

Pumper

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May 2017 pumper.com

ONWARD AND UPWARD

David Knight overcomes severe injury and other setbacks to build a successful pumping business

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THE BIG ISLAND

New York's Jim Ehde diversifies to serve the many needs of a busy Niagara River tourist center

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20 Onward and Upward

- Kyle Rogers

Mississippi's David Knight overcomes a severe construction injury and multiple setbacks to build a thriving full-service septic business.

ON THE COVER: David Knight persevered after part of his leg was amputated following a construction injury to grow successful pumping business Knight Environmental in Caledonia, Mississippi. Knight is shown with his septic service truck, a 2005 Peterbilt with a 3,000-gallon tank and NVE pump built by House of Imports. (Photo by Meggan Haller)

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- Sharon Verbeten

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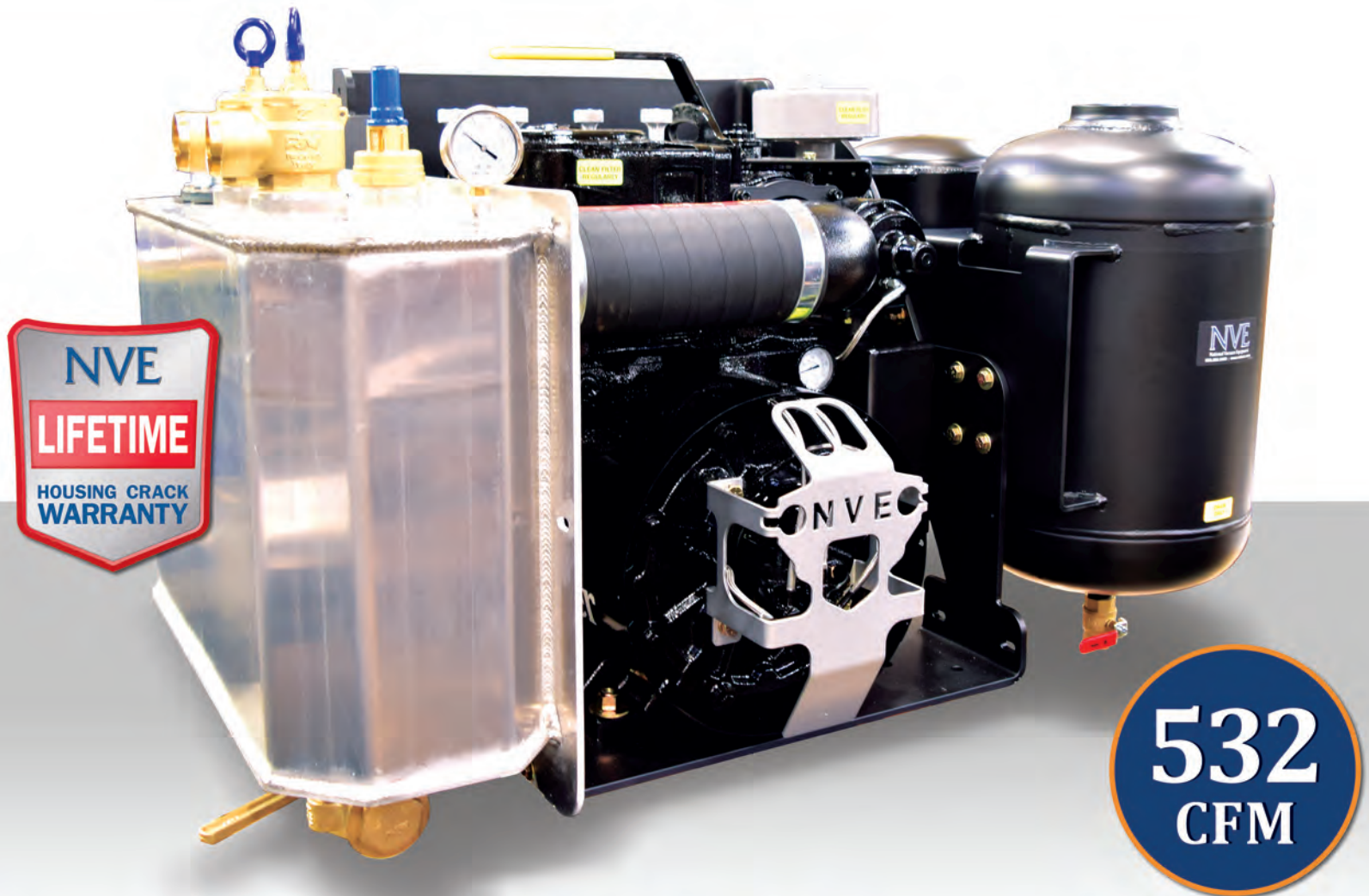
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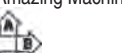




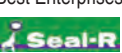












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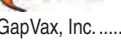


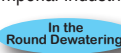


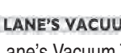

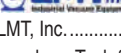




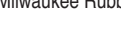
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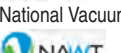


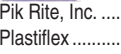



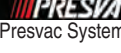




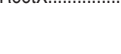




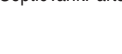



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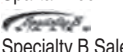








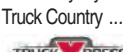


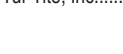



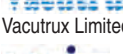
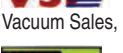





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Contact Jim with your comments, questions and opinions at editor@pumper.com.

We've Lost Colleagues and Friends

The concepts of dealing with loss and overcoming obstacles come to mind as we reflect on the passing of key contributors to *Pumper* and tell the story of a persevering pumper **By Jim Kneiszel, Editor**

We were dealt a blow recently with the passing of a colleague, writer and wastewater industry watchdog Doug Day. In his work for *Pumper*, Doug reached out to state and provincial wastewater trade associations to put together our monthly State of the States feature. Several years before we started that feature in 2013, Doug also began sifting through news items to produce our Rules & Regs columns. And Doug also occasionally pitched in with contractor profile stories and podcasts, where he took advantage of his trained radio voice to interview some of you over the years.

Yes, he was a jack-of-all-trades, both in the magazine work and in other areas of his career and life. As mentioned above, he worked many years as a radio announcer in the cities around his hometown of Two Rivers, Wisconsin. He also served on the local city council, including two years as council president. He was passionate about his job as a high school sports official, and he ran his own advertising and public relations agency.

Doug was a true communications professional. He knew how to relate to everyone, from our trade group executives to the pumper in the field. He gathered news efficiently, knew how to separate the important from the mundane, was a competent interviewer and writer, and turned in his copy on deadline. That's about the best you can say for a journalist.

On a personal level, Doug was a good guy and a straight shooter. Though we didn't travel in the same circles, I could tell he was well liked by the folks in Two Rivers and appreciated for the many hours he spent volunteering for one local cause or another. Every hometown needs a core group of people like Doug, hard workers with skills who care deeply about making their corner of the world a better place to live. I know many of you pumpers are the same kind of boosters for your hometown.

Doug passed away Jan. 21 at age 60. That's way too young. He had so much more to give to his clients, radio listeners, local athletes, his community and the wastewater industry.

We remember Ed too

Doug is our most recent loss, following the death last fall of Ed Wodalski, our own industry equipment expert and a COLE Publishing contributor for more than 25 years. Ed passed away Sept. 21, 2016. He was 64. I miss his friendship as well as his astute editing and writing skills.

Many of you will remember Ed from his inquiring mind as he learned about new products on the floor of the WWETT Show, or as he would know it better, the Pumper & Cleaner Expo. Ed attended many of the tradeshow over the years, taking photos, gathering product specs and getting to know pumpers from all corners of the U.S. and Canada. Ed excelled in understanding the nuts and bolts of this industry, especially all parts of the vacuum

Every hometown needs a core group of people like Doug, hard workers with skills who care deeply about making their corner of the world a better place to live. I know many of you pumpers are the same kind of boosters for your hometown.

trucks, and there is a good reason.

Ed had a passion for old cars and trucks, and was a big fan of racing, especially NASCAR. At one time he ran his own racing magazine, *Speed Scene*, worked at the local tracks, and was proud of his friendship with the older generation of drivers, especially Wisconsin native Dick Trickle. And Ed's garage was full of projects of his own, including 1950s Chevy pickups and a 1979 MGB sports car he had recently restored.

Many of you had the good fortune to work with Doug and Ed on stories. I wish all of you could have shared a conversation with them. Both are and will continue to be missed.

IN THIS ISSUE

I was struck by the resilience of pumper David Knight and his family when I met them at the WWETT Show last year. David and his wife, Andrea, explained the challenges they've overcome to build a successful company, Knight Environmental Services, in Caledonia, Mississippi. They endured the ups and downs of the construction market, were able to purchase back part of his family's pumping business, and they pulled together to get through some really tough times after David broke both of his feet in an accident and had to have one leg amputated from the mid-calf.

But wait, there's more. David fought his way back, eventually running in a 5K race and built the business to include full-time technicians, and is getting new equipment paid off. I was inspired by the story of hard work and perseverance, and was determined to see it told in the pages of *Pumper*. And so it is this month, with writer Kyle Rogers' contractor profile, entitled "Onward and Upward." Please join me in congratulating David and his entire family for their well-earned success.

Also in this issue, you'll find a new feature, States Snapshot, which introduces readers to a wastewater professional who is actively involved in a state or provincial industry trade association. We're kicking it off by visiting

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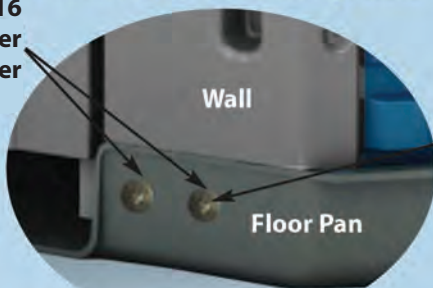
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FINDING THE CAUSE

fixing effluent screens

If a screen requires more frequent service than anticipated, either the effluent screen or the wastewater characteristics must be evaluated to find the cause of premature clogging. To learn how to troubleshoot effluent screens, check out the recommendations in this article by engineer Sara Heger, who works as an onsite sewage treatment instructor at the University of Minnesota.

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“I said, ‘I want to put as many toolboxes on this thing as we can fit, in any spot that we can do it.’”

— *Tailor Your Truck to Your Needs, Not the Other Way Around*
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ASSEMBLING TRUCKS

building a business

Mike Stancil has a background in building trucks in the solid waste industry, and he puts that experience to good use now that he owns a septic services company. To date, Stancil has assembled 17 vehicles for his fleet working out of a shop on his property. As you can imagine, he's got just about every tool known to man.

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When you've got a good thing going, stick with it. That's how John Ackworth approaches his business, and it's the reason he's worked with the same few truck companies year after year. His fleet is uniform, the trucks' parts are interchangeable and Ackworth wouldn't have it any other way. Read about how he found his latest purchase on the floor at the WWETT Show in Indianapolis.

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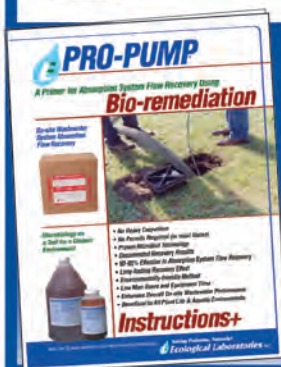
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The team at Knight Environmental includes, from left, Jason Dyer, Tommy Kidd, Tina Lewis, David Knight, Andrea Knight, Toby Houde and Morris Saddler Jr. (Photos by Meggan Haller)

ONWARD AND UPWARD

Profile

Knight Environmental Services

Caledonia, Mississippi

OWNERS: David Knight

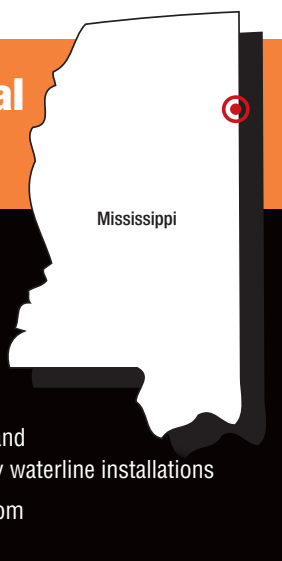
FOUNDED: 2011

EMPLOYEES: 6

SERVICE AREA: Five-county area, about 50-mile radius around Caledonia

SERVICES: Septic pumping, installing and maintenance; portable restrooms; utility waterline installations

WEBSITE: www.knightenvironmental.com



Mississippi's David Knight overcomes a severe construction injury and multiple setbacks to build a thriving full-service septic business

By Kyle Rogers

In 2012, David Knight was well on his way toward establishing a successful pumping company despite being only a year into the business venture. Although still largely a one-man operation, Knight had built a solid list of pumping clients and purchased an excavator to begin branching into septic repairs and installs.

Then everything came to an abrupt halt. While finishing up construction on a home he was building for family members, Knight had an accident, falling into the foyer of the home, and broke both of his feet.

"It was pretty devastating since I didn't have any full-time drivers or anything," Knight says. "I crushed my heel on my right side, and I already had a plate and several screws in my ankle on the left side, so when I hit the ground it destroyed my ankle joint. I was wheelchair-bound for four months."

(continued)



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But the accident — only the first of several obstacles that occurred in the subsequent years — didn't mark the end of Knight Environmental Services, in Caledonia, Mississippi. Today, the diversified company is going strong with five full-time technicians and a varied workload, everything from pumping tanks to installing water mains for area utilities.

"Looking back at it, I don't know how we made it through that rough period, but we did," Knight says. "We just tried our best and did what we needed to do to live to fight another day."

SON OF A PUMPER

Knight grew up around the septic service business. His father started an installing company in 1983 in Caledonia, and not long after added a vacuum truck. Knight helped out as a child, and then joined the company full time after graduating from high school in 1996.

"That was my college education I guess you could say," says Knight. "We were blessed with a lot of business. Caledonia isn't a real big town, but it's in one of the larger counties in Mississippi."

But by 2007, Knight admits he was burnt out on the septic business. He shifted course and became a homebuilder.

"I left on good terms with my dad," Knight says. "He had some new guys come on board, and I stayed around a little longer to help train them. But he had been saving the company for me, so when I left, he had to shift his strategy. Eventually the new guys came to him with an offer to buy the company, and they figured out a fair deal."

Knight's contracting business wasn't solely reliant on new-home construction, but in 2011 the recession had enough of an impact on it that he was open to new opportunities. For Knight that actually meant a return to his roots. He approached the new owners of his father's former company and offered to purchase the pumping side of the business. The company was

struggling to keep up with the pumping demand while it mostly focused on repairs and installs, and other dirt work.

"I made an offer and they took half of that, which I thought was a great gesture," Knight says. "So I bought a truck and in September 2011 was back

in business pumping tanks by myself, with a few young guys helping out after school and in the summertime."

In the first year, Knight says he pumped 250 tanks. "For the size of our area, I thought that was pretty good," he says.

OBSTACLE AFTER OBSTACLE

All was going smoothly for Knight Environmental, with a gradual but steady growth trajectory, when the accident happened in December 2012. Knight was fully committed to the pumping business, but he still had his general contractor's license so he had taken a brief foray into his former profession to help relatives build their home.

“It's never going to be about how many jobs we can get in a week, or how many tanks we can pump in a day. I want to build a successful company that people can be proud to work for that doesn't put stress on their families.”

DAVID KNIGHT

When the one man of a one-man operation is looking at months of recovery, that doesn't bode well for the company's prospects. Knight says he had a lot of help from family, as well as other sources, to get through the time he had to stay out of the pumper truck.

First, Knight's dad, brother and another friend all pitched in to keep up with the pumping workload.

"After-hours, and outside of other jobs they had, they would go pump tanks for me," says Knight. "And my dad had actually had an accident just six

(continued)

David Knight operates a Kubota excavator during the installation of a CajunAire treatment system from Acquired Wastewater Technologies. Lids and risers are from Tuf-Tite. Service technicians Jason Dyer, right, and Tommy Kidd, look on.



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weeks prior to mine, so he was a little limited in what he could do. We just limped through it, no pun intended, for about eight months until I got back on my feet somewhat.”

That allowed Knight to at least keep up on payments on the debt his young company was carrying. His bank allowed him to make interest-only payments on the vac truck for as long as it took before he could ramp up to full operations again. At the time, Knight also owned an excavator to begin branching into installations and repairs, but his dad’s former company was able to completely remove that burden.

“The guy I had bought the pumping business from, he came to visit me in the hospital, and I kiddingly asked him if he wanted to buy an excavator. But he said he’d love to have it, so I sold it to him for what I owed on it and got rid of that risk,” Knight says.

Nine months after the accident, Knight was still on crutches but back in the truck, with a young helper handling all the physical labor while Knight drove and supervised. Business started picking up. Knight eventually brought on two employees and began again pursuing repair jobs in addition to the pumping.

But in August 2014, Knight had another setback. His left foot had never properly healed following his accident and was still giving him problems. After consulting with doctors he made the decision to have it amputated.

“I had a mid-calf amputation, but I still had the two guys working for me,” Knight says. “They were really green but worked hard, so we stumbled through the early part of 2015. Then, within a week, both of them left. One took another job and the other had a change of venue. I was a fresh amputee and back to square one again.”

From there, however, the company has finally had a period of continual

Right: Jason Dyer and Morris Saddler Jr. confer during a pumping job. The truck is a 2005 Peterbilt with an NVE pump built out by House of Imports.

Below: Saddler Jr. handles the suction hose during a pumping job.



Enough work for everyone

The former company of David Knight’s father was especially busy with new installations and repairs, so when Knight offered to purchase the pumping side of the business from the new owners, they gladly made the deal. But after getting re-established in the pumping game, Knight decided to add installs and repairs as well. Some might think a competition for marketplace domination would’ve resulted, but the two companies have taken a different approach — they don’t poach one another’s customers.

“They stay busy, we stay busy. We don’t get in each other’s way,” Knight says. “We have an agreement. It’s not written down. It’s not a binding agreement. It’s just a courtesy we offer to each other to not get in the other’s way. There’s no need to. There’s plenty of work out there.”

Early on, Knight simply picked up repair jobs the other company wasn’t able to get to, but as he grew to a point where he wanted to more actively pursue repair jobs, he made sure he wasn’t stepping on feet.

“The Knights had a good name in the area, so I had a lot of contacts and started venturing farther west,” Knight says. “I want to build a thriving, successful company, but I’m not looking to put others out of business. If there’s a job out there and you don’t have access to it, I’m going after it. That’s my approach.”

And it’s been successful, with the workload staying steady for both companies. It’s actually been a bit more than what each company can handle.

“I had to bring my dad out of retirement somewhat to handle the over-

flow that comes in,” Knight says. “Some of those old contracts he had are still around, so they get excited when they see my dad back out on the job. There’s a sense of security there because he always had a great reputation for being honest and doing good work.”

progress. A childhood friend joined Knight part time, and eventually full time, and by the end of 2015 Knight himself was moving beyond the physical struggles he’d had since the accident. In October of that year, he ran a 5K race on his prosthetic leg. A

few more employees were hired, more equipment was purchased, and the jobs kept coming.

“We bounced back as solid as ever,” Knight says. “Now we’re just trying to keep up with demand.”

HOW HE DID IT

Ambition combined with an acceptance of circumstances helped Knight ride out each setback, he says. To begin, even though he had his accident at a time when his new company was still trying to get established, he wasn’t deterred from one day building it into an operation with a steady workload.

“I didn’t know exactly what I wanted it to be,” he says. “I just wanted to grow and keep up with demand and find a happy medium. When it’s your baby — your investment — you’re going to get after it, just to protect it.”

But that drive didn’t push Knight into doing something foolish that would ultimately further hinder the company’s

Morris Saddler Jr. services a portable restroom. Knight Environmental has an inventory of 70 PolyJohn Enterprises restrooms and services them with a Ford truck carrying a 400-gallon slide-in vacuum unit from Best Enterprises.

growth. You can look at the way Knight has handled his equipment purchases as an example. He didn't attempt to hang on to too much following his accident, selling his excavator with the knowledge that it would be challenging enough keeping up on the payments for the vacuum truck.

"Everybody has things happen to them that they can't control," he says. "But when you've incurred debt, you have to make wise decisions and figure out a way to be responsible and get through it. You might have to sell something."

Despite not being able to work at all for a period of time, and remaining limited physically for even longer, Knight made sure that one piece of equipment he decided to keep — the pumper truck — never stopped working and was out in the field making the company money.

"When you have debt, you have to work, even during times when you may not like it," Knight says. "If your goal is to get everything paid for and you want to do more than just pay the bills, you have to work. Then you can get to a point where you can be more profitable and not have to work at quite the same level."

Because of that approach, Knight says he's scheduled to pay off his septic service truck this year, even though he spent a significant chunk of his six years in business in survival mode. He's been quickly adding to his equipment fleet in recent years as his health and business have picked up. The fleet includes: the 2005 Peterbilt with a 3,000-gallon tank and NVE pump built by House of Imports, a 2013 Ford F-450 portable restroom truck with a 400-gallon slide-in package from Best Enterprises, a 2016 Kubota SVL95 skid-steer, a 2016 Kubota KX057 mini-excavator, and a 2013 Kubota KX121 mini-excavator. Knight Environmental has also gradually grown a portable restroom inventory as demand has called for it. It now numbers about 70 PolyJohn Enterprises units.

"As far as the fleet goes, we're still building," Knight says. "We're trying to get stuff paid off as quickly as possible because there's more equipment we want to acquire. We don't want to put too much debt out there."

THE FUTURE

Going forward, Knight says he wants to continue to grow his business, but only in line with customer demand and not to the point where it controls his or his employees' personal lives.

"My goal is family comes first, and when you're self-employed, that's sometimes hard to do," he says. "It's never going to be about how many jobs we can get in a week, or how many tanks we can pump in a day. I want to build a successful company that people can be proud to work for that doesn't



put stress on their families. You have to find balance."

Striking that balance has Knight especially enjoying his second go-around in the septic business, no matter what challenges may arise.

"When I left my dad's company in 2007, I didn't care if I pumped a septic tank ever again. I was burnt out," he says. "But having this opportunity to get back in the business, I've discovered I really love it. Yeah, there are challenges, but this whole time since I've been back I've loved everything that goes into it." ■

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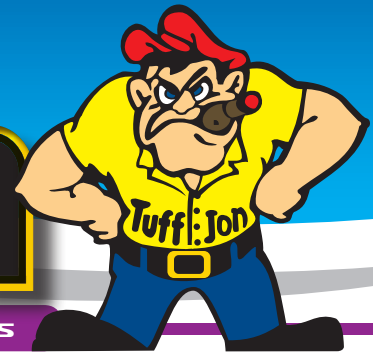


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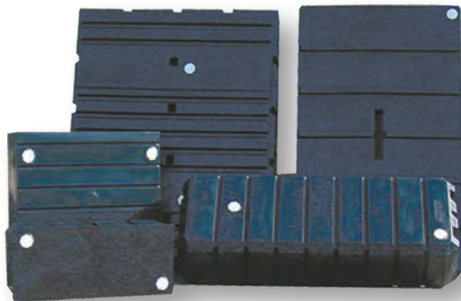
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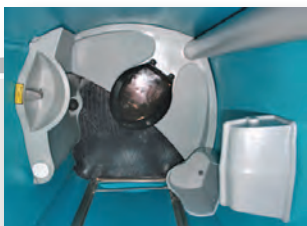


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Evan Hackel is the CEO of Tortal Training, and author of *Engaging Leadership: A New Approach to Leading that Builds Excellence and Organizational Success*. For more information, go to www.Tortal.net.

4 Ways Training Your Team Can Pay Off Big

You may be losing revenue, customers and your best workers without knowing it by neglecting consistent, professional training **By Evan Hackel**

Every company pays for training. You can either pay for it up front or you pay for it through poor results at many times the cost of doing it right. People don't think about it this way, but maybe they should. Let me tell you a story about a company where a lack of training was costing \$1.68 million a year.

There was once a chain of nine flooring stores with \$12 million in annual sales. The owners had an overall goal to increase profits, which were sitting at an average profit margin on products sold of 34 percent.

Knowing they could improve the margin if they focused on training and raised pricing, they trained employees to use sales tools and help customers understand the true value the company offered. They concentrated on customers' needs and helping them find the right products. By demonstrating value and being better in assisting customers, they increased margin and sales.

Their profit margin grew from 34 to 48 percent. The result was a \$1.68 million increase in gross profit dollars plus increased sales. The improvement in profit was demonstrable. The reality is that the true differentiator was the training. If they'd simply changed out the merchandising without doing the training, it would have had a much smaller impact.

Another way to look at it is that for years, a failure to train was costing that company \$1.68 million a year in gross profit. The cost of training for this company was in essence \$1.68 million per year, because they didn't spend any money on training. You see, every company pays for training. You can either pay for it up front or you pay for it through poor results at many times the cost of doing it right.

Are you paying for training without knowing it? Let's take a close look at just how that could be happening to your company.

Lost opportunity: You can train staff to close more sales

Let's say that your staff should be closing 40 percent of sales, but currently they are only closing 30 percent. That means you are losing 25 percent of potential sales. So if your company is doing \$10 million in annual sales, you are losing \$3,333,333 in sales.

With training, increasing a close rate from 30 percent to 40 percent is a reasonable expectation. It can mean training staff how to be more polite, listen better, present products more effectively — and ask for the order. It is very doable. And if you are not doing it, you are paying for training without even realizing it.

Lost opportunity: You can train to improve employee retention

Losing employees is costly. According to a study by the Center for Amer-

The link between training and retention is well documented. Well-trained employees are happier and therefore less likely to leave. And because they do their jobs better, you will have to fire and replace fewer of them.

ican Progress, the cost of replacing a worker who earns between \$30,000 and \$50,000 a year is 20 percent of annual salary, or up to about \$10,000.

Incidentally, the link between training and retention is well documented. Well-trained employees are happier and therefore less likely to leave. And because they do their jobs better, you will have to fire and replace fewer of them.

Lost opportunity: You can train your team to sell just a little more

Let's assume that your average portable sanitation customer spends \$100 per month per restroom unit. Through training to upsell to better restrooms or add additional services, your average charge jumps to \$125 per month per unit. When you add the \$25 to 100 restrooms ordered every month, that's \$2,500 per month or \$30,000 per year in new revenue.

Lost opportunity: You can train to improve customer retention

If your company does \$1 million in annual sales and your customer retention rate drops 5 percent, that translates to losing \$50,000 in sales. The right kind of training in sales and customer service has been shown to retain many more customers.

WHERE TO SPEND?

Some will argue a small business should make one of its largest investments in advertising. That's where you attract new customers and build the company. But those advertising dollars may or may not be successful at attracting customers.

Dollars spent on training help you keep the good customers you already have, and help retain and reward your valued employees the best employees you have.

How much is poor training costing you? How could investing in training up front improve your profits? ■



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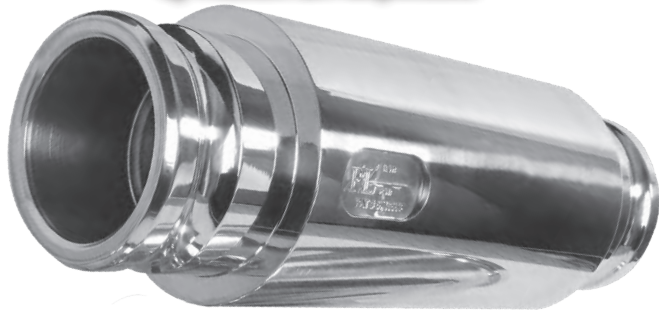
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OSHA Rule Requires Crane Operator Certification for Concrete Tank Delivery

By David Steinkraus

Beginning Nov. 17, anyone operating a crane delivering concrete septic tanks to a job site must be certified to do so under a coming rule from the U.S. Occupational Safety and Health Administration. In 2014, OSHA extended the deadline for certification to this year. The rule was originally published in 2010, and the agency estimated then that crane operations result in 89 fatalities annually in construction work.

As the rule was being formed by OSHA, the National Precast Concrete Association said their members' work consists of delivering materials and suggested truck operators need not go through certification. The rule said any crane hoisting and placing items, as opposed to lifting materials and placing them on the ground, was engaged in construction and should have a certified operator.

When it became clear that the certification requirement would remain, NPCA worked to develop a certification program specific for the precast industry. This certification is for boom trucks of less than 21 tons, which is a large fraction of the cranes in use. Certification requires the completion of three exams. Two are written exams, one on general knowledge and the other specific to the precast industry. There is also a practical exam that must be taken on a boom truck of less than 21 tons and with a boom of between 31 and 41 feet in length.

Florida

A bill introduced by Rep. Randy Fine, (R-Palm Bay) in the Florida House of Representatives (HB 285), would require the inspection of septic tanks as part of real estate sales. Fine's focus is the Indian River Lagoon, which last year was shown to be polluted by waste leaking from septic tanks. The number of tanks in the area is unknown, but is estimated in the hundreds of thousands because five counties surround the water body.

Under the proposal, taxpayers will not be required to contribute to this cost, nor does this require property owners to pay for inspections if they have no plans to sell their homes. Inspections will help to inform buyers about the properties they are looking at, he said.

North Dakota

A bill in the North Dakota Legislature would shift responsibility for on-site wastewater system inspections from local health departments to the state Plumbing Board. The bill authorizes hiring additional inspectors and authorizes fees necessary to recover the cost of inspections.

The change would provide uniform enforcement across the state, but the state plumbing inspectors are not comfortable with the change. The chief inspector for the board said onsite systems are properly a public health issue and are outside the expertise of the board's inspectors.

Representatives from environmental health divisions across the state have been working on a uniform code to make regulations consistent, and the Plumbing Board's chief inspector said his organization would support that. It is also possible that the board could set standards and then contract with local health inspectors to perform field work.

Washington state

County commissioners in Thurston County, Washington, are rethinking a septic inspection fee scheduled to take effect Jan. 1, 2018. The county touches the southern end of Puget Sound and includes the state capital of Olympia.

The fee would apply to all properties using onsite systems, including those within cities such as Olympia. The only exception is land in a special district to protect shellfish that live in the waters of Puget Sound. Each single-family home would pay \$10, while multifamily buildings would pay \$10 per housing unit. The money would be used to pay for staff, for monitoring and for outreach.

An election put the fee in doubt. Two recently elected county commissioners campaigned on the promise of repealing the fee. Their predecessors advocated the fee as a way to protect drinking water quality. Commissioners said they want more information about onsite system failures and how other counties are updating their onsite management plans. Then they will decide whether to make any changes to the septic fee. They asked the county public health staff to assemble that information.

Maryland

As Maryland legislators gathered to outline their priorities, environmentalists also gathered to ask for the return of a rule governing onsite technology. Their desire is a bill that would require the best available technology to reduce water pollution.

In 2016, Republican Gov. Larry Hogan announced a rule change that allowed counties to decide whether to require onsite systems with the best available technology on lands outside environmentally critical areas. Critical areas include land with 1,000 feet of tidal waters or wetlands along Chesapeake Bay and the Atlantic Ocean.

The old rule governed newly installed onsite systems and required technology that cut nitrogen emissions in half. Opponents of that rule said it is unclear how much nitrogen moves from onsite systems into waterways outside those environmentally critical areas. The state construction industry also objected. A spokeswoman said property owners outside critical areas faced a significant cost without clear evidence of a benefit.

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New York

A supervisor in the town of East Hampton, New York, is proposing a law to require upgraded onsite systems and to offer rebates for people to make the technology switch. The town is on the shore of the Atlantic Ocean and near the tip of Long Island, and homes there are known for having cesspools and older onsite technology in an area with sandy soils and high water tables.

The bill would require all new commercial and residential construction, and buildings undergoing major renovation, to install onsite systems discharging nitrogen at less than 19 mg/L.

In the most environmentally sensitive areas, those with high groundwater or proximity to tidal water bodies, qualifying property owners would be reimbursed for the full cost of replacing a system up to a maximum of \$15,000. Other homeowners replacing systems would receive \$5,000 to \$15,000 depending on what system they have now and household income.

Money for the work would come from the town's Community Preservation Fund. It is funded by a 2 percent tax on real estate transactions, and up to 20 percent of it can be used annually for water quality improvement projects. Based on 2016 revenues, the town will have about \$6 million for water quality projects in 2017.

Wisconsin

The U.S. Environmental Protection Agency has approved a request from the state of Wisconsin to provide less-costly options for meeting the state's limits on phosphorus pollution. The state will now have the option of phasing in rules that govern point source discharges such as factories and wastewater treatment plants, the EPA said.

The EPA variance will last for 10 years with an option for another 10-year extension.

To apply for a variance from the rules, an entity must face a major facility upgrade to comply with the limit. Even under a variance, phosphorus discharges must decrease for each five-year term of the entity's NPDES permit, and the entity must implement a watershed improvement project or pay an amount per pound of phosphorus discharged in excess of the permit limit.

When it approved tougher phosphorus regulations in 2010, Wisconsin was among the first states to adopt specific standards for the substance. Businesses objected to the projected cost. An analysis by two state departments estimated that cost at more than \$7 billion over the next 20 years. ■



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Working Together for a Cleaner Environment

Wastewater professionals, lawmakers should steer policy toward stronger water recycling programs

In States Snapshot, we visit with a member of a state, provincial or national trade association in the decentralized wastewater industry. This time we learn about a leader in the Minnesota Onsite Wastewater Association.

Bernie Miller, advanced inspector/designer, service provider and maintainer

Business: Miller's Sewage Treatment Solutions

Location: Kimball, Minnesota

Age: 46

Years in the industry: 23



Association involvement:

I was nominated to run for a board position in 1996 and have served as many terms as possible with the limits set forth in our bylaws. I have been president and vice president at least a couple times, and have chaired the membership and cluster task force committee multiple times. In my 20-plus years in the association, I have also served on the legislative and conference committee.

Benefits of belonging to the association:

I believe there are tangible and many less-tangible benefits to belonging to an association. This reminds me of a story I share with potential new members. It was the first conference I attended and hardly knew anyone there. I had just gone through the lunch line, found a table with an open spot and asked if I could join the group.

After introducing myself, I asked the two friendly brothers next to me what line of work they were in. They told me they were mostly excavators but did put in a few septic systems every year and enjoyed the conference, so they came every year for the fun. I then asked them where they mostly worked, and as it turns out it was in the area of a project I was working on. I explained that I was a project manager for an engineering firm and was working on a new church project in their area. I then asked if they might be interested in bidding the job. As it turns out, they got the job and it was their primary job for the whole year. So needless to say, networking was a big benefit for them.

Being involved and keeping a pulse on the industry is critical for a business to stay on top of the industry. Benefits that come to mind are networking, education, resources and friendships.

Biggest issue facing our association right now:

Trying to identify what the association can do to better serve its members. The board members and people that are involved are always striving to be better and do more. As a board, we seem to have no shortage of ideas, but with a strong economy, no one on the board has the time to follow through with the ideas. It is apparent that we either need to be satisfied with what we are currently doing or hire additional staff to make these ideas a reality.

Our crew includes:

Bernie Miller, designer, president/owner
Barb Miller, office support, vice president/owner
Jeremy George, site evaluator/inspector
Chris Schiewe, service and maintenance
Josh Miller, helper

Typical day on the job:

I spend most of my time in the office drafting, preparing design reports and talking with clients on the phone. Prior to having properly trained staff, I would spend my days in the fields and my evenings and/or nights making phone calls and completing septic designs. Having well-trained field staff has helped our business become more efficient and has allowed me to spend more time with family.

The Miller's Sewage Treatment Solutions team includes, from left, Jeremy George, Chris Schiewe, Josh Miller and Bernie Miller. (Photo courtesy of Miller Sewage Treatment Solutions)

Helping hands — indispensable crew member:

Jeremy George has worked for us for nearly 15 years. His willingness to work long, hard hours in some extreme conditions makes him an indispensable crew member. Chris Schiewe is following right in Jeremy's footsteps with his willingness to work hard and dive into situations where most seasoned septic professionals would be hesitant.

The job I'll never forget:

Upon doing a real estate septic tank inspection, we found the tank was full of syringes. As it turns out, the septic tank had not been pumped since the system was installed about 20 years ago, and the single woman who lived there was diabetic. The pumper we had lined up refused to pump the tank unless we came up with a way keep the syringes out of his pump truck. We ended up making a 15-inch-diameter screen with 1/4-inch holes. The screen did work, however it took lots of water and pressure to separate the sludge, hair and grease from the syringes. We bought a couple different pool nets to get the syringes out of the tank.

After discussing disposal options for the syringes with the county, it was concluded that we were to place them in plastic tubs, tape them shut and take them to the landfill. As it turns out, we did get out of there without getting poked, however, the pumper has mentioned that he occasionally sees a syringe in the field where the septicage was land-applied.

My favorite piece of equipment:

Our surveying total station, a Pentax PCS-315. The combination of the total station, data collector and our survey AutoCAD program helps us more accurately and efficiently gather site data used for design purposes.

Most challenging site I've worked on:

The most challenging and unique site is a church camp located on two mostly rock islands a stone's throw from Minnesota's Boundary Water Canoe Area Wilderness. The camp had been using pit toilets with the exception of one 100-foot-long by 30-foot-wide mound system located in the center of the main island that served the main lodge/dining hall. The terrain was such that it would be impossible to haul material over land, assuming you could even get the material across the lake.

I asked the camp director how they got the material across to build the mound, and he said, "with backpacks and buckets." On multiple occasions, while trying to locate additional mound sites, we encountered a cow moose with her calves feeding on the birch tree sapling. The following winter an ice road was created across the lake and the materials were transported with a wheel loader and placed in the areas of the proposed mounds. The system we designed for the main lodge included modifying the existing mound system by adding peat modules on top of the existing rock bed and incorporating aerobic treatment.

The craziest question I've been asked by a customer:

Prior to inspecting a holding tank, the customer asked me why I would not go back to school to get a better education so I would not have to look at other people's poop. I did not answer at that time and went on with my inspection. After completing the inspection in 15 minutes, she continued to question why I would not go back to school. After I presented her with a bill for \$300, she stopped asking.

“The customer asked me why I would not go back to school to get a better education so I would not have to look at other people's poop. ... After I presented her with a bill for \$300, she stopped asking.”

Bernie Miller

If I could change one industry regulation, it would be:

Allow and provide incentives for wastewater recycling and reuse.

Best piece of small-business advice I've heard:

Shortly after starting my own business, I was talking with an older, very wise engineer about marketing and growth. He said it's like a dog chasing a car; you better have a plan if you catch it. I took that to heart and have been careful not to oversell our services until we have the staff and resources to handle the work.

If I wasn't working in the wastewater industry, I would:

It had taken me 20 years to realize I enjoy and get the most satisfaction in life from helping people by solving their problems. I suppose I would gravitate to another career or industry where I could get the same satisfaction.

Crystal ball time — this is my outlook for the wastewater industry:

I am mostly concerned about the drinking water supply of the world and think it is taken for granted in most places around the U.S. Forty-seven years ago we landed on the moon, but still have not developed processes and regulations to widely and efficiently treat and recycle wastewater on a smaller scale. After 23 years in the industry, I realize how hard it is to treat wastewater to drinking water standard, and have always been perplexed that drinking water is used to flush toilets. My hopes are that the industry takes a leading role in developing ways to more effectively treat and dispose wastewater and that lawmakers down to the regulators allow or accept change before it is to late. ■

- Compiled by Sarah Umhoefer

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From left, Don Phillips, Jim and Chris Ehde are shown with the company's main vacuum truck, a 2012 Freightliner carrying a 5,000-gallon Pik Rite steel tank and a Jurop pump.
(Photos by Mike Dziak)

THE BIG ISLAND

Upstate New York pumper finds success concentrating diversified services in a tourist center surrounded by the Niagara River

By David Steinkraus

An island would seem too small a service territory for a pumper, but not for Jim Ehde. Grand Island, New York, has been his home for many years and is now the site and source of his new wastewater business. And a rich source it is.

Grand Island sits in the Niagara River just a couple miles upstream of the famous waterfalls. Part of it is served by onsite wastewater systems. Part of it is served by a small municipal wastewater plant. All of it is surrounded by urban America. A freeway crossing the island brings commuters from the nearby cities of Buffalo and Niagara Falls, and the combination of open land and easy access to water makes Grand Island a recreation hub as well as a place for year-round residents. This combination of people and place creates several business opportunities, and the spread of nearby cities has pushed the competition far enough away to leave Grand Island Waste Management with an almost wide-open territory Ehde is just beginning to explore.

Profile

Grand Island Waste Management

Grand Island, New York

OWNERS: Jim Ehde

FOUNDED: 2013

EMPLOYEES: 4

SERVICE AREA: Grand Island, New York

SERVICES: Septic and grease trap service, portable sanitation, boat and trailer well cleaning

WEBSITE: www.giwastemanagement.com



WORKING THE HOME FRONT

Ehde, 57, was born and raised on the island, and knows the people and their needs. It was his own need as a homeowner that brought him into the wastewater business. "I needed my septic tank pumped, and there was nobody on Grand Island who provided that service, and I was not aware of that," he says.

Other pumping companies serving the island are 20 to 30 miles away, out in the countryside, beyond the cities and suburbs. At the same time, he was looking for a change of career. He was working as a computer network analyst at the General Motors factory in Buffalo that produced engines for Chevrolet Silverado pickups and Corvettes. In 2009 he started looking at options.

(continued)



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Left: Jim Ehde connects a suction hose at the Grand Island Water Pollution Control Center. The sludge will be hauled off the island to the Buffalo Sewer Authority for final processing.

Below: Technician Don Phillips loads wastewater from the Grand Island plant to transport off the island.



He didn't want to go back to his previous career in restaurants. On the island it was a very competitive business even for someone who was once a corporate trainer for the TGI Fridays chain. But previous careers provided him with useful skills. From the restaurant industry he learned how to work with employees. The information technology background helped him do calculations and read a profit-and-loss sheet.

For a year he researched the pumping business. He found out how many septic tanks were on the island and how often they needed pumping. He compiled numbers and connected with SCORE, a nonprofit organization with volunteer mentors who are experienced small-business people.

"I started the wastewater business figuring this is my retirement. I like to stay busy, and I don't see myself ever retiring," he says. At first he did both jobs. This year he left GM to run Grand Island Waste Management full time.

This is the result of the preparation, mentoring and hard work: In the first three years his business grew 50 percent each year. In 2016, the fourth year, it grew 120 percent.

ISLAND OF OPPORTUNITY

Grand Island has a population of about 20,000. In the late 1800s and early 1900s, when financial barons such as Andrew Carnegie and J.P. Morgan were prominent, the island was a summer resort. Ferries took people to the island then.

Today, they can zip across a bridge on Interstate 190 that connects Buffalo to Niagara Falls. The freeway divides the island in more ways than one. About half of the population lives east of the freeway, and mostly their wastewater flows to the Grand Island municipal plant on the northern end of the island. The other half of the population lives to the west of the freeway, and by and large their wastewater is disposed of with onsite systems. Some of the tanks are so old that they don't even have drainfields, but discharge directly into streams. And this is an environmentally sensitive area.

"You're on an island, and most of the septic tanks are within a half-mile

“ My whole idea in putting the words 'waste management' in the company name was to allow us to expand, to offer not only pumping and portable restrooms but also (containers). ... The services I mentioned are those people have already asked me for. ”

JIM EHDE

of the river. We do have some of the poorer water quality rates in the area," Ehde says.

He wants to help solve this problem by pushing for more education and a rule mandating pumping every three to five years, but the data does not exist to support his position to the degree he would like.

"This is a pretty affluent community, so a lot of people do fertilize their lawns, but from what I've seen, I'm guessing a lot of the contamination is from septic tanks. We come across a few tanks that haven't been pumped in 40 or 50 years," he says.

HELPING BY TEACHING

After a slow period, development on the island is booming.

"What's happening now is people are moving here from cities, and they have never had septic systems. That's where I'm getting most of my new customers from, and to help them I taught a class on wastewater," Ehde says. Although many people maintain their onsite systems, others do not and do not understand the eventual effect on their wallets.

"It started because everywhere I went I heard people saying, 'Oh, you don't have to pump those things.' I had a guy who had a new tank and thought it didn't have to be pumped because it has a sand filter," Ehde explains. "I'm telling them it's a small fee, just as they pay somebody to cut the grass every year and plow the driveway."

(continued)

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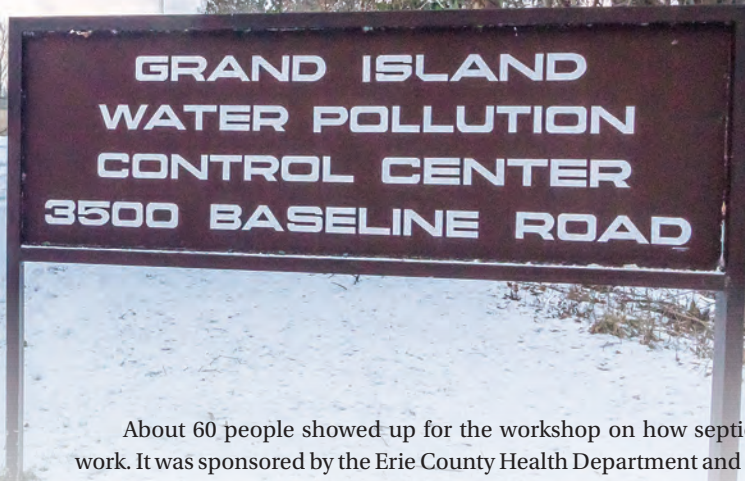
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Grand Island Waste Management's 2012 Freightliner built out by Pik Rite leaves the island's treatment plant.



About 60 people showed up for the workshop on how septic systems work. It was sponsored by the Erie County Health Department and the township's Conservation Advisory Board, a group of volunteers who work on environmental issues. Ehde has already told the sponsors that he would be willing to teach another class even if it's off the island.

"I printed out a chart showing how the number of people in a house governs how often they need to be pumped," he says. He showed pictures of the problems that can result when tanks aren't pumped. "And I tell them it's better to pay me \$200 to \$260 than to pay someone else \$15,000 to put in a new system."

KEEP IT LOCAL

To promote his business, Ehde advocates the idea of buying local. He stresses to customers that money spent on the island tends to stay on the island. It helps support other businesses and pays taxes. The community's response to the message has been overwhelming, and Ehde is grateful for it.

"We're very active on Facebook, and because we're close by, people see that we can respond to their calls within a day. Most companies from farther away have set days to come to the island, and they are reluctant to respond outside of those times because it means sending a truck for only one job," he says.

The island is so compact that Ehde puts only about 6,000 miles on his truck each year. And if he restricts himself to pumping on the

Don Phillips takes a sludge sample for the town of Grand Island to be analyzed. Every truckload requires sampling before transfer off the island.

(continued)

Putting technology to work

Because he worked in information technology for many years, putting computers to work in his wastewater business comes naturally for Jim Ehde. Yet the owner of Grand Island Waste Management doesn't make his use of technology more complicated than it needs to be.

At the moment he uses simple software available to anyone. For example, he doesn't use routing software to plot the movements of his trucks. The island he lives on is not that big, and his truck logs only 6,000 miles a year. If that was 30,000 miles annually it would be a different story, but right now he uses available solutions.

"When I'm going to a house I go on Google, and I map the shortest distance from my location," he says.

He does this on the smartphone that goes with him in the truck, and the phone is another valuable tool that saves time and work in the office.

"We can send invoices from the phone. Those can be printed out and mailed, or we can send directly to email. Sending to email makes it easy to collect a customer's email address, and that means we can send a reminder when they need their filters cleaned or their tanks pumped."

He also takes payments from the phone with a link to his business bank account, and he is considering buying a tablet because smartphone screens are too small for some tasks.

A goal is making use of QR codes. They encode information in a form that computers can read, but they encode more information than bar codes. Ehde's idea is to stick QR codes on equipment to make it easier for customers to contact his company.

"If we have a QR code on a portable restroom and a customer scans it with his phone, the code would generate an automatic email message to us, and the customer could describe his problem or need, such as a portable restroom that requires cleaning or is out of toilet paper," he says.

QR codes could also be attached to septic tanks. A customer could scan a code and immediately link to the Grand Island Waste Management website with the maintenance history of that tank. This would be especially useful for people who buy a home because the age of many systems means recordkeeping is spotty, Ehde says.

Making the codes is not difficult. Software on the market will translate information into a code that can be printed on a standard office printer.



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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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Left: Jim Ehde and Don Phillips empty a load at the Buffalo Sewer Authority Treatment Plant.

Below: Jim Ehde leaves for a run with the company's older rig, a 1985 GMC with a 2,500-gallon steel tank from Industrial & Municipal Engineering and a Pearson pump.



island, he can dump all the septage at the island's wastewater plant. That saves the 24-mile round trip to Buffalo, an hour-long haul through traffic and on toll roads.

"Most of our growth has been organic: thorough lifelong relationships and word-of-mouth, and some of our work on Facebook. I haven't had time to pursue more business, not even for my portable restrooms," he says.

He has restrooms, all standard PolyJohn Enterprises units, and four PolyJohn hand-wash stations. These are placed in local parks, and they're rented by people whose houses are a long way from their boat docks and who want to spend as much time on the water as possible. There are opportunities for this part of the business off the island, and if those plans work out, Ehde will be expanding by about 200 more units.

Another service he provides on and off the island is pumping restaurant grease traps. Because of his history in the restaurant industry, he knows many restaurant owners, and those relationships make getting contracts easier.

He is also thinking about adding a trash container service for businesses, restaurants and gas stations. Again his push for buying local helps, and so will relationships. He grew up with many of the small-business owners he would now like to serve.

"My whole idea in putting the words 'waste management' in the company name was to allow us to expand, to offer not only pumping and portable restrooms but also (containers). We have a niche market here, a closed community, and the services I mentioned are those people have already asked me for. I just can't grow fast enough to meet the need," he says.

ADDED VALUE

Boats provide another source of revenue. Sometimes it's owners who haven't had a chance to pump their holding tanks. Also on the schedule is pumping holding tanks for dinner cruise boats that moor along the river. These boats are typically 40 to 70 feet long, and they need weekly pumping. That relationship provides a nice bonus for his employees. Once a year he takes his workers and their families out for a dinner cruise.

In addition to pumping tanks, Ehde has the contract to haul sludge from the local municipal wastewater treatment plant.

Ehde is not worried that municipal sewer will spread to the other half the island and push out septic systems.

"The cost of installing sewers there would be too great. All the homes are spread out. Lots are 3 or 5 acres, and homes are 100 to 300 feet away from the road," he says.

Ehde's fleet is simple but versatile. He has:

- A 2012 Freightliner carrying a 5,000-gallon Pik Rite steel tank and a Jurop pump. He bought this truck used.
- A 1985 GMC with a 2,500-gallon steel tank from Industrial & Municipal Engineering with a Pearson pump. This truck was also bought used and was a municipal vehicle with only 25,000 miles on it.
- A 2014 Chevy Silverado and Lane Trailers trailer used to deliver portable restrooms.

The GMC truck is the vehicle of choice for servicing portable restrooms and for homes with long driveways that won't support the weight of the big truck.

He doesn't own a jetter or camera or some other common tools. There are several plumbers on the island, and Ehde works with them. When he finds a line that requires inspection, he calls them, and when they have a customer whose tank needs pumping, they call him. When he installs lids and risers, he uses Tuf-Tite products.

MORE INFO

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Tuf-Tite, Inc.
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ON THE HORIZON

Eventually Ehde will expand, but he already has a limit in his head. That limit is the island. Grand Island is large enough to decently support his family: himself; his wife, Christine; and stepson, Matt. Ehde is the only full-time worker, but crew help comes from Steve and Tyler Ehde, and Don Phillips.

"I'm not looking to become some huge company," he says. "I'm looking to take care of my family and employ a few people." ■



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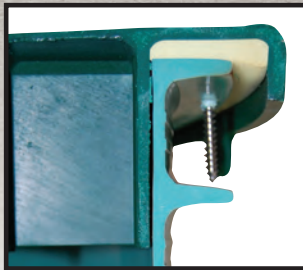
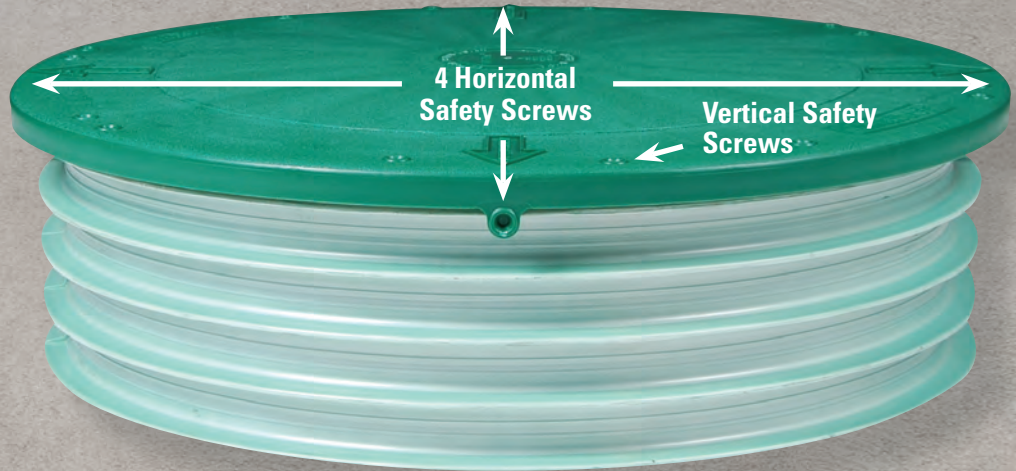
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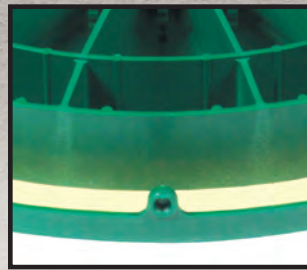
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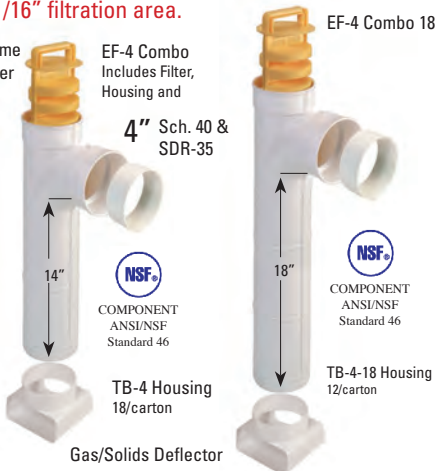


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Jim Anderson, Ph.D.



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

What's the Best Way to Remove Stubborn Solids?

Backflushing and mechanical agitation both play a role in effective removal of all sludges from a septic tank By Jim Anderson, Ph.D.

Recently I received an email from a reader inquiring if backflushing is adequate to remove solids from the septic tank or if some type of mixing device should be used.

This is another case where the answer depends on a number of factors, including how long it has been since the last clean-out, the degree of sludge and scum accumulation, and the makeup of the scum and sludge layers.

When I started working in this industry, there was an interesting debate among pumpers about whether they could clean a septic tank through the 4-inch inspection pipes over the inlet and outlet baffles. In some cases there was another 4-inch access pipe to the middle of the tank. Rather than referring to inspection pipes, contractors who used this method to clean tanks referred to the openings as pumpout access.

When wastewater enters a septic tank, solids separate from the liquids and form layers of sludge and scum in the tank. The purpose of a septic tank is to hold the solids and break them down. It is the reason there are both inlet and outlet baffles. Effluent from the clear zone between the sludge and scum layers leaves the tank for the next treatment component. Solids that are hard to break down remain in the tank and build up over time, and eventually need to be removed.

PUMP MORE FREQUENTLY

Current recommendations are that if the depth of scum and sludge combined exceed 25 percent of the operating depth of the tank, the solids should be removed to make sure solids are not making their way downstream to the next treatment component. It is interesting to note that older publications I've reviewed recommended pumping the tank when scum and sludge reach 50 percent of operating depth. In the succeeding years it has been demonstrated that it is advantageous to clean the tank more often, leading to the current recommendation.

We now know that sucking liquid from the tank and then backflushing some of the liquid through these pipes does not adequately break up the solids in the tank for removal. When the tank is pumped, only a small percentage of the solids and usually virtually none of the scum solids are removed. As the tank refills, the scum will float to the top and has the potential to plug the outlet baffle. With the advent of effluent screens we now at least have a safety net to help prevent the scum from moving downstream and affecting other parts of the system, including the drainfield.

I still hear from time to time that the pumper should leave a little in the tank to restart bacterial action after cleaning. This is unnecessary because incoming wastewater from the residence carries enough bacteria to start the anaerobic digestion process.

Another potential problem with pumping through the inspection pipes is that the baffles themselves can be damaged or removed, which defeats the purpose of the septic tank and the cleaning.

Most codes and manuals of practice require removal of solids through the maintenance hole or after removing the septic tank cover. This way the service provider can observe whether the process of taking a part of the liquid out and then returning it from the truck to the tank is breaking up the solids to the extent they can be removed from the tank. The service provider uses a spoon or shovel during this process to break up the scum. How compact the solids are will determine whether this is sufficient or if additional backflushes or other methods are needed.

AGITATION OPTIONS

When backflushing does not break up the solids so they can be pumped into the truck, other methods can be used. One is to inject air into the tank to try and mix the contents and break down the solids. The more common method is to use a mechanical mixer that acts somewhat like a baking mixer where the contents are mixed until they form a slurry that can be withdrawn by the vacuum pump.

Back to the question, the answer as I said is "it depends," but in my opinion the service provider should have at the ready alternative tools that can be used to break up the solids for removal.

One last comment on cleaning tanks: I still hear from time to time that the pumper should leave a little in the tank to restart bacterial action after cleaning. This is unnecessary because incoming wastewater from the residence carries enough bacteria to start the anaerobic digestion process in the tank. ■

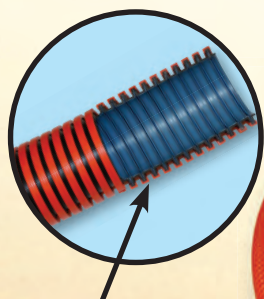
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Erik Gunn is a magazine business writer in Racine, Wisconsin. Direct inquiries to him at editor@pumper.com.

Start Early When Saving for College

Junior might be a toddler now, but sooner than you think he'll need some form of higher education, and that doesn't come cheap **By Erik Gunn**

You've just welcomed a new child into the family? Congratulations! Time to start saving for college.

That's no joke. As the cost of higher education keeps rising, the best way to prepare is to put aside money as soon as you can. You don't want to saddle your youngster 20 years from now with mountains of debt just when she or he has that diploma and is heading out to take on the world.

Fortunately, there are tools to help — both sources for practical advice as well as financial instruments that help you save while giving you some tax benefits for doing so.

And if college isn't so far away for that youngster, you want to get started even faster.

WHAT'S EXPECTED?

It's wonderful to imagine that Junior will get a free ride to Harvard on the strength of her brilliant intellect (or an athletic scholarship thanks to her brilliant soccer goaltending). But just as you don't plan for retirement by buying lottery tickets, you don't want to depend on luck to cover the cost of college.

There are other forms of financial aid besides academic or athletic scholarships, but most are based on need. The federal government is the largest single source of financial aid through a variety of grants and loan programs. To qualify, you'll have to complete a standard form that discloses not just your annual income but the assets you and your child own: the Free Application for Federal Student Aid — FAFSA for short.

So Step One is to go to www.fafsa.ed.gov to get a general idea of what you will be expected to contribute toward the child's college education. The younger your children are, of course, the more likely it is that specific requirements might change by the time they reach college age.

For now, though, here are some basic rules of thumb:

The larger your asset pool, the larger your family's expected financial contribution — EFC for short.

The equity in your home is not counted as an asset on the FAFSA application. (Other scholarship programs might include it, though, so you'll need to be prepared for that possibility.)

Generally, your child's assets count more than yours — so it's wise to keep more of your assets in your name.

A business at least 50 percent owned and controlled by your family and employing fewer than 100 full-time employees (or the equivalent) does not count as an asset on the FAFSA (see fafsa.ed.gov/help/fotw44eF4c.htm).

Investment holdings such as mutual funds in a tax-sheltered retirement account also do not count as an asset — but other investments that aren't part of a retirement plan do count.

SAVE VIA 529 PLAN

The single most useful instrument to help you save for college is the Section 529 plan. Created in 1996 as part of the U.S. Internal Revenue Code, these accounts let you save for college on behalf of your child — or grandchild, if that's your stage in life — while providing tax advantages along the way.

Almost every state has at least one Section 529 plan (some have two or more). An excellent clearinghouse for information on Section 529 plans is at www.SavingforCollege.com. There you can look up plans in each state and see rankings that compare their investment performance.

The money you pay into a Section 529 plan is not tax deductible, but the earnings in the plan are tax-free, and if you spend the money on college education or the equivalent, you won't pay federal income taxes on it when you withdraw it.

On the other hand, if the money goes to nonqualified expenses, the earnings will be taxed upon withdrawal. Not only that, but there will also be a 10 percent tax penalty on top of that.

But what if your child doesn't want to go to college — or does get that rare free ride? No worries. You can switch the plan beneficiary to another child — one of your other children or a grandchild, for example.

As a general rule, a state's Section 529 plans don't limit your child to going to school only in that state. They also don't limit you only to a public institution.

You also don't have to choose one of the plans in your home state. As SavingforCollege.com points out, you can live in one state, choose a Section 529 plan from another state, and use the plan to fund your child's college education in a third state.

More than 30 states give their own taxpayers a tax break on contributions to the plans in their state. If you aren't a resident of the state whose Section 529 plan you pick, you probably won't get that advantage. You'll want to consider whether the trade-off is worth it considering the investment performance of various plans.

WHOSE ASSETS?

Remember, your assets are treated differently than your children's assets when it comes to evaluating how much financial aid they will be eligible for.

In calculating the expected family contribution, only 5.64 percent of a parent's assets are counted. That's true even if you've actually named the child as the beneficiary of the plan — you're still in control.

By contrast, the same calculations count 20 percent of assets that the child holds directly, such as through a custodial account to which she or he gains control upon reaching legal age. To preserve your options for financial



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aid, keep your assets under your control; don't pass them on to your child.

That also ensures you control what the money is spent on.

Student income, by the way, is counted at an even higher rate — 50 percent. And that leads to another wrinkle. Remember the part about grandparents being able to open a Section 529 plan for their grandchildren? When that happens, everyone needs to think strategically about when those funds are distributed.

That's because the money from the plan the grandparents set up gets treated as income for the student when it's withdrawn. So the child's financial aid eligibility is reduced by the equivalent of half of that amount.

The solution? Have the grandparents' contribution kick in for the last year of college when it won't have any effect on future financial aid eligibility.

SET EXPECTATIONS

The last piece of advice here is more philosophical than anything else: Decide early what you expect your children to do when it comes to saving for college.

Will your children work while still in high school? If so, will you require them to save at least a portion of those earnings for college?

Then make it clear what the rules of the road are, and stick to your plan.

It's well known that the jobs of the future will depend more and more on education beyond high school, whether through a four-year degree or through some alternative forms of training.

So when the time comes for your children to take that next step, there's no better gift you can give than to make sure they can focus on their studies instead of having to worry about how they, or you, will pay for them. ■

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“Most times, I fall asleep with my boots on my feet,” says Leslie Sisson Warren, owner of Sisson’s Pell City Septic Tank in Alabama. And that’s probably not hyperbole.

Warren is not only the owner of the company founded by her grandfather. She’s a creative and cultural fixture in Pell City, a town of 13,500 people located between Birmingham, Alabama, and Atlanta. Keeping busy at work is one thing, but Warren has many outside interests that showcase her talents and keep her in tune with the community she loves.

“I make time (for all my activities),” says Warren, 42. “There are a lot of things I’m involved in that are very important to me.”

For Warren, the company’s only employee, it’s curated chaos. But it’s so worth the effort for the singer, actor, musician and local activist.

“I’m very blessed,” she says. “I don’t go hungry; I have my bills paid. ... This business and this industry provide everything I need.”

STRONG WORK ETHIC

Warren took over the pumping business three years ago from her stepfather, Jim Newman, and her mother, Donna Sisson Newman. On the job, Warren focuses on septic service, inspection and installation of septic tanks, servicing grease traps, renting a small inventory of portable restrooms, and conducting onsite system real estate inspections. She recently earned a license to install septic tanks.

Life Outside the Truck is Rich and Rewarding

Alabama pumper Leslie Sisson Warren loves her business, but she’s also passionate about singing, acting and supporting her hometown By Sharon Verbeten

“I want to get every license I can possibly get and get more rounded in my knowledge,” says Warren. “Ultimately, what I want is a treatment plant on my property, where pumpers can come dump their trucks for a reasonable price. Right now, I have to drive round-trip 1 1/2 hours (to Birmingham) to empty my truck ... and they charge a lot.”

Right now, Warren’s only truck is a 2008 Ford F-750 with a 2,000-gallon aluminum tank with a Moro M80A pump from Progress Tank. She has 12 PolyPortables restrooms.

It’s a tough job, Warren admits, especially as the sole employee. “It about kills me,” she admits, “But I’m used to it. I was brought up to work. I’ve got a job to do, and I can’t rely on anyone else.”

Following her grandfather’s disciplined work ethic is important to Warren. She even still has the 1998 Ford F-800 with a 1,500-gallon steel tank



Leslie Sisson Warren behind the wheel of her Ford vacuum truck.
(Photos courtesy of Leslie Sisson Warren)

her grandfather started the business with. She uses it now just as a backup.

“There is no way that I will ever close the business doors. He (grandfather George Sisson) deserves for me not to do that, he was such an amazing man. My quality of work will always match his. I owe my grandfather that respect and drive.”

MANY EXTRACURRICULARS

It seems almost hard to believe that Warren has time to stop, eat and sleep, much less do anything else. But she knows how to work hard and play hard, especially when it comes to her passions for singing and acting.

“I love music,” says Warren, who sings alto in her church choir, something she has done since she was a child. “I’ve been singing since I could speak. I got involved in our local community theater, the Pell City Players. We just did an original play about Hank Williams Sr. It was pretty amazing.”

The theater troupe performs locally, but will also begin taking some shows on the road. “It’s opened up a whole different world for us,” says Warren.

Warren also performed in the local St. Clair County’s Got Talent competition. “I didn’t win, but I sure did have fun doing it,” she admits.

(continued)

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Right: The Pell City Players performing *Southern Hospitality*, with Leslie Sisson Warren on the right.

Below: Leslie Sisson Warren and her dog, Jackson, go four-wheeling.

Below, right: Leslie Sisson Warren and her mother, Donna Newman, who previously owned Pell City Septic Tank with her husband, Jim Newman.



"I get lost in music," says Warren, who is advancing her love of music by taking piano lessons. "God gave it to us ... it makes everything in the world OK. It makes all the stress of owning a business by myself, as a woman, worth it."

Another extracurricular activity that helps her business and enriches her personal life is her membership in local organizations, such as the Pell City Chamber of Commerce, the downtown revitalization committee and a Christian women's professional group. In the latter, Warren says she meets other local female entrepreneurs and they boost each other's confidence.

"We pray, we laugh, we cry, we support each other," she says. "We help other women who are having hard times. When I have to work and can't break free to go to the (weekly) luncheon, I feel it. I definitely need the encouragement."

PELL CITY BOOSTER

Warren is also proud to be the town's only blue-collar worker on the board of the Chamber of Commerce. "I was voted on by my peers to represent business," she says. "Everything's always geared around getting bigger businesses, but the small-business owner now has a voice."

Since she knows the community and the people in it so well, Warren is vested in Pell City's future as well as preserving its past. With lots of vacant buildings downtown, a revitalization committee is working to refresh the area.

"A lot of small businesses have gone out of business, but people are opening up little retail shops, clothing boutiques," she says. "We're just trying to revitalize the downtown." That includes cleaning up the sidewalks and streets, recruiting and supporting new business ventures and working

to preserve historical buildings.

"We have so much talent in Pell City," she says. "The people are hungry to start businesses. We're trying to make sure we can support them and remind the city that these small shops are here."

Revitalization also means honoring the past, Warren reminds folks. "Sometimes you forget about the history of the area," she says, referring to Pell City's history as a mining town. "We almost became a ghost town," she says, adding that when the mining industry declined, cotton mills were built, essentially saving the town.

Warren has also taken a keen interest in the Pell City Cemetery, the town's first graveyard, which dates to the 1800s and has been lost to history and to many

local families. "I don't think they kept very good records. I guess the city kind of forgot about it," she says. Warren learned through research that her great-grandfather and great-grandmother are buried there.

"If you drove past it, you would never know there's a cemetery there ... but it's beautiful," she says of the plot of land peppered with mostly unmarked graves.

Warren hopes to purchase the property

“How do you know what life really is if you're not willing to put yourself out there?”

Leslie Sisson Warren

and restore it to its beauty, to earn the respect it deserves as the town's first resting place.

BACK TO WORK

But first, in addition to all these projects on her plate, Warren is looking to buy a new vacuum truck. "There are so many possibilities for growth. I would like to have at least two to four trucks in my fleet and be able to compete with the industrial players," she says.

For now, however, she's quite busy enough — both on the job and off. However, Warren isn't looking to slow down, continuing to learn and "do" are her priorities.

"I love to learn. I love doing, I love being active. I can't sit still very often," she says. "How do you know what life really is if you're not willing to put yourself out there?" ■



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www.kentuckyonsite.org; 855/818-5692

Maine

Maine Association Of Site Evaluators
www.maine.com

Maine Association of Professional Soil Scientists
www.mapss.org

Maryland

Maryland Onsite Wastewater Professionals Association
www.mowpa.org; 443/570-2029

Massachusetts

Massachusetts Association of Onsite Wastewater Professionals
www.maowp.org; 781/939-5710

Michigan

Michigan Onsite Wastewater Recycling Association
www.mowra.org

Michigan Septic Tank Association
www.msta.biz; 989/808-8648

Minnesota

Minnesota Onsite Wastewater Association
www.mowa-mn.com; 888/810-4178

Missouri

Missouri Smallflows Organization
www.mosmallflows.org; 417/631-4027

Nebraska

Nebraska On-site Waste Water Association
www.nowwa.org; 402/476-0162

New Hampshire

New Hampshire Association of Septage Haulers
www.nhash.com; 603/831-8670

Granite State Designers and Installers Association
www.gsdi.org; 603/228-1231

New Mexico

Professional Onsite Wastewater Reuse Association of New Mexico
www.powranm.org; 505/989-7676

New York

Long Island Liquid Waste Association, Inc.
www.lilwa.org; 631/585-0448

North Carolina

North Carolina Septic Tank Association
www.ncsta.net; 336/416-3564

North Carolina Portable Toilet Group
www.ncportabletoiletgroup.org; 252/249-1097

North Carolina Pumper Group
www.ncpumpergroup.org; 252/249-1097

Ohio

Ohio Onsite Wastewater Association
www.ohioonsite.org; 866/843-4429

Oregon

Oregon Onsite Wastewater Association
www.o2wa.org; 541/389-6692

Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers
www.pa-seo.org; 717/761-8648

Pennsylvania Onsite Wastewater Recycling Association
www.powra.org

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

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Texas

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Education 4 Onsite Wastewater Management
www.e4owm.com; 713/774-6694

Virginia

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

Washington

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

Wisconsin

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

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

NATIONAL

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

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

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

CANADA

Alberta

Alberta Onsite Wastewater Management Association
www.aowma.com; 877/489-7471

British Columbia

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

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

Manitoba

Manitoba Onsite Wastewater Management Association
www.mowma.org; 877/489-7471

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

New Brunswick

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

Nova Scotia

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

Ontario

Ontario Onsite Wastewater Association
www.oowa.org; 855/905-6692
Ontario Association of Sewage Industry Services
www.oasisontario.on.ca; 877/202-0082

Saskatchewan

Saskatchewan Onsite Wastewater
Management Association
www.sowma.ca; 877/489-7471

Canadian Regional

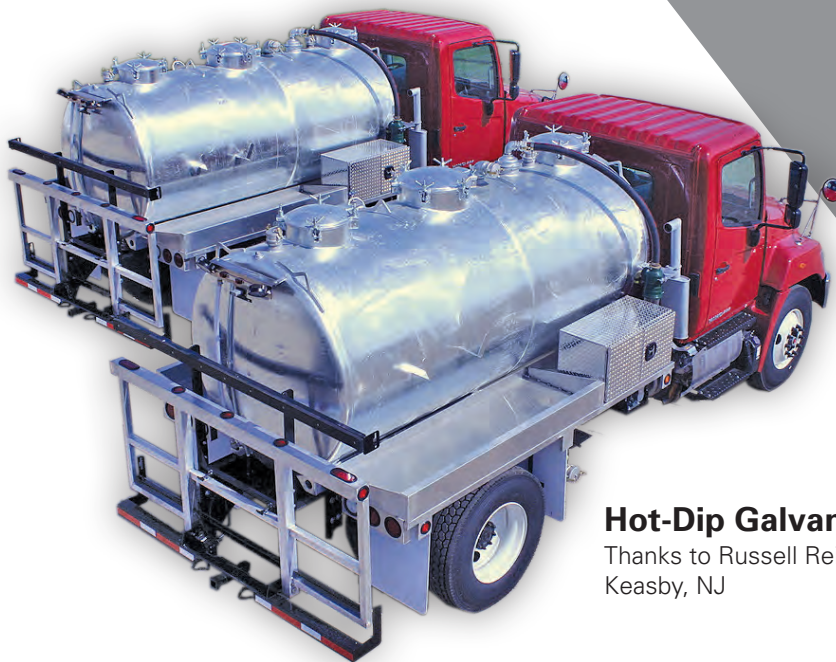
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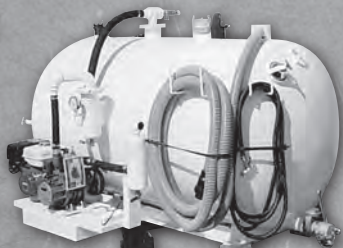
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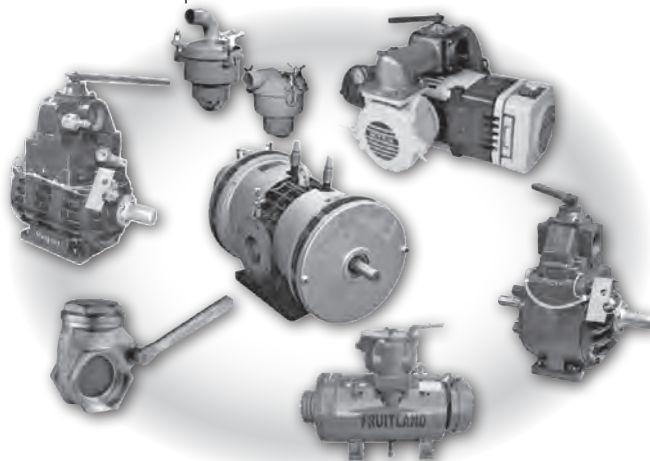
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Zuech's Environmental Services

Franklinville, New York

Owner Eric Zuech added a Chrysler Viper Red 2012 Kenworth T800 built out by Transway Systems with a 4,300-gallon steel tank with hoist and full-opening rear door and a National Vacuum Equipment 4310 blower. The truck is powered by a 550 hp Cummins ISX engine tied to an 18-speed Eaton Fuller transmission. The chassis was repurposed from the oil and gas industry, where it served as a water truck. The truck features mirror-finish stainless steel hose trays, aluminum wheels, fuel tank and blower cabinet, chrome visor, bug shield and stacks, 20-inch top manway, LED work light in the back, sight glasses and a digital Garnet SeeLevel indicator. The interior is fitted with air-ride driver's seat, stereo, AC and power accessories. Design Art provided the mirror finish graphics. Jason Dick is the driver, and the truck is used mainly for residential and commercial septic service and cleaning catch basins. ■

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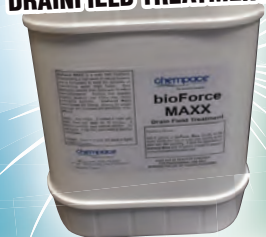
Your Classy Truck submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable. Email your materials to editor@pumper.com or mail to Editor, *Pumper*, P.O. Box 220, Three Lakes, WI 54562. We look forward to hearing from you!

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NEW Jurop PN84 vac pump.

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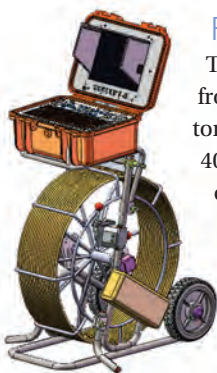
System Cleaning and Inspection

By Craig Mandli

DRAINLINE INSPECTION CAMERAS

CUES MPLUS+ XL

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



FORBEST PRODUCTS FB-PIC3688M

The **FB-PIC3688M** long-range pipe inspection camera from **Forbest Products** has a dock for a digital monitor and optional 360-/180-degree camera. It comes with 400 feet of 9-mm fiberglass cable on a reel with a meter counter. The stainless steel frame carries a dock for placing the 10-inch LCD monitor for convenient operation and transportation. Camera head options include a 1 1/2-inch self-leveling color camera head or 2 1/4-inch waterproof 360-/180-degree pan-and-tilt high-resolution color camera head with zoom for panorama pictures. The heavy-duty multifunction waterproof control box includes a 10-inch LCD color screen with USB and built-in SD card to record photos and videos. Users can type and edit on the screen with the installed keyboard. Control buttons on the front panel are designed for remote controlling camera head rotation for over 20,000 hours continuously. **877/369-1199; www.forbestusa.net.**

GENERAL PIPE CLEANERS GEN-EYE POD

Lightweight **Gen-Eye POD** video inspection systems from **General Pipe Cleaners** offer optional Wi-Fi capability. A Wi-Fi transmitter inside the monitor lets the user send video to a tablet or smartphone to record the inspection. They can send the video on to customers or post it to YouTube from the field. The package combines camera, reel and monitor. The full-size unit sports a self-leveling camera and 200 feet of Gel-Rod for troubleshooting 3- to 10-inch drainlines. The MINI-POD version carries 125 or 175 feet of pushrod with mini self-leveling color camera small enough to troubleshoot 2- to 4-inch lines. A video out connection still lets the user record to an external device. A 7-inch LCD color monitor mounts on a rugged, flexible gooseneck that swivels for optimal viewing angles. **800/245-6200; www.drainbrain.com.**



MYTANA MFG. COMPANY MS11-NG2

The **MS11-NG2** midsize inspection system from **MyTana Mfg. Company** features a USB for recording and storage and a monitor providing a clear image. The system is suitable for inspecting 3- to 6-inch lines with the choice of 150 or 200 feet of pushrod. The unit has a 64GB internal drive as well as two onboard USB ports, and a 32GB removable USB drive. The one-piece design is lightweight with a carrying handle. The camera head is color, self-leveling with a built-in 512 Hz transmitter for locating trouble spots, even in cast iron pipes. **800/328-8170; www.mytana.com.**

DRAINLINE INSPECTION CAMERAS

R.S. TECHNICAL SERVICES QUICK PEEK

The compact, lightweight **Quick Peek** from **R.S. Technical Services** has a stainless steel housing and is shock- and water-resistant. It has an anti-scratch, high-impact sapphire lens viewing window and high-intensity LED lights. The bright LCD monitor located on the handle can be positioned for optimal viewing, and comes with an adjustable sun shield/screen protector. Monitor controls include power mode, aspect ratio (screen size) plus set buttons for color, brightness, contrast, tint and volume. The side-mounted AC/DC power source houses controls for camera functions and provides a camera test terminal, AC/DC input, video/audio output, keyboard input and a condenser microphone. Optional SD digital card recorder, laptop interface and Wi-Fi interface are available to enhance inspection data recording and reporting capabilities. It can be used to inspect lines 2 to 10 inches in diameter up to 300 feet long. **800/767-1974; www.rstechserv.com.**



RATECH ELECTRONICS ELITE USB WITH WI-FI

The **Elite USB with Wi-Fi** from **Ratech Electronics** lets users record pipe inspections direct to a USB flash drive and wirelessly via an app to an iOS or Android device, while taking live video and digital still photos, which can be immediately uploaded to YouTube. The Wi-Fi interface is available on any current Ratech product or existing Ratech systems in the field, and is available with a sun-readable 10-inch LCD monitor and either a self-leveling camera, small ultramicro-camera or even the pan-and-tilt push camera. Systems come in cable lengths from 100 to 400 feet. **800/461-9200; www.ratech-electronics.com.**



VIVAX-METROTECH VCAMMX

The **vCamMX** from **Vivax-Metrotech** is a portable all-in-one camera to inspect pipes between 1 and 4 inches. The control module's 8-inch daylight-viewable LCD screen shows the distance of pushrod deployed, as well as the current time and date. Recordings are made in AVI video and photos in JPG format directly to a USB flash drive, then instantly backed up to an SD card. An internal microphone allows audio commentary over recorded video. The pushrod is traceable with the use of an external locator transmitter and available in 100 or 150 feet. The dual-frequency 512 Hz/33 kHz sonde is standard equipment. Two interchangeable camera heads can be switched out by the user in the field. The smaller D18-MX camera is fixed-position and 0.7 inch in diameter, and the D26-MX is self-leveling and 1 inch in diameter. **800/446-3392; www.vivax-metrotech.com.**



DYES

BRIGHT DYES

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



ELECTRONIC LEAK LOCATORS

SUBSURFACE LEAK DETECTION LD-18

The **LD-18** digital water leak detector from **Sub-Surface Leak Detection** is designed to significantly reduce ambient, intermittent noises from dogs barking, cars passing by, footsteps and people talking. The digital electronics sample the sounds every few thousandths of a second, and if it detects an intermittent sound, it suppresses it instantly. Water leak sounds are almost always continuous noises, and the unit can identify these continuous leak sounds even in difficult conditions, like busy streets. It is not necessary for the user to listen with the headphones if the unit hears the leak sounds on the asphalt or the ground directly over the pipe. **408/249-4673; www.subsurfaceleak.com.**



EXCAVATING EQUIPMENT

HYDRA-FLEX SWITCHBLADE

The **Switchblade** static, 0-degree nozzle from **Hydra-Flex** has the impingement and stream quality to allow operators to dig fast and use less water, providing greater efficiency on the job site. Designed for durability, this heavy-duty, high-impact nozzle operates at up to 3,200 psi and is constructed with stainless steel housings and tungsten carbide wear surfaces. The nonconductive urethane coating on the nozzle body works to extend the life of the nozzle while protecting the safety of the user and sensitive underground assets. A range of flow rates and spray patterns are available for different applications such as potholing and trenching. **952/808-3640; www.hydraxflexinc.com.**



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The **X-Cavator** from **Vac-Con** is powerful, durable and easy to operate. It comes fully loaded and features a hydrostatic drive that uses the chassis engine for the vacuum, creating a more efficient system that eliminates the need for PTO, clutch and gearbox operation. It is available with water systems up to 4,000 psi, and a mobile wireless remote control system that enables the operator to work the chassis engine rpm, boom, automatic vacuum breaker, dump controls and hydraulic door locks from remote areas up to a half-mile. The boom rotates up to 270 degrees. **904/284-4200; www.vac-con.com.**



PORTABLE JETTERS

AMAZING MACHINERY BOSSJET MAX

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



SLUDGE SAMPLING EQUIPMENT

RAVEN ENVIRONMENTAL PRODUCTS CORETAKER MAX

The **Coretaker Max** sludge sampler from **Raven Environmental Products** can be used by operators and inspectors to get accurate readings of settled sludge in septic tanks and grease interceptors. It is specifically designed for heavy sludge with its large valve and large-diameter clear polycarbonate tube. The link-release mega valve can be opened and closed from the top of the unit, allowing the user to clean the sampler from the clean end. It has internal O-rings for leak-free performance, and stainless steel and aluminum hardware for longevity. **800/545-6953; www.ravenep.com.**



SIM/TECH FILTER TRUCORE

The **TruCore** from **Sim/Tech Filter** is a large-diameter, accurate, user-friendly sludge sampler designed for use in the thicker sludge common to septic tanks. It allows samples to be taken quickly without creating excessive turbulence, as there are no restrictions caused by valves, stoppers or flaps. With a 1 3/8-inch I.D., the capacity per foot is almost 10 ounces. The straight-through design allows the sample to be effortlessly returned to the tank. The unit is made of a polycarbonate sampling tube (marked every foot) and PVC fittings. It comes as a single-piece 8-foot unit or as two 4-foot units that slip together. Custom sizes and configurations are also available. A simple and customizable extension kit is available for deeply buried tanks. **888/999-3290; www.simtechfilter.com.**



SMOKE LOCATORS

SUPERIOR SIGNAL COMPANY 5E ELECTRIC SMOKER

The **5E Electric Smoker** from **Superior Signal Company** connects to any clean-out or inspection port to smoke test an entire system in a few minutes. Smoke testing can be an effective technique for finding sources of odors and many other faults throughout the building plumbing, laterals, the septic system and leachfield. The unit gently pushes smoke throughout the system to find cracks and leaks and quickly identify problems, and sets up and shows results quickly. It comes with an 8-foot industrial-grade flex hose. **800/945-8378; www.superiorsignal.com.**



TURBO-FOG M-45



The **Turbo-Fog M-45** is a versatile, lightweight, portable, self-contained smoke generator capable of producing dense, voluminous white smoke using leak-proof liquid smoke cartridges. Each cartridge can be replaced in seconds, for easy replacement even while the unit is operating, for uninterrupted smoke production. No additional smoke bombs or pump garden sprayers are needed for additional test time. The Briggs & Stratton-powered turbine-type blower is 45 pounds and creates a discharge velocity of over 75 mph and 2,000 cfm. It continues to work under pressure in up to 5.75 inches of water. It is available with a plumbing conversion kit. **800/394-0678; www.turbo-fog.com.**

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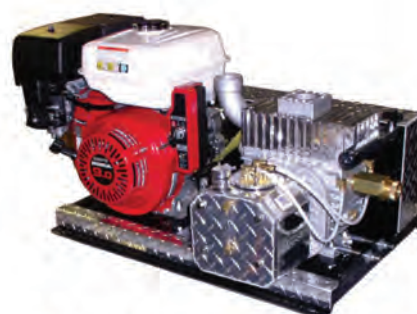


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AMERICAN JETTER 58 SERIES FORKLIFT SKID JETTER

The **58 Series Forklift Skid Jetter** from **American Jetter** offers a complete jetter system that can be moved from one application to another with a forklift. It is based off of the 58 Series trailer jetter, but with a 4-foot-wide frame that slides easily between the fender wheels of most full-size trucks. Power is provided by a 32.5 or 37 hp Kohler gasoline engine with flows of 8.5 to 20 gpm to 4,000 psi. The rear electric speed control reel provides precise cleaning speeds and easy access to the jet hose with optional hose guide. Low-water shut-off prevents pump damage in the 200-gallon tank. The optional 1-mile open-range wireless remote option allows for water on/off, engine shutdown and hose reel control. The heavy-duty square tubing frame and diamond plate floor offer a rigid and durable work platform with mount hooks at all four corners. **866/944-3569; www.americanjetter.com.**



NLB CORP. 335DHW

The **335DHW** hot-water jetting unit from **NLB Corp.** includes a powerful and dependable triplex pump capable of 15 gpm at 3,500 psi. A Kubota v3600 66 hp engine provides power in a direct-drive configuration that eliminates the PTO and PTO maintenance. A 700,000 Btu burner unit addresses the demands of the many cycles, long hours and transportation requirements in the life of a typical hot-water unit. An overhead-mounted water tank is easy to winterize and has integrated water lubrication lines and a 75-micron inlet strainer that can be rinsed or cleaned, eliminating the traditional filter. A rupture disk has also been eliminated from the unit's design and replaced with a self-resetting pop-off valve, saving time and money for the operator. **800/227-7652; www.nlbcorp.com.**



CAM SPRAY TT4025HZ-350

The model **TT4025HZ-350** trailer jetter from **Cam Spray** produces 25 gpm at 4,000 psi using a U.S. Environmental Protection Agency Tier 4 Final Hatz Diesel 74 hp turbo intercooled, liquid-cooled engine.

It comes with an over-center clutch, control panel with hour meter, low-fuel gauge, low-fuel shutdown, over-pressure shutdown and digital pressure read-out. The reel is hydraulic powered with variable speed, and comes mounted on a slide-out with angle adjustment fitted with 500 feet of 5/8-inch hose, manual shut-off valve and analog pressure gauge. RCM wireless remote control modes include valve open, valve close, engine idle down with a 15-second time delay shutdown, emergency shut-off, two-speed engine rpm control and auxiliary 10 amp circuit with on-off control. **800/648-5011; www.camspray.com.**



PRESVAC JETTER TRUCKS

The **Presvac** lineup of jetting trucks provides a complete range of cleaning solutions for pipes up to 100 inches in diameter. Powerful vacuum provides the effective removal of flushed material. Modular



filtration configured to blower size provides blower protection with minimal maintenance. The pictured unit has a split-compartment aluminum tank, including 300 gallons water and 4,700 gallons debris. It has a Robuschi Robox 65 Blower, 900 cfm free air and 27 inches Hg maximum vacuum. Its US Jetting pressure pump provides 18 to 20 gpm at 4,000 psi. It comes with a head-mount hose reel, 250 feet of 1/2-inch jetting hose, a 5 gpm at 2,000 psi washdown pump and 50 feet of 3/8-inch hose. Heated valves and a winterizing system for the water system are available. **800/387-7763; www.presvac.com.**

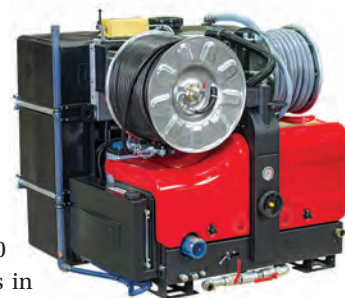
HI-VAC CORPORATION O'BRIEN 7000 SERIES

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



SPARTAN TOOL URBAN WARRIOR

The **Urban Warrior** hydrojetter from **Spartan Tool** is designed to fit into Chevy Express, GMC Cargo and Ford Transit vans, leaving ample space for other machinery and tools. The high-pressure hose reel holds 460 feet of hose and pivots 180 degrees for optimum working conditions in all circumstances. Its 50 hp Kubota gas engine provides 3,000 psi at 19 gpm. Two 80-gallon water tanks come standard, with the capability to add additional 80-gallon tanks. For additional power, the Ultimate Urban Warrior comes with a 65 hp Kubota diesel engine that provides 4,000 psi at 21 gpm. **800/435-3866; www.spartantool.com.**



HOT JET USA HOTJET II

The **Hot Jet II** sewer and drainline jetter from **Hot Jet USA** is a dual-purpose machine that cleans drains and serves as a high-powered hot-water pressure washer. It can be used to clean drains up to 300 feet long and 12 inches in diameter. It has a 35 hp Vanguard engine by Toyota, delivering 10 gpm at 4,000 psi using hot or cold water, mounted on a diamond plate tandem-axle trailer powder-coated for durability. **800/624-8186; www.hotjetusa.com.**



VAC-TRON EQUIPMENT JTV 873 PTO

The **JTV 873 PTO** from **Vac-Tron Equipment** is a PTO truck-driven system that combines



vacuum excavation with high-pressure jetter capabilities. The PTO drives a positive displacement vacuum blower that produces 1,000 cfm at 16 inches Hg. It comes standard with reverse pressure, an 800-gallon debris tank, 300-gallon water supply, 15 gpm at 3,000 psi water pump, hydraulic rear claw door, Big Red filter housing, and a jetter hose reel that holds 500 feet of 1/2-inch hose. All components are controlled from the truck, eliminating the extra weight, space and cost of the pony motor. An optional towing package allows the user to tow other equipment to the job site to help with efficiency. **888/822-8766; www.vactron.com.**



VECTOR RAMJET 850 SERIES TRUCK JETTER

The **Vector RamJet 850 Series** truck jetter has a choice of front or rear hose reel locations, and productivity-enhancing options such as an aluminum rear shroud and optional JetRodder water pump-heated cabinet. An integral alumi-

num rear shroud with heavy-duty, see-through Lexan windows is available. Large service access doors on both sides of the shroud enable easy greasing, maintenance and service. The rear shroud keeps the hose and components warm and protected in cold conditions. It comes with a certified flow of 0 to 80 gpm at a variable pressure up to 2,500 psi. Park-N-Clean technology allows the operator to park near the manhole and, with minimal setup time, start cleaning within minutes. **800/627-3171; www.vactor.com.**

VECTOR TECHNOLOGIES VECJET

The **VecJet** from **Vector Technologies** is offered in both 350- and 700-gallon configurations. The unit is powered by diesel or gasoline Kubota engines and uses Giant water pumps. These trailers represent a blend of Vector trailer construction and Vac-Con water jets. They include HDPE water tanks up to 700 gallons, water systems up to 40 gpm at 3,000 psi, tubular steel Vector trailers and Vac-Con hose reels with up to 1,000-foot hose capacity. **800/832-4010; www.vector-vacuums.com.**



WATER CANNON 16T55

The **16T55** trailer jetter from **Water Cannon** comes with an onboard 200-gallon water tank capacity and customizable jetter hose up to 500



feet. It is mounted on a two-wheel commercial jetter trailer. It comes with a poly toolbox, lights, a front jack with wheel, safety chains and aluminum fenders. The commercial high-pressure jetter is powered by a Honda GX690 twin-cylinder electric-start engine with V-belt drive, trailer-mounted skid, and 15-gallon EPA and CARB-approved poly fuel tank. Its TS Series General triplex plunger pump offers 8 gpm at 3,500 psi, with a pump-mounted jetter pulse valve and foot valve with 8-foot jumper hose. Three jetter nozzles, including the Penetrator, Flusher and De-Greaser/De-Icer are included. **800/333-9274; www.watercannon.com. ■**

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PRODUCT NEWS



in the
SPOTLIGHT
By Anthony Drew

WATER CANNON HANDLES HIGH PRESSURE WITH HARDENED STEEL

The smallest things can have a big impact when it comes to safely getting the job done right. That's definitely the case with **Water Cannon's** locking-collar quick-connect sockets, which were designed to offer pumpers added safety and versatility on hydroexcavation jobs.

Precision machined with male threads, the quick-connect sockets are made of hardened stainless steel to resist plug deformation when pressure spikes occur. The flow-through design provides an unrestricted bore with minimal pressure loss, giving operators smooth action and reliable service.

For extra safety, the brushed stainless steel sockets feature a push-and-snap locking collar with an alignment pin and easy-to-grip barreled ring for straightforward attachment. Replaceable O-rings ensure that users will have a watertight seal at all times, according to the manufacturer.

Water Cannon CEO Richard Kurtz says customers have responded favorably to the locking-collar safety mechanism, which prevents the high-pressure hose from detaching at the truck or at the trigger gun held by the operator.

"If a standard quick-connect is not snapped in place properly, it will fly apart," he says. "Imagine the force of a standard self-serve car wash as 7,200 effective cleaning units (ECUs). And your average portable pressure washer has an ECU of 16,000. Now, imagine you're the guy pulling the trigger on a hydroexcavation rig that delivers 20 gpm at 2,500 psi — or 50,000 ECU — and the quick-connect pulls apart, and the hose flies like a whip. Even worse, imagine if the hose flies off the trigger gun inches from the operator's torso.

"Everyone appreciates the added safety, and we now have our products being used in a nuclear power plant," says Kurtz. "I will take that as the ultimate compliment."

The locking-collar quick-connect sockets are rated up to 210 degrees F and 6,300 psi for heavy-duty use. Water Cannon recommends coupling the sockets with stainless steel plugs that are interchangeable with most brands, and the company also suggests getting replacement O-rings to ensure the sockets continue to withstand hot water and aggressive chemicals.

The safety sockets come in various sizes and can even withstand pressure spikes from hydro-pulse jetter systems, according to Kurtz. **800/333-9274; www.watercannon.com.**

COXREELS DUAL HYDRAULIC REELS

COXREELS dual hydraulic reels, designed for use with hydraulic tools and accessories, are offered in two configurations: the MPD and the TDMP series. The reels feature single-sided access for both the spring and the swivel. The supply and return lines come in the same side of the reel into an external fluid path via a removable, dual-port hydraulic swivel. For capacities up to 30 feet of dual hose, the MPD Series features a dual-axle support system with a solid steel 1-inch axle. The TDMP is built for capacities up to 50 feet, with triple-axle support, dual arm guides and stainless steel hose guide rollers. **800/269-7335; www.coxreels.com.**



FRANKLIN ELECTRIC POWERSEWER SYSTEM

The redesigned FPS PowerSewer System from Franklin Electric is a low-pressure system that pumps residential and commercial wastewater to a collection or treatment area, providing an alternative to gravity sewer systems and septic tanks. The float tree is spring-loaded and easily removable, with a progressive lift handle to simplify pump removal. The system also features an isolated pump support to accommodate heavier pumps for expanded applications. **260/824-2900; www.franklinwater.com.**

FELLING TRAILERS I SERIES

The I Series from Felling Trailers incorporates additional standard features, structural strength and ease of operator use. The design of the hitch plate area has been simplified to reduce the number of welds needed in production, adding strength in final construction. The tailboard incorporates a four-tailight LED system and a new design that offers a level transition onto rear deck boards when loading, extending deck life. An additional 2 inches added to the ramp width provides an 18-inch center gap between ramps. **800/245-2809; www.felling.com.** ■



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INDUSTRY NEWS

Kenworth names 2017 Dealer Council

Kenworth Truck Company has named its 2017 Kenworth Dealer Council members. The council features eight executives representing more than 380 Kenworth dealerships in the U.S. and Canada. The members are: Chairman Will Bruser, Truckworx Kenworth, Birmingham, Alabama; Mike Clark, Wisconsin Kenworth, Madison, Wisconsin; Boyd McConnachie, Inland Kenworth, Burnaby, British Columbia; Mike Nagle, Bayview Kenworth, St. John, New Brunswick; Scott Oliphant, Kenworth of Louisiana, Gray, Louisiana; Dan Penksa, Kenworth Northeast Group, Buffalo, New York; and Tim Spurgeon, MHC Kenworth, Leawood, Kansas. In addition, Tom Bertolino of NorCal Kenworth in Sacramento, California, serves as the Kenworth line representative for the American Truck Dealers.

FS Solutions enters distribution partnership

FS Solutions announced a distribution partnership with Gerotto Federico S.r.l. of Italy. Under terms of the agreement, the Gerotto Lombrico remote-controlled mini-excavator will be sold and supported by FS Solutions in the U.S., and by Joe Johnson Equipment in Canada.

Advantage Funding appoints new CEO

Advantage Funding has named Lisa Lersner as CEO and president. She brings more than 25 years of financial experience to the post.

Top 10 Ditch Witch dealerships of 2016 honored

Ditch Witch recently awarded its top 2016 dealerships with its highest honor, the Crescent Club. The winners included: Ditch Witch of Alabama; Ditch Witch Bay Area, Central and Southern California; Ditch Witch of Central Texas; Ditch Witch of Florida; Ditch Witch of Minnesota and Iowa; Ditch Witch of North Carolina; Ditch Witch of North Dakota; Ditch Witch of Oklahoma and Arkansas; Ditch Witch Sales of Michigan; and Witch Equipment Co. in Texas. ■



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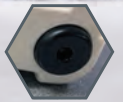
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PAGE 20

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PAGE 40

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Septic tank cleaning business for sale in upstate New York (Adirondack Mts.) serving Essex, Hamilton and Warren Counties. Well-established business with excellent credentials, therefore, extensive customer base. Along with accounts is a 4,000-gallon 2005 Sterling tank truck and a 1990 2,000-gallon GMC tank truck. Only serious inquiries e-mail to clapell@frontiernet.net (P05)

West Texas portable restroom business for sale, Odessa and Midland area. Small business has over 200 toilets and 3 new service trucks. We also carry trash trailers. I have 2 other businesses also and don't have the time to oversee this one. On pace to do close to a \$1,000,000 in sales for the year. Will sell with or without the yard. For questions please email: joe@gincocorp.com (P07)

For Sale: Very profitable Tennessee septic pumping company. Three (3) late-model trucks. 33 years of growth with a large client base of commercial, government and residential customers. 3-man operation. Kenneth 865-654-0511. (P05)

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Portable toilet & trash removal company for sale in Hawaii. Service trucks, delivery trucks, and toilets. Standard, ADAs, sinks. Front load trucks, container delivery trucks, roll-off trucks, front-load dumpsters and roll-off containers. Serious inquiries only. Email hawaiianpumper@mail.com (P06)

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Florida septic business for sale with two trucks and all equipment. Established 36 years. Specializing in drainfields, tank installations and repairs. \$289,000 negotiable. Commercially-zoned house & office available for an additional \$130,000. Serious inquiries only. Call for more info. 727-326-5044. (P06)

Septic Business for sale in central Florida, truck and equipment, 40+ yrs., same phone # 352-429-2426. \$250,000. Email tcraigseptic@gmail.com (P05)

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

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

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

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (P05)

DEWATERING

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

DeWatering Solids Units. 1. Hycor Roto Strainer Screen for removal of core solids. It is stainless steel, 4 ft. long and comes with 20,000 wedge wire screen plus a Hydroscreen. Asking \$10,000. 2. Roto Strainer Screen. It is stainless steel, 8 ft. long and comes with Hydroscreen. Asking \$25,000. Please contact 734-722-8922 (P06)

2003 1.2-meter mobile Ashbrook Klampress belt press. Ready to work! Comes with polymer makedown system, 4" sludge pump, and water booster pump. Refurbished in 2015. \$65,000. Call Tom at 423-240-9737 (P06)

DRAIN/SEWER CLEANING EQUIPMENT



2008 Vac-Con VDP42162LHA: Well maintained, ex-city unit. 300hp, 2008 Sterling L8500 Vac-Con sewer vac truck, Cummins ISM diesel, Allison 3000RDS automatic, air brakes, a/c. Vac-Von VDP42162LHA, Roots 827 PD blower, 16-cubic-yard debris tank, 10' extendable boom, 8" suction hose. Duetz 138hp aux. diesel, Giant GP7145 water pump, 60gpm @ 3,000psi. 1,300-gallon water capacity, 600' of 1" jetter hose, midship handgun w/hose reel. Hydraulic door locks, directional board, air-weigh system, backup camera. 60,000 GVW, DPF system, ECM verified 41,589 miles. Additional pictures upon request \$169,500

713-992-0916, TX P05

DRAINFIELD RESTORATION

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

Terralifts - New and Used. Financing available for qualified buyers. For more information call Dick Crane 800-223-2256 or aalco@tds.net for electronic brochure. www.youtube.com/watch?v=t8ApRU0asnY (PBM)

Submit your classified ad online!
www.pumper.com/classifieds/place_ad

HAZARDOUS WASTE UNITS



2005 Sterling/Presvac PowerVac, stainless steel, DOT certified, 3,500-gallon wet/dry. Dump door with high rail gear and boom, Hibon 27" blower with PV750 vacuum loading/offloading pump. Tri-axle truck with CAT 435hp engine with Fuller 8-speed transmission. Runs excellent.

KLM Companies
617-909-9044 PBM



Pre-owned 2016 Presvac 5,500 U.S. gallon, carbon steel, D.O.T. 412 (A.S.M.E.) vacuum tanker with a hydraulic-driven Fruitland RCF500 pump. (Stock# 5002C)

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



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

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



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

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



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

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



2007 International 9200i with a Progress aluminum 3,180-gallon 2-compartment - 2,950 waste (DOT 412) & 230 freshwater. Full-open rear door dump unit with a NVE vacuum pump, 3" transfer pump and high-pressure washdown pump. (Stock# 2757C)

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



1998 King Vac, 1998 Ford L8T, 8.3-liter Cummins, 3,000-gallon tank replaced 4/2012. \$64,900

Call 800-535-8606, OH P05

JET VACS



2007 Aquatech B10/1500: CAT 335hp (EPA 04) with Allison automatic transmission. 88,000 miles. 1,400 hours. New Roots 624 blower, 8" x 19' extendable boom, pump-off option, internal tank flush, 6-function joystick. Excellent condition.

KLM Companies
617-909-9044 PBM



Vac-Con V390LHA combination unit with Roots 827 blower, 1999 International Model 2554 cab and chassis. (Stock #3918C)

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

1999 Sterling L9501 Vac-Con 2100: 19,700 miles. Automatic Allison transmission. Roots 824 PD blower. 80gpm 2,000psi jetter pump. 10-yd. debris body. Hydraulic hose, dump, and locks. \$65,000. 706-798-8080 (P06)

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

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

JETTERS-TRAILER



2004 US Jet 4018-300 trailer: Hatz 3-cylinder silent pack diesel engine, 1,560 hours. 500 ft. 1/2" hose. Very good condition. Newer control panel, new tires with spare, 2 new aluminum tool boxes and fenders. New steel antifreeze tank and new muffler. Good running machine. \$22,500 negotiable

866-889-3738, PA
mike@birosseptic.com P05



The Industry's Most Versatile Trailer Jetter! 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

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

1974 Ford F-600 jet truck 23,000 GVW, 1,650 psi, 65 gpm. 300 CI industrial engine for pump with 500 ft. of hose on truck, reel plunger, Myers pump. Works well. Great truck for sewer and drain company. \$8,000. 801-807-8335 (P06)

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)

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

PORTABLE RESTROOMS



150 Olympic fiberglass units, white in color, construction grade. \$175 each

Call/text 712-433-1662, IA
terrysseptic@gmail.com P05

PORTABLE RESTROOMS

FOR SALE: 300 Sebach standard portable restrooms in great condition. 150 all grey, 150 grey and orange ready for immediate rental. \$125 each restroom. Customer responsible for transport and delivery. Call CALLAHEAD Corp. 800-634-2085 (P05)

100 construction-grade PolyPortables/Poly-Johns. Miscellaneous green, tan, & brown. \$275 each. Please call or text 712-433-1662. terryseptic@gmail.com (P05)

Used portable restrooms \$300 each. Approximately 200 PolyPortables and Poly-John units, mixed colors. Condition: Good. 28 Blue/Green Satellites \$350 each. Sold in groups of 20 or more only. 920-322-3342 or email Bethany@rentapotty.net (P05)

Looking to buy 40 event-grade portable toilets. Call Pitstop 618-922-2281. (P05)

130 used PolyJohn restrooms for sale, construction grade. Best units (minimum 10 units) @ \$125 each, down to \$90 each. Lexington, KY. 859-255-6605 (P06)

We have 53 Five Peaks portable toilets, like-new shape, used on limited special occasions \$295 ea. 34 Satellite Max 3000s, good shape, \$275.00. 58 PolyJohn construction-grade units \$175 ea. We can arrange truck load freight. Located in east TN. Call 423-525-2978. (P05)

PORTABLE RESTROOM HAULERS

2008 and 2009 gooseneck Laxi Taxi portapotty trailers. Carries 26 pots per trailer. \$7,000 each. Call 3Ds Plumbing 325-653-4975 or email Desdoucet3d@hotmail.com (P05)

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



2016 Ford F550 4x4, 300-gallon water/900-gallon waste. 28 Satellite Johns, 4 handicaps, 2 sinks. \$110,000

Call 716-474-5470 P05



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

Call 724-947-9008, PA P05



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 P05



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

401-663-1002 P05



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

Call 724-947-9008, PA P05



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 P05



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 P05

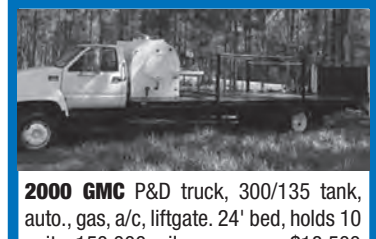


2005 IH 4300 septic/toilet combination. Under CDL, one owner. 1,100 waste/400 pressurized water. Dual service. 3" rear inlet. 2-unit hauler gate. All hoses. 270,000 miles, overhauled at 220,000. Tires 80%. A/C, A/T, cruise. Excellent condition. \$34,500

870-238-9481, AR P05

2006 Ford F550, Satellite built truck, 6.0 diesel, automatic, 600 waste, 300 fresh. 2-unit carrier, Conde Super 6 pump. Excellent running truck, good shape. \$23,995 OBO. Call or text 712-433-1662 terryseptic@gmail.com (P05)

1999 Ford F-450, 7.3 diesel, 124,000 miles. 315-gallon freshwater and 400-gallon waste tanks. Porta-pot carrier on back. \$14,995 OBO. Call/text 712-433-1662 (P05)



2000 GMC P&D truck, 300/135 tank, auto., gas, a/c, liftgate. 24' bed, holds 10 units. 150,000 miles. \$18,500

Steve 863-581-5680, FL P05



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 P05



2016 International Terrastar, 4x4, 50k, 3 cells (300 fresh/1,000 waste/200 fresh) set up for portable restroom service & septic. \$85,000. **2007 Chevy 4500**, 4x4, 257k, 3 cells (400 fresh/900 waste/200 fresh) \$27,500. Both trucks well maintained.

Call or text 785-477-2254 P06



2015 Dodge Ram 5500 4x4 with 1,250-gallon aluminum tank, 64,000 miles. \$65,000

Call Rodney Lane
270-832-3793 P05

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. \$29,900. Call Mike 419-865-4830. (P05)

PLACE YOUR AD ONLINE AT www.pumper.com - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



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

P05



2006 International DuraStar 4300: DT466, 6-speed, non-CDL with 300 waste/150 water and a MEC4000 pump. Hauls 8 units. Truck has 117,000 miles on it. Asking \$17,000 OBO

Call Joe for details
716-823-3606, NY

P06



2005 International DuraStar 4300: DT466, 6-speed manual transmission with new 402 Wally pump. 1,500 waste/400 chemical. GVW is 32,000 and truck has approx. 85,000 miles. Asking \$27,000 OBO

Call Joe for details
716-823-3606, NY

P06

Two (2) 2006 International 4300s, DT466, both currently on a route. \$30,000 each. Call or email for more information. 205-353-2625 aplus@aplusportablerestrooms.com (P05)

Two (2) 2007 Kenworth T-300 trucks: 1,500 waste/500 fresh, automatic transmission. Asking \$30,000 each. Call Ken Ford at 662-415-3188. (P05)

Used Equipment Wanted: Portable toilets, sinks, trucks (under 26k GVWR and less than 1,000-gallon tank). Contact Kris at 406-697-6215. (P05)



2006 Chevy C5500: 900/300 Lane tank, Masport pump, 150,000 miles. Owner operator, well maintained. New tires. \$22,000

507-920-9509, MN

P05

2005 Isuzu NQR with Workmate 600 body, 600w/185f/185f, power tailgate, carries 4 units, Masport & Burks pumps, used daily. Call Dave 612-282-2082. (P05)

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. (P05)

2001 International DT-466: 7-speed manual with Glendale Welding 1,000/450 tank, 258k miles, Moro M-10 pump, Burks water, 2-toilet carrier. Call Mike 505-345-3965. (P05)

1999 International 4700: 1,100 waste, 400 fresh. Dual side service with Masport. 223,610 miles. Call 843-283-3749 or email powellst@sccoast.net. (P05)

2014 Isuzu NQR diesel 17,999 GVW, 110,000 miles, balance of warranty. 980-gallon steel tank 680/300. 115cfm pump, Honda motor, Flojet 60psi washstation. Used daily, runs great. \$45,000 OBO. 860-377-7483 (P05)

2004 Chevy C5500, 332k, Duramax, auto., 128" wb, 19,500 GVW. 900/300 tank, pot rack and trailer hitch. Pics on request. \$18,500 OBO. Call 660-341-3814 (P05)

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)

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)

2008 Isuzu NPR HD: 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 OBO. 203-748-6906 (P05)

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)

2006 International: Eaton 6-speed, 4300SB, D225 motor, 250L Fruitland farm pump. 1,000-gallon waste, 500-gallon freshwater. 268,907 miles. \$32,000. Call 3Ds Plumbing 325-653-4975 or email Desdoucet3d@hotmail.com (P05)

1997 Ford Super Duty, 5-speed, a/c. 600-gallon waste/250-gallon fresh. Truck currently in use. 321,000 miles, 221,000 on engine. Extremely well maintained. \$8,000. joekback@gmail.com (P05)

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)

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/260f, 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. Vacuum tank & pump can be added for additional cost. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

PORTABLE SINKS

For Sale: Portable handwash stations, different makes and models. Some need repair. 1,500-gallon holding tanks. Call for pricing. 423-745-4863 (P06)

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.candsshowers.com. 712-428-6143 or cell 712-880-1250. (PBM)

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www.pumper.com/classifieds/place_ad

POSITIONS AVAILABLE

Moeller Marine Products is seeking a motivated North American Industrial Sales Manager, who is a self-starter, is energized by results, and knows how to grow a product market and "own the business." This individual will be responsible for the Moeller Industrial and Waste Vegetable Oil (WVO) \$3.5 million budget. ISM will work with the Moeller RSM's as well as Engineering and Marketing to seek out new opportunities with a specific focus on finding new customers. Responsibilities Include: • Prospect new accounts through cold calling activity • Building the relationships with customers and third-party representative group where applicable • Responsible for current accounts • Involvement in setting budgets • Organize trade show activity • Look at programs that could provide off-the-shelf industrial plastic products. Education Requirements: • Bachelor's degree preferred, business, sales management or marketing a plus. Qualifications: • Minimum of 5 years in the industrial plastics market • Candidate will be located in the Midwest or Central part of the U.S. • Willingness to travel up to 70%. All travel expenses paid by Moeller Industrial Products within the Corporate Travel Policy. If you are a team player with a positive "can-do" attitude, we want to hear from you! In return, we offer our employees a competitive salary; family-friendly work environment, and excellent benefits. We are committed to career growth. Moeller Industrial Products is supportive of the community and recently was recognized for 25 years of operation! Apply today by sending your resume to HR@themooreco.com. www.moellerindustrial.com ISO 9001: 2008 certified EEO Employer/VET/Disabled. Moeller Industrial Products is a division of The Moore Company. (P05)

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

PRESSURE WASHERS

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

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

PUMPS

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

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

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)

SAFETY EQUIPMENT

Save on super-strong Black Mamba nitrile disposable gloves at www.OrderMyGloves.com. Also, latex and vinyl gloves from \$3.99/box of 100. (P07)

SEPTIC TRUCKS



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

715-889-1544, WI

P06



1997 Peterbilt: 3304 CAT, 250,000 miles, 9-speed Eaton-Fuller transmission, a/c. 3,250-gallon tank, Jurup pump, heated valves. Sharp truck, works daily. \$59,500

Call 812-876-1258, IN

P05



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



1998 Ford septic truck with 3,500-gallon carbon-steel vacuum tank. CAT 350hp with Fuller 8-speed transmission. Rebuilt Presvac PV750 vacuum pump. Ready for work. \$38,500

KLM Companies
617-909-9044

PBM



International 8200, N14 Cummins - 330hp, 488,000 miles, 10-speed, a/c, Masport 400 vacuum pump, 3,500-gallon tank. In very good condition. Tires 95%. This is a 1992 Model chassis with a much newer tank and pump. This unit is very solid with no rust. Southern truck. \$17,500

740-961-7431, OH

P05



1995 Mack pumper truck. 2,500-gallon tank. 2,200-gallon waste/300-gallon water. Truck runs and drives good. 100,500 miles. Decals will be removed prior to sale. \$22,500 OBO

Call 507-267-4789, MN

P05



2002 Keith Huber Dominator with 3,000-gallon waste, 300 freshwater. Dump bed and hydraulic rear door. 179k miles, and doesn't leak a drop of oil. Truck is in great shape and will come with new hoses. \$68,000 Firm

678-906-0712, GA

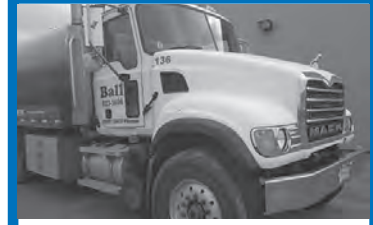
P05



2004 Sterling: 3126 CAT, 265,000 miles, 7-speed transmission, a/c. New: 2,500-gallon tank, Jurup R260 vacuum pump, stainless steel hose trays and aluminum wheels. Tires 90%. Very nice, clean truck. \$38,500

740-961-7431, OH

P05



2005 Mack CV713: 10-speed transmission, 5,000-gallon Transway tank with new RFC 500 pump. Truck has many new parts and approx. 440,000 miles. Asking \$53,000 OBO

Call Joe for details
716-823-3606, NY

P06



1994 Kenworth T800: Cummins N-14 350hp, 10-speed, air suspension, Masport HXL75-230CFM pump, 3,000-gallon tank, excellent rubber. In-frame in 2011 has 67,000 miles since, and new tank in 2011. Truck used for back-up. Ready to work! \$32,500

garrett@vtdwvs.com
210-698-2000, TX

P05



2011 Kenworth, 5,000-gallon Pik Rite, Masport 400, 264k miles, new tires. \$95,000

Mike 443-235-5979

P05



1996 Kenworth T800, Cummins M11, 370hp, 10-speed RoadRanger, air-ride suspension. 3,500-gallon tank, 367 Challenger pump, 3" and 4" valve, 6" dump, heated valves. \$35,000

Squires, Pierson and Sons, Inc.
631-283-1403, NY

P05

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2000 Mack, 10-speed, 400 w/c Masport, 3,150 waste tank works but is weak, 100-gallon fresh. Well maintained, updating fleet. \$15,000

281-734-9700, TX P05



2010 Mack with brand-new 5,000-gallon dump tank. MP7 engine with 10-speed transmission..... \$105,000 OBO

Javier 786-402-3092, FL P05



2006 Kenworth T800: C15, 485hp, 10-speed, 211,000 miles. Transway 1200 pump, 4,000-gallon waste, 200 freshwater with high-pressure jetter. 22.5 tires. Full hoist and full rear-opening door. \$95,000 OBO

802-658-6243, VT P05



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



2005 Kenworth T800: C13, 385hp, 184,000 miles, 10-speed. Transway 1200 pump, 4,000-gallon waste, 75-gallon freshwater with high-pressure jetter. Full hoist and rear-opening door. 24.5 tires. \$90,000 OBO

802-658-6243, VT P05



1996 Ford L8000: 2,300-gallon tank, MEC 8000 pump, heated valves, 33,000 GVW, air brakes and seat, 8.3L Cummins, 6-speed. Good rubber. Current DOT. Ready to work. \$22,000

218-259-1542, MN P07



1999 Peterbilt 3300: 2,500-gallon steel tank w/float level and sight glass. 500-gallon water tank. Engine: Caterpillar; Engine Model: 3126B; 10-speed manual transmission. Axles: 2 rear, 1 spring suspension. \$25,000

410-795-2947, MD P05



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



2007 Sterling, C-13 CAT, 292k miles, 10-speed, a/c, cruise, jake. 3,600-gallon Presvac tank with hoist and full-open rear door. Jurop R260 (364 cfm) vacuum pump. Very nice, extremely clean truck! \$59,000

Call/text 740-961-7431, OH P05



2001 Ford Sterling L8500, CAT motor, 9-speed Fuller transmission. Runs good. Water-cooled Masport, 2,100-gallon tank. California non-compliant. \$15,000

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936-641-3938
www.texlaservices.com P05



1988 Kenworth pump: LTA10 Cummins, Jurop R260 pump. Holds 4,000 gallons wastewater. \$22,500

Call 724-947-9008, PA P05



2002 International 8100, 291k miles, 10-speed, M-11 Cummins, 330 horsepower. Jake, a/c, cruise, 3,500-gallon tank and NVE 367 vacuum pump. New tires and aluminum wheels. \$33,000

Call/text 740-961-7431, OH P05



2005 International 4300: DT466, 147,000+ miles. Brand-new 1,870-gallon tank, brand-new pump. Immaculate truck. Turnkey. Non-CDL. Newer rubber. Central Arkansas. \$41,000

Caleb 281-914-1192, AR P05

2000 Mack 600R: Mack motor 350hp, 4,000-gallon Transway tank and pump - \$27,000 or best offer. 1995 Freightliner Cab Over: Cummins motor 390hp, 3,500-gallon tank with pump - \$18,000 or best offer. Contact Dave at 484-274-1356 or email dotterssepticsservices@yahoo.com (P06)

2009 Sterling: 2,500-gallon tank, NVE water-cooled pump. Cummins engine, 6-speed transmission. 90,000 miles. Very clean truck. \$53,000 OBO. 608-963-3881 Wisconsin (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)

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)

1999 International 8100 with a 3,500-gallon steel tank. 10-speed transmission, M11 Cummins 330 hp, Jurop pump. Everything still works, \$5,500. Call 989-450-9826. Michigan (P06)

SEPTIC TRUCKS

2007 Freightliner M2 Business Class: CAT C7 250hp, 6-speed manual transmission, 185k miles. New brakes, drums, tires. Complete service records. Fresh DOT inspection. NEW 2,500-gallon vacuum tank. Juroop R260 vacuum pump 365cfm, LED lights. Best of everything! 5-year warranty! \$49,000 delivery included. Call or text 734-731-5256. (P05)

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)

New 2016 Freightliner M2, 33K, 300hp Cummins ISL, 3500 RDS auto., 2,500-gallon septic. Larry Towner 770-241-0989, ltowner@peachstatetrucks.com (P06)

1995 Ford F800: 8.3 Cummins, 6-speed, 254k miles. NVE pump. 2,200-gallon tank. \$16,500 OBO. 951-830-4840 (P05)

1998 Ford F800: Cummins, auto., under CDL. Air brakes, low miles. 2,000-gallon aluminum tank, 1,500w/500f. Use as a septic or portajohn truck. \$26,500. 937-674-7288 (P05)

2000 Peterbilt Model 377 tri-axle, C-12 motor, Jake brake, 10-speed, air ride. 4,500-gallon steel tank, Juroop 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)

2004 Sterling Acterra with a Progress 2,500-gallon aluminum vacuum tank and Masport pump. (Stock# 8460C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

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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)

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2002 300-gallon cab and chassis mountable vacuum tank. 2 freshwater tanks mounted on sides of tank, 35 gallons a piece. Tank is 8 feet long by 2 foot 6 inches, also comes with hydraulic-run vacuum. \$5,000 OBO. Matt Walker 208-569-6701; Menanpublicworks@gmail.com. Located in Menan, Idaho. (P05)

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

TRUCKS - MISCELLANEOUS

1997 International Eagle: 3406 CAT engine, 425hp, air-ride. 3,200-gallon hoist tank. New paint, 380,000 miles (only 60,000 miles on rebuilt engine.) Recently inspected. \$29,000. Call or text 585-217-1652 for more info or photos. (P06)



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

828-361-3390, NC P05



1995 Chevy Kodiak for sale. 427 motor has lower miles than the truck. Great working condition. This is a daily driver. Runs great and would make a great starter truck. Carbon-steel tank setup for easy one-man operation. Call or text for more details.

Call Tim 801-856-7039 or
Text Travis 801-946-7251, UT P05

1989 Freightliner FL-112: C-12 CAT, 4,300-gallon aluminum dump tank. 139,605 odometer. Witting RFW150DVR pump. Call Jerry 865-617-9041. (P06)

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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

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330-733-3711, OH P05
jgrubbs@superiordrain.com

Sewer Pipe Inspection Van: 1999 Ford E250, only 57,000 miles. Local FL government retired. Aries Saturn III unit, TR2000 tractor, cable reel, inverter. \$15,000. Call Mark or Kate 813-877-6638 or visit www.shumatetruckcenter.com (P05)

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Call Rob 386-527-0998, FL P06

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617-212-0162, MA P05



2006 Ford Sterling LT9500 A/T with Caterpillar C11, 335hp, 18,000 front, 46,000 rear. 2,700-gallon tank, hydraulic lift rear gate, 40-gallon water tank, Robush RB-DV 105 SP pump. Only 120,000 km! Runs like-new! Located in Montreal, Canada. Asking \$58,000 USD

ebellemare@infraprec.cc P05

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)



1996 Sterling with Guzzler Classic vacuum loader - \$65,000. 2007 Mercedes with Guzzler Classic vacuum loader - \$75,000. Ready to work!

Tom 423-240-9737, GA P06

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

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)

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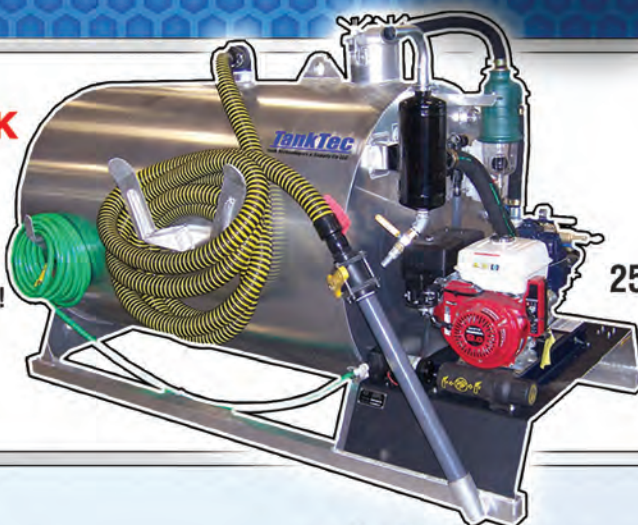


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