. Four can fit atop the typical truck bed.
15. We made an adapter to recess into the roof and hold the exhaust fan to remove odors. The side vents must be sealed to work properly.
16. We offer an 80 watt solar panel; it produces almost 3.5+ amps per hour. Frequency of use to restoration will determine the size of battery wattage needed.  
*The solar panel bracket is also mounted on the back wall of the unit. It is reinforced by two aluminum 1/8" straps inside and outside. The existing walls are about 1/8" thick and not enough to support the panel and adjuster alone.*
17. We have developed a patent pending towable dolly system attachable to the base of the unit; it is available as an option. Used only for hard top surfaces.
18. We were issued a utility patent pending by the U.S. Patent Office for copyright protection.
19. Our goal is to remove the sight and odor. These are the most common complaints you have received by everyone who uses the chemical restrooms. If at all possible, women will not use them.

We think you can increase **YOUR** business over others and at the same time increase your profits with a quality product. We charge more rental than everyone else but still get orders. We have customers who will never go back to chemical portables.

We can share more about various uses with this product.

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Please share your contact information and email address. We are looking at this as a part of our market study. Your comments will definitely help and be appreciated.

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

# The 7 Deadly Marketing Sins — and How to Avoid Them

Which ones have you made? Solve them and watch your small business grow. By David Frey

I was asked by one of my employees recently if I had a copy of the e-book I wrote years ago called *Six Deadly Small Business Marketing Mistakes (and how to avoid them)*. So I went looking for it on my hard drive and found a full PowerPoint presentation I had done on the topic.

I decided to open it up and take a look at it. As I read through the PowerPoint, I came to the conclusion that I still believe these are the top six deadliest small-business marketing mistakes you can make — but now I also have a seventh one to share with you.

So after years and years of working with small businesses, here are the all-time top seven deadliest marketing mistakes. As you read them, think about which ones you are committing.

**1. Not having a marketing plan.** Statistics from a Harvard study showed that only 3 percent of all small businesses grow to become large corporations. The one common element with those 3 percent of businesses was that they had a written marketing plan they actively followed.

Enough said.

**2. Not differentiating your business.** In the world of small business, it's not so much that you have to be good, but that you have to be different. Small businesses that create a different, exciting, unexpected or unusual experience are those that become extremely successful. Those small businesses that provide the same old, same old experience, get the same old, same old results.

**3. Not having referral programs.** The undisputed No. 1 marketing strategy for small businesses is, you guessed it, referral marketing. Successful small businesses don't simply rely on word-of-mouth; they implement processes that drive referrals.

**4. Not marketing to your customers.** The biggest asset in any business is the customer list. Successful small businesses realize this, and instead of pouring all their marketing dollars into lead generation, they set aside money to market to existing customers. Marketing to your customers results in bigger orders, more frequent sales and more referrals.

**5. Not targeting a customer group.** There's an old saying that goes "If everyone is your prospect, then no one will be your customer." The fastest way to ramp up sales and service calls is to pick one target market and concentrate all your marketing muscle on penetrating that group of consumers. When you

do this, your marketing produces more results with less investment.

**6. Not realizing what business you're in.** Too many business owners fail to realize this one simple fact: Marketing is what drives your business. So instead of getting mired down only in the delivery of products and services, you should focus on getting more customers. As small-business guru Michael Gerber says, "Focus on your business rather than in your business!"

**7. Not having a lead generation system.** I know I told you earlier to focus on your customer list and generating referrals, but that doesn't mean you should neglect having a system that generates fresh new leads. Every business should have a systematic process for attracting new prospects and converting them to customers.

## TAKING ACTION

There are several ways to do this, and sometimes it depends on the type of business you have as to what marketing methods you use. Other than retail businesses, most companies will benefit from a two-step lead generation system. Here's how it works:

The first step is to get your prospects' attention and then capture their contact information. You can capture their attention many different ways. Here are a few: trade shows, online advertising, door hangers, billboard signs, newspaper/magazine advertising, newsletter advertising, television advertising, and sponsorships.

The second step is to convert those prospects into paying customers by communicating, educating and inviting people to take advantage of your offer. You can also use these tools: direct mail, offline newsletters, webinars, postcards, seminars — live or online, and telephone.

Each tool has its own place, and they all work if you use them correctly.

The real key is to create a system that happens the same way over and over again and produces consistent results. Every business should have a lead generation and conversion system or systems.

One word of caution: A huge mistake is to rely on just one method. You should have at least two to three different sources for incoming leads. If one dries up or dies, your business doesn't shut down.

## CONCLUSION

There are a lot of things a small-business owner can do wrong, but these are the biggest mistakes that are made. Focus on solving these, and you'll have a thriving, nonstop moneymaking business. ■



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# The Big 18

Help us pick the top vacuum truck of the year in our expanded Classy Truck competition for 2016

By Jim Kneiszel

In a first for the Classy Truck of the Year competition, we brought more rigs into the garage this year for your consideration. Every other month, starting in February, we doubled down on our featured trucks, putting 18 trucks into the mix for our top truck award at year's end.

It's time to review our monthly Classy Truck winners and cast a ballot for your favorite pumping rig from those submitted by readers of *Pumper*. Your votes will be tallied and added to the picks from our team of COLE Publishing judges to choose a winner for 2016. The top truck and its owner will be featured on the cover of our February 2017 WWETT Show issue.

How do you make a choice from the field of 18? You decide what's important to you in a pumping work truck. Is it an attractive color scheme? Are you loyal to a truck brand? Maybe you're a Kenworth guy or a Peterbilt gal. Are a powerful engine or smart convenience features what will put one of the trucks over the top for you? Whatever your priorities, take another close look at the 2016 Classy Trucks and follow the simple instructions below to support your favorite.

But make your pick quickly. Voting ends Dec. 20.

## FEBRUARY



### Morosky Septic Service Litchfield, Connecticut

Steve Morosky bought a 2005 International 8600 with a 3,800-gallon steel tank and Jurop/Chandler LC420 pump built out by National Truck Center. The truck is powered by a 400 hp Cummins engine tied to a 10-speed transmission and features diamond plate hose trays and toolboxes, chrome accents and an aluminum freshwater tank. The truck is painted Electron Blue to match Morosky's 2002 Chevy Corvette.

## FEBRUARY



### Dean Septic, Division of Dean Enterprises Fond du Lac, Wisconsin

Brad Dean added a 2009 Peterbilt 367 with a 6,000-gallon stainless steel tank and National Vacuum Equipment 866 pump built out by T-Line Equipment. The truck is powered by a 600 hp engine tied to an 18-speed transmission and full-locking differentials. Other features include fill ports on both sides, front and rear sight glasses and chrome accessories.

## JANUARY



### Rotterdam Septic Systems Rotterdam Junction, New York

Lawrence Ross added a 2014 Peterbilt 365 with a 4,250-gallon aluminum tank and Moro PM80W vacuum pump from Imperial Industries. The truck is powered by a PACCAR MX-13 455 hp engine tied to an Eaton Fuller eight-speed transmission. Features include hand lettering, a lowered rear hose hook for easy use, air-ride cab and chassis, aluminum wheels and fuel tank toolboxes.

## MARCH



### Mercer's Septic & Excavating White Pigeon, Michigan

Jeff and Austin Mercer built out a 2006 Sterling with a 3,000-gallon steel Specialty B Sales tank and Patriot 3000 pump (Magnum Venus Products). The rig is powered by a Caterpillar C-13 380 hp engine matched with a 10-speed Eaton Fuller transmission. The father-and-son team assembled the Viper Red truck featuring aluminum wheels, air-ride seat and work lights.



## APRIL



### Markos & Sons Sanitation East Leroy, Michigan

Robert Markos bought an over-the-road 2006 W900 Kenworth semi tractor and had it converted into a vacuum truck by Marsh Industrial, adding a 5,000-gallon steel tank and an NVE (National Vacuum Equipment) 4307 500 cfm blower. The rig is powered by a 525 hp Caterpillar engine tied to an 18-speed Eaton Fuller transmission, and features a hoist, heated collars, rear work lights, LED running lights, and a button-tuck leather interior.

## APRIL



### Wiehr's Septic Service Sinai, South Dakota

Gene Wiehr added a 2005 Freightliner M2 built out by Keevac Industries with a 2,300-gallon steel tank and Jurop/Chandler 84 pump and powered by a Caterpillar C7 230 hp engine tied to a six-speed Allison transmission. It features dual 50-gallon fuel tanks, a 30-gallon freshwater tank, Rhino Linings protector on the hose trays and tank, rear work lights and dual toolboxes.

## MAY



### Dundon Plumbing & Heating Orwell, Vermont

Chris Dundon and his crew built out a 1999 Sterling with a used 2,500-gallon steel tank and Jurop/Chandler R260 pump. The truck is powered by a 300 hp Caterpillar engine tied to a six-speed transmission. They assembled all the parts and painted the truck featuring stainless steel toolbox and wheel covers, LED running lights, work lights and flashers.

## JUNE



### Brad's Septic Service Battle Ground, Washington

Brad Plesch rejuvenated a 1993 Kenworth T800 with a 3,800-gallon steel tank and Masport pump built out by Engle Fabrication and powered by a Cummins engine tied to a 10-speed Eaton transmission. New features include Alcoa aluminum wheels, paint on the tank, drop axle and LED running lights.

## JUNE



### Hartland Septic Service Fenton, Michigan

Jeff Boutell added a 2015 Kenworth T800 with a 4,200-gallon waste/200-gallon freshwater aluminum tank and Wittig FRL 100 pump built out by Imperial Industries. The truck is powered by a 450 hp Cummins engine and tied to a 13-speed Eaton transmission and features a Garnet SeeLevel, dual toolboxes, many chrome accents and LED running lights.

## JULY



### Russ's Septic Service Riverton, Connecticut

Russ Neher added a 2015 Kenworth T880 with a 4,000-gallon steel tank and Jurop/Chandler LC 580 pump from National Truck Center. The truck is powered by a 455 hp PACCAR MX engine tied to an Eaton Fuller eight-speed transmission and features a front sight tube, diamond plate toolbox and hose trays, many chrome accents and a 100-gallon freshwater tank.

## AUGUST



### Avon Septic and Pumping Avon, Massachusetts

Joe Aiello purchased a 1997 Peterbilt 357 cab and chassis and added a used 4,700-gallon Curry Supply Co. tank and Masport HXL 400 pump. The former dump truck is powered by a 425 hp Caterpillar engine tied to an Eaton Fuller eight-speed transmission. Spray-on bedliner covers the bottom half of the tank and the truck in its unique original colors carries many chrome accents.

## AUGUST



### Humbert Sanitary Service North Canton, Ohio

In 2009, Mike Humbert purchased a 2007 International 7500 with a 4,000-gallon aluminum tank and Masport HXL400VV pump built out by Heritage Truck Equipment. The truck is powered by a 340 hp engine wed to an Eaton Fuller 10-speed transmission. It features rear work lights and LED running lights, an aluminum toolbox and three sight glasses.

## SEPTEMBER



### Mike's Septic Service Eagle River, Wisconsin

Mike Oberg added a 2015 Kenworth T880 truck with a 5,200-gallon steel tank and National Vacuum Equipment 4307 blower from Imperial Industries. The truck is powered by a PACCAR MX13 engine tied to a 13-speed Eaton transmission, and features sight glasses, a temperature gauge, chrome stacks, aluminum wheels, dual aluminum toolboxes and a custom front bumper.



## CLASSY TRUCK 2016 ROUNDUP

OCTOBER



### Schulteis Sanitation Inc. Slinger, Wisconsin

Nathan Hill added a 2016 Mack Granite GU533 with a 4,400-gallon aluminum tank and National Vacuum Equipment 4307 blower from Imperial Industries. Power comes from a 345 hp Cummins ISL9 engine tied to an Allison automatic six-speed transmission, with features including Alcoa aluminum wheels, stainless steel visor, chrome accents and a Lincoln automatic chassis greasing system.

OCTOBER



### Wm. P. McGovern Inc. West Chester, Pennsylvania

Wm. P. McGovern added a 2013 Peterbilt 338 from Vacuum Sales with a 4,600-gallon steel tank and Fruitland RFC 500 pump, and powered by a 500 hp Cummins engine tied to an 18-speed Eaton Fuller transmission. The rig was painted at McGovern and features four sight glasses, diamond plate hose trays, aluminum wheels, stainless steel visor and chrome accents.

## CAST YOUR BALLOT TODAY!

**Step 1.** Look over the 18 Classy Trucks for 2016.

**Step 2.** Choose your favorite.

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NOVEMBER



### Central Septic Service Woodstown, New Jersey

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DECEMBER



### Family Flush Septic Service Lisbon, Ohio

Owner Tim Novak added a 2002 Sterling built out by Cooper's Sandblasting, Minerva, Ohio, with a 3,600-gallon steel Pik Rite tank and Masport HXL75V pump. The truck runs a remanufactured 350 hp Caterpillar engine tied to an Eaton Fuller eight-speed transmission. Novak removed a tag axle and sleeper and had the frame cut and the axles moved back.

DECEMBER



### Van Delden Wastewater Systems Boerne, Texas

Courtney Van Delden added a 2016 Kenworth T800 with a 4,000-gallon aluminum tank and Masport HXL400VV pump built out by Tri State Tank. The truck is powered by a Cummins 14.9L ISX15 engine tied to a 10-speed Eaton Fuller transmission. Features include a Titan Logix liquid level gauge, Teletrac Fleet Tracking System, four sight glasses and a pusher axle.

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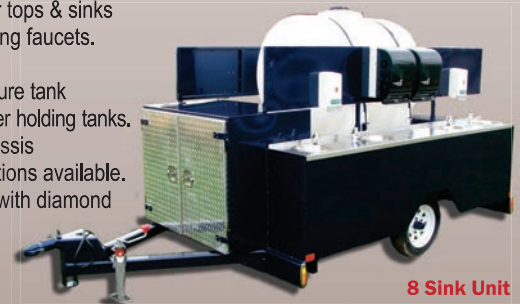
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Bob Beauregard returns a vacuum hose to his Sterling service truck after a pumping job. The truck was built out by Transway Systems with a 2,500-gallon steel tank and a Fruitland Manufacturing pump. (Photos by Ken Osburn)

# A DYNAMIC DUO

**Plumbing and pumping go hand in hand for Mr. Rooter of Anderson, South Carolina** By Ken Wysocky

**S**ending work to subcontractors never made much business sense to Bob and Danielle Beauregard, the owners of a Mr. Rooter plumbing and drain cleaning franchise in Anderson, South Carolina. As a result, their business now offers septic pumping services, too — a move that's boosted revenue by about 20 percent since 2012.

Adding pumping to plumbing made perfect sense to the couple, who bought the Mr. Rooter franchise in 2009 and primarily serve residential customers. Their franchise territory is more rural than urban, so many homes rely on septic systems. Moreover, many plumbing problems they encounter are directly related to issues with septic tanks, drainlines and drainfields.

"We found that plumbing is tied directly into septic systems," says Bob Beauregard, 48. "But whenever we'd find a plumbing issue that was tied to septic, we had to call in a septic pumper."

"It kept getting more and more painful to keep handing work over to septic pumpers," he continues. "You pay for advertising to get customers to call you, but then you have to call someone else to pump the septic tank."

## Mr. Rooter of Anderson, South Carolina

**OWNERS:** Bob and Danielle Beauregard

**FOUNDED:** 2009

**EMPLOYEES:** 9

**SERVICE AREA:** 50-mile radius around Anderson

**SERVICES:** Plumbing, drain cleaning and septic service, onsite installation and repair

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



Then the customer sees the pumper there and calls that company next time instead of you."

Beauregard says it's easier and more cost-effective to provide multiple services for one customer rather than trying to sell just one service to as many different people as possible. "Providing one-stop shopping is actually a form of customer service," he explains. In addition, it also allows him to better control workflow because he no longer has to wait for subcontractors to arrive on job sites.

### STARTED YOUNG

Beauregard has been interested in plumbing since he attended Blackstone Valley Regional Vocational Technical High School in Massachusetts, where he grew up. After graduation, he worked for several plumbing outfits while earning a master plumber's license. In 2007, the couple moved to South Carolina and established B & D Plumbing and Home Repair, with a

(continued)



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strong emphasis on providing customer service, which he felt was lacking in the markets where he'd worked before. Two years later, they established the Mr. Rooter franchise.

After his epiphany about septic pumping, Beauregard bought a used pump truck in 2012. He still owns the truck, a 2002 Sterling outfitted by Transway Systems with a 2,500-gallon steel tank and a Fruitland Manufacturing vacuum pump.

"We wanted to buy a used truck to get our feet wet, then go to a more expensive truck after we knew we could make a go of it," Beauregard explains. In addition, starting with a brand-new truck would've required charging higher rates in order to make the payments, which meant potentially pricing the company out of the market, he adds. "You have to keep your rates competitive."

Feeling firmly established, the company bought a new 2016 Freightliner pump truck last year. Outfitted by Transway Systems, the new truck features a 3,600-gallon steel tank, a Transway water jetter (11 gpm/2,500 psi), a fan-cooled Eliminator vacuum pump (396 cfm) made by Fruitland Manufacturing, an Allison automatic transmission and rear tandem axles with locking differentials.

The Beauregards also decided to repair and install septic systems because they already owned excavation equipment used to put in residential water and sewer lines. Moreover, there aren't many installers in the area and profit margins are higher on repairs and installations.

#### ADD SERVICES, ADD EQUIPMENT

When installing new systems, Beauregard says the company uses plastic tanks and EZflow drainfield systems from Infiltrator Water Technologies. The plastic tanks are convenient to transport on a trailer. "We also don't have

to wait for a truck crane to come and lower in a concrete tank," he adds.

The transition from plumbing to pumping went smoothly because Beauregard already knew how to install drainfields. "I felt pretty comfortable within three to five months," he says. "It's not like I didn't know anything about septic systems when I started." He had to pass a state test to get a license for septic installation, repair and pumping.

After almost four years, Beauregard estimates 60 percent of septic-related revenue comes from pumping and the balance from installations and repairs. To perform the latter, the company relies on a Bobcat 324 mini-excavator, a Bobcat E50 excavator, a Kubota D3200 backhoe, a trencher made by Ditch Witch (a Charles Machine Works Co.), a dump trailer made by Load

Trail, and four flatbed trailers, two made by Centreville Manufacturing and two by Big Tex Trailers. The company also owns a Crust Buster tank agitator from Schmitz Bros.

On the plumbing side, the company utilizes one US Jetting trailer-mounted water jetter (4,000 psi/10 gpm), five Spartan 300 and five Spartan 100 cable drain cleaning machines, a Spartan Provision pipeline inspection camera and a Spartan pipe locator, four mini-SeeSnake inspection cameras, and one SeekTech SR-20 pipe locator from RIDGID.

*(continued)*

**“I’m a plumber by trade, so if my guys are out on the job and they need help, I go out and help. It shows them that I care. If there’s an issue, I’m going to get just as dirty as they are.”**

**— Bob Beauregard**

The family and staff from Mr. Rooter of Anderson, South Carolina, includes, from left, Tiffani Duvall, Cathy Timms, Danielle Beauregard, Reba Gasque, Kyle Beauregard, Bob Beauregard, Trevor Beauregard, Chris Norton, Greg Condrey, Will Holcombe, Andrew Dockins and Alfonso Dimas.







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**Left:** Bob Beauregard, left, and Chris Norton pull hoses at a work site. The truck was built out by Transway Systems with a Fruitland Mfg. pump.

**Below:** Beauregard handles the vacuum hose while Norton stirs the tank contents during a pumping call.

For plumbing service vehicles, the company runs four Chevrolet box trucks with bodies made by Superior Truck & Equipment Products, a Ford F-350 and a Ford F-450 outfitted with Spartan truck bodies made by Supreme Corp., and a Ford E-350 cargo van. Plumbing technicians primarily use RIDGID or Milwaukee Tool cordless tools.

## KEEPING A TOP TEAM

Customer service is critical to Beauregard. “We give people the time they need to get all their questions answered thoroughly,” he says. “And we do little things, like showing up when we say we’re going to show up and answering the phone when customers call. There’s nothing more aggravating than to get an answering machine when you have a problem.”

To improve efficiency, the company initially cross-trained its two most experienced plumbers — Greg Condrey and Alfonso Dimas — to perform septic work. That means if technicians have a problem, they’re not stymied if Beauregard is too busy to respond, because Condrey and Dimas can answer questions, too. In addition, the two technicians can diagnose problems more easily if a plumbing issue turns into a septic issue.

It worked in reverse for employee Chris Norton, who started as a septic pumper and was recently promoted to plumbing technician. Helper Andrew Dockins, who works on the plumbing side, is also being trained to drive the septic truck.

Danielle Beauregard is the office manager and Bob gives her much of the credit for growing the business.

Professional appearance is key. To accomplish this, the company runs lettered trucks and technicians must wear Mr. Rooter uniforms (blue pants, red shirts), which also helps with branding. “We want customers to know

“ We do little things, like showing up when we say we’re going to show up and answering the phone when customers call. There’s nothing more aggravating than to get an answering machine when you have a problem.”

— Bob Beauregard



who’s coming into their houses,” Beauregard explains. “We also do background checks and hire people with good attitudes who can be trusted. If they’re not professional, they won’t treat customers and property with respect, which in turn hurts repeat business.”

Just like many contractors, Beauregard says it’s difficult to find enough qualified technicians. Word-of-mouth referrals work best, he notes.

To retain good employees, Beauregard says he and Danielle treat workers like family; for example, on most Friday mornings, he either cooks breakfast for employees or brings in carry-out food. “We treat them right — the way we’d want to be treated,” he says. “I’m a plumber by trade, so if my guys are out on the job and they need help, I go out and help. It shows them that I care. If there’s an issue, I’m going to get just as dirty as they are.”

Employees also receive benefits such as paid vacations and holidays and end-of-the-year bonuses.

## ON THE HORIZON

Peering ahead three to five years, Beauregard says he’d like to get two more technicians cross-trained to do both plumbing and septic work. In addition, he’s aiming for 10 to 15 percent annual growth in revenue. The com-





pany has posted more than 20 percent annual revenue growth almost every year since its inception.

In the long term, the Beauregards would like one or both of their sons — Kyle, 12, and Trevor, 10 — to work for the company and eventually take over. Both boys already enjoy riding along on customer calls and Trevor shows an aptitude for plumbing work, Beauregard says.

"It's a family business that Danielle and I started, so it would be great to see the kids continue it — keep growing it for their own futures," he says. "But we're not going to force them into it.

"On the other hand, we don't want them to graduate from high school and start running the business," he continues. "They'll have to come up through the ranks like everyone else. They need to see how hard it is to run a business. Nothing has meaning in life if you don't earn it." ■

Bob Beauregard, standing, meets with the office staff, from left, Cathy Timms, Reba Gasque, Danielle Beauregard and Tiffani Duvall.

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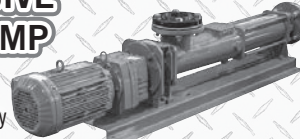
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## Illinois

Onsite Wastewater Professionals of Illinois  
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## Indiana

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

## New Hampshire

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

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

## New Mexico

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

## New York

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

## North Carolina

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

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

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

## Ohio

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

## Oregon

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

## Pennsylvania

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

Pennsylvania Onsite Wastewater Recycling Association  
[www.powra.org](http://www.powra.org)



## Pennsylvania

Pennsylvania Septage Management Association  
www.psma.net; 717/763-7762

## Tennessee

Tennessee Onsite Wastewater Association  
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## Texas

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

## Virginia

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

## Washington

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

## Wisconsin

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

Wisconsin Liquid Waste Carriers Association  
www.wlwca.com; 608/441-1436

## NATIONAL

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

National Onsite Wastewater Recycling Association  
www.nowra.org; 800/966-2942

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

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www.aowma.com; 877/489-7471

### British Columbia

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

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

### Manitoba

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www.mowma.org; 877/489-7471

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

## New Brunswick

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

## Nova Scotia

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

## Ontario

Ontario Onsite Wastewater Association  
www.oowa.org; 855/905-6692

Ontario Association of Sewage Industry Services  
www.oasisontario.on.ca; 877/202-0082

## Saskatchewan

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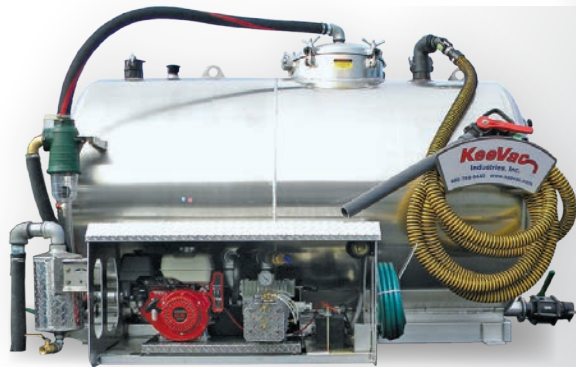
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

# Ka-Boom! Can a Septic Tank Spontaneously Combust?

**Put out that cigarette before nearing the septic tank or trapped methane gas could blow that lid sky-high, causing serious injury or death** By Jim Anderson, Ph.D.

**A** couple of months ago, I read a news story about a septic tank that exploded and started a fire, destroying a home. Could this really happen? The answer is yes, it can happen and it is easier than you might think.

Over the years, I've written a few columns about septic system safety concerns, and one of the concerns has been the buildup of toxic or explosive gases. I have usually addressed the topic when talking about safe confined-space entry of a septic tank for maintenance. Proper ventilation equipment, a harness and other safety gear are necessary when entering a septic tank.

Appropriate lifelines include 3/4-inch manila, 1/2-inch nylon or 1/2-inch polypropylene lines. The free end of the line should be tied to an object that will not fall into the tank.

There should be at least two able people up top who can rescue the technician down below without entering the tank. If a person is not attached to a lifeline and has collapsed, rescue should only be conducted by a person with a self-contained breathing apparatus and lifeline. Way too often you read about a person entering a tank and collapsing. Then his buddy or buddies jump down to help and they are overcome, resulting in two or three fatalities instead of one.

## NEED PROPER VENTILATION

Methane gas is a natural byproduct of anaerobic digestion, the process where organic solids are broken down by anaerobic bacteria that exist in a septic tank. That is why manure from large cattle-feeding operations is collected and put in a digester, with the generated gas used to create electricity. The gas burned to generate electricity is methane. Similarly, if you pass a

I have had countless discussions ... with service providers telling me how Dad or their uncle Joe was working on a system and smoking, and they blew the manhole cover 20 or something feet into the air. The story is usually followed by a large laugh. ... It's really no laughing matter.

capped sanitary landfill, you will see pipes sticking up through the material. This is to vent the gases created as the garbage decomposes. In some areas, you see the gases being burned off.

A septic tank or any sewage tank in an onsite system needs to be properly vented. That is why most sewage codes include a requirement to provide adequate venting from the tank. In a single-compartment tank, there should be a space of an inch or two above the baffles to the bottom of the lid of the tank. In a compartmented tank, there also needs to be venting between the compartments. If not properly vented, the gases can collect because they are heavier than air.

If the gases have collected and the manhole or inspection ports are opened, and there is some type of heat source, an explosion can occur. Heat sources include flames, sparks, electrical tools and cigarettes. In the news account cited earlier, workers were doing some type of maintenance on the plumbing beneath the house that involved a propane torch. This was the heat source. The next thing the workers knew, there was a loud bang and the fire ensued.

I mentioned cigarettes as a source for two reasons. First, a lit cigarette could touch off the explosive gases. One safety concern I talk about frequently is avoiding smoking when servicing a system. If you do smoke, do it well away from the tank or other parts of the system. A second reason not to smoke while servicing a system is that it provides a ready way for pathogens to find their way from the sewage to you.

## A FINAL WORD

I have had countless discussions over the years with service providers telling me how Dad or their uncle Joe was working on a system and smoking, and they blew the manhole cover 20 or something feet into the air. The story is usually followed by a large laugh. I am thinking if the cover hit you it may be curtains. So it's really no laughing matter. ■

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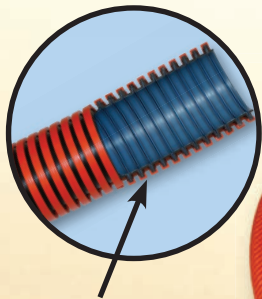
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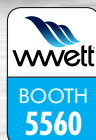


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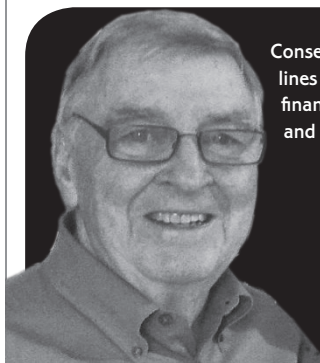
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# Improper Use of ‘Flushable Wipes’ Costs Canadians \$250 Million Annually

By Doug Day

**T**he Municipal Enforcement Sewer Use Group, composed of 29 communities in Ontario, estimates that flushable wipes cost Canadian utilities \$250 million per year in cleanup costs. It has been working with the International Standards Organization to develop standards for the word “flushable,” and Canada’s Competition Bureau is investigating companies for possible violations of consumer packaging laws and false and misleading labeling. While there are more than a dozen lawsuits in the United States, Canadian utilities are so far depending on advertising in order to get consumers to stop flushing the wipes. According to *Alaska Highway News*, Metro Vancouver has a humorous \$200,000 “Adult Toilet Training” campaign telling its 2.5 million users that it’s not OK to flush the wipes or anything besides “pee, poo and toilet paper.” The Vancouver utility spent \$100,000 last year to unclog flushable wipes from pumps.

## Minnesota

Nearly \$2 million is being used across three watersheds in Minnesota to upgrade onsite wastewater systems. The Clean Water Partnership loan program recently announced the \$1.9 million in low-interest loans and says it still has \$9 million in funds available for local units of government that want to “target the restoration and protection of a water resource such as a lake, stream or groundwater aquifer.”

The Snake River Watershed Management Board received a \$400,000 loan to upgrade 27 to 33 systems that will prevent 136 pounds of phosphorus and 574 pounds of nitrogen from entering the groundwater. The Hawk Creek Watershed Project received \$1.05 million for 75 upgrades that will reduce 240 pounds of phosphorus, 5,300 pounds of total suspended solids, and 600 pounds of nitrogen a year. In the Heron Lake Watershed District \$450,000 in funding will be used to upgrade 30 systems, resulting in an estimated annual reduction of 304 pounds of phosphorus, 3.2 tons of sediment, and 807 pounds of nitrogen.

## Delaware

A Delaware legislative task force is recommending a personal income tax increase and business license fee hike to fund restoration of polluted creeks, streams, rivers and bays. A similar plan proposed by Democrat Gov. Jack Markell in 2014 was defeated by lawmakers. The new proposal would charge individuals \$40 a year, up to \$80 per household on their income tax, and increase business license fees from \$75 a year to \$120. Reports indicate 94 percent of the state’s rivers and streams have such poor water quality that fish can’t thrive, and 85 percent are too polluted for swimming.

## Massachusetts

The Tisbury Board of Health is dropping a plan to tax new homes for their contribution of nitrogen to area bodies of water based on water use and the type of onsite wastewater system. Instead, it is considering a requirement for denitrifying septic systems in all new construction or system replacements. Under the original proposal, newly built homes would be charged a semiannual fee based on the amount of wastewater produced and the type of treatment system. The annual cost for a three-bedroom home would have ranged from \$320 to \$3,200 depending on the wastewater system installed. The nitrogen tax plan was heavily criticized during a series of public hearings in June.

## Hawaii

The U.S. Environmental Protection Agency has issued fines for illegal large-capacity cesspools in Hawaii, which recently became the last state to ban all new cesspools. Large-capacity cesspools, those that serve 20 or more people a day, have been banned since 2005 in the state. Hawaii County was fined \$105,000 for allowing illegal cesspools at a drag strip and a shooting range. Maui County was fined \$33,000 for those at a racetrack, and the state Department of Land and Natural Resources will pay \$50,000 for using them at a state park. Earlier this year, the EPA fined the U.S. Army \$100,000 for large-capacity cesspools at three military facilities in Hawaii.

## Kentucky

The family of a 73-year-old woman who died when she fell into an abandoned septic system tank is suing the Metropolitan Sewer District of Louisville and a contractor, and is planning a class action lawsuit. The suit alleges that when the district connected all homes in an area to the sewer system in the 1990s, it was negligent in not backfilling tanks and in the oversight of its contractor, who has since gone out of business.

## New York

Suffolk County has selected 20 winners in its lottery for new septic systems. It’s the second year of the contest designed to help improve the area’s water quality by reducing nitrogen from onsite systems. In the two years, 330 people have entered and 39 have won free systems, which includes installation along with monitoring and maintenance for five years. The systems, valued at up to \$20,000 each, were donated by six manufacturers in the U.S. and Canada. ■



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# Land Application Misunderstood in Big Sky Country

A state official overseeing decentralized wastewater would like to see an onsite and pumping trade association start up to improve consumer education. By Doug Day

It's a common problem in the onsite industry. As more people seek the peaceful rural lifestyle, conflicts arise with the way things are done outside the big city. That's true in Montana as its natural beauty attracts more people to Big Sky Country, and where land application of septage is a common waste management strategy.

Land spreading is regulated by the Solid Waste and Septic Tank Pumper program at Montana's Department of Environmental Quality. Septic tank installation is guided by DEQ's Water Quality Circular, but enforced by the state's 56 counties, which may have rules more stringent than the state.

Mary Hendrickson acts as the technical lead for the department, working with onsite and pumping professionals.

## *What is the relationship among states, counties and the onsite industry?*

**Hendrickson:** Pumpers are regulated by DEQ Solid Waste and Septic Tank Pumper program according to the Septage Disposal and Licensure Law. All disposal sites must be approved, first at the county level, and then by DEQ. Counties have the opportunity to establish additional restrictions or requirements for septage land application sites under their jurisdiction. Both state and county officials have the authority to inspect sites and pumper disposal records.

Pumpers must be licensed by the state, but it's really very simple. They complete a license application and confirm that they have the equipment necessary to do what they are proposing to do, a very easy process. There is no exam. That would require a change in state law and a board to oversee it.

DEQ doesn't regulate installers; there is no state testing or certification program. Most counties require installers to be licensed or certified locally. County requirements vary, with some providing classroom time to go over current regulations before taking an exam. Some require installers be certified annually and complete a set amount of continuing education. County sanitarians provide training to installers in their counties, publish newsletters, and provide updates to regulations as necessary. We don't know how many installers there are; some are certified or licensed to operate in several counties. A standardized program would provide consistency among installers.

Onsite wastewater systems must be installed according to the current Montana Standards for On-Site Subsurface Sewage Treatment Systems that dictate the size and depth of the tank and drainfield. The type of system re-

quired depends on site-specific conditions. The standards do allow for flexibility in system design. However, installers must go through the design deviation and waiver process before installation.

There are no statewide requirements for pumping or maintenance of septic systems, but some more populated counties with a high concentration of onsite systems require pumping and maintenance every two or three years to minimize groundwater impacts.

## *Does the state offer annual training for pumpers?*

**Hendrickson:** There are currently 155 licensed pumpers and the state provides classroom training to them annually, but it's not required. It could be a day or two depending on the content. We cover things from land application and how wastewater treatment facilities work to how a septic tank works, and we give them information they can take back to educate their customers, such as using certain products in their homes.

Several years ago we increased fees for pumper licenses. It was \$125 and we raised it to \$300. When we did that, we wanted the buy-in of our regulated community, so we formed a pumper advisory committee to help us. That provided support for our fee increase, but also ensured that part of the money would go back to counties for their administration and another portion into our training account.

Typically, we've done the training in or near Helena (the state capital), but the last couple

of years we just haven't had a lot of attendance because Montana is such a big state. So this year, we've decided to take our show on the road. I've set aside five communities where we're going to meet with pumpers and provide education on regulations and processes. We hope that the road show will encourage pumpers to attend, ask questions and become more involved in the industry.



Reach Mary Hendrickson at 406/444-1808 or [MHendrickson@mt.gov](mailto:MHendrickson@mt.gov).

“About 60 to 75 percent of pumped septage is land-applied. When we get complaints, I try to educate them on why it's beneficial and that it's a great way to use that resource. Most of the time that will alleviate their concerns as long as the pumper is operating within the regulations.”

- Mary Hendrickson



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## *What current issues does the onsite industry face in your state?*

**Hendrickson:** Pumpers are facing much more public opposition to the land application of septage. As developments emerge in rural locations, homeowners find the concept of land application distasteful and hazardous. Montana is a beautiful state and more and more people are moving here. There may be a land application site next door they didn't know about and they see a truck out there disposing of septage.

In the bigger cities, pumpers are able to take it to wastewater treatment plants. But I'd say about 60 to 75 percent of pumped septage is land-applied. When we get complaints, I try to educate them on why it's beneficial and that it's a great way to use that resource. Most of the time that will alleviate their concerns as long as the pumper is operating within the regulations. Our pumpers who do land application are doing a really good job. Both installers and pumpers can help overcome this by taking the time to educate homeowners about septic tanks.

This can be done by pointing out that they have an onsite system because they don't have access to a public or privately owned treatment system. Most wastewater treatment facilities in rural areas do not accept septage for disposal because of the impact they have on the balance of their facility, so land application is often the only option for disposal.

County sanitarians are a huge help to us and play a pretty big role helping provide educational information to the public. DEQ has developed a comic book for the sanitarians that they can pass out to homeowners showing how a septic tank is installed and maintained. We also have a homeowner's guide on our website (deq.mt.gov/Land/solidwaste/pumpers).

## *Would you like to have an onsite association in Montana?*

**Hendrickson:** Yes, definitely. No. 1, they could help us identify training topics. That's one of the biggest challenges I've faced in the last several years. We always ask them and I frequently make phone calls to find out what interests them so that training could be tailored to their specific needs. I appreciate what they do very much, but I'm not out there doing what they do.

An association would also help by providing consistency. They all do things a little differently. If there were an organization, they would probably feel freer to share information about issues, problems they've had and how they resolved them, and be willing to reach out to people about their problems. An association would also have a stronger voice in helping to refine the regulations.

## *Have there been any discussions of forming a group?*

**Hendrickson:** There has been. They've discussed it for years, but no one has stepped forward to lead the effort. Getting people involved is difficult because Montana is such a huge state. ■



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Erik Gunn is a magazine business writer in Racine, Wisconsin. Direct inquiries to him at [editor@pumper.com](mailto:editor@pumper.com).

# Happy Holidays — and Get Ready for the Tax Man

Follow these end-of-year tips to keep your pumping business in great fiscal shape and in compliance with Uncle Sam's many reporting rules. **By Erik Gunn**

**W**ith the annual chore of filing your personal and business income tax returns for 2016 just around the corner, it's a good time to take stock of your business practices to make sure you're on the right side of the line.

## SECTION 179

When it comes to federal tax laws, December can often be the month when everything changes. For years, tax experts and business owners have grappled with repeated end-of-year developments — last-minute adjustments to the laws and regulations applying to federal business income taxes.

Not 2016. This has been a presidential election year. That's pretty much put a halt to any big changes. "History has said, lame-duck Congresses don't really do very much," says tax attorney Patricia Hintz, a partner at Quarles & Brady in Milwaukee, Wisconsin.

Furthermore, the two biggest yearly cliffhanger issues where tax policy is concerned were substantially resolved a year ago. The late 2015 tax and spending bill passed by Congress and signed by the president made long-term changes in two different provisions that govern business deductions for equipment purchases under the federal tax code.

The 2015 legislation cemented in place a previous expansion of the code's Section 179 dating back a decade and a half.

Keeping it simple: Section 179 lets businesses take immediate federal tax deductions on certain kinds of new equipment. Section 179 used to restrict that immediate deduction to equipment costing less than \$25,000 per item, with a ceiling of \$125,000 on total annual purchases that qualified.

When the economy stalled after the 9/11 attacks, Congress boosted the Section 179 limits temporarily. Suddenly businesses could expense qualifying new equipment costing up to \$500,000 apiece — 20 times the original cap. And the total yearly cap for all qualifying equipment purchases soared to \$2 million.

Those temporary boosts were extended year after year after year — one year at a time, and always at the eleventh hour.

In the 2015 spending deal, the new, higher limits were made permanent. And because business owners have known this all year, they aren't faced with a last-minute decision over whether a big purchase will qualify.

## BONUS DEPRECIATION

Bonus depreciation was another provision enacted "temporarily" after 9/11. For qualified purchases, a business that for whatever reason can't use or qualify for the full deduction under Section 179 can take an immediate

Between the eggnog, the gift giving and the fellowship with friends and relatives this holiday season, take time to make sure you're ready for taxes in the new year. It may be one of the best year-end presents you can give your business.

50 percent deduction on the cost of new equipment. Like the higher Section 179 limits, bonus depreciation has been given a last-minute extension every year, until last year.

That's when Congress and the president agreed to extend it through 2017, followed by a slow phase-down. Hintz says the 50 percent bonus depreciation is scheduled to drop to 40 percent in 2018 and 30 percent in 2019. As with the Section 179 change, the longer time frame makes it easier for businesses to plan purchases with an eye toward the tax effects.

Of course, how these provisions, or any other aspect of the tax law, will affect your business will depend on the details of your personal business circumstances that no column can address precisely. So here's as good a time as any to remind you that if you don't already have a trusted tax adviser — a certified public accountant at least, and a lawyer qualified in this area as well if at all possible — you need to get a good one pronto.

Not to mention that in every state and in many municipal jurisdictions, a variety of specific laws and regulations abound that go far beyond what we can round up here.

## WORTHY OF NOTING

Still, this is a good time to review your practices and carefully inspect your records as you prepare your taxes. Some things to consider:

- If you need to lower your tax burden, are there some bills you can get ahead on by paying them before the end of the calendar year? (You need to be reasonable here — the IRS will frown on things like trying to drive up your expenses by paying your company electric bill for the next three years in one lump sum)
- On the income side, are there some invoices you can hold to send out in the new year, to trim your income and therefore your tax burden for the current year?



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There's an important caveat to those two suggestions, Hintz notes: They really only work if you keep your books on a cash accounting basis — booking income when you receive payment and expenses when you pay the bill. Most small businesses work this way, but if you don't know how yours does, check with your adviser.

The alternative is accrual accounting, in which you book income when you do the work, regardless of when you get paid, and you book an expense when you actually order the supply, even if you don't pay for it until 30 or 60 days out. Small businesses rarely use that method, Hintz points out. But again — find out from your adviser what you do if you don't already know.

Some other things to look at:

- The end of the year is also a good time to throw money into your personal retirement plan — another tax-saving act. The deadline is soft, however: Depending on the specific federal regulations your retirement plan falls under, you can probably take credit for contributions you make even after the new year begins, so long as you make them before April 15. (Once again — check with your expert to be sure.)
- Review that you're fully compliant with the Affordable Care Act. If you have fewer than 50 employees, you don't have any obligation to buy health insurance for your workers. But for your own health coverage, you're probably governed by the law's individual mandate, which requires everyone to carry health insurance or face a penalty. That penalty is assessed through your income tax return, so now's the time to confirm you're properly covered and won't have to pay it.
- Make sure you do a good job of segregating personal expenses from business ones. That sounds obvious, but Hintz points out that many small-business owners may casually blur the two categories. That's especially true

if you make some personal purchases from the same supplier you use for your business.

Suppose you carry a running account with the local hardware store so you and your crews can replace hand tools or other materials. Now think about those weekends when you're working on a project around the house and you stop by the same store for those supplies. Does your purchase get chalked up to the same business account?

If you can confidently say no, that's great. But Hintz says small-business owners sometimes put everything on one bill, personal and business. "The burden of proof is on you to show you used it for a business purpose," she says.

Company vehicles that wind up getting used sometimes for personal trips can similarly cause complications at tax time. They're "a real hot button," says Hintz.

## PREPARE NOW

So between the eggnog, the gift giving and the fellowship with friends and relatives this holiday season, take time to make sure you're ready for taxes in the new year. It may be one of the best year-end presents you can give your business — and yourself. ■





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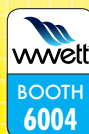
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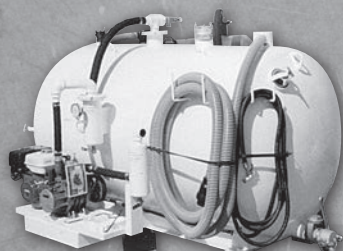


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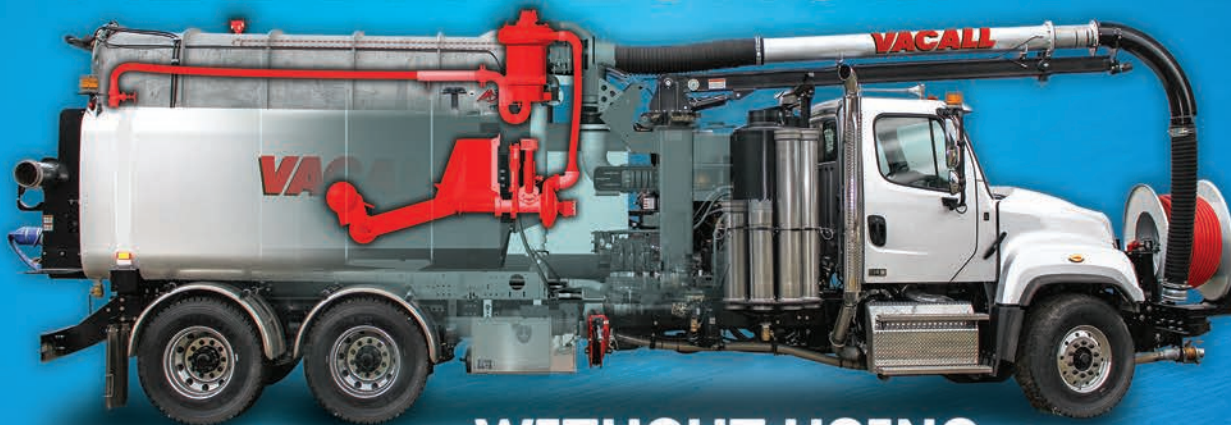
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# Submit Scholarship Applications, Industry Service Award Nominations

By Dhru Bhatt

## Hapchuk Scholarship

The National Association of Wastewater Technicians is offering a \$1,500 Hapchuk Scholarship to a deserving student interested in a career in wastewater management. The application is available on the NAWT website along with more details. To be eligible, a student must be enrolled in an accredited university offering a bachelor's degree in the following fields related to wastewater transport and treatment: natural and environmental sciences, biological sciences, agricultural and civil engineering, or management/business. The student must have completed at least one year of study and have attained a cumulative grade point average above the average for their university. In addition, the student must have an interest in a career related to the management of wastewater. Interested students are invited to apply by Jan. 1, 2017.

## Excellence in Service Award

It is the time of the year to remind everyone to prepare nominations for the next NAWT Excellence in Service Award. This is your opportunity to recognize someone who goes beyond the ordinary. It is something this industry does not do enough of; that is, recognizing our peers for all their hard work and service! The award is presented annually at the state association breakfast during the Water & Wastewater Equipment, Treatment & Transport Show just before presentation of the Ralph Macchio Lifetime Achievement Award. The 2017 breakfast will be held Feb. 24, 2017, in Indianapolis.

The Excellence in Service Award was established in 2010 as an update to the Man of the Year award. This award reflects the changing industry and provides the opportunity to recognize any individual or company that has exhibited exceptional service to the wastewater profession. The nomination criteria and instructions are provided below.

## Basis for award

To recognize a NAWT member or NAWT-sponsored individual or company that has shown exceptional accomplishment in service to the community and to the wastewater profession.

### Nomination criteria

The Excellence in Service Award is based on one or more of the following criteria:

- A significant contribution to the wastewater profession and/or to NAWT

- Commendable service during a significant community or national event within the last several years
- Additional responsibilities that resulted in a benefit to the community or wastewater industry
- Actions performed above and beyond the call of duty
- Provided inspiration to others
- Exhibited exceptional leadership

### Nomination instructions

#### Who can nominate?

- NAWT members in good standing with personal knowledge of the accomplishments of the nominee
- Liaisons from NAWT-affiliated organizations that have personal knowledge of the accomplishments of the nominee
- Nonmembers may make recommendations through any NAWT member or liaison

#### Who can be nominated?

- Anyone who meets the nomination criteria
- Past nonwinning nominees

#### When to submit nominations:

- All nomination forms must be received by or postmarked Jan. 16, 2017; any applications received after the deadline will be placed on file for the next calendar year
- All post-deadline nominators will be notified of this fact and given further instructions

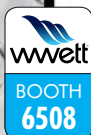
#### Documentation required:

- An application form, which can be obtained by calling the NAWT office at 800/236-6298, emailing [info@nawt.org](mailto:info@nawt.org), or downloading from the NAWT website at [www.nawt.org](http://www.nawt.org)
- A nomination letter explaining why the nominee should be considered based on the award criteria and signed by the nominating individual
- An additional signed endorsement letter to vouch for the nominee's achievements may be included, but is not required
- Submit the application packet to the NAWT office marked ATTN: Excellence in Service Award Committee, via email at [info@nawt.org](mailto:info@nawt.org) or by mail addressed to NAWT, 2800 W. Higgins Rd., Suite 440, Hoffman Estates, Illinois 60169. ■





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**1998 CUSCO Industrial Vac  
Hi Dump Tank** **\$8,500**

3,200 gal. cap., HI Dump, stainless, ram, tank, controls, 36" rear opening, roll over protection, SN:T98325, 407/412 coded



**2002 Kenworth W900  
Vac Unit** **\$72,500**

C-12 Cat @ 380+98, air ride, 8LL, 20k/46k axles, cruise, jake, power divider, 4.33 ratio, 3/4 rear opening/dumping tank, light board, boom with extenda, pendent control, Whisp Air 18" Hg rotary lobe blower, tool box's, hose reel and piston pump is available for this unit, right now just set up as a vacuum unit, 1,500 gal. freshwater tanks



**1991 Presvac Dumping  
2,500 Gal. Tank** **\$7,500**

2,500 gal. cap., steel, full opening/dumping rear, hose trays, catwalk, roll-over protection, air valves, SN:PUD-2500-0891-4126, 407/412 coded



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**2005 International 5900i  
Tri Drive Vac Unit** **\$89,500**

Cummins ISX @ 500 hp., 18 spd., Neway air ride, 20k/53k axles, 299"WB, full locking tri drive, jake, ac, 4,100 gal. Proxy Weld tank built for Camex Ind., hyd. full opening/dumping tank, pressure wash system, Hicon VTB 820MA blower showing 4,267 hours, 22.5 rubber, 6" and 4" air operated rear valves, 407 coded tanks with pop offs and roll over protection



**1997 International Hydro/  
Jetter Vac Truck** **\$27,500**

DT466 @ 250 hp., Hendrickson spring/beam susp., 18k/40k axles, Allison automatic, 96k showing, 22.5 rubber, Vactor 2112 series body, 1,500 gal. freshwater, 11 yrd. debris body, full opening/dumping rear, hyd. driven 2,500 psi piston pump, SN:96-09-5920, front mount jetter reel, extenda boom, Perkins aux. motor with 545 hours showing, single blade fan, remote



**2001 International 5600i  
Hydro/Jetter Unit** **\$72,500**

Cat 6NZ C-15 @ 500 hp., 10 spd., Hendrickson spring/beam susp., 20k/58k axles, power divider, ac/cruise, signal board, 22.5 rubber, alum. rims, block heater, 84,240 miles showing, Vactor 2115 sewer cleaning body, 3/4 opening rear, dumping body, front mount jetter reel, telescoping boom with dual control, hi pressure reel, 1,300 gal. fresh water, high volume pressure piston pump, Roots rotary lobe blower 18"hg



**1992 International 4900  
Street Sweeper** **\$12,500**

DT 466 dsl., automatic, 35k showing, 8k hours, Vac/All Vacuum system, Cummins dls. aux. motor, 2,639 hours, 194"WB, 4' center boom, 2' right broom, spring susp., 4X4, right hand steer, hyd. dump body, water tank, ac

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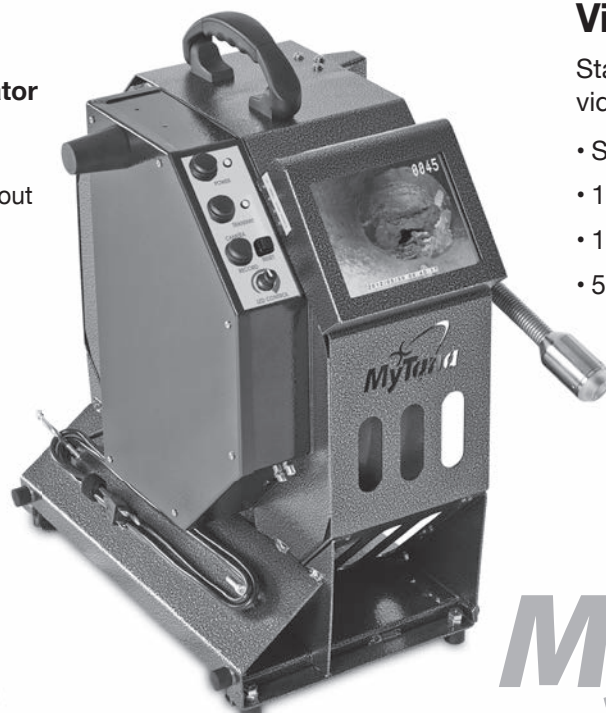
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## Van Delden Wastewater Systems

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Courtney Van Delden submitted a 2016 Kenworth T800 with a 4,000-gallon aluminum tank and Masport HXL400WV pump built out by Tri State Tank. The truck is powered by a Cummins 14.9L ISX15 engine tied to a 10-speed Eaton Fuller transmission. Features include a Titan Logix liquid level gauge, 320 feet of 3-inch hose, Teletrac Fleet Tracking System, four sight glasses, top and rear manways, 4-inch inlet and 6-inch dump valve, chrome stack, aluminum wheels and a pusher axle. The interior sports Kenworth navigation, HD, Bluetooth and GPS. Jesse Rodriguez is the driver and the truck is used for residential and commercial pumping. ■

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# Childhood Truck Rides Lead to a Career in Wastewater

The Hilton Plumbing crew includes, from left, Sara Coleman, Greg Hilton, Marty Horton, Wes Horton, Heath Simpson and Jarrad Bennett. (Photos by Brad Reynolds)

**Sara Coleman grew up making service calls with her dad. Now her kids are being immersed in the family business and three generations are having a blast at Hilton Plumbing. By Sharon Verbeten**

**A**s a child, Sara Coleman remembers hopping on the vacuum truck to go along on septic service calls. The time spent with Dad on the road at a young age was early preparation for her job today as office manager for her family's company, Hilton Plumbing, in Pana, Illinois.

"I remember riding with (my dad), fixing water leaks ... going and cleaning septic tanks," Coleman recalls. And while she may not have enjoyed the smell of the job at times, she admits, "It never really bothered me much; it was something you got used to really quick."

Coleman, 32, has fond childhood memories at her father Greg Hilton's side. He is co-founder of the family business, which recently celebrated its 40th anniversary. And while she does have degrees in accounting and marketing, it was likely her experiences as a child that led to her joining the company full time in 2003.

"I've always kind of wanted to be in the family business," says Coleman, one of three sisters who used to ride along with their dad. "And there wasn't a boy who was going to take (the company) over."

The pattern may be repeating itself today, as Coleman brings her daughter Ayda, 9, and son Sawyer, 5, to the office every day. Coleman's sister, Rebekah Simpson, is a preschool teacher now, but her husband works for the company. So their children; son, Connor, 8; and Gracie, 4; are fixtures on the lot and in the office as well.

"They're up here a lot more than I was, but they would rather be here with me than at a day care," Coleman says.

## ON THE GROW

Back when Hilton Plumbing was founded in 1975, it was just Coleman's father and grandfather Jim Hilton running two pickup trucks and a backhoe.

"I loved digging in dirt," recalls Greg Hilton. "I could sit there and not be bored."

"These days, in the business we're in, nobody wants to get dirty or do manual labor. My mom used to tell me, 'You don't want to grow up to be a ditch digger,' but that's all I wanted to be," he adds.

Initially, the company, in a city of 5,000 located south of state capital Springfield, focused on all kinds of plumbing and sewer/septic repair and installation. Today, with six employees, Hilton Plumbing serves a 30- to 40-mile radius and in addition to plumbing and pumping work, it also offers 220 portable restrooms (including units from T.S.F. Company, PolyJohn Enterprises and Armal).

(continued)



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Hilton Plumbing has a fleet of 10 Ford pickups — F-250 and F-350 Super Duty models — for service and delivery. In addition, the vacuum fleet includes two Ford F-550s with 700-gallon waste/300-gallon freshwater tanks carrying Masport pumps and built out by Abernethy Welding and LMT; an F-550 with a 400-gallon waste/300-gallon freshwater stainless steel tank and Conde (Westmoor) pump from Best Enterprises; a 1984 International 4700 with 1,250-gallon carbon steel tank and Moro pump; a 1995 International 4900 with 2,500-gallon LMT steel tank with Moro pump; a 1995 International 8100 with 3,500-gallon steel Specialty B tank with Masport pump; and a 1994 Isuzu with a 700-gallon waste/300-gallon freshwater LMT steel tank and Hertell pump.

### A FAMILY AFFAIR

Even though her title is office manager, Coleman, who has a plumber's apprentice license, is hands-on wherever she is needed. "Once in a while I think it's nice (to go in the field). I go out and help with stuff, I do like that; it's a change from being in the office."

She also dons her marketing hat often.

**Right:** Top to bottom, Ayda Coleman, Connor Simpson, Sawyer Coleman and Gracie Simpson peer out from a PolyJohn Enterprises restroom.

**Below:** The kids mug for the camera with their grandfather in front of a Case 580 backhoe. From left are Connor Simpson, Gracie Simpson, Greg Hilton, Sawyer Coleman and Ayda Coleman.



they were two or three days old, they've been here. They kind of mock play what the guys do."

While Sawyer likes to help in the workroom and learn to use wrenches and backhoes, "Ayda's really outgoing," says Coleman. "All the customers talk to them; they get a lot of that being here ... learning to be personable."

Networking is done through being visible at her kids' schools and sponsoring local athletic teams. And since most of the company's new business is word-of-mouth, Coleman is working to expand their online presence by developing a Facebook page and website.

Wearing many hats and having job flexibility not only allows Coleman to pick her kids up from school and attend their field trips, she also brings them to work on days off and after school all the time.

In fact, Coleman was back on the job just two days after having both her children. "That's how much I love being here," she says.

Hilton, too, believes he's fortunate to have his kids and grandkids around. "These kids have been here basically since they were in diapers, in a truck."

Some might question having small children at the yard, around trucks and potentially dangerous equipment, but Hilton says, "We've taught them safety issues. And they're good kids; not once did I ever have a worry, they have common sense."

"My kids know what to do and what not to do," says Coleman. "Since

### A NEW GENERATION?

Hilton adds that in an era of technology, having the kids on site is a great "learning experience for this generation," noting that even his youngest grandkids are still interested in equipment, trucks and dirt. "They don't come up here and sit on their iPads and phone; they'd rather dig ditches with play backhoes. It's almost like a different world to them."

"Most kids don't have the opportunity that these kids do."

Hilton didn't have that opportunity. When he was growing up, his father worked three jobs at one time. "I had no idea what my dad did for work ... but he worked his fingers to the bone," recalls Hilton. "He wanted to be a plumber his whole life."

Coleman does know her kids love being around the business, but it's too early to tell if they're thinking about their future careers just yet. She also knows that her plan is to someday take over her father's business and then hopefully hand it down to her kids.

"I never want to see a different name on the building." ■





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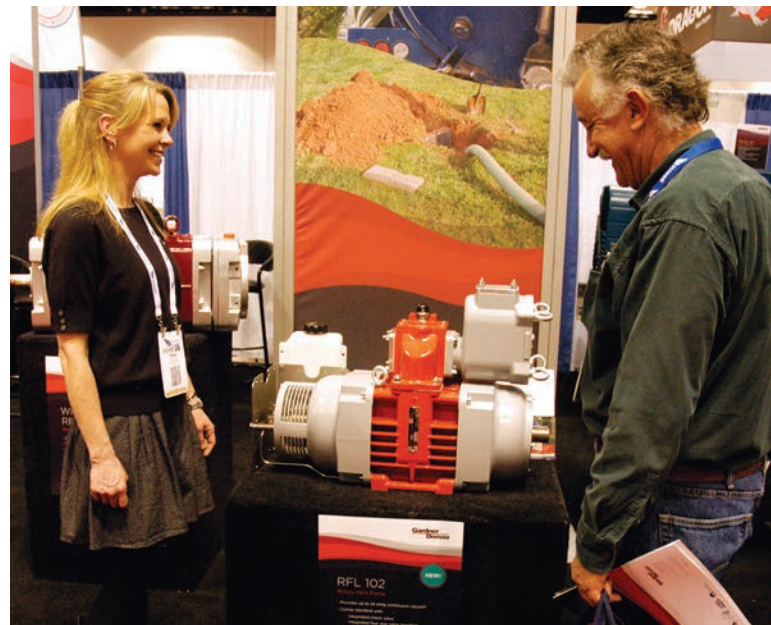
## Wittig RFL 102 Vacuum Pump from Gardner Denver Provides High Vacuum in Smaller Footprint

By Craig Mandli

**T**he ability to load and off-load quickly can equal more appointments per day, which means profit for a pumper. Scheduling more appointments per day can also mean fewer weekend calls, providing much-needed rest and recovery. That's why the Wittig RFL 102 vacuum pump, displayed by Gardner Denver at the 2016 Water & Wastewater Equipment, Treatment & Transport Show, makes sense for the pumper looking to add more pulling power.

"The RFL 102 is a pump that increases power, but also cuts down on the overall footprint, freeing up space on the truck," says Gardner Denver product manager Jason Costigan. "It's smaller than its predecessor, the RFL 100, while providing 24 inches Hg of continuous vacuum."

The RFL 102 is an air-cooled, oil-lubricated compact rotary vane vacuum pump. Its deeper vacuum allows pumpers to work with a longer hose,



providing more flexibility at job sites. Increased power also gives the user increased working depth, providing the ability to pull material from deeper tanks. It also offers up to 25 percent faster load and off-load times than previous Gardner Denver models, making the workday more efficient.

"Our RFL 100 is a great legacy product, but as we see more equipment going on these trucks, you need more space open," says Costigan. "We hope that the RFL 102 proves to be as popular and long-lasting in the industry as the RFL 100."

The unit is available in multiple drive applications, including PTO, gearbox or hydraulic drive. Its durable oil tank has a movable mounting bracket or remote mount option, allowing for custom space saving. Dual cooling fans allow the pump to run cooler, providing longer pump life. According to Costigan, in addition to septic service, the pump is a fit for grease trap pumping, holding pits, cesspools, oil well service, and biosolids transfer and removal.

"Basically, any situation where you'd need to pump and transfer wastewater, this pump will fit," he says. "That's why it's such a great product for this particular show. Every application where this pump is a fit is represented at WWETT."

While the RFL 102 is now available from Gardner Denver, the model on the Indianapolis show floor in February was merely a prototype. That didn't stop excited attendees from wanting to bring it home, though.

"So many people I talked with at the show asked how soon they could get one," says Costigan. "That tells me that we made the right choice highlighting this model, and that people in this industry are excited to get it on their trucks."

Costigan says he's happy with how the show went for his company, and he says they plan to be back at the 2017 show with an even more diverse array of products.

"We are in the process of bringing every product line we produce under the Gardner Denver name, so that's exciting," says Costigan. "We will definitely be back, and have solutions to fit even more applications in the future." **866/376-8181; [www.gardnerdenver.com](http://www.gardnerdenver.com).** ■

Sheila Parkhill, marketing manager for Gardner Denver, discusses the features of the Wittig RFL 102 vacuum pump with a 2016 WWETT Show attendee. The pump provides 24 inches Hg of continuous vacuum, while fitting into a smaller footprint than its predecessors. (Photo by Craig Mandli)



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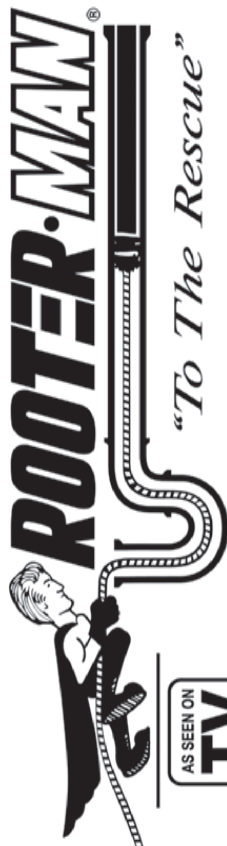
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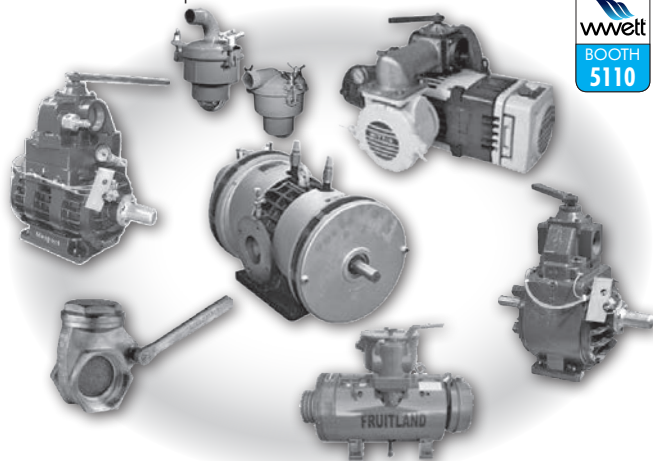
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By Craig Mandli

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## HOSE REELS

### COXREELS T SERIES

**T Series** truck-mount spring-driven hose reels from **COXREELS** have a large chassis with dual pedestal-style arms and a Super Hub that provides triple-axle support while reducing vibration and strengthening the structural integrity of the reel. They can be used for off-road applications that demand reliability in abusive and demanding environments. CNC robotically spun and ribbed discs with rolled edges are designed to provide strength, safety and durability in any application or work environment. **800/269-7335; www.coxreels.com.**



### HANNAY REELS N700 SERIES

Lightweight, compact **N700 Series** spring-rewind hose reels from **Hannay Reels** are designed for lubrication, washdown, high-pressure and general industry applications. They have a narrow frame and compact mounting base, along with non-sparking ratchet assembly and a declutching arbor to prevent damage from reverse winding. They can handle standard pressures from 3,000 to 10,000 psi upon request and temperatures from minus 60 to 250 degrees F. The low-maintenance reels are built to customer specs in about a week. **518/797-3791; www.hannay.com.**



### REELCRAFT INDUSTRIES PWD76075 OHP

**PWD76075 OHP** hose reels from **Reelcraft Industries** include 75 feet of 3/8-inch I.D. high-pressure hose. The reel is a part of the Series HD70000 hose reel line that includes a heavy-duty base design, all-steel construction and a baked-on powder-coat finish that produce a rugged, corrosion-resistant product. A redesigned mechanism provides longer service life of the latch components. The containerized drive spring offers safe and easy handling during maintenance. Two sealed ball bearings produce a smoother spool rotation and easier operation. The guide arm adjusts to seven positions for various mounting locations and applications. **800/444-3134; www.reelcraft.com.**



## JETTERS

### AMAZING MACHINERY BOSSJET MAX

**BossJet Max** jetters from **Amazing Machinery** offer versatile hose reel configurations, with the choice of no reel, a fixed reel or a 360-degree stainless steel pivoting reel, and with a mounting bracket for an optional remote hose reel for indoor jetting. They come with Honda, Kohler, Yanmar or Vanguard engines, with or without electric start. Pump options include Cat, A/R and General, with pressures up to 4,200 psi and flow rates up to 5.5 gpm. The frame is powder-coated 1.5-inch tubular steel, which wraps around the engine and pump for protection. Each unit comes with a laser nozzle and washdown accessories with 50 feet of leader hose. **800/504-7435; www.amazingmachinery.com.**





## AMERICAN JETTER TOOLBOX SERIES

The **Toolbox Series** by **American Jetter** offers the features of a larger jetter in a compact and lockable toolbox. It operates with the door open, and includes up to 300 feet of 3/8-inch hose or 200 feet of 1/2-inch hose on its dual direction powered reel. The included hose guide provides consistent hose direction. Power is provided by a Kohler gasoline engine with a belt-drive Udor pump. Optional flows range from 5 to 12 gpm, to 4,000 psi on the standard model. Custom units can be configured with higher gpm. The optional 1-mile open-range wireless remote allows for water on/off, engine shutdown and hose reel control. **866/944-3569; www.americanjetter.com.**



## CAM SPRAY RCJ SERIES

**RCJ Series** skid-mounted jetters from **Cam Spray** are offered in flows and pressures of 8 gpm at 3,500 psi and 7 gpm at 4,000 psi. A three-plunger industrial pump with pulse is powered by a 688 cc Honda engine. Its 200 feet of 3/8-inch jetter hose can be used to supply an optional 200DS4 portable reel cart. It comes with a 35-gallon buffer water tank with

float control, powder-coated heavy tube frame, washdown gun and a four-nozzle set. It easily mounts in the side door of a cargo van, on a truck bed or inside a service truck. **800/648-5011; www.camspray.com.**

## HI-VAC CORPORATION O'BRIEN 7000 SERIES

The **O'Brien 7000 Series** trailer-mounted jetter from **Hi-Vac Corporation** comes with water tanks and a sediment pump designed for easier cleaning and longer life. The trailer has the muffler and air cleaner mounted inside the enclosure for improved sight lines, electric reel control for smoother rotation and easier operation, and hydraulic and water gauges mounted in the main control panel for easier viewing. **800/752-2400; www.hi-vac.com.**



## HOT JET USA VAC 'N JET

**Vac 'n Jet** trailer-mounted sewer jetters from **Hot Jet USA** are compact, about one quarter the size of a hydroexcavation truck. They are available in hot- or cold-water options, with a choice of 23 or 35 hp Van-

guard by Toyota engines, 12-gallon gas tank, 24-gallon diesel tank, a 500-gallon steel spoils tank with a Gardner Denver vac blower, Colt 4-ton hydraulic dump and 24-inch opening rear hatch. They have a 5- by 16-foot diamond plate steel deck with dual 7,000-pound-rated axles with electric brakes, and carry a 200-gallon water tank. **800/624-8186; www.hotjetusa.com.**

## VAC-CON HOT SHOT

The **Hot Shot** high-pressure water jet machine from **Vac-Con** is designed for removing stones, bottles, cans, grease, sludge and other debris from sanitary sewer and/or storm drainlines. Engineered for one-person operation, all high-pressure water and hose reel controls are located at the front of the machine for ease of operation and increased safety. Models are available with 1,000- and 1,600-gallon water tanks. Options include variable flow, articulating hose reel, polyethylene water tanks, 30 gpm at 3,000 psi water pump system, auxiliary engine or hydrostatic drive, cold weather recirculation system, side-mounted toolboxes, air purge system, hose footage counter, arrow board, strobe lights, inspector cam, high-pressure spray bar, hose rewind guide, 600 psi hand-gun system with 25 feet of hose, and a selection of nozzles. **855/336-2962; www.vac-con.com.**



## VACTOR MANUFACTURING RAMJET 850 SERIES

The **RamJet 850 Series** truck jetter from **Vactor Manufacturing** has a choice of front or rear hose reel loca-

tions. Equipped with a Jet Rodder water pump, the jetter is designed to break up blockages in sanitary lines, flush out debris and scour sewer lines. Park-N-Clean technology allows the operator to park near the manhole and start cleaning with minimal setup time. The standard front hose reel has a capacity of 800 feet of 1-inch hose and can telescope up to 15 inches forward and rotate up to 270 degrees. The aluminum heated enclosure keeps the pump and plumbing covered and protected at all times. The standard rear hose reel has a capacity of 700 feet of 1-inch hose and can rotate a total of 180 degrees — 90 degrees to curbside and 90 degrees to street side. An optional integral aluminum rear shroud provides quick setup and cold weather protection. It offers flow of 0 to 80 gpm at a variable pressure up to 2,500 psi at the hose reel. **800/627-3171; www.vactor.com.**

## LOCATORS

### BRIGHT DYES

Concentrated leak inspection dyes from **BRIGHT DYES** dissolve rapidly in water and provide a vivid fluorescent color detectable in murky water, sewage or effluent. They can identify leaks, infiltration and exfiltration in plumbing connections, validate sanitary and septic hookups, and perform septic inspections to identify leachfield issues as well as sources of contamination in wells. They are safe, nontoxic, biodegradable and certified by NSF International to ANSI/NSF Standard 60 for use in and around drinking water. They are available in fluorescent yellow/green, red and orange, and nonfluorescent blue, in tablet, liquid or powder form. **800/394-0678; www.brightdyes.com.**





## LOCATORS

### RADIODETECTION CORPORATION RD1500

The **RD1500** ground-penetrating radar utility locating system from **Radiodetection Corporation** includes an internal GPS, onboard Wi-Fi and a high-resolution touch screen. It allows users to create depth slices and review their locate path on screen while on site, and selectively enhance shallow/small, medium depth/size or deep/large targets using FrequenSee. By recording grid scans, users can view not only line views but also perform depth slices, increasing the clarity of the collected data. FrequenSee exploits the wide-bandwidth antenna and allows the user to select the low, medium or high part of the frequency spectrum to focus on the desired features, selectively enhancing small, medium, large or all targets for easier viewing and detection. It includes an external GPS and the Enhancement package, which enables PC users to slice through the exported depth data and export data to other formats. **877/247-3797; www.radiodetection.com.**



### SUBSURFACE INSTRUMENTS AML SERIES ALL MATERIAL LOCATOR

**AML Series All Material Locators** from **SubSurface Instruments** use modulated 2.45 GHz ground-penetrating UHF radio waves to easily locate subsurface objects. Using technology that was developed for lunar exploration, it locates materials indiscriminately, including PVC, PE, metal, wood, cable or



pipe. It will work in clay, wet soil, snow and standing water. Man-made objects with a straight edge create a change in density or permeability from surrounding materials, which causes refracted radio waves to be detected by the AML. The highly sensitive dual left and right receivers activate a laser indicator that highlights the buried object's position on the ground. It includes GPS plotting and tracking and has 32 sensitivity settings. **855/422-6346; www.ssilocators.com.**

### SUBSURFACE LOCATORS LD-18

The **LD-18** digital water leak detector from **SubSurface Locators** is designed to reduce ambient, intermittent noises from barking dogs, passing cars, footsteps or talking people. Its digital electronics sample the sounds every few thousandths of a second, and if it detects an intermittent sound, it suppresses it instantly. Water leak sounds are almost always continuous noises, and the unit can identify continuous leak sounds even in difficult conditions like busy streets. **775/298-2701; www.subsurfaceleak.com.**



### SUPERIOR SIGNAL 5E ELECTRIC SMOKER

The **5E Electric Smoker** from **Superior Signal** can help find difficult leaks and odors in residential and commercial plumbing systems. It can be connected to any plumbing clean-out or vent, and the appropriate-sized smoke candle forces smoke through faults and cracks, easily identifying sources of odor and hard-to-find leaks. It can handle all residential and commercial smoke testing applications, using Superior Smoke Candles from 30 seconds to three minutes. Smoke tests take minutes to perform, with immediate results. It comes with an 8-foot industrial-grade flex hose that weighs 8 pounds and requires no maintenance. **800/945-8378; www.superiorsignal.com.**



### TURBO FOG M-45

The **Turbo Fog M-45** is a versatile, lightweight, portable, self-contained smoke generator capable of producing dense, voluminous white smoke using leak-proof liquid smoke cartridges. Each cartridge can be replaced in seconds, allowing quick and easy replacement even while the unit is operating,



allowing for uninterrupted smoke production. No additional smoke bombs or pump garden sprayers are needed for additional test time. The Briggs & Stratton-powered turbine-type blower is 45 pounds and creates a discharge velocity of over 75 mph and 2,000 cfm. It continues to work under pressure in up to 5.75 inches of water. It is available with a plumbing conversion kit. **800/394-0678; www.turbo-fog.com.**

### VIVAX-METROTECH VM-MAP

The **VM-MAP** application from **Vivax-Metrotech** is a real-time solution for mapping buried utilities. Push one button to store depth, GPS coordinates and distance between locates. Download this data into a PC for further analysis or send it by email from within the application. The data is compatible with Google Maps, Asset Management and GIS software. It will generate maps in real time, giving confidence to the operator that the data is accurate. Location data is obtained from the mobile phone, the locator's GPS or an external GPS device of the technician's choice. Additional site data such as notes and photographs can be manually input as the log is created. It is compatible with both iOS and Android devices and can be downloaded from the Apple Store or Google Play. **800/446-3392; www.vivax-metrotech.com.**



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### DITCH WITCH PROSPECTOR NOZZLE

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### HAMMELMANN CORP. PIPEMASTER

The **Hammelmann Corp. Pipe-master** is a manually operated, high-pressure hose-rotating system. It is used to remove both soft and hard deposits from the inside of pipes and pipelines, including those with bends and vertical sections. A high-pressure supply hose line is fixed between the pump and the rotary joint on the hose-rotating unit. A second hose is connected to the rotary joint and runs via the deployment unit into a protective hose to the positioning device at the work piece. The rotation of the second high-pressure hose around its longitudinal axis is affected by a chain drive from a pneumatic motor to the rotary joint. The rotation speed can be smoothly adjusted with throttle check valves. Actuating the control lever of the unit causes the hose to start rotating, which in turn produces the forward motion. The hose deployment unit is mounted on a sturdy base plate including the height-adjustable control lever to deploy or retract the hose. **800/783-4935; www.hammelmann.com.**



### NOZZTEQ JAWS

The **Jaws** nozzle from **NozzTeq** is a NASSCO Tier III sewer nozzle with hydraulically engineered conduits and spray angles that produce efficient, powerful jetting streams using relatively low truck-supplied water pressures. It is designed to let crews clean more pipe with fewer passes, while generating less wear and tear on trucks and using less fuel. Its water conduits preserve laminar water flows from the truck to final jet stream, so water pressure is never compromised by turbulence. Its tightly focused jet streams are deployed at precisely calculated angles to move out debris efficiently. It is made of low-carbon stainless steel with SBR covers that protect the conduits and jets. Jets can be switched as needed to accommodate water flows of 40 to 285 gpm. **866/620-5915; www.nozzteq.com.**



### STONEAGE WGR SWITCHER

The **WGR Switcher** from **StoneAge** has the ability to run a single sewer-jetting tool in either pulling or cleaning mode, without removing the nozzle from the pipe. When the pump is idled down and brought back to pressure, the tool will switch the water flow between two different patterns of jets. This allows the tool to switch between pulling and cleaning, reducing the time and water usage required to make multiple runs with different nozzles. The pulling/flushing jet pattern directs maximum power to the rear jets to pull or flush debris backward. The cleaning/descaling jet pattern directs power to the side jets for cleaning deposits or cutting roots. The two-tools-in-one unit navigates pipes 8 to 36 inches in diameter and handles pressures up to 5,000 psi at up to 100 gpm. **970/259-2869; www.stoneagetools.com.**

### WATER CANNON TURBO NOZZLE

**Turbo Nozzles** from **Water Cannon** combine a 0-degree blast in a 25-degree pattern with no gears, teeth or bearings to wear out. Precision ceramic surfaces provide long life and are rebuildable.

Applications include stripping paint, degreasing heavy-duty equipment and removing stubborn oil, dirt, grime and soil residues from concrete, walkways, driveways, sidewalks, brick and building exteriors. The turbo rotating nozzle increases the blasting power by concentrating a 0-degree stream of water into a 25-degree high rpm pattern. The nozzle works with equipment rated from 3,000 to 4,500 psi with orifice sizes up to 7 inches. **800/333-9274; www.watercannon.com.**

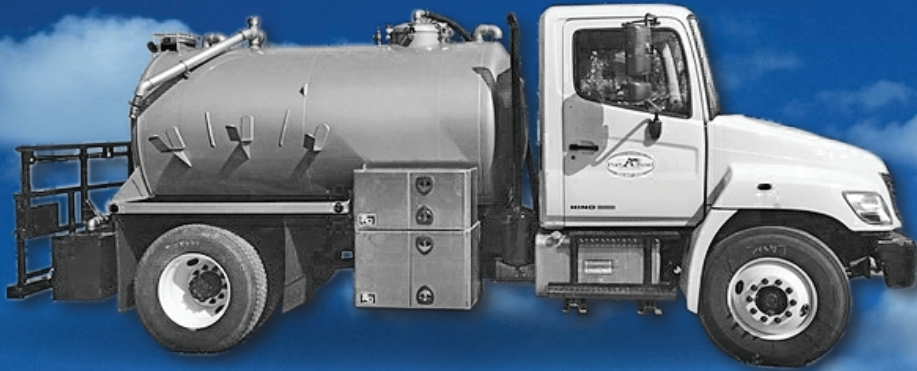


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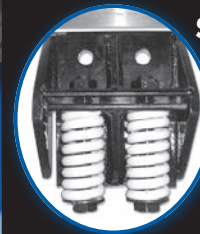
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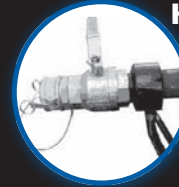
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## CREATIVE CLEANOUT COVERS

Decorative clean-out covers from **Creative Cleanout Covers** are designed for homeowners and businesses looking to add a decorative touch to the traditional chrome clean-out. The line of covers is available in five designs with five finishes. Colors include Beachnut Bronze, Seaside Silver, Glamour Gold, Newport Copper and paintable Paint Grade White. They are made from injection-molded ABS plastic and snap into place using a rare-earth magnet. Designed for indoor and outdoor use, applications include residential and commercial retrofits, new construction, hotels and restaurants. Custom designs are available. **714/841-4930; [www.creativecleanoutcovers.com](http://www.creativecleanoutcovers.com).**



## THE HAND STUFF ALL NATURAL BALM

Intensive **All Natural Balm** from **The Hand Stuff** is designed to nourish and replenish the skin of dry, cracked, chapped and damaged hands of sewer and drain industry professionals. It is packaged in a durable plastic 2-ounce jar, allowing it to easily fit in any pocket, toolbox or glove compartment.

The balm is made of shea butter, lanolin, coconut oil and vitamins A and E. This mixture offers the maximum amount of water retention in the skin, leading to improved healing and softening of calluses while handling hoses and machinery. **862/252-7791; [www.thehandstuff.com](http://www.thehandstuff.com).**

## PUSH/CRAWLER CAMERAS

### CUES MPLUS+ XL

The **CUES MPlus+ XL** push system enables easy operation with its all-in-one setup, and flexibility by quick removal of the control unit to be used separately. It includes a coiler configuration and pan-and-tilt camera designed for mainline and larger pipeline applications up to 500 feet. It integrates video observation coding, observation coding interface and digital recording into an easy-to-use package. This lightweight system includes large and durable wheels for portability and a balanced footprint for stability. It is manufactured to handle rigorous field use. **800/327-7791; [www.cuesinc.com](http://www.cuesinc.com).**



## DEEP TREKKER DT340 PIPE CRAWLER

The **DT340 Pipe Crawler** from **Deep Trekker** sports everything needed to perform a fast and efficient pipe inspection without a dedicated service

truck or additional generators. Its internal lithium batteries last six to eight hours and a lightweight, hand-held controller has a built-in viewing screen. It offers plug-and-play integrations and various wheel-track options. It can be used to access hard-to-reach sites to begin easy sewer pipe inspections in minutes. The system is completely submersible up to 164 feet. **519/342-3177; [www.deeptrekker.com](http://www.deeptrekker.com).**

## FORBEST PRODUCTS FB-PIC3388M/3388MT

The **FB-PIC3388M/3388MT** camera system from **Forbest Products** allows users to inspect 4- to 20-inch pipe. The package comes with 200 feet of 3/8-inch fiberglass cable and a reel with footage counter and stand, 1 1/2-inch self-leveling waterproof color camera head and a detachable stainless steel spring kit with or without a built-in 512 Hz sonde transmitter. With a camera head adapter, a high-resolution 7/8-inch waterproof metal color camera head with or without a built-in 512 Hz sonde transmitter can also be used on the 200 feet of cable. Two extra detachable spring kits with different hardness are provided for varied applications. The heavy-duty waterproof control box includes a bright 10-inch LCD color screen and records photos and videos with USB or SD. On-screen status indicators include footage of the cable pushed through the pipe and battery strength. **877/369-1199; [www.forbestusa.net](http://www.forbestusa.net).**



## MYTANA MANUFACTURING MS11-NG

The **MS11-NG** midsize video inspection system from **MyTana Manufacturing** can be used to inspect 3- to 4-inch lines, and is available with 200 feet of strong pushrod. It has a 1 1/2-inch color self-leveling camera head, a built-in 512 Hz transmitter, allowing a technician to locate during the inspection, and a daylight-readable 6.4-inch monitor. A technician can record or upload an inspection using the MyTana Viewer App, available for iPhone, iPad and Android. Built-in Wi-Fi allows multiple viewers on relining/rehabilitation projects. Inspection records can be uploaded to YouTube or still photos emailed to customers. Media connects through RCA jacks on the front of the unit. **800/328-8170; [www.mytana.com](http://www.mytana.com).**

## R.S. TECHNICAL SERVICES QUICK PEEK

The **Quick Peek** all-in-one, portable video inspection system from **R.S. Technical Services** is a compact, lightweight solution for drainline condition assessment in lines 2 to 10 inches in diameter up to 300 feet long. It has a 7-inch bright LCD handle-mounted monitor with a sun shield/screen protector that can be positioned for a comfortable viewing angle. Easily accessible monitor controls include power mode, aspect ratio (screen size) and menu, plus set buttons for color, brightness, contrast, tint and volume. The side-mounted AC/DC power source houses controls for all camera functions, and provides a camera test terminal, AC/DC input, video/audio output, keyboard input and a condenser microphone with on/off switch. It has a high-resolution, low-lux color camera; keyboard for annotation; video/audio output; microphone; and is fully locatable with 512 Hz inline transmitter. Options include battery power, a self-leveling camera, 512 Hz receiver, roller skids, laptop interface, SD card reader and Wi-Fi interface. **800/767-1974; [www.rstechserv.com](http://www.rstechserv.com).**





## PUSH/CRAWLER CAMERAS

### RATECH ELECTRONICS ELITE SD WI-FI

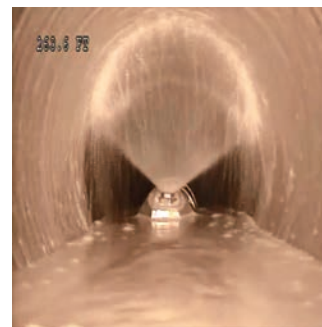
The **Elite SD Wi-Fi** from **Ratech Electronics** allows technicians to record pipe inspections wirelessly to an iOS or Android device, and take live video and digital still photos that can be immediately uploaded to YouTube, so there's no more recording to USB thumb drives, SD cards or DVD discs. Download the app to an iPhone or iPad and stream the video wirelessly. The Wi-Fi interface is available on any current Ratech product or existing Ratech systems in the field, and is available with a sun-readable 10-inch LCD monitor and either a self-leveling camera, small ultramicro camera or pan-and-tilt push camera. Systems come in cable lengths from 100 to 400 feet. **800/461-9200; www.ratech-electronics.com.**



### ROOTX CHEMICAL ROOT CONTROL

Chemical root control from **RootX** is designed as a long-term solution to pipeline root intrusion, as it stunts new root growth without damaging the pipe, clearing pipeline roots that can cause blockages resulting in sanitary sewer overflows.

The simplicity of the application means crews can perform root control on demand or as scheduled preventive maintenance. It is registered with the EPA for both sanitary and storm use (EPA Reg. No. 68464). **800/844-4974; www.rootx.com.**



## ROOT CONTROL - CHEMICAL/MECHANICAL



### DUKE'S ROOT CONTROL RAZOROOTER II

Diquat-based **Razeroooter II** root-control herbicide from **Duke's Root Control** is registered by the U.S. Environmental Protection Agency for controlling nuisance tree roots in sanitary sewer line collections systems, and received a classification of "evidence of noncarcinogenicity for humans." In 2014, the EPA further approved an amendment of labels to lower the signal word from "warning" to "caution." Crews

insert a hose from manhole to manhole, preparing to fill the affected sewer pipe with herbicide. The foam is then released, compressing against pipe surfaces and penetrating cracks, joints and connecting sewers. Roots are killed on contact, decay naturally and slough away. Application is designed to prevent root-related stoppages for two to three years. **800/447-6687; www.dukes.com.**

### LENZYME/ TRAP-CLEER FOAMING ROOT CONTROL

Foaming root control from **Lenzyme/Trap-Cleer** has double the dichlobenil active ingredient of previous solutions and a latex base that helps it stick to roots longer. It is easy to apply and provides a slower foaming action designed to coat the entire pipeline and eliminate fast-foam-over messes. **800/223-3083; www.lenzyme.com.**



### SOUTHLAND TOOL SUPER RED HOT



The round-body **Super Red Hot** heavy-duty-bearing root-cutting motor from **Southland Tool** comes with a specially machined front bearing that is oversized to allow the motor to perform.

This hydraulic root cutter motor allows the user to cut, rip and destroy roots in sewer lines. It is a direct replacement for the Patriot Motor. It produces 14.58 ft-

lbs of torque. It has the exact tail thruster to bolt to green skids or smart-cutter skids. It is available in 1- and 3/4-inch hose models. **714/632-8198; www.southlandtool.com. ■**

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## CASE STUDIES

# Business Diversification — Sewer and Drain Maintenance

By Craig Mandli

## CAMERA SYSTEM ALLOWS COMPANY TO EXPAND SERVICES AND OPERATE MORE EFFICIENTLY

**Problem:** C.A. Taciak & Sons in Towson, Maryland, wants to understand how existing pipes are run on a job site, and how to more easily locate drainline blockages to help avoid ruptured pipes, excessive property damage and wasted service time. In the company's early days it strapped sondes to cables and sent them down lines, using locators to find obstructions. It wanted a less-complicated alternative.

**Solution:** For owner Frank Taciak, the solution is the **RIDGID SeeSnake rM200** camera system paired with the **CS65** digital reporting monitor. The rM200 is capable of inspecting lines up to 200 feet in length and 1 1/2 to 6 inches in diameter, and has an integrated transport system for easy portability. The CS65 has one-touch image recording for fast, efficient documentation of inspections.

**Result:** The camera system and being able to digitally record inspections has enabled Taciak to be more efficient and strengthen customer relationships. With inspection services Taciak is able to build trust by including visual proof with any service recommendation. **800/769-7743; [www.ridgid.com](http://www.ridgid.com).**



## TECHNICIAN QUICKLY SOLVES BASEMENT BACKUP ISSUE

**Problem:** A homeowner in Indianapolis, Indiana, was experiencing catastrophic backup that left several inches of sewage in the basement. The backup was caused by paper and minor root intrusion. The homeowner called Hamm and Sons and technician, Dave Depew, was dispatched to help open the blockage.



**Solution:** Depew built up a platform to keep his **1065** drain cleaner from **Spartan Tool** out of the water to avoid electrical shock hazards. After locating the 4-inch clean-out in the floor, he quickly got to work and cleared the blockage. The 1065 had more than enough cable and power to clear the paper and roots, allowing the flooding condition to subside.

**Result:** While the homeowner had a major cleanup project, he was thrilled that Depew was able to come out so quickly and remedy the problem. **800/435-3866; [www.spartantool.com](http://www.spartantool.com).** ■





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*in the*  
**SPOTLIGHT**  
By Kyle Rogers

## VAC TRUCK SERIES COMBINES POWER, FUEL EFFICIENCY

McLaughlin's new Vermeer ECO truck-mounted vacuum excavators are aimed at a market that wants a more compact and fuel-efficient machine that still delivers on performance.

Options include 49, 85 or 99 hp auxiliary engines with tank capacities of 500 to 1,200 gallons for applications using 4-inch suction hoses. The units can be mounted on either new or used truck chassis.

"If you're running a 4-inch hose at 1,000 cfm, that vacuum and water pump can run on as low as around 44 or 45 hp," says Jeff Wage, vice president at McLaughlin. "The goal of the ECO Series is having a powerful package that performs well but also maximizes fuel economy. They're the same power packs we use on our VX Trailer Series, so they're definitely proven, but they provide the amount of horsepower necessary to run components."

"Some jobs are going to require larger vacuum excavators with 6-inch and 8-inch suction hoses and, therefore, more horsepower. PTO-driven vacuums make more sense in those higher-horsepower applications. But if you only need 49 hp to run something, there's no sense in turning on a 270 hp truck engine and running off a PTO and wasting fuel."

The ECO 50 — or the 49 hp engine option — comes equipped with a 1,025 cfm blower and 5.6 gpm water pump. It can be mounted on a 26,000-pound GVW chassis with the 500-gallon tank, or a 33,000-pound GVW chassis for an 800-gallon tank.

"It's set up for hydroexcavation and potholing or any other applications vacs are typically used for," Wage says. "It comes with all the standard features on our VX 50 Series of trailer vacs such as hydraulic booms, arrow boards and hot box options."

The ECO 80 comes standard with an 85 hp engine and a 5.6 gpm water pump but can be fitted with a 12 gpm water pump to run a sewer jetter system or compact core saw attachment. The ECO 100, powered by a 99 hp engine, has a 1,200 cfm blower and is paired with an onboard 110 psi by 185 cfm air compressor, allowing operators to select between both hydro and air excavation options.

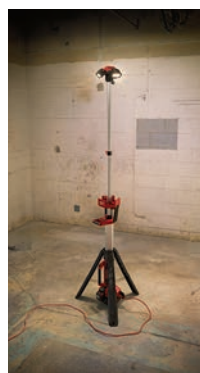
"There's a lot of demand for air excavation, which gives contractors the ability to dig dry and then reuse those materials instead of having to drive a long time to dump wet spoils," Wage says.

The ECO Series excavators offer flexibility to mount to many truck chassis.

"We have a lot of customers who will tell us they have a certain kind of truck across their fleet ... and they want a vac excavator on it. With this configuration, as long as you have the right bed length and GVW rating, you can mount a unit," Wage says. **864/277-5870; [www.mclaughlinunderground.com](http://www.mclaughlinunderground.com).**

## DITCH WITCH TURBOCHARGED UTILITY TRACTORS

RT105, RT125 and RT125 quad utility tractors from Ditch Witch are designed to improve power, efficiency and comfort. Tractors are powered by 107 and 121 hp turbocharged Tier 4 Deutz engines, and feature standard four-wheel-drive systems. The RT125 quad is also equipped with a ground drive system, which senses load conditions and adjusts automatically. Redesigned workstations are equipped with 5-inch color LCD instrument displays, tilt steering columns and increased legroom. **800/654-6481; [www.ditchwitch.com](http://www.ditchwitch.com).**



## MILWAUKEE TOOL M12 AND M18 LED LIGHTING

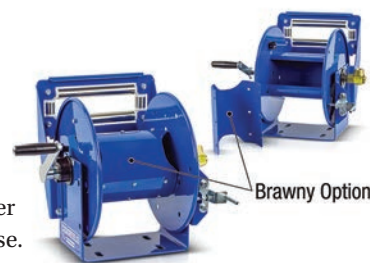
Milwaukee Tool introduces several new lighting solutions. The M18 LED tower light/charger delivers 3,000 lumens and features a trifold head design for multidirectional lighting and built-in charger. The unit can be set up in five minutes and has a runtime of 17 hours. The M18 Radius LED site light is IP54 rated, produces 4,400 lumens of overhead light and can be controlled remotely using Milwaukee's One-Key app system. Users can adjust brightness, set lighting schedules and adjust

180 degrees either direction from the mobile phone app. The M12 Rover LED floodlight is designed to provide ample light in a more versatile package than the standard halogen flood lamp. It is capable of 1,000 lumens for up to 15 hours, has a magnetic base and is IP54 rated. The M18 four-mode LED searchlight features a beam distance of 700 yards and 1,250 lumens, and is ideal for providing overhead, long distance and task lighting. The unit is IP54 rated and has 198-degree head rotation. **800/729-3878; [www.milwaukeetool.com](http://www.milwaukeetool.com).**

## BRAWNY OPTION FOR COXREELS 100 SERIES

The Brawny option for COXREELS 100 Series reels adds strength to the reel drum, minimizing potential damage under increased pressure or pulsing pressure use.

The Brawny option is available for 8-, 12.5- and 18-inch drum widths. **800/269-7335; [www.coxreels.com](http://www.coxreels.com).**



## MANITOU AMERICAS XPR MAINTENANCE KITS

XPR Genuine Parts maintenance kits from Manitou Americas are designed to simplify rou-

tine filter service for Gehl and Mustang compact equipment. Kits typically include air filters, engine oil filter, fuel filters, hydraulic oil filters, transmission filters and cabin air filters. **262/334-9333; [www.manitou.com](http://www.manitou.com).** ■



## GPS Insight ranks on Inc. 5000 list

GPS Insight was ranked No. 3,668 on *Inc. Magazine's* 500/5000 list. The Inc. 5000 list recognizes the 5,000 fastest-growing companies in the U.S. GPS Insight has ranked on the *Inc. 5000* for the last seven years.

## SkyBitz names VP of sales

Carolyn Rehling was named vice president of sales for SkyBitz Local Fleets division. Rehling has 20 years of executive sales experience. ■

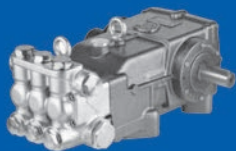


Carolyn Rehling



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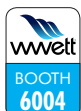


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## BUSINESSES

**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](http://www.wrenvironmental.com). Email [Dave@Klinesservices.com](mailto:Dave@Klinesservices.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)

Portable toilet company for sale in Seattle, Washington area. Call Dave at 425-681-2696 for further details. (P01)

**Fully-equipped Long Island, NY cess-pool cleaning company for sale.** Established 50+ years serving Nassau & Suffolk Counties with excellent reputation and high-repeat customer base. High volume of drain cleaning calls every week. Best offer. 516-993-0446 (P02)

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](mailto:Mark@choicebizops.com). (P12)

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

Portable toilet business located central NC. Turnkey business, 500+ toilets, hand-washing stations, handicap units, holding tanks, customer list, plus more. Contact [toiletbusiness4sale@gmail.com](mailto:toiletbusiness4sale@gmail.com). (P12)

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

## COMPUTER SOFTWARE

[FreeServiceReminderSoftware.com](http://FreeServiceReminderSoftware.com), [FreeServiceDispatchSoftware.com](http://FreeServiceDispatchSoftware.com), [FreeRouteManagementSoftware.com](http://FreeRouteManagementSoftware.com). (P12)

## COMPUTER SOFTWARE/ BILLING

**Affordable Business Software.** Online, any device access. Dispatching, billing, mobile apps. Get back time to run your business. Free proposal, demonstration. 888-332-5327; [sales@clearcomputing.com](mailto:sales@clearcomputing.com); [www.clearcomputing.com](http://www.clearcomputing.com) (PBM)

## DEWATERING

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

Mobile Belt Press: Complete dewatering unit, 1.5-meter Parkson high-pressure belt press totally refurbished in January 2016. Includes feed pump, polymer system, new controls, and updated manuals. May be operated as a fully-contained skid or as mobile unit on 42' trailer. Tested and ready to go to work tomorrow. Don 713-446-4298; Bob 281-728-4083 (P12)

2003 1.2-meter Ashbrook Klampress ready to work! Skid-mounted and comes with sludge pump, Makedown system, water booster pump, 3-phase 230v. Call Aaron at 423-635-9739 for more information. (P01)

Mobile sludge-thickening package. Thicken 100gpm of 1% into 8%. Why truck mostly water? Full details at: [Mark@Delta-pioneer.com](mailto:Mark@Delta-pioneer.com) or 941-809-1428 (P01)

## DRAIN/SEWER CLEANING EQUIPMENT

1997 Ford, works every day. 2,000psi, 3-stage fan, A/C, as-is condition. \$55,000. [www.facebook.com/duartecleandrain](http://www.facebook.com/duartecleandrain) 786-255-0821 [duartecleandrain@hotmail.com](mailto:duartecleandrain@hotmail.com) (P01)

CUES Pro Scout 411805 sewer camera for sale. Works good - just no locator. It may be old, but was just updated by Power Mole. For info call 716-713-3309 or email [Jmacken41@yahoo.com](mailto:Jmacken41@yahoo.com). Asking \$500 plus shipping. (P12)

## DRAINFIELD RESTORATION

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

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

## GREASE UNITS



**USED COOKING OIL.** 2011 Chevy 3500: Diesel, auto., 300,000 miles, deleted DPF system, air bags. Truck is in use now. Just upgraded to a bigger tank. Has a 600-gallon Progress slide-in tank, with a vacuum pump and Honda gas motor. Single compartment. Truck is ready to work. Located in Lafayette, LA. Please call, text or email with any questions. .... Asking \$20,000

**Joey 337-372-0011, LA**  
[joeybourque@gmail.com](mailto:joeybourque@gmail.com) P12

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**2016 Peterbilt 348:** 3,600-gallon Imperial VAC3600 407/412 DOT tank with a Fruitland RCF500 (320cfm). Get this package for as low as \$2,645.04 a month. .... \$185,595

**Kyle 715-359-0200, WI** P12



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

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Pre-owned 2,300 U.S. gallon, carbon steel, DOT certified, vacuum pressure tank. Mounted on 2000 International cab and chassis with a Presvac PV750 vacuum pressure pump. (Stock# 4509V)

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New 3,200 U.S. gallon, carbon steel, DOT certified, 407/412 vacuum tank, dump type with full open rear, door and a Presvac PVB 750 vacuum-pressure pump installed on a 2016 Peterbilt 348 cab and chassis. Four (4) units available.

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Pre-owned 3,200-gallon, carbon steel, DOT 407/412 vacuum tank with a Presvac PVB750 pump installed on a 2011 International. (Stock# 3243C)

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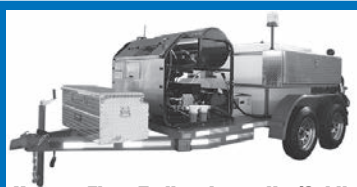
2005 Vac-Con 52gpm @ 3,000psi, Sterling chassis, Allison transmission, fan vacuum, 38k on chassis, 1,850 hrs. on auxiliary motor, hydraulic off-loading pump on tailgate. Nice low-hour/mileage truck. \$55,000 OBO. Call 330-398-1989. (P12)

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)

## INSURANCE

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## JETTERS-TRAILER



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

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

1999 SRECO jetter. Limited hours, 40gpm @ 2,000psi, 600-gallon capacity. \$14,000. For photos or more info call 479-640-8768 or jon@bbbseptic.com (P01)

Pre-owned 2007 PipeHunter trailer-mounted jetting unit Model 38T44. 4,000psi @ 25gpm w/335 U.S. gallon water tank. (Stock# 4313V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

## JETTERS-TRUCK



**1999 SECA 747-SP:** 40 gpm @ 2,000 psi, 700-gallon poly tank, 4,940 hours. Mounted on ex-municipal truck with 37,400 miles. .... \$16,000  
**608-835-7767, WI** PBM

## JET VACS



**2001 Peterbilt Vactor 2100:** C-10 CAT, push-button Allison. 80gpm @ 2,000psi. 61,000 municipal miles. Exceptionally clean unit. Ready to work. Delivery available. CHAMBERS MOTOR CO., Boring, Oregon ..... \$99,500  
**Call John 503-887-0070** PBM



**2001 International 4900 6x4 Aquatech B-52** combo truck: municipal-owned, 2,000-gallon water tank, 65gpm water pump, 5-yd. debris tank, 6,200 hours, 66,752 miles, 10-speed, work ready. FOB: Nashville, TN. .... \$69,500  
**Call Terry 615-227-7800** P12

Vac-Con 2000 Sterling LT7501 TL jet vac. 125,841 miles and 20,155 hours. \$35,000. Please call for any questions or interest 256-739-4747 ext. 105 (P02)

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

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

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

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## MISCELLANEOUS

FOR SALE: 16 Zabel Model A100 septic filters in original boxes. \$50/ea. or \$600 for all. Please contact Gary: 815-261-8023 (P12)

## PORTABLE RESTROOMS

PolyJohn portable restrooms plus other brands: \$100 each. Portable restrooms with crane lift assemblies: \$100 each. Parts and components: Pricing available when contacted. 228-343-2001 (P12)

Over 35 portable restroom units for sale. PolyPortables, Satellite, Five Peaks along with other portable restroom equipment for sale. Pittsburgh, PA. Contact Joe at 412-592-8695. (P12)

PolyJohn PJ3s, construction grade, mainly blue and white. 100 available, \$150 each. Call 845-883-7880. (P12)

1997 Olympic restroom trailer, (6) men, (6) women, (2) sinks each side, heat, A/C and hot water. Very good condition. Good for longterm site rental. \$14,000 OBO. 845-883-7880 (P12)

Toilet parts, all used - sold in bundles. Why pay full price when you can save? Satellite side panels sold in packs of 9 - \$300. Several colors available. We also have Satellite door panels sold in packs of 3 - \$200. Several colors available. Toilet tanks, roofs and some used portable toilets available. Plus shipping and handling costs will be your responsibility. Call 800-540-2511 if interested. (P12)

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## PORTABLE RESTROOM TRAILERS



**2011 9-2 configuration**, 11-unit restroom trailer. This trailer is lightly used and in great condition. Polished fiberglass exterior with one piece rubber roofing. Entrance/Exit doors on the mens' 9-station restroom. Single door for womens' 2-station restroom. Includes 900-gallon waste tank with city water hookup. Arctic package for extreme winter protection ..... \$35,000

**435-896-9580, UT** P12



**1990 Olympic 10-station** restroom trailer, 24'. Women's 4 stalls, men's 2 stalls/4 urinals. New exterior paint. North East, MD. .... \$7,800

**Robert 443-553-1517** P12  
**robert@regalrestroomsllc.com**



**2007 AmeriCan Engineering 10-stall:** Model 824 Traditional series mobile restroom trailer. 16" spare tire. Ready to use. Asking \$35,000. For more info contact Maria at:

**239-334-7689, FL** P01

2010 JAG Porta-Lisa, 6x8 single axle. Excellent condition. Heat and air conditioning. Stored in heated shop. \$12,500. 618-967-6618 (P12)

Two 53' Luxury Restroom Trailers: Built for the NASCAR circuit. A/C and 1,000-gallon water storage. Women: 8 stalls, 2 vanities, full wall mirror. Men: 3 stalls, 5 urinals, 2 vanities. Discharge must go in sewer connection/bladder. \$50,000 each. Call 865-806-9700. (P01)

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## PORTABLE RESTROOM TRAILERS

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

## PORTABLE RESTROOM TRUCKS



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

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[www.texlaservices.com](http://www.texlaservices.com) P12



**2002 International 4300:** 235,000 miles, Keith Huber body: 1,000 waste, 500 fresh. 4 storage lockers, holds 2 restrooms, washdown pump, Masport vacuum pump. .... \$18,000

**207-227-4205, ME** P12



**Two (2) Portable Toilet Service Trucks for Sale** (additional photos available on request): 2006 Ford F-550, 6.0L 15k on new motor, Lely aluminum 600 waste/400 water, \$18,500. 2006 Ford F-550 4x4, V-10, Crescent (2013 375/200) \$22,500. Call or email for more info.

**ipt-info@gullifordservices.com**  
877-398-5776, IL P12



**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



**2017 Ford F550:** 980-gallon Imperial PTM980 with a Masport HXL4V (160cfm). Get this package for as low as \$963.24 a month.

**Randy 715-359-0200, WI** P12



**2006 Ford F550** portable toilet truck. .... \$12,995

**Wayland 325-236-5485**  
**or 325-235-3655, TX** 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)

2003 Kenworth T300 w/1,800-gallon tank. Ready to work. P&P Septic Service, Williston, VT. dispatch@pandpseptic.com 802-658-6243 (P12)

2005 Hino 268 w/1,700-gallon tank. Automatic. Ready to work. P&P Septic Service, Williston, VT. dispatch@pandpseptic.com 802-658-6243 (P12)

2012 Ford F550 flatbed: Crescent tank 350 gal./650 gal., Model 900. 171,000 mi. Contact: Brix 815-946-2813; brix@bigjohnn.com (P01)

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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)

2008 Isuzu NPR HD: 120,000 miles, Crescent flat tank 550w/250f. 6-unit carrier, Thieman liftgate, Masport pump, exhaust brake, diesel/automatic. Serviced every 5,000 miles. \$42,000. 203-948-8869 (P12)

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

For Sale: 1998 Chevy 3500 - \$7,500. Portable toilet/delivery truck, 350 CID, auto, p/s, p/b, a/c 111,500 miles. Runs great, excellent body. 250-gallon waste/100-gallon fresh, Honda-powered Wallenstein vac pump. Hauls 4 units on bed and has liftgate. Visit Tidy Tim's on Facebook for pictures 419-947-3121 (P12)

**2007 Ford F550:** diesel, auto, fresh rebuild on engine with warranty. 600w/300f stainless steel vacuum tank, Masport pump. [www.pumpertrucksales.com](http://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](http://www.pbsos.com) (PBM)

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30 Portable handwashing stations in good shape. \$250 each for PolyPortables Tag-alongs, & Five Peaks Sierra RideAlongs. \$300 each for Satellite Waves & PolyPortables Super Twins. Call 423-745-4863. (P01)

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

## POSITIONS AVAILABLE



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

**floyd@serious.net.au**  
**[www.serious.net.au](http://www.serious.net.au)** P12

Well-established company in Northern Virginia looking for an experienced sewage handler for a supervisory position. Must be able to locate septic tanks and repair septic systems. Opportunity is tremendous for the right person. Salary is negotiable. Willing to pay moving expenses. Please only serious inquiries. Call Penny at 703-368-3516. (P12)

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

## POSITIONS WANTED

Experienced Director of Operations/Operations Manager: Portable Restrooms/Temp Fence looking for new adventure. Proven track record with excellent industry & customer references. Willing to relocate. 775-291-0340 (P12)

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

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

## PUMPS

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

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

## 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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## 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)

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**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](http://www.texlaservices.com) P12



**2002 International 4400:** Automatic, 269,000 miles. 2,400-gallon Jay's hoisted tank. 20,000 lb. pusher axle, 21" rear hatch. NVE blower.

**218-744-4443, MN** P12



**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

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! \$25,000. 706-798-8080 (P12)

1989 Ford L8000 with 7.8L Ford diesel and 10-speed. It has a 1995 2,500-gallon Transway septic tank and Transway 250cfm pump. Asking \$22,500 OBO. Call Joe at 716-417-5962. (P12)



**2003 Sterling:** 3,100-gallon aluminum tank, Battioni WPT-720P pump (new in 2009), 467cfm, 3126 CAT 300hp, Allison auto., 40k rears, .....\$39,900

**814-696-4343** P12



**1996 International 9200:** 350hp Detroit, 4,200-gallon aluminum tank, NVE 460 vacuum pump. Good tires, rebuilt transmission. New clutch and PTO installed May 2016. Used every day. ....\$40,000

**717-821-0241, PA** P01



**2007 International 8600:** C-13 CAT, 425 horsepower, 10-speed, a/c, cruise. New: 3,500-gallon tank, stainless steel hose trays, Masport 400 vacuum pump, paint, tires and aluminum wheels. Very nice truck. ....\$62,500

**740-820-5520, OH** P12



**1999 Peterbilt 379:** Strong 475hp Detroit diesel, 10-speed transmission, 3,600-gallon tank. All new or good tires. PTO jetter with freshwater tank. A/C, air-ride suspension, air-ride seats. Heavy-duty towing setup, jake break, cruise control. 1,100,000 miles. Great truck! ....\$30,000 OBO

**John 678-873-7934, GA** P12



**2007 International:** Cummins, 10LL, air ride. 4,200-gallon steel tank, liquid-cooled NVE pump, heated collars. New tag axle, new paint. ....\$72,000

**Greg 218-348-2480** P12



**Two (2) 1995 Freightliner 3,000-gallon pumpers.** Cummins 330 M-11 engines. Engine brakes. 10-speed trans. Approx. 400K miles. California trucks ready to work. 1 @ \$35,000 or 2 @ \$32,500 each.

**Alex 661-941-8029, CA** P12



**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

**978-386-5616, MA** P12



**2005 Volvo VHD-64-T** quad axle, D-12, 435/465hp, low miles, HD4560 6-speed auto., new 6,000-gallon septic tank, 18/46 on Hendrickson Air Ride, (2) new steerable pusher axles. Stock #4769B.

**608-842-3040, WI**  
[sales@ptatrucks.com](mailto:sales@ptatrucks.com) P12

1998 International, DT466E, 2500-gallon, Battioni pump with new injectors. 225,447 miles, new turbo charger at 142,000. Reasonable offers considered. \$22,500. Pictures upon request. 518-584-5473. Upstate New York (P12)

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## SEPTIC TRUCKS



**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. .... \$38,500

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



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

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



**1999 Volvo:** 400hp Cummins, Transway 3,800-gallon tank. New Fruitland pump March 2015, hoist just rebuilt. New transmission, 60k miles... \$45,000

**Mike 443-235-5979, DE** P12

2006 Kenworth T300: 2,500-gallon Abernathy steel tank. 172,000 miles. 6-speed transmission. Cummins. 33,000 GVW. Very good condition. 973-942-3131 (P01)



**1999 International:** 1,850-gallon. Under CDL. New tires. Jurop pump. Used to haul cooking oil. .... \$20,000

**Mike 443-235-5979, DE** P12



**1999 Peterbilt:** 3,600-gallon tank, new transmission. Ready to pump. Needs some TLC. Bought new truck, must go. .... \$34,000

**518-376-4115, NY** P12



**2001 Peterbilt 378:** 475 CAT, 13-speed, water-cooled Challenger 866 vacuum pump, 3,360-gallon aluminum Progress vacuum tank. Nice truck, priced to sell. .... \$47,500

**501-847-3595, AR** P12



**2006 International** septic truck: 2,000-gallon Lely tank, Utile pump. Mileage: 100,000. .... \$39,995 OBO

**Wayland 325-236-5485**  
or **325-235-3655, TX** 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)



**2016 Freightliner M2106:** 4,000-gallon Imperial TMV4000A with a NVE866 (520cfm). Get this package for as low as \$2,230.39 a month. .... \$156,500

**Kyle 715-359-0200, WI** P12



**2017 International 4300:** 2,500-gallon Imperial TMV2500A with a NVE607 (308cfm). Get this package for as low as \$1,460.23 a month. .... \$102,460

**Kyle 715-359-0200, WI** P12



**2001 Freightliner FLD112:** Cummins ISM 330, 9-speed, 13,200 front, 40,000 rears, 466,810 miles. 2007 Lely 3,600-gallon tank with hoist and full-open rear door, 2007 506 NVE Challenger air-cooled pump. .... \$38,000

**440-636-5111, OH** P12

2001 Mack RD688, automatic, 104K miles. 80-bbl. tank with 2015 NVE Challenger vacuum pump. Pictures on request. \$49,900. 804-325-4100 (P12)

2007 International 4400 Series, 160K miles, automatic. 2,800-gallon aluminum tank with hoist. Masport 400 pump. Pictures on request. \$69,500. 804-325-4100 (P12)

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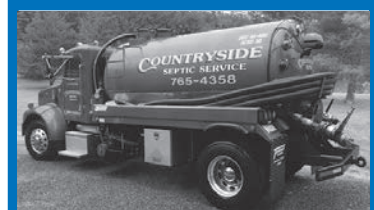
**2000 International 8100** sewer truck. 87,772 miles. 2,500-gallon tank. Jurop pump. 9-speed. Located in Bradford County, PA. Asking \$35,000 or reasonable offer.

**Steve 607-857-1312** P12



**1998 International 4300** vacuum truck, 156,000 miles with 300 miles on rebuilt 466DT engine, 6-speed, 2,500-gallon Transway tank, Fruitland 500cfm pump in excellent condition. .... \$30,000

**Contact DJ Suggs**  
**575-526-5442** P12



**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. .... \$48,500

**518-369-0255, NY** P12

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

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. (P12)

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

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**2002 Volvo VNM420**, D12 diesel, Eaton 9-speed. Truck and tank are in good condition. 2,200-gallon tank capacity. .... \$16,000

**Nate 602-799-3676, TN** P12



**2002 Chevrolet C6500** with 240,000 miles. Truck runs good. Jurup pump with 1,500-gallon tank. .... \$12,000

**Nate 602-799-3676, TN** P12



**1987 Hino: 32,000 GVW.** 6-speed stick, 322K, engine brake. 2,000-gallon, Very good condition. Southern California truck. Ready to work. .... \$20,000

**Alex Pivovarov**  
**661-941-8029, CA** P12



**2003 Chevrolet C6500** with 1,500-gallon tank, Universal RAI pump. Needs a little work to become daily service truck, but is in decent shape. .... \$12,000

**Nate 602-799-3676, TN** P12

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

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

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

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

## TRAILERS- VACUUM/TANKER



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

**Call Kyle**  
**800-558-2945 Ext. 424** PBM

1981 Presvac 5,460 c/s vacuum tank trailer. (Stock# 1920V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

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**1996 Ford LT8500** concrete/septic tank boom truck. Cummins C8.3 275hp, Full-er 9-speed, 18,000 front, 44,000 rears, 59,000 miles. 14,000 lb. capacity. 20' Del Zotto boom w/wired remote control, outriggers. Tires 75%. ..... \$27,000 OBO  
**920-609-2812, WI** P12

## TRUCKS - MISCELLANEOUS



**2004 F-650:** 5.9 pre-emissions Cummins diesel, automatic transmission, under CDL. Tilt wheel, cruise control. Total truck like-new, 21,000 miles (Yes, only 21,000 actual miles). Cold a/c, dual purpose 2,300-gallon aluminum tank - 2,000 waste/sewage, 300 freshwater. Brand-new HXL75 Masport 230cfm. Brand-new 100 ft. of 3-inch suction line. Brand-new 30 ft. of 2-inch suction line. .... \$70,000  
**419-262-7232** P12

2000 Chevrolet Z71 4x4 pickup truck. Extra cab, step side. 67k original miles. 414-376-1554 (P12)

## VACUUM LOADERS



**2008 Volvo GapVax HV56:** Truck is in excellent condition with original blower hours and mileage. Blower hours 1,397; Mileage 34,019.8. .... \$150,000  
**281-452-1288, TX** P12  
**mickey@cleancosystems.com**



**2008 Volvo GapVax HV56:** Truck is in excellent condition with original blower hours and mileage. Blower hours 1,396; Mileage 38,055. .... \$150,000  
**281-452-1288, TX** P12  
**mickey@cleancosystems.com**



**2008 Volvo GapVax:** Truck is in excellent condition with original blower hours and mileage. Blower hours 1,296; Mileage 32,000. .... \$150,000  
**281-452-1288, TX** P12  
**mickey@cleancosystems.com**



**2007 Volvo GapVax HV56:** Truck in excellent condition with original blower hours and mileage. Blower hours 1,833; Mileage 38,489.3. .... \$150,000  
**281-452-1288, TX** P12  
**mickey@cleancosystems.com**



**2007 International 7600 HXX:** Truck is in excellent condition with original blower hours and mileage. Blower hours 3,100; Mileage 102,753. .... \$160,000  
**281-452-1288, TX** P12  
**mickey@cleancosystems.com**

1996 Sterling chassis with Guzzler Classic: \$65,000. 2007 Mercedes Benz chassis with Guzzler Classic: \$75,000. 2007 Sterling chassis with Guzzler Classic: \$85,000. All trucks have 18" blowers, wet/dry with bag houses. Ready to work! Call Aaron at 423-635-9739. (P02)

Nice 2000 Volvo GapVax with stainless steel tank. Refurbished 2 years ago. \$75,000. Contact Cary at 361-920-2279. (P12)



**2002 Volvo GapVax HV56:** Truck in excellent condition with original blower hours and mileage. Blower hours 1,053; Mileage 52,552. .... \$120,000  
**281-452-1288, TX** P12  
**mickey@cleancosystems.com**



**1997 International Vac Truck:** Truck is in excellent condition with original blower hours and mileage. Blower hours 5,351; Mileage 289,571.5. .... \$70,000  
**281-452-1288, TX** P12  
**mickey@cleancosystems.com**



**1999 International Guzzler** vacuum excavator: Totally refurbished, purchased new for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. High-pressure wash-down system - 300-gallon water tank. \$85,900 OBO. Also available **1997 Ford Guzzler** vacuum excavator - same features as 1999 International. No washdown system. \$85,900 OBO.  
**617-212-0162, MA** P12

1991 Western Star Model 4864F with a Cusco Turbo Vac 2127, carbon steel 3,000-gallon unit. (Stock# 8905) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2009 Sterling LT9500 with a Vacall AVR18 industrial vacuum loader. (Stock# 4792C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

Pre-owned GapVax HV-57 industrial vacuum loader, with a Roots Hibon PD blower mounted on a 1997 Mack RD688S cab and chassis. (Stock# 4602C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2014 Freightliner 114SD with a Vacall AVR18 industrial vacuum loader. (Stock# 9116C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

Pre-owned Super Products Supersucker industrial vacuum loader, with a Roots TRI-NADO blower mounted on a 2009 Sterling L9500 cab & chassis. (Stock# 4366C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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Nice 2000 Volvo GapVax, work-ready! \$75,000. Contact Cary 361-920-2279. (P12)

1999 Volvo GapVax, ready to work! \$75,000. Contact Cary at 361-920-2279. (P12)

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