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the end of the hose to  
the owner's desk at  
California's Sweet Septic

PAGE 20

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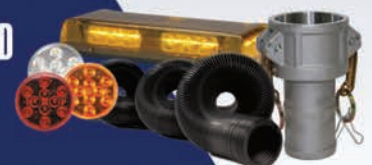
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**20**  
**It's a Sweet Deal**

- Betty Dageforde

Longtime employee Mike Fly moved from the end of the hose to the owner's desk at California's Sweet Septic.

**ON THE COVER:** After working almost 30 years for Sweet Septic in Placerville, California, Mike Fly bought the pumping company and left company founder Bud Sweet's name on the trucks. Mike and Annette Fly are shown with their dog, Lexi, in front of their newest rig, a 2015 Kenworth with a 3,600-gallon aluminum tank and Masport pump from Progress Tank. (Photo by Leslie Sterling)

**10 Reading Between the Lines: What Can You Learn From a Lifetime Achievement Award Winner?**

Pennsylvania's Bruce Fox passes along tips from a career of involvement in his state and national wastewater trade associations.

- Jim Kneiszel, Editor

**16 @pumper.com**

Check out the latest online-only content at the *Pumper* website.

**28 Building the Business: Can Friendships Survive Business Partnerships?**

Have you started your wastewater business with a friend, or are you contemplating a new startup with your bestie? If so, you should proceed with caution.

- Ryan Robinson

**32 Classy Truck**

Driggers Septic Tank, Archdale, North Carolina

**36 Rules & Regulations**

Communities take differing approaches to wastewater regulation around Washington's Puget Sound.

- David Steinkraus

**40 Keeping Up Appearances**

A professional approach to a dirty job — with uniformed drivers and a consumer-education focus — wipes out the tired old stereotypes holding back the pumping industry.

- Ken Wysocky

**50 Pumper Interview: Clean Fleet Partnership Saves Fuel Costs, Builds a Greener Reputation**

United Site Services joins partnership to encourage putting more alternative-fuel work trucks on the road, reducing greenhouse gas emissions.

- Ken Wysocky

**54 Vacuum Tank Directory**

**60 Money Manager: Don't Lose Interest in Your Loans**

Take the time to review your rates and stay well informed as the cost of borrowing begins to increase.

- Erik Gunn

**64 Septic System Answer Man: Learn to Be a Soil Saturation Detective**

Identifying characteristics of soil layers will help you better serve your pumping customers.

- Jim Anderson

**68 States Snapshot: The Future Is Tied to Technology and Automation**

A thriving onsite wastewater industry pushes us to constantly adapt to changing environmental regulations, and new tools and equipment.

**72 Truck Corner: Give Your Vacuum Tank a Thorough Inspection**

Follow this step-by-step process to ensure your vacuum system is functioning properly and won't fail you on the job site.

- Ronnie Tamez

**74 Classy Truck**

Jarvis Septic & Drain, Wadsworth, Ohio

**78 NAWT News**

Attend the 2017 NAWT Waste Treatment Symposium in Pennsylvania.

- Dhru Bhatt

**82 Associations List**

**86 Product Focus/Case Study: Vacuum Trucks – Truck Builder**

- Craig Mandli

**92 Product News**

**Product Spotlight:** Lightweight vacuum system is a good fit for backyard pumping.

- Craig Mandli

**94 Industry News**

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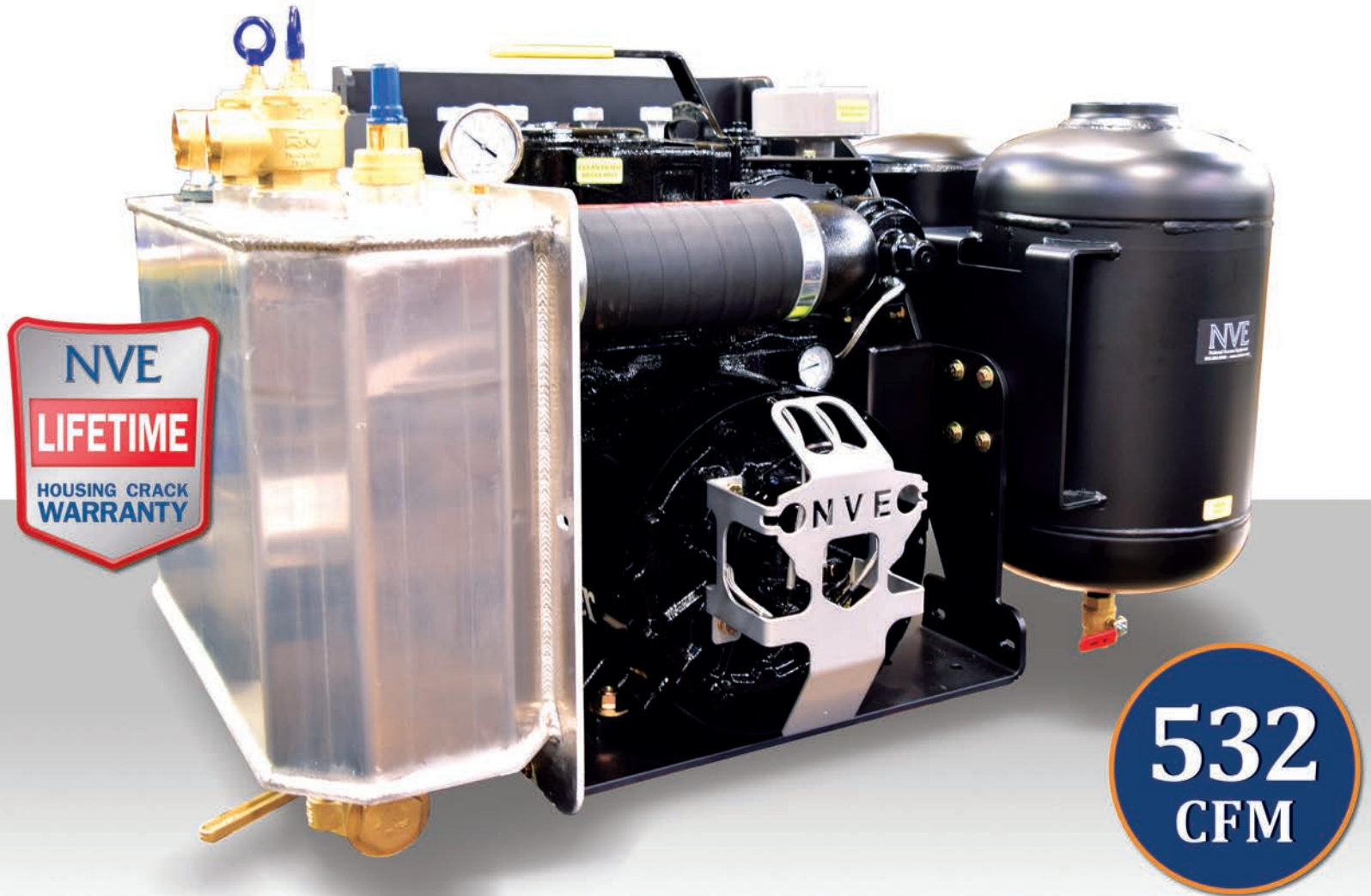
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MADE IN THE USA



**A**

A.R. North America, Inc. ....34

**ABBOTT RUBBER**  
Abbott Rubber Co., Inc. ....52

**ACRO**  
Acro Trailer Company .....37

**AMAZING MACHINERY**  
Amazing Machinery .....70

**AMT PUMP COMPANY**  
AMT Pump Company .....38

**AMTHOR**  
Amthor International .....23

AP Equipment Financing .....34

**Aqua Ben Corporation** .....29

**AQUA-Zyme Disposal Systems** .....48

**arcan**  
Arcan Enterprises, Inc. ....61

**Armal**  
Armal, Inc. ....52

**ARMSTRONG EQUIPMENT INC.**  
Armstrong Equipment .....80

**B**

**BEST ENTERPRISES**  
Best Enterprises, Inc. ....59

**Seal-R**  
Brenlin Company, Inc. ....103

**C**

**CAM**  
Cam Spray .....76

**Cape Cod Biochemical Co.** .....70

Century Chemical Corp. ....58

**chempace**  
Chempace Corp. ....74

*Comforts of Home*  
Comforts of Home Services .....26

**Continental**  
Continental ContiTech .....49

**CRUST BUSTERS**  
Crust Busters .....76

**D**

**DA**  
Deal Assoc. Inc. ....94

**E**

**EASY-KLEEN**  
Easy Kleen Pressure Systems .....26

**Ecological Laboratories** .....26

**Wallenstein**  
Elmira Machine Industries .....25

**EAM**  
Engine & Accessory, Inc. ....93

**ERICKSON**  
Erickson Tank & Pump .....78

**F**

**Solutions**  
F. S. Solutions .....71

**Fergus Power Pump, Inc.** .....23

**Five Peaks** .....30, 81

**FLOWMARK VACUUM TRUCKS**  
FlowMark .....87

FMI Truck Sales & Service .....94

**FRUITLAND**  
Fruitland Manufacturing .....79

**G**

**GapVax**  
GapVax, Inc. ....53

Geneva Equipment .....18

Global Vacuum Systems, Inc. ....76

**H**

**HOUSE OF IMPORTS**  
House of Imports .....11

**I**

**IMPERIAL INDUSTRIES INCORPORATED**  
Imperial Industries, Inc. ....33

**In the Round Dewatering**  
In the Round Dewatering .....62

**ISUZU TRUCK**  
Isuzu Commercial Truck .....41

**K**

**KeeVac**  
KeeVac Industries, Inc. ....65

Key Commercial Corp. ....58

**L**

**LANE'S VACUUM TANK, INC.**  
Lane's Vacuum Tank, Inc. ....103

**Lely Tank**  
Lely Tank & Waste Solutions .....95

**Lenzyme**  
Lenzyme/Trap-Clear .....4

Liberty Pumps .....45

LMT, Inc. ....80

Longhorn Tank & Trailer .....62

**M**

**Marsh**  
Marsh Industrial .....38

**MASPORT**  
Masport, Inc. ....3

**EXPLORER**  
McKee Technologies - Explorer Trailers .....61

**MRP**  
Milwaukee Rubber Products .....58

**moro**  
Moro USA, Inc. ....13

**N**

**NVE**  
National Vacuum Equipment .....7

**NAWT**  
NAWT, Inc. ....78

**NU CONCEPTS**  
NuConcepts .....70

**O**

Oakmont Capital Services .....4

**P**

P-POD Inc. ....73

**Pik Rite**  
Pik Rite, Inc. ....83

**POLYJOHN**  
PolyJohn Enterprises .....107

**PolyPortables, LLC** .....9

**PL POWER BOOSTER BY PRESSURE LIFT**  
Pressure Lift Corporation .....34

**PRESVAC**  
Presvac Systems, Ltd. ....108

**R**

**REELCRAFT**  
Reelcraft Industries .....12

**Sumit**  
Ritam Technologies LLC .....48

**RV**  
Robinson Vacuum Tanks .....52

Robuschi USA .....51

Roeda Signs & Screen-Tech Imaging .....84

Romotech .....4

**RUSH REFUSE SYSTEMS**  
Rush Refuse Systems .....27

**S**

**SAFE-T-FRESH**  
Safe-T-Fresh .....63

Sansom Industries LLC .....14-15

**Satellite**  
Satellite Industries .....67

**Screenco Systems**  
Screenco Systems, LLC .....105

**SepticTank**  
SepticTankParts.com .....73

**Sonetics**  
Sonetics .....21

**Specialty B Sales** .....66

SubSurface Locators, Inc. ....84

**SURCO**  
Surco Portable Sanitation Prod. ....39

**Sweet Septic Systems, Inc.** .....12

**T**

**T&T Tools, Inc.** .....66

**T.S.F. Company, Inc.** .....47

**TANK WORLD CORP**  
Tank World Corp. ....29

**TankTec**  
TankTec .....106

Thompson Tank, Inc. ....69

**TS**  
Transport Truck Sales, Inc. ....17

**TRANSWAY SYSTEMS INC.**  
Transway Systems, Inc. ....5

Truck Country .....48

**TRUCK X PRESS**  
TruckXpress .....2

**TSI**  
TSI Tank Services, Inc. ....84

**TUF-TITE**  
TUF-TITE, Inc. ....35

**U**

**Ultra SHORE PRODUCTS**  
Ultra Shore .....38

United Pumping Service .....30

**V**

**VAC-CON**  
Vac-Con, Inc. ....43

**VACALL**  
Vacall - Gradall Industries .....75

**vacutruX**  
VacutruX Limited .....37

**VSI**  
Vacuum Sales, Inc. ....91

**VARCO**  
VARCO .....77

**VECTOR**  
Vector Technologies, Inc. ....32

**W**

**WALEX**  
Walex Products Company .....89

**WATER CANNON**  
Water Cannon Inc. ....31

**WE**  
Wee Engineer, Inc. ....18

**Condor**  
Westmoor Ltd. ....19

WWETT Show .....85

**Classifieds** ..... 98-103

**Marketplace** ..... 96-97

**REGIONAL ADVERTISERS**

**Midwest Supplement**  
(after page 74)

**dvance**  
Advance Pump & Equipment ..... 3

**CRESCENT TANK MFG.**  
Crescent Tank Mfg. .... 3

**LIBERTY FINANCIAL**  
Liberty Financial ..... 3

**Marengo Fabricated Steel** ..... 1

**Mid-State Truck Service** ..... 4

**R.A. Ross & Associates NE** ..... 2

**RIDER**  
Rider Agri Sales & Service ..... 4

**Eastern Supplement**  
(after page 74)

**dvance**  
Advance Pump & Equipment ..... 3

**Andert, Inc.** ..... 2

**CRESCENT TANK MFG.**  
Crescent Tank Mfg. .... 3

**LIBERTY FINANCIAL**  
Liberty Financial ..... 3

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Vacuum Sales, Inc. .... 2

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

# What Can You Learn from a Lifetime Achievement Award Winner?

Pennsylvania's Bruce Fox passes along tips from a career of involvement in his state and national wastewater trade associations **By Jim Kneiszel, Editor**

**B**ruce Fox was out in front of the crowd at a National Association of Wastewater Technicians meeting during the WWETT Show accepting the Ralph Macchio Lifetime Achievement Award. But he'd tell you the credit for that high honor from the wastewater industry belonged to his crew back home.

The co-owner of Allstate Septic Systems in Bangor, Pennsylvania, said a web of family and friends who work in the business provided the support necessary to lift him to this lofty spot to share in an honor bestowed to a who's who of wastewater industry leaders.

But Bruce is good at deflecting credit for a career of hard work and willing involvement in a number of causes that helped raise standards in the pumping community. He has held a variety of the leadership positions at the Pennsylvania Septage Management Association and NAWT, and he continues his involvement today as a NAWT representative to the U.S. Environmental Protection Agency MOU consortium.

I've seen Bruce on occasion over nearly 15 years and he's a modest guy, always working in the background to help the industry, and even as president of NAWT was never one to seek the spotlight. His attitude reflects his upbringing in a farm family: It's all work, plowing ahead and trying to make progress, year after year.

## A KEEN OBSERVER

"Over the years somebody from your organization has asked me to do an interview," he told me when I called about capturing the Macchio award. "We don't usually toot our own horn around here." He said the award, received earlier this year, was "totally unexpected and it was never one of my goals. It wasn't on my bucket list to get this award, and I am truly honored."

I'd say Bruce is a keen observer and a doer when it comes to developing industry training, promoting professionalism and shepherding initiatives that are important to pumpers. He's always willing to talk on an issue-oriented topic, but he's careful not to focus on his personal accomplishments.

However, I thought this award warranted a little reflection over Bruce's career to date, and so I pried a little. Some background is in order.

In partnership with his brother, Dennis, Bruce has grown Allstate Septic from a one-truck pumping outfit to a company with 40 employees, a dozen vacuum trucks and a diverse menu of services including pumping, onsite system repair and installation, excavation and portable sanitation. Bruce, now 64, is happily surrounded by family at work, including his wife, Sharon, their daughter, Tiffann Myers, and extended family including Annie Kummer,



Brittany Kummer, Ty Fox and Eric Kohisian.

"The first year after going into business, I went to the Pumper Show (now the WWETT Show) in Nashville and I didn't know anybody. We got down there and were like country bumpkins," Bruce recalls his introduction to the industry 30 years ago. That has changed as he joined the PSMA and helped develop a training program, and then joined NAWT and served as president from 2004 to 2006 and remained active in many projects.

"I've just been blessed with making a lot of friends and meeting a lot of people," he says today. Bruce says joining these organizations has been a great career move, helping him grow a successful business and help so many customers along the way.

"Every minute that I've given to the organizations I've gotten something back tenfold," he says. "The knowledge, the friendships, it's been great for me as a person. The rewards to me and to our business have been fabulous."

## JOIN YOUR ASSOCIATION

If there's one piece of advice Bruce would pass on to other pumpers, it's to urge them to become involved in their state and national wastewater associations. He shared a few examples about how his company has benefitted from these activities over the years:

From left, Ralph Macchio, Bruce Fox and COLE Publishing founder Bob Kendall celebrate Fox's Lifetime Achievement Award at the WWETT Show earlier this year. (Photo by Jim Kneiszel)

(continued)



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• **Networking with other professionals.** Just like Bruce felt like he was on his own when he started, all septic service contractors have the same questions when they start out and constantly come up with new challenges to overcome as the industry evolves. Getting to know so many other business owners has been a godsend.

“When people get into business, there is no book that says this is what you do and what you don’t do,” he says, using his state’s home improvement contractor law and confusing Department of Transportation regulations as examples of where networking is helpful. “The DOT doesn’t tell you what you’re supposed to do with your trucks, but let them pull you over and they will tell you. Both (the PSMA and NAWT) have educational materials that will tell you what you should be doing.”

“When people get into business, there is no book that says this is what you do and what you don’t do. The DOT doesn’t tell you what you’re supposed to do with your trucks. ... Both (the PSMA and NAWT) have educational materials that will tell you what you should be doing.”

**Bruce Fox**

• **Learning ways to educate the public.** He connects with septic system users on a regular basis through his business and presentations he gives through the local Cooperative Extension service. “It’s letting Johnny Homeowner know what they have in their backyard and how to take care of it. ... I always say to them, ‘I can get you now or later, and if I’m going to get you later, I’m going to get you big. If you abuse (your system) we’ll do a bigger job later.’” The reality check is a valuable service for homeowners in the long run.

## NO SLOWING DOWN

Bruce has pulled back a little from the association leadership, but continues to help out with training. And don’t make the mistake of thinking the Lifetime Achievement Award is an indication he’s slowing down at work.

“When they see the same people at the helm all the time, they’ll assume (the associations) are like a clique. I try to discourage those thoughts. Guys who don’t belong are seriously missing out,” he says. And as for retirement: “I don’t see that happening. I enjoy the business and I’ve got a good group of people here.”

I’m glad to hear that Bruce doesn’t want to ride off into the sunset. We need all the good people we can get to keep advancing this industry. ■



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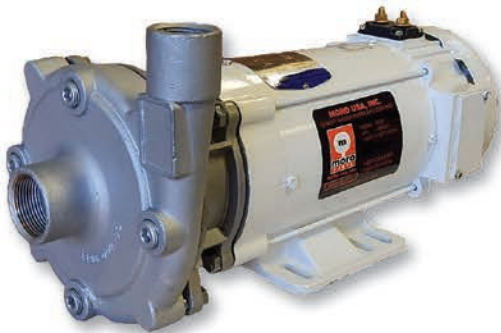


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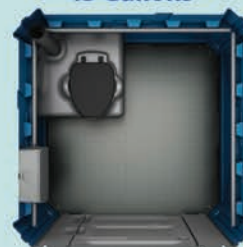
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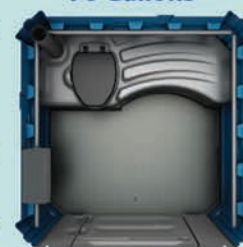
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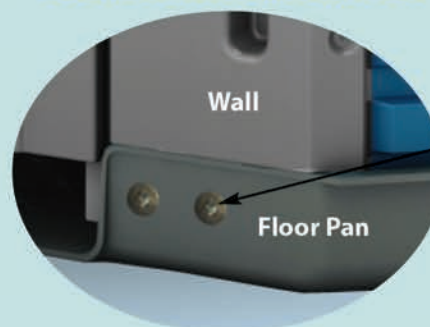
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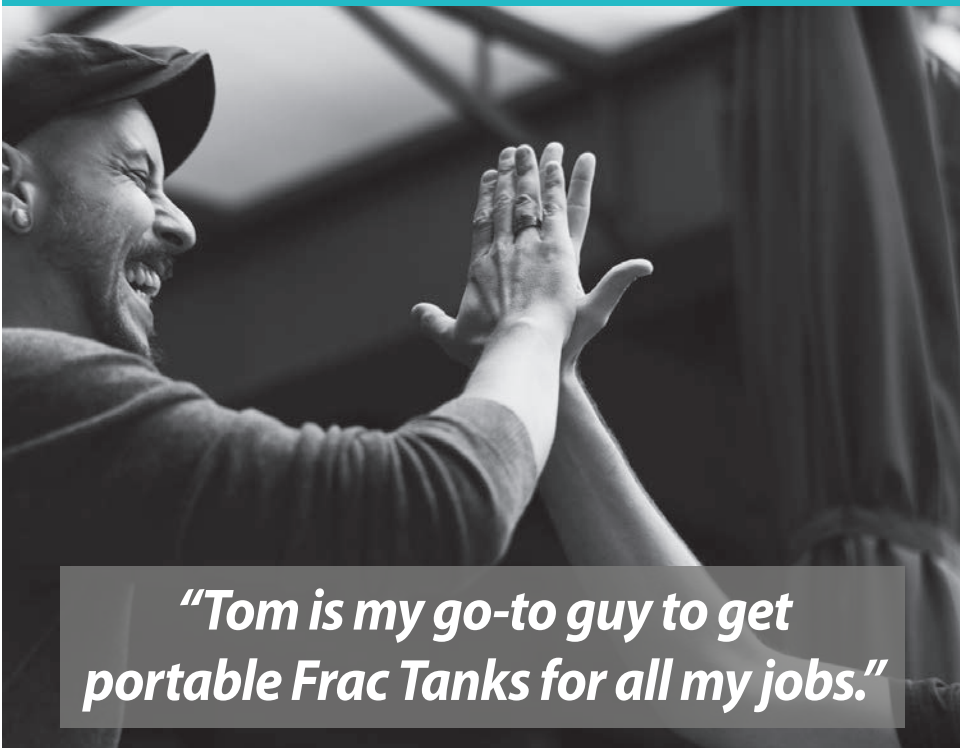


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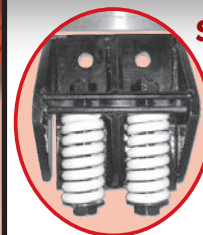


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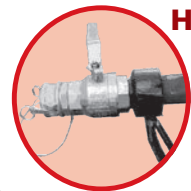
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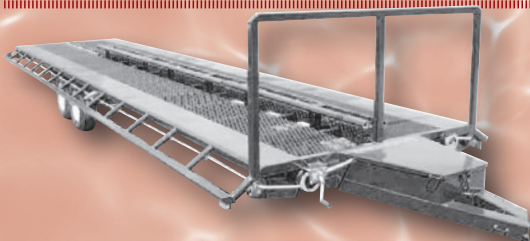
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# IT'S A SWEET DEAL

The team at Sweet Septic includes, from left, Anne Darr, Mike and Annette Fly, and Dennis Alberty. (Photos by Lezlie Sterling)

Longtime employee Mike Fly moved from the end of the hose to the owner's desk at California's Sweet Septic

## Profile

**Sweet Septic**  
Placerville, California

**OWNERS:** Mike and Annette Fly

**FOUNDED:** 1972

**EMPLOYEES:** 4

**SERVICES:** Retail septic supply store, pumping, locating, inspections

**SERVICE AREA:** El Dorado County

**WEBSITE:** www.sweetseptic.com



By Betty Dageforde

**W**hen 16-year-old Mike Fly stopped into a septic service supply store in 1983 hoping to sell some batteries to owner Bud Sweet, he came away with more than the gas money he was hoping for. “He asked me if I wanted to come to work. I said yes. He said show up Saturday morning at 8 o’clock. I showed up Saturday morning at 8 o’clock and I haven’t left.”

The Placerville, California, company was undergoing rapid expansion at the time, as the retail and pumping business Sweet had started 11 years earlier expanded into manufacturing precast concrete septic tanks. By the time *Pumper* ran a feature story on the company in 2004, they had three locations and 20 employees. But things changed a few years later after a rough ride through the 2007-08 recession, and the company came full circle back to its roots, as Sweet gave up on manufacturing and downsized to one location — the original storefront.

By that time, Mike was president of the company and very familiar with all aspects of the business. In 2011, he and his wife, Annette, became the new owners when Sweet retired.

(continued)



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The store continues to be the heart of Sweet Septic's operation. The Flys feel this unique way to engage with customers gives them a competitive edge. People can wander in, get advice, ask questions and pick up supplies. Or just pet Lexi, the couple's black Labrador, and visit awhile.

The 2,000-square-foot building sits on 1.5 acres. The company provides pumping, locating and inspection services throughout all of El Dorado County, which runs about 80 miles from the outskirts of Sacramento to the Nevada state line. Technician Dennis Alberty, who's been with the company 33 years, works with Mike in the field, while Anne Darr spends three days a week helping Annette with bookkeeping, running the store and scheduling. They're in the process of replacing a driver who recently left for health reasons, but it's been difficult as there's currently a shortage of truck drivers in their county.

### CLIMBING THE LADDER

Mike's first job at the company was working in the yard, but by age 19 he'd had enough of that and asked Sweet if he could drive a vacuum truck. After getting approval from the insurance company, he stepped into his next role and over the years progressed into management and then into the office doing scheduling and payroll. By the time he was 25, he was president.

Sweet took Mike under his wing, mentoring him and encouraging him to go to college. "He treated him just like family," Annette says. "In fact, everyone thought Mike was his son." And likewise, Sweet knew he could count on Mike for anything. "He just said, 'Go do this,' and it got done."

The recession difficulties in 2007 were compounded by the escalating cost of housing permits, Annette says. "In our county it went from \$2,000 to over \$10,000. That put a damper on new building." Sweet tried to keep the manufacturing going, laying people off then starting up again, but eventually had to shut the plant down. By 2009, there were only a handful of employees left. After getting the business stabilized, Sweet was ready to retire.

### BUYING A BUSINESS

Prior to buying Sweet Septic, Annette had been a freelance bookkeeper and says the only thing she knew about septic systems was that she had one. Sweet wanted her on board so Mike would have someone to handle the business side of things. Annette admits she and Mike had to really think

**Above:** The front of Sweet Septic office and store.

**Right:** Annette Fly helps a customer at the counter of the Sweet Septic office/store.

**Below:** Sweet Septic maintains a supply store and its headquarters. Mike Fly walks past a display of TUF-TITE lids and risers available to customers



“ I’m very glad we bought it. There’s times that it’s tough and you’re stressed – but I’m my own boss and I prefer it that way. And I get to work with my wife and my dog.”

### MIKE FLY

The setup at first was that the Flys would buy the business and lease the store/property — “Bud said he could only sell so many things at one time,” Annette says — but a couple years later, Sweet was ready to sell everything. Today, he still enjoys stopping by the store to visit.

The couple chose not to tell their customers. “We just wanted a nice smooth transition,” Annette explains. “Hardly any of our customers knew because Mike was always the face anyway. We just let it happen naturally.”

about what it would mean to spend every waking moment together, but it's worked out fine as they each have their own areas of expertise.

The first order of business was handling details of the sale. “It was a lot of work,” Mike says, “and Annette came in and did her magic.” It was a lot of grunt work, she says — “and filling out about a thousand pieces of paper.” The local bank, familiar with the company and having a good relationship with Sweet, was instrumental in helping get the deal done. The whole process took four or five months.

(continued)



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While their residential work tends to be responding to emergencies, commercial customers are put on regular schedules in order to avoid problems that would affect a large number of people.

Customers include the wastewater district, mobile home parks, golf courses, campgrounds, schools, as well as the U.S. Forest Service for its cabins, dorms and vault toilets. On large jobs, Mike prefers to send all the trucks and get the job done in one day or less. Disposal is at the county wastewater facility.

For marketing, the company relies on word-of-mouth and a longstanding reputation in the county, but they also run ads in the local paper and sponsor a lot of kids' sports and dance programs. Mike says they maintain a good name by giving great service. "We're on a schedule, but we always try to go the extra mile," he says.

**Left:** Manager and senior technician Dennis Alberty pumps a tank using Sweet Septic's newest truck, a 2015 Kenworth built out by Progress Tank.

**Below:** Drivers at Sweet Septic have saved many items pulled from septic tanks over the years. Pumper readers have probably found many similar toys when off-loading septage.

Annette handles the scheduling and routing. "I literally do it on paper," she says. "We write it down, which I know sounds antiquated, but we always know where the trucks are and we do a really good job about grouping jobs together." Every night the team talks about how the day went and what's coming up for the next day. It's family oriented, Annette says, adding they try to reward the hardworking employees that keep the business going.



## MEANWHILE, BACK AT THE STORE

While Mike and Dennis are out servicing customers, Annette and Anne are doing the same at the store as they field questions and troubleshoot problems. Customers love that there is always someone there to talk to. The shop is open 8 a.m. to 5 p.m. Monday through Friday. Customers also stop in

## BUYING A TRUCK

Three vacuum trucks came with the purchase of the business, one of which immediately needed a new motor. A few years later when it blew a third motor, the Flys knew they'd have to replace it. The process turned out to be a little more involved than they imagined. They knew they couldn't buy a used truck because it wouldn't conform to strict California air quality regulations. And they were surprised to find it would take three or four months to have one built. "And that wasn't even with the tank on it yet," Mike says. They were a little desperate making do with their small truck — a 2001 International 4900 with a 2,500-gallon aluminum Lely Tank & Waste Solutions LLC tank and Masport HXL75 water-cooled pump — which resulted in a lot of extra work.

"Our county's very big, so it's hard to do multiple jobs with that truck without going to the dump," Mike says. "Plus, we have big jobs we do with three trucks and we couldn't do that, so we had to do something fast. I ended up looking through *Pumper* and calling up manufacturers to see what they had in stock." He found a truck from Progress Tank — a 2015 Kenworth 5370 with a 3,600-gallon aluminum tank. Progress obligingly switched out the pump to a Masport HXL400 water-cooled pump — the same one Mike had on his other high-capacity truck, a 2007 International 4400 also with a Progress 3,600-gallon aluminum tank — and he had the vehicle within two weeks.

## CUSTOMER MIX

About one-third of the company's work is inspections. They also provide locating services using Prototek AR-1 analog underground locators. On the pumping side, about 20 percent of the work is for commercial accounts.

## Weekend septage storage

Most wastewater treatment plants are only open Monday through Friday. Septic companies, on the other hand, often need to work weekends and holidays responding to emergencies or catching up on backed-up workload. The difficulty then is what to do with the septage until the plant opens on Monday morning. In some cases, a company might have to turn down work.

Mike and Annette Fly, owners of Sweet Septic in Placerville, California, are fortunate to have a solution to the problem — underground storage. Bud Sweet, the previous owner, manufactured concrete septic tanks and had a number of them installed on the company's storefront property. "We're the only company in the county who has that, because we're the only ones with a yard and a storefront as well," Annette says. The underground tanks have a total capacity of 10,000 gallons, giving the company the ability to handle any emergency.

There is always someone on call at Sweet Septic after-hours. Annette says they try to limit it to one person — "because everyone needs time off" — but it doesn't always work out that way. "We do our best to help as many people as we can on the weekends," she says.





Sweet Septic is a dog-friendly work zone, as Mike and Annette Fly and assistant Anne Darr enjoy the company of their dogs, Lexi and Chewie.

to buy septic products and supplies. The company buys risers from TUF-TITE Inc., and sells their own enzyme product Sweet named Bugs to You.

In addition to minding the store, the office team takes care of the books. Thanks to the foresight of Sweet and his wife, Sheila, the company has detailed computer records going back to the late 1980s on every tank pumped. The original digital records are now being transferred to QuickBooks. Daughter Kaitlyn, in between college semesters, is scanning all their older paper files into the computer. "It will take years, but it will be well worth it," Annette says.

The detailed information is helpful for the drivers, and customers are grateful to be able to get information on their system — where their tank is (the most common question), when it was last serviced, how deep it is and how many risers it has. Even the county calls them to get information on someone's property when a request comes in to put on an addition.

## NO REGRETS

Buying the business was a natural step for Mike. And, when the time is right, it looks like they have now found the perfect person to succeed them. "Our daughter, Becca (Russell), who has a business degree and is currently a project manager for a solar company, has expressed interest in taking over the business and carrying it on for us," Annette says. "Not anytime soon, but that's what we're going to be grooming her for."

For Annette, the most rewarding aspect of the business is helping customers — "hearing the relief in people's voices when we can help them." Mike agrees. "I'm very glad we bought it," he says. "There's times that it's tough and you're stressed — but I'm my own boss and I prefer it that way. And I get to work with my wife and my dog." ■

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# Can Friendships Survive Business Partnerships?

Have you started your wastewater business with a friend, or are you contemplating a new startup with your bestie? If so, you should proceed with caution **By Ryan Robinson**

**W**e've all heard the horror stories of great businesses utterly collapsing because the founders were good friends and the relationship turned sour. Things often get complicated. Difficult, impersonal decisions constantly need to be made in the name of creating the best future for the company.

Many entrepreneurs that start a business with a friend wind up with broken finances and ruined friendships. In fact, if you hedge your business decisions on the wisdom of statistics alone, stoically ignoring your friend's frantic excitement about "this cool business idea" seems to be the safest route.

Heartless, yes, but a Harvard Business School study showed that among technology founders, the group that is made up of friends proved to be the most unstable, with a founder turnover rate of nearly 30 percent. On the other hand, the group composed of total strangers fared better.

As John D. Rockefeller put it, "Friendships based on business are much better than businesses founded on friendships."

However, many ventures founded by friends do succeed, and in fact represent some of the world's most prominent brands. Apple with Steve Jobs and Steve Wozniak, Microsoft with Bill Gates and Paul Allen, Google with Larry Page and Sergey Brin, Hewlett-Packard with Bill Hewlett and Dave Packard, or Ben & Jerry's with Ben Cohen and Jerry Greenfield.

Certainly, life wasn't always a joy ride for these founding partners. Varying tastes, priorities and approaches often lead to conflicts. A little caution will go a long way, and you need to know the advantages and disadvantages of starting a business with your best friend.

## THE PROS:

### A partner you know and trust

Years of experience understanding how your friend reacts to certain situations, what their belief systems are founded upon, and knowing what can trigger your tempers can be valuable. In this respect, friends can generally solve problems by intuitively drawing on their respective strengths and treading lightly on known character flaws.

### You share many beliefs

Most of the time, friends share the same interests and general belief systems. As birds of the same feather, you and your best friend/business partner will likely find it easier to agree on the literally thousands of crucial decisions, despite having different personal preferences when it comes to details.

### You communicate more meaningfully

Years of building a genuine friendship, playfully insulting each other

It's ironic, but lack of communication ranks among the top killers of friendship-driven businesses.

Don't assume your partner will always feel the same way you do on key business matters.

and sharing major life events or struggles have broadened your communication channels to better articulate business goals and strategies.

### You can assume roles naturally

You can both be technologically savvy or creative types, but over the years, you and your best friend know exactly which specific role in the company you will both be best suited for.

## THE CONS:

### Familiarity breeds contempt

Knowing so much about one person can sometimes erode mutual respect. Similar to the struggles within marriages, this is also a major minefield for business friendships because you know so much about each other's personal lives.

### Situations can get awkward

Friends go to friends for support. There's nothing wrong with that. But when one partner frequently slacks off and thinks the other will consistently pick up the slack, the costs will be incurred by the business. Endorsing unproven or incompetent friends to be part of your business will all but guarantee failure.

### Who's the boss?

Unless roles are clearly defined, a 50-50 business partnership carries the risk of leadership ambiguity. This can quickly trigger power struggles, affecting all aspects of the business, including differing opinions on the company's vision, strategy and daily operations.

### Your social networks overlap

Because longtime friends generally share the same set of acquaintances, you start off with a more limited network, market and support structure for your business than if you choose a partner based on expanding business opportunities.



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### THAT BEING SAID ...

With these pros and cons in mind, I'm still a huge advocate of starting businesses with my talented friends. Each time I consider launching a business with someone I've forged a personal relationship with, I force myself to take an objective look at how this decision is likely to play out. Here are a few important points to consider:

#### Get everything in writing at the beginning

You must have a signed document in place that clearly specifies your company vision, targets, roles, ownership breakdown, investment amounts, conflict resolution protocols, succession plans and compensation amounts. Without this step, you leave yourselves open to potential complications that could adversely affect your business and friendship.

#### Plan for the likelihood of total failure

Given that more than a half-million U.S. businesses shut down each month, failure and loss of your initial investment is a very real possibility. Have an open conversation about that scenario and how you'll both feel sitting on the other end of that rather likely outcome.

#### Separate business and personal accounts

Never mix your personal finances together when starting a business partnership, especially with a good friend. Have financial best practices in place to prevent mismanagement of company funds and be prepared for your first tax season.

#### Define your roles

From the beginning, establish a chain of command and clearly define each partner's roles. If the business was solely your idea and you have the relevant expertise, industry relationships, and plan to work on it full time, your ownership would likely be higher than that of your partner's.

#### Always communicate

It's ironic, but lack of communication ranks among the top killers of friendship-driven businesses. Don't assume your partner will always feel the same way you do on key business matters. Fully understanding and making strategic decisions from day one is a key component to achieving success in today's business environment.

### THINK IT OVER

Before launching a business with your friend, take a moment to ponder the complexities of business partnerships and discuss them together. You need a road map that'll help you find the way to your shared definition success. ■

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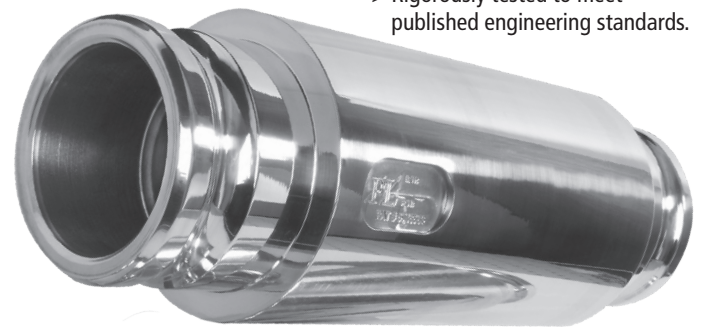
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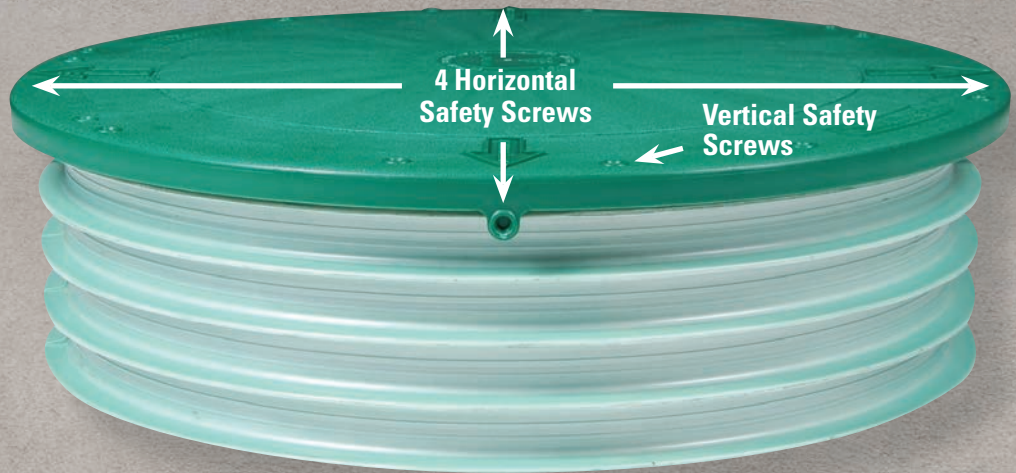
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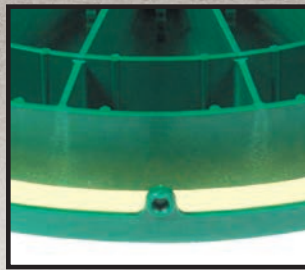
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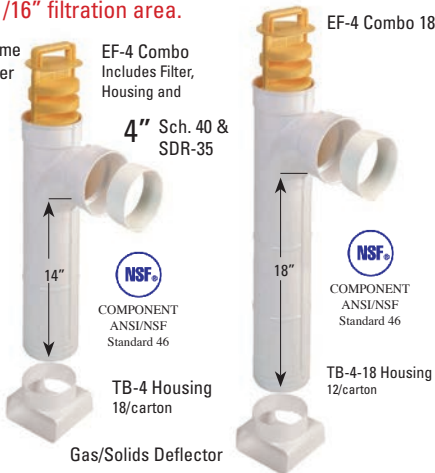


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# Communities take differing approaches to wastewater regulation around Washington's Puget Sound

By David Steinkraus

**T**hurston County and the town of Lynden are at opposite ends of Puget Sound, and in the last month both took action on wastewater contamination in different ways.

Lynden lies about 100 miles north of Seattle, 3 miles from the Canadian border, and several miles inland from the sound, but the Nooksack River that drains the area flows into Portage Bay, where the Lummi Nation has about 800 acres of shellfish beds. As part of the work to reduce fecal contamination in the bay, the city is waiving the \$6,682 fee for homeowners who want to disconnect their onsite wastewater systems and join Lynden's sewer system. Although the city is waiving the fee, homeowners will still bear the cost of connecting to sewer mains.

For about six months each year, fecal contamination prevents the tribe from using their beds for any commercial, ceremonial or subsistence fishing. Lummi Chairman Timothy Ballew II voiced support for the city's program. The tribe has also formed a partnership agreement with seven area farmers to keep manure out of the bay and to compensate shellfish users for any loss resulting from fecal pollution.

News reports said only 20 percent of sites monitored in Whatcom County, which encompasses Lynden, meet standards for bacterial pollution.

In Thurston County, which surrounds the state capital of Olympia on the south end of Puget Sound, county commissioners voted 3-0 in April to repeal a \$10 fee that applied to about 42,000 septic system owners and was part of the county plan to monitor its septic systems. Monitoring and managing onsite systems is now required of Washington counties under state law.

The fee was approved 2-1 in December with support from two now-retired Democratic members of the County Commission. Bud Blake, now the commission chairman, voted against the fee in December. He said he supports water quality, but thought the fee was not necessary. In the April vote to repeal the fee, he was joined by new commissioners John Hutchings and Gary Edwards.

More than 20 people testified at a public hearing about repeal of the fee. Supporters of the fee said \$10 is a bargain price for protecting the sound's fragile waters. Opponents said they are capable of monitoring their own septic systems and already pay for maintenance.

While all that was going on, the park district on Vashon Island, directly across Puget Sound from Seattle, discovered the historic home it has been renting out to vacationers for about nine years has no sanitation system. The problem surfaced when the lodge manager realized he never received a notice saying a septic tank needed pumping. The manager poked around and called in a wastewater professional, and they found sewage from the home surfacing 10 feet from the mouth of Shinglemill Creek, a protected salmon stream.

It will cost the park district an estimated \$40,000 to install an onsite system. Park district commissioners did not commit to repairs at their meeting in mid-April. Rentals have been cancelled and park district staff is look-

ing into grants and an insurance claim to cover costs. After it was given the home in 2008, the district spent \$179,000 on renovations, but the wastewater system was apparently overlooked.

## California

One resident tried but failed to break a decade-long septic system moratorium in a California community.

The Quail Valley community is near Menifee, about 64 miles southeast of Los Angeles. Resident Frank Barcelo sought a permit for a subsurface-discharge system, saying he had a right to provide for a future home. An official of the Santa Ana Regional Water Quality Control Board said Barcelo presented no proof of his claimed right. The board denied Barcelo's request.

Quail Valley covers about 1 square mile and has about 500 homes. Many septic systems in the community failed following heavy rains in 2004 and 2005. Officials enacted a temporary moratorium and made it permanent in 2007.

The nonprofit group Inland Empire Waterkeeper opposed Barcelo's request, saying it would encourage other property owners to challenge the moratorium and saying that the conditions leading to the widespread septic failures have not changed. The solution is to extend sewer service to Quail Valley, said the group's attorney. But that could take years.

## New Jersey

By a 4-1 vote, the state Senate's Environment and Energy Committee passed a resolution opposing a regulation that would increase the density of onsite systems in a rural region of New Jersey. The state Assembly passed an identical resolution in December.

The region in question is called the Highlands, and it is an expanse of woods, lakes and rolling hills in the central and northern part of the state. Proposed regulation would allow more septic tanks per acre. Environmentalists objected, saying septic systems are a primary source of nitrate pollution. Residents of the Highlands have cited state regulations as an impediment to development, and state Department of Environmental Protection officials defend the regulation, saying it protects water quality while allowing minimal growth.

Legislators say the proposed regulation violates the intent of a 13-year-old law to preserve and protect hundreds of thousands of acres in the Highlands.

## Minnesota

A group of Amish from Fillmore County in the southeastern corner of the state filed a lawsuit in April as part of a years-long battle against regulations that require them to install onsite wastewater systems or holding tanks.

For the Amish it is a matter of religious choice. They say they reuse their graywater for watering their gardens.





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The Minnesota Pollution Control Agency — a defendant in the lawsuit along with Fillmore County — says the geology beneath the Amish homes is karst, and those eroded limestone structures easily transport contaminants to groundwater. News reports quoted Fillmore County Attorney Brett Corson as saying several other cases have been decided in favor of the county.

Amish in Ohio have made similar objections to wastewater regulations in that state, but those cases were either settled with a compromise or decided in favor of state and local government.

#### New York

All water suppliers in the state will be required to test for at least three unregulated contaminants under a provision in the state’s new budget.

The contaminants have all been found in Long Island’s aquifers. They are: 1,4-dioxane; perfluorooctanoic acid, or PFOA; and perfluorooctane sulfonate, or PFOS. A 12-member water quality council, also established by the budget, will recommend whether other contaminants should be added to the list for testing and whether the state should set standards separate from those in federal regulations.

All water providers, public or private, must test if they have at least five year-round connections or regularly serve at least 25 residents. State officials said this is the first regulation in the nation to require almost all water suppliers to test for contamination.

#### Wisconsin

Gov. Scott Walker’s proposed two-year budget would eliminate a fund that provides financial assistance for low-income citizens to replace aging septic systems shown to be contaminating groundwater or drinking water.

Currently, people making up to \$32,000 annually can apply to the Wisconsin Fund for grants for the work. In 2016, the fund paid about \$2.3 million to 654 property owners. A portion of county septic system permit fees are sent to the state to fund the program. ■



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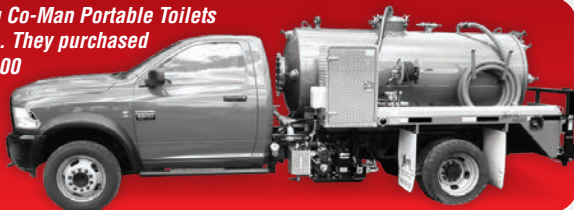
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Brandon, wife Zoe and daughter Madeline are shown with an Advanced Septic vacuum truck, a Freightliner equipped with a 4,000-gallon aluminum tank and Fruitland pump built by Engine & Accessory Inc. (Photos by Alan Youngblood)

A professional approach to a dirty job — with uniformed drivers and a consumer-education focus — wipes out the tired old stereotypes holding back the pumping industry

By Ken Wysocky

# KEEPING UP APPEARANCES

From uniformed route drivers to gleaming trucks, to a strong focus on educating customers about best practices for maintaining septic systems, it's clear that Brandon Buckingham promotes professionalism as a core trait of his company, Advanced Septic in Crystal River, Florida.

The reasons he does so are compelling. First of all, it was instilled in him by his father, Harold Buckingham Jr., who also ran a pumping company. He's also a part-time firefighter for the Crystal River Fire Department, a profession that demands putting a best foot forward in public. But on a broader level, running a professional outfit helps Buckingham develop a distinct brand for his company — avoiding industry stereotypes — that helps him more effectively market Advanced Septic.

(continued)

## Profile

### Advanced Septic LLC

Crystal River, Florida

**OWNER:** Brandon Buckingham

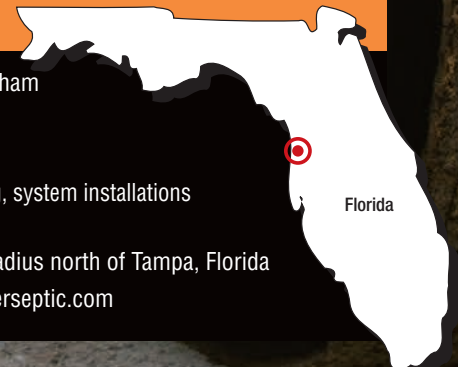
**FOUNDED:** 2007

**EMPLOYEES:** 10

**SERVICES:** Septic pumping, system installations and maintenance

**SERVICE AREA:** 70-mile radius north of Tampa, Florida

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





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**Right:** Technician Clint Stevenson digs up a tank while a customer looks on.

**Below:** Stevenson hauls hose during a residential septic pumping job. He's using a Freightliner truck built out by Engine & Accessory.



**Left:** Brandon Buckingham and Will Bunch, background, wash the fleet at Advanced Septic. Vacuum trucks are built out by Engine & Accessory, Central Tank sales and one built in-house. Pumps are from Fruitland and Jurop/Chandler.

Last but not least, he says that how customers and the general public perceive his business and its employees reflects directly on him. "I'm a proud individual," he explains. "It's my name on the business and on the trucks, so I want to be sure everything looks like it's the best.

"The septic industry is not a very clean or glorified industry," he adds. "It's not something that people generally want to discuss or deal with. But I feel that if we look clean and professional, people will hire us because they believe that our work will be professional, too. So far, it seems to be working great."

### STARTING OUT YOUNG

Indeed, Advanced Septic — which derives about 55 percent of its revenue from septic tank pumping and the rest from system installations and maintenance — has flourished since Buckingham founded the business in 2007. He started out with a used vacuum truck, a pickup truck, a mini-excavator and one employee: himself. Now the company runs three vac trucks and owns a variety of other vehicles and machines, and employs 10 people.

Buckingham grew up in the business, which gave him the experience needed to run a portable sanitation company. "Sure, it's difficult to run any business," he says. "But I already had a pretty good idea of what to do, and my parents helped out a lot. I basically started from nothing — bought equipment when I could afford it and grew from there."

Buckingham's roots in the industry actually go back further than his

**“** If someone pulls up in a beat-up truck and nasty-looking clothes, it's hard to convince customers that the work is going to be fully professional. And at the end of the day, that's why customers hire companies — they believe you're a professional. **”**

### BRANDON BUCKINGHAM

him to take the money. I really wanted my own outfit anyway. ... I didn't want to work under his shadow forever. It's a little weird now because I compete against my dad's old business, but you kind of get used to it."

father. His grandparents, Linda and Harold Buckingham Sr., ran a septic service business from 1960 to the mid-1980s in Seminole, a small city 15 miles west of St. Petersburg. Harold Buckingham Jr. also ran one in Crystal River, located about 80 miles north of Tampa, for 20 years or so.

Buckingham worked for his dad from the time he was a youngster. "We still have photos of me helping out when I was 4 or 5 years old," says Buckingham, now 30. "So I've been doing this for a while."

His father sold his business in 2007, which prompted Buckingham to strike out on his own. "He asked me if I wanted the business, because it was supposed to be mine," he explains. "But he got an offer he couldn't refuse, so I told

*(continued)*





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The Advanced Septic team includes, back row (from left) Josh Beane, Will Bunch, Rob Pinter, Joe Iverson, Clint Stevenson and Bryan Hodges. Front Row (from left) is Brandon Buckingham, Zoe Buckingham, Alisha Will and Holly Wingrove.

## THE PATH TO GROWTH

The company has grown considerably during the last decade. Gross revenue has doubled annually over the last three years, and Buckingham says it's on pace to do it again in 2017. "The market has a lot to do with it," he points out. "People are more willing to spend money now on repairs and new installations."

Part of that growth stems from Advanced Septic offering more services than its name implies. The company also does excavating; installs water, sewer and stormwater lines; pumps grease traps; and cleans drain-

## Doing our own disposal

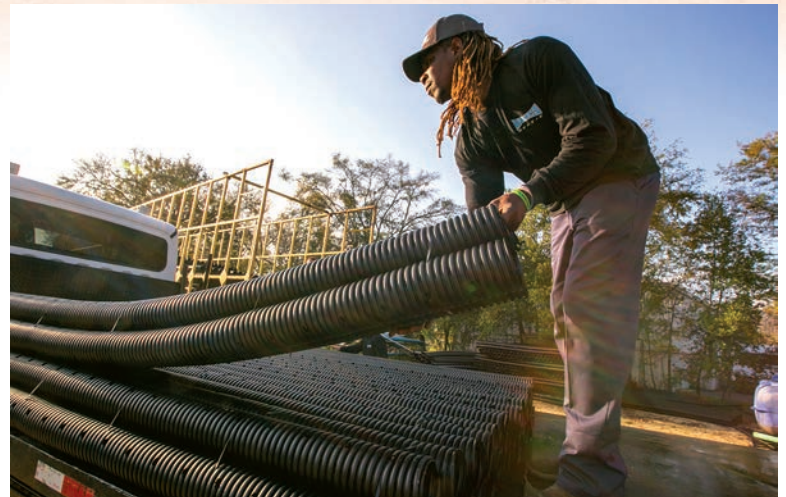
Faced with high septage disposal rates and a nearly two-hour round trip to the nearest treatment plant, Brandon Buckingham — owner of Advanced Septic — decided to handle the waste at his company headquarters in Crystal River, Florida.

"It is much easier for us and more cost-effective to treat everything ourselves, versus taking it somewhere and paying to dump," he explains, noting that the nearest treatment plant charges nearly 10 cents per gallon for disposal. "We haul anywhere from 30,000 to 50,000 gallons a week. So if you do the math, it's a no-brainer."

Buckingham built the 30,000-gallon-capacity facility himself and says it wasn't that difficult. Trucks off-load waste into a large screening tank that filters out trash. From there, waste travels to a larger tank, where hydrated lime is mechanically injected. After that, it's land-applied on property the company owns.

Building the treatment center cost about \$30,000. There are other costs to consider, such as electricity, lime, labor, and the time it takes to haul waste for land application.

"The majority of septic companies around here have their own treatment plants," Buckingham points out. "Ours has paid for itself. If you can treat waste in-house, it's by far the most cost-effective way of doing it."



Technician Will Bunch loads drainfield pipe onto a flatbed truck at Advanced Septic.

lines and lift stations. The business even owns 10 portable restrooms, made by Poly-Portables. While the restrooms provide minimal revenue, they fit into Buckingham's philosophy of making the company as much of a one-stop shop for customers as possible.

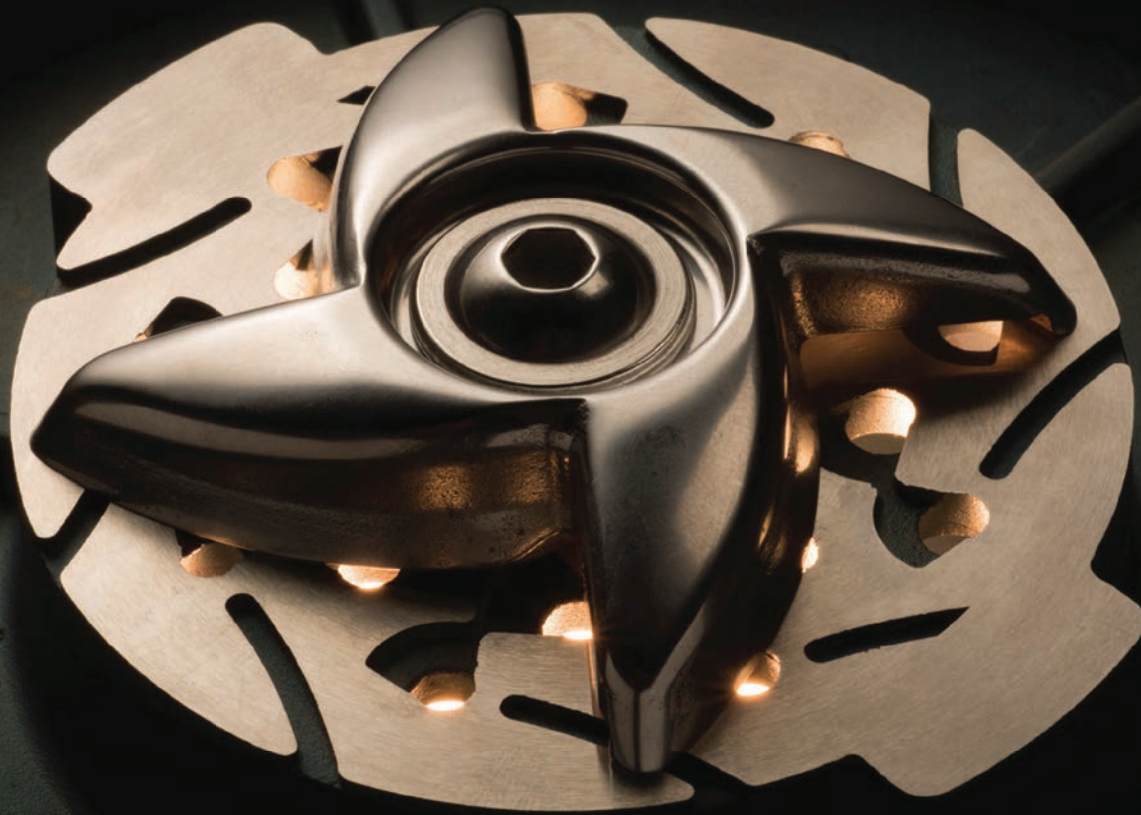
As Advanced Septic's services and customer base grew, so did its roster of equipment. The company currently runs three vacuum trucks: a 2009 Freightliner equipped with a 4,000-gallon aluminum tank and Fruitland Manufacturing pump built by Engine & Accessory Inc.; a 2006 Freightliner with a 2,600-gallon steel tank and Jurop/Chandler pump built by Central Truck Sales; and a 1993 Kenworth tractor trailer that Buckingham self-fabricated with a Fruitland vacuum pump and a 5,500-gallon steel tank (once was used by a farmer to haul molasses).

The company also owns three flatbed trucks — a Freightliner, a Chevrolet and a GMC — for hauling drainfield supplies; a John Deere 50G mini-excavator; a John Deere 60G mini-excavator; a Kubota 7060 grading tractor; a John Deere 333 skid-steer; a 1993 Ford L8000 dump truck with a 12-cubic-yard dump body manufactured by R/S-Godwin Truck Body Co.; and a

*(continued)*



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Employees in the field can also wear company-logoed fluorescent orange or yellow shirts. “It’s all about brand marketing,” Buckingham explains. “I view us as a brand as well as a company. I like eye-catching, vibrant colors that stand out. At the end of the day, it’s all about name recognition. If a bright-colored shirt grabs someone’s attention, all the better.”

If necessary, drivers also get training to properly interact with customers as well as educate them about septic system usage and maintenance, and why they’re important. Buckingham says that when hiring route drivers, he looks for people who are motivated and have a great attitude. “I’m big on high morale and good attitudes,” he says. “I want employees who are willing to work their butts off and treat customers the way they (the employees) would like to be treated.”

**Employees Josh Beane, left, and Bryan Hodges position a new septic tank during a system installation.**

**Mechanic Joe Iverson performs a pre-route inspection on a Freightliner vacuum truck.**



To Buckingham, being a wastewater professional also means working with an environmentally conscious mindset — realizing that, in no small way, pumpers are stewards and protectors of a precious resource: water. That’s especially important in Crystal River, which is known as the manatee capital of the world. Every winter, roughly 600 of these friendly marine giants spend winters in the Crystal River

area, home of the Crystal River National Wildlife Refuge — the only such refuge created specifically to protect the endangered Florida manatee.

“I’m an avid hunter and fisherman, so I understand full well the importance of conserving our natural resources,” he says. “So we make sure that we put our best foot forward and be environmentally conscious — no job site spills and making sure tools and hoses are clean — so that future generations can enjoy things.

## A BRIGHT FUTURE

“It all goes back to professionalism,” he adds. “Professionalism goes hand in hand with good environmental practices.”

Looking ahead, Buckingham expects bigger things for his company, noting that the rural area around Crystal River continues to grow in population. “There’s not a lot of big pipe (sewers) in our area and not a lot of demand for it, either,” he says. “So with our equipment and employees, we’re well positioned for more growth.” ■

1983 Mack rack truck equipped with a 20,000-pound Hydra-Brute crane made by Del Zotto Products of Florida for setting septic tanks.

For installing septic systems, Buckingham uses products made by Plastic Tubing Industries and ADS, and concrete tanks manufactured by Del Zotto Products and Bonded Septic Tank.

## LOOKING GOOD

Investing in good equipment and keeping it well maintained is part of Buckingham’s approach to professionalism. “If someone pulls up in a beat-up truck and nasty-looking clothes, it’s hard to convince customers that the work is going to be fully professional,” he points out. “And at the end of the day, that’s why customers hire companies — they believe you’re a professional.”

Route drivers are required to look as sharp as their trucks. They wear company-issued blue pants or shorts, a gray shirt emblazoned with the company’s name, and proper work boots. They can also wear company-logoed baseball hats, if they want.

“We make sure that we put our best foot forward and be environmentally conscious — no job site spills and making sure tools and hoses are clean — so that future generations can enjoy things.”

**BRANDON BUCKINGHAM**

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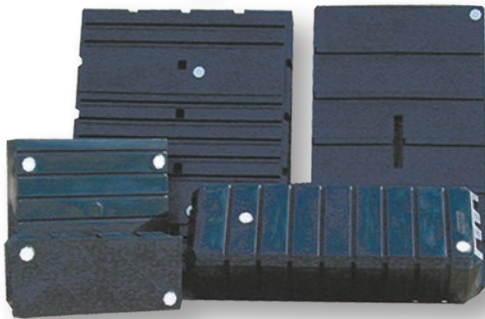
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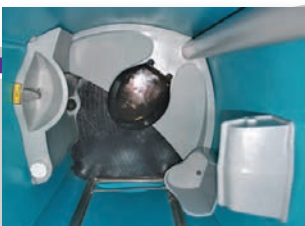


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# Clean Fleet Partnership Saves Fuel Costs, Builds a Greener Reputation

United Site Services joins partnership to encourage putting more alternative-fuel work trucks on the road, reducing greenhouse gas emissions **By Ken Wysocky**

To help reduce fuel consumption by corporate truck fleets through the use of alternative fuels and other fuel-economy strategies, the Clean Cities coalition program — sponsored by the United States Department of Energy — created the National Clean Fleets Partnership (NCFP).

The NCFP initiative helps companies interested in fuel conservation network with like-minded businesses. It also provides technical assistance, tools and resources to help companies develop fuel-conservation strategies. The program leverages the strength of nearly 100 Clean Cities coalitions that include nearly 18,000 participants.

Thanks to the NCFP initiative, corporate fleets averted the creation of nearly 369,000 tons of greenhouse gases in 2015 alone and saved the equivalent of 152 million gallons of petroleum. In addition, 101,677 alternative-fuel and advanced-technology vehicles have been deployed as a result of the program.

United Site Services (USS), national provider of portable restrooms, temporary fencing and other site services, joined the NCFP in November 2016. With more than 85,000 customers served annually, USS's membership in the program is noteworthy. To find out why the company joined the NCFP and what it hopes to gain from participating in this initiative, *Pumper* spoke with Kevin Podmore, vice president of fleet and strategic sourcing for USS.



Reach Kevin Podmore at [Kevin.Podmore@unitedsiteservices.com](mailto:Kevin.Podmore@unitedsiteservices.com).

**Pumper: Why did USS get involved with this program?**

**Podmore:** I knew about the program from my previous employer, which was heavily involved. USS wanted to get in on the ground floor with a fleet-sustainability strategy and this program provides a great network to tap into — folks with lots of experience in the marketplace. They can help us achieve an immediate impact on our fleet and help us develop a long-term strategy.

**Pumper: How many vehicles does USS own?**

**Podmore:** We have a fleet of about 2,000 vehicles, which includes vacuum trucks for portable sanitation waste, high-volume pump trucks, fence trucks, and pickup and delivery trucks. We've got a pretty diverse fleet.

**Pumper: Does that make it more difficult to develop a fleet-sustainability strategy?**

**Podmore:** No. It allows us to tap into the knowledge of more truck manufacturers than if we had just one of two different makes of trucks. It's easier to go after emerging technologies when you have a diverse fleet.

**Pumper: How does the program work?**

**Podmore:** After you become a partner in the program, which is voluntary, you gain access to valuable information, such as the names of suppliers for compressed natural gas-powered (CNG) vacuum trucks, for example. Or databases that show locations of CNG fueling stations. If we decide to put an alternative-fuel truck into our fleet, we can check with the NCFP for testing results or get the names of other companies that are running similar platforms. For us, the bottom line is that this is the most cost-effective way to find alternative-fuel strategies and vehicles.

It also gives us another group of folks with whom we can network and bounce ideas off of. There are a lot of lessons learned that I can apply to our fleet quite quickly. Some companies in the partnership have more than 25,000 vehicles, so there's a wealth of experience out there.

**Pumper: Couldn't you do all this without the NCFP?**

**Podmore:** Yes, but it would be time-consuming. There are a lot of enterprises out there trying to sell different technologies. You don't want to be a test bed for somebody's good idea. The program gives us access to proven, sustainable technology that other fleets already are using successfully. You're drawing from their experiences from day one.

**Pumper: Can you provide a concrete example?**

**Podmore:** Sure. Our goal is to start with hybrid fuel trucks in the state of California. With the NCFP and truck providers, we're diligently working out exact specifications for those trucks. It's more challenging working with vacuum trucks because they use PTO, but the partnership gives us a good head start on what we're looking for.

“ Building a culture of sustainability in any organization should be the norm, not viewed as something we have to do. It's just good business sense. ”  
— Kevin Podmore



**Pumper:** Does the program require any kind of financial investment?

**Podmore:** No.

**Pumper:** Does USS have companywide goals for reducing emissions?

**Podmore:** We're on the ground floor of what I'd call a comprehensive sustainable-vehicle strategy. And as we pilot new technologies, we need to figure out what works best for our fleet. At that point, we will benchmark and set some concrete goals for fuel and emissions reductions. There's no question that it's doable.

**Pumper:** How would USS go about converting its fleet?

**Podmore:** We would incorporate it into our normal vehicle procurement and replacement cycle. By working with partners within the NCFP, we can be more diverse with what we order when it comes to fuel types and chassis manufacturers.

**Pumper:** As the country's largest portable-sanitation-services company, do you feel a particular need to be at the forefront of fleet sustainability?

**Podmore:** We do. When you look across the industry, it's already considered sustainable because we're all about water conservation. This is just another parallel avenue. As an industry leader, we want to show smaller companies that it's possible to have an alternative-fuel fleet and still maintain a high level of customer service day-in and day-out.

**Pumper:** Is it more important for this industry to embrace initiatives like this, given that it's a steward of precious natural resources?

**Podmore:** Absolutely. Using portable restrooms saves 45 million gallons of freshwater annually. Building a culture of sustainability in any organization should be the norm, not viewed as something we have to do. It's just good business sense to do the right thing for our environment.

**Pumper:** What do you envision for vacuum trucks in 10, maybe even 20 years?

**Podmore:** I think we will continue to see growth in the market for alternative-fuel trucks: CNG, hybrid and electric vehicles. I also think that we'll see more tanks and truck chassis being built with composite materials, which will allow for higher-capacity tanks with lower gross-vehicle-weight ratings.

**Pumper:** Are there other fuel-reduction technologies the industry should be adopting?

**Podmore:** Yes — optimized routing software. We do more than 12 million services annu-

ally and so not just for miles driven, but for every mile not driven, there are cost and fuel savings as well as emission reductions. That helps companies work and drive smarter for customers.

**Pumper:** Do you encourage other portable sanitation companies to get involved in this initiative?

**Podmore:** Yes. I think there's savings there, even with small fleets. And when customers see that your "green" strategies align with your corporate goals, you become the vendor of choice. I

think we're going to see more of that.

Overall, it's a great program. The more that folks from the portable sanitation industry get involved, the better off we are as an industry. ■

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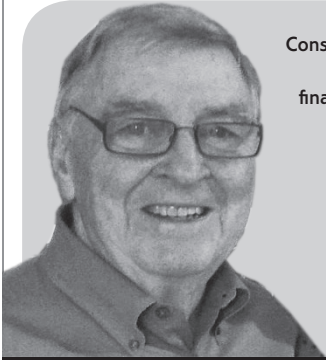
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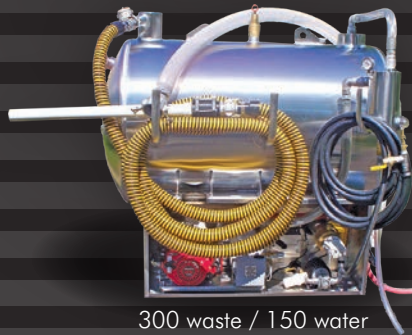
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Erik Gunn is a magazine business writer in Racine, Wisconsin. Direct inquiries to him at editor@pumper.com.

# Don't Lose Interest in Your Loans

Take the time to review your rates and stay well informed as the cost of borrowing begins to increase **By Erik Gunn**

**A**fter years at rock bottom, interest rates are slowly creeping up. They're still comfortably low — making your borrowing cheap and your savings account stingy. But the Federal Reserve has already raised the federal funds rate to 1.25 percent in June, and another increase is “widely expected” in the coming months, says Neil Staeck, business development officer at Wisconsin-based Educators Credit Union.

“The amount of the increase and the time frame of course remain to be seen, but the likelihood increases as the economy continues to grow,” Staeck says.

So what does that mean for you and your business? Quite a lot, actually. The obvious impacts are what you'll pay the next time you finance a major equipment, construction or real estate purchase. But it will also affect what you're paying in revolving debt.

Short-term debt isn't the only thing affected. “Long-term fixed rates on real estate secured loans will also creep higher over time, and adjustable-rate mortgages are probably headed towards a sizeable increase,” says Staeck.

So what do you do about it?

## Be informed

The first thing is to refresh yourself on where things stand for you right now.

“In a rising rate environment, it doesn't hurt a business owner to take a look at the loans they currently have and just see how they're structured,” says Joe Pieper, senior vice president of commercial banking at Westbury Bank, a Milwaukee-area community bank.

“It's important for business owners to know the terms of their existing debt,” adds Staeck. As rates go up broadly, the interest rates on your credit cards and lines of credit will increase.

Even if you have a locked interest rate, “it's still important to know how long that rate is locked in for,” Staeck points out. “By the time that note matures, rates may have increased and you'll be renewing at a higher rate.”

## Explore your options

After reviewing your paperwork, give your bank a call. If your line of credit has the usual floating rate, see if there's an option to convert to a fixed rate, Pieper suggests. “Depending on how the loan is written, there may or may not be that option, but it's certainly a conversation worth having with your banker.”

## Decisions, decisions

All of these questions become more urgent if you're already in buying mode, whether for equipment or even real estate — perhaps a larger shop.

When equipment purchase is involved, ask your banker or accountant whether it's a good idea to get a longer-term fixed rate to lower the monthly payments — “but that ties back to what your cash flow is,” he cautions. “If

you're debt-averse and you have good cash flow, and you're looking to acquire a piece of equipment, it may still make sense to do something on the shorter term — maybe two or three years — to pay it off.”

The calculus is different with real estate, however. “If you're talking about adding on to your building or buying a building for the first time, in a rising rate environment it's certainly in your best interests to try and get a longer-term fixed rate,” Pieper says.

And you might need to shop around a bit. “Some banks will lock rates up to five years, some banks will lock rates up to 10 — it all depends on the bank and how they structure these types of loans,” he points out. “There isn't a magic bullet, there isn't a magic formula that all banks tend to subscribe to. It's truly bank by bank based upon their appetite for new business loans or their risk appetite for certain types of industries.”

“If you're borrowing \$25,000 or \$50,000 for equipment or a truck, at the end of the day the monthly payment is what's important to you ... to make sure that it fits in your cash flow.”

**Joe Pieper**

## Calculations

Pieper also suggests that interest rates alone aren't the only criterion to consider when you borrow money for your business — and the criteria can shift depending on the size of the loan.

“If you're borrowing \$25,000 or \$50,000 for equipment or a truck, at the end of the day the monthly payment is what's important to you,” he says. Of course you want to negotiate a fair interest rate, but the term of the loan itself is probably a higher priority. You want

“to make sure that it fits in your cash flow,” he explains — and in the overall cost, a slightly higher interest rate in return for easier payments is worth the reduced cash-flow pressure.

“Now if you're borrowing a half a million or a million dollars for a building purchase, the interest rate is certainly a little more important,” he continues. Even there, however, “I would focus more on the availability of credit and the access to capital than the cost of capital.”

## Silver lining?

You can also benefit, at least modestly, from rate increases, Pieper observes — thanks to your business checking account.

Perhaps you have one of the small-business accounts with a low, fixed-fee structure that stays the same regardless of interest rates. On the other hand, he notes, it's common for bigger business checking accounts to tie fees to interest rates. Under those circumstances, “as rates go up your fees inevitably should decrease a little bit because you're getting more earnings



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credit for the deposits that you're keeping in the bank," he says.

The bottom line? "It's not only good to talk to your banker about the liability side of your balance sheet — your loans and payments and your interest rate — but make sure your banker's talking to you about cash management," Pieper says. "Making sure that you're in the right checking account, making sure you understand what you're paying for: what services or products you're getting from the bank and what they cost."

This may be as good a time as ever to conduct a thorough review of your account with your banker, understanding exactly what products or services are offered that you might not know about. And when you do that, "make sure your banker is talking to you as much about the asset side of your balance sheet as they are about the liability side.

### Keep calm

Two things to remember, though, as you ponder these questions.

First, don't panic. "I wouldn't advise anyone to rush into buying something because rates are rising," says Staeck of Educators Credit Union. "Do what makes sense for your business, and if you're unsure of what to do, talk with a business lender, accountant or financial adviser for advice."

Second, you're not alone. Your business "isn't the only one dealing with these changes," Staeck says. "So are the companies and consumers you work with on a daily basis. If you adjust your business practices to compensate for the higher cost of borrowed money, keep in mind that your customers, vendors and suppliers might be changing theirs as well."

Boiling it down? Be informed. Talk to your banker. Consider your options. And breathe easy. The changing interest rate environment is something you need to pay attention to. But it's just one of many concerns you'll need to juggle as you keep building and running your business. ■

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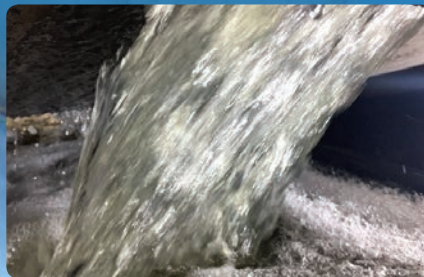
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

# Learn to Be a Soil Saturation Detective

Identifying characteristics of soil layers will help you better serve your pumping customers

By Jim Anderson, Ph.D.

Last month, I responded to a reader question about water saturation through varied soil types. A follow-up question involved how to identify saturated soil conditions and whether those characteristics will occur at the boundary between those two soil layers. The answer is yes, with a few caveats. We should explore those soil characteristics again in the context of this question.

Soil scientists are interested in identifying characteristics in the soil that indicate whether the soil is saturated to a depth of 6 feet to identify soils that fall into a specific classification that defines their condition to other soil scientists. Aside from classifying soils, these characteristics are useful for identifying wetland soils for wetland delineation and zones of seasonal or periodic saturation in soil profiles to identify limiting soil layers for onsite sewage treatment.

## IRON MOVEMENT

When a soil layer is saturated for an extended period, usually more than two weeks, iron that is present in the soil begins to go into solution due to some biochemical reactions. As the layer dries it leads to a distinctly mottled-color appearance. Iron is one of the chief coloring agents in soil and when it goes into solution it migrates with the water as the soil dries out. Areas where the iron left during the drying process are gray in color, while those areas where the iron moves to and accumulates become reddish in color.

A set of terms was created by soil scientists 20 years ago to define in great detail the depletions and concentrations. The overall name for this set of terms is redoximorphic features. If you look closely enough at these features, in some instances you can tell which way the water is moving. Recognizing the implications of these color patterns gives wastewater professionals the necessary information to determine where in the profile and what type of soil treatment component is appropriate for that site.

Soil scientists define these color changes using the Munsell color charts. With a little practice, a site evaluator, designer or installer can identify these most common color patterns. There are some exceptions to this typical pattern. Working with a soil scientist can be helpful to identify these exceptions for where you live.

When color patterns are identified at the boundary between the two soil layers, the issue for us becomes what to do about the presence when locating depth of allowable excavation. My preferred approach is to keep the maximum excavation depth at or above the required separation distance from the highest identifiable mottled color pattern. In Minnesota, the separation distance is 3 feet. Your state may have a different required separation distance. If this means that an aboveground mound or at-grade system needs to be installed, so be it.



## BOUNDARY LAYERS

A related question that I hear is: What if the evidence of color condition is confined to a few inches above the boundary layer? If the layer is less than 6 inches over the boundary, I am a little less concerned about slowing down the flow at the boundary and it may help treatment. But remember, if you are seeing those color differences under natural rainfall conditions, the height above the boundary will increase when we start loading wastewater into the profile. Maintaining the separation distance above the boundary is still the way to go.

In the case where a clay soil layer is located over the sand layer, there is a tendency for installers and designers to excavate through the clay into the sand. There are two problems with this approach. First, if we excavate into the sand there is a high potential for inadequate treatment of the effluent as it moves rapidly through the sand. Often this sand overlies or is part of a confined aquifer; we do not want to contaminate that water with sewage.

Second, we run the risk of our trenches creating a drainage condition for the clay soil above. During wet periods this results in the system being hydraulically overloaded due to soil water draining into the trenches. When this happens there is not only a lack of treatment, but the entire system can be washed out if the precipitation event is large enough. ■

This close-up photo of a soil sample shows redoximorphic features indicating saturation (Photo courtesy of Jim Anderson)



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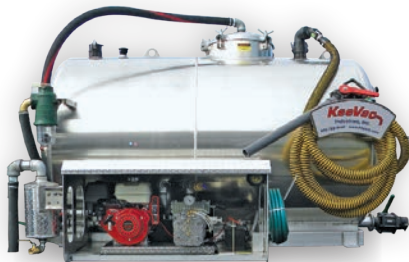


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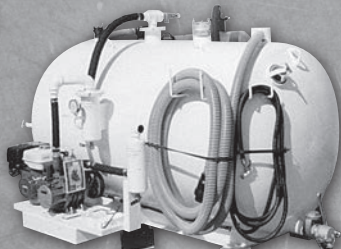
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# The Future is Tied to Technology and Automation

A thriving onsite wastewater industry pushes us to constantly adapt to changing environmental regulations, and new tools and equipment

*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 Maryland Onsite Wastewater Professionals Association.*

**Names:** Eddie Harrison

**Business:** BAT Onsite LLC

**Location:** Mount Airy, Maryland

**Age:** 57

**Years in the industry:** 35

**What we do:** We service automated onsite systems including Maryland's BAT (Best Available Technology), drip, mound and other automated systems, concentrating on residential systems and commercial systems under 3,000 gpd. We check and clean filters, screens, aerators and distribution networks; maintain and repair control systems; and respond to alarm calls.

**Association involvement:** I've been a MOWPA member since somewhere near the beginning — around 2000. I've been a board member since 2012 and president since 2014.

**Benefits of belonging to the association:** The benefit is to be on the front line for any changes or developments in the industry. Our state is going through a lot of regulatory changes and when you're a member you're able to stay on top of them. We also offer education to keep up with these changes, such as pumper training for ATUs, installer training, property transfer inspection training. Whatever the industry calls for we try to meet that need with a training course.

**Biggest issue facing your association right now:** State politics. Regulations have been thrust upon us that changed our industry and turned the way we operate upside down. Four years ago, the mandatory BAT on all new construction was rolled out with only six months to train, hire and retool to meet the demand, only to have the regulation rolled back three years later with only two months' notice, all because there was a new state administration that felt we didn't need it. Meanwhile, many businesses invested mil-



lions of dollars to meet the need, and now all that equipment can be put against the hedge-row to grow weeds. These changes were based on politics and not on science.

Eddie Harrison (Photos courtesy of Eddie Harrison)

**Our crew includes:** Jeanettea Williams works in the office to keep my books straight, schedule work, and keep me straight. I also have one assistant in the field, Matthew Kidd.

**Typical day on the job:** Pretty much every day we're heading in the direction of an alarm call. These automated systems all have alarms, and when the red light's flashing and the buzzer's buzzing, they call me. We go out to the site and repair what we can. I try to carry enough parts to fix most malfunctions. Some systems operate with blowers, some with pumps and others aerators. It could be a float, relay, clogged pipe, broken pipe. When we're done with the alarm call we catch a couple routine services on the way home to fill the day out.

**The job I'll never forget:** A homeowner had something installed 20 years ago, a Bio-Microbics pretreatment unit and a Geoflow drip dispersal system, and he did absolutely no service in 20 years. He said it was working fine when it was actually running down over the hill. He had built a shed over the treatment unit, including the blower, to hide the unit, then filled the shed with junk that buried the components. He fenced in the drip dispersal system into a horse paddock. The horses busted up all the headworks and relief valves. He called me because he was selling the property and needed





the system certified for property transfer. When he called, he informed me that there was “nothing wrong” with the system and it was “working fine.” It cost him \$7,000 to repair the system that was “working fine.”

Matthew Kidd, Jeanette Williams and Eddie Harrison with company-outfitted Nissan NV2500 service van.

**My favorite piece of equipment:** I’m happy with my service truck I set up myself. I’ve been driving it about a year. It’s a Nissan NV2500 equipped with an Adrian Steel shelf package. I had an 1,800-watt inverter with ship-to-shore hookup installed that allows me to leave my chargers working when the truck is parked for the night. This also allows me to plug in an electric heater during those cold winter nights and keep my water tank from freezing. The 100-gallon aluminum water tank with a 12-volt pump allows me to clean filters and other parts at the site where pressurized water access is limited. I had the tank manufactured at a local welding shop with my design, and installed and plumbed it myself. I couldn’t find an upfitter to do it. I also added insulation and plywood walls to help hold in the heat in winter and hold out the heat in summer. I recently had it painted with some awesome graphics from a local graphic artist, Jack of Arts.

**Most challenging site I’ve worked on:** The house was on a hill off the street. There was a steep bank in front of the house and about 20 feet from the porch to the crest. On the left side of the front yard was a steep bank down to the driveway. On the right side, there was about 40 feet to the property line with a large tree in the middle of the side yard. I had to put a trench across the front of the house and a tank in the right-side yard. I had to dig the whole system backward. All of the materials in and spoils out had to go through that right-side yard and through the backyard. I had to pull all the dirt to me and then throw it up the hill. I had to dump the stone in the front of the trench, and then straddle the ditch and throw the stone to the back of the trench, then set the tank. I did this all with a John Deere 510B with extendable dipper stick.

**The craziest question I’ve been asked by a customer:** A customer had a frog in their



Eddie Harrison rewires control panel.

second-story toilet. They tried to tell me there was something wrong with the septic tank that let the frog in. Of note, they had three boys between the ages of 6 and 11.


**If I could change one industry regulation, it would be:** I wish the politicians and government appointees would call on our organization and bring us to the table before they make changes, not after. The tendency is they bring us to the table after they have made up their minds just to tell us about it. We can voice any complaints we want but the decision’s already been made. We have a good rapport with the agency supervisors (permanent employees). They come to our meetings and work with us to improve the onsite industry, from the private side to the public side. But they can only work within the parameters their higher-ups set. I feel we have a good group of public and private sector representatives that participate with us.

**Best piece of small-business advice I’ve heard:** It was from my dad — treat every customer with the utmost respect.

**If I wasn’t working in the wastewater industry, I would:** Be doing construction of some kind.


**Crystal ball time — this is my outlook for the wastewater industry:** I think that the wastewater industry is getting much more automated and much more technical. So, in the future we’ll see more and more demand for more technically trained individuals. ■


- Compiled by Betty Dageforde




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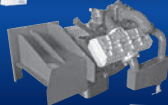




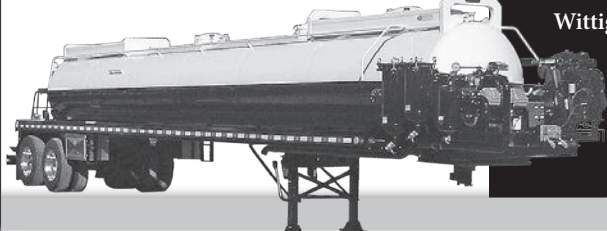
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Ronnie and Jennifer Tamez are owners of First Call Septic Services in Battle Ground, Washington. Send your Truck Corner questions to editor@pumper.com.

# Give Your Vacuum Tank a Thorough Inspection

Follow this step-by-step process to ensure your vacuum system is functioning properly and won't fail you on the job site **By Ronnie Tamez**

**V**acuum tanks are subject to significant stress as you load and unload wastewater every day. Constant changes in pressure and vacuum, combined with the sludges, grit and other foreign objects passing through the valves, can weaken many points in the tank. So it's important to clean out the tank regularly and go beyond your quick daily visual inspection.

Last month, we reviewed proper confined space entry so you can safely clean and inspect the inside of your vacuum tank. This step is critical to protect you and your crew from danger. Safety is job No. 1 so you can all go home to your families at night.

Here's my step-by-step approach to a thorough vacuum tank inspection:

To get started, check vacuum gauges to verify all the stored energy has been released. This means there is no pressure or vacuum stored in the tank. Be sure to put the pump into neutral to dump vacuum or pressure. You can also open the load valve to equalize the pressure and release stored energy.

**Vacuum and pressure gauges:** Not much goes wrong with these. Clean the glass and make sure gauges haven't been damaged by low-hanging branches as you negotiate driveways.

**Manways:** Before opening the manways, check tank gauges to be sure the tank is not under pressure or vacuum. Serious injury or death can result if this precaution is not taken. While most manways are operated manually, there are a few different options including pneumatically operated units. When opening the manway, check the gasket for wear. Look for chunks missing, dried out or brittle O-rings. Replace the gasket and O-rings as needed. For a steel tank manway, use a wire brush to clean debris away from the sealing edge to create a more airtight seal. Leave manways open throughout the inspection.

**Primary and secondary valves:** While the pump is pulling vacuum, sewage must never enter the pump. If by some off chance the primary and secondary valves fail and sewage is allowed to enter the pump, the safety coupler is designed to break and save the pump. That's if you're lucky. Unlucky would be vanes breaking in the pump, or the pump "grenading." Grenading is where the vanes not only break, but they explode out of the pump casing and parts fly everywhere. This is a violent and dangerous explosion. Never remove or bypass these safety components that protect your pump.

Typically, five wing nuts hold down the primary valve, which is usually located along the top of the tank near the front. You'll open these like you would the manways, and clean and inspect the gasket, replacing as needed. A cage holds a steel or plastic ball. This ball is designed to stop vacuum to the pump in case the tank is too full and prevent sewage from entering the pump

A dropped baffle can make it very difficult to off-load and can be very messy. And baffles add crucial structural strength to your tank when it is under vacuum.

and causing expensive damage. Be sure the ball is not dented and the cage is clean. Diaper wipes or cleaning wipes, a huge problem facing the wastewater industry, can lodge in this area and cause problems.

The secondary valve is connected to the primary through vacuum pipes and plumbing, typically with three wing nuts holding the cap on. Remove the cap and take care of the gaskets and sealing surfaces. Check the steel or plastic ball and replace as needed.

**Prefilter:** Some pumpers choose not to use a prefilter on their pumps. Most have the traditional setup utilizing the primary shut-off valve, secondary shut-off valve, and then the pump. From time to time, a piece of gravel or rust will come through the safety valve and the debris will go through the pump. A prefilter offers added protection to keep debris out of the pump. If you have a prefilter, remove the screen and hose it off, and replace as part of your maintenance protocol.

**Check baffles and welds:** Here's where confined space safety precautions come into play. Follow the appropriate procedures, and if you're not clear about them, stop the inspection now and get familiar before proceeding. Enter the tank to inspect the integrity of baffles and welds. Make sure they are not separating. A dropped baffle can make it very difficult to off-load and can be very messy. And baffles add crucial structural strength to your tank when it is under vacuum.

**Oil-catch muffler:** This muffler catches exhaust from the pump and collects the oil used by the pump. Drain this daily to avoid leaving oil spots on driveways or an oil blast mark.

## WRAPPING UP

After the tank inspection, close manways and valves. Turn the pump on and pressurize the tank. Check for leaks and tighten seals as needed. Check pressure and vacuum relief valves to make sure they are opening at the pump/tank manufacturer's recommended settings.

Run the pump to check that the oilers are functioning properly. Look for about a drop a second at operating speeds. All of our pumps now have automatic oilers and I highly suggest getting them. My first vacuum truck had manual oilers. I would set my oil speed at a drop per second, but after 30





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minutes of pumping it would be running too fast. Automatic oilers maintain the preset speed the entire job.

Shut the pump down and put the three-way valve into neutral. Verify with the gauges that there is no stored pressure or vacuum. Check to be sure the valve operates without binding and excessive force needed to operate. Also make sure there are no leaks; tighten as needed. Tanks in colder climates often have heated valves, which are warmed by the engine coolant. Be sure to inspect these hoses.

Inspect steps and handholds to make sure welded points are not starting to crack. Also check that anti-slip surfaces are gripping. Look for signs of cracking and leakage around plumbing joints from the tank to the pump, all the way through the three-way valve to the exhaust. Address any problems you find. ■

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**O**wner Gene Morris added an ultramarine blue and white 2016 Western Star 4900 Series truck built out by Tiger General with a 4,000-gallon tank with a 20-ton hoist and full-opening rear door, and a National Vacuum Equipment 900 cfm blower with a stainless steel silencer and secondary shut-off. The truck is powered by a Cummins ISX 15 485 hp engine and a Fuller/Roadranger 8LL transmission. The truck features forward steering axle and rear tag axle 3- and 4-inch intake valves and a 6-inch dump valve, custom toolboxes and trays, as well as aluminum wheels and fuel tank. The cab is a Western Star severe-duty model with an extra insulation package, heated high-back air-ride seats, A/C, cruise and tilt. Alpha Twilight provided the minimal graphics. The truck is used for residential septic service, package and sewer treatment plant work, lift stations, grease trap service and hydroexcavation. ■

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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](mailto: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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# Attend the 2017 NAWT Waste Treatment Symposium in Pennsylvania

By Dhru Bhatt

It's time to make your plans for the eighth National Association of Wastewater Technicians (NAWT) Waste Treatment Symposium. The Symposium will be held Aug. 23-24 in Monroeville, Pennsylvania.

This event will give you all you need to know about the decision-making process for taking charge of treating your own wastes. Highlighted at this year's symposium will be case histories of companies that have been through the same decision-making process. Presentations will be given by leaders in treatment processes and vendors sharing the pros and cons of various equipment. There will be ample time to network with attendees. There will also be two field trips:

- McCutcheon Enterprises Inc., Apollo, Pennsylvania, a treatment facility where septage, grease trap and industrial wastes are processed and the resulting water is discharged to a municipal sewer system.

- Kiski Valley Water Pollution Control Authority, Leechburg, Pennsylvania, a wastewater treatment facility where McCutcheon's discharged water ends up. You will also see various pieces of equipment working with septage, grease trap waste and sewage sludge.

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CPOW@CPOW.NET

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October 3, 2017

Bozeman, MT  
Fred Collins - 406-444-9879  
fcollins2@mt.gov

**MONTANA**  
**DEQ/NAWT Operation & Maintenance 1**

October 4-5, 2017

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Fred Collins - 406-444-9879  
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**PENNSYLVANIA**  
**8th Waste Treatment Symposium**

August 23-24, 2017

Apollo, PA

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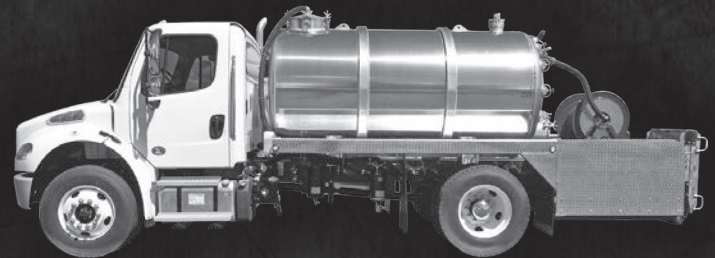
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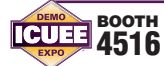
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If you would like your wastewater trade association added to this list, send contact information to [editor@pumper.com](mailto:editor@pumper.com).

# Serving the Industry

## Visit your state and provincial trade associations

### Alabama

Alabama Onsite Wastewater Association  
[www.aowainfo.org](http://www.aowainfo.org); 334/396-3434

### Arizona

Arizona Onsite Wastewater Recycling Association  
[www.azowra.org](http://www.azowra.org); 928/443-0333

### Arkansas

Arkansas Onsite Wastewater Association  
[www.arkowa.com](http://www.arkowa.com)

### California

California Onsite Wastewater Association  
[www.cowa.org](http://www.cowa.org); 530/513-6658

### Colorado

Colorado Professionals in Onsite Wastewater  
[www.cpow.net](http://www.cpow.net); 720/626-8989

### Connecticut

Connecticut Onsite Wastewater Recycling Association  
[www.cowra-online.org](http://www.cowra-online.org); 860/267-1057

### Delaware

Delaware On-Site Wastewater Recycling Association  
[www.dowra.org](http://www.dowra.org)

### Florida

Florida Onsite Wastewater Association  
[www.fowaonsite.com](http://www.fowaonsite.com); 321/363-1590

### Georgia

Georgia Onsite Wastewater Association  
[www.onsitewastewater.org](http://www.onsitewastewater.org); 678/646-0379

Georgia F.O.G. Alliance  
[www.georgiafog.com](http://www.georgiafog.com)

### Idaho

Onsite Wastewater Association of Idaho  
[www.owaidaho.org](http://www.owaidaho.org); 208/664-2133

### Illinois

Onsite Wastewater Professionals of Illinois  
[www.owpi.org](http://www.owpi.org)

### Indiana

Indiana Onsite Waste Water Professionals Association  
[www.iowpa.org](http://www.iowpa.org); 317/889-2382

### Iowa

Iowa Onsite Waste Water Association  
[www.iowwa.com](http://www.iowwa.com); 515/225-1051

### Kansas

Kansas Small Flows Association  
[www.ksfa.org](http://www.ksfa.org); 913/594-1472

### Kentucky

Kentucky Onsite Wastewater Association  
[www.kentuckyonsite.org](http://www.kentuckyonsite.org); 855/818-5692

### Maine

Maine Association Of Site Evaluators  
[www.maine.com](http://www.maine.com)

Maine Association of Professional Soil Scientists  
[www.mapss.org](http://www.mapss.org)

### Maryland

Maryland Onsite Wastewater Professionals Association  
[www.mowpa.org](http://www.mowpa.org); 443/570-2029

### Massachusetts

Yankee Onsite Wastewater Association  
[www.maowp.org](http://www.maowp.org); 781/939-5710

### Michigan

Michigan Onsite Wastewater Recycling Association  
[www.mowra.org](http://www.mowra.org)

Michigan Septic Tank Association  
[www.msta.biz](http://www.msta.biz); 989/808-8648

### Minnesota

Minnesota Onsite Wastewater Association  
[www.mowa-mn.com](http://www.mowa-mn.com); 888/810-4178

### Missouri

Missouri Smallflows Organization  
[www.mosmallflows.org](http://www.mosmallflows.org); 417/631-4027

### Nebraska

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

### New Hampshire

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

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

### New Mexico

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

### New York

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

### North Carolina

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

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

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

### Ohio

Ohio Onsite Wastewater Association  
[www.ohioonsite.org](http://www.ohioonsite.org); 888-294-0084

### Oregon

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

### Pennsylvania

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

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

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### Texas

Texas On-Site Wastewater Association  
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Education 4 Onsite Wastewater Management  
[www.e4owm.com](http://www.e4owm.com); 713/774-6694

### Virginia

Virginia Onsite Wastewater Recycling Association  
[www.vowra.org](http://www.vowra.org); 540/377-9830

### Washington

Washington On-Site Sewage Association  
[www.wossa.org](http://www.wossa.org); 253/770-6594

### Wisconsin

Wisconsin Onsite Water Recycling Association  
[www.wowra.com](http://www.wowra.com); 608/441-1436

Wisconsin Liquid Waste Carriers Association  
[www.wlwca.com](http://www.wlwca.com); 608/441-1436

### NATIONAL

Water Environment Federation  
[www.wef.org](http://www.wef.org); 800/666-0206

National Onsite Wastewater Recycling Association  
[www.nowra.org](http://www.nowra.org); 800/966-2942

National Association of Wastewater Technicians  
[www.nawt.org](http://www.nawt.org); 800/236-6298

### CANADA

#### Alberta

Alberta Onsite Wastewater Management Association  
[www.aowma.com](http://www.aowma.com); 877/489-7471

#### British Columbia

WCOWMA Onsite Wastewater Management of B.C.  
[www.wcowma-bc.com](http://www.wcowma-bc.com); 877/489-7471

British Columbia Onsite Sewage Association  
[www.bcossa.org](http://www.bcossa.org); 778/432-2120

#### Manitoba

Manitoba Onsite Wastewater Management Association  
[www.mowma.org](http://www.mowma.org); 877/489-7471

Onsite Wastewater Systems Installers of Manitoba, Inc.  
[www.owsim.com](http://www.owsim.com); 204/771-0455

### New Brunswick

New Brunswick Association  
of Onsite Wastewater Professionals  
[www.nbaowp.ca](http://www.nbaowp.ca); 506/455-5477

### Nova Scotia

Waste Water Nova Scotia  
[www.wwns.ca](http://www.wwns.ca); 902/246-2131

### Ontario

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

### Saskatchewan

Saskatchewan Onsite Wastewater  
Management Association  
[www.sowma.ca](http://www.sowma.ca); 877/489-7471

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The **RCF870** vacuum pump from **Fruitland Manufacturing** is available in clockwise and counterclockwise rotations with top- and side-mount four-way valve locations. The pump is available with hydraulic, angle (gearbox) and belt-drive options. It can be mounted on all Eliminator-style packages. It is a true 4-inch pump with 4-inch pipe connections producing 512 cfm and weighing 575 pounds. It is fan-forced air-cooled with an available air injection cooling system (VACS) for continuous duty at higher vacuum. It includes an integral oil reservoir with low-consumption oil pump, an integral final filter and vane-wear test ports. **800/663-9003; www.fruitlandmanufacturing.com.**



### MORO PM80W



The **Moro PM80W** water-cooled vacuum pump is designed and built for low maintenance, long life and trouble-free service for tough industrial applications. It is a 424 cfm pump with 28 inches Hg max vacuum and 29 psi max pressure capability.

It comes with Kevlar vanes and visual inspection ports in the casing and Viton oil seals. Its low rotating speed extends pump life. With sealed or oiled bearings, there are no grease points. The oiling system is direct-feed and sealed to reduce downtime for routine service and maintenance. **866/383-6304; www.moroussa.com.**

(continued)



**Isuzu 999 Gallon Restroom SVC**



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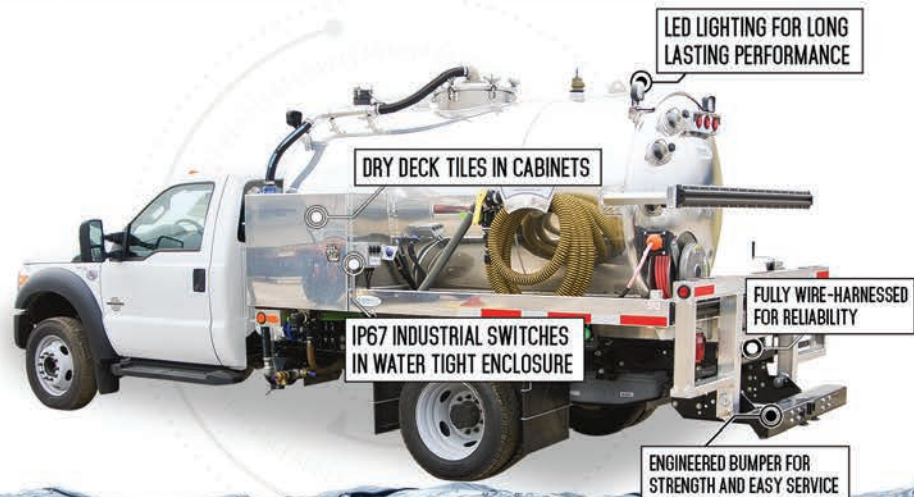
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## VACUUM PUMPS

### NATIONAL VACUUM EQUIPMENT CHALLENGER 887

The **Challenger 887** heavy-duty vacuum pump from **National Vacuum Equipment** is quiet and powerful at 532 cfm. Its air ballast system allows the pump to work at deep vacuum levels. Its silencer for the air ballast and exhaust ensure quiet operation. It is available in a variety of different packages to fit any installation and drive system. **800/253-5500; www.natvac.com.**



### PRESVAC PV750

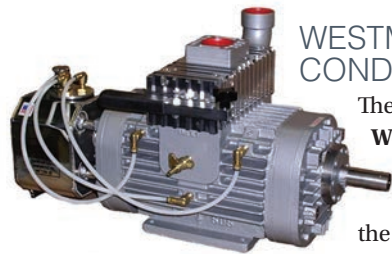
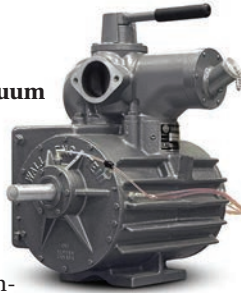
The **Presvac PV750** rotary vane pump is designed for continuous full-vacuum operation in the most extreme conditions. It offers 400 cfm at free air, 350 cfm at 15 inches Hg, a maximum vacuum of 27 inches Hg and maximum pressure of 35 psi. Dual fans and twin ballast ports efficiently cool the pump. The solid housing with deep cooling ribs allows for greater heat transfer from the vacuum chamber. Aluminum fans and shrouding work like a heat exchanger to aid in heat reduction. Multiple manifold and drive options are available for every application: truck, trailer or stationary. **800/387-7763; www.presvac.com.**



The solid housing with deep cooling ribs allows for greater heat transfer from the vacuum chamber. Aluminum fans and shrouding work like a heat exchanger to aid in heat reduction. Multiple manifold and drive options are available for every application: truck, trailer or stationary. **800/387-7763; www.presvac.com.**

### WALLENSTEIN VACUUM PUMPS 753 SERIES

The **753 Series** vacuum pump from **Wallenstein Vacuum Pumps** incorporates extra-wide vanes that allow up to an inch of wear, designed for longer service life and lower maintenance costs. It provides 422 cfm airflow at 1,200 rpm and is precision-machined to provide vacuum levels up to 28 inches Hg. Options include air, liquid or dual cooling systems where air injection is combined with liquid cooling. A pump-flushing port is included on the top valve for convenient routine maintenance. The quick-access housing end plate allows for easy internal inspection with no bearings to pull. Oil lubrication is via a mechanical piston pump driven by shaft rotation or available with a sight-feed valve oil regulator system using vacuum/pressure to draw oil with no moving parts. **800/801-6663; www.wallenstein.com.**



### WESTMOOR LTD. CONDE ULTRA SDS

The **Conde Ultra SDS** vacuum pump from **Westmoor Ltd.** pumps at 230 cfm, and has an automatic oiling system that never needs adjusting. It incorporates the Conde Slide Valve/Change-Over Valve, which is compact, low-profile and works easily, according to the maker. It is offered with either a pump-mounted or remote oil reservoir, with sealed high-temperature maintenance-free bearings. It can be driven by a variety of power sources including gas or diesel engines, PTO, right-angle drive or hydraulic pump. The unit is double-shafted and can be set up for either clockwise or counterclockwise rotation. **800/367-0972; www.westmoorltd.com.**

It can be driven by a variety of power sources including gas or diesel engines, PTO, right-angle drive or hydraulic pump. The unit is double-shafted and can be set up for either clockwise or counterclockwise rotation. **800/367-0972; www.westmoorltd.com.**

## VACUUM TRUCKS/TANKS

### AMTHOR MATADOR

The 4,000-gallon aluminum **Matador** code or noncode septic/grease vacuum tank from **Amthor International** comes standard with a 5/16-inch-thick side shell and floor, full head baffles and no external rings. It is available as a dumping tank with or without full-opening rear doors, as well as with off-road construction options for various applications. Various pump models are available, including numerous stock tanks and chassis to choose from. **800/328-6633; www.amthorinternational.com.**



### BEST ENTERPRISES 2500 WASTE/WATER VACUUM TANK

The **2500 Waste/Water Vacuum Tank** from **Best Enterprises** offers 1,250-gallon waste and 1,250-gallon water compartments. It is built with 3/16-inch 304 stainless steel heads and baffles with the shell built out of 7-gauge stainless steel. The bed is also made out of stainless steel. It has a manway over the waste compartment, plus a winter package consisting of heating coils, collars and a heated fan blower for both high- and low-pressure water pumps. Both water pumps are installed in an insulated stainless steel box located under the bed. The unit's drive system is hydraulic, and it includes large stainless steel workboxes on both sides of the bed. The tank comes with an easy-lift stainless steel portable restroom carrier made for two units and drop trays with bucket holders with outside switches to operate the PTO, lights and water pump. **800/288-2378; www.bestenterprises.net.**

Both water pumps are installed in an insulated stainless steel box located under the bed. The unit's drive system is hydraulic, and it includes large stainless steel workboxes on both sides of the bed. The tank comes with an easy-lift stainless steel portable restroom carrier made for two units and drop trays with bucket holders with outside switches to operate the PTO, lights and water pump. **800/288-2378; www.bestenterprises.net.**

### CRESCENT TANK VACUUM TANK

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



(continued)





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## VACUUM TRUCKS/TANKS

### FMI TRUCK SALES & SERVICE WORKMATE

**WorkMate** septic service trucks from **FMI Truck Sales & Service** are dependable, easy to operate and specifically designed for the rigors of the service truck industry, according to the maker. They are available in mild steel, aluminum, carbon steel or stainless steel, with tank sizes of 2,500 to 5,000 gallons in septic or grease trap service rigs. They are available in single- or two-compartment tanks with a jetter system and choice of rotary vane vacuum pump or blower. All trucks can be built on a choice of chassis. **800/927-8750; www.fmitrucks.com.**



### LMT VAXTEEL ST SERIES

The **VAXTEEL ST Series** of steel vacuum tanks from **LMT** comes in preconfigured sizes with standard options, or can be custom configured to meet specific needs. These vacuum truck bodies can be shipped for installation or custom installed by **LMT** on a chassis of choice. Standard tanks have full-length mounting rails, full-length hose trays, primary shut-off, top and rear manways, and load and discharge ports. Options include full-opening rear door and hydraulic hoist for easier unloading. Standard bright white industrial finish coat is included in every package, with custom colors, full graphic design and application available. The Tank Size Wizard at **LMT's** website assists in the design of custom vacuum tanks, providing a dynamic graphic view of the tank design, including capacity and weight distribution. **800/545-0174; www.vaxteel.com.**



### IMPERIAL INDUSTRIES VAC SERIES

**Imperial Industries VAC Series** 407/412 DOT tanks are available in 3,200 or 3,600 gallons. They include an optional passenger OSHA guard-rail, three rollover bars, 26-inch aluminum bolt-on hose trays, a float level indicator, 24- by 24- by 24-inch toolbox, horizontal baffles, 4-inch intake with 4-inch air-activated valve and cam locks, a 6-inch discharge with air-activated valve and cam locks, three-stage hydraulic hoist, full rear-opening door, LED light package, National Vacuum Equipment DOT valves and a 20-inch manway with a 12-inch primary, 4-inch interior air line, and choice of vacuum pumps. **800/558-2945; www.imperialind.com.**



### MID-STATE TANK SEPTIC TRUCK TANK

Aluminum and stainless steel tanks for septic trucks from **Mid-State Tank** are available in capacities up to 5,500 gallons.

They come standard with a 20-inch top manway, 20-inch rear manway, primary, three 5-inch sight eyes, pressure-relief valve, 4-inch inlet, 6-inch discharge, full hose trays, hose support at rear, ladder to the top manway, LED lights and wiring, work lights at the rear, a full mounting kit, and heavy-duty rear bumper. The facility where they are manufactured is DOT and ISO 9001-2008 QMS registered. **800/722-8384; www.midstatetank.com.**

### LELY TANK & WASTE SOLUTIONS SEPTIC TRUCK

**Lely Tank & Waste Solutions** offers a septic truck with a 2,500-gallon waste/100-gallon easy-fill freshwater two-compartment tank. The tank is mounted on a 2017 International chassis with a 260 hp diesel engine and Allison automatic transmission. The vacuum system has a Jurop/Chandler R260 vacuum pump with 363 cfm free airflow plumbed through the tank-mounted secondary, and is connected to the side-mounted oil catch muffler. The tank has a 4-inch inlet and 6-inch discharge, with gate valves, adapters and watertight caps. It has a PumpTec 750 psi, 5 gpm high-pressure water pump; cable reel with 50 feet of hose and spray nozzle for easy cleanup; four tank-mounted work lights; full-length hose trays with bed liner on each side; aluminum edge caps; and an 18- by 18- by 24-inch toolbox. **800/367-5359; www.lelytank.com.**



### CASE STUDY

## FLEET BUYER VOWS TO STICK WITH AUTOMATED TRANSMISSIONS

**Problem:** Redbank Transport is a family-owned, 65-truck fleet that specializes in moving aggregates throughout the tri-state area of Ohio, Indiana and Kentucky. According to co-owner Dave Jackson, inclement weather can be especially difficult for driver and truck. "We do a lot of off-road work," adds Jackson, "and a lot of the time we are trying to get into a place where it just rained all night. It can get quite soft."

**Solution:** Jackson has been a longtime proponent of automated manual transmissions, and first experimented with the design in 2012 to help satisfy his maneuverability, fuel efficiency and driver comfort requirements. He is now running eight trucks with **Eaton UltraShift PLUS VCS** models, four sleeper-equipped trucks with **UltraShift PLUS VHP** models and two day-cabs with **UltraShift PLUS MHP** models. The transmissions have a fully automated two-pedal design with no clutch pedal, an electronic clutch actuator for smooth engagement, and safety features including auto neutral and Intelligent Hill Start Aid, which prevents roll-back and roll-forward while launching on grades.

**Result:** "When we first looked into Eaton AMTs it was because we wanted to improve our fuel mileage," says Jackson. "We like the results and we are now seeing about 5.67 miles per gallon, which is a big improvement." As for maneuverability, Jackson says working with his Roadranger representative has helped with some fine-tuning of transmission software to the point where trucks are performing as he wants. **800/826-4357; www.roadranger.com.**





## VACUUM TRUCKS/TANKS

### PIK RITE PAINTED ALUMINUM VACUUM TANK

Painted aluminum vacuum tanks from **Pik Rite** are available with a 25-inch rear manway and capacity for 150 gallons of freshwater and



1,650 gallons of waste. Vacuum is provided by a National Vacuum Equipment 607 Challenger pump. The 3-inch intake and 6-inch dump both have heated valve jackets. Five sight eyes provide level indication for the waste compartment and a clear 3/4-inch sight hose indicates the level of freshwater. A 2-inch freshwater bucket fill pipe is mounted at the rear. The LED running light kit is installed with a fully molded wire harness. Operator work lights and a strobe light are mounted on the top-rear lighting bracket. Polished aluminum hose trays, the tank sides and the low hose hooks are coated with protective super liner. A 4 gpm hydraulic-drive jetter is mounted inside the driver's-side toolbox. **800/326-9763; www.pikrite.com.**



### SCHELLVAC EQUIPMENT SEPTIC VACUUM TRUCK

The 2,150-gallon septic vacuum tank from **SchellVac Equipment** is constructed using 1/4-inch steel, 1/4-inch flanged and dished dome ends weld-

ed inside and out to tank shell, a full-length tank frame, one baffle, 12-inch low-profile primary shut-off, 5-gallon heated secondary moisture trap, and pressure- and vacuum-relief valves. It has four sight eyes (three rear and one front), full-length aluminum diamond plate hose trays, 21-inch rear door, heated 4-inch intake and 6-inch discharge, and an LED light package. Various pump models are available. **877/336-0081; www.schellvacequipment.com.**



### VACUTRUX LIMITED SEPTICTRUX

**SepticTrux** from **Vacutrux Limited** are available on chassis from 33,000 to 86,000 GVWR single axle, tandem or tri, with tank sizes from 1,800 to 5,400 gallons. Vacuum systems are powered by Wallenstein vacuum pumps. **800/305-4305; www.vacutrux.com.**

## WASHDOWN PUMPS

### WATER CANNON RG SERIES PUMP

The **RG Series Pump** from **Water Cannon** is rated for either 3.96 or 5.5 gpm at 1,450 rpm, and has a nickel-plated manifold rated for 3,600 psi. It takes the best parts from the RK, XW and SHP Series pumps and combines them into an all-around heavy-duty pump, according to the maker. The footprint is the same as the RW and XW Series ARNA pumps as well as the General 47 Series pumps. **800/333-9274; www.watercannon.com. ■**



# VSI

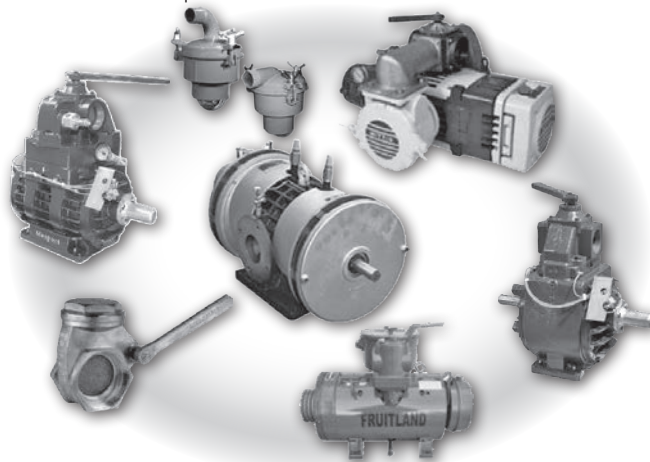
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**LIGHTWEIGHT VACUUM SYSTEM IS A GOOD FIT FOR BACKYARD PUMPING**

*in the*  
**SPOTLIGHT**  
By Craig Mandli

Sometimes a pumper needs to get to a tank where the vacuum truck just won't go. What do you do if you just don't have enough vacuum hose to reach? **Elastec** answers that question with a vacuum system originally developed for the oil and mining sector, but is quickly finding a place among septic pumps, municipalities and contractors — the **PACS 1000**.

The trailer-mounted 1,000-gallon vacuum system was originally built for removing oil, liquids, solids and sludge from reclaim pits, catch basins, wastewater lagoons, tank cars and oil sites. However, its compact size and light weight have led contractors to employ it in hard-to-reach areas.

"The PACS 1000 is a great unit for many applications. Why take a \$300,000 truck to a job that only requires a 4-inch hose?" says Charlie Storey, product development specialist with Elastec. "Its small size and weight also make it a fit in northern areas where road weight limits come into play. It also costs less to license and insure."

The unit is available in a variety of blower and vane configurations. It is approved for highway towing (NATM) and can be pulled with a regular-size pickup truck. According to Storey, it was designed to go where large vacuum trucks can't or for jobs where vac trucks are not cost-effective.

"If a septic pumper has a job far away from the home office, hooking up this trailer to a pickup is going to save a lot of money over driving a big vacuum truck out there for one job," says Storey. "That makes it a great fit for rural areas too. Efficiency is a big buzz in the industry right now."

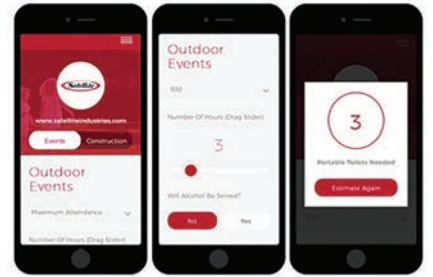
The system includes a heavy-duty suction wand and a selection of suction hoses. Hydraulics may be used to operate a variety of auxiliary equipment, such as skimmers, pumps and pressure washers. Its frame is designed to withstand the difficult conditions of remote locations. The trailer has wide tires to keep yard damage minimal, and is equipped with safety equipment including surge brakes for highway or off-road towing. The unit is fitted with heavy-duty axles and suspension.

Most models have integral hydraulics that allow the unit to run an oil skimmer, a transfer pump, hydraulic tools, and to lift the spoils tank to dump contents through the rear door. It is fitted with vacuum relief valves and cyclonic separator. A vacuum filter can also be added, as well as company branding.

"The great thing about this unit is that it can be designed the way you want it," says Storey. "We'll make it a good fit for anyone." **618/382-2525; www.elastec.com.**

**SATELLITE INDUSTRIES' SATELLITE PORTABLE APP**

Satellite Industries' Satellite Portable app is designed for operators to calculate how many restrooms to place at special events and construction sites. It is available in both the Apple app and Google Play stores. The app uses slide bars and buttons to quickly calculate the recommended number of restrooms based on number of users, duration of use and other data points. **800/328-3332; www.satelliteindustries.com.**



**FRANKLIN ELECTRIC STS SERIES SUBMERSIBLE TURBINE PUMP**

The 9-inch STS Series submersible turbine pump from Franklin Electric features a premium glass-lined bowl for maximum efficiency and abrasion resistance, and the application flexibility provided by the dual discharge option for either a 6- or 8-inch drop pipe. Each pump features ductile iron motor brackets, ductile iron discharges, cast 304 stainless steel impellers, spiral cut-las rubber intermediate bowl bearings and copper bismuth bronze discharge and motor bracket bearings. The profile upthrust adjustment bolt provides protection, while the bronze motor bracket bearing is protected with a stainless steel sand collar. **260/824-2900; www.franklinwater.com.**

**AIR-WEIGH'S UPDATED BINMAXX XL**

The BinMaxx XL front-end loader, onboard bin scale from Air-Weigh uses cloud-based storage for all recorded lift data. It captures every lift and downloads the data automatically to an office PC through Bluetooth technology. If not using the onboard computer, the system can transmit daily lift reports for each vehicle. While in route, the BinMaxx XL captures each bin lift location, time and weight, and can record up to 1,000 lifts. The scale kit contains a complete scale, GPS receiver and Bluetooth transmitter to be installed in the truck cab, and a Bluetooth receiver to set up the connection to the office computer. **888/459-3444; www.air-weigh.com.**







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## INDUSTRY NEWS

### Continental ContiTech adding to Iowa manufacturing center

Continental ContiTech announced it is investing about \$12 million in its PVC hose business in North America and is expanding its manufacturing capabilities and production capacities into a new competence center at its Mount Pleasant, Iowa, plant.

### Federal Signal to acquire Truck Bodies & Equipment International

Federal Signal announced that it intends to acquire Truck Bodies & Equipment International for \$270 million, subject to post-closing adjustments. The company states the transaction will allow leveraging its expertise in building chassis-based vehicles, expanding its exposure to industrial end markets.

### SJE-Rhombus awarded the 2017 ESOP Company of the Year award

SJE-Rhombus was named the 2017 Employee Stock Ownership Plan Company of the Year at the annual ESOP Association Conference in Washington, D.C. Founded in 1975, the company has nearly 500 employees and eight locations globally. ■

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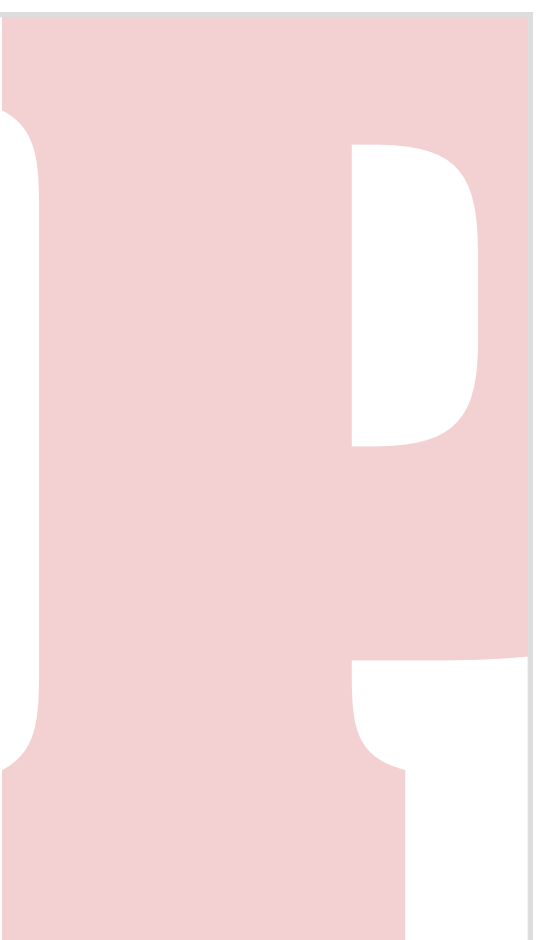
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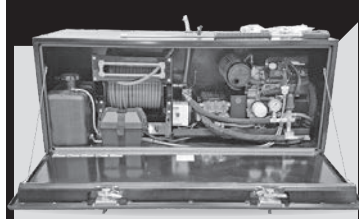


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Septic pumping and service business in western WI. Two trucks, spare pumps, tools, parts, hoses, etc. \$75,000. Call Steve at 715-491-3828 for more information. (P10)

FOR SALE: 70-year established portable toilet business in Lubbock, TX area. (3) service trucks, portajohns, handicap units, holding tanks, hand sinks, mobile RV unit and trailers. With 70 years of large customer base. Only serious buyers need to inquire. PRICE NEGOTIABLE For more information call Lee or Dale 806-762-1066. (P08)

Houston, TX: Fast-growing market - \$12,500 average monthly revenue; priced for quick sale! Porta-can division. Call 713-458-8043 (P08)

Septic Business for sale in central Florida, truck and equipment, 40+ yrs., same phone # 352-429-2426. \$250,000. For more info, email craigseptic@gmail.com (P08)

Portable restroom business for sale. Located in Midcoast Maine for 20 years. Loyal customer base, contractors and events. Fully equipped. \$125,000. Call 207-449-8741 or email portabizsale@gmail.com (P08)

Portable restroom equipment & accounts for sale. Septic & portable restroom company in Southwest Florida is looking to sell off portable restroom equipment and accounts. 5 service trucks, 8-unit toilet hauler, state & county contracts in place. Approximately 700 units currently in the field with long-term customer base. For more information call 941-270-0539. (P10)

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**PARADISE FOR SALE!** Bee's Honey Pots, Inc., portable toilet company established in 1983 in the beautiful Florida Keys is for sale. Based on Big Pine Key, Bee's is the oldest established and largest portable toilet company in the Keys. Sole owner and operator for the past 30+ years wants to go fishing! Interested? Call 305-872-2287. (P09)

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If you're interested in selling your grease trap service, used cooking oil or other non-haz wastewater disposal business, we'd like to hear from you! **Liquid Environmental Solutions** is the nation's largest liquid waste management company - providing service across the USA. Sell your business and enjoy retirement or join us - we can always use great team members. Contact Brian Bidelspach: brian.bidelspach@liquidenviro.com or call 602-206-3636. (P10)

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P09



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Call 800-535-8606, OH P09



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**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)

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**Vac-Con** industrial machine mounted on a pre-owned 2006 Sterling cab and chassis. \$68,000. (Stock #8593C)

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1999 Sterling L9501/Vac-Con 2100: 19,700 miles. Automatic Allison transmission. Roots 824 PD blower. 80gpm/2,000psi jetter pump. 10-yard debris body. Hydraulic hose, dump, and locks. \$65,000. 706-798-8080 (P08)



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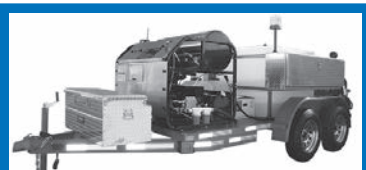
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**708-475-7116, IL** P08

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100 construction-grade PolyPortables/Poly-Jons. Miscellaneous green, tan, & brown. \$275 each. Please call or text 712-433-1662. terryseptec@gmail.com (P08)

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

## PORTABLE RESTROOM TRUCKS



**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. 282,000 current miles. .... \$30,000

**johnsanitation1@yahoo.com**  
**248-437-0841** P08



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**www.texlaservices.com** P08



**2012 International TerraStar:** Excellent condition, under 142,000 miles. Imperial Industries-built aluminum tank with 900 waste/400 water. Truck is under CDL weight requirements. Pictures online. .... \$49,700

**eric@a1portables.com**  
**or 859-255-6605, KY** P08

BRAND NEW 2016 Ford F450 4x4, diesel portable restroom service truck. 1,050-gallon tank (800 waste/250 fresh), Jurop pump. Dual side service, aluminum hose trays, twin storage boxes, washdown pump, hose reel. 2-toilet carrier. Set up, ready to go! Call for pricing. 337-315-0692 (P08)



## PORTABLE RESTROOM TRUCKS



**2002 Chevy 3500 4x4**, 300 waste/150 fresh, Conde pump. Hauls 6 units with gate down. .... \$14,000

**608-835-7767, WI** PBM



**2009 Dodge 5500**: 6.7 Cummins diesel, automatic transmission, 4x4. New aluminum vacuum tank, 700w/260f, Masport pump. Honda engine.

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

2002 Ford F350 Superduty, 7.3 turbo diesel, automatic, a/c. Best stainless toilet service unit 300/150, flatbed, liftgate. Fits (5) PJN3 units. Also available: PJN3 and sinks, most new. \$50,000 OBO. 808-542-0250 (P08)

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2006 International 4400: 239,700 miles, fresh motor, new 1,200 waste/200 fresh, Conde 6 gas-powered pump. \$48,500. Crossville, TN. 931-260-4136 (P09)

2014 International pump truck, Flow-Mark aluminum 1,850-gallon tank, 62,000 miles, \$85,000; 2007 International 4300 1,350-gallon, 265,000 miles, \$37,500. 256-757-9900 or www.pbsos.com (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)

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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 TRAILERS

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

## SEPTIC TRUCKS



**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



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

**715-889-1544, WI** P08



**2011 International 7500**: MaxxForce 350 10-speed. Full lockers, exhaust brake. 3,600-gallon aluminum tank, 6" and 4" valves. LC420 Jurop liquid-cooled pump. 38,000 original miles. ... \$88,000

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**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

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**2001 Sterling**, 3126 CAT, 122k miles, 8LL transmission, a/c, cruise. 3,300-gallon Keith Huber tank and Wittig vacuum pump. Full-open rear door, Hendrickson suspension. Very nice truck. Ready to work. .... \$27,500

**Call/text 740-961-7431** P08

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**2002 International 7400**, 4,000-gallon tank, Masport pump. Pusher axle, heated valves, good rubber, work hoses included. Ready to work. .... \$60,000

**Call 701-340-7780, ND** P08



**2008 Kenworth T300**, 330hp Cummins, 183k miles. 3,600-gallon aluminum tank, NVE 367 pump. Exhaust brake, dual front & dual rear intakes, heated collars, 6" discharge. 50-gallon freshwater tank w/ pump. Excellent condition. .... \$94,500

**518-225-2262, NY** P08



**2016 Peterbilt PB348**: 3,000-gallon vacuum tank, Keith Huber Dominator Series III vacuum unit, Less than 4,000 miles. .... \$150,000

**Call Sandy or Jack**  
**681-207-3079, WV** P09



**1999 International 4900**: 2,500-gallon aluminum tank, 32,900 GVW. 166,000 miles. DT466 engine recently rebuilt. No rust, 10,072 hours. Very good condition. .... \$21,000

**814-328-9918, PA** P08

1991 Kenworth T800: CAT 3406B, 13-speed, air suspension. 3,000-gallon tank, hoist, Jurup R260, 3" valve w/6" dump. 36" rear door. Located in central MN. \$27,500. 320-995-6546 (P08)



**1997 Mack**, 350hp, 8LL transmission, a/c, 18k front, 44k rears. Double-frame, Camelback suspension, 20k lift axle. Newer 4,500-gallon tank and Masport 400 vacuum pump. This truck is in excellent shape with new bushings in suspension, lots of power and very tight. .... \$29,000

**Call/text 740-961-7431** P08



**2017 Kenworth T880**: Fruitland 870, 4,200-gallon waste, 300 fresh. Tilt truck w/rear-open door. Ultrashift. Automatic. 46k rears, 20k fronts. 12gpm jetter. .... \$185,000

**850-598-3576, FL** P08



**1998 GMC 7500**: 2,500-gallon, 6-speed, 256,000 miles. Good condition. Cash talks, lets deal. \$36,500. NW Florida.

**dvwillson@outlook.com** P08



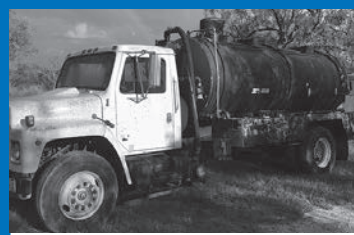
**2005 Volvo VHD-64-T** quad axle, D-12, 435/465hp, low miles, HD4560 6-speed auto. New 6,000-gallon septic tank, 18k/46k on Hendrickson air-ride. (2) new steerable pusher axles. Stock# 4769B.

**Prairie Truck & Auto Sales**  
**608-842-3040, WI**  
**sales@ptatrucks.com** P09



**2009 International WorkStar**: International engine, 225,000 miles, 4,200-gallon Curry vacuum tank, Masport pump. .... \$60,000

**davidjanette@comcast.net**  
**248-431-5899** P08



**1985 International** vacuum truck. Pump froze up. Runs good. Hydraulic brakes, 5-speed with split rear end. 2,200-gallon tank. .... \$5,000

**830-708-7867, TX** P08



**2005 Sterling**: 2,500-gallon aluminum, NVE Challenger pump, 136,200 miles, 6-speed Eaton. .... \$42,000

**231-250-1483, MI** P08

2004 Freightliner M2 with 2,500-gallon tank/100-gallon water tank. 367 Challenger. Automatic transmission. ~150,000 miles. \$43,000. Call 615-477-4741. (P08)



**2006 Mack CV713**: Tandem axle, 175,000 miles! Use as bio trailer/hauler or spec with your tank for service truck. 18-speed, 480hp tractor with wet kit for multiple hydraulic operations. ... \$49,950

**Call/text 360-689-3119, WA** P08  
**or email stockman4518@gmail.com**



**2012 International 4300DT**: 230hp, auto. Under CDL. New 1,850-gallon steel vacuum tank, new Masport pump.

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

1995 Ford F800: 8.3 Cummins, 6-speed, 254k miles. NVE pump, 2,200-gallon tank. \$15,500. Serious inquiries only please. 951-830-4840 (P08)

1989 GMC 7000 pumper, 1,550-gallon tank. 5-speed transmission, high & low rear end. 208,381 miles. 28,000 GVW. Asking \$10,000 OBO. For more info call 219-462-5849. (P08)

1994 Freightliner FL80 vacuum truck, ex-government owned, US Navy. Never used for sewer, only light bilge work. 2,000-gallon tank. 5.9 Cummins diesel motor, 5x2-speed transmission. Only 23,500 miles. \$34,995. Call Bob 619-540-4804. (P08)



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## SEPTIC TRUCKS



**1998 Mack TR600:** 427hp Mack motor, Eaton 10-speed transmission. New 3,600-gallon tank (never been used), 500cfm Fruitland pump. .... \$45,000

**763-213-8235** P09



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**TexLa Services**  
936-641-3938  
www.texlaservices.com P08

**2011 International 4300:** 230hp, diesel, auto. Under CDL. New 1,850-gallon steel vacuum tank, new Masport pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

2018 Peterbilt 348 with a new 4,000-gallon aluminum vacuum tank with Masport HXL400wv pump and jet unit. (Stock# 13725) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2005 Peterbilt 335 with 2,500-gallon, carbon-steel vacuum tank and Fruitland RCF500 vacuum pump package. (Stock# 8481C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

1982 International with a Presvac 2,300-gallon carbon-steel tank and Masport pump. (Stock# 5532V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

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)

1999 International 8100, M-11 Cummins, Twin-screw, air-bag suspension. 2,683-gallon Imperial tank, Masport HXL400 pump. 3-stage hydro-hoist, 3 ft. hydro-manhole on back. Excellent condition. \$37,500. Call/text 712-433-1662 (P08)

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2008 Peterbilt, 2,500-gallon Imperial steel tank, 86,000 miles. Automatic, backup camera, heated valves, Jurup R260. \$55,000. 402-750-0701 (P08)

2016 Peterbilt PB348 Keith Huber 3,000-gallon Dominator Series III vacuum unit. Only 3,933 miles. \$150,000. Call 239-849-0363 Ask for Jack or Sandy. (P10)

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**or tom@genevaequipment.com**  
**www.genevaequipment.com** P10

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**1990 4,800-gallon** vacuum tank and Fruitland pump. Good shape, needs very little to put in use. \$15,000. Truck not included - not running. Open to offers on whole unit.

**830-708-7867, TX** P08



Very good, used, late-model vacuum truck tanks. Over a dozen 110 bbl. J&J and Dragon tanks available. Asking \$7,500 each with pumps. Located in Throop, PA.

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**Cheap, Used Vacuum Tanks -** Late model, lined, steel tank sale! 4,650-gallon: \$9,500 and lower; 3,500-gallon: \$12,500. Also: Low-price, plug-and-play pumps -- Masport, Fruitland, Jurup, NVE.

**Call 269-751-5167, MI** PBM

2002 300-gallon cab- and chassis-mountable vacuum tank. 2 freshwater tanks mounted on sides of tank, 35 gallons each. 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 (P08)

2006 Midstate 3,600-gallon aluminum tank. Needs minor repair. Make offer. Call or text for pictures 330-442-8070. (P08)

**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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**832-473-7222, TX** P08



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

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VeriSight minicam pipeline push camera inspection system, 200 meters of cable, inspection camera, Sonde locator, picture and video. \$1,500. Brian 412-257-1160 (P08)

CUES oldie-but-goody pull camera, 600 ft. of cable, black & white monitor \$2,000. 609-977-5765 (P08)

CUES Pipe Inspection unit with 16' box, 2008 Ford E450 with only 36,000 miles, V8 diesel, roof/dash a/c, 7.5kw Genset, Jenny compressor, ProData 2000, local gov't retired, Tampa FL. \$39,999. 813-877-6638 or [www.shumatetruckcenter.com](http://www.shumatetruckcenter.com) (P09)

WANTED: Grout trailer unit. Prefer Telespec-tror unit. Must be in good condition. Call Jerry 813-677-7655 or e-mail [jerrybaes@aol.com](mailto:jerrybaes@aol.com). (P09)

## VACUUM LOADERS



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

**617-212-0162, MA** (P08)

Guzzler vacuum trucks for sale. 2003 International wet/dry dense phase offload, 2007 Sterling Guzzler, 2003 Sterling Guzzler ACE, 1999 International Guzzler, and 2013 Peterbilt VacAll Hydroexcavator. Multiple 2,000psi/65gpm trailer jettors also for sale! Contact Ryan: [ryan@brewerindustrial.com](mailto:ryan@brewerindustrial.com) or 478-946-3193 (P09)

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

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



**2009 International Workstar T4700 Vac-Con** combination: 12-yard debris with 2,000 gallon waste and 1,000-gallon freshwater. Automatic with Allison transmission, 46,000 miles, 5,160 hours. Truck is in EXCELLENT condition. Asking price \$150,000

**For further inquiries please call 561-318-8416, FL** (P08)

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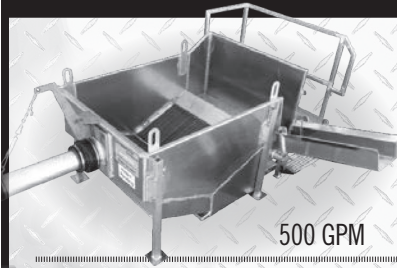


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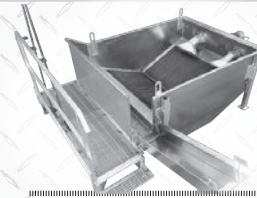
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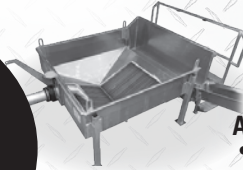
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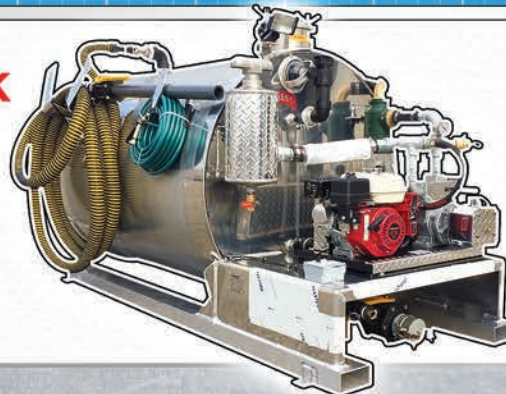


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