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April 2017 pumper.com

A YOUTH MOVEMENT

An Ohio family operation looks to the next generation to carry the business forward

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GIVE THEM WHAT THEY NEED

As sewer expansion threatens septic work, Cumberland Septic turns to restrooms and roll-offs for a revenue boost

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20 A Youth Movement

- Ken Wysocky

Family-owned Tidy Tim's Inc. looks to the next generation to kick-start business into a higher gear.

ON THE COVER: Two generations of the Hack family successfully run Tidy Tim's Inc., of Mount Giliad, Ohio. Shown, from left, are Katie Gossett, Rita Barton, Tony Hupfer (on the truck), Kyle Hack, Zach Gossett, Patty Hack and Tim Hack. Their Kenworth truck from Transport Truck Sales carries a 2,300-gallon tank, National Vacuum Equipment pump and O'Brien toolbox jetter (Hi-Vac Corp.). (Photo by Amy Voigt)

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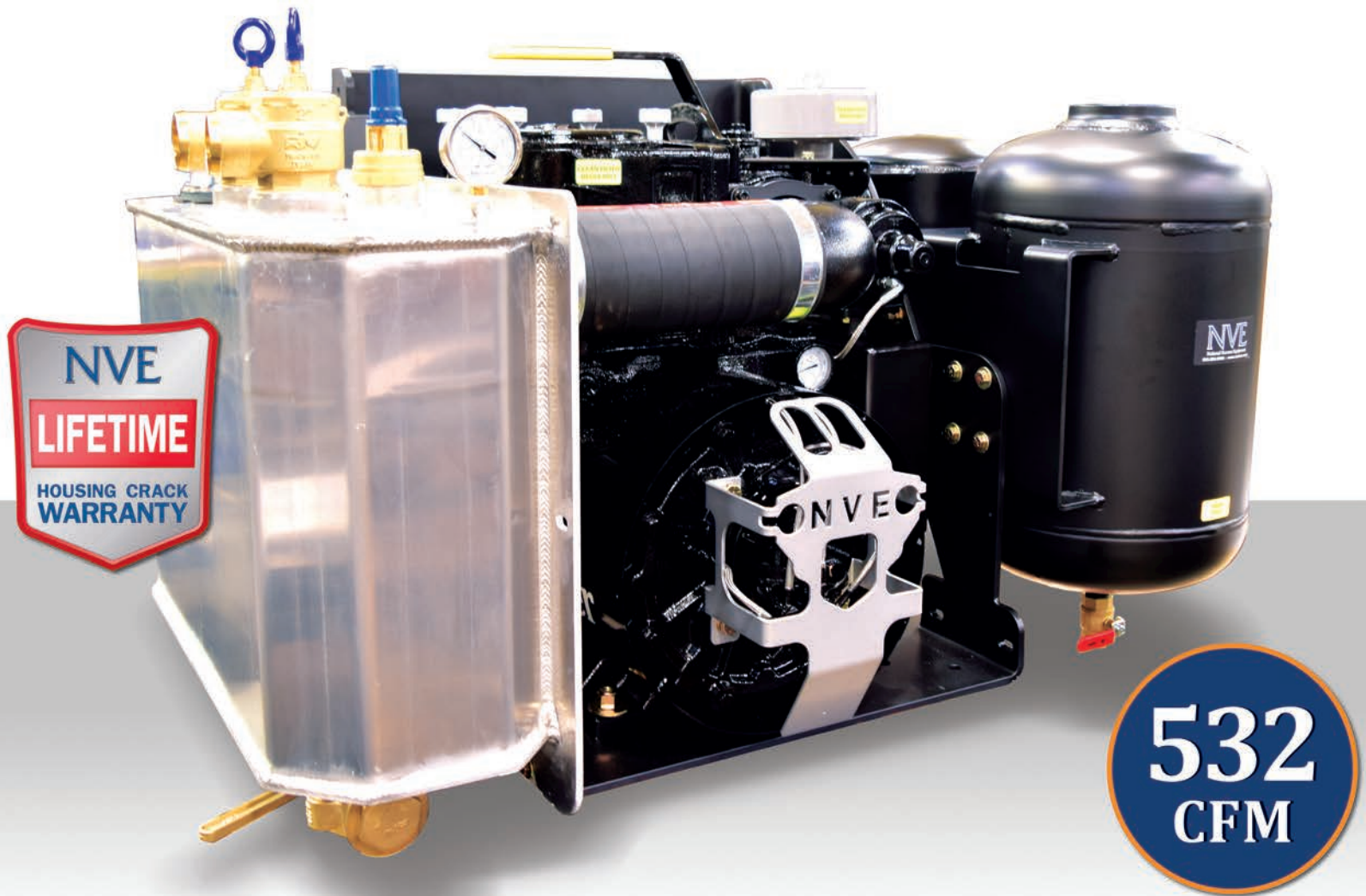
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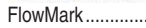


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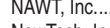
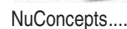
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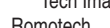
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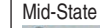


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Load 'Em Up, Move 'Em Out

It's time to prep your restroom inventory and tune up the service trucks to get ready for the busy season

By Jim Kneiszel, Editor

Welcome to one of our 2017 issues of *Pumper*, dedicated to a portable restroom service theme. April is a critical month for pumpers who offer portable sanitation, as they gear up for expanding routes to meet demand in the construction and special event sectors. It's an exciting time, where trucks are prepped for the road, restroom equipment inventories are reviewed and new technicians practice your service protocols.

In this issue, you'll find editorial content tailored toward wastewater businesses with a strong portable sanitation component. You'll also find a Product Focus listing showcasing restroom service-related equipment from industry manufacturers. Whether you offer portable sanitation products or are considering diversifying into the restroom service area, be sure to look inside for these feature stories:

When septic work dried up, we added restrooms.

When the area surrounding Fayetteville, North Carolina, was pulled into a municipal sewer system, Mike and Audrey Stancil, owners of Cumberland Septic Services, knew their septic work was going to dry up. So rather than sit back and watch the revenue slip away, they moved toward portable sanitation, which now makes up the majority of their business. In Betty Dagforde's contractor profile story, read about how the couple built an inventory of 3,000 units, put 15 restroom service trucks on the road and serve a major customer, the Fort Bragg military base.

Top Tip: The Stancils generate business by running an ad on the informational TV monitors at the local Department of Motor Vehicles office. That way everyone who has to renew a license in his town knows about their business.

We love that our kids are stepping up in the business.

Tim and Patty Hack were worried about biting off more than they could chew as they built up their business, Tidy Tim's Inc., in Mount Gilead, Ohio. They've experienced steady growth over the 22 years since they purchased the wastewater company, starting with 28 restrooms and growing the inventory to 350, with three service trucks to take care of them. When they started, their kids were small, but now they are college graduates who have brought a new, youthful energy into the business. In Ken Wysocky's cover story, learn how the younger and older generations are working together to take Tidy Tim's to the next level.

Top Tip: Tidy Tim's is a reminder of how important branding is to growing a small business. The catchy company name carries two connotations that fuel positive customer impressions of good service: Tidy equals "clean," and folks think about Tiny Tim, a beloved character in Charles Dickens' tale, *A Christmas Carol*.

I'm always seeing stars on the job.

Rick Modlin often "goes Hollywood" as the owner of Cal-State Site Services in Simi Valley, California. For the past 25 years, Modlin has built an interesting specialty serving the film and television industry with portable restrooms and fencing. Among Cal-State's restroom credits are popular TV shows including *NCIS*, *CSI* and *Sons of Anarchy*. In this month's *Pumper* Interview story, Modlin shares his tips for meeting the needs of an industry that requires decisive action, improvised solutions, and involves many high-profile users. The rewards are many, including meeting actor Kurt Russell on set and seeing his company's name show up on film.

Top Tip: Never say "no" when opportunity knocks. When a film production company called Modlin and requested a fencing prop for the movie, *Stargate*, he took on the job even though he had no idea how to deliver on the promise. But he figured it out, and the movie and TV industry have become lucrative customers.

HOMELESS UPDATE: HAVE YOU BEEN ASKED TO HELP?

As summer approaches, the public will start to see more evidence of homelessness and a growing need to address the portable sanitation challenges that come along with this serious problem in our cities. It's been two years since I first wrote about public-private partnerships in San Francisco and elsewhere to provide restroom relief to homeless populations and improve sanitary conditions for all city dwellers.

If recent articles are an indication, the problem persists and is spreading far and wide across the U.S. And it may present an opportunity for you to build revenue with municipal customers and provide a valued service to your community.

A recent example was found in Roseburg, Oregon, south of Portland. The city of 21,000 people gave a grant of \$4,000 to the United Community Action Network (UCAN) to place portable restrooms in certain street locations where the homeless congregate. This is not a big city, but help is still needed.

"People have basic human needs that have to be met. And without the resources to meet those basic human needs, people will get them met however they can," Michael Fieldman, of UCAN, said in a recent news story. "Sometimes that becomes problematic for the rest of society. But that's not indicative of the value or the goodness or badness of the people who have those needs."

Mirroring the result in similar programs, city officials reported that Roseburg residents appreciate the portable sanitation. Fieldman said that with the proper perspective, the public will generally support programs that provide restrooms to help the homeless.

(continued)

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"It's not a personal failure," he said, referring to homelessness. "It really is a failure of society to be able to provide for people's basic needs."

Some cities have made major investments to provide pop-up public restrooms in busy downtown areas to serve the general public and the homeless, as well as take pressure off restroom usage at restaurants and shops. As I reported earlier, the Portland Loo is more of a permanent streetside bathroom facility that started in Portland and is now being marketed to other cities. And the city of Santa Rosa, California, has considered renting a restroom trailer and/or shower trailer for \$74,000 annually to serve areas with many homeless people. They were also considering renting 10 portable restrooms and hand-wash

stations as a less-expensive alternative, for an estimated \$22,000 per year.

Have you worked with local government officials to become part of the portable sanitation solution in our downtown districts? Have these cities become your customers, ordering units to be strategically placed to serve the homeless population? As the summer season progresses, I'd like to hear your stories about filling this need. ■

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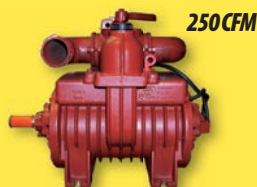


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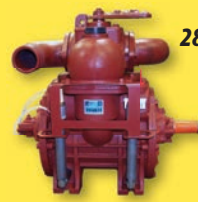
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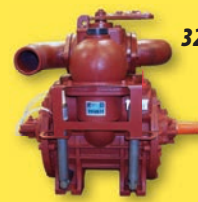
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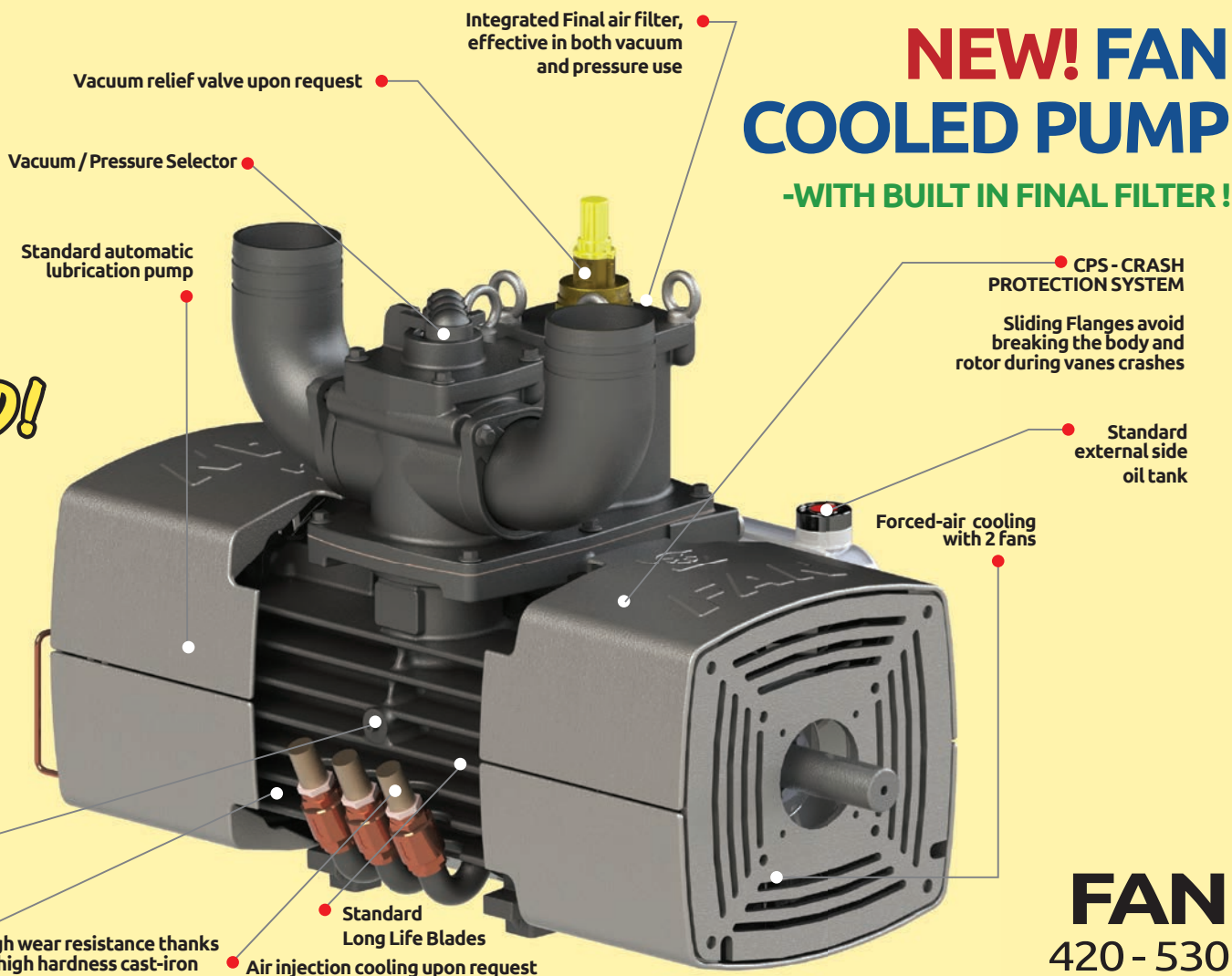
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doing the job right

Rick Miene often gets teased about his large collection of skid-steer attachments, but no one's laughing when he's got the right tool for a tough job. His attitude about buying the attachments he needs has enabled him to expand his service offerings well beyond the scope of installing septic systems. When you think about it like that, it's just smart investing.

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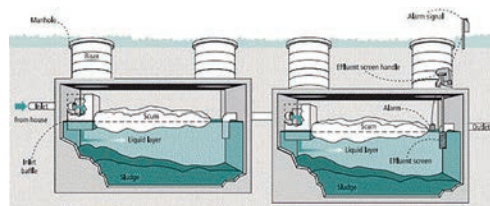
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PRO RECOMMENDATIONS

effluent screen design

Engineer Sara Heger of the University of Minnesota's Onsite Sewage Treatment Program gives readers the advice they need to make informed effluent screen design choices. Independent research cited in the article suggests effluent screens reduce suspended solids and BOD in onsite systems, and Heger offers four key recommendations.

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Tim and Patty Hack
(Photos by Amy Voigt)

A YOUTH MOVEMENT

Family-owned Tidy Tim's Inc. looks to the next generation to kick-start business into a higher gear **By Ken Wysocky**

After many years in business, Tim and Patty Hack — the owners of Tidy Tim's Inc. in Mount Gilead, Ohio — found themselves at an impasse.

On one hand, their septic pumping and portable restroom operation had grown considerably since they bought it in 1995, bolstered by diverse service offerings, investments in profit-building equipment, and a strong work ethic. On the other hand, a difficulty attracting and retaining good employees stopped them from taking on more new business.

"There's a lot more work out there that we could go after," says Tim. "But I'm afraid of damaging our reputation by biting off more than we can chew."

But now that concern has given way to optimism. The reason? Their children — Kyle, 22, and Katie Gossett, 25, along with Katie's husband, Zach, 25, represent a youth infusion the couple believes will take the business to the higher level they've aspired to reach for years. Kyle recently graduated from Ohio State University Agricultural Technical Institute with a degree in livestock management (the Hacks also own a hobby farm). Katie earned an agricultural communications degree from Ohio State University and Zach is also an Ohio State graduate, with a degree in agricultural systems management.

(continued)

Profile

Tidy Tim's Inc. Mount Gilead, Ohio

OWNERS: Tim and Patty Hack

FOUNDED: 1995

EMPLOYEES: 6

SERVICE AREA: 60-mile radius
around Edison

SERVICES: Portable restrooms, septic tank pumping and septic
system installations, repairs and inspections

WEBSITE: www.tidytimesinc.com



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Right: Tim Hack, owner of Tidy Tim's, fills out paperwork after dumping a load with the help of Frank Foltz, operator at the Mount Gilead Sewage Plant.

Below: Hack pumps a residential septic tank in Cardington Village, Ohio. Periodic inspections are now a requirement in Ohio, which keeps Tidy Tim's busy.



Concept trailer was out on a regular basis. It'll completely pay for itself by the end of next summer."

The company relies on three vehicles to service restrooms. The first is a 2005 Ford F-550 with a 750-gallon waste/350-gallon freshwater steel tank and Masport pump from Crescent Tank Manufacturing. The flat-top tank design allows the truck to carry six restrooms over the tank and two more on the liftgate, Tim notes. "We went to that setup in 2007 because we usually have to travel some distance to serve customers," he says. "You get more use out of your truck if you can haul

more units at one time. Plus we avoid having to make multiple trips to one job site or towing a flatbed trailer."

The other two trucks are a 2007 Isuzu NRR with a 750-gallon steel waste tank and 350-gallon freshwater tank, also built out by Crescent with a Masport pump; and a 2014 Isuzu NQR outfitted with a 700-gallon steel wastewater tank made by Marengo Fabricated Steel, a 300-gallon freshwater plastic tank supplied by FMI Trucks, Sale and Service, and a Wallenstein pump manufactured by Elmira Machine Industries Inc. Hack bought most of the truck's main components from FMI, which makes WorkMate restroom trucks, and assembled it in-house with help from Marengo Fabricated Steel.

“ Inspections help us get our foot in the door ... and generate more pumping business. It's a contact point that's been very beneficial for us. ”

TIM HACK

On the septic side, the business relies on a 2005 Kenworth with a 2,300-gallon steel tank and National Vacuum Equipment pump outfitted by Transport Truck Sales. It also features a 50-gallon water tank and an O'Brien toolbox jetter (a brand owned by Hi-Vac Corp.), which is used to clear mainlines from house to septic tank. The company also owns a John Deere mini-excavator and skid-steer, a Crust Buster tank agitator, and a pipeline inspection camera and locator from MyTana Manufacturing.

The camera and locator are essential because the company often has no information about the type and location of customers' septic systems, Tim says.

(continued)

Kyle now manages the portable sanitation side of the business, Katie handles the company's marketing responsibilities and Zach performs septic system inspections and repairs. Patty continues to play a key role, managing the office and the company's finances. "I feel very confident that we've put the pieces in place to help us grow," Tim says. "We've got someone overseeing the restrooms, one on the septic end and one in marketing.

"I can't put into words how happy we are to see the kids involved in the business," he adds. "It's pretty amazing."

BUILDING ON SUCCESS

The younger generation is inheriting a solid business. Restroom rentals and service generate about 60 percent of revenue, and pumping septic tanks and installing and inspecting septic systems produces the rest, Tim says.

The business also has well-established brand equity in Tidy Tim's, a name that emerged during a brainstorming session after the Hacks bought the business. "We didn't know what to call it," Tim recalls. "Tidy Tim's just kind of came to be." The name partially references Tiny Tim from Charles Dickens' *A Christmas Carol*, and it also ties into cleanliness, which Tim says is a factor playing a big role in the company's growth.

"Some people even call us Tiny Tim's and some customers even write out checks to Tiny Tim's," he laughs. "We don't care what people call us as long as they remember to call us."

Over the years, the Hacks have made considerable investments in equipment. On the restroom end, the company owns about 350 restrooms, made by Satellite Industries and T.S.F. Company Inc.; one dozen T.S.F. hand-wash stations; and two restroom trailers, made by Satellite Industries and NuConcepts. "Every year we have more success with the restroom trailers," Tim points out. "We bought the Satellite unit two years ago because the Nu-



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Left: Zach Gossett, left, and Kyle Hack move Satellite Industries units around the yard at Tidy Tim's.

Below: Hack, left, and Gossett unload portable restrooms at the Tidy Tim's yard. The truck is a flat-tank model from Crescent Tank Mfg., which has a Masport pump and six restrooms atop the tank.

"I'd say that about a third of the time, we don't have any information," he says. "And without that, your guess about where the tank is locator is as good as mine. But the MyTana camera and locator save us hours and hours of time on jobs."

WRENCHING IT

For the first 15 years of his career, Tim worked as an automotive and forklift mechanic. But he was intrigued when he heard that a local pumper wanted to sell off part of his business. Tim had been thinking about establishing his own repair shop and finding another business he and Patty could operate part time.

"Patty and I thought about it and a week later, we both said to each oth-



Septic inspections generate business

At first glance, septic inspections don't appear to be a huge contributor to the bottom line at Tidy Tim's Inc. in Mount Gilead, Ohio, generating between 5 and 10 percent of the company's sales. But appearances can be deceiving, says Tim Hack, who co-owns the company with his wife, Patty. In reality, system inspections are the fuel that primes the revenue pump because they get the company out in front of potential new customers who might later need more lucrative services, such as repairs, installations or tank pumping.

"We'll do an inspection and many times, my son-in-law, Zach Gossett, will ask about the last time the customer had the tank pumped," Hack says. "That usually turns into, 'Well, it's been at least several years.' Inspections help us get our foot in the door ... and generate more pumping business. It's a contact point that's been very beneficial for us."

A new Ohio law requiring periodic septic inspections is boosting the company's bottom line. "I actually had to hire my son-in-law to take care of inspections and repairs because I couldn't keep up with it anymore," Hack says.

To get certified as a licensed inspector, an employee at a pumping company must pass a test (the company holds the inspection license, not an individual). After that, the person who took the exam must fulfill six continuing education units (CEUs) every year in order to maintain the license, Hack says.

Just because Gossett primarily does inspections, however, doesn't mean that he's idle if there aren't any scheduled. "Being a small business, we all have to wear multiple hats," Hack says. "There are always plenty of other things to do."

er at the same time, 'Maybe we should go and talk to the guy,'" he says. "So I did. There was no way we could afford to buy the whole business because we were young, had a 3-year-old daughter and another child on the way. So he offered to sell us just the portable restroom side of the business, which was 28 restrooms and a service truck. We went to the bank and got financing, and that's how Tidy Tim's came to be."

The Hacks ran Tidy Tim's as a part-time business for five years. But by providing good service, the company reached a tipping point where Tim felt they had to sell or he needed to quit his job and run the business full time. "Patty had already quit her full-time job as a registered administrative assistant at an investment firm to take care of the kids, plus answer the phone and do the finances," he says. "The bottom line was we saw more opportunity in running the business full time."

The Hacks built business largely through word-of-mouth referrals. "We take a lot of pride in clean restrooms," he explains. "Restrooms leave our yard clean and they're also clean on the site — there are no other options. It's all about repetition — cleaning them the same way each time. We disinfect them, wipe them down and restock as needed."

EXPANDING THE MENU

In a roundabout way, waste disposal issues led the Hacks to get into pumping and installing septic tanks. For years, Tim had been dumping waste in a large holding tank owned by the company that sold them the restroom business. But as business increased, that arrangement no longer worked as well, so the Hacks bought a holding tank.

That prompted the couple to buy a vacuum truck with a 2,300-gallon tank. Why? The nearest treatment plant was a 40-mile round trip away and



charges the same dumping fee no matter how full the tank is. So it was more cost-effective to buy a truck with a bigger tank to minimize disposal runs and take full advantage of the dumping-fee structure, he explains.

Then it occurred to Tim that as long as the company owned a large vacuum truck for hauling waste, he might as well maximize its capabilities by pumping septic tanks. Septic service was slow at first, but like the restroom business, it slowly grew, largely via word-of-mouth referrals.

Looking ahead, Tim sees more growth on the horizon, spurred largely by the new enthusiasm and vitality his children and son-in-law bring to the business. When their children were younger, the Hacks had lots of ideas for growing the business, but never the manpower to implement them. A good example is a stronger marketing effort to boost restroom trailer rentals and restroom rentals for construction sites.

"For a number of years, Patty and I tried to control business growth," Tim explains. "We did what we could to maintain day-to-day operations. We knew there was more work out there, but we didn't want to hire people to do it because over the years, we'd had bad experiences with employees that didn't work out. That hurts your reputation when employees don't do what you promise customers they'll do."

But with an improving economy, a construction boom in the next county south and the infusion of new blood in the company, Tim anticipates more growth. "There's a lot of work out there," he says. "All it takes is some cold calls and someone attending the tradeshow put on by local contractors. I'm not saying we'll get all of that new business, but you don't know until you try."

Just as importantly, Tim says he and Patty have new-found enthusiasm

Katie Gossett and her father, Tim Hack, confer about a customer at the Tidy Tim's office.

"I'm having fun again. I feel totally rejuvenated by all the new ideas and the people we have on board to carry them out. I'm very excited."

TIM HACK

@pumper.com

To learn more about Tidy Tim's Inc., see a video profile at www.pumper.com

for the business they bought so many years ago.

"I'm having fun again," he says. "I feel totally rejuvenated by all the new ideas and the people we have on board to carry them out. I'm very excited." ■

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Jim Kneiszel is editor of *Pumper* magazine. Contact him at editor@pumper.com.

Want to Grow Your Pumping Business? Get Out There and Sell!

A polished, practiced sales pitch will come in handy anytime you have an audience that needs to know the many benefits of your wastewater services **By Jim Kneiszel**

You likely got into the pumping profession because you enjoy working with equipment and doing a tough, physical job in the great outdoors. You can sling hose or work on an excavator all day long. That's the fun end of the business for many pumpers.

As much as you enjoy the physical and technical challenges of the industry, you may be equally uncomfortable in another critical area of owning a pumping or portable restroom business: sales and marketing. But in order to get all the fieldwork you can handle, you'll often be put in a position of selling your competence to potential new customers. So you have to polish your presentation to grow the business.

How do you do that? You need to develop a sales script to memorize, then pull from your memory bank and tailor it to the customer you hope to land, according to Patricia Fripp, a sales training expert, speaker and business coach with her own website, www.fripp.com.

DON YOUR SALES HAT

Think about the many times daily you need to sell your services to a public that knows very little about the importance of septic service, portable restrooms, grease trap cleaning or time-of-sale inspections, for example. Teaching moments may come when a homeowner calls with an emergency situation, a special event organizer is listening to proposals for restroom service, or a Realtor needs a clean bill of health for one of his seller's septic systems.

And then there are those general business-building opportunities in your service area, such as renting a booth at a home or wedding show, meeting with a neighborhood homeowners' association or speaking to a group at the local chamber of commerce.

Just like you've always got the vacuum truck prepared for your daily route, you must be prepared to act as the chief sales representative for your pumping company. To get you on the right track, Fripp offers her list of the 10 most common selling mistakes and advice on how to avoid them:

1. Unclear thinking. Imagine the busy head of a restaurant chain meets you and says, "You have exactly 10 minutes to tell me what I need to know about your company." You should know in advance what your prospect is really asking. The real question is, "What do I need to know about how your company can improve our company? Will your services solve a problem, simplify our processes or save us money?" Accomplish this, and you can present your options more formally.

2. Talking too much. The key to connecting with a client is conversation and asking questions. The quality of information received depends on the quality of your questions, and waiting for and listening to the answers! A successful encounter early in the sales process should be mostly open-ended questions — the kind that require essay answers rather than just yes and no. And never rush on with preprogrammed questions that ignore the answer you've just received!

3. Wrong structure. Do not build your talking points and presentation structure around your company. Structure them around your potential customer's interests, challenges or opportunities. Put their words into your presentation. Yes, you will be talking about your company, your satisfied clients and your uniqueness to prove that you can solve their challenges and take care of their wastewater systems.

“The key to connecting with a client is conversation and asking questions. The quality of information received depends on the quality of your questions, and waiting for and listening to the answers!”

Patricia Fripp

4. No memorable stories. People rarely remember your exact words. They remember the mental images your words create. Support your key points with vivid, relevant customer success stories. Create a movie in their minds by using satisfied clients as memorable characters. What was their starting situation? Their problem that your prospect can relate to? What are their results since you worked with them?

5. No emotional connection. Your customer or client justifies working with you for analytical reasons. What gives you the edge is an emotional connection. Build an emotional connection by incorporating stories with characters they can relate to, by using the word you as often as possible, and by talking from their point of view. Congratulate them on their success. Thank them, not for their time, but for the opportunity to present your solution. Don't say, "I will talk about ..." Say, "What you will hear is ..." Remember, their unspoken question is, "What's in this for us?"

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6. No pauses. Good music and good communication both contain changes of pace and pauses. As counterintuitive as it may seem, you actually connect in the silence. This is when your audience digests what they have heard. If you rush to squeeze in as much information as possible, your prospects will remember less. Remember the rule: "Say less, say it well." Give your customers enough time to ask a question or reflect.

7. Hmm, ah, err, you know, so, right. Non-words and low-quality words often fill spaces where silence is needed. How often have you heard a speaker begin each new thought with "Now!" or "Um" or "So" as they figure out what comes next. Pay attention to your own speaking style and practice your sales talk with a friend or colleague. Audio-record yourself, and note any digressions. You will never improve what you are not aware of.

8. Weak opening. If you're speaking to a group or a few decision-makers, prepare a powerful, relevant opening that includes them. For example, "You have an awesome responsibility," or "Congratulations on your company's recent success." Then focus on their needs, such as environmental compliance, promoting a clean environment, or preparing a home for a sale. How can your product help?

9. Weak closing. After reviewing your key ideas, answering their questions, making suggestions for the next step and thanking them for the opportunity, make your last words linger. Conclude with a strong, positive sentence that will be embedded in their minds. Do not introduce a new idea. Reinforce one of the main advantages or benefits you can provide for the customer.

10. Lack of specificity. Specificity builds credibility and helps position you above your competition. Give the potential customer some concrete information they can relate to. For example, explain how routine maintenance should help their septic system last for decades, or that routine grease trap service will eliminate expensive emergency calls in the future. Show them exactly how your service will help them and you'll be more likely to stand out.

GET OUT THERE AND SELL

For many pumpers, sales isn't an intuitive part of the job. Many of you would probably prefer being out in the truck, solving problems as they come up and handing over invoices to customers. This seems like the part of your work that puts food on the table for your family.

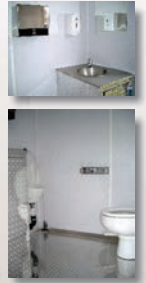
But if you want to grow your pumping and portable sanitation business, daily sales work is a necessary part of the equation. The more comfortable and skilled you can become in promoting your company, the better off your bottom line will be. ■

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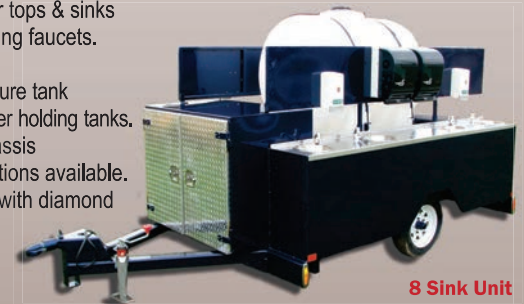
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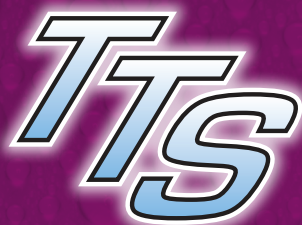
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RULES & REGS

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

Virginia Considers Privatizing Onsite System Evaluation and Design

By Doug Day

A report from the Virginia Department of Health outlines a strategy for privatizing the evaluation and design for onsite wastewater systems and private wells. The report is in response to a 2016 bill that required the agency to develop such a plan. According to the executive summary, "VDH should not provide evaluation and design services when and where a sufficient number of licensed private sector professionals are available to perform evaluation and design services." Instead, it says, the agency should focus on high-priority items. "VDH is unique among state and federal agencies in that it provides some of the same services offered in the private sector," says the report, which includes draft legislation that would revise state law to allow the change. "VDH's dual role of service provider and regulator creates numerous difficulties with enforcement, plan review and work product expectations. The strategic vision includes VDH providing adequate programmatic oversight with a proper 'check and balance' system." In its conclusion, the report recommends a five-year transition period along with funding to help low- and moderate-income families to repair septic systems and private wells.

The U.S. Justice Department has filed a lawsuit against Culpeper County, claiming it denied a septic system permit to prevent construction of a mosque by a local Islamic center. The county claims the mosque needed a pump-and-haul permit because the soil could not support a septic system, but voted to deny the permit. In its suit, the Justice Department says the county has considered 26 such permit applications since 1992 and has never before denied one.

Washington state

Several counties have placed moratoriums on new building permits in light of a state Supreme Court decision dealing with water rights. The Department of Ecology says between 2,000 and 8,000 new wells are added each year, but represent just 1 percent of water consumed because it is returned to the ground through septic systems. The court last fall ruled that counties must independently ensure water is legally available before issuing permits for new wells and that Whatcom County failed to do that by allowing new wells to reduce water flow in streams. Some legislators have promised a fix to state law in the 2017 session.

Australia

Flushable wipes may be the topic of a class-action lawsuit in Australia. The Australian Competition and Consumer Commission has accused Kimberly-Clark and Pental of misleading and deceptive conduct by giving consumers the impression that the wipes were flushable. Kimberly-Clark has stood by its claims, saying its products meet or exceed flushability guidelines. Pental has changed its labeling to remove claims that the wipes disintegrate like toilet paper and later removed the word flushable from its packaging and websites. It is estimated that the flushable wipes have caused around \$15 million in added cleanup expenses for Australian utilities. ■



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Thank you to all who came to the show to see us; it was a pleasure to see and talk to you. We would like to send out a special thanks to three customer who bought at The Show (Derek with Ampot Portable Toilets, Reg & Tyson with VRT Enterprises, and Lucia with Salinas Valley Sanitation Services). We appreciate all of our customers very much for their purchases and support.

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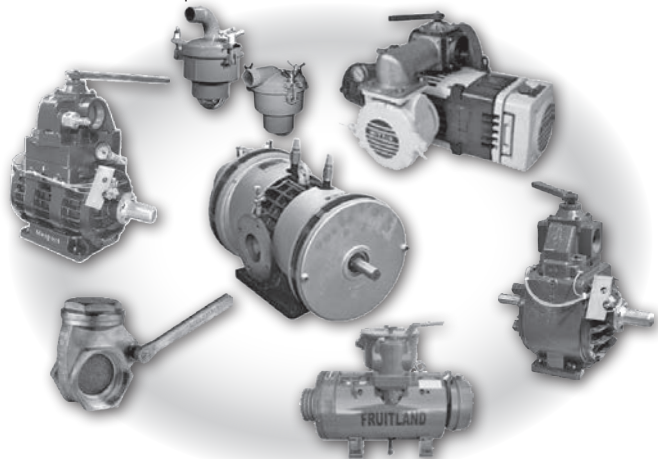
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Jodi Stancil Reynolds, Audrey Stancil, Mike Stancil and Crystal Stancil McGahee pose in front of a Ford F-550 service truck outfitted with a Masport pump by Abernethy Welding & Repair. The restroom is from Satellite Industries. (Photos by Scott Muthersbaugh)



GIVE THEM WHAT THEY NEED

Facing sewer expansion throughout their territory, the owners of Cumberland Septic Services sought a new revenue path through portable sanitation and roll-off container service

By Betty Dageforde

In 1990, Mike and Audrey Stancil bought a struggling septic service company in Fayetteville, North Carolina, and then built it up to the point where Mike could quit his job with a solid waste company. They had a pretty good thing going until 15 years later when a slight hiccup forced them to make a dramatic change in direction. It was referred to as the “big bang annexation.”

“The city took in everybody within 25 miles,” Mike Stancil explains. By the time the annexation project was complete, Fayetteville had grown by 46,000 people, all of whom were hooked up to the city sewer system, essentially putting the Stancils out of the septic business.

Of course, sewer extensions didn’t go in overnight, so the Stancils had some time to regroup. Fortunately, a few years earlier they had gotten their feet wet in the portable sanitation business when a friend needed some help, so when they saw the handwriting on the wall they started expanding that line of work.

They operate their company, Cumberland Septic Services,

Profile

Cumberland Septic Services

Fayetteville, North Carolina

OWNERS: Mike and Audrey Stancil

FOUNDED: 1990

EMPLOYEES: 24

SERVICE AREA: 50-mile-radius

SERVICES: Portable sanitation, roll-off containers and septic service

WEBSITE: www.cumberlandseptic.com



out of their 10-acre homestead and a 15-acre offsite storage lot. Everyone on the team is treated like family, Stancil says, but about one-third of them actually are family. Daughter Crystal Stancil McGahee is the office manager, daughter Jodi Stancil Reynolds handles accounts receivable and marketing, daughter Emily Jamison and Jodi’s sister-in-law, Ashley Marie Reynolds, work in the office. Sons-in-law Ronnie McGahee and Keith Reynolds are on the service team along with 15 other technicians.

About 75 percent of their work is portable sanitation, 20 percent roll-off container rentals, and the rest is septic work, holding tanks and storage containers. They service eight counties in a 50-mile radius.

(continued)



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Left: Mike Stancil returns the suction hose to its rack on a service truck built out by Abernethy Welding & Repair.

Below: Stancil straps down a Satellite Industries restroom on the carrier of one of his trucks from Abernethy Welding & Repair.

A LITTLE HELP FROM HIS FRIENDS

Stancil got into each of his three major lines of business because of friends. In 1990, his pal Roy Jackson, owner of a 3-year-old septic business, asked him to build a vacuum truck to replace the one his son wrecked. At the time, Stancil was very happy working for a large independent trash pickup company where one of his jobs was building garbage collection trucks. He agreed to build the truck and while doing so got to thinking.

"I said, 'Roy, why don't you let me run the business and make you some money?' He said, 'Mike, why don't you buy it and make it for yourself?'" He and Audrey borrowed \$35,000 and did just that. "It wasn't making much money," he recalls, "but we took the bull by the horns." For three years Audrey ran it with the help of a couple employees, until one day she told Stancil she needed him there.

About 10 years later, it was another friend, Ron Kennedy, who got him involved in portable sanitation. Kennedy had won a contract to provide units at a nearby airport. "He said, 'I'll buy the toilets if you service them. I keep the money and you keep the toilets.'" Stancil picked up 22 fiberglass units, serviced them daily with his septic truck for the duration of the contract, then started renting them out to others as a sideline.

Little did he know, it would also be his lifeline when the city annexations occurred and septic work dried up. He started going after portable restroom contracts at military base Fort Bragg and also made a couple acquisitions. His friend Alan Richardson worked at one of the companies he bought and subsequently came on board at Cumberland, where he's now Stancil's foreman. "He does everything," Stancil says. "He's one of a kind. Every company needs an Alan."

A request from yet another friend in 2014 led to roll-off work. "He was in the business and didn't want to be in it anymore, so he asked me if I'd buy it — and I did," Stancil says.

Today, that all adds up to a company that services 1,000 commercial,

“ The government doesn't stop training, so we work for them seven days a week, 24 hours a day. If they call us at 2 in the morning, we're there. ”

MIKE STANCIL



residential, military and agricultural customers with an inventory of 3,000 Satellite Industries restrooms; two Forest River 2015 restroom trailers, a 10-stall and a two-stall; two Satellite shower trailers; 2,000 PolyPortables Super Twin and Tag Along hand-wash stations; 1,000 280- to 320-gallon holding tanks from PolyPortables and Kentucky Tank; and 400 roll-off containers from Bakers Waste Equipment. The company uses deodorant products from J & J Chemical and disposes of waste at several wastewater treatment plants.

Two-thirds of the units are tan because Fort Bragg, a major customer, requires it. The rest are blue and green — "And we've got a couple pinks for the women, if they need them," Stancil says. Another nod to female requests is a set of units with flushable toilets, sinks and mirrors.

ARMY WORK

The company provides about 90 percent of the restrooms needed at Fort Bragg, by population the largest military base in the country with 53,000 army troops and 14,000 civilians. Units are provided for awards ceremonies and special events, but most are needed for field training exercises conducted year-round on the 500-square-mile facility.

"The government doesn't stop training, so we work for them seven days a week, 24 hours a day," Stancil says. "If they call us at 2 in the morning, we're there."

(continued)

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They also supplied units and roll-off containers during the recent construction of the new Fort Bragg baseball stadium, then sadly got under-bid for the first event, a baseball game and the Fourth of July celebration they've covered the previous 15 years. On a happier note, they were once nominated as Contractor of the Year by the Army Corps of Engineers for their work at the base. Stancil doesn't get too worked up about price-cutting because he knows companies that engage in it can't maintain low prices and a high level of service for long.

TRUCK BUILDER

Stancil's truck-building skills have come in handy. He's built all their vacuum trucks, working out of a shop on his property. He mixes and matches trucks and tanks picked up along the way. "I can take any truck and switch whatever I want to make it work," he says. Aging tanks are refurbished.

He's got 15 portable sanitation trucks, one built out with a Satellite tank, the others from Abernethy Welding & Repair. Six were built on 2003-'15 Ford F-550s with 600-gallon waste/275-gallon freshwater steel tanks, the others on 2006-'07 Internationals with 1,100-gallon waste/300-gallon freshwater tanks. Three are aluminum, the others steel. Stancil puts Masport pumps on all his trucks.

For septic work, the company has two vacuum trucks with Lely Tank & Waste Solutions tanks — a 2007 International with a 2,500-gallon steel tank and a 1999 Kenworth with a 3,000-gallon steel tank, as well as a Bobcat mini-excavator, a Terramite backhoe and a Bobcat 843B skid-steer.

Two of the company's transport trailers are from Lane's Vacuum Tank (a 10-unit and a 16-unit), and eight were built by Stancil in a variety of sizes.

He also built their trailers carrying restrooms for agricultural use. Most have one or two units and a hand-wash station, but it could be any configuration. "It depends on what they need," Stancil says. "If we don't have it, we'll build it."

The fleet is rounded out with three 2000-'01 Volvo WG64s and one 1999 Peterbilt 379 for their roll-off work. Each carries hoists from Accurate Hoist

Mike Stancil cleans a Satellite Industries restroom. Most of their units are tan and are used at the Fort Bragg military base.



Hurricane Matthew

When Hurricane Matthew hit the eastern coast of the U.S. in October 2016, Mike and Audrey Stancil, owners of Cumberland Septic Services, didn't waste any time trying to deal with the destruction in their own backyard, including a downed tree. Instead, they jumped into action to provide portable sanitation services wherever needed. Fayetteville was hit hard, but it was nothing compared to Lumberton, 35 miles south, which lost its water treatment plant due to severe flooding.

The company dropped off 300 units, as well as restroom trailers, shower trailers and roll-off containers through contracts with the Federal Emergency Management Administration (FEMA), Duke Energy, Recovery Logistics and many of the shops in town. Sadly, some of the roll-offs were used by people whose personal possessions had been destroyed. "People filled them with the belongings in their house for us to take to the dump," Stancil says.

The hurricane brought back memories of 1996, when the company sent several hundred units to Louisiana, Mississippi and Texas at the request of another contractor in the aftermath of Hurricane Fran. The units were gone for seven months — "And believe it or not, I got every one of them back," Stancil says.

Stancil wasn't the only one in the company who suffered property damage. Many on his team did, as well. But everyone was fully on board with the recovery effort. "I had employees coming in and working 20 hours at a time pumping waste so these counties could survive," Stancil says.

“If you’ve got a problem, you can call them and they will get you the answer. So the little bit of money you spend to be a member of the association is a whole lot cheaper than having to call a lawyer and ask them what’s going on.”

MIKE STANCIL

North Carolina Portable Toilet Association, where he attends yearly classes to renew required wastewater certifications. The association also serves as an information resource for contractors in the industry. "If you've got a problem, you can call them and they will get you the answer," Stancil says. "So the little bit of money you spend to be a member of the association is a whole lot cheaper than having to call a lawyer and ask them what's going on."

Co. In 2014, the company purchased Fleetmatics fleet-tracking software. The system allows Stancil to see where everyone is just by looking at his phone, a feature he says he uses all the time.

STAYING CONNECTED

Stancil says most of their work comes by word-of-mouth. But one way he keeps his name in front of the public is by running an ad on the informational TV monitor at the local Department of Motor Vehicles office. "Everybody who has to have their tags renewed knows what kind of business we do," he says.

He is also a member of the

Mike and
Audrey Stancil



CAN'T DO IT ALONE

Stancil says he owes his success to his hardworking family, dedicated employees and loyal customers. He can't offer the high salaries and benefits some companies do but doesn't have trouble attracting and keeping employees. He's very big on communication with the staff — and likes to have fun with it.

"It's nothing for me to go get a bunch of steaks and say, 'Let's have a meeting,'" he says. "I talk to my guys all the time and I'd rather talk to them over a good steak. We have a lot of fun doing this. We play a lot but we're serious."

It was tough times for Stancil when the company lost its septic work and had to transition to portable restrooms, but the team gave him a lot of support. "I'd just like to thank my family and everyone for sticking with us," he says. ■

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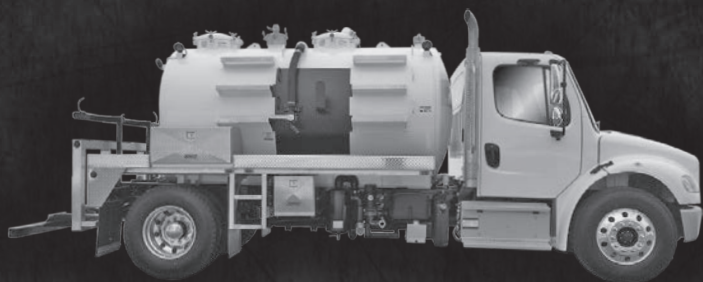
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Erik Gunn is a magazine business writer in Racine, Wisconsin. Direct inquiries to him at editor@pumper.com.

How Can We Sell Our Business Fast?

Put this six-step strategy to work so you're prepared if unexpected life changes force you to sell your company quickly **By Erik Gunn**

It's been a tough few years for the folks at family-owned pumping company John's Septic Solutions in Wilmington, Massachusetts. John and Paula Murphy have built the company over many years on elbow grease and a single, dependable vacuum truck. Along the way, they've earned the loyalty of more than 500 customers.

Then came terrible losses — the death in 2013 of John's brother and, not even a day later, the death of the couple's teenage son. Those personal tragedies took a toll on John's health, and a few weeks before Christmas, his illness led to the loss of his CDL. Suddenly, the Murphys were confronted with the need to divest the business.

Paula Murphy acknowledges they were feeling stuck for what to do. How could they possibly sell their business as quickly as possible and not feel they would just be throwing it away? As Paula points out, "You can't maneuver your way through this with just your QuickBooks."

The problem they're facing is one that seldom crosses the minds of small-business owners of any kind — what do you do when you need to get out fast?

Harry Hecht, a business consultant and entrepreneur coach in Orlando, Florida, has some advice. He's among the advisers for SCORE — a nonprofit group that helps small businesses get off the ground and grow, educates and mentors entrepreneurs, and is supported by the U.S. Small Business Administration.

The fact is, if you face a dilemma like this one, there is help. First, take a deep breath. Then break it down, step by step. Here's how:

Step 1: Get professional help.

All small-business owners "need to have a close relationship with a good attorney and a good accountant," Hecht says. If you don't already, find someone you can trust in those professional roles now. Ask around. Check with your trade association, your suppliers, even competitors. Who do they call on?

Step 2: Get everything in order.

"Any taxes need to be cleaned up," says Hecht, but don't stop there. Bring all your business record files up to date. Reconcile any discrepancies. Make sure you have year-to-year data on sales, employee records, business expenses large and small, outstanding debt and the path to paying it off. And don't forget your customer records and contacts.

The lawyer and the accountant will help you assemble this information. The object, says Hecht, is to have everything about your business sorted properly and in one place. When it comes time to divest, "the more turnkey you can make it, the better it will be."

Step 3: Get an evaluation.

Now your professional advisers will earn their keep. Enumerate and evaluate your assets — and not just obvious ones like your equipment and real estate. What's your workforce worth — in years of experience, depth of training, knowledge of how your company does things and your customers? And those customers — what are they worth? "You can put a monetary worth to that," Hecht points out.

Benchmarks for your industry can help. Enlist your state or national trade association if you need to.

Understanding your annual performance trends is critical. "If the business is growing moderately year over year, and you can show that, you can keep the price up" when it comes time to sell, he explains. If it isn't, the prospects might be tougher.

For this analysis, pay more attention to your top line than the bottom one. "A company that's got revenue growth, even though profits are not up to speed, can still get a good price," Hecht says.

Step 4: Look realistically at your options.

By the time you've gotten this far, you should have a pretty good idea of whether you can sell the business as a going concern or are better off liquidating.

"That's the worst-case scenario — liquidation of assets," Hecht says. "If your business is somewhat successful and has a brand, there's no reason you can't sell it."

But you should also face up to when liquidation has its rewards. For example, "If you own some real estate, depending upon where it is, that could be positive," he says. "It can make up for a business not being that valuable."

Don't let wishful thinking inflate what your assets are really worth, though. "My experience is that customer lists aren't all that valuable," Hecht warns. "You can buy those lists for nothing."

More valuable is the detailed data only you can supply and customer relationships that carry greater force than simple loyalty. "If you have a customer that's been paying you revenue for years, that contract can be sold to a new buyer," he points out. "You can monetize that."

Step 5: Consider alternatives to an immediate cash sale.

Yes, you might think things are urgent, but can you buy some time? Consider taking on a business partner, Hecht says. You can sell to that person over time, phasing out your own role in the operation. Or you could sell your business to your employees, if you have some.

Don't want to stick around, even with a partner? You could sell it to an



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outside buyer, but finance the deal yourself. Yes, that does demand more involvement at first, and it also carries the risk that if things go south, you wind up having to foreclose, owning a business you were trying to sell. But on the upside, “the seller can get the most out of that type of a sale,” he contends.

Step 6: Decide if a business broker is right for you.

Picking a business broker is like choosing a real estate agent for your house. “There’s good ones and there’s bad ones,” Hecht warns. “Making that decision on who’s going to represent your business is an important decision.”

And like most important decisions, it can be time-consuming. Hecht suggests you consider 10 or 15 candidates and evaluate them critically. Are they experienced in your industry? How long are their properties on the market? When they close a deal, do they tend to get their list price or close to it? You want a careful student of the market skilled at sizing up the businesses they represent. You don’t want someone who slaps on a pie-in-the-sky price that time on the market grinds into crumbs.

And if everything you’ve read so far is just hypothetical, then you might consider ...

Step 0: Run your business so you can expect the unexpected.

The best time to prepare for an emergency is when there is no emergency. Always position your business for sale. Don’t wait until you find you must act now.

For Hecht, the simplest strategy is to run your business with the discipline of a franchise: Develop ongoing operations manuals; have a rolling, regularly updated business plan; establish and organize personnel policies, including job descriptions; construct clear and achievable financial standards and projections; and pull together everything you know about how to reach new customers and keep existing ones coming back — your fundamental market strategies.

“All that kind of stuff should be organized in a process manual and an annual business plan,” Hecht says. “As a business coach I spend 90 percent of my time doing that with my clients.”

So if you’ve got to sell now, take that deep breath and follow those first six steps. And if you don’t, then consider going straight to Step 0.

Either way, you may find it a lot easier to sleep at night, and know that now — or later — you’ll get the best price you can for all you’ve put into your business over the years. ■

“If you have a customer that’s been paying you revenue for years, that contract can be sold to a new buyer. You can monetize that.”

Harry Hecht

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

When Someone Questions Your Land Application Practices

Do your homework and you can ensure spreading septage is good for the farmer and doesn't harm the environment By Jim Anderson, Ph.D.

One of the benefits of land application is improved crop growth from nutrients in the septage, the primary nutrient of interest being nitrogen. This is why pumpers can enter into contracts with nearby farmers to land-apply screened and stabilized septage. The nutrients help the farmers' bottom line because they don't have to purchase nitrogen from other sources. It's even better if a part of your operation as a pumper involves farming, because you can keep it on your own land to receive the value while reducing your expenses.

Federal 503 regulations lay out in detail the requirements for land application of domestic septage on nonpublic sites including cropland. The rules are less restrictive for lime-stabilized septage. Usually some additional state requirements must also be followed, so pumpers who land-apply need to be aware of all of the rules and regulations.

BY THE NUMBERS

As a pumper and as a farmer, two things relative to nitrogen need to be considered: the maximum allowable application rate and how it relates to the crop being grown at the site. A pumper who is not the farmer wants to apply as much septage as possible to a given site to avoid contracting for additional acreage. The farmer, on the other hand, wants to know if the amount applied is going to meet the crop needs. If it doesn't meet those needs, the farmer will have to make up the difference with purchased fertilizer.

Maximum annual volume of septage that can be applied to cropland depends on septage nitrogen content, the amount of nitrogen required by the crop and the estimated crop yield. This information is usually provided through your state university and state Department of Agriculture, and varies state to state.

A simple calculation is used to estimate application rates according to federal guidelines. The Annual Application Rate (gallons/acre/year) = pounds of nitrogen required for the crop (based on crop yield goal) ÷ 0.0026. The 0.0026 constant is derived from the average nitrogen content in domestic septage. This fact is a good reason to store and mix different loads when land-applying to meet crop requirements.

Nitrogen requirements of the crop depend on expected yields for the area, actual temperature, growing degree days and rainfall. Local county extension offices can help determine the appropriate nitrogen application rates. Those rates can vary from 10,000 gallons/acre/year to 100,000 gallons/acre/year.

ADDRESS CONCERNS

There are some environmental concerns about applying nitrogen as

These are important kinds of studies for our industry. They show our methods are based on sound scientific principles and studies, and are not just best guesses.

well. In my area, the concern is excessive nitrogen applications that may leach to groundwater, creating health concerns for infants and vulnerable adults when the concentration exceeds 10 mg/L (parts per million).

In coastal areas, the concern is not only for human health, but nitrogen is the limiting nutrient for algal growth in estuaries. This has led some entities to reduce the allowable application rates to the point that they cannot be used for crop production.

This is why I was interested to read about a study in Virginia that looked at application rates of biosolids to winter wheat. The purpose was to see if fall application rates were appropriate or if those rates needed to be reduced. The authors reviewed 10 studies in two areas of Virginia, the Coastal Plain, and Ridge and Valley (think Shenandoah Valley).

They found that lime-stabilized biosolids increased grain yield and nitrogen recovery (recovery means it did not leach through the soil) compared with similar applications (100 kgN/ha) of urea-split applied in coarse-textured soils without aquic properties. This means that the soils were coarse-textured sands that were well drained without high water tables. For fine-textured soils or coarse-textured soils with aquic characteristics, the two methods — biosolid and split urea applications — resulted in equal yields and nitrogen recovery.

The authors concluded that "lime-stabilized biosolids benefit winter wheat in coarse-textured soils and do not clearly benefit or damage winter wheat in fine-textured or aquic soils." The recommendation was that fall biosolid applications of 100 kgN/ha were appropriate and should be permitted.

BEST PRACTICES RULE

These are important kinds of studies for our industry. They show our methods are based on sound scientific principles and studies, and are not just best guesses. This does not mean, though, that we should stop looking for ways to become more efficient in our applications. We should also continue to be concerned about protecting human health and environment. ■

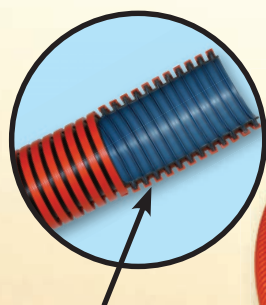
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Violations in the Trench

Prompt Massive Fines

OSHA is putting a lick on excavation companies that disregard shoring and other safety rules, going beyond fines and considering criminal charges **By Doug Day**

They are preventable, yet still kill about 40 people every year. With all the rules to follow and guidance to help, there is no reason for fatalities or injuries in trench accidents.

Sometimes accidents just happen, but there are those times when people take shortcuts or even worse, ignore safety. There are good reasons for onsite installers to consider the business ramifications of following safety rules. Here are three examples from the last year where companies ended up paying large fines. Two of the cases involved no injuries.

Two workers were killed and another seriously injured in May in Boise, Idaho, when a trench about 11 feet deep caved in. The contractor had provided no cave-in protection or even a ladder for the employees working in the trench doing underground utility work. The company also did not have a competent person inspect the trench and had not trained its employees on the dangers of trench work. The three serious violations and one willful citation resulted in \$77,319 in assessed penalties: one serious — \$14,964 (lack of training, no ladder, no competent person); and one willful — \$62,355 (lack of protective system).

In announcing the fines, the area director of the Occupational Safety and Health Administration (OSHA), David Kearns, says the contractor “made almost no effort to protect its workers, or even to understand the right ways to avoid the common hazards in this line of work. Hiring workers and assuming they know how to protect themselves is a sure path to tragedy.”

Nobody was hurt in a September incident in Stevens Point, Wisconsin, when OSHA inspectors found two workers in a 10-foot trench with no required protection and a ladder provided for escape more than 25 feet away. In addition, the required competent person was present but allowed the workers to enter the trench without proper cave-in protection. The two serious and one willful citations carried a penalty of \$93,532: one serious — \$6,236 (ladder violation, competent person allowing workers to enter trench); and one willful — \$87,296 (no cave-in protection).

“Ground soil gives no warning prior to giving away, and a collapse can bury workers in just seconds,” says Robert Bonack, OSHA’s area director. “One cubic yard of soil can weigh as much as a small automobile, making it almost impossible to avoid tragedy.”

In March, three weeks after a Chicago plumbing contractor was cited for exposing workers to unprotected trenches while also not wearing hard hats, it was again cited for allowing four workers into an unprotected 5.5-foot trench. Despite being told by an investigator to provide proper protection, the same workers were caught by an inspector doing the same thing the next day in a 6.5-foot trench at another location. As the inspector left the site, workers went back into the trench, only to scramble out as the inspector returned. A short time later, a large section of the trench collapsed in the area where the employees had been working.

The early March incident drew a penalty of \$69,300. Due to “wanton disregard” for worker safety in the later incidents, OSHA placed the company in its Severe Violator Enforcement Program and issued several citations with penalties totaling \$275,728: serious — \$8,231 (no hard hats on first day);

repeat — \$123,458 (no means of egress or protective system on the first day); repeat — \$48,013 (no means of egress on second day); and willful — \$96,026 (no protective system on second day).

Also, under the Severe Violator Enforcement Program, OSHA may inspect any of the company’s facilities or job sites if it has reasonable grounds to believe there are similar violations. According to OSHA, the program “focuses on recalcitrant employers that endanger workers by committing willful, repeat or failure-to-abate violations.”

If the health of workers isn’t enough incentive, considering a company’s financial health may be. In addition, OSHA has teamed with the Department of Justice to pursue more felony criminal charges against individuals in safety and environmental issues. The effort was announced last December.

Misdemeanors under the Occupational Safety and Health Act are punishable with fines up to \$10,000 and

six months in prison, which hasn’t increased since the law was passed in 1970. If charged as a felony, the same acts could draw much larger fines and from five to 20 years in prison. ■

“Ground soil gives no warning prior to giving away, and a collapse can bury workers in just seconds. One cubic yard of soil can weigh as much as a small automobile, making it almost impossible to avoid tragedy.”

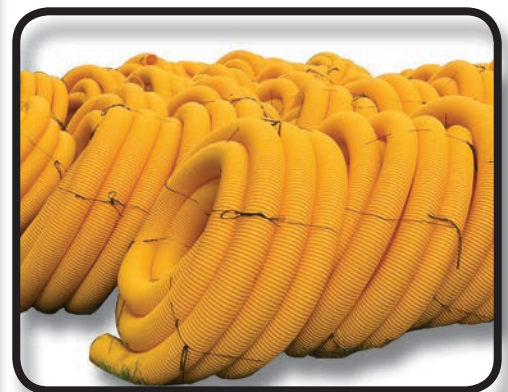
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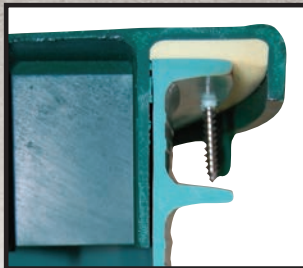
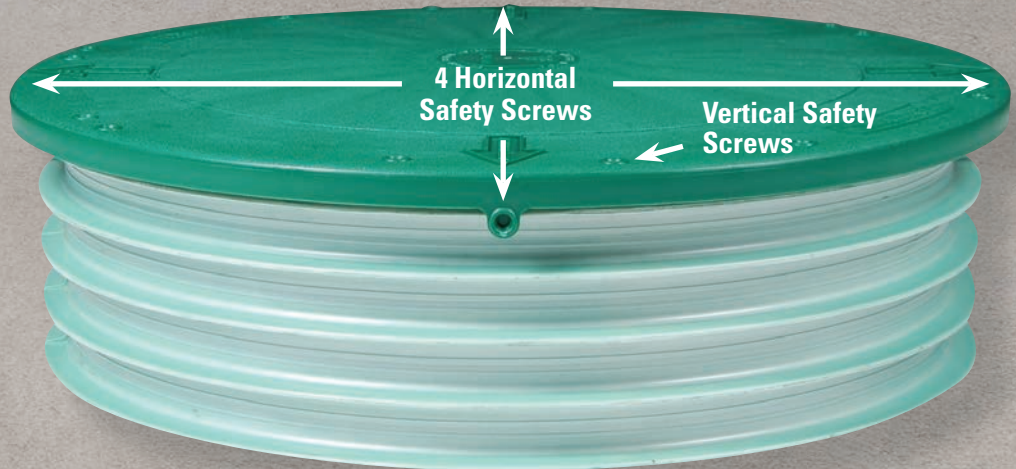
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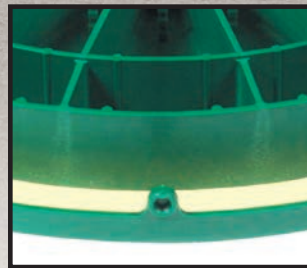
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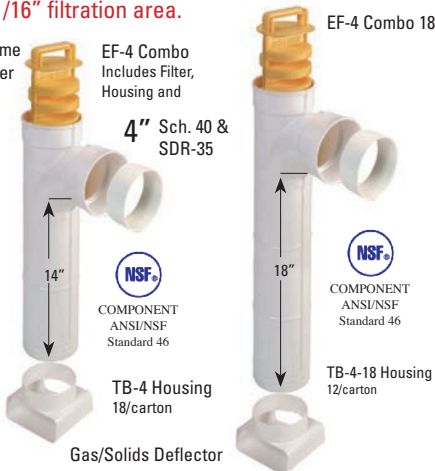


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We Need a New Generation of Wastewater Professionals

While new technology is always a priority in Rhode Island, the pumpers and installers who build and maintain onsite systems are aging and leaving the industry **By Doug Day**

Since it formed in 1980, Rhode Island Independent Contractors & Associates has been involved in promoting the use of advanced onsite wastewater systems. Representing contractors in the construction, excavation, utilities and similar industries, around 75 percent of RIICA's 200 members are involved in decentralized wastewater, including Will Wright of Wright Excavating, who serves as second vice president.

Wright explains that 75 percent of his installations are advanced systems because many of them are along the coastline. Statewide, about 30 percent of systems use innovative technology, according to George Loomis, research and extension soil scientist and director of the New England Onsite Wastewater Training Center at the University of Rhode Island. RIICA, the Rhode Island Department of Environmental Management (DEM) and the university work closely together in protecting the state's environment.



Contact Will Wright at 401/641-5472 or wrightexcavating@gmail.com. Contact George Loomis at gloomis@uri.edu or 401/874-4558.

Why the long history of advanced systems in Rhode Island?

Loomis: We have been dealing with nitrogen removal since the early 1980s, so promoting advanced systems has been one of our main focuses from the beginning. We have sensitive coastal environments, high groundwater, and high groundwater nitrogen concentrations in some communities. There are about 5,000 advanced installations in Rhode Island, that's in a state the size of a typical county out west.

Under the direction of former RIICA president Dave Burnham (who passed away in 2011), we installed 60 advanced systems in seven different communities from 1996 to 2005. They were proof-of-concept systems to put technologies in the ground, test them, see how they functioned, and get that information to the DEM to make informed decisions whether they wanted to include them in the regulations.

Wright: Dave also sat on the Technical Review Committee with DEM so he was involved in everything that happened. He was an exceptional person in the right place at the right time.

Loomis: These systems were extremely important because we brought hundreds of people out to kick the tires, and we did training with designers and installers about how to put them in and what to be careful about. One

of the demonstration projects was on Block Island, an island 10 miles off the coast. Everything had to go on and off on a ferry system, so it was a big logistical challenge. There was a storm and we got stranded on the island for five days.

This was the catalyst in helping the state move forward with innovative technologies. RIICA did all the hard work getting the systems into the ground, the university did all the testing and educational aspects, and DEM integrated the information to improve the regulation to make everything work much better. We have well-trained individuals in the state. Our designers and installers are just top-notch people, very experienced, and they know what they're doing.

What are the continuing education requirements?

Loomis: Those who do design work have to renew their license every three years and need continuing education credits to do that. Installers are licensed, but they don't need continuing education credits. It's up to them to come to a workshop. A good many of them still come because they want to stay current, know what's going on, and they want to understand what everybody else is doing in order to stay competitive. We offer anywhere from 38 to 45 workshops a year and we get a pretty good response.

Wright: RIICA also offers classes to help people get their backhoe and heavy equipment licenses.

Are there any issues on the horizon?

Wright: I reached out to one of our members who is a lot younger than me. One of the things he's running into is finding enough people to service these systems. RIICA has 200 members right now. There was a time when we had 1,000 members. It's hard to get people to do these jobs. So one of the issues is keeping all this going, servicing and maintaining these systems.

Loomis: There's also the question of verifying that the systems are doing what they are supposed to from a treatment perspective. That's probably an emerging area because if you don't have good quality operation and maintenance or don't have enough people to do that effectively, it could in-

“ RIICA has 200 members right now. There was a time when we had 1,000 members. It's hard to get people to do these jobs. So one of the issues is keeping all this going, servicing and maintaining these systems. ”
- Will Wright

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fluence treatment performance. Those are two pretty big concerns.

Is academia doing anything about that?

Loomis: Formal training at the college level for onsite wastewater is limited, and that's always been a weakness. Most engineering programs around the country have an introduction and design class for municipal collections and treatment systems. Very few would be talking about onsite systems; you could count them on one hand. We give our environmental science students at URI one or two lectures on onsite wastewater treatment, but that is offered in the College of the Environment and Life Sciences, and not in the College of Engineering. We have undergraduate and graduate students in my department who are doing research on onsite systems and other universities across the country have similar research programs. So there is a small amount of higher education in onsite wastewater, but it's nothing like what takes place with large pipe.

What some young practitioners new to the field may know about onsite is often from on-the-job training, what you learn from your boss when you start out. If you happen to have a boss who's pretty sharp, you may learn cutting-edge stuff. If you have somebody who's old school, you're going to learn old-school techniques.

How has the onsite and septic service business changed in your region?

Wright: I worked for an older gentleman and it was kind of a father/son type thing. There were a lot of companies where their father started it. What's happening now, it's either one guy by himself or it's a company with four or five guys. And with the new equipment we have now, a company does the work of 10 companies 15 years ago. It seems what's happening is there aren't as many little guys. The companies are getting bigger like every other industry.

There aren't a lot of young pumpers coming along either. They're buying routes when guys retire. So instead of having 50 pumpers, we're getting down to 30 and it's hard for them to keep up. I talked to one who has three trucks and he's scheduling two weeks out. And he said it's the same thing with maintenance.

What do these trends mean for the industry in Rhode Island?

Loomis: The state recently passed legislation so at the time of sale, you have one year to get rid of old cesspools. So it's going to be busy in the future, and there's going to be a lot heavier reliance on innovative technology.

Wright: You look at the average age at RIICA in the 1980s and it was probably 30 or 35 years old. If you look at it now, the average is probably 55. And it's just going to get busier. I don't see us slowing down. But the guys I talk to in RIICA, they can't keep up.

I'm trying to convince my son, who wants to be a plumber, to get into onsite maintenance. This is a business you should be in if you want to make money because I see a big call for it. ■



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On-Time Delivery Wins in the Film and Television Industry

Unusual niche market puts California contractor's fencing and portable restroom services in the Hollywood limelight **By Ken Wysocky**

It's not an exaggeration to say that Cal-State Site Services plays a role in television shows and feature films shot in Hollywood. Sure, it's more behind-the-scenes than a lead part, but by providing fencing and portable restrooms for on-location filming, the Simi Valley, California-based company gets its proverbial 15 minutes of fame — over and over again.

While the Tinseltown jobs are a relatively small part of Cal-State's overall business, they offer perks like celebrity sightings and the excitement of seeing its products appear in well-known television shows like *NCIS*, *CSI* and *Sons of Anarchy*, or films made by Paramount Pictures and Sony Pictures, says Rick Modlin, the company's president. "We have about 10 or 12 production managers that have us on speed dial," he says. "We're centrally located in the San Fernando Valley where a lot of filming goes on, so it's easy for us to get those jobs done."

Modlin established Cal-State in 1991, and the company has been providing location services to Hollywood clients since 1993, ranging from feature films to television shows and commercials. The company owns 1 million linear feet of temporary fencing (which includes both chain-link fencing and 6- by 10-foot fencing panels); roughly 2,200 barricades (all from Swan Fence Co.); restrooms from Five Peaks; and restroom trailers from NuConcepts.

For servicing restrooms, the company relies on a 2017 Hino with a 1,500-gallon waste/500-gallon freshwater aluminum tank from Tank World Corp.; three Freightliner trucks, each outfitted with 1,500-gallon waste/500-gallon freshwater aluminum tanks from Southwest Tank and Steel Inc.; six Ford F-550 trucks that carry 750-gallon waste/400-gallon freshwater stainless steel tanks from Satellite Industries; and a slide-in unit with a 750-gallon waste/250-gallon freshwater aluminum tank from KeeVac Industries. All the units are equipped with Masport pumps.

In a recent interview, Modlin explains the challenges of serving the niche Hollywood market, his favorite starstruck moment and his most embarrassing moment in film.

Pumper: How did your company's Hollywood "career" come about?

Modlin: A production company called us in 1992 to build some fences and a gate for the *Stargate* movie, starring Kurt Russell and James Spader. They were closing down a large tunnel for a weekend and using it as a mov-

ie set. They asked us to build some massive gates that would swing open from each side of the road, with some chain-link fencing off to the side. They wanted it to look like you're driving into a military encampment.

It actually was hard to do. This was in 1992, a year after I started my business, so I was still inexperienced. But I got pretty excited about the job when they called. They faxed over all the information, and we scratched our heads and promised them we could do it. We built the gates and transported them to the film site the day before and installed them.

Pumper: What kinds of productions do you work on?

Modlin: About 30 percent of our work is movies, another 10 to 20 percent is television commercials, and the rest is television shows — network programs and such. The biggest show we've been affiliated with is *NCIS*, which we work on twice a season. For the last 10 years or so, we've also worked on three or four *CSI* episodes a season. It runs the gamut from just building a gate or putting up some background fencing to using barricades and fencing to create a fake (Le Mans-style) racetrack in downtown Los Angeles.

Sometimes a production company calls in a panic and says, 'We forgot that we need a giant gate built for a background shot and we need it by 5 p.m. today.' But we always get it done. And if you get it done, that's what they remember.

— Rick Modlin

Pumper: How long have you been supplying restrooms with fencing?

Modlin: Only for about the last five or six years. It took us a while to crack the shell and get them to change from the vendor

they were using. For the most part, we supply a restroom trailer and individual restrooms.

Pumper: Do you get to see any actual filming?

Modlin: Not very often. We've been there during filming for a couple of the bigger movies, but generally we set up a day or two beforehand. Then the actors come in and do their blocking for a couple days, then film on the fourth and fifth days. Then we come back and tear everything down the day after that.

(continued)



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Max. GPM	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
13.2	50.0	3000	206	1450	27.2	0.984	25	0.906	23

RTX70

Max. GPM	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
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

RTX100

Max. GPM	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
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Pumper: Is it much different than a special event, like a festival or concert?

Modlin: Not really, except for the fact that it's pretty high-profile. Halle Berry might be standing next to one of our fences, so we want it to look really good. There's a little more pressure because they're high-prestige jobs. But it's exciting, too. We take great pride in doing the work and the production companies appreciate what we do. We provided service during all seven seasons of *Sons of Anarchy*, and after the last show, they gave special pins and T-shirts to all the vendors that had worked on it from the start.

Pumper: Do the production companies specify high-end restrooms for stars and standard units for everyone else? How about sinks and/or hand sanitizers?

Modlin: No, the stars and crews all use the same restrooms, our NuConcepts VIPs. Yes, they ask for both sinks and hand sanitizers.

Pumper: Does the work pose any unusual challenges?

Modlin: About 20 percent of the jobs we work on are filmed on a soundstage. Those jobs are pretty easy and straightforward. But movie and television shows are shot on location. For example, the filming might occur in an actual neighborhood or a warehouse or on a city street — it's always something different. And there might be a lot of logistics to contend with that you're not familiar with.

The biggest challenges are the time frames in which the studios want things done. Sometimes a production company calls in a panic and says, "We forgot that we need a giant gate built for a background shot and we need it by 5 p.m. today." But we always get it done. And if you get it done, that's

what they remember ... that's what keeps them calling you back for the next one. And the next one.

Pumper: Have you ever met any celebrities?

Modlin: Kurt Russell. Generally speaking, I don't have any contact with celebrities. But when they were filming *Stargate*, I went over to him and introduced myself because I'm a starstruck fan. He's a very nice guy — very down to earth and humble.

Pumper: Has anything funny ever happened?

Modlin: Well, in the mid-1990s we helped out on a movie called *Volcano*, starring Tommy Lee Jones and Ann Heche. It's about a volcano erupting in Los Angeles (from the Le Brea tar pits), with lava running through downtown streets, earthquakes, flying fireballs and so forth. And in one of those scenes where things are really rocking, our fence suddenly appears with a Cal-State 1-800 number on it. We actually got phone calls from other film-production companies that saw it. We were pretty shocked.

Pumper: Aren't you asked to remove company stickers and signs that might show up on film?

Modlin: Yes, we're supposed to remove company signage. But occasionally one slips through.

Pumper: Any embarrassing moments?

Modlin: The swinging gate we built for *Stargate* was about 12 feet tall and each half was probably 12 feet wide (for each gate). When we installed it, I didn't take into account how heavy the gates would be. So when we clamped on the two sections of the gate, they sagged in the middle and the poles were leaning inward. We back-braced the top of the posts, but they still sagged a little bit.

That scene is in the first five or 10 minutes of the movie. A car drives up to the gate and two guards open the gate. You can see the guards actually lifting up the gates a little bit in order to open them. It was a little funny — and a little embarrassing, too. But we still get work from that production company. The second time they called us, they needed another gate. I was asked if the gate was going to drag on the ground again. I said, "No, I think we've now got that one down pat." ■

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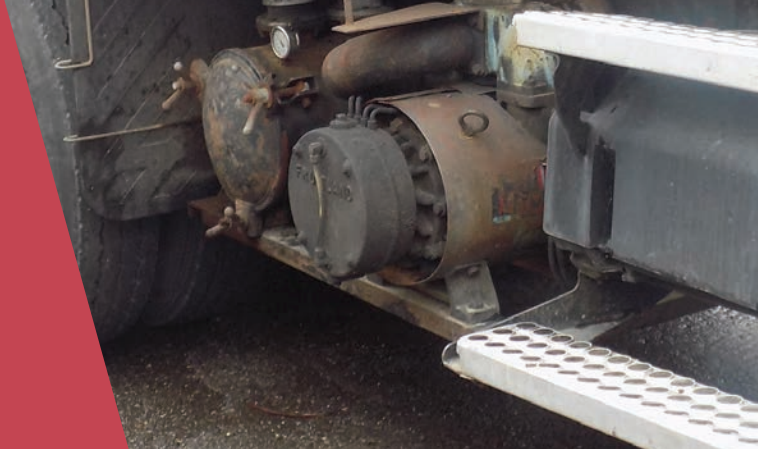
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PORTABLE RESTROOMS

KROS INTERNATIONAL USA KROS URINAL

The **Kros Urinal** from **Kros International USA** has a 100-gallon tank and a small footprint at 36.6 square inches. It has a draining connection under the unit to connect it with other urinals to drain it through 1.5-inch pipes to a holding tank outside of the event. Four men can use it simultaneously, resulting in shorter waiting lines and cleaner portable restrooms. **855/576-7872; www.krosinternationalusa.com.**



POLYJOHN ENTERPRISES PJN3

The **PJN3** restroom from **PolyJohn Enterprises** has a spacious interior and a translucent roof. It includes antislip floors, maximum ventilation, a two-roll paper dispenser and an occupancy signal latch. Options include a hand-washing sink or hand-sanitizing dispenser, convenience shelf with hook, locking kit and gender signs. It is available in a standard static tank model or with optional recirculating flush tank. The advanced waste tank design makes cleaning and servicing easy. Each unit comes with a door-mounted mirror, handle and a nonsplash urinal. It is made with high-grade polyethylene. **800/292-1305; www.polyjohn.com.**



SANSOM INDUSTRIES ZENITH ADA

The **Zenith ADA** unit from **Sansom Industries** includes a durable wrap-around floor and the choice of 45- or 70-gallon sump tanks. It exceeds federal ADA and California ADA Title 24 signage requirements, and includes ADA handrails on three walls. Its one-piece floor structure built using all stainless steel threaded fasteners, and is formed from a single sheet of .400-gauge plastic. It has side and rear forklift access openings molded into the floor, a baby changer mount and a sonically welded doorjamb. Hands-free door entry and exit reduce germ exposure to hands for improved hygiene. No angled or plate metal parts are required for assembly. **844/972-6766; www.sansomindustries.com.**

SATELLITE INDUSTRIES GLOBAL

With standard mirror, shelf and three-roll paper guard, the newly designed **Global** from **Satellite Industries** features necessary amenities. Upgrades include 12 percent thicker sidewalls, a stronger, blow-molded front, a 10 percent larger tank and improved ventilation. **800/328-3332; www.satelliteindustries.com.**



T.S.F. COMPANY TUFF-JON III

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

PORTABLE RESTROOM MOVERS

ARMAL TRANSPORT DOLLY



The **Armal Transport Dolly** can be used to move any Wave standard portable restroom from one location to another. It is made of lightweight aluminum, and is compact, making it easy for one operator to maneuver a portable restroom quickly. It is designed for rigorous daily use, and speeds up the process of picking up and/or dropping off portable toilets in a safe and efficient manner. **770/491-6410; www.armal.biz.**



DEAL ASSOC. SUPER MONGO MOVER

The **Super Mongo Mover** hand truck from **Deal Assoc.** can be used to easily move standard and ADA-compliant handicap restrooms. The tall handle creates leverage so smaller users can tip back restrooms with ease. It is constructed of steel and aluminum for light weight and durability, and

is available with pneumatic or flat-free foam tires. Four-tire models make it usable around the yard or when moving mostly empty restrooms, while six- and eight-wheel models are available for soft ground and heavier loads. **866/599-3325; www.dealassoc.com.**

PORTABLE SINKS

POLYPORTABLES TAG II

The **Tag II** from **PolyPortables** is a versatile freestanding hand-wash station. Design upgrades include better grips for easier transport, a taller backboard to protect dispensers and a modern design. It is lightweight, making it simple to transport and easy to clean. It will fit inside most standard-size portable restrooms for delivery. It has 24-gallon graywater and 24-gallon freshwater tanks, a 1.8 gpm foot pump and two spray soap dispensers. **800/241-7951; www.polyportables.com.**



RESTROOM TRAILERS

ART CO. 1203-W

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



COMFORTS OF HOME SERVICES ADA LINE

The ADA-accessible line of restroom, shower and combination trailers from **Comforts of Home Services** is in full compliance with all federal guidelines for the interior of the trailer. Access options include a stand-alone commercial aluminum ramp system. Lowering the trailer is accomplished with electric one-button execution for 20-foot and under models, with trailers longer than 20 feet using an ADA lowering module in conjunction with an attached aluminum ramp. The hydraulic lowering system is designed for customers renting the trailer or moving the trailer numerous times at the same venue. The system saves labor time during setup and teardown at events. It takes less than 15 minutes to lower the ADA module and then lower the aluminum ramp. At this point the trailer is ready to use. **630/906-8002; www.cohsi.com.**



REDBOX+ UNIT

The **Redbox+ Unit** incorporates portable restrooms and a roll-off box waste container as one unit. Two portable restrooms are designed and engineered to accompany 20- and 30-yard boxes for disposal of construction and demolition debris, providing two services

for construction-related business of all types and sizes. Trucks are fitted with a pump and vacuum system to service the portable toilets, and include holding tanks for freshwater and wastewater containment, allowing for restrooms to be serviced and cleaned on site before contents of the container are disposed of. A freshly serviced portable restroom and empty container are then returned to the construction site as a same-day delivery. **507/452-8242; www.redboxplus.com.**

RICH SPECIALTY TRAILERS FLEET COMMANDER

The **Fleet Commander** line of luxury restroom trailers from **Rich Specialty Trailers** is offered in a wide range of spacious floor plans from two to 12 stations. They offer modern, attractive and durable materials in their interior decors. Soothing interior design combinations are eye-catching and easy to coordinate with personalized finishing touches, according to the maker. **260/593-2279; www.richrestrooms.com.**



(continued)



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RESTROOM TRAILERS

SATELLITE SUITES ADA+2 RESTROOM TRAILER

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Satellite Suites is designed to provide a single solution to customers, according to the manufacturer. One person can easily set up or tear down the trailer in minutes. Remote-controlled electronic jacks raise and lower the trailer into place. Once on the ground, only the ramp to the ADA needs to be deployed because there are no steps needed for the standard restrooms. The ramp is made of two lightweight but strong aluminum platforms and three railings that can be positioned by one person in a few minutes. A vacuum flush system works to speedily remove waste when flushed, and can be routed to an internal storage tank or connected to a sewer up to 300 feet away. **574/350-2150; www.satelliterestroomtrailers.com.**



CRESCENT TANK VACUUM TANK

The **Crescent Tank Vacuum Tank** is completely flat inside

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



ULTRALAV VALUE LINE

The **UltraLav Value Line** two-stall restroom trailer has cool blue LED backlit crown molding, a roof-mounted low A/C and heat strip with a wall-mounted thermostat, a durable and low-maintenance interior, and quick and easy exterior step installation. It comes with

a 105-gallon freshwater system that flows to ceramic toilets and urinals, as well as self-closing sink faucets on solid-surface countertops and sinks. **877/301-3837; www.ultralav.com.**



FLOWMARK PORTABLE RESTROOM SERVICE TRUCK

Portable restroom service trucks from **FlowMark** come on a Ford F-750 chassis with 2,000-gallon

portable restroom service tank that provides 1,500 gallons of waste and 500 gallons freshwater capacity. The unit comes with a National Vacuum Equipment 304 210 cfm vacuum pump, DC10 washdown pump, Hannay reel, LED lighting, dual service and two-unit restroom hauler. The unit is available with a V10 gas engine or PowerStroke diesel. Other chassis brand options are available. **855/653-8100; www.flowmark.com.**

SERVICE VEHICLES

AMTHOR INTERNATIONAL FLAT VAC

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



FMI TRUCK SALES & SERVICE WORKMATE

The **WorkMate** portable restroom vacuum service truck from **FMI Truck Sales & Service** has a side-winder tank with equal weight distribution that extends brake life

and improves handling. The two food-grade poly water tanks are plumbed to provide brine, freshwater, premix or any combination of fluids with no corrosion or rusty water. It can carry four restrooms. The modular design allows components to be easily replaced or transferred if damaged. The truck comes with hoses, wand, nozzle, bucket and straps, and a hydraulic liftgate. Tanks size options are available from 850 to 2,000 gallons. **800/927-8750; www.fmitrucks.com.**



(continued)

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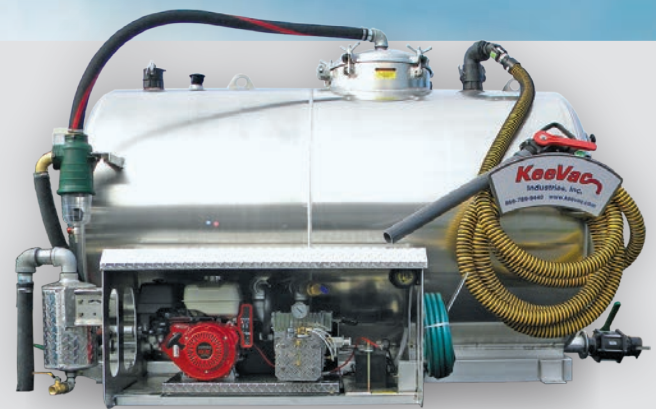


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SERVICE VEHICLES

IMPERIAL INDUSTRIES P & D UNIT

Imperial Industries offers a **P & D Unit** in the choice of an 8- or 12-foot steel flatbed. The unit is anchored by a 700-gallon sidewinder two-compartment tank holding 455 gallons of waste and 245 gallons of freshwater. Pump power is supplied by a Masport HXL4V or National Vacuum Equipment 304. The unit includes a tread plate flatbed floor, flow-through liftgate floor, DC10 water pump, hose reel with 50 feet of hose, 30 feet of 2-inch intake hose, 3-inch discharge, bucket holder and two toolboxes. **800/558-2945; www.imperialind.com.**



LELY TANK AND WASTE SOLUTIONS 800/400 COMBO P & D-PORTABLE RESTROOM SERVICE TRUCK

The **800/400 Combo P & D-Portable Restroom Service Truck** from **Lely Tank and Waste Solutions** comes

with an 800-gallon aluminum waste tank and a flatbed with liftgate for up to six standard portable restrooms. The flatbed has a 400-gallon-capacity freshwater compartment and a flow-through liftgate. The setup is designed for non-CDL trucks. The bumper includes a receiver with electrical connection for towing. The unit has a Masport HXL4 vacuum pump with 122 cfm free air. The tank has three sight eyes and dual-service hose connections with 2-inch suction hose, shutoff valves and service wands. It has supply boxes on each side, a bucket holder and 50 psi, 5 gpm water pump with a spring rewind hose reel for the 50-foot water hose and spray nozzle. **800/367-5359; www.lelytank.com.**

PIK RITE PTSU

The **PTSU** service truck from **Pik Rite** matches a Ford F-550 XLT chassis with an 800-gallon waste/300-gallon freshwater tank and Masport HXL4 vacuum pump. This dual-service unit comes with hoses, washdown supplies, bucket fill tools, 4-inch dump, two toolboxes, a toilet rack and work lights. **800/337-5975; www.pikrite.com.**



TRUCKXPRESS 1,600-GALLON RESTROOM TRUCK

The 1,600-gallon restroom truck from **TruckXpress** has an ergonomic workspace including a lowered workstation with multiple controls, spray wash and freshwater valve within easy reach. On

both the carbon and stainless steel models, the skirting, catwalk and cabinets are made with stainless steel to prolong the life and appearance of the truck. It also has the freshwater compartment in the rear and an internal baffle system in the waste compartment to increase safety by reducing sudden weight shifts during driving. **800/328-3332; www.sateliteindustries.com.**



VACUTRUX HOOKLIFT ROUTETRUX

Oversized and heavy portable restrooms can be handled with ease by the **Hooklift Routetrux** from **Vacutrux**. It has a 4,000-pound traveling winch to pull and lift up to 9,000 pounds. It has an 800-gallon two-compartment galvanized steel vacuum tank with Wally 202 hydraulic drive, and is shown mounted on a 33,000-pound GVW-rated Hino chassis. **800/305-4305; www.vacutrux.com.**



SLIDE-INS

BEST ENTERPRISES SLIDE-IN UNIT

Slide-in units from **Best Enterprises** are built with 304 stainless steel and available in various sizes, whether it be waste or water compartments. Stock units are 300-gallon wastewater/150-gallon freshwater, or 400-gallon wastewater/200-gallon freshwater. All fittings connected to the tank are 304 stainless steel, vacuum pumps are driven by a Honda gasoline motor with Conde, Masport or customer-specified vacuum pumps. All units have a sump dump built in the bottom of the tank with a 10-foot dump hose. Units have a Hypo water pump with 50 feet of washdown hose. **800/288-2378; www.bestenterprises.net.**



KEEVAC INDUSTRIES ALUMINUM SLIDE-IN

Slide-in tanks from **KeeVac Industries** range in size from 300 to 1,500 gallons and are manufactured in both flat-end and dished head tanks. Multiple pump combinations and capacity configurations are available. Side engine, rear engine and remote engines are also available, along with single-, two- or three-compartment tanks. **866/789-9440; www.keevac.com.**



SLIDE-IN WAREHOUSE FD-950

The **FD-950** slide-in unit from **Slide-In Warehouse** has a full flanged and dished head tank, with a full manway for easy maintenance. It is split with a 650-gallon waste compartment and 300-gallon freshwater compartment. The standard pump is a 115 cfm Conde SDS 6 with a 9 hp electric-start Honda engine. Multiple pump and engine combinations are available. The 12-volt washdown pump comes with a 50-foot hose. A 30-foot Tiger Tail hose with valve and wand complete this mini-pumper. It is designed to fit on a 10-foot flatbed with a side engine for ease of operator use. **888/445-4892; www.slideinwarehouse.com.**



SLIDE-INS

TANKTEC SLIDE-IN TANKS

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



LIQUID WASTE INDUSTRIES TRAILER

Custom-built portable restroom delivery trailers from **Liquid Waste Industries** carry six to 24 portable restrooms, and come with or without sides. They are built with heavy-duty steel and come standard with torsion axles, electric brakes, flush-mounted lights and, depending on the size of the trailer, 10- or 13-inch wheels and tires. Custom upgrades include gates, leaf-spring axles, fold-down ramps, LED lights and choice of hitch. **877/445-5511; www.lwiinc.com. ■**



TRANSPORT TRAILERS

MCKEE TECHNOLOGIES - EXPLORER TRAILERS TRANSPORTER

The **Transporter** from **McKee Technologies - Explorer Trailers** has easy-to-adjust carrier slats that box in any-size restroom skid. Even multiple-size skids can be configured securely in the same load, providing safe, flexible transportation for the many styles of portables available. Models range in size from 8- to 48-foot, accommodating up to 24 units. All include fully independent suspension axles to virtually eliminate side-to-side shock transfer. An optional front wind deflector protects units from road spray, stones and wind loading. Hot-dip galvanizing is available for corrosion protection. **866/457-5425; www.explorertrailers.com.**



F.M. MANUFACTURING 30-FOOT TRAILER

The 30-foot flatbed trailer from **F.M. Manufacturing** has three 3,700-pound torsion bar axles,

side roller for easy loading, low-profile tires, solid front header and tie-downs on both sides. The customizable trailer has electric brakes on all axles and LED lights. **877/889-2246; www.fmmfg.com.**

JOHNNY MOVER TRAILER SALES TRAILER

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



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CASE STUDIES

Portable Sanitation and Special Events

By Craig Mandli

CASE STUDY: COLOR-KEYED PADLOCKS SECURE PORTABLE RESTROOMS AGAINST PAPER THEFT

Problem: Nearly 20 years ago, a southeast Georgia portable restroom operator faced additional instances of paper theft from its units deployed at special events. When the theft added up to hundreds of units, it made a large cut into the company's profit margin. The company also took hits to its reputation as users complained about units being low on supplies.

Solution: The company turned to **Lock America**, its self-storage lock provider. The company offers brass economy padlocks keyed alike in five distinct colors to match the most common portable restrooms. Chrome-plated brass shackles and brass bodies make them long lasting and virtually rust-proof.

Result: The company reported the locks halted paper product theft, deterred vandalism and enhanced customer service. **800/422-2866; www.laigroup.com.**



CASE STUDY: VACUUM FLUSH UNITS HELP MUSIC FESTIVAL CONSERVE WATER

Problem: Organizers of Sweden Rock, a large annual music festival, sought an efficient solution to providing portable sanitation.



Solution: Together with partners Bajamaja/Several AB and JetsGroup, **Sanitrax International** provided a placement of 300 vacuum restrooms. The units are a part of the Sanitrax Sanitary Concept, a retractable, containerized mobile restroom unit housing multiple self-contained toilets, showers, wash basins and urinals that rely on vacuum flush technology. The technology can provide up to a 90 percent reduction of water usage compared to conventional gravity flushing toilets, which Sanitrax promotes for festivals/events, humanitarian aid/disaster relief, field base camps and temporary construction sites. The system is designed to be easily scalable and deployable, with efficient transport options and an environmentally friendly flushing system.

Result: The units helped Sweden Rock save more than 528,000 gallons of freshwater during the 2016 festival. **www.sanitrax.com.** ■



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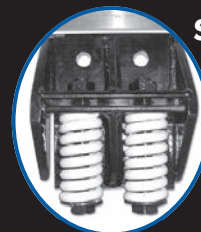
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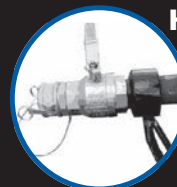


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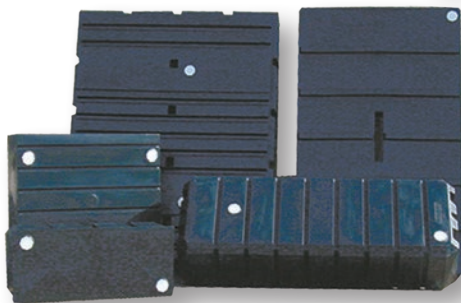
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Interior View of Deluxe TJ-III



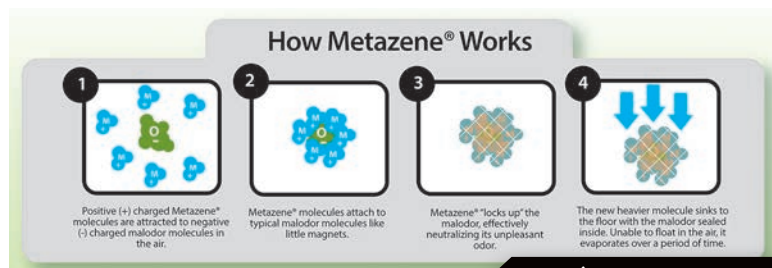
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SURCO SUPPRESSES ODORS WITH METAZENE ADDITIVE

in the
SPOTLIGHT
By Anthony Drew

The wastewater industry comes with more than its fair share of lingering odors. Foul-smelling facilities can leave business owners with foul-tempered customers. Odor control products are crucial in the septic pumping, portable sanitation and wastewater treatment fields. **Surco Portable Sanitation** promotes **Metazene** — the additive it uses for almost all its odor-control products — to help with odor challenges.

Developed by Surco's in-house aromatics technology team, the scentless additive is designed to suppress odors at a molecular level by rapidly binding to malodorous molecules and leaving them undetectable. Once Metazene has done its work, the new heavier molecule sinks to the floor and evaporates over time, according to Tonya Ray, odor control specialist for the manufacturer.

Surco uses Metazene in its portable restroom deodorant, washdown additive and other odor-control products.

Ray says the company has discovered that when two different fragrance elements are paired properly, it can have a positive effect on odors. "A simple example would be pairing lemon with fish to neutralize the fishy smell. Fruity and sweet fragrances tend to neutralize sewage odors best," she explains.

Surco utilizes specific counteracting fragrances in conjunction with Metazene to get enhanced results for targeted odors. "I guess you could say that Metazene — along with high-quality fragrance pairing — is our 'secret ingredient' in odor control," says Ray.

Although Metazene can be used in many vapor-phase applications including air fresheners, aerosols, pump sprays, passive air fresheners, candles and more, Surco prioritizes the odor-control deodorant liquids, toss packets and specialty products demanded by the wastewater industry.

"Some products contain the blue dye and others do not, some are water soluble and others are oil based," says Ray. "Each wastewater treatment facility has to decide which product works best in their particular situation after proper testing. Since the early 1960s, Metazene has been successfully used in candles for neutralizing odors. This is because its formulation is resistant to high temperatures."

In an effort to leave as small an environmental footprint as possible, the company only offers products that do not contain the toxic chemical formaldehyde.

412/252-7000; www.surco.com.

VALLEY INDUSTRIES HARDCORE HOSE REELS

HardCore fluid-handling hose reels from Valley Industries are made with corrosion-resistant Schedule 40 316 stainless steel. Available in manual and electric drive units, frames are made of lightweight aircraft-grade aluminum. The electric drive units use a heavy-duty gearbox system and can be disengaged for easy unspooling. **800/864-1649; www.valleyind.com.**



COXREELS ROLLER BRACKET ASSEMBLIES

The roller bracket assemblies for the Challenger Series from COXREELS assist in guiding the hose during extension and retraction. They are only available in a four-way upper roller format due to the compact size of the Challenger platform. They are available in 8-, 12.5- and 18-inch-wide drums, depending on the size of the Challenger model. **800/269-7335; www.coxreels.com.**



THE JT10 HORIZONTAL DIRECTIONAL DRILL FROM DITCH WITCH

The compact JT10 horizontal directional drill from Ditch Witch is powered by an air-cooled, Tier 4 66 hp Deutz diesel engine, provides 10,000 pounds of pullback force and a standard 16 gpm mud pump. The drill is equipped with an onboard 40-gallon fluid tank, drill-pipe capacity of 324 feet and quicker cycle times. The JT10 also features an ergonomic operator station with a traversing seat that positions the operator in the center of the pipe rack for easy-to-reach pipe handling and comfort. **800/654-6481; www.ditchwitch.com.**

VACTOR RAMJET 850 SERIES TRUCK JETTER

Vactor Manufacturing has updated the RamJet 850 Series truck jetter, offering an optional aluminum rear shroud with heavy-duty, see-through Lexan windows that keep the hose and components warm while working in extremely cold conditions. It comes standard with a certified water pump flow of 0 to 80 gpm at variable pressure up to 2,500 psi at the hose reel, and features a choice of front or rear hose reel locations. **800/627-3171; www.vactor.com.**

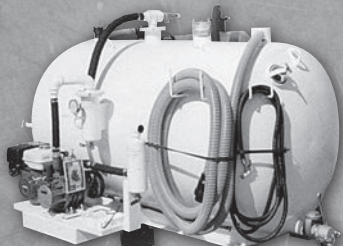


SJE-RHOMBUS EZCONNEX SYSTEM

The EZconnex Float Connection System from SJE-Rhombus installs float switches in a wet well for level control applications. It includes an electrical wiring manifold with mounting bracket and hardware. The manifold features three quick-release float switch connection ports. A single six-conductor direct burial cable has red-blue-yellow wire pairs that match the R-B-Y imprint on float housing to aid installers in field wiring. The EZconnex system is rated for short-term water submersion and is CSA certified. **888/342-5753; www.sjrhombus.com.** ■



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INDUSTRY NEWS

Clear Computing merged with 1bg.com

Effective January 2017, Clear Computing merged with 1bg.com, a Colorado-based service software development firm, to form ServiceCore. Current users will not see a change in service and software support team will not change.

Satellite Industries launches new website

In conjunction with their newly opened TruckXpress division, Satellite Industries has launched a new website, www.satellitetruckxpress.com. TruckXpress manufactures vacuum trucks for portable sanitation and septic service in North America.

Imperial Industries' new manufacturing facility

Imperial Industries built a new 70,000-square-foot manufacturing facility for their commercial liquid waste tank operation. The additional building brings Imperial's total manufacturing square footage to 200,000 and includes five lines for making stainless steel, aluminum and steel tanks, a new burn table, a dedicated blast and paint booth, and five final assembly lines. ■

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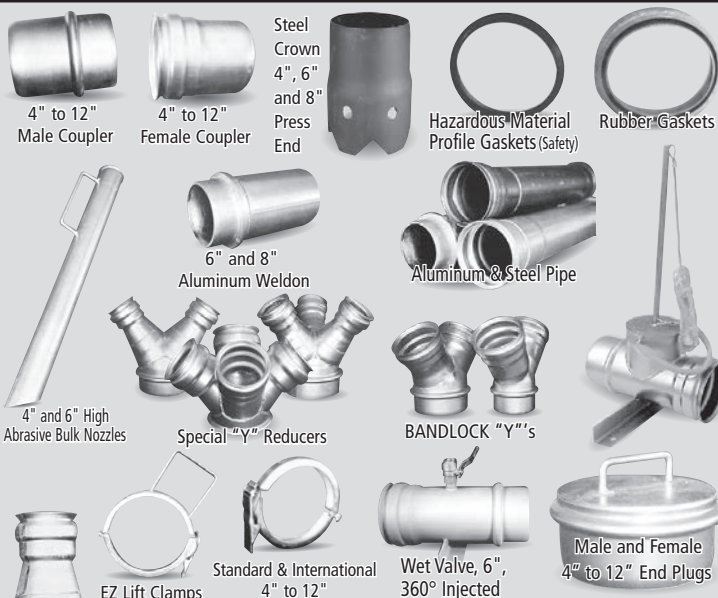
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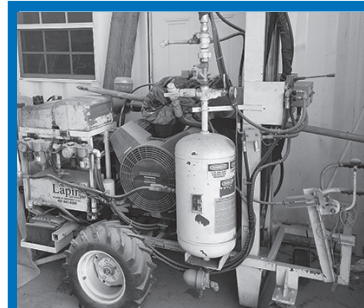
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O'Brien trailer jet, 30gpm, 3/4" hose, Wisconsin engine. Hose and fuel tank needs to be cleaned, but runs and works. Comes with root saw. \$3,000 OBO. 715-533-2262 (P04)

Trailer Jet SRECO 2004, 4-cylinder Ford - gas, Myers-35-20 pump, 750-gallon poly tank. Very good condition. \$11,750 OBO. tpm.markey@gmail.com or call 734-365-4035 (P04)



2010 PipeHunter jetter trailer: 25gpm, 4,000psi. Over \$5,000 in tips. 500 hours. \$30,000

Mike 443-235-5979, DE P04



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

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



2003 O'Brien FC-3515 sewer jetter, 3,500psi, 15gpm, Kubota diesel powered. 300-gallon water, 500' 1/2" hose, regularly maintained. Low hours, stored indoors. Solid machine. Delivery available. \$9,500

330-231-5943, OH P04

SECA 900-gallon fiberglass tank, Myers D65-20 pump, 6-cylinder Perkins diesel, 1-inch hose, low hours. Nice machine. \$14,400 OBO. 734-365-4035 (P04)

Pumper

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JETTERS-TRUCK



1999 SECA 747-SP: 40 gpm @ 2,000 psi, 700-gallon poly tank. 4,940 hours. Mounted on ex-municipal truck with 37,400 miles. \$14,000

608-835-7767, WI PBM



1990 Aquatech Jet, International 4700, DT466, 5-speed, 158,000 miles, hydraulic brakes, under CDL. 1,500-gallon stainless tank, 65gpm Myers pump, Ford power unit with recent long block. \$15,000. Also have O'Brien trailer jet - \$3,000.

715-533-2262, WI P04

Myers Ram jet, 1986 Ford F-700 Ford diesel, Myers D65-20 pump. 500-ft of 1-inch hose. 70,000-miles. Like new. \$14,500 OBO. 734-365-4035 (P04)

Vactor 850, 1984 GMC 8.2 diesel. 600 feet of 1-inch hose. Tank needs repair. \$4,500 OBO. 734-365-4035 (P04)

LEASE/FINANCING

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)

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www.pumper.com/
classifieds/place_ad

MISCELLANEOUS



Arkal set of (8) 3" Spin Klin automatic disc filters with 4" stainless steel manifolds and Alex-Tronix controls. 2 units available \$5,400 each

For more information call
863-984-8994 P04

PORTABLE RESTROOMS



(10) Double-basin Sinks, (10) Double Trailers, (7) Fresh Flushes, (1) Service Truck: Currently selling 10 PolyJohn Appause double-basin sinks, 7 Satellite Fresh Flush units, 10 PolyJohn double field trailers (holds 2 PNJ3's), 1 2007 Ford F-450 with 200-gallon fresh and 375-gallon waste tank. Asking: Sinks - \$250 each; Fresh Flushes - \$1,000 each; Trailers - \$800 each; Service Truck - \$40,000. Located in Illinois. Call or email for more information:

217-239-5646, IL P04
ipt-info@gullifordservices.com



150 Olympic fiberglass units, white in color, construction grade. \$175 each
Call/text 712-433-1662, IA
terrysseptic@gmail.com P05

20 blue with yellow top, construction grade, wood/plastic skids portable restrooms. \$225 per unit. Scott 706-832-5224 (P04)

100 construction-grade PolyPortables/Poly-Johns. Miscellaneous green, tan, & brown. \$275 each. Please call or text 712-433-1662. terrysseptic@gmail.com. (P04)

PORTABLE RESTROOM HAULERS

Six (6) PolyJohn double trailers. Prices vary by condition. Two are new. One (1) Explorer 12-unit hauler. \$2,500. 860-623-2313 Connecticut (P04)

PORTABLE RESTROOM TRAILERS

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

PORTABLE RESTROOM TRUCKS



2002 Isuzu FTR: Allison automatic, air brakes, air-conditioning, under CDL. 1,100-gallon sludge/400-gallon water. Keith Huber Princess IL. \$22,900

401-663-1002 P04



1996 International 4700 LP, holds 500 gallons wastewater and 250 gallons freshwater. \$10,000

Call 724-947-9008, PA P04



1999 International 4700 LP pumper, holds 500 gallons wastewater and 250 gallons freshwater. \$10,000

Call 724-947-9008, PA P04



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 P04



2012 Ford F550: 6.7 Powerstroke diesel, 350/650 Dynavac tank with pressure washer. Currently has 86,000 miles. Ford factory-installed motor at 75,000 miles and factory-installed transmission at 85,000 miles. More pictures available upon request. \$38,000

Call Tom 330-562-8300, OH
or tom@arisrentals.com P04



2009 Hino 338 rated under CDL. Keith Huber Princess 1,700 gallon (1,300 waste/400 fresh). Single side service lowered work station. Masport HXL75V, Burks washdown pump. Allison transmission. 215k miles. Built in 2010. \$44,900

For info & pics contact
pflynn@superiorportables.com
or 330-733-9000, OH P04

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

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2010 Hino 268 under CDL. Keith Huber Princess II 1,500-gallon (1,100 waste/400 fresh) Dual side service lowered work station. Masport HXL75, Burks washdown pump. Allison transmission. 257k miles. \$44,900

For info & pics contact
pflynn@superiorportables.com
or 330-733-9000, OH

P04



2004 International 4300: 6-speed manual, 1,100 gallons waste, 400 gallons fresh. Had an engine overhaul at 264,455 miles. Also has a new radiator, fan, clutch, water pump, front tires, shocks and brakes. 280,500 current miles. \$39,000

johnsanitation1@yahoo.com
248-437-0841

P04



2000 International Model 4700, T444E motor, automatic, air conditioning, PTO-driven Masport pump, 2-unit carrier. 1,000-gallon waste, 500-gallon fresh. Good shape and excellent running, only 85,662 miles. \$24,995 OBO

Call/text 712-433-1662, IA
terrysseptic@gmail.com

P04



2008 Ford F450, V10, 4x4, Aluminum 300 waste/150 fresh. Conde pump, water pump, 25' Tiger hose, 2-unit carrier. Good running/good shape. \$14,995 OBO

Call/text 712-433-1662, IA
terrysseptic@gmail.com

P04



2006 Ford F550 portable toilet truck built by Satellite. 135,000 actual miles. 650-gallon sewage, 300-gallon fresh-water. Ready to work. Located in Nevada. \$22,000

Call during work hours
775-635-9600

P04



2013 Ford F550 for sale: 160,000 miles. Brand-new, 2-month-old engine with a full 2-year warranty. 1,200-gallon split tank - 900 waste, 300 fresh water. Truck is in good shape. \$39,950

Call Tobia 518-622-3353, NY
or email
Theresa@BigTopPortableToilets.com

P04



2003 GMC: 237,346 miles. 900-gallon split tank - 600 waste, 300 fresh water. Truck is in fair condition. \$16,900

Call Tobia 518-622-3353, NY
or email
Theresa@BigTopPortableToilets.com

P04



2007 International 4300: PRICE REDUCED - MOTIVATED SELLER. Portapotty servicing. 500 freshwater/1,000 waste. 560k miles, diesel. \$19,999

Call/text 949-244-8698
or 949-892-8249, CA

P04



2005 GMC 5500: 400 water/900 waste, Duramax diesel 6.6L, Allison 5-speed auto. 3,500psi jetter/power washer, Fruitland Model 500 396cfm, dual side service, heated valves, 19,500 GVW. Excellent maintenance. Great for grease traps and small septic tanks too.

Call Mike 419-865-4830, OH

P04



2006 International City Freight 500: 6-cylinder diesel, 93,000 original miles, auto transmission. Stainless tank built in 2013, Conde pump electric start Honda, pail dump & water pump. 6-unit carrier with liftgate, 60 inch & 32 inch aluminum tool boxes with stainless doors. Tires are 80%, trailer hitch. Truck is ready to work!

Call 989-284-9193, MI

P04



2006 Ford F550, Satellite-built truck, 6.0 diesel, automatic, 600 waste, 150 fresh, 150 fresh. 2-unit carrier, Conde Super 6 pump. Excellent running truck, good shape. \$26,995 OBO

Call/text 712-433-1662, IA
terrysseptic@gmail.com

P04

2000 Chevy 3500 5-speed 2WD Vortex pump truck. 81,896 miles. Crescent tank. Excellent interior & running condition. \$15,000. 607-437-9497 (P04)

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)



2013 Ford F550: 6.7 Powerstroke, power windows/power locks, 179,000 miles. Still in service so mileage will increase daily. Aluminum 1,200-gallon tank - 900/300. Masport HXL4V pump. Burks washdown pump. \$47,500

bill@talquinpr.com, FL

P04

2006 Freightliner M2, C7 CAT, 6-speed manual, air brake, 26k GVW. 500/300 split aluminum Kee-Vac tank, 500-gallon plastic chemical tank, AMT washdown pumper. Carries 8 toilets, liftgate, Masport pump hydraulic drive, tool boxes. Low miles. \$37,500 OBO. Text or call for info. Richard 620-629-7212 (P07)

2008 Isuzu NPRHD: Crescent flat tank, 6-unit carrier, 120,000 miles, diesel/automatic/exhaust brake. Thieman liftgate, 550w/250f, Masport pump. Dual side service, worklights. Serviced every 5,000 miles. Clean truck. \$39,000. 203-748-6906 (P04)

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)

Selling International septic trucks and a international 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 - \$16,000. GMC TopKick with 700-gallon capacity tank - \$5,000. 1,100-gallon capacity septic truck - \$16,000. Location: Brighton, Michigan. Call Bart at 810-217-4639. (P04)

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)

PORTABLE SINKS



TJ Junior Sinks, 20-gallon fresh, 20-gallon gray, 6 oz. soap, paper towel dispenser, rolls on 12" wheels. Hands-free operation, excellent shape - only used at one event. Basically brand-new. \$175 each OBO

Call/text 712-433-1662, IA
terrysseptic@gmail.com P04

30 blue Satellite Breeze handwashing stations. Nearly NEW! \$300-\$375 each. 605-553-5993. Brandon, SD (P04)

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

Lapinservices.com in Orlando, FL is seeking experienced septic installers and/or pumpers, and Vactor operators. Minimum 5 years required, clean CDL, sales, customer service. Great pay/benefits. 321-436-0150 (P04)

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)

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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)

2011 Fruitland Vacuum Pump - Model 500 LUF; Ser: 517549; Location: 4008 Main St., Dallas, TX. \$2,200. Phone 214-824-7276 (P06)

Two (2) new Goulds submersible lift pumps. Model# WS 5012 D4, 5hp, 230-volt single phase, 3" discharge. \$2,500 each. Call 419-358-1936. (P04)

RENTAL EQUIPMENT

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

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)

ROLL-OFF TANKS



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

KLM Companies
617-909-9044 PBM

ROLL-OFF TRAILERS

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

SEPTIC TRUCKS



2009 International WorkStar: International engine, 225,000 miles, 4,200-gallon Curry vac tank, Masport pump. \$65,000

248-431-5899, MI
davidjanette@comcast.net P04



2014 Kenworth T-270: Cummins 325hp, EF 8-speed, 127k miles, Jurop RV360. New tires all around, new paint tank & frame. Great truck. \$71,900

804-895-6355, VA P04



2005 Mack: 677k miles, AC310/330hp diesel, 4,000-gallon tank.

Andrew 561-302-7195, FL
Andrew@raiderroooter.com P04



1999 Sterling pump truck, tandem axel, 374k miles. CAT 3126 engine, new injectors in 2016. 8LL Eaton transmission. 3,200-gallon tank, new Jurop vacuum pump. Email for more pictures. \$37,500

Brian 218-428-0391, MN
Brian@septiccheck.com P04



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. \$68,000 FIRM

678-898-2928, GA PBM



2007 Freightliner M2 Business Class: CAT C7, 275hp, 6-speed manual transmission, 185k miles. NEW tires, wheels, brakes, drums. Complete service and DOT inspection. NEW 2,500-gallon vacuum body, LC420 pump, LED lights, spray-in bed liner, large tool box. BEST OF EVERYTHING. Delivery included to lower 48. \$58,000

Call/text 734-309-2093, MI P04



1997 Freightliner FLD120: 3406E CAT 550hp (overhauled 2-16), 206k miles, 18-speed, air ride, full lockers. 4,400-gallon Imperial aluminum tank, 150-gallon water tank w/General 10gpm @ 3,000psi pump. \$45,000

717-738-2149, PA P04



1994 International 4900: 2,200-gallon, all new tires, many new parts. Runs good. No resale calls. \$16,000

304-266-7147, OH P04

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New DFI 2,100-gallon vacuum system, 317cfm pump, fully hydraulic with warranty. Mounted on a 2003 Mack CH612 single-axle chassis with Mack 275hp diesel, Eaton 7-speed, 355,161 miles, new paint, DOT. Ready to work. \$46,900 + tax
800-526-6480, GA P04



2009 International 7500: 184,000 miles, air ride suspension, working a/c. 4,200-gallon tank by Transway, 900cfm Robuschi blower. \$60,000
574-848-7704 P04
MiddleburySeptic@yahoo.com



2004 Ford F650: Powerstroke engine, 96,000 miles. 1,500-gallon tank. Cab white, tank green. Used for used cooking oil. \$24,000
407-947-2191, FL P04



2002 International 4400: DT466, 269,000 miles, Allison 3060P. 2,400-gallon Jay's hoisted tank (steel), 747 National Vacuum blower, air push axle. \$35,000
218-744-4443, MN P04

2009 International 7500: MaxxFlex 10, 10-speed, 210,000 miles. Vacutrux 4,083-gallon galvanized tank, hoist and vibrator, automatic greaser. Fruitland 500 vacuum pump, 100' 3" hose. \$68,000 US. 902-895-8559 (P04)



2017 Freightliner 4700SB: 4,000-gallon Imperial TMV4000A with an NVE4307 (535cfm). \$165,900. Get this package for as low as \$2,403.73 a month.
Kyle 715-359-0200 P04



2017 International 7500: 4000-gallon Imperial TMV4000A with an NVE607 (357fm) and a CAT jetter. \$164,877. Get this package for as low as \$2,388.91 a month.
Kyle 715-359-0200 P04



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 P04



2004 International with 1992 Keith Huber Dominator. Truck has 295,980 miles on it; 200-gallon tank has original identification plate. Asking \$37,500
Danny 228-832-5600, MS P04



2010 International 5900i PayStar: Cummins ISX, 525hp, 18-speed, Fruitland pump. Hendrickson air ride, 18/46 axles, double frame. New red paint on 4,600-gallon J&J lined tank. Low miles, loaded cab, very nice inside and out. Located in Michigan. \$105,000
Call 810-614-9141
or 586-996-5552 P04



2000 International 8100, M11 Cummins, Eaton-Fuller 10-speed transmission, airbag suspension, twin screw. 2,500-gallon Mid-Continent tank, external bracing, hydraulic lift tank, 3-foot rear-open door hydraulically. HXL 400 Masport 400 HXL, 400cgm, heated valves. Excellent running and good condition. \$39,995 OBO
Call/text 712-433-1662, IA
terrysseptic@gmail.com P04



2002 International septic truck: DT466, 6-speed plus transmission, less than 50,000 miles. 1,500-gallon Lely tank, new tires. \$29,995
Call Wayland 325-236-5485 P05

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. \$29,900. Used **Presvac PV750** vac pump for sale, recently overhauled. \$2,500. Contact Frank@ActionKingServices.com or 978-452-7750. (PBM)

1992 International 9300 Eagle: 70,560 miles! Cummins engine, Eaton-Fuller transmission, Hendrickson suspension. 33' length. Engine brake, diesel, tandem axle, PTO, steel wheels. Front 18,000, rear 21,000. New grill in box. Current maintenance records. Evan 970-667-5405 (P04)



2000 International 8100: DT466, 7-speed transmission, a/c, cruise. New 2,500-gallon tank with stainless steel hose trays. Fruitland 500 vacuum pump. New drive tires, paint and aluminum wheels. Sharp truck! \$34,000
740-961-7431, OH P04



2015 Peterbilt 348: Paccar PX-9 330hp, Allison 3500RDS automatic transmission, 20,000 FA, 40,000 RA, Air Trac suspension. 81,000 miles. 4,400/200-gallon tank with Jurop RV360 vac pump and General 4,000psi 4gpm jetter system. All aluminum wheels. Asking \$119,800. Also have a **2012 International** with 2,500/200 single axle for sale, 186,000 miles, \$68,000

Scott 318-780-1731, LA P05



1988 Kenworth pumper: LTA10 Cummins, Jurop R260 pump. Holds 4,000 gallons wastewater. \$22,500
Call 724-947-9008, PA P04

Five (5) older pump trucks with full-opening rear doors for sale. All are in good shape and work daily. 3,000 to 3,600 gallons with large Jurop pumps. Contact Joe Waters @ 775-691-1403. (P08)

2000 Mack 600R: Mack motor 350hp, 4,000-gallon Transway tank and pump - \$35,000 or best offer. 1995 Freightliner Cab Over: Cummins motor 390hp, 3,500-gallon tank with pump - \$25,000 or best offer. Contact Dave at 484-274-1356 or email dottersepticsservices@yahoo.com (P06)

2011 International DuraStar: 33,000 GVW, 6-speed, 100,000 low miles. 2,500-gallon Progress aluminum tank. Also 100-gallon tank for PTO-powered jetter w/electric reel. \$61,500. 765-744-0862 (P04)

SEPTIC TRUCKS

1995 Ford F-800: 8.3 Cummins, 6-speed, 254k miles. NVE pump. 2,200-gallon tank. \$18,500 OBO. 951-830-4840 (P04)

2002 International: 2,500-gallon tank, used daily. 360,000 miles. Good starter/back-up truck. \$19,500 OBO. 715-325-7282 (P04)

2007 Freightliner M2, C7 CAT, 6-speed manual, air shift, PTO shaft-drive Masport 75. 1,800-gallon tank. 22.5 tires. 110k miles. Send message for pictures. \$29,500 OBO. 620-629-7212 (P07)

2005 Peterbilt 335, single axle, 265 Cummins, 6-speed transmission. 56,032 miles, aluminum wheels, 16' rig 16,000 lb. winch. \$39,500 OBO. For more info and pictures please contact us 731-424-1114. (P04)

2005 Peterbilt 357 Tandem, 425hp Caterpillar, 10-speed transmission. 267,119 miles, aluminum wheels, new tires. 17' septic tank rig, 25,000 lb. winch. \$57,500 OBO. For more information and pictures please call 731-424-1114. (P04)

2007 International 4400: Automatic, 160k miles, 2,800-gallon aluminum tank with hoist, Masport 400 pump. Pictures on request. \$59,900. timothyking25@comcast.net; 804-325-4100 (P04)

2005 International 7400: 226k miles, Allison automatic, 2,800-gallon aluminum tank, Jurup pump. Pictures on request. \$36,500. 804-325-4100; timothyking25@comcast.net (P04)

2005 International 4300: 147k miles, new 1,870-gallon tank, New Jurup pump. Perfect truck. Central Arkansas. \$41,000. Caleb @ 281-914-1192. (P04)

2000 Peterbilt Model 377 tri-axle, C-12 motor, jake brake, 10-speed, air ride. 4,500-gallon steel tank, Jurup LC-420. New brakes, tires. \$45,000 OBO. Call 715-546-2070. WI (P05)

2005 Kenworth T-800: CAT 475, 18-speed, 20k front, 48 air ride. 4,000-gallon aluminum full-opening rear door, RFW 200 vacuum pump. Brakes 90%, rubber 90%. Truck works every day. \$60,000. 800-696-0761 (P05)

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)

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

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)

2012 International 4300: 230hp, diesel, auto, 159,000 miles. New 1,850-gallon steel vacuum tank, new Masport pump. **www.pumpertrucksales.com.** Call JR. @ 720-253-8014, CO. (PBM)

2011 International 4300: 230hp, diesel, auto, 195,000 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)

TANKS



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

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



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

Two 2,500-gallon vacuum tanks with side decks, 1/4" thick, 5' diameter, about 16' long. Both used but in good condition. \$2,000 each. 715-533-2262 (P04)

2,000-Gallon lined steel vacuum tank. 500 fresh/1,500 waste. Good condition. Complete with primary/secondary valves, etc. Sold "as is". \$4,000. For pics/info call or text 928-920-4471. (P04)

New Aluminum Tanks - READY FOR DELIVERY - LOWEST PRICE AROUND. **Without work stations/two-compartment:** 1,250-gallon: \$12,500. 1,500-gallon: \$14,000. 2,000-gallon: \$20,100. 2,300-gallon: \$21,200. **Single compartment:** 2,000-gallon: \$17,300. 2,300-gallon: \$20,300. 2,500-gallon: \$22,500. 2,800-gallon: \$23,000. 3,600-gallon: \$24,300. 3,600-gallon w/rings: \$26,300. 4,000-gallon: \$26,700. 4,200-gallon: \$27,700. 5,000-gallon: \$31,500. Additional options: Work stations. Stainless steel tanks. Call Chad Walsh with Advanced Services, Inc. 218-391-8882. (P05)

15,800-gallon carbon-steel horizontal storage tank. Cradle legs included. Excellent condition. 27' x 10' diameter. \$17,500 OBO. 540-556-2011 (P04)

Looking for a good aluminum dump tank with hoist. 36-inch rear manway or full open. 4,250 gallons or bigger. Phone 501-326-7800 (P04)

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

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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)

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

TRAILERS- VACUUM/TANKER



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

Call Kyle 800-558-2945 Ext. 424 PBM



2010 Acro 6,000-gallon vacuum trailer, 2002 Mack CH tractor. 264,000 miles, 427hp, 13-speed. 14,500 lb. front, 44,000 lb. rear, air ride. \$60,000

Joe 631-566-4209, NY P04

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

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

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Tim 781-330-3468, MA P04

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907-398-5263
mattietzring@gmail.com P04



1994 International, 60 Series Detroit, 3,200-gallon tank, Jurop pump. \$25,000

Shannon 828-361-3390, NC P04



1993 International: 2,500-gallon tank, Masport pump. Truck runs and pumps good. Must sell. \$10,000 OBO

828-361-3390, NC P04



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. 182,212 miles. Runs great, ready for work. \$15,000

802-733-2517, VT P04
aaronseptic241@hotmail.com

2004 F550 stake truck: Holds 7 toilets with Tommy lift and Imperial tank behind cab. 157k miles. \$16,500. Pictures upon request beckpar@yahoo.com or call Paul at 715-927-7290. (P04)

TV INSPECTION



IBAK Lateral Launch & Mainline System in a 2011 Dodge Sprinter 3500 with 170" wheelbase & high top with work area a/c. 121k miles. Complete truck with PipeLogix Software, 5,000-watt diesel onboard generator. Orion-L lateral navigating camera. Operates perfectly. \$95,000

Contact Jeff for details
330-733-3711, OH P05
jgrubbs@superiordrain.com

VACUUM EQUIPMENT

2002 GapVax HV 5700 in working order. 5,861 blower hours. Needs some metal repairs, but is fully functional as is. \$65,000. Dan McCleary 813-376-1147 (P04)

Jurop PN33, never used - \$700. Conde SDS6 pressure/vacuum power pack, 9hp Honda, like new - \$1,500. 407-947-2191 (P04)

VACUUM LOADERS

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

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

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

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

2006 Sterling L7400: 4-stage blower, 300hp CAT. Allison 6-speed automatic. New hydraulic-drive motor, new fan bearings. \$32,000 Tony 508-248-6439 (P04)



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

617-212-0162, MA P04

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We are looking to purchase used portable toilets and half-high toilets. Please contact Lance at lance@redtoilets.com or call 561-346-9296. (P07)

Wanted: Trailer-mounted jettors. Working or not. NO rusted-out junk. Must be all complete. Phone 501-326-7800 (P04)

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

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For Sale: Two (2) Myers M1610K40 - pumps only. **www.waterjettingequipment.com** or phone 714-259-7700. (PBM)

FOR SALE - Make offer: 2011 Jetstream, 325hp, 4200, 40K, 11gpm, 2,700 hrs. 2004 NLB 165 40201D 6gpm 4,500 hrs. 2014 Hammelmann 85hp 2.5gpm 50K 800 hrs. Terydon cutting system, 2 Terdon guns, 2 RSV valves, miscellaneous 40K equipment. Call or email George Hardwick: 423-595-2136 or 423-509-2099; georgehardwick1275@gmail.com (P04)

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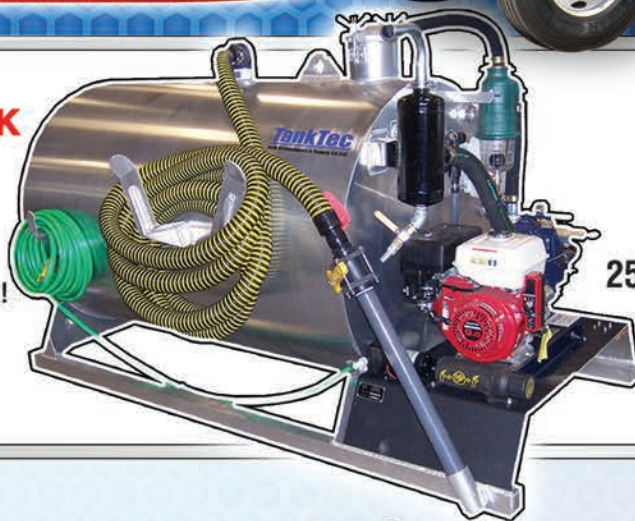
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