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ON THE COVER: The Dean family of Dean Enterprises in Fond du Lac, Wisconsin, set out to build a work truck to last for a generation of pumping. They achieved that goal and won the 2016 Classy Truck of the Year contest with a refurbished 2009 Peterbilt 367 rig built out by T-Line Equipment and running a National Vacuum Equipment 866 pump. The truck is displayed in the woods on Rick Dean's property in Brownsville, Wisconsin. (Photo by Corey Wilson)

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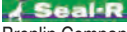
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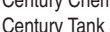
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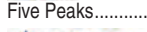
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

The “Forever Truck”

Dean Enterprises set out to build a flagship for the family pumping company. What they got was the 2016 Classy Truck of the Year. By Jim Kneisel, Editor

About a year and a half ago, Brad Dean submitted a photo of his family’s 2009 Peterbilt 367 septic service truck for our Classy Truck contest. I called to let him know the rig was going to be published in the February 2016 issue of *Pumper*. I clearly remember the conversation because he promised his truck would win the annual contest.

So when I called him again recently to tell him the prediction came through, he was happy, but not completely surprised. Everybody in the Dean family – operators of Dean Enterprises in Fond du Lac, Wisconsin – had a hand in designing the truck, built out by T-Line Equipment. They were confident in their chances to win the Classy Truck of the Year because the Peterbilt was meant to be a signature truck for the company, one that could stand the test of time.

“Like I told you a year ago, it’s one of the nicest looking trucks on the road,” Brad says. “It goes to show I’m not the only one thinking that now. We built it to be a 25- to 30-year truck. That truck is going to be there a while. It’s on all of our letterheads; we send it out on billing statements and it says Dean Enterprises. It’s kind of our brand, we base it around that truck. We did all right.”

TOUGH COMPETITION

Our winning 2016 truck was certainly battle tested. In the first year we expanded the Classy Truck contest from 12 to 18 rigs, the silver and blue Pete fended off many worthy challengers in the closest online voting since the contest started. Online voting is one element of the selection process, along with the choice of a panel of judges at COLE Publishing.

In my opinion, the 2016 lineup was as consistently top-notch as we’ve had in 11 years of Classy Truck of the Year competitions. In years past, two or three trucks usually stood out from the crowd and had a clear path to victory. Whether it was the snappy graphics or paint job, lots of chrome and high-quality accessories or a stout tank and pump combo, the top finishers were easy to spot. This past year, I would have to say that at least half of the trucks had a chance to win.

And in an interesting twist, three of the best trucks came from the winner’s home state of Wisconsin. In addition to the Dean truck, there was a great Mack Granite submitted by Schulteis Sanitation in Slinger, and a beautiful 2015 Kenworth T880 offered by Mike’s Septic in Eagle River.

“I always knew there were good looking trucks out here,” says Brad, who often sees the Schulteis truck out on the road and thinks quite a lot of it. He says there are other new trucks in his service territory and mentioned another company, Kuettel’s Septic Service in Hortonville, which keeps nice trucks ... one bought and refurbished by Brad and his family.



The Dean family poses with their prize Peterbilt truck. From left are Brad, Rick, Mike, Peggy, Tony and Tom Dean. (Photo by Corey Wilson)

THIS IS DAD’S TRUCK

The Classy Truck of the Year winner was built as Rick Dean’s dream truck and the last big vacuum truck Dean Enterprises would need. Rick, 56, is husband to Peggy Dean, who runs the woman-owned business, and father to Brad and his three brothers — Tony, Tom and Mike — who all work in the business.

“If you’re last name’s not Dean, you pretty much don’t get to drive the Peterbilt,” he says. “That’s our flagship, our baby.”

With its 6,000-gallon stainless steel tank, 600 hp engine and National Vacuum Equipment 866 pump, the truck is mainly used for cleaning residential and special event holding tanks and some septic work. It has an 18-speed transmission, full-locking rear differentials, four 4-inch fill ports, front and back, and a 6-inch dump. It has four sight glasses in the rear and one in the front, a Rearview Systems backup camera, LED rear lighting, handy shovel holder, diamond plate hose trays and toolboxes, aluminum wheels, chrome stack and vacuum pump exhaust.

Good looks were as important as the working tools. The cobalt blue and silver color combination has become the signature of the septic-pumping side of the business. Peggy produced the graphics – of her own design – on

(continued)

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the company's in-house sticker machine. Working closely with Don Torp at T-Line, it took the family 18 to 24 months to design and build the truck just how they wanted it, from a repurposed milk hauler. It was put on the road for Dean in 2013.

The Pete was supposed to be the Deans' "forever truck," but company growth has spurred them to buy three more big trucks to augment their fleet of portable sanitation trucks. For example, Dean landed a contract to work the Experimental Aircraft Association convention in Oshkosh, which includes multiple daily pumping of 30 large holding tanks. It also has the exclusive contract to serve the Ford Festival Park in Oshkosh, which includes 600 to 700 portable restrooms for major music and camping events. The big trucks are used to shuttle waste from portable sanitation rigs on site.

“If you keep a raggedy old piece of junk out there, that’s how people are going to view you. If you put a nice truck out there, that ups your image and helps the industry as a whole.”

Brad Dean

BUILD THEM RIGHT

Brad Dean likes to buy new trucks for the portable sanitation side of the business, but prefers to repurpose rigs to carry the larger tanks. Here are a few of the factors he looks for when buying and spec'ing out a big truck:

Timeless Peterbilt style

The Deans like the old-school profile of the long-hood Peterbilt. "We stick with the classic look and that truck won't get outdated for a long time. That's been an iconic look for Peterbilt for 30 years," Brad says. In addition,

the interior doesn't change much on a Peterbilt compared to some other cabs. The premium package came with wood-grain accents and cloth air-ride seats.

Milk haulers

Working in the Dairy State, trade-in milk haulers are common, and Dean watches for them as chassis for the company's fleet. This Pete came with 300,000 miles on the clock, ripe for replacement in the dairy industry, but with plenty more miles to go for a pumper. The milk haulers "buy them new and take the hit when they trade it in," he explains. "But for those big trucks, we don't use them that much. We use them June through August." The key is knowing the history of a used truck, and Dean knows the small dairy company that owned the Peterbilt and they take good care of their equipment.

Painted stainless tanks

Dean likes the durability and longevity of stainless steel tanks, but he doesn't like the maintaining a mirror finish. He had the stainless finish roughed up and painted silver. Stainless, he says, will dull every five years and requiring time-consuming polishing. Some owners don't mind the labor, but the Deans aren't in that group. "Once you get it shiny, it's easier to keep shiny," he says of the stainless finish. "But if you paint it, it's good forever. Silver won't fade that much and if you get a chip, you don't have to worry about it because it's not going to rust."

D-baffle structure

Rather than spec'ing horizontal baffles made from perforated tank heads, Dean orders solid vertical D-baffles that support the sidewalls from the skid to the top of the tank. "It takes the weight and transfers it to the top of the shell and there's nothing in the middle. I could walk up and down the tank and it supports the structure of the barrel better," he says. "It's a clean shove right down the middle and it empties out great."

Single rail frame

Wisconsin weather is tough on work trucks, and Dean wants to minimize the corrosive impact of road salt. To do that, he specs his big trucks with a single 3/8-inch frame rail rather than a double 1/4-inch frame rail. Both are heavy-duty, he says, but the double frame rail is susceptible to rust jacking, where corrosion works between the seams of the double rail. He says the single rail is just as stout in the long run, and it also removes some weight from the chassis, helping with weight limits and fuel economy.

Congratulations go out the Dean family, but I also want to give kudos to all of the companies that sent in Classy Truck photos. Your attention to detail, performance specifications and concern about professional image are raising standards across the industry. Dean sends out his props, too. As he put it:

"There are quite a few pumpers around here that have nice, new trucks. If you keep a raggedy old piece of junk out there, that's how people are going to view you," he says. "If you put a nice truck out there, that ups your image and helps the industry as a whole."

SEE YOU AT THE WWETT SHOW

You may be reading this column from the exhibit floor of the Indiana Convention Center during the WWETT Show, Wednesday, Feb. 22, to Saturday, Feb. 25. If that's the case, or if you're in the planning stages for your trip to Indianapolis, I'd like to talk to you in person at the show. I'm interested in hearing the challenges your business is facing heading into the 2017 busy season. We may be interested in sharing your unique experiences in a future issue of Pumper. You will be able to reach me directly at the WWETT Show by calling 920/328-8692. Hope to see you in Indy! ■

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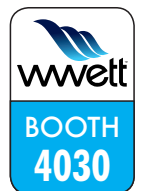
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Ronnie Tamez, owner of First Call Septic Services, knows a thing or two about getting what he wants out of used trucks. When he sees the right deal, he'll go to great lengths to secure it — even if that “great length” is the 3,200-mile drive from Miami to his hometown of Battle Ground, Washington.

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Shawn Carlton is shown with his wife, Trisha, and son, Cooper, in front of their newest rig, a 2016 Kenworth carrying a 4,000-gallon tank and Masport pump from Erickson Tank & Pump. (Photos by Alex Garland)

A GOOD FIT

Industry newcomer Shawn Carlton mixed personal service, great equipment and an emerging inspection specialty to fuel growth in his pumping business

By Ken Wysocky

Taking an established and successful pumping business to the next level can be a tall order, especially for a newcomer to the wastewater industry. But by emphasizing customer service and education — and adding a new specialty in septic system inspections — Shawn Carlton has accomplished just that at McNel Septic in Ravensdale, Washington.

In the five years since Carlton bought McNel Septic from Vernell Stigen (who founded it in 1995), revenue at the company has increased approximately 45 percent, largely as a result of adding inspection services. And Carlton recently plowed profits back into the company by investing in a new vacuum truck, a 2016 Kenworth built out by Erickson Tank & Pump with a 4,000-gallon tank and Masport pump.

(continued)

Profile

McNel Septic
Ravensdale, Washington



OWNER: Shawn Carlton

FOUNDED: 1995

EMPLOYEES: 3

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SERVICES: Septic pumping, repairs, maintenance and inspections

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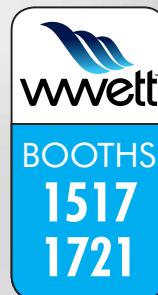
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Left: Shawn Carlton utilizes a Crust Buster tank agitator to break up the contents of a customer's full septic tank.

Below: Carlton hooks a suction hose in preparation for a pumping job.



The new truck helps Carlton better serve customers by increasing daily wastewater capacity. The investment reflects how the first-time business owner builds on the customer service lessons he learned from Stigen, who stayed on as a mentor after selling the business.

"After I took over, Vernell rode with me for about six months," says Carlton. "He gave me a crash course in how to operate a truck and find the tanks. Vernell's advice has been priceless — he's always willing to talk to me."

Carlton says he also learned a lot from attending classes sponsored by the Washington On-Site Sewage Association. Those classes also give operators a chance to pick each others' brains and help each other handle business challenges, he says.

“ We're all willing to help each other out and bounce ideas off one another. We're not very worried about losing customers because there's plenty of work out there, and if you do a good job, your customers are going to call you back. **”**

SHAWN CARLTON

TAKING THE REINS

Just 32, Carlton runs the business with his father, Ken, who handles most service calls, and his mother, Robin, who manages the office and handles booking, billing and other administrative duties.

Carlton worked in the construction field after graduating from high school, primarily doing underground utility work. "I always liked working with equipment," he says. "I worked my way up from being a 'grunt' to a foreman. But when the economy started going south, the work just wasn't there anymore ... and I also wasn't where I wanted to be financially."

At that time, Ken Carlton suggested to his son that the septic service in-



dustry would provide a good living. The more the younger Carlton thought about it, the more he realized that his father was correct; pumping septic tanks is an essential service that homeowners always need. So his father introduced Carlton to Stigen, a family friend who also happened to be looking to sell.

"The business was appealing because I wanted to be my own boss and it's a fairly economy-proof industry," Shawn Carlton recalls. "Even in a recession, if your toilet is backing up, you're going to pick up the phone and call somebody."

Many factors contributed to McNel's growth, some small and some big, but all aimed at making things more convenient for customers. Having his mother available to answer the phone full time, for example, pays huge divi-

Carlton uses Orenco Systems products to upgrade a septic tank to bring risers and lids to the surface.

(continued)



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dends because customers want to talk to a real person, not leave a message on an answering machine.

Carlton also points to the company's reminder program: Once a month, the business mails postcards to customers due for pumping. "If we get only 10 jobs out of it, we're money ahead," Carlton says. "Plus, people appreciate that you're thinking about them."

The company also serves customers through a very inexpensive but effective marketing campaign: Small stickers that include the McNel name and phone number, along with a blank space to write down the date of the last tank pumping. "We stick it on their alarm panel," he says. "It's amazing how something as low-cost as a sticker yields such big results for us."

Carlton also cites the company's website as a big growth contributor, thanks to ever-increasing numbers of customers who prefer using the internet more than phone books.

Shawn Carlton fills out paperwork after a pumpout from the cab of his Kenworth service truck.

INSPECTION INFLUX

But perhaps the biggest factor in the company's growth was Carlton's decision three years ago to become a certified inspector. The reason was

Embrace your frenemies

When Shawn Carlton needs advice or is backed up with so much work he can't service customers quickly, he finds assistance from an unexpected source — his competitors.

Carlton is in the unusual position of having developed and nurtured solid relationships with other area septic pumpers.

"We're all willing to help each other out and bounce ideas off one another," he explains. "We're not very worried about losing customers because there's plenty of work out there, and if you do a good job, your customers are going to call you back."

Carlton gives part of the credit for good competitor relations to his company's former owner, Vernell Stigen, who over the years had developed a great reputation in the area. He also says he met and developed friendships with other pumpers at the local treatment plant. "That's a great way to meet people and build relationships," he says.

Those relationships come in handy when bigger jobs come along that require more than one truck, like a local school with a 20,000-gallon septic tank — and district officials who want the job performed quickly, not over the course of a couple days. In another example, Carlton recalls the time one competitor's truck broke down, and another competitor helped by off-loading the waste from the broken truck's tank so it could be towed in for repairs. Other times, a competitor may have a truck that's too big to service a particular customer, necessitating a referral.

Having friendly competitors also pays dividends in terms of customer service. Carlton points out that if he can't get to a job and that customer needs help quickly, it's good to have someone he feels comfortable referring to that customer.

"We all refer jobs back and forth," he explains. "If you can't get to it, you want a reputable competitor to do it, so you do right by your customers."

Carlton cites Dave Hudson at CLS Septics and Bill Krock at Warranty Septic as two of his most helpful competitors. "The value of those relationships is priceless," he says. "Bill helps me out with inspection questions and Dave is my go-to guy when I have questions about system repairs. I would not have grown as quickly as I did without their help."



The company's clean backup pumping rig is a 1995 International 4900 with a 2,300-gallon steel tank, also built out by Erickson Tank & Pump with a Masport pump.



twofold. First, it made life easier for customers — in this case, real estate agents who like the convenience of scheduling a tank pumping and an inspection with one call. Secondly, Carlton realized he was giving away revenue by referring inspections to other companies.

After dumping a load at the treatment plant, Carlton rinses out the vacuum tank with reclaimed water from the facility.

"Before, we were referring inspections to one or two other companies who didn't do pumping," Carlton says. "But the more I saw how it was done, the more I knew I could do it. And I didn't like turning away the money, either."

Carlton says he now performs an average of 12 inspections a week and they generate about 40 percent of the company's annual gross revenue. Because the inspections are time-consuming — typically two or three hours — Ken Carlton now performs most of the pumping calls while his son handles inspections. "Inspections really increased profits for the company," he notes. "We also get

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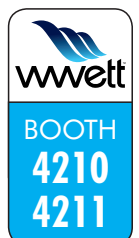
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referrals from other pumping companies that don't do inspections.

"Our service area has a great school district, so people want to move here," he adds. "The housing market has picked up, so inspections have been insane lately. It's a real blessing."

Time-of-sale inspections involve a long checklist of tasks, such as finding and digging up the lid, checking the condition of the tank and its compo-

“Before, we were referring inspections to one or two other companies who didn't do pumping. But the more I saw how it was done, the more I knew I could do it. And I didn't like turning away the money, either.”

SHAWN CARLTON

and avoid the expense of a service call. Or if I see something while pumping — the effluent screen needs cleaning or the baffles get plugged, for example — I'll show them how to fix it themselves. If homeowners know how to maintain their system, the tank won't be neglected the next time you go out to pump it. And it increases the longevity of the system.

"It might mean spending 20 minutes more per customer, which adds up each day," he adds. "But you hope it keeps improving our reputation and increases word-of-mouth referrals. A little time is not a big deal if we get repeat business down the road."

TOOLS OF THE TRADE

As the business grew, so did its roster of equipment. Along with the 2016 Kenworth vacuum truck, the company also owns a 1995 International

Shawn Carlton is flanked by his parents and mentors, Ken and Robin Carlton.

nents and pumping the tank (if needed). If it's a gravity system, Carlton also excavates the D-box to check its condition and performs a flow test, among other things. "Sometimes I use tracer dye to see if there's effluent going offsite," he adds.

Carlton also takes time to answer homeowners' questions, which follows his philosophy that the best customer is an educated customer. He shares septic system do's and don'ts and happily answers questions over the phone.

"Sometimes an alarm goes off and they don't know what the problem is," he points out. "So I explain some steps they can take to figure out what the problem is

4900 with a 2,300-gallon steel tank, also built out by Erickson with a Masport pump. In addition, the company owns: a Mitsubishi mini-excavator, a 2003 Ford F-250 pickup, a 6 1/2-cubic-yard dump trailer made by Mirage Trailers and a flatbed tilt-top trailer made by Top Notch Trailers.

The company also relies on a locator from Prototek; VARCo Flexijoints, which help prevent hose break-offs; a Coretaker sludge sampler, made by Raven Environmental Products; a RIDGID SeeSnake camera and RIDGID locator and transponders; and a Crust Buster septic tank agitator.

In addition, Carlton says he uses 24-inch-diameter ultra-rib plastic pipe and lids from Orenco Systems to construct risers; he charges by the inch. He cuts the plastic pipe to the exact length a homeowner needs. If future landscaping changes require a taller riser, he uses adapter rings to increase the height.

To increase efficiency and improve customer service, Carlton also bought a hand-held credit card payment machine from Oceano. He says customers love it, not only for the payment convenience but the increased security. "There's none of this, 'Let me write down your credit card number,'" he says. "They feel like it's more secure when they can physically see me swipe a card right there, plus we don't have to call it in and then wait (for it to be processed). They get a receipt right away and a handwritten invoice and they're good to go."

While the brisk pace of new-home construction in the area bodes well for expanding the McNel customer base, Carlton says he's not shooting for exponential growth. He says he'd like to eventually gain enough new customers to warrant buying a third vacuum truck and hire another inspector. He also expects to hire another driver and an office manager when his parents retire in three or four years. His preference is for slow, controlled growth.

"Your quality control can go right down the drain ... and as you get bigger, there's so much more overhead to cover," he says. "And if you grow bigger, you're personally responsible for many more employees and their families. In addition, you tend to lose that personal approach that a small business allows you to provide."

A GREAT INDUSTRY

Carlton says he never regrets embarking on a new career path. He enjoys interacting and developing relationships with customers, and solving problems.

"I still learn new things every day," he says. "That's the beauty of this industry ... nothing is repetitive. It's always a challenge to learn about new systems out there. I love troubleshooting problems."

And making customer service a central focus for his company. ■

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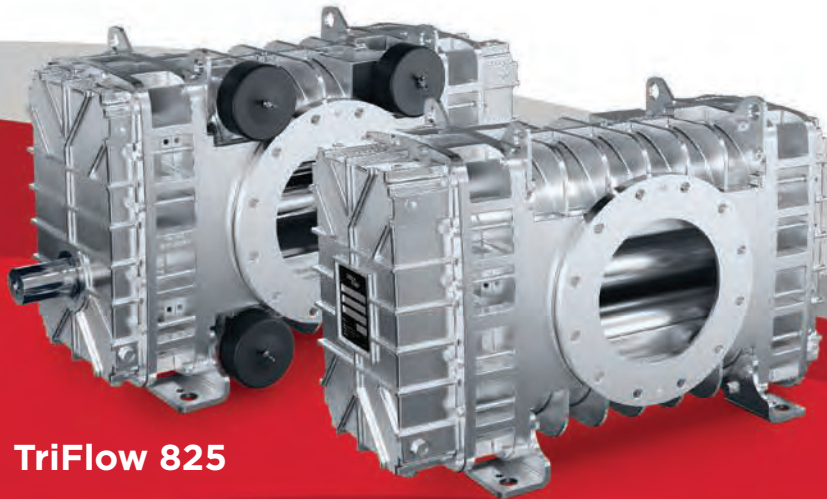
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7 Great Reasons to Hire a Veteran

Former military personnel strive for leadership, make great team members, and bring many skills that could help build a wastewater business By Dana Manciangli

Unemployment continues to plague many veterans once they leave the military. Despite their years of dedicated service and a wide variety of work and life skills, veterans are struggling to secure full-time jobs to support themselves and their families.

According to Joseph Kernan, chairman of NS2 Serves and retired vice admiral, U.S. Navy, "Hiring a veteran not only provides your company with a devoted employee who has the potential to become a highly productive member of the team, but you're also giving a deserving veteran a fresh start in post-military life and a chance at a fulfilling career."

WHY NOT WASTEWATER?

Veterans can thrive in a wide variety of work settings, including the wastewater industry, where many of the skills they've learned over the years may translate well to a service business. They may know how to operate large trucks or equipment, communicate well with technicians and your customers, and are often trained in technology areas that could bring added value to your operation.

Kernan explained, "This is why SAP National Security Services established the nonprofit NS2 Serves, to train and employ veterans in high-tech careers. Through this program for predominantly enlisted men and women, we prepare graduates with the skills that hiring managers and organizations look for in a highly qualified, technically trained and dedicated employee."

Asked why employers should hire a veteran, he suggests seven compelling qualities that demonstrate why a veteran should be your next pick.

1. Veterans strive to be leaders

In the military, leadership is continually fostered until it becomes an ingrained attribute. Veterans respect and understand the roles of leaders and willingly accept and seek leadership opportunities. Most importantly, there is a clear understanding of a preeminent responsibility to those entrusted with leadership roles — lead by example, in a way that they would like to be led.

2. Veterans know how to work as a team

Working successfully in a team is considered an essential skill in most workplaces; it's also the foundation on which safe and successful military operations are conducted. Veterans have developed an uncompromising responsibility to their peers, subordinates and superiors alike. They understand that there is "no I in team" and that success is invariably related to the depth of teamwork.

3. Veterans are trained to quickly learn new skills and concepts

While in the service, members of the military are continually trained in a multitude of cross-functional skills. The demand for both administra-

tive and occupational skills is high, and the ability to adapt to technological enhancements is essential. No matter what their job assignment, veterans must master the operations and react quickly to flaws and failures.

4. Veterans are mission/goal oriented

In the military, the mission is paramount. Vets have been trained to adapt to complex tasks that are inherent in office and field settings. Their sense of duty, responsibility and accountability for job performance and mission success is an enduring priority. The culture and training in our military continues to breed success and respect around the world.

5. Veterans have the ability to perform in high-stress situations

In today's fast-paced work environment, having the ability to persevere under difficult or stressful circumstances is crucial. Veterans are trained and expected to perform under stress, and still accomplish tasks in a timely and effective manner. They must do so with the resources at hand.

6. Veterans are able to adapt accordingly

While in the military, veterans undergo rigorous training programs to become experts in a wide range of skills and concepts that are applicable in a civilian work environment. Being able to adapt to changing situations is imperative to mission success and, when transferred to the workplace, it ensures a highly successful employee. While military duties stress teamwork and group productivity, they also build individuals who are able to perform independently when the situation demands it.

7. Veterans have strong communication skills

Veterans have learned to work effectively side by side with individuals regardless of race, gender, religion, ethnic and cultural backgrounds, economic status, and geographic origins. As well, regardless of varying intellectual and physical abilities, each individual is respected for his or her critical role in the organization. Military personnel are taught to have a questioning and thoughtful mentality, and they are not afraid to offer perspectives and recommendations to supervisors in a respectful manner.

GREAT WORK ETHIC

Kernan asserts that, "From the day they begin their training, military personnel are instilled with a strong sense of character and work ethic. They are able to fill leadership voids, or follow direction until the goal has been achieved."

He believes every company should look to veterans when the time comes to grow or fill vacated positions, and calls on business owners to help support those who preserve our values and security. For more information about getting involved with NS2 Serves, go to www.ns2serves.org. ■

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Owner Brad LaVoy added a maroon 2016 International 7500 with a 4,000-gallon aluminum tank and liquid-cooled National Vacuum Equipment pump built out by Imperial Industries. The rig is powered by a Navistar N10 engine and Allison automatic transmission. The truck features a 3-inch gate valve, 6-inch piston dump valve and 4-inch curbside gate valve, a Walex Vacu-Fresh exhaust deodorizer, waste-level indicator, heated valves, top and rear 20-inch manways, LED marker and rear work lights, a chrome package including mirrors, lights, visor, bumpers and aluminum toolbox and wheels. The interior features leather air-ride driver and passenger seats, AC, power windows, doors and locks, and AM/FM radio with Bluetooth. Gary Harrell from Graphic Signs provided the lettering and artwork. LaVoy is the driver and the truck is used for residential and commercial septic and grease trap service. ■

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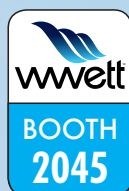
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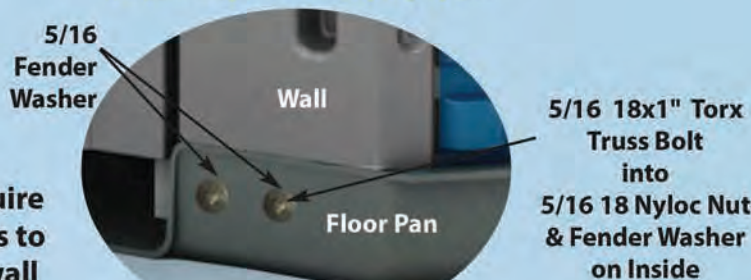
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PUMPER PROFILE

Tim and Theresa Lawson are shown with their Freightliner M2 service truck built out by Lely Manufacturing with a Masport pump.
(Photos by Jerry Wolford and Scott Muthersbaugh)

North Carolina's New Life II Septic & Rent-A-Jon is growing along with its vibrant region, adding numerous services demanded by its many new customers

By Dee Goerge

READY FOR ANYTHING

Life changed considerably for Tim and Theresa Lawson and their plumbing business when they purchased 75 portable restrooms from a friend going out of business. The additional business quickly led to adding more restrooms and services. Mirroring the population growth around their home base in Winston-Salem, North Carolina, New Life II Septic & Rent-A-Jon has become a diversified operation that handles everything from plumbing to pumping, installing septic systems and inspecting them.

"We went from me being at home with kids and answering one phone to having an office and three phones. From having one truck to many and from no employees to six employees," says Theresa Lawson. Though it means long days and hard work, the Lawsons are grateful for the business they have, and they don't forget where they came from.

(continued)

Profile

New Life II Septic & Rent-A-Jon Winston-Salem, North Carolina

OWNERS: Tim and Theresa Lawson

FOUNDED: 1999

EMPLOYEES: 13

SERVICE AREA: Forsythe, Davidson and Stokes counties

SERVICES: Septic pumping and inspection, system installation, portable sanitation

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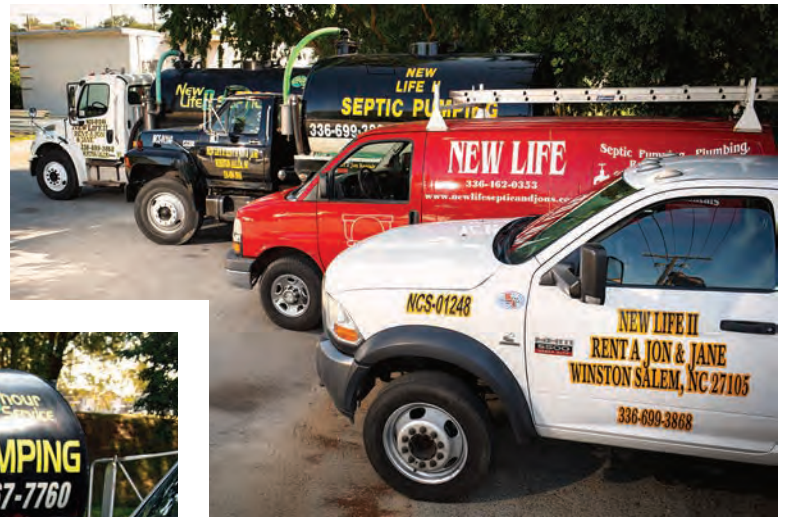
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Right: The New Life II fleet is ready to roll. The vacuum trucks shown were built by Lely Manufacturing.

Below: The New Life II team includes, from left, Theresa Lawson, Walter Lawson, Faye Lawson, Tim Lawson, Adam Browder, Brian Badgett, Brittany McHargue, Mike Thompson and Myles Arce. Henry Lawson is shown front and center.



use companies like that,” Lawson notes.

If they make a pumping call and find a problem in the line, New Life II staff can call for the van with cameras and rooters to investigate a problem or a plumber to put in new lines. The skills work well in their region where new development has sprung up around older homes. People on the same street can be hooked up to city sewer or have their own septic system.

“We can tie them in with city sewer or take care of their septic,” Lawson says. “Sometimes they don’t know. One lady had a home for 15 years and thought she was on city sewer.” Without any records, the worker had to run a camera into the line to find out where the septic tank was located. Installing septic systems can also be challenging on lots too small to accommodate drainfields. In those cases, homeowners need to request easements from the local government.

HUMBLE BEGINNINGS

“We had humble beginnings; nothing was given to us,” Lawson says about the plumbing business she and her husband started in 1999. “We really started this from nothing and did different work to buy equipment. We started out with an old truck with over 100,000 miles on it, a 1983 Bobcat 843 and an old Carlyle tilt-bed trailer.”

The focus of the business was installing water and sewer lines, roto-rooting and fixing old lines. Theresa handled the bookkeeping, scheduling and phone calls while working from home and raising the couple’s five children.

In 2011, when a friend had a heart attack and needed to sell his portable restroom business, the Lawsons decided it would be a good add-on to the business. Those first PolyPortables restrooms were soon joined by added Satellite Industries and Tuff-Jon (T.S.F. Company) units the Lawsons purchased from other companies going out of business.

When calls started coming in with people asking for septic pumping services, it seemed like another compatible service. “We found out we could (pump) but we didn’t have a big enough truck, so we bought one,” Lawson says. “Then we ended up installing. It was just by chance that we ended up in this field.”

Appropriately, the Lawsons renamed their business New Life II Septic & Rent-A-Jon.

DIVERSIFICATION WINS

The variety of New Life II’s services makes a difference.

“Our versatility and covering all the bases helps us stand out. I prefer to

EQUIPMENT FOR THE JOB

Handling the range of work they do requires dependable equipment. The newest septic truck is a 2006 Freightliner M2 with a Lely Manufacturing 2,000-gallon steel tank and Masport pump. Other trucks include a 1993 Ford carrying a Lely 2,300-gallon steel tank and National Vacuum Equipment 367 Challenger pump and a 1987 International with a 2,000-gallon steel tank and a Masport pump.

A 2007 Chevrolet Express van serves as the roter and camera truck. It holds three Spartan roter machines — the 100, 300 and 1065 models. Plus it has a RIDGID K40 sink machine and a RIDGID SeeSnake camera and locator.

For digging jobs, New Life II has a 2008 Kubota KX 91-3 compact track excavator and a 2000 Case 1840 skid-steer loader hauled on a 1971 Birmingham Triaxle tilt-bed trailer. Tim and his son-in-law, Myles Arce, install five to 15 systems a month.

The Lawsons most recent upgrade was for the portable restroom side of the business. They added a 2016 Dodge Ram with a Progress 300-gallon waste/150-gallon freshwater steel tank with a Masport pump and Pentair Hydro water pump. Other trucks are a 2006 Ford F-550 with a Progress 500-gallon waste/300-gallon freshwater aluminum tank, Masport pump and LEE-SON Electric water pump; and a 1995 Isuzu with a Lely 500-gallon waste/300-gallon freshwater steel tank and Masport pump. Though North Carolina doesn’t have a lot of cold weather, there are times when freezing can be an issue. Drivers place Kat’s Handi-Heat magnetic heaters on the shut-off valve so they can open and close them to pump waste when temperatures drop.

(continued)

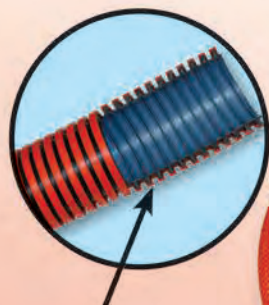
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Blending work and family

Nurturing family ties while working long hours running a business is challenging. That is, unless everyone is involved and work lessons also teach life lessons, says Theresa Lawson. Though she is technically the majority owner, holding 51 percent of New Life II, it is definitely a team operation with her husband, Tim Lawson, and their children.

The couple started their plumbing business on a shoestring budget in 1999, and their children grew up understanding what the family does to make a living. When they added portable restrooms and septic pumping in 2011, more opportunities emerged for them to participate.

"When our youngest son was 4, we took him with us along with his bag of toys," Theresa Lawson says. "At 5 they can bring you things from the truck. And the boys (Taylor, Walt and Henry) and the girls (Jessica and Faye) are equally helpful."

While grandparents pitched in to watch the children when they were young, as Theresa helped her husband work on jobs, these days the kids, 7-24, are part of the business.

"They help clean and drop off restrooms in the summer and after school. Jessica (the oldest) got married and got her inspector's license to spin off her own business," Theresa says.

The Lawsons listen to their children's ideas and encourage them. For example, teenager Faye is always looking for ways to update and promote the business. She experimented with radio advertising and helped set up a QR code for customers using hand-held devices to scan into their web content. The oldest son, Taylor, currently works for another plumber — with his parents' blessing.

"We suggested that so he could see how it is to work under someone else," Theresa notes. In time, he wants to come back with the family business, but is proving to be a loyal, hard worker for his current employer.

"We get comments from customers that it's good to see you're teaching your kids how to work; that it's good to see people teaching their children work ethics," she says.

The enthusiasm for the work likely comes from their father, Tim, who says he loves his vocation and has never considered it work.

"I just feel like a family that works together stays close-knit. We are teaching the children that they have to work for what they want. Any job you do, you give it 100 percent," Theresa says.

“We get comments from customers that it's good to see you're teaching your kids how to work; that it's good to see people teaching their children work ethics.”

THERESA LAWSON

Technicians deliver and service 100-150 portable restrooms weekly in about a 45-mile radius. Rented mostly for construction projects, New Life II has 85 PolyPortables standard units, 30 T.S.F. Tuff-Jons and 30 Satellite High Tech I units that work well during the colder months because they are heavier with double walls. Inventory also includes two pink Porta-Jane restrooms, six PolyPortables hand-wash stations and five PolyPortables handicap units that are kept inside to stay nice for events.

Badgett sprays a restroom during a service stop.

RESTROOMS AND PROMOTION

Because they purchased from previous owners, the Lawsons' restroom inventory is quite colorful. They order lime green PolyPortables restrooms

when they buy new, because they stand out at events and on construction sites, and they "look clean when you clean them," Lawson says.

Double-walled grey units work well during the winter and are often requested by customers from higher income neighborhoods who prefer a color that doesn't stand out.

The Pink PortaJanes are especially popular when paired with a handicap restroom for outdoor wedding setups, Lawson adds.

One of the Lawsons' best promotional tools is participation in a couple of local parades. The parades, phone book ads and their website provide enough publicity to keep everyone busy, Lawson says. Sending out post-cards and reminders every three years also nets more response than other advertising she has tried.

Good service is the best promotion.

"We answer the phone, and we don't mind hard work, and it doesn't matter what time of day," Lawson says. She adds that portable restroom customers also comment that the business actually services the restrooms as they say they will.

"We use a stronger portable toilet chemical (PolyPortables Blue Works), put in fragrant discs (J&J Chemical J Disks) and spray the walls (with Green Way Products from PolyPortables) to make them more fragrant. We give the restrooms a thorough cleaning on the outside three or four times a year with a pressure washer," she says.

Technician Brian Badgett unloads a PolyPortables restroom from a Dodge Ram with a Progress tank and Masport pump.



EMPLOYEE SATISFACTION

With the growth of their business in the past five years, the Lawsons added employees — two plumbers, three pumpers who take care of pumping and restrooms, and an office staff person to help Lawson. Jessica Arce, her 24-year-old daughter, used to help in the office, but preferred to work outdoors and have fewer hours so she has time with her two young children.

"We looked up the records for septic inspectors in our counties, and there weren't a lot of them. There were no female inspectors. She (Arce) went to a 21-hour class and took the exam," Lawson says. Currently, inspections aren't required with all home sales, but many buyers hire an inspector for peace of mind. It works out well as part-time work for the young mother, and it makes New Life II more versatile.

As a small, but busy, company, employees typically don't work past 5 p.m., unless they are needed for overtime. The Lawsons provide company shirts and give bonuses at the end of the year or when an employee goes above and beyond the call of duty.

"We try to show them we care and appreciate what they do," Lawson says. She, Tim and their children cover the after-hours and weekend work. "It's the price you pay for owning a business," she says.

HIGHER TECH FUTURE

New Life II is making changes to improve business efficiency.

"We just started accepting credit cards, because we had many people asking," Lawson says. "It has been a wonderful thing. We get money a lot faster."

She has used QuickBooks for accounting and upgraded at the end of 2016 with a QuickBooks add-on program to help schedule restroom servicing, keep a log of customers' septic pumping schedules and create route maps.

Daughter Jessica started a Facebook page that includes videos of inspecting and pumping a tank. "Our daughter, Faye (14), wants us to go more up to date instead of being a mom-and-pop (business)," Lawson says. She is grateful for her children's input and is open to changes. But it's important to the Lawsons that good work ethic, courtesy and customer service never change.

"We haven't forgotten where we came from," Lawson concludes. "We try to be fair and truly care about our customers." ■

“ We just started accepting credit cards, because we had many people asking. It has been a wonderful thing. We get money a lot faster.”

THERESA LAWSON



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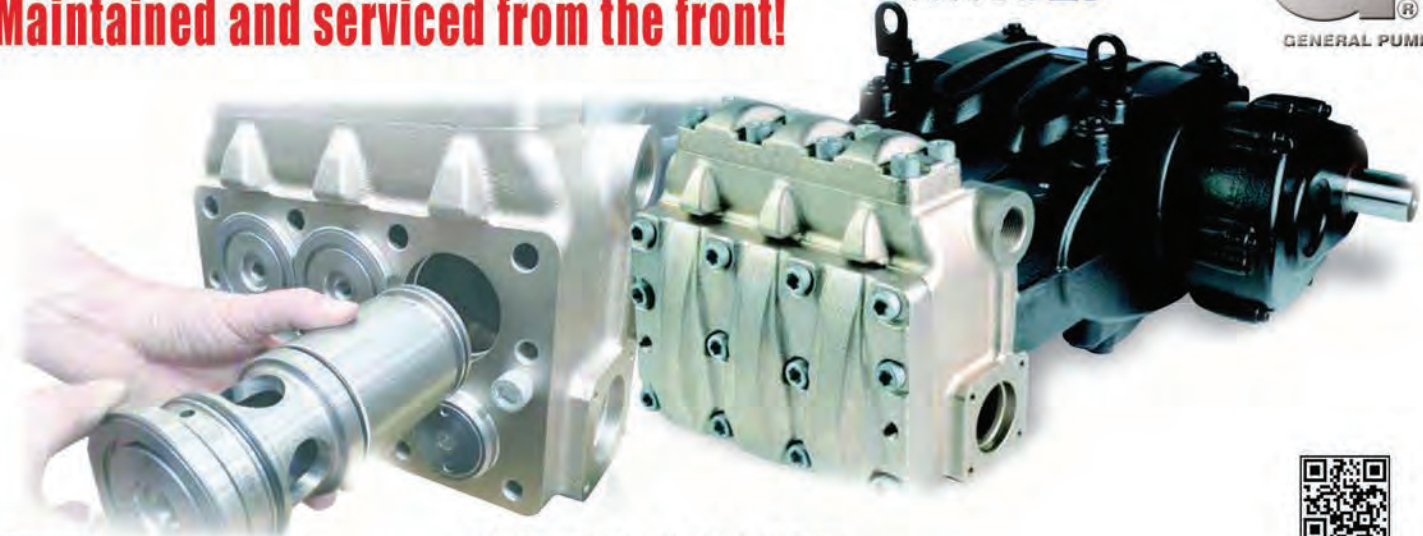
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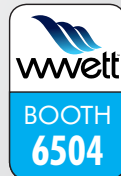
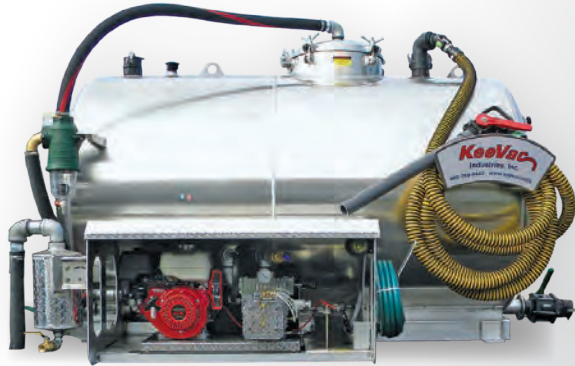


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Amthor International Utilizes Tradeshow Feedback in New Truck Design

By Craig Mandli

Amthor International has manufactured vacuum trucks for years, but customer feedback at trade shows such as the Water & Wastewater Equipment, Treatment & Transport Show give Brian Amthor insight about what today's pumper is looking for — namely quality, ease of use and value. That's why Amthor designed a truck specifically to roll out at the WWETT Show and hit those marks.

The 2,500-gallon vacuum truck is built on a Ford chassis, with pulling power provided by a Fruitland RCF500 pump package. The pump package includes a right-angle gearbox, powder-coated pump frame, oil catch muffler, 10-gallon secondary trap, vacuum/pressure gauge, and a pressure relief valve. A heavy-duty 3-inch suction hose connects the secondary to the primary shut-off. A front 3-inch aluminum pipe is installed between the primary and the pump for hose hookup.



"The Ford chassis unit is a great design for what we're doing," Amthor said from the WWETT Show. "We can install it on other chassis options as well. We try to spec it out to each customer's choosing."

The single-compartment tank is made of polished aluminum, with all tank heads and baffles dished and flanged. A curbside aluminum ladder with casted grip strut steps provides access to a 20-inch manway on top of the tank, while a second 20-inch manway provides access at the rear. An aluminum extruded hose protector is installed on each side of the tank. Additional components include a 36- by 20- by 20-inch aluminum toolbox and three 5-inch sight glasses.

"We've been coming to this show for a long time, and the trucks that are here have more bells and whistles every year," Amthor said. "Not every pumper is looking for that, though. We are offering an affordable option that does everything a typical pumper needs to do."

Amthor said the 2016 model created quite the buzz on the WWETT Show floor. The company's goal is to debut a new product at every WWETT Show, and he promises 2017 will be no different.

"We roll out something new every year, based on what we learn at the show," he said. "You aren't going to get a better slice of the industry than what you get talking to the attendees at WWETT."

Amthor said the 2016 show was a success for the company, based largely on the excitement surrounding the unveiling of the vacuum truck. He said creating excitement is always the show goal, with the end result of creating satisfied customers.

"We come into this show with sky-high expectations every year, and every year we seem to exceed those," he said. "So much of what we do comes out of the feedback we get from talking to pumpers here. They tell us what they want, and it's our job to deliver." 800/328-6633; www.amthorinternational.com. ■

Brian Amthor, middle, marketing and human resources director for Amthor International, explains the features that come standard on the company's new vacuum truck to 2016 WWETT Show attendees. (Photo by Craig Mandli)

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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 requires 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 floor 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 day. 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.

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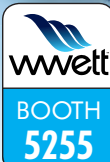
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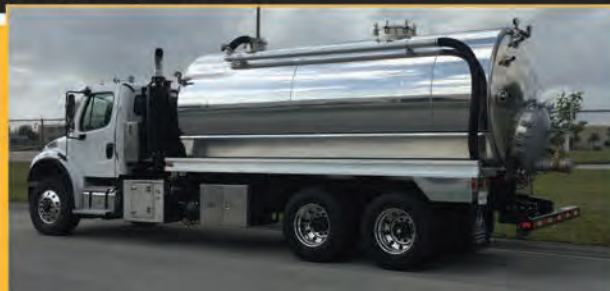
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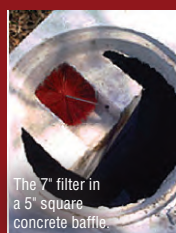


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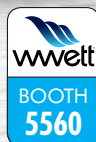
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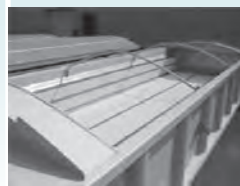


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Long Island Groups Urge Homeowners to Maintain Onsite Systems

By Doug Day

More than 30 communities and organizations on Long Island are launching a public campaign to encourage homeowners to properly maintain and have their septic tanks and cesspools pumped on a regular basis. They are all partners in the CESSPOOL Project (Coordinated Environmental Solutions for Septic Problems Occurring On Long Island). The Long Island Liquid Waste Association is one of the groups conducting the campaign supported by grant money from the Long Island Sound Futures Fund of the U.S. Fish and Wildlife Foundation, and the Local Waterfront Revitalization Program through the New York Department of State. The multimedia campaign includes a brochure, fact sheets, a file for homeowner recordkeeping, and a website (www.getpumpedli.org). Coupons offering a \$50 savings are being accepted by 10 companies.

Alaska

Septic waste was the topic when the Alaska Supreme Court held one of its LIVE outreach programs at Colony High School in Palmer. The court's five justices heard oral arguments in the school's gymnasium in front of a crowd of students. The case involved a farmer who uses septage as fertilizer on some of his acreage and a developer who is building a subdivision nearby. Alaska's Superior Court had found in favor of the homebuilder, ordering the farmer to stop or minimize odor coming from the site and pay the homebuilder \$90,000 in damages. The farmer appealed based on the state's Right to Farm Act. After oral arguments, 300 students were allowed to ask questions of the justices and attorneys involved in the case.

Iowa

After years of discussion, the city of Rodman has entered into a consent agreement with the Iowa Department of Natural Resources to develop a plan to reduce unlawful sewage discharges from septic systems in the community. The city has agreed to submit a report to the DNR by July 2017 and a final plan by January 2020. The issue dates back to 1980 when the Department of Environmental Quality first sent a letter to the city. A 2008 complaint led to a notice of violation in 2010 and the city began studying alternatives, only to find it could not afford to do further studies. The city was designated as a Disadvantaged Unsewered Community in 2015. As such, and since it has been cooperating with the DNR, the city will not face daily civil penalties of up to \$5,000 for violations.

Close to 40 homes near Chatfield Lake in Lee County, Iowa, were notified in October that they had 30 days to install approved onsite sewage treatment systems. This came after county government decided against installing a community sewer system for the unincorporated area of Mooar and Powdertown following four years of study. A sewer system would cost the county about \$1.2 million and monthly bills for users would be about \$75. Local officials say low-income residents could not afford the bills, which could leave the county responsible for costs under the regional sewer agreement.

Minnesota

After five years, an Amish family has been told to stop work on a home under construction and has been banned from living in the structure. Fillmore County adopted its septic regulations in 2013, allowing graywater systems that fit within Amish beliefs. A District Court judge ruled in early October against the family that cited religious reasons for not installing a septic system or getting a building permit. The house does not have to be torn down, but nobody can live there and no further construction work can be done until a permit is received. It could be converted to a barn or other use but all drains would have to be sealed and the building inspected. Meanwhile, the family is living in a smaller home nearby without a permitted graywater system, but uses a straight pipe running directly into the ground. That may be the next issue pursued by the county. ■



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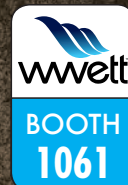
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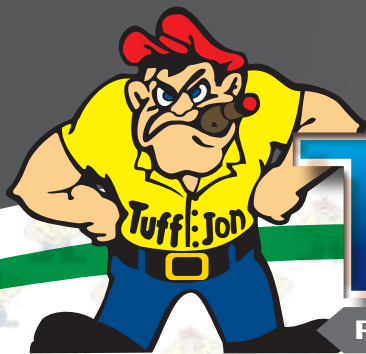


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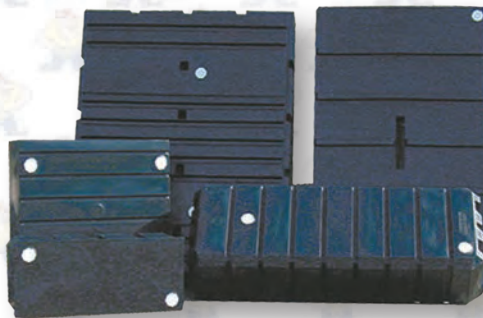
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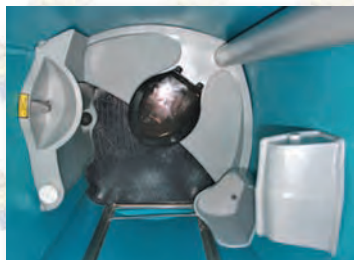
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Erik Gunn is a magazine business writer in Racine, Wisconsin. Direct inquiries to him at editor@pumper.com.

9 Ways to Cut Costs and Raise Your Bottom Line

Ask your team of financial experts for money-saving advice and review your expenses and technology practices to build the business **By Erik Gunn**

The best get-rich-quick schemes drop the last of those three words. If you want to add to your bottom line, don't go for windfalls — see where you can nip and tuck your budget here and there.

We're just a little bit into the new year, but it's not too late to wipe the slate and figure out how you can trim overhead costs that eat away at your monthly profits. So as a present to yourself and your bank account, we offer a list of nine ways you can save money without hurting your core business.

1. Talk to your accountant. If that person doesn't know where you're leaking money, get a new accountant. (And if you don't have an accountant at all — or at the very least, a tax preparer — get one. You're the owner and the manager, not the accountant. The peace of mind that comes with knowing the books are straight and you're right with the IRS is worth the expense.)

2. Review your insurance policies. Especially if you haven't looked at them in a while. If your agent is independent, not tied to a particular insurance company, that person could be a great source for ideas about trimming your premium costs. One caution: Be very candid and clear about your real needs. There's no point in crippling your business if disaster strikes just because you thought you could live with that extra-high deductible — and it turns out you really can't.

3. Call your lawyer. We think of attorneys as inevitably high-priced, but they don't have to be. Discuss alternative fee arrangements. What can she or he do to help you economize reasonably without giving you cut-rate service? More than you might think. You could even consider bartering — your attorney gets the home septic tank pumped and you get X hours of legal consultation. (Keep good records, though.)

4. Shop around, shop around. This tip is two for the price of one.

- For your business line of credit or equipment loans. A new bank might give you a break for your line of business. But look carefully at the terms you're offered, and talk to other business owners already banking there about the level of service they're getting. Incidentally, if you don't bank at a credit union, see if there's one in your area. The terms and the service are often better at these locally owned, cooperatively run businesses.

- For your credit cards. The advice here differs depending on whether you carry a balance or pay in full every month, but either way a little comparison can go a long way. Do you pay in full every month? Focus on the annual fee and choose a card where it's low or nonexistent. Or do you tend

to carry over a balance on your card from one month to the next? Then watch the interest rates and hunt for the lowest you can find. And as for rewards programs — make sure they're rewards you'll actually use: Always read the fine print.

5. Time your banking. This can work in two directions, depending on your specific action.

You want your deposits to go in as early in the day as possible: If your account pays interest you'll get just a little bit more. More banks now enable you to make deposits by smartphone through a special app. Just take a picture of the check with your phone and in a few keystrokes the deposit is credited to you. From the envelope to your account in minutes. How convenient is that?

On the other hand, if you've got a bank loan on your office property or a piece of equipment, time the payment toward the end of the billing cycle. That's because, unlike credit cards, bank loan interest doesn't accrue day by day during the month. So you can have longer use of the funds or can even earn a little interest on them. Be sure to pay on time, though — late fees or penalties would wipe out any savings.


6. Quit the Paper Chase. Paper — filling it out, filing it, storing it — might not be the biggest part of your business, but can you make it an even smaller amount?

Digital storage on hard drives gets cheaper all the time. The same goes for SSD, solid-state drives, which are smaller and less prone to failure. And online storage, should you decide to go that route, is easier and cheaper all the time. There's Google Drive, Dropbox, and services from Amazon, Microsoft and others with free or low-cost storage in the cloud — on an internet server — rather than taking up space in your office. But be sure you are confident that the option you choose is as secure as possible.


Consider equipping your service drivers with iPads or other tablets. Those can do what paper does (fill out a work order, say) — but faster. And they can create invoices instantly. (If you take credit cards, you can then get paid almost instantly.)

7. Pay attention to your advertising. Always try to evaluate effectiveness against cost when it comes to paying for publicity.

Take a look at the work you've handled over the last three months — where did it come from? A lot of small service businesses ask how customers learned about them. You could even put a question like that on the invoice.




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While you're at it, which social media do you use, and how well do they deliver customers to your door or website? Scope out your competitors, too — where are they advertising? Can you determine whether it's helping them or not? Can you use a similar strategy if it is? Some publicity is always necessary, but the best way to seek it is always changing. Keep studying your preferred strategy to make sure it's still working.

8. Hold the phone. Whether landline or mobile, telephone service is another potential source for savings. If you're paying your employees' cell-phone bills because they're using them for work in the field, see if you can get a group discount for using the same provider. The effectiveness of this tactic depends on what coverage is like in your particular area, but it's always worth checking.

9. Join the clubs. Whether it's through a national, regional or local trade association, you may qualify for discounts on a wide range of necessary costs — cellphone service, insurance or other employee benefit programs.

Your local chamber of commerce can similarly benefit you with discount deals on services of all kinds. They also offer opportunities for cross-promotion. Yes, any of these groups has an annual fee, so you'll need to take that into consideration. It still could cost you less to join than the value you get in discounts — or the goodwill and referrals that might come your way.

GET TO WORK

So that's just one list of nine ways to save. Some might not work for you, but others probably will — and bit by bit, those small savings can add up to real money. ■



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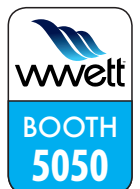
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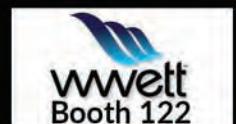


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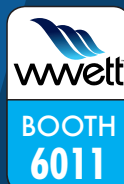
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Jim Anderson, Ph.D.



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.

Tips You Must Share with Pumping Customers, Part 1

When they follow these operation and maintenance rules, homeowners will be happier and you'll have fewer emergency calls **By Jim Anderson, Ph.D.**

I get a lot of questions regarding educating homeowners about their on-site systems. One thing that we recommended in Minnesota was that every new system installed should come with an owner's manual covering general operation and maintenance requirements for their system. As an installer or service provider, this is something that you should provide for your clients.

It is always amazing how homeowners will seek out the most unqualified (relative, friend, etc.) persons for advice on caring for their onsite systems rather than asking a septic service professional. In my opinion, the more you work with your clients, the better off we all are in the industry in terms of dispelling false, misleading or old wives' tales about system operation. In that spirit, I will offer a top 10 set of tips for homeowners, hoping this leads to further discussion of the topic among professionals in your area. We'll break up the tips, starting with the first batch this month, and continue in next month's column. Here we go:

1. Give your customers a diagram showing the components of their system and indicating the location of these components on their lot. If there are pumps, show where they and any high-water alarms are located. Be clear about telling them not to enter any tanks or parts of the system to investigate a problem, and explain they should not use the manual override for the system unless specifically told to by a professional. Of course, in addition to having your contact information clearly marked on the manual you provide, place a sticker with your contact information in a conspicuous place on the system in case there is a problem.

2. Spell out the design capacity for the homeowner. They should know that how much water and how they use that water can have a large impact on how long the system will last. Here is where this gets a little controversial. I have not met a homeowner yet who feels they use too much water. In fact, I worked with a person awhile back that maintained quite strongly that they used very little water. When a water meter was installed to check the daily flow, it turned out they were using roughly twice the average daily flow. This overuse will eventually cause hydraulic failure in the soil treatment area. However, most homeowners have no way of knowing how much water they use other than their uninformed guesses.

This is why some of my colleagues and I have advocated for installation of water meters so the homeowner and you as the service provider can determine water usage. If there is a pump tank and a pump in the system, a

The more you work with your clients, the better off we all are in the industry in terms of dispelling false, misleading or old wives' tales about system operation.

cycle counter can be used to see how many times the pump kicks in. Using the count number, you can provide them with a table showing how many gallons are used compared to the daily flow maximum. If they see the counts are showing excessive usage, they should contact you to investigate. Either additional water is infiltrating into the system or the usage is a reflection of their actual use.

3. Explain that water usage habits can have an impact on the performance of their septic systems over time. Their laundry schedule, for example, can have a major impact on how well their onsite system works. First, the homeowner should purchase lower-flow clothes washers, usually front loading, however most washers now let the user set water levels when not doing full loads. Often both husband and wife work outside the home, which leaves chores such as laundry being bunched up on the days they have off.

Doing multiple loads of wash one after another can put a significant amount of stress on a septic system. It is much better to spread the laundry loads out during the week. For dishwashing, recommend looking for lower-flow products and only running the dishwasher with a full load or using a small-load setting when appropriate to conserve water.

4. Tell homeowners that regular maintenance is key to system longevity. Share the maintenance intervals for each part of their system and explain that a septic service professional should be called on to provide those services. This starts with having the septic tank pumped regularly. My rule of thumb is that a 1,000-gallon tank will require cleaning every two to three years for a family of four or five. I also recommend homeowners avoid using a garbage disposal. It adds more water to the system and adds solids that are difficult to break down in the tank. It also means the tank will need to be pumped every year or more frequently. Tools are available for homeowners to estimate the necessary cleaning frequency based on their usage. Encourage them to keep a regular maintenance schedule or at least request a regular inspection of solids accumulation in the tank to ensure it will be cleaned when needed.

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5. Warn the homeowner to avoid flushing items that can compromise the performance of their septic system. I mentioned the garbage disposal, but there are many things homeowners try to dispose of in their septic system that do not belong. In the past we talked about cigarette butts, personal hygiene products or condoms. Now numerous other products, some even being marketed as “septic safe,” are clogging various parts of the system. These include all types of baby wipes, antibacterial cleaning wipes and makeup cleaning wipes. Fortunately, effluent screens are often required today at the septic tank outlet to trap these products before they can impact other parts of the system. But homeowners should be informed that none of these are appropriate for disposal in the septic system. ■

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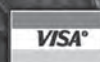
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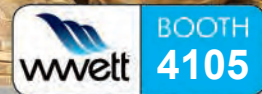
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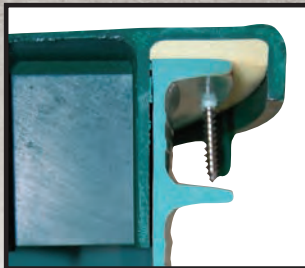
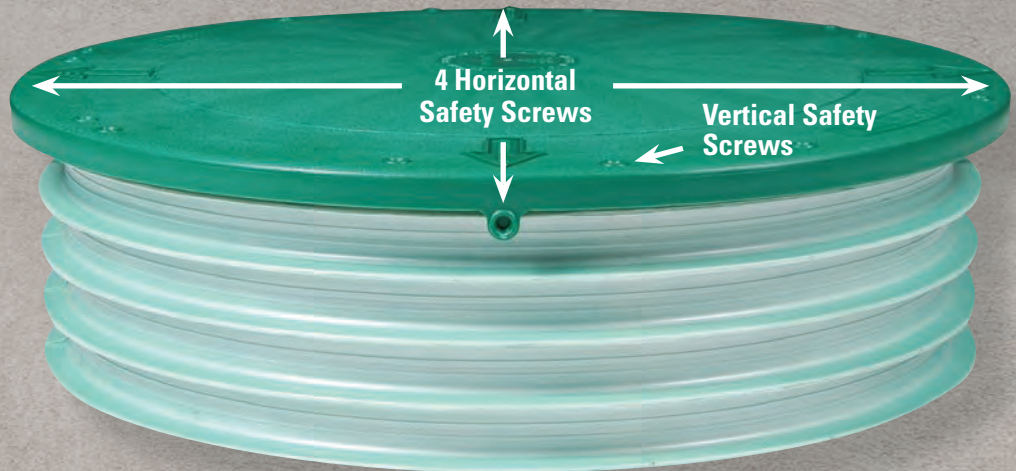
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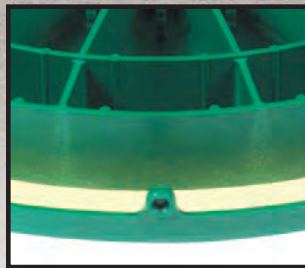
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Is It Time to Renew Your Certificates and Update Continuing Education?

By Dhru Bhatt

Expiration dates for National Association of Wastewater Technicians certificates have a way of creeping up on you. Believe it or not, the two years in which you have to be in compliance with NAWT to renew does come at a quick pace. NAWT wants to remind you that you will need to obtain eight continuing education credit hours to renew your NAWT certificate, which is active for two years.

OBTAINING CEU CREDITS

You can earn CEUs by taking a NAWT course or a NAWT-approved outside course. Other ways of obtaining CEUs include attending industry-

related workshops or seminars. Please note that if you do attend any outside events, make sure you acquire proof of attendance, the objectives/syllabus/course outline and authorized CEU/hours, along with certificates for each event you attend so you can submit them and the NAWT renewal form to NAWT for approval. Please contact the NAWT office for further assistance.

DON'T LET THIS HAPPEN

Once your NAWT certificate expires, a one-year grace period is allowed for obtaining the necessary eight CEUs. If CEUs are not obtained by the end of the grace period, renewal of the certificate cannot be granted without taking the entire course and exam again. Please note that the NAWT website automatically reports your training as expired during the grace period.

MARK YOUR CALENDAR

Here are some of the NAWT 2017 upcoming events:

- 2017 Water & Wastewater Equipment, Treatment & Transport Show, Feb. 22 - 25, Indiana Convention Center, Indianapolis
- NAWT Inspector Course, February 24, Indiana Convention Center, Indianapolis
- NAWT Inspector Course, March 31 - April 1, San Marcos, Texas
- 8th Waste Treatment Symposium, Aug. 23 - 24, Apollo, Pennsylvania
- Inspector Course Sept., 8 - 9, Arlington, Texas

Visit the NAWT training page often at www.nawt.org/training.html for a complete list of upcoming training courses and to download the certificate renewal form. ■



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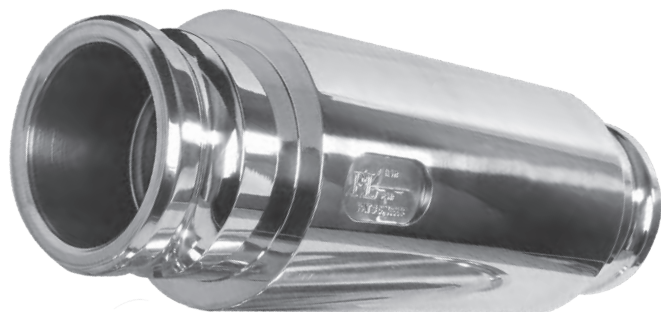
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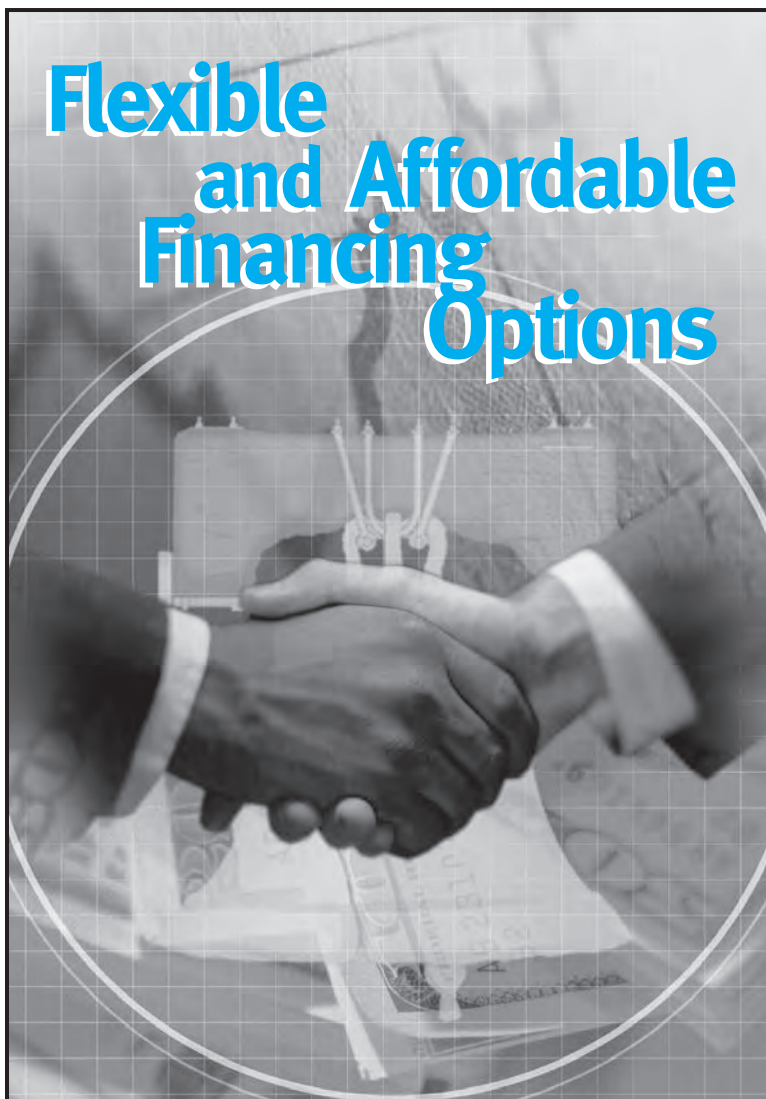


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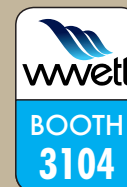
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18.5	70.0	2000	138	1450	25.4	1.181	30	0.906	23

RTX85

Max. GPM	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
22.5	85.0	2200	151.7	1450	34.0	1.181	30	1.102	28

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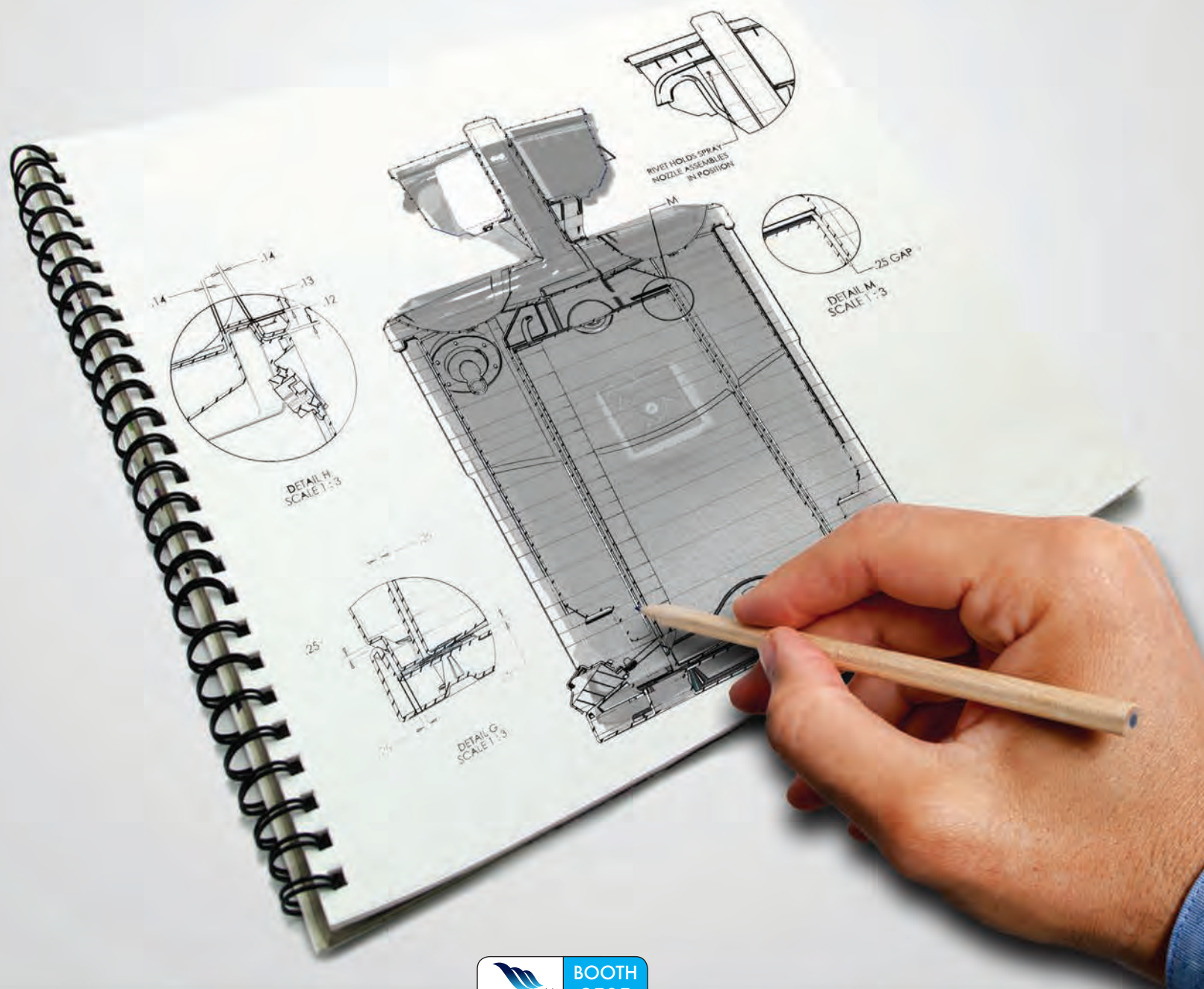
DT 466 dsl., automatic, 35k showing, 8k hours, Vac/All Vacuum system, Cummins dls. aux. motor, 2,639 hours, 194"WB, 4' center boom, 2' right broom, spring susp., 4X4, right hand steer, hyd. dump body, water tank, ac

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Check if Your Business Has Terrorism Insurance

Since 9/11, small businesses should explore whether they are covered for lost equipment, business interruption and liability in the event of a terrorist incident **By Erik Gunn**

No one was hurt when a homemade pipe bomb exploded in a garbage can in Seaside, New Jersey, shortly before a charity run to raise money for U.S. Marine veterans last fall. Authorities subsequently traced the bomb, along with one that exploded in New York City later that evening, to Ahmad Khan Rahimi, who pleaded not guilty to charges related to the blast and remains in custody awaiting trial.

But for Jersey Shore Restrooms owner Donald “Buddy” Van Sant, the Seaside bomb struck close to home. His business had a contract to provide portable restrooms for the Semper Five race, and the garbage can where the bomb exploded was just 50 feet from four of his units. None were damaged, but the episode got Van Sant to thinking how much worse it could have been.

What, he asked, if the bomb had been planted in one of his restrooms instead of a garbage can? And that sparked another question — should he get terrorism insurance?

It’s a question many contractors probably should ask — contractors like Van Sant who provide services for big public events, but also others, even if they’re far from big metropolitan areas.

Terrorism — whether from foreign-inspired movements or homegrown extremists, and whether organized acts of war or haphazard “lone-wolf” attacks — remains a continuing concern, as weekly headlines point out.

The phrase “terrorist attacks” usually brings to mind dramatic events, such as the 9/11 attacks that brought down the World Trade Center or the 1995 bombing of a federal office building in Oklahoma City that killed 168 people. But most such events are much smaller in scope. That makes it a lot more challenging to figure out whether terrorism coverage is necessary. For answers, *Pumper* magazine checked with the Insurance Information Institute and its terrorism expert, Claire Wilkinson, as well as additional sources. Here’s what we found out.

What is terrorism insurance?

Terrorism insurance covers losses due to a terrorist attack. Before 2001 “it was effectively free of charge,” Wilkinson says — simply part of the standard business owner’s insurance policy covering property and casualty losses. The severity of the 9/11 attacks led insurers to create separate terrorism insurance that “more adequately covered current risks.”

Who needs terrorism insurance?

“Small and mid-sized businesses generally have not been considered likely targets of terrorism,” Wilkinson says — especially those away from the big cities. As a result, many may not have terrorism coverage. But recent events suggest it’s time to take a second look.

“Attacks have gone from being buildings in major metropolitan areas to smaller attacks,” she points out. Many, she adds, are “committed by ‘lone

wolves’ or small groups inspired by certain terrorism activities” — not just conducted by organized networks.

The bombings in New York and New Jersey, which triggered Van Sant’s question, showed that “small businesses and mid-sized businesses are perhaps more vulnerable these days than they once were.”

What does terrorism insurance cover?

Damaged or destroyed property, including buildings, equipment, furnishings and inventory. Some policies also cover losses incurred when an attack interrupts business, and may cover liability claims as well, according to the Insurance Information Institute.

Why won’t my general insurance policy cover that?

The 9/11 attacks brought to light the much greater risk associated with terror attacks, and therefore the need to treat it as a separate line that insurers could adequately cover.

“After 9/11, terrorism insurance was very hard to find and had become very expensive,” Wilkinson says. In 2002, Congress passed the Terrorism Risk Insurance Act (TRIA), setting up a federal “back-stop” to help cover excess losses from an attack. “Since then the

costs have come down and it’s affordable, in large part because of the federally backed program. Insurers now are more confident in providing coverage.”

The TRIA has been periodically renewed. In 2015, Congress passed a new reauthorization extending through 2020. For losses to be eligible for coverage through the federal TRIA, the U.S. Department of the Treasury has to officially certify an event as an act of terrorism. Property and casualty losses must exceed \$5 million, and “the act must also cause at least \$100 million in damage to be considered a terrorism attack,” the institute says in a Q&A posted on its website.

It’s worth noting that the provisions of the act have never been triggered. In fact, as pointed out by a 2016 report from Marsh LLC, a major insurance broker and consultancy, the government has never officially certi-

“It depends on what kind of business you own, what are the risk characteristics, and where are you located. There are all manner of risk characteristics that might be very different to another business operating in a different part of the country.”

— Claire Wilkinson

(continued)



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fied an event as terrorism under the act — even those, like the 2014 Boston Marathon bombing, that political leaders have labeled terrorism.

But wait — what happens if the losses are less than the \$5 million threshold, or if the incident doesn't get certified as a terrorism attack? Will small businesses be left high and dry?

That possibility also points to why businesses where the risk is greatest need separate terrorism coverage. "Standard business insurance policies typically exclude terrorism coverage, which is why businesses should purchase separate terrorism coverage," Wilkinson says. "A broader insurance policy that covers noncertified terrorism events is available on the stand-alone terrorism insurance market, where policies are not backed by TRIA."

What if my insurer claims that my business is too risky, perhaps because of where I'm located? Can I be denied coverage?

No. The TRIA and subsequent laws reauthorizing the program require insurers to offer business owners the opportunity to buy terrorism insurance coverage, Wilkinson says.

How do small-business owners know if they're covered?

Ask your insurer directly, Wilkinson advises. It's typically excluded from your standard policy; you need to be sure what your policy actually says.

That's critical to ensure you cover the gap for incidents that don't get certified under the TRIA. Otherwise, she says, "a business owner could be liable for damages between their deductible and the \$5 million threshold set under TRIA, depending on the terms of their policy."

"This is why it's important for businesses to assess and discuss their individual risk and exposure to terrorism with their agent, and address any potential gaps in coverage ahead of time."

How much does terrorism insurance cost? And how much do I need?

The Insurance Information Institute reports the premium cost ranges from \$19 to \$49 per year per million dollars of insured value. "The expense generally represents 3 to 5 percent of a company's property insurance costs," the institute says. Get at least enough to cover the value of your assets.

Adds Wilkinson: "It depends on what kind of business you own, what are the risk characteristics, and where are you located. There are all manner of risk characteristics that might be very different to another business operating in a different part of the country."

Check with your broker — and be willing to shop around to make sure you're getting the best terms available in your area. Also be sure to ask what the deductible is and what the fine print will cover — and won't cover. The answers you receive may help you decide whether it's worth it in your situation.

Are there other specialized insurance provisions I should be worrying about?

"With many businesses having increased amounts of data stored online, I would definitely recommend asking about cybersecurity insurance," Wilkinson says. With a surge in extreme weather events, she adds, it's also worth checking if you might need flood insurance.

While you're at it, check on your umbrella policy. An umbrella policy provides additional insurance for liability if someone is hurt on your premises or sues you for damages in association with your business. The typical umbrella policy provides at least an additional \$1 million in coverage over and above your primary business policy, Wilkinson says. You may want to evaluate whether you need more. Some insurers may recommend as much as \$5 million, but once again, you'll need to decide what your budget allows. And you should check as well what exclusions the policy has, and whether other components of your insurance coverage will make up for them. ■



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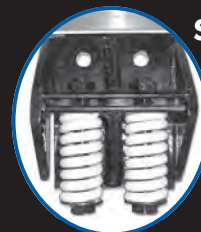
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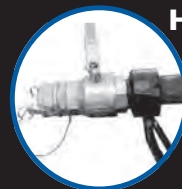


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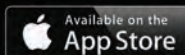
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Caution! Watch Out for These Safety Violations

Sending your crews home unharmed at the end of the day requires special training — and you can get it for free courtesy of the Washington On-Site Sewage Association **By Doug Day**

“In 15 seconds, I am completely passed out, no more air. And that’s it.” Keith Pelzel, owner of Westside Septic Design in Puyallup, Washington, died in a collapsed trench one day, but was revived and tells his story in a free safety-training program available through the Washington On-Site Sewage Association. “I had never, ever experienced anything as painful as that,” he adds in one of the video vignettes used in the training.

“In a conversation recently with an employee of a service provider, I wasn’t surprised to hear that people consider safety rules to be nothing more than a burden, written by government employees sitting in an office somewhere with no real life experience,” says WOSSA Executive Director John Thomas. “Regulations are based on actual accident investigations in the construction industry and trades going back to 1972. They are not there to burden the owner, they exist to protect workers from getting killed or injured.”

WOSSA has developed a comprehensive safety-training program specifically for the onsite wastewater industry using an Occupational Safety and Health Administration (OSHA) Susan Harwood training grant of \$139,000. Thomas and Administrative Director Chuck Ahrens have presented the free training over the last year in a half-dozen states. With a 2016 grant extension of \$125,000, Thomas hopes to hit more states this year. He says he can also provide the training for large companies or WOSSA can provide the materials and do train-the-trainer sessions for organizations or companies that want to conduct their own sessions.

The hands-on training includes videos featuring accident victims, a workbook, exercises in root cause analysis and other material designed to raise awareness of risks workers face every day.

It covers the Focus Four hazards identified by OSHA for the construction industry; falls, caught in or between, struck-by, and electrocution. The training can be done in sessions of four or eight hours and is designed for groups of up to 25 people. All costs are covered by the OSHA grant.

Why is this training needed?

Thomas: Most folks recognize unsafe conditions, but don’t recognize what pushes them into making bad decisions or they have the wrong skills or experience when faced with a new situation. This training raises awareness of the employer’s responsibility and workers’ rights under OSHA or state-approved plans in context with the work we do every day in the onsite indus-

try. It’s an interactive class and we have participants work in small groups throughout the day in each of the Focus Four areas to develop skills to better understand risk and conduct job safety analysis.

What did you learn as you developed this training?

Thomas: When we did our initial field interviews of companies that work in our industry, we generally characterized them into one of three categories: companies that knew about the OSHA or state rules and had programs in place and resources committed to keep it running; companies that knew about the rules and at least some effort had gone into safe work practices in the field, but they didn’t have a program robust enough to ensure that field staff were actually working safely; and lastly, we came across a few owners that either incorrectly thought the rules didn’t apply to them, or just choose to ignore them. We had some say things like “it is an acceptable business risk” as a justification for knowingly minimizing or not adhering to a rule or practice. They do this at their own peril.

“Regulations are based on actual accident investigations in the construction industry and trades going back to 1972. They are not there to burden the owner, they exist to protect workers from getting killed or injured.”

- John Thomas

What barriers do onsite companies face when it comes to having solid safety programs?

Thomas: The first is just a lack of resources to focus on safety, and I don’t mean the money side of it. The majority of the companies in our industry are small businesses with two to 10 employees. Owners are working just as hard as their staff, and managing safety and working safely are really two different things. Owners finding the time to actually read and understand the requirements under OSHA or their state-approved plan is pretty tough.

Then you have to actually write a company policy and administer your safety management plan.

The other is getting the employees to think about safety as they go through their workday. It’s one thing to remember to put on safety glasses, it’s completely another to jump into a six- or eight-foot trench or tank excavation to rake out the gravel. But they do it every day. Changing behaviors is a challenge for employers who may want their guys to work safely but may not understand what they need to do it.

(continued)



Contact John Thomas, executive director of the Washington Onsite Sewage Association, at executivedirector@wossa.org or 253/770-6594.

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These workers are complying with hard hat and safety vest requirements, but are working with no shoring protection directly beneath a 50,000-pound excavator. (Photos courtesy of the Washington On-Site Sewage Association.)



Lastly, I would say that it can be overwhelming for small-business owners as they read the rules to try and comply with everything. So many focus on doing their best to work safely but fall pretty short when it comes to meeting the administrative requirements.

Where does someone begin?

Thomas: Just start. Start with looking at the most severe exposures in the work that you do. It's pretty easy to figure out the big stuff and what will kill somebody ... so start there. The four focus areas are a good place to begin because 79 percent of fatalities nationally and almost 90 percent of all penalties and noncompliance fines are associated with one or more of these areas.

What are some common examples?

Thomas: This is based on the feedback from the hundreds of people who have been in our courses:

Falls — from ladders, off of equipment, and in and around excavations.

Struck by — equipment, tools, binders on trailers, rocks and debris, eyes and face such as splash-back or baptism by sewage when a hose breaks, and in one case, injection into the chest when struck by a jetter hose. Those are the obvious ones, but OSHA also looks at excessive noise as a “struck-by” category.

Caught in or between — equipment and vehicles, connecting trailers, equipment moving while not chocked or a brake not set, working on or adjacent to moving machinery, and maintenance work. But the big one for us is engulfment in an excavation or trench. We have heard a ton of stories from guys who have been in a trench with no protection and a wall comes in.

Electrocution — we have a lot of work being done in the field by people who may or may not really understand what they are doing. In some states, electrical work is done by licensed electricians, other states don't have any licensing requirements for electricians, and of course you may have your homeowner messing about in the line as well.

In Missouri for example, outside of some major cities, there is no trade licensing requirements by the state for electrical work. It naturally increases the electrocution hazard involving pumps and controls from years of unskilled workers doing the work. In some states, where trade licensing requirements are clear, unlicensed work continues. Worse, we have seen places where local county regulations that call out specific tasks allowed by O & M contractors are in direct conflict with state law.

To host a WOSSA training session, call 253/770-6594 or email administrator@wossa.org. There is no charge for the training; all costs are covered by an OSHA Susan Harwood training grant.



This worker fails to protect against pathogen exposure while cleaning up after off-loading septage.



Smoke rises from a tank after a short in an electrical component, demonstrating the importance of lock out/tag out protocols.

In our training sessions, I ask, “Who has ever gotten a jolt while working on a system?” Almost all hands go up every time. The saying in

the safety world is “It's not the voltage, but the amps that will kill you.” Virtually everything we work on has enough amperage to kill you if it hits you right.

Are there some common areas that are misunderstood?

Thomas: Here are two good examples, lock out/tag out and confined space.

Most people think that LO/TO (lock out/tag out) is associated with electricity. The rule for LO/TO is broader and includes the need to define procedures to work on anything with “stored energy.” Think of steam lines, rigging under tension, or any other lines or vessels with pressure. Anytime we talked about how this procedure is managed, owners had a lot right, but were missing a few things because of how they think the rule applies. We have examples in the workplace that LO/TO procedures would prevent some pretty serious “struck-by” types of accidents, not just those relating to electrical hazards.

We found companies that had confined-space entry (CSE) procedures in place, but they were lacking correct protocol in keeping workers safe because most people think of CSE being limited to controlling the atmosphere. But it is much more when you think about things like going into a septic tank to do a crack repair. The rule says you have to have a rescue plan. Virtually everybody we ask in the classes says their rescue plan is 911. Unless they've actually talked to the local fire department, that's inadequate under the rule. If your local responders are volunteers with no specific training, it will turn into a body recovery, not a rescue.

It's a concrete structure that, because it is cracked, has been compromised from an engineering standpoint. Add the element of depth and water tables and now you're going to go down and use a roto-hammer on a wall with a 5-foot crack in it. Most people would look at that and say “you can't pay me enough to go in there.” If all your pre-entry evaluation considers is atmospheric testing, then sooner or later you're likely to get into a mess.

What do you want to accomplish in this training?

Thomas: The point of the exercises in the training is to get people to change how they think about work processes, exposures, risk management and mitigation either as an employer before things happen or as an employee out in the field wearing a safety hat and safety vest standing in a trench under a 50,000 pound excavator. ■



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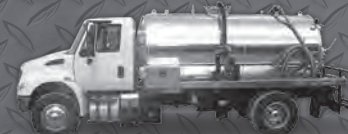
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Brawny Option

in the
SPOTLIGHT
By Jared Raney

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"Reel strength directly relates to the life of the product," says John Kucera, design engineering manager for COXREELS. Contractors may not realize how heavily hose reels are used during daily operations. Repetitive use "exposes the reel to potential abuse, where reel strength is a key factor for long and dependable performance."

The Brawny option was previously available on the 1125 Series model, and is now available for the COXREELS open-drum 100 Series, with the addition of a 14-gauge-steel half bonding drum to support the open-drum design.

The 100 Series steel reel can be mounted to a floor, wall, ceiling, bench or truck. Its U-shaped frame for two-point axle support provides stability during operation. Its braking assembly is also used for locking the drum to the desired length of hose.

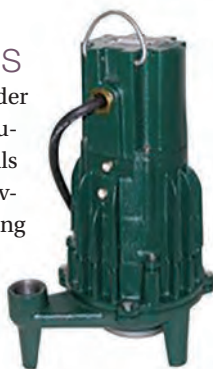
The new Brawny option adds strength to the drum, minimizing potential damage under increased or pulsing pressure usage. The drums are designed for professional-grade service to handle tough jobs.

"The Brawny option mostly comes into play with higher-pressure applications, where the extreme forces of hose constriction due to pressurized expansion occur," Kucera says. The unit was field-tested for more than a year and combined with hundreds of reels, according to Kucera. It is now offered as a standard catalog option for the full 100 Series of reels, for 8-, 12.5- and 18-inch drum widths.

"Currently, we are responding to requests for larger-diameter-drum Brawny upgrades for the jetting industries that require larger-diameter reels than the 1125 or 100 Series provide." **800/269-7335; www.coxreels.com.**

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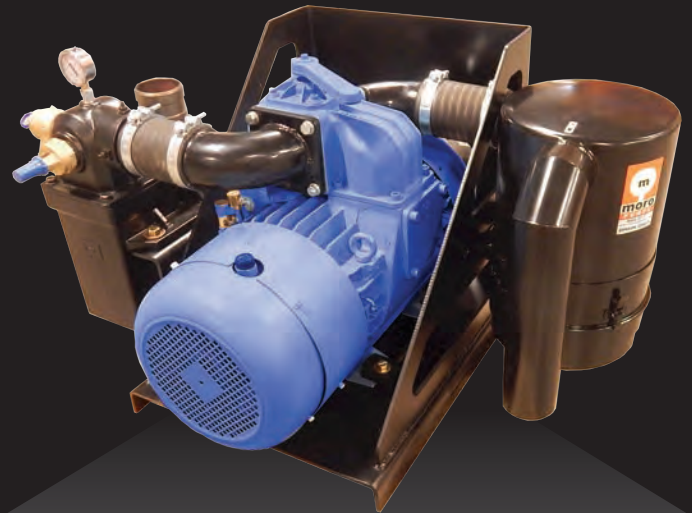
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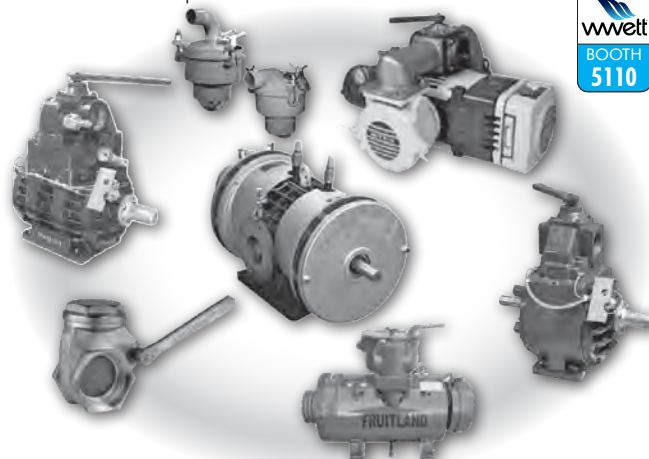
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2007 Freightliner M2, Cat 210 HP, 6 spd,
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IN PROGRESS



2005 Peterbilt, Cat 210HP, 6spd, New 2300 gallon steel
tank, New Jurop PN 84 vac pump.

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2007 Mack CX613, AC-380 HP, jakes, 10 spd,
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INDUSTRY NEWS

Armstrong Equipment named Cat Pumps distributor

Armstrong Equipment, based in Santa Fe Springs, California, has been named a distributor for the Cat Pumps 12-volt DC high-pressure pump. Armstrong Equipment is a distributor of vacuum pumps, pump systems, tank truck accessories and components, and slide-in septic and grease pumping systems.



Super Products adds used equipment section to website

Truck-mounted vacuum equipment manufacturer Super Products has created a used equipment section on its website. It features a listing of available used units and provides access to equipment details and specifications.

Wastequip names new CFO

North American manufacturer of waste and recycling equipment, Wastequip, named Steve Klueg as chief financial officer. Klueg will replace the current CFO, Steve Svetik, who announced his retirement earlier this year. Klueg has more than 25 years' financial leadership experience.

Continental honored with energy-efficiency award

In recognition of lighting upgrades, Continental's St. Marys, Ohio, manufacturing plant received the Ambassador of Energy Efficiency award from Efficiency Smart. The plant, which operates 24 hours a day, expects to save 348,000 kWh annually as a result of the project. ■

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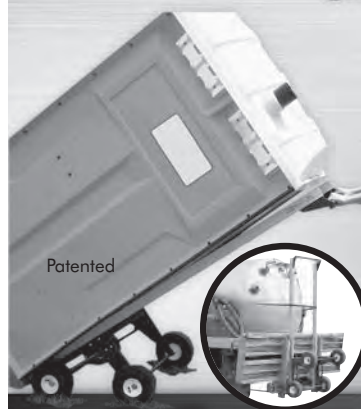
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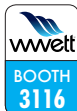


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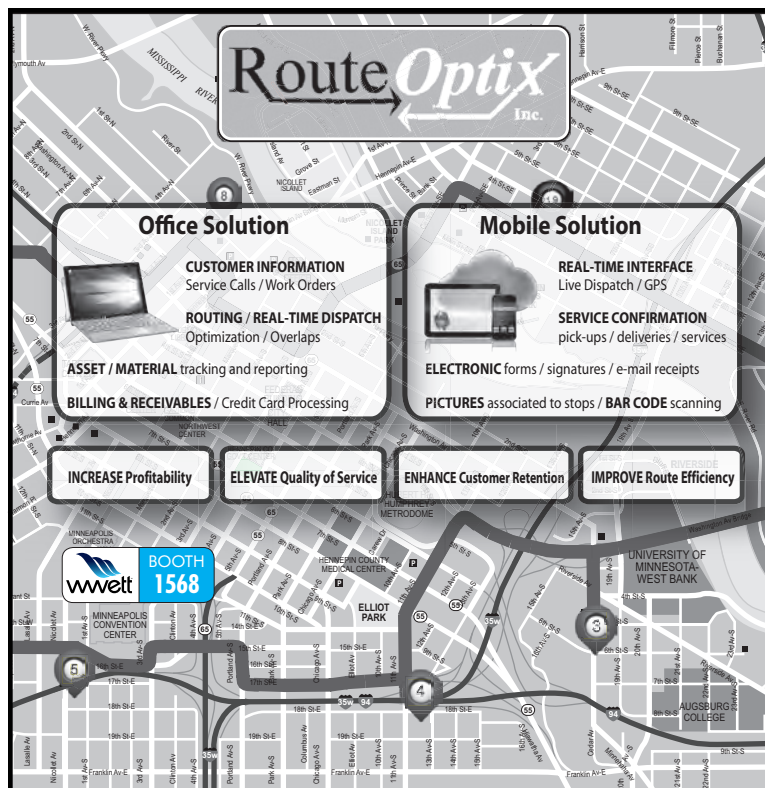
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Jack Doheny Supplies Inc. offers a full range of late model combo units and DOT industrial vacuum loaders. Call us @1-800-3DOHENY. (PBM)

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Western Equipment Finance, a bank-owned direct lender, is committed to continuing to help you prosper. All equipment types, new or used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can trust, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (PBM)

Quick and easy financing for new or used equipment — without all the headaches. **Credit is not an issue.** We have working capital available for commercial equipment purchases \$20,000 to \$2,000,000. **BSG Services** - Call 866-259-5370 or email bsgfin@earthlink.net (PBM)

MISCELLANEOUS

Selling septic trucks and a septic tank stake truck with 16-unit carry capacity - \$12,000. 300-gallon slide-in septic tank for a pickup - \$1,500. 3,000-gallon septic International truck - \$15,000. GMC TopKick with 700-gallon capacity tank - \$5,000. 1,100-gallon capacity septic truck - \$15,000. Location: Brighton, Michigan. Call 810-217-4639, ask for Bart. (P02)

PORTABLE RESTROOMS

60 PolyJohn portable restrooms, excellent condition, \$300 ea. 2015 Ford F350 with stainless steel vacuum tank, \$30,000. \$45,000 takes all. 940-435-9222 (P02)

PORTABLE RESTROOM TRAILERS



2015 Rich Trailers CT829 10-station, 32' restroom trailer. Like-new condition, arctic/winter package. Only used for three months by one company. \$39,800

grant@poolinc.com
509-888-6963, WA

P02

SUBMIT YOUR CLASSIFIED AD ONLINE at
www.pumper.com

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

PORTABLE RESTROOM TRUCKS



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

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

P02



2009 Hino 268: Under CDL, 1,700 gallons (1,300/400), dual side service lowered work station. Masport HXL4V, Burks washdown pump. Allison automatic transmission. 229k miles. \$47,000

For information & more pics
pflynn@superiorportables.com
Pat 330-733-9000, OH

P02



For Sale: 2006 International 4300 toilet truck & tank. DT466 engine, Allison auto. transmission, a/c, air brakes. Abnerthy unit 700-300 tank, Masport HXL75 pump, dual side service, 2-toilet carrier. With pressure from truck can use vacuum on waste & freshwater.\$30,000 negotiable

410-239-1228

P02

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PORTABLE RESTROOM TRUCKS



2009 Hino 338: CDL needed, Keith Huber 1,700-gallon (1,300/400), Single side service lowered work station. Masport HXL75V, Burks washdown pump. Allison automatic transmission. 210k miles. Built in 2010. \$49,000

For information & more pics
pflynn@superiorportables.com
Pat 330-733-9000, OH P02



2010 Hino 268: Under CDL, 1,500-gallon Keith Huber Princess II 1,100/400. Dual side service lowered work station. Masport HXL75, Burks washdown pump. Allison automatic transmission. 257k miles. \$48,000

For information & more pics
pflynn@superiorportables.com
Pat 330-733-9000, OH P02



2017 Ford F550: Imperial PTM700 700-gallon tank with a Masport HXL4V (160cfm). Get this package for as low as \$1,230.54 a month. \$84,929

Randy 715-359-0200 P02

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)

1998 Ford F800: Diesel, auto., air brakes, under CDL. 98,000 miles. 2,000-gallon aluminum tank, 1,500-gallon waste/500-gallon freshwater. Call Jim 937-674-7288. (P02)



2002 International 4700: 1,000-gallon waste/500 fresh. 4-toilet hauler bed with liftgate. Transmission needs work. \$9,950

661-972-4876, CA P02

For Sale: Wrecked 2012 Ford F550, 4WD, 6.7 motor, auto transmission. Imperial aluminum bed, 700 waste, 400 fresh, dual-sided workstations, loaded 2-unit carrier. Will sell separate. Butch Menne 573-384-6228 (P02)

2013 Hino 268 portable toilet pump truck. 220,788 miles. 1,250-gallon waste, 500-gallon fresh, 1,750-gallon total. \$65,000. For more info email admin@centexwww.com (P02)

2008 Isuzu 5.2-litre NPR HD, flat tank, liftgate, 94,000 miles. \$35,000. 29 newer units, 5 handicap. Around 30 older units \$6,750. Or all for \$39,500. Cecil 740-207-5830 no text. (P02)

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 (P02)

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

2009 Dodge 5500: 6.7 Cummins diesel, auto., 4x4, new aluminum vacuum tank, 700w/200f, Masport pump. Honda engine. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

2005 Chevy Kodiak 4500: Duramax diesel, auto., 4x4, 13-ft flatbed, 52,000 miles. Like-new. \$35,000. Vacuum tank & pump can be added for additional cost. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

2007 International 4300 1,350-gallon \$39,500; 2006 International 4300 1,350-gallon \$37,500; 2002 International 4300 1,350-gallon \$21,000. 256-757-9900 or www.pbsos.com (PBM)

2000 Isuzu NQR: Automatic transmission, re-built motor. 450,000 miles. 750-gallon - 500 waste, 250 water. Call 800-461-0032 for pictures or further info. (P03)

PORTABLE SINKS

15 Portable handwashing stations in good shape. \$250 each Five Peaks Sierra Ride-Alongs. \$300 each for Satellite Waves. Call 423-745-4863. (P02)

PORTABLE SHOWER TRAILERS

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

POSITIONS AVAILABLE

Pennsylvania-based sewer inspection contractor seeking experienced Video Inspection Operator. Clean CDL required. Background search will be performed. OSHA certification and PACP (5 years minimum) preferred. Must be willing to travel and work with little supervision. Wage and bonus package. Please send resumé and contact information to careers@redzone.com. (P02)

Sansom Industries now hiring: We are seeking motivated salespeople with knowledge and experience in the portable sanitation industry for regional sales positions. Please email your resume to Clyde Sansom: cmannie13@sbcglobal.net (P02)

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

PRESSURE WASHERS

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

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

PUMPS

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

FOR HIRE - "Twin" NLB 605 Series High Flow Pump Rig with Operator. Rate and specs available upon request. Contact Business Development Manager Roger Guy 251-679-8611 or email rguy@rangerenv.us (P02)

RENTAL EQUIPMENT

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 Rentals, Inc. 617-909-9044 (PBM)

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)

SEPTIC TRUCKS



2008 Peterbilt 330: 300 Cummins, Allison auto., 3,600-gallon Progress tank, Masport pump, air ride. 28,000 miles, excellent condition. Located in Mass. with title in hand. \$75,000

Call 978-375-6429, MA P02



2009 Peterbilt 335: 2,800-gallon aluminum tank with Wittig 100 vacuum pump. Auto. transmission, 120,000 miles. Built to work and make money. \$58,000 OBO

484-764-6351, PA P02

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Ford L8000, 7.8-litre Ford diesel, 199k miles, 8LL transmission. Double-frame, Hendrickson suspension, 16k front, 40k rears. 3,000-gallon Cusco tank. Like-new inside and out! Full-open rear door and Presvac vacuum pump. Very tight, clean truck.Only \$13,500

740-820-5520, OH P02



2012 International 7500 SBA: 141,000 miles, MaxxForce 350hp, 58,000 GVW. Imperial 4,000-gallon aluminum tank. Challenger 866 vacuum pump. Heated valves. Runs great. Using daily. \$69,000

715-234-6325, WI P02



2005 Sterling, 460 horsepower Mercedes, 528k miles, 10-speed, cruise, a/c. 4,000-gallon Pik Rite tank, stainless hose trays, Fruitland 500 vacuum pump. New paint on cab. New tires and aluminum wheels. Truck very well maintained. Engine and transmission very tight. \$45,000

740-961-7431, OH P02



1990 Ford LTL 9000 2-axle, double-frame Hendrickson suspension, Cummins 400 Big Cam, Eaton 13-speed, 628,000 miles. Runs good. Newer 3,600-gallon aluminum tank, Masport pump. One owner (non-smoker) \$22,000

805-226-8170, CA P02



1993 Peterbilt 377: 3,600-gallon tank, new pump. Ready to drive anywhere. \$35,000

276-620-0533, VA
r_rseptic@yahoo.com P03



2003 Sterling Keith Huber Dominator 3,000 waste/300 fresh is for sale. Fleet-maintained and 173,000 miles. We are painting the truck now (white) and line-X. We upgraded to a new unit and this is still bulletproof. 440cfm hydraulic vac pump with dump bed and rear-opening door. You can drive it anywhere, No oil leaks, runs perfect. 68mph top speed. \$58,000

678-906-0712, GA P03



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 P02

1986 GMC General, tandem axle, 350 Big Cam Cummins, 15-speed Fuller transmission. 800,000 miles, engine rebuilt at 600,000 miles. 4,000-gallon tank w/rebuilt Jurop R260 pump. \$11,000. 719-576-7707. (P03)

2015 International 4400 with 2003 Progress 2,600/200-gallon tank. Allison 5 automatic transmission. 410cfm pump. 62,000 miles. \$77,500. For more info call 805-682-3568 or email todd@countysanitationco.com (P02)



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

608-842-3040, WI
sales@ptatrucks.com P02



2012 International 4300: 245hp Allison automatic, 12,000 front axle, 21,000 rear axle. Under CDL. Air ride, 180,000 miles. 2,500-gallon waste, 200-gallon freshwater. Jurop RV360 vac pump, AR 4,000psi jetter with 150' 3/8" jetter hose. \$69,500

318-780-1731, LA P02



2005 International 4400: Original owner, 132,500 miles, clean (garaged), Masport HXL400WV, 7-speed manual, new clutch 12/15, 3,200-gallon aluminum tank, 50-gallon freshwater tank. Looks great, runs and pumps with ease. \$62,500

Scott's Enterprises
989-275-5011, MI P02



2006 Kenworth T300: 2,500-gallon Abernethy steel tank. 172,000 miles. 6-speed transmission. Cummins. 33,000 GVW. Very good condition.

973-942-3131, NJ P02



1993 International 4700 single-axle bobtail vac truck. 280,000 miles, runs great. 1,200-gallon tank, new pump on truck and also comes with a back-up pump that needs to be refreshed. \$15,000

Call 701-340-7780, ND
a1evans@srt.com P03



2005 International, ISM Cummins, 236k miles, 10-speed transmission, jake, cruise. 3,000-gallon tank with hoist, full-open rear door, Fruitland 500 vacuum pump (hydraulic driven). Really nice, clean truck; tank is like new, inside and out. \$29,000

740-961-7431, OH P02



2011 Freightliner Columbia: New tank, new pump. \$45,000

800-721-2774 P02



2007 International 7600: 10-speed transmission, 375,000 miles. New 2,500-gallon carbon-steel tank, new Jurop R260 Razor Pak R260 pump. ... \$54,000

27th Trucks Inc.
1175 E 25th St., Hialeah, FL 33013
305-835-9030
www.27th-trucks.com P02

SEPTIC TRUCKS



2001 Volvo VNL64T: N14 Cummins, select Fuller 13-speed, 595,000 miles. 3,600-gallon steel tank (new in 2008), Masport 420cfm pump. Heated valves, see-level gauge on tank. 100 ft. of 3-inch hose. Tires are 80%. Complete history on file. Ready to work, used every day. \$38,000

419-466-1349, OH P02



2015 International Terrastar: Aluminum tank - 1,100-gallon waste/400-gallon fresh. 60,300 miles with extended warranty to 200,000 miles. \$65,000

**Call Rodney Lane
270-832-3793**

P02



2017 International 7500: Imperial TM-V4000A 4,000-gallon tank with a NVE607 (380cfm). Get this package for as low as \$2,026.25 a month. \$139,847

Kyle 715-359-0200 P02



2016 Freightliner M2106: Imperial TM-V4000A 4,000-gallon tank with a NVE866 (520cfm). Get this package for as low as \$2,267.53 a month. \$156,500

Kyle 715-359-0200 P02



2005 Sterling 9500, Keith Huber Dominator. 95k miles. 4,300/200-gallon aluminum tank, full-tilting. Valve warmers, axle and wheel locks, digital level gauge. Truck is work-ready. \$85,000 OBO

Scott 785-841-0399, KS P02



2006 International 7600: 370 horsepower, ISM Cummins, 309k miles, 8LL transmission. Jake, a/c, cruise, 18k front, 46k rears. Hendrickson suspension, double-frame, full lockers. 4,000-gallon Presvac tank, stainless steel hose trays. 500-gallon freshwater with Harben jetter system (4,000 psi, 10.2 gpm) - PTO driven. Nice, clean Florida truck. No rust. \$49,000

740-820-5520, OH P02



2010 and 2011 International 5900 PayStars: Cummins ISX, 525hp, 18-speed, Fruitland pump. Hendrickson air ride, 18/46 axles, double frame. New red paint on 4,800- and 5,000-gallon J&J lined tanks. Low miles, loaded cabs. Very nice trucks inside and out. \$121,000 each

**Call 810-614-9141
or 586-996-5552, MI**

P02

2005 Kenworth T800: 4,000-gallon waste, 75-gallon fresh, full-open door with hoist and vibrator. New Transway 1200 vac pump. Ready to work. Asking \$110,000 OBO. P&P Septic Service 802-658-6243 (P02)

2004 Sterling L7500 pump truck, 195,000 miles (1 owner). 2,500-gallon steel tank, RCF 500 Fruitland pump, hydraulic tank hoist. Ready to work! \$25,000. 706-798-8080 (P03)



2001 Sterling: ISM 330hp Cummins engine, 263,114 miles, 20,000 lb. front axle, 46,000 lb. rear axle, 4,500-gallon tank, Jurup LC420 pump. \$53,000

715-889-1544 P02



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. More photos available upon request. \$25,000

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

P02



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

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



2006 Freightliner M2: Mercedes Benz engine, 10-speed Eaton Fuller transmission, 492,818 original miles. New 3,600-gallon carbon-steel tank, new Masport HXL420 pump. Special price \$59,999 FET included.

**27th Trucks Inc.
1175 E 25th St., Hialeah, FL 33013
305-835-9030
www.27th-trucks.com** P02



1999 Peterbilt, 3,600-gallon tank. \$26,000

518-376-4115, NY P02



2008 International ProStar: New tank, new pump, all new accessories. \$45,000

800-721-2774 P02



Trucks for Sale, all work-ready. 2001 F550 w/PikRite slide-in unit, \$18,000. 1998 F550 toilet truck with Satellite tank, \$18,000. 1996 Peterbilt septic truck w/4,000-gallon, \$38,000. 1996 International septic truck w/4,000-gallon, \$32,000. 1998 Dodge Ram 3500 toilet delivery truck, \$10,000

814-277-6227, PA P03

Three (3) Trucks for Sale: **1995 International** with 5,000-gallon Imperial steel tank and Masport 400 - \$15,000. **1988 Mack** with 42,00-gallon steel tank built new in 2008, Masport HXL75 - \$10,000. **2006 International** flat tank portable toilet service truck, hauls 8 units, 900/450, under CDL! Call Brad for pictures or any questions 920-979-7711. (P02)

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)

2004 Ford F650 Truck: C7 CAT motor, 1,800-gallon tank with heated 6" valve with Jurup R260. Bad injectors. \$15,000 OBO. Butch Menne 573-384-6228 (P02)

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1995 Ford F-800: 8.3 Cummins, 6-speed, 254k miles. NVE pump. 2,200-gallon tank. \$18,500 OBO. 951-830-4840 (P02)

2008 Kenworth Paccar PX-8, 66,000 miles, air ride, 10-speed transmission, new tires. 90-barrel stainless steel tank, 4310 vacuum pump, National Vacuum Equipment. NVE blower pkg, 5,600 hrs., heated valves, digital tank level reader. \$85,000. 678-898-2928 (P02)

2004 Freightliner FL70: 1,200-gallon unit, low-entry cab with a van body and liftgate. (Stock#4101V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

2012 International 4300: 260hp diesel, auto., 95,000 miles. New 1,850-gallon steel vacuum tank, new Masport pump. **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)

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

SERVICE/REPAIR

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

SLIDE-IN UNITS

For Sale: 2016 KeeVac aluminum slide-in tank. 400 waste, 200 fresh, Honda-powered Conde vac unit. Loaded. \$9,000. Butch Menne 573-384-6228 (P02)

NEW Robinson Vacuum Tank 600 single compartment, Conde Super 6, 5.5 Honda electric start, 30' hose, 30" wand and valve. All aluminum. Mike 321-537-5498 (P02)

TANKS



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

Call 269-751-5167, MI PBM



(16) Kentucky Tank 300-gallon holding tanks in good condition. \$2,320 for all.

Call 540-890-8037, VA P03



Best Enterprises stainless steel tank. 500/250 with no pump or motor. \$5,000

419-392-4364, OH P02



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

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

2011 Curry Vacuum Tank: 4,700 gallons (110 barrels), white with rear hatch. Two (2) 4-inch valves. With fenders. Good condition. \$8,200 OBO. Email for pics mailsonlight@gmail.com or call 717-587-1006. (P02)



2012 ITI 90-bbl. stainless tank and NVE blower unit. Tank is very clean with little use. Blower was working fine when removed. Delivery possible, will separate. \$20,000 OBO

Blake 402-943-9750 P02

2,000-gallon lined steel vacuum tank. 500-gallon fresh/1,500-gallon waste. Complete. Ready to mount on truck frame. \$3,500. Text/call for pictures 928-920-4471. (P02)

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

TOOLS

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

T&T Tools, Probes, Hooks: Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. **www.TandTtools.com.** Phone **800-521-6893.** (PBM)

TOYS

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

TRAILERS- 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)

TRUCKS - MISCELLANEOUS



2009 International WorkStar: International engine, 225,000 miles, 4,200-gallon Curry vacuum tank, Masport pump. \$75,000

248-431-5899 davidjanette@comcast.net P02

1988 Ford LS-9 Truck, pump/tanker, Cummins C.I. 611 engine, Bostrom drivers seat. 2,600-gallon tank, load range H, tire size 11R24.5, GVW 34,500 lbs. Runs great, ready for work. 802-733-2517 (P02)

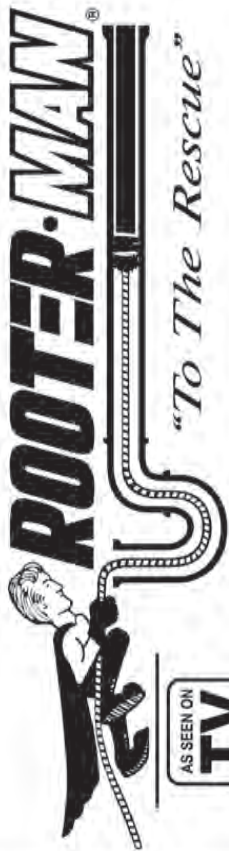
2007 International 4400: Automatic, 160,000 miles, 2,800-gallon aluminum tank with hoist, Masport 400 pump. Pictures on request. \$59,900. **timothyking25@comcast.net** 804-325-4100 (P02)

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REACHES 23,000+ READERS!

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FRANCHISE PACKAGE \$3,975.

TRUCKS - MISCELLANEOUS

2014 Freightliner M2: 24,000 kms, Vacutrux 82 bbl. tank, 500cfm hoist, rear door and vibrator. \$120,000 USD OBO. Excellent condition. Please call Giles 705-446-4142. (P02)

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P02



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P02

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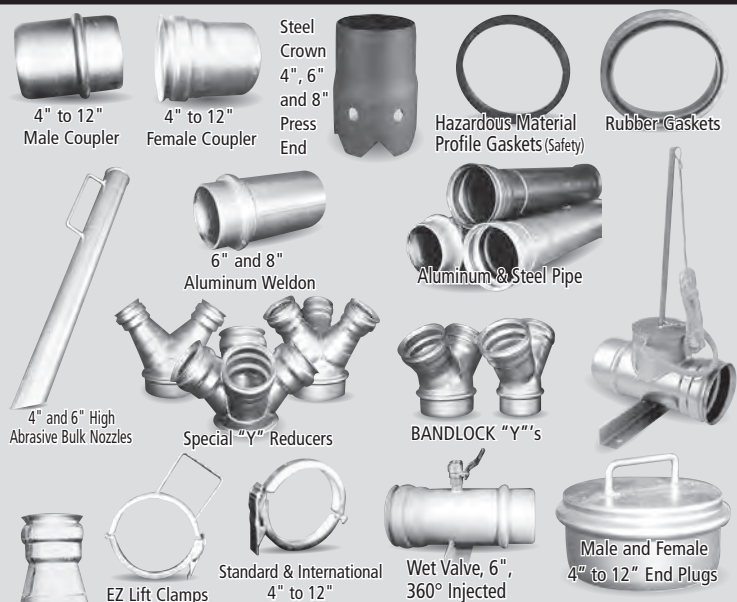
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