

# Pumper

DEDICATED TO THE LIQUID WASTE INDUSTRY

December 2017 pumper.com



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DBA / A-1 Septic

US DOT 01075661

## MANY HAPPY RETURNS

**Pumping for a profit, land-spreading  
and smart equipment upgrades ensure  
growth for a Wisconsin contractor**

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## PARTNERS IN PARADISE

**Craig Stewart and Knox VanZandt make a  
great transition team at Idaho's Valley Septic**

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## 20 Many Happy Returns

- Ken Wysocky

Pumping for a profit, a wise land-spreading program, and smart equipment upgrades ensure steady revenue growth for Wisconsin's A-1 Septic.

**ON THE COVER:** A-1 Septic in Rhinelander, Wisconsin, has grown by pricing for profits, ensuring economical disposal, and keeping equipment updated. Owners Tom and Candy Arts are shown with their 2012 Peterbilt with a Juroop/Chandler pump built out by Pik Rite. (Photo by Cory Dellenbach)

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- Jim Kneiszel, Editor

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- Erik Gunn

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- Ted J. Rulseh

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- Jim Anderson

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- Ken Wysocky

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- Ronnie Tamez

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- Craig Mandli

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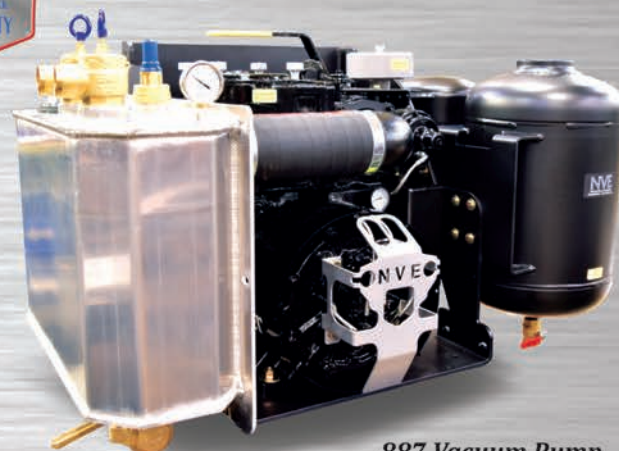
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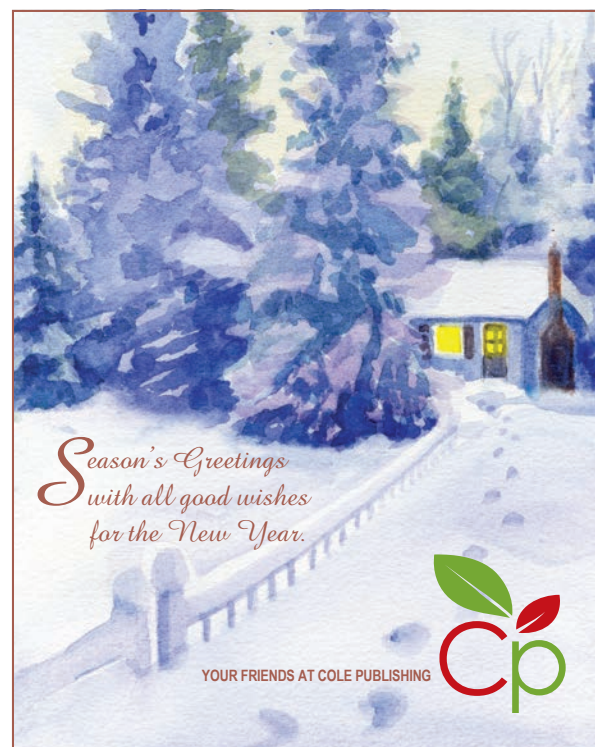
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Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

# Simple Sells in This Year's Crop of Classy Trucks

**Pumpers take a back-to-basics approach with many of the 2017 entries. Cast your ballot to help us choose the top truck of the year. By Jim Kneiszel, Editor**

**O**ur Classy Truck feature is typically one indicator of trends in wastewater work trucks. The 18 trucks chosen for publication in our monthly feature may indicate pumpers want to go big with tanks, show their patriotic colors, or lean toward a few features, such as certain chrome goodies, hydraulic hoists, lots of LED lighting and the like.

I see no clear trends with this year's batch of rigs in the Classy Truck roundup story found inside. Rather, displayed in the virtual garage this year is an amalgam of many concepts shown in the past. What is a clear trend is that pumpers are in a serious mode of updating their fleets.

We have received a huge number of Classy Truck submissions over the past year. Some of them are brand-new trucks that come to us straight off the exhibit floor of the WWETT Show. Others are older trucks with a shiny new coat of paint and fresh tank and pump. Still others are trucks that pumpers have been driving for a decade, and they are sending the photos to celebrate how well they've held up as revenue-generating rigs.

I will share a few observations from this year's group. Let me know your thoughts after you've had a chance to review them.

## The man in black

I don't know if it's a tribute to the late, great Johnny Cash, but pumpers seem to like their rigs dressed in black paint. Three of our trucks show black over black cab/chassis and tank. They are Northern Disposal & Sanitation in Katrine, Ontario; A-Team/Vanscoy Septic Cleaning in Liberty Boro, Pennsylvania; and Driggers Septic Tank in Archdale, North Carolina. Black is certainly bad, and by that, I mean good. But, I know from having a black car that it's also tough to keep the paint job looking sharp. Your trucks work hard every day and can get down and dirty. It'll take some dedication to keep these black trucks clean.

## Simple sells

It seems like some owners have backed off the bling when they spec out a new truck. Sure, we still see a targeted and tasteful use of chrome and a lot of Alcoa Wheel Products aluminum wheels, but there's a lot of back-to-basics simplicity, too.

We only have a couple of significant vinyl wrap jobs in this year's contest, notably the standout flames and wild hog graphics on the truck from Big Bore Drilling Certified Septic & Hydroflushing in Fresno, California, and the field of daisies backdrop on the entry from Beltz Septic & Portable Toilets in Newberry, Florida.

What we see more of are tanks with plain paint and big, blocky letter-

We know that pumpers aren't one-dimensional folks who always have their hands on a suction hose. You lead unique and interesting lives, and we want to share your personal stories.

ing that are reminiscent of days gone by. Trucks like the big Sterling from Tim Wheeler Septic & Excavating in Minford, Ohio, look positively retro with shadowed red and black lettering over a white tank. So does the minimal lettering on the white tank from Jarvis Septic & Drain in Wadsworth, Ohio. Several other trucks use limited graphics in addition to the lettering, taking great pains to keep it simple. One of those trucks, an all-white Sterling from Complete Septic Service of Madison, South Dakota, uses basic, white-painted wheels to great effect.

## What about social media?

Pumpers tell me all the time they're generating new customers more and more through a website or social media marketing. So I'm scratching my head because only one of the trucks in the 2017 roundup shows a website address, and I see no social media symbol (at least on any part of the trucks shown in the photos). Every truck includes a name and phone number. A few list their services. And a few show driver names or funny lines, such as "I Love Sewage" on the orange truck from Drain & Sewer Control, out of Armagh, England. But there is little effort to drive passersby to a website or Facebook page.

## Pumping for a cause

Northern Disposal & Sanitation (mentioned earlier) interestingly promotes its connection with the local Huntsville Hospital Foundation cancer care program. The company uses valuable marketing space on the side of the truck tank to say they are "Pumping for Patients." Also included on the truck are multicolored ribbons associated with supporting many causes and a small message that says the company is "Green and Clean." I know many pumpers are actively involved with local charities and important causes, but we seldom see these efforts highlighted or the causes promoted on work trucks. I can't help but think focusing on good deeds enhances a company's reputation among potential customers.

(continued)



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## TIME TO VOTE

I invite you to read our Classy Truck roundup and follow the instructions to vote for your favorite. But don't wait too long. The voting closes Dec. 22, after which I will spend the Christmas holiday counting all the ballots and gathering the votes of our COLE Publishing team of experts. A winner is named in February when the top truck drives onto the cover of *Pumper*.

## CALLING ALL PUMPERS

As the year comes to a close, planning for *Pumper* stories is well underway for 2018. Our writers and photographers are already working on a variety of stories meant to share valuable information with readers, but there's still time for you to get in on the fun. As you reflect on the successes of 2017 and look forward to tackling new challenges in 2018, it's a great time to reach out and share your own story with *Pumper* readers. Think about ways you can contribute to industry education efforts and networking through the following features:

### Contractor profiles

Is your family company marking an important anniversary in the coming year? Maybe it's 20 years, 50 years or more that your multigenerational pumping business has been helping customers. We can help with that celebration. I would be excited to talk to you about your company for a potential *Pumper* profile story. While we know that companies steeped in history have interesting stories to tell, so do savvy startups and first-generation businesses with just a few years or a decade in the books. Through sharing your experience, we hope to pass on great advice to help everyone in the pump community.

### After Hours

Do you have an interesting hobby that consumes your time away from work? Are you passionate about an important cause in your community, giving of your time, talents and treasures to help others? Do you take a leadership role in your local government, a civic group or your faith community? We know that pumpers aren't one-dimensional folks who always have their hands on a suction hose. You lead unique and interesting lives, and we want to share your personal stories in our After Hours feature. Tell us what drives you so we can get to know you better.

### States Snapshot

In 2017, we started a new first-person feature to highlight active members of our industry trade associations. States Snapshots has provided an interesting view into the lives of wastewater professionals from the U.S. and Canada. It's been very interesting, and we want to keep it going by introducing 12 new contractors over the next year. Inside this issue, we feature Tim Lubbers of the Kansas Small Flows Association. Lubbers filled out a questionnaire that formed the basis for the feature and worked with writer Betty Dageforde to polish a message about his work with the association and details of his day-to-day routine. Contact me to let me know if you'd be willing to share your story and talk about the challenges faced by your state or provincial trade association.

## TALK TO ME

I'd enjoy hearing from you if you're willing to share your story in one of our features next year. I also welcome your feedback on past stories and suggestions for topics we should cover in the future. You can reach me at editor@pumper.com, and I promise to respond to all email inquiries. If I don't talk to you over the next few weeks, let me wish you happy holidays and a blessed New Year! ■



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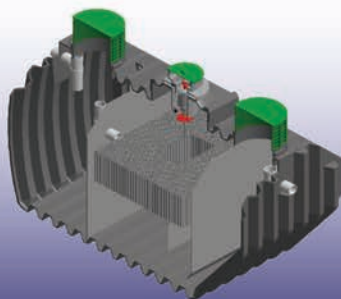


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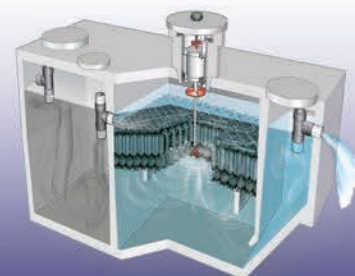
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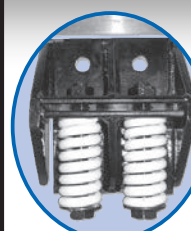
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## WATER-USE STUDY

### efficiency improvements

In 2016, a new water use study of approximately 1,000 single-family homes was published, highlighting water use across the U.S. and Canada. This study was based on consumption data from 23,749 homes provided by 23 participating utilities. Overall, it showed a 22 percent reduction in water use since the last similar study was published in 1999 thanks to reductions in toilet flushing and clothes washer volumes. [pumper.com/featured](http://pumper.com/featured)



## HURRICANE RELIEF

### helping hands

Many Texans as well as people all over the nation heeded the call when Hurricane Harvey devastated parts of Texas. When Juan Suarez, owner of Elite Oilfield & Construction Services

in McAllen, Texas, learned of the devastation, he wanted to help, too. He knew the city needed assistance, so he packed up a truck loaded with a 300-gallon tank of freshwater, a portable restroom, hand-wash station and portable shower. [pumper.com/featured](http://pumper.com/featured)

“I use it for everything. Now that I have it, I don’t know how I moved restrooms before.”

— *How to Move Portable Restrooms in the Soggy Spring Months*  
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## WOMEN PUMPERS

### battling stereotypes

Working in a male-dominated industry, Yvonne Hoover — the owner of Suburban Septic & Excavating Services in Kirkwood, New York — has the strength of character to stand up to the occasional chauvinistic customer. But developing it didn’t happen overnight. Hoover gives credit to her father, who spent years showing her the ropes, teaching her every aspect of running the business.

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## ROUTE DRIVERS

### finding quality help

A recent job posting for a portable sanitation company offered a \$1,000 sign-on bonus for a qualified route driver. That may get people in the door for an interview, but is it too big of a risk? Hiring and training a new employee is already a costly investment, and you could be wasting even more money on someone who ends up not being a good fit. Then you’ll be left dangling out another \$1,000 carrot to try to land a good driver.

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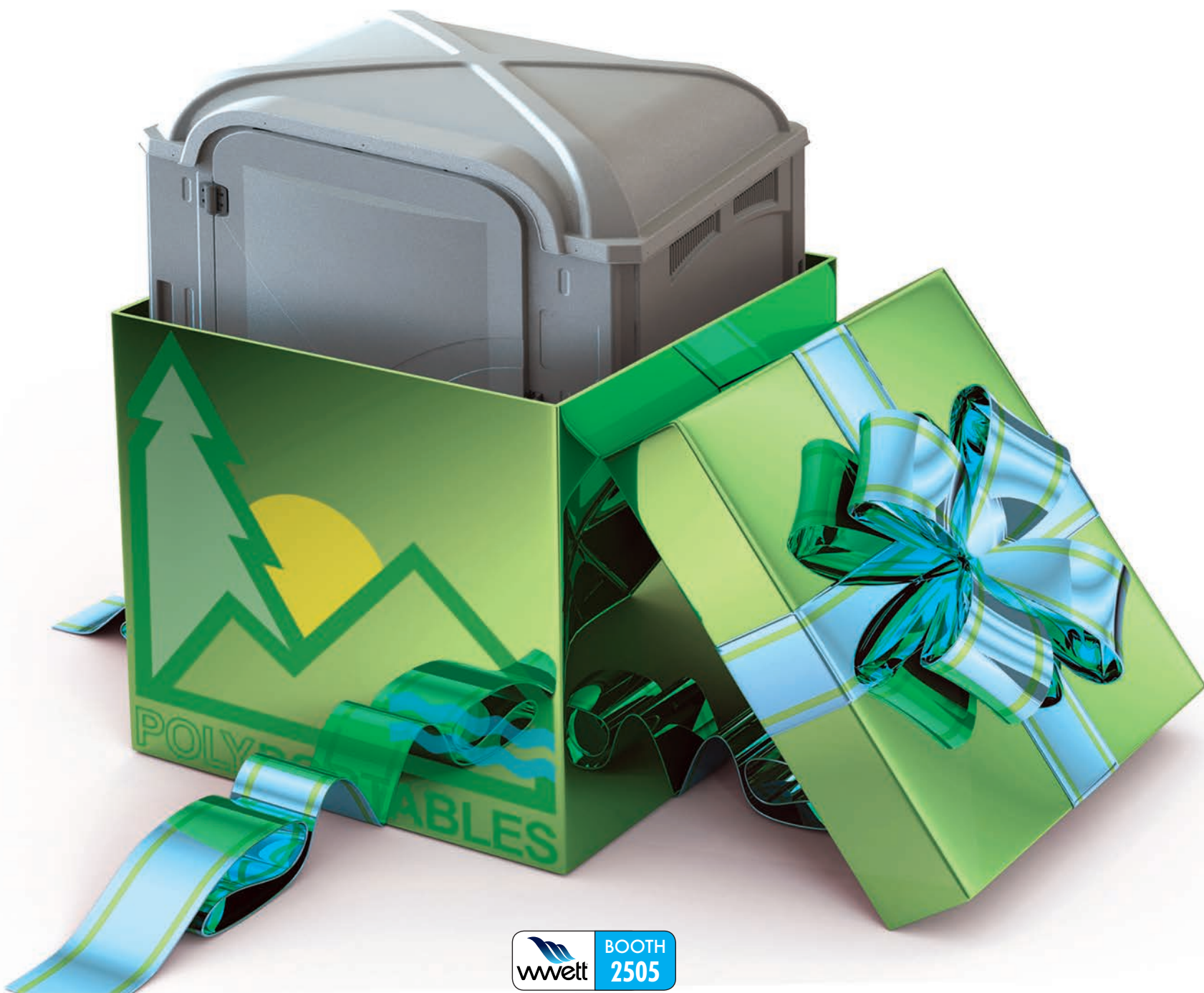






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The A-1 Septic crew includes (from left) Bob England, Greg Golden, Dustin Augustine, Rob Dalka, Tom Arts, Candy Arts, James Sirota, Shannon Murray, Casey Sackett, Doug Keintz, Chris Gebert, Buck Mahner and Terry Petersen. The truck on the left was built out by Curry Supply Co. with a Masport pump, and the rig on the right is from Pik Rite carrying a Juro/Chandler pump. (Photos by Cory Dellenbach)

# MANY HAPPY RETURNS

Pumping for a profit, a wise land-spreading program, and smart equipment upgrades ensure steady revenue growth for Wisconsin's A-1 Septic

By Ken Wysocky

**B**ack in 2000, Tom Arts and his wife, Candy, bought A-1 Septic in Rhinelander, Wisconsin. Today, the diverse service business has roughly doubled in revenue, a statistic that confirms they made the right choice when they took a big financial gamble so many years ago.

"I had always wanted to be a self-employed plumber," says Tom Arts, who worked in management in a local factory before buying into the wastewater industry. "And when the former owner called me out of the blue and asked me if I wanted to buy the business, I was ready to make a change in my career. I was 43 years old ... and Candy said if we don't do it now, we never will."

"It was quite a risk to take — basically putting on the line everything we owned at the time," he continues. "Looking back, it was pretty scary. We worked

(continued)

## Profile

### A-1 Septic Rhinelander, Wisconsin

**OWNERS:** Tom and Candy Arts

**FOUNDED:** 1960

**EMPLOYEES:** 13

**SERVICES:** Septic pumping; septic system design, installation, repairs and maintenance; portable sanitation

**SERVICE AREA:** 45-mile radius around Rhinelander

**AFFILIATIONS:** Wisconsin Liquid Waste Carriers Association

**WEBSITE:** [www.a-1septicssystems.com](http://www.a-1septicssystems.com)





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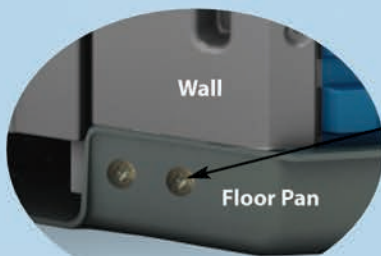
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Technician Greg Golden pulls a suction hose to the pump tank on a residential job. His truck is a 2012 Peterbilt from Pik Rite carrying a Juroop/Chandler pump.



Candy Arts talks to a customer from the A-1 Septic office.



Bob England dons his work gloves before handling the hoses on a job site.

day and night to make it a successful business — and we still do.”

The formula for growth wasn’t complicated: Work hard. Give customers the kind of service the Arts would want to receive. Hire good employees, and treat them like family. Invest in good equipment, and keep it clean and well-maintained. Land-apply waste whenever possible to reduce disposal costs. And resist the temptation to match the prices offered by low-balling competitors.

“Some people think you shouldn’t make money, so they ask you to beat competitors’ prices,” Arts says. “But we don’t get into bidding wars with our competitors. We sell ourselves on providing good service and on the fact that we’ll be here for our customers for a long time to come.

“I’ve never believed in the philosophy of selling customers the cheapest service possible,” he adds, noting that in order to succeed, prices have to cover overhead expenses. “We’d rather emphasize that we do a good job and make customers happy.”

Because the business covers a sprawling service territory, Arts sometimes charges a trip fee to cover the fuel and labor costs associated with servicing remote customers.

“I’ve never believed in the philosophy of selling customers the cheapest service possible. We’d rather emphasize that we do a good job and make customers happy.”

**TOM ARTS**

## GEARED FOR GROWTH

Arts says he and Candy were lucky the business had been well-run previously, which gave them a good head start. The business also was already diversified, offering repair/maintenance and installations and inspections in addition to pumping. The company also rents and services a small number of portable restrooms.

Good employees have played a huge role in the company’s growth. “They’re our biggest asset — the ones going out every day and meeting our customers,” Arts says. “And if the customers like your employees, they’ll stay with you. In fact, it’s not uncommon for our customers to request a specific driver, and we do our best to make that work (from a routing perspective).”

The company’s employees are: Shannon Murray, office manager; Bob England, vacuum truck operator and truck-maintenance coordinator; Greg Golden, vacuum truck operator and Wisconsin Department of Natural Resources compliance coordinator; truck operators Terry Petersen, Rob Dalka, and Buck Mahner; Chris Gebert, shop maintenance and portable sanitation technician; James Sirota, plumber, soil tester and permit specialist; Casey Sackett, plumber, senior soil tester, septic system installer and safety coordinator; Dustin Augustine, plumber, installer, and route and service coordinator; and Doug Keintz, machine operator and installation crew.

Employees who represent themselves well in the field develop good relationships with customers, which is something Arts encourages. “I tell them

*(continued)*



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**Left:** Doug Keintz operates a John Deere loader backhoe on a system install project.

**Below:** Greg Golden polishes the wheels of his service truck before heading out on appointments.

it's not about the numbers — doing the job and getting out of there as fast as they can," he says. "I don't care if they spend 20 minutes with a customer, even if they're just talking about the weather. It's all about building relationships."

Growth generally came across the board in all the company's service sectors. Early on, installation of systems at new residential homes dominated. But as new-home construction waned over the years, there's been more emphasis on replacing aging, failing systems — many times at lakeside properties.

## Inspections are good for business

Septic system inspections are an effective way to attract new customers and add another revenue stream to a pumping business. But pumpers should be aware of the risks before they obtain an inspection license, says veteran inspector and installer Tom Arts, owner of A-1 Septic.

"It's a good business to get into," Arts says. "But if you're ever going to get sued as a pumper, inspections are where it's going to happen."

"Sometimes you're doing an evaluation of a system and you don't know what kind of modifications have been made and you can't see underground," he continues. "Or maybe the home has been vacant for, say, five years, so no problems are evident. Then two months after someone buys the house, they call and say the septic system isn't working. ... You have to know what you're doing."

When Arts inspects a long-vacant home, he looks for evidence that the liquid level was higher than the normal operating level inside a septic tank. "Water stains are a good indicator," he says. "They indicate a problem in the drainfield or in a pipe between the tank and the drainfield. You have to leave no stone unturned (during inspections). You also should look at the county's records for the tank, if they're available."

Performing inspections can lead to pumping work or even new system installations. But communication is critical, Arts notes, pointing out that all parties involved in a home sale — the real estate agents for the seller and buyer, and the homeowner and homebuyer, too — need to be on the same page. "That can be very time-consuming," Arts says. "But it's worth it to keep everyone in the loop."



That often poses a problem because smaller lots don't typically include enough space for another conventional septic system. But in those instances, Arts says the company increasingly relies on Eljen Corp. geotextile sand filter pretreatment systems, which require substantially less space than conventional septic drainfields.

"We recently installed one at Crescent Lake, just a couple of miles from our shop. We were able to install a four-bedroom drainfield in a space that was only 13 feet wide and 41 feet long," he explains. "We don't use this product for every job, but it gives us another tool in our toolbox to offer to customers. Newer technology gives you a lot more flexibility."

Arts says he typically uses concrete tanks from Dalmaray Concrete Products Inc. But at properties where delivery isn't feasible, he uses plastic tanks from Infiltrator Water Technologies. For drainfields, he uses Advanced Drainage Systems ARC 36 chambers.

## MANY REVENUE STREAMS

A-1 Septic does more than just pump septic tanks. At the annual four-day Hodag Country Festival, held in July in Rhinelander, the company pumps holding tanks with up to 10,000-gallon capacities. Last year, the company hauled more than 200,000 gallons of waste from RVs, portable restrooms and showers in 47 truckloads.

The company dedicates one truck to the event on Thursday, the first day of the country-music festival, and two trucks on the three remaining days as attendance at the event increases. "There's a lot of traffic, so it's very time-



consuming,” Arts says of the event, which typically attracts about 50,000 people. “It might take an hour to go 1 mile and get into festival grounds because our drivers have to use the same route as all the attendees.”

A-1 Septic also hauls leachate collected from a landfill operated by a local paper mill. After pumping out the leachate from three collection points, technicians transfer it to a treatment facility that’s also owned by the paper mill, Arts says.

To handle the company’s diverse services, the owners have invested in a sizable fleet of equipment. For starters, they own five vacuum trucks: a 2005 International 7600 with a 5,000-gallon steel tank and National Vacuum Equipment pump built out by Imperial Industries, a 2005 Mack Granite with a 5,000-gallon steel Imperial tank and Masport liquid-cooled pump, a 2003 Sterling with a 4,800-gallon steel Imperial tank and Masport liquid-cooled pump, a 2007 Kenworth T800 with a 4,800-gallon steel tank and Masport pump built out by Curry Supply Co., and a 2012 Peterbilt 365 with a 4,850-gallon steel tank and liquid-cooled Juroop/Chandler pump built by Pik Rite.

For system installations, the company relies on a John Deere loader backhoe and a Mack quad-axle dump truck. The company also owns roughly 50 portable restrooms — primarily Aspen models from Five Peaks — used mostly for construction rentals and weddings. To service those restrooms, the company also owns a GMC 3500 flatbed carrying a 300-gallon waste/100-gallon freshwater slide-in aluminum tank with Juroop/Chandler pump built by Specialty B Sales.

A-1 Septic’s service area includes three treatment plants. But because septage disposal costs \$50 to \$60 per 1,000 gallons, Arts says the company land-applies most of its waste on property it either rents or owns. The company pumps more than 6 million gallons of waste annually, and Arts says 75 percent of it is land-applied.

“We try to be very strategic about how we handle waste,” Arts explains. “For example, holding tank waste is less expensive to dispose of than septic tank waste, so we might take holding tank waste to a treatment center if it makes sense.”

## STEADY GROWTH EXPECTED

Looking ahead, Arts says he anticipates measured, not exponential, growth. One thing he isn’t planning on, though: relying on the same-old, same-old to stay successful. “We’re always trying to improve,” he says. “If you sit back and think you’ve got it all figured out, you’ll find you don’t.”

To ensure continued improvement, Arts says he and Candy take notes on potential changes throughout the year and then meet at the end of the year to review their ideas. The approach has worked well. “We’re pretty proud that we’ve doubled the size of the business in 17 years,” he notes. “That’s the result of a lot of hard work and keeping customers happy. You can’t make everyone happy, but you have to try.”

Arts says he and Candy feel a great deal of pride about their pumping company.

“After a hard day, we still like to talk about what we’ve accomplished. We’ve provided a good place to work for a lot of people,” Arts reflects. “I can’t stress enough how much value there is in having good employees. ... We treat them like family, and they are like a family. In the big scheme of things, I’m glad we took the risk we did 17 years ago.” ■

“I don’t care if (service technicians) spend 20 minutes with a customer, even if they’re just talking about the weather. It’s all about building relationships.”

**TOM ARTS**

## MORE INFO

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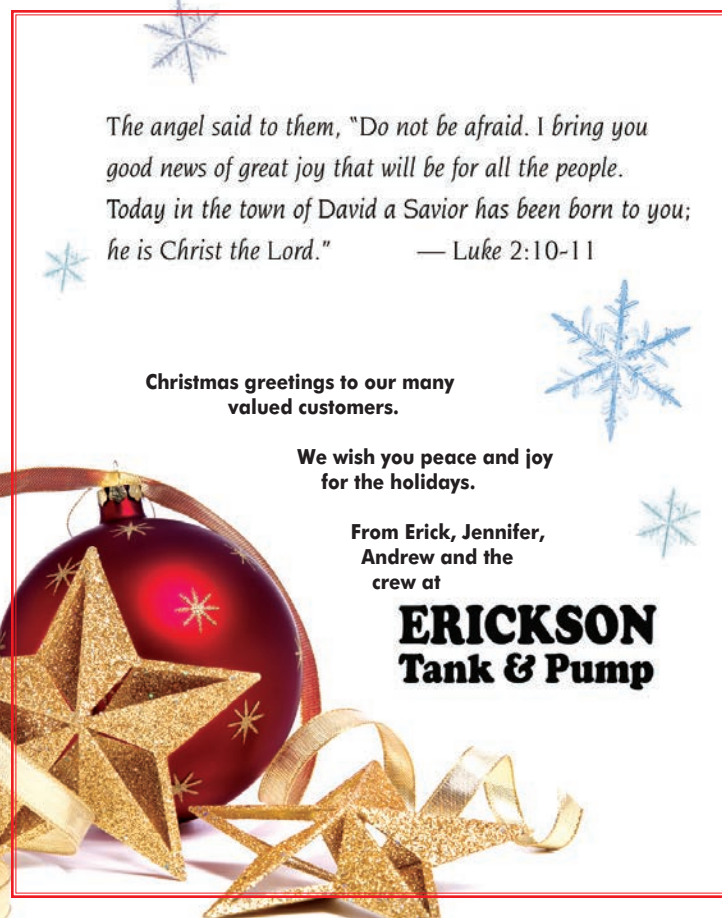
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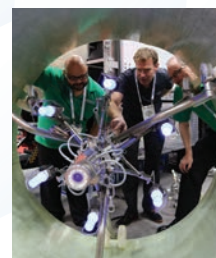
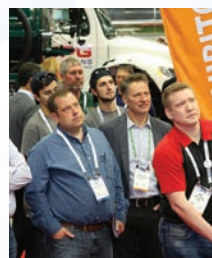
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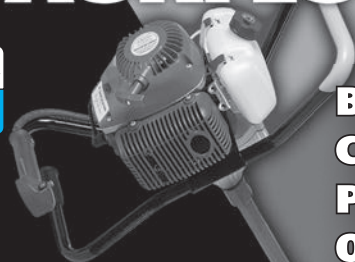
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Joyce Akiko is a consultant specializing in streamlining, automating and creating passive revenue for businesses. Reach her at [www.joyceakiko.com](http://www.joyceakiko.com).

# 3 Steps to Creating Networking Gold for Your Pumping Business

When opportunity knocks, be prepared to promote your company to new customers with clarity and purpose **By Joyce Akiko**

**N**etworking is kind of like going to the dentist. You know you have to do it, everyone tells you that you have to do it ... but you don't want to do it. And you know you're going to be white-knuckling it every step of the way as you imagine everything that could possibly go wrong. Why does this happen?

Some of us have a hard time approaching and talking to people we don't know. Our confidence is put to the test, and we wonder whether we're good enough, smart enough, talented enough, or whatever enough. If your goal is to be successful in a service business, networking has to be part of the equation. You'll have to reach out to potential customers, give presentations and hand out business cards. The whole kit and caboodle.

It's not enough that you're a qualified pumping professional with the right skills and equipment to do the job. Your business relies on your ability to establish strong, meaningful relationships with the people who would hire you. And the best possible way to get out and begin building strong relationships? Not cold calling, not shooting emails or LinkedIn messages off to total strangers — the answer is networking.

So if you hate networking, what can you do to make it easier? Wouldn't it be great if there was a simple formula you could mentally pull up the next time someone asks: "So, what do you do?"

Well, you're in luck. I've got that formula for you. It's only three steps long, and it's effective at 1) telling people what you do, 2) telling people why you do it, and 3) prompting them to give you an introduction to anyone they know who might need your services.

## Step One: Be Clear About What You Do

If we are unclear in explaining what we do, we make it really hard for people to give referrals. We may feel an unnecessary lack of confidence. This can happen whether you're meeting someone while waiting in line for a cup of coffee or in a traditional business networking setting.

Let's say you have an exhibit at a home show promoting septic system care, or at a wedding show displaying your portable sanitation equipment. You know what you do and how it will help people, but you simply don't know how to explain what you do in a detailed way. So let's solve this challenge.

Do you help homeowners get peace of mind when it comes to their wastewater systems? Do you help brides pull off a successful outdoor wedding with your fantastic restroom trailer? Share a success story involving one of your customers.

As long as you come from a place of providing value, you won't sound contrived or fake. You will come across as genuine, sincere and real ... because that is what you are.

Instead of a conversation-stopper, you have a conversation-starter. Instead of building superficial relationships based on small talk, you open up meaningful conversations that will interest the people you meet. Most importantly, you'll make it extremely easy for people to identify others who could use your services.

## Step Two: Be Clear About Why You Do It

Share the positive impact you have on the world, and then people will be more likely to help you out with leads and referrals. This is because your motives are made clear — they know you're not just trying to make a buck!

Pumping and septic service is a dirty job, but it's a necessary one. The work you do allows people to live outside the city and closer to nature. It protects the environment — clean water in lakes and streams — and ensures everyone has safe sources for drinking water. It's rewarding to help homeowners maintain their septic systems and commercial customers solve their wastewater issues.

## Step Three: Provide Value

Networking is about making meaningful relationships, not surface-level connections. It's not about getting into endless conversations with small talk and fluff or trying to close deals. So how do you build a connection with someone that is give-and-take and that considers what they want and need in addition to what you want and need?

You can do it by giving away value. Maybe you're talking to a group at your local chamber of commerce and you can share simple advice about how restaurant owners can take care of their wastewater issues or homeowners can more effectively take care of their septic systems.

If you aren't able to think of a way to help someone out, ask them. Let them know that they are meaningful to you. As Maya Angelou once said, "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."



So make them feel good. And as long as you come from a place of providing value, you won't sound contrived or fake. You will come across as genuine, sincere and real ... because that is what you are.

And as an added bonus, anyone you've gone out of your way to help is far more likely to go out of their way to help you. So ask for referrals. They will know you're a person worth introducing around.

#### MAKE IT HAPPEN

Use this formula when meeting new people to connect with them, build instant rapport, and make it easy and compelling for them to send potential clients your way. To review, Step One is to explain what you do. This opens up the conversation and takes it from small talk to meaningful and real.

Step Two is to talk about why you do what you do. Just one simple sentence on your "why" will take you from nervous and scared to confident and propelled. Talk about what motivates you to work in your industry. People will remember you for it.

Step Three is to provide value. Share some useful advice. Show people how you value their time and care about helping them. They will be grateful and far more likely to think of you as a person worth introducing to their friends.

Now, go forth and start getting those amazing leads. ■

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**T**odd Boomhower added this red, white, and blue 2003 International 8600 with a new 3,300-gallon steel tank and National Vacuum Equipment 400 cfm pump built out by Hull's Truck Bodies. The rig is powered by an M11 Cummins Power Products engine linked to a 10-speed Fuller transmission (Eaton Vehicle Group). Exterior features include 24-inch top and 36-inch rear manways, aluminum wheels, diamond plate hose trays and LED lighting. The interior features AC, power windows and stereo with CD player. Graphics were added by One Day Signs. Boomhower is the driver, and the truck is used to pump septic tanks, grease traps, portable sanitation waste and catch basins. ■

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Based in Racine, Wisconsin, Erik Gunn writes for magazines on business and other topics.

# Don't Let Nursing Home Bills Drain Your Retirement Savings

Consider long-term care insurance to protect your nest egg as you get older **By Erik Gunn**

**M**ost of us think about a long period of retirement in good health. But, we know that all the kale in the world doesn't guarantee good health forever. Someday it will be harder to do the ordinary things and we won't feel so great; someday our spouse might need help. How do we pay for help, nursing care or physical therapy?

Enter long-term care insurance, or LTCI, a policy that will pay for all kinds of care over the long haul, whether you're in your own home, an assisted living facility or a nursing home.

"But wait!" you're thinking. "Doesn't Medicare pay my medical bills after I'm 65?"

Medicare does pay for hospital and nursing home stays (Part A); doctor visits, lab tests, medical equipment and such (Part B); and at least some medications (Part D).

Medicare will also pay for rehabilitation in a rehab facility or nursing home but only after a hospital admission and only for 90 days. It may cover some physical or occupational therapy at home, but those circumstances are limited.

## DO YOU HAVE HELP?

Most importantly, Medicare doesn't cover assistance with activities of daily living: dressing, bathing, toileting, walking, continence and eating.

You might think, "Well, we'll live at home, and we can help each other. Someone can come in a couple of days a week." That might work if your kids live nearby, or you live in a very connected community and know your neighbors (and your neighbors' kids!) well, or if you wind up in a big-city apartment building with friends a couple doors away.

But kids move away for jobs. Neighbors change. Or maybe you don't really want your friends to know you quite that well.

LTCI can pay for a home health aide to come in every day. If one of you gets a neurological disease like Alzheimer's or Parkinson's, LTCI can take a lot of the sting out of the bills at a continuing care facility, where the sicker spouse can have nursing care when needed, help with medications, and therapy, while the other spouse won't have to be a constant caregiver.

## CHOOSING A PLAN

So how do you go about buying a LTCI policy?

As with any insurance, the further you are away from needing the payout, the lower the premiums. Buying LTCI when you're young and healthy is cheaper. Insurance companies can't raise premiums for life events (like a diagnosis of early-onset Alzheimer's), but the premiums will certainly go up

Some companies will offer options to purchase more coverage over time — you might start out with minimal coverage for a low premium and gradually increase both your premium and your coverage.

a little bit every year, and you can expect a bigger bump at certain age bands, much like life insurance policies.

The policy should spell out the premiums over time. You can also purchase guaranteed level-premium insurance: the initial cost will be higher, but the premium will remain the same for a given period (again, the younger you are, the lower the premiums and the longer they stay low).

About half the states in the U.S. have standards for premium setting; make sure you understand what your state mandates, if anything.

There are varying limits of coverage for varying premiums — more of a payout, higher premiums. All policies will have some kind of waiting period (known as the elimination period) before coverage is available, and the longer the waiting period, the lower the cost. (Think 30 days, 45 days, 90 days. Although, of course, this varies.)

## MORE OPTIONS

Some companies will offer options to purchase more coverage over time — you might start out with minimal coverage for a low premium and gradually increase both your premium and your coverage. Ask what the purchase options are: Sometimes if you turn down the option a couple of times, that option is foreclosed.

You may want to consider a combination of life insurance and LTCI, especially if you are young and healthy. Pay a given premium for, say, 30 years, and at a particular age, the benefit amount becomes payable for long-term care instead of death.

Most companies offer inflation protection — a 2 to 3 percent annual boost in the payout. "Simple" protection means that the boost is based on the original amount available. Especially if you're older, you probably want "compound" protection — meaning that the increase is applied to the currently available payout.

Talk through any exclusions with the agent offering the policy. Be sure common problems like heart disease and diabetes aren't excluded, and by all means, get coverage for illnesses that usually mean a long period of grad-



ual deterioration, like ALS or Alzheimer's.

Watch out for definitions that are too rigid: Dementia care should be covered regardless of the cause, which often can't be diagnosed until after death.

### CHECK THE STANDARDS

Ask how payment works if one of you needs some care, gets better and then needs care again — do you have to satisfy the elimination period again? (The answer should be "no." Look for "elimination period: once per lifetime" in the policy.)

Typically, companies will offer a discount to couples buying policies to cover both spouses. Ask if you're buying one policy that covers two people or two policies, one for each of you. Ask what happens to the benefits when one spouse dies — can the other spouse pick up the coverage?

The insurance commissioner in your state will have minimum standards for LTCI offered in your state; the policy should say upfront that it complies with those standards, but remember, those are minimums.

Shop around! If your spouse is employed outside your business, they may have access to a policy through their job or a professional association.

### EXPERIENCE MATTERS

The longer a company has been writing LTCI, the more likely it is that they have better actuarial models and offer realistic premiums in light of payouts they have had to make. Check the company's website for its history. And check with your state's insurance commissioner to see who is licensed in your state and look for complaints; check with the rating companies (Moody's, Standard & Poor's, and A.M. Best) for the company's rating.

Above all, take your time to understand this topic. AARP is a great source of information ([www.aarp.org](http://www.aarp.org)) and so is your state's insurance commissioner.

A certified financial planner (a fee-based, not commission-based, planner) can also help, particularly in understanding the relationship among Social Security, Medicare, any investments you have, and insurance. The National Association of Professional Financial Advisors ([www.napfa.org](http://www.napfa.org)) has a state-based directory.

LTCI is like all insurance: You hope you'll never need it, but if you do, you're best off if you get it long before that time comes.

If you're approaching retirement now and haven't looked into it, don't waste time. And if retirement is the furthest thing from your mind, it's never too soon to at least investigate your options.

If nothing else, think of it as one more guarantee for a little peace of mind in your later years. ■

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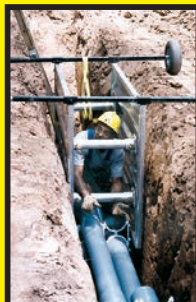


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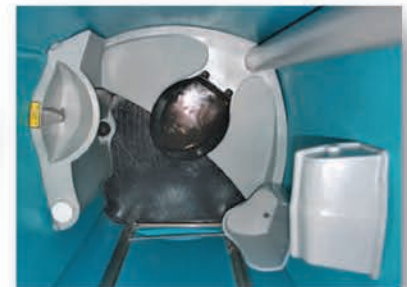
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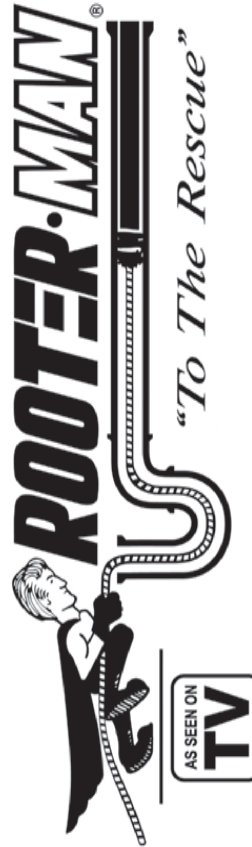
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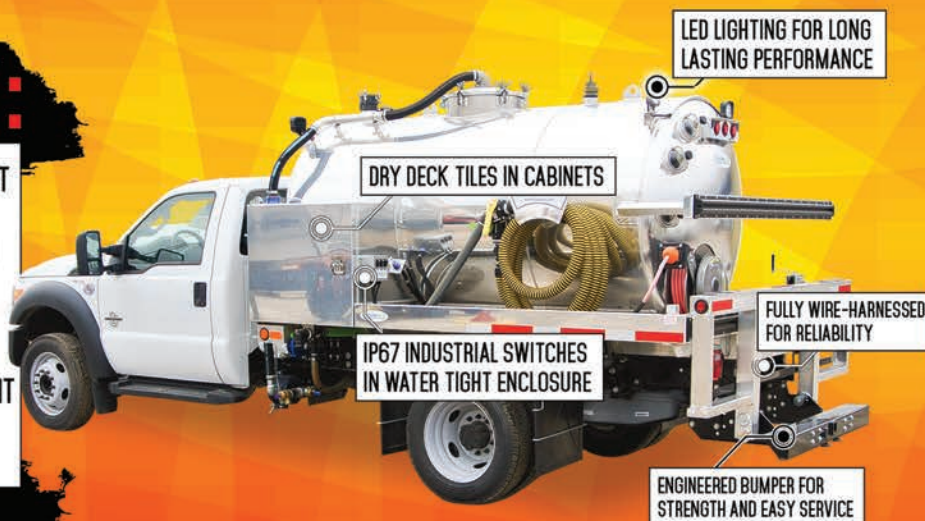
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# Long Island Communities in New York Tighten Onsite System Rules

By David Steinkraus

**S**uffolk County, New York, has pushed to replace common cesspools with advanced onsite systems that reduce nitrogen pollution, and now a couple of communities within it are going further.

The county occupies roughly the eastern two-thirds of Long Island and includes the Hamptons, known as a weekend retreat for very wealthy residents of New York City. The county also has a large number of cesspools and their accessory problems of poor water quality. About 360,000 homes in the county, or about 75 percent of all homes, use cesspools for wastewater treatment.

The town of East Hampton, located near the tip of Long Island, voted to become the first community in the state to require low-nitrogen wastewater systems in all new construction. Low-nitrogen systems will also be required if a building undergoes substantial renovation. Commercial and municipal properties must switch to low-nitrogen systems if they are presently connected to a large-capacity cesspool.

To help homeowners fund the transition to better technology, the town board voted to adopt a rebate program that will give homeowners in critical watershed areas up to \$16,000 toward the cost of a replacement system. People not living in critical areas may receive up to \$10,000 or 75 percent of the cost.

Homeowners may pair these rebates with a county program that provides grants of \$10,000 to \$11,000 per home. At the end of May, County Executive Steve Bellone signed the Reclaim Our Water initiative's Septic Improvement Program into law. The \$10 million grant program will pay for about 200 wastewater systems annually to be converted to advanced nitrogen-removal systems.

The East Hampton grants are funded by a 2 percent tax on real estate transactions. In the fall of 2016, voters gave the town permission to use up to 20 percent of the tax revenue for water-quality improvement projects.

East Hampton's new construction rules will take effect Jan. 1, 2018.

Suffolk County has approved four systems for installation: Norweco Singlair and Hydro-Kinetic, AdvanTex from Orenco Systems, and Hydro-Action.

On Shelter Island, which is on the north side of Long Island in a bay opening into Long Island Sound, officials are considering tightening the building rules in the same way.

The town board has asked its attorney to draft legislation that would require low-nitrogen systems for new residential and commercial construction as well as for any work that changes 50 or more percent of a building.

## Michigan

Residents of the Detroit suburb of Southfield are complaining about letters from the city telling them to either have their onsite systems certified or face the possibility of a citation. The city mailed some 500 notices.

This is happening because of a 2009 city ordinance that requires people with septic tanks to have those tanks certified every three years. If the evaluation finds a tank that is inadequate, unsafe, or subject to failure, the owner must connect to the available municipal sewer. Residents complained they

were not informed about the ordinance and may face the prospect of paying thousands of dollars to connect to the municipal sewer, according to *The Detroit News*.

City Attorney Sue Ward says state law gives cities the power to ask residents with onsite systems to connect to municipal sewer if the connection is within 200 feet of a home.

## Pennsylvania

Some residents in Doylestown Township, about 24 miles north of Philadelphia, will be required to pay for a municipal sewer connection.

Township officials say onsite systems in the area show signs of failing, and in mid-August, the township's supervisors voted unanimously to approve the \$8.6 million project. The township is applying for a low-interest loan through the state, but it is the 252 affected homeowners who will pay the loan back. Supervisors say all taxpayers should not carry the cost when the project will affect only a small section of the community, according to *The Intelligencer*.

Lifelong township resident Audrey Ervin says she thought it unfair for homeowners to face an estimated cost of \$34,000 each when only a few septic systems are failing. The town had engineers look at onsite systems in 1998 and 2008, and their report says the observations "found a significant amount of malfunctioning (septic systems) in the area."

## Utah

A broken septic line fouled part of Jones Hole Creek in Dinosaur National Monument and led the National Park Service to ban fishing, hiking and swimming along 4.25 miles of the stream. The *Salt Lake Tribune* reports the break was in a wastewater line at the Jones Hole National Fish Hatchery. Bacteria counts were almost six times higher than the level that triggers health warnings from the state. The Dinosaur Quarry and visitor center remained open, but the park service closed the hatchery and its parking lot to block visitor access to certain trailheads.

## Washington

After a contentious election in which county commissioners were turned out of office because of a septic system monitoring fee, the new Thurston County board is looking at its options for complying with state law.

The county surrounds the state capital of Olympia on the south end of Puget Sound. Under state law, all 12 counties bordering Puget Sound must formulate a plan to inspect septic systems and replace failed systems. There have been concerns for some time about damage to the waters of Puget Sound and its shellfish beds from failing onsite systems.

In 2016, the previous county board voted to impose a \$10 fee on about 42,000 onsite systems to pay for the cost of monitoring them. The fee drew strong opposition. Proponents say it was a cheap way to protect Puget Sound. Opponents say they are capable of caring for their systems by themselves. The



present board removed the fee but kept the rest of the plan in place.

Now, the Thurston County commissioners have been given three options by county staff, reports *The Chronicle* in Lewis County. They may continue with the present plan, rescind it or develop a new plan focused on the watershed for Puget Sound or on high-priority areas.

Continuing with the current plan would provide better service to on-site system owners, the staff report says. Targeting high-priority areas would charge fees only to people in affected areas. Rescinding the plan would impair the county's ability to locate failing systems.

## Montana

About 18 months after a leak from a wastewater storage pond, the state and the Yellowstone Club have agreed on a penalty. The club will pay \$288,788 for an environmental project of its choosing, and it must submit that project for state approval. If it and the state cannot agree on a project by August 2018, the club will pay \$192,525 or a prorated portion. State guidelines say requiring environmental project payments encourages violators to further reduce the risk of pollution and improve public health.

The club has already paid the state \$29,564 for the cost of investigating the spill and a penalty of \$64,175.

The spill happened in 2016 when 30 million gallons of treated wastewater flowed from the club's storage pond into the Gallatin River. State engineers believe a buildup of ice dislodged a 24-inch pipe that enclosed two smaller pipes. Water flowed through gaps in the 24-inch pipe and into the river. Water from the pond is used for the club's golf course.

## Ontario, Canada

Mandatory septic inspections are coming to the township of Algonquin

Highlands in 2018, and to educate residents about the program, the township and its engineering consultant planned a septic social. Onsite systems are reportedly the leading source of phosphorus in Ontario lakes, and that leads to algae blooms. The inspection plan will affect about 900 septic tanks, and each year, technicians will visually inspect them.

## British Columbia, Canada

A festival to celebrate restoration of the Gorge Waterway in Victoria on Vancouver Island was interrupted by fecal contamination. Provincial officials say the contamination came from the illegal dumping of septage and a disinfecting chemical into a creek that leads to the waterway.

The Gorge is a channel connecting Victoria Harbor to a tidal inlet. Sewage and industrial waste severely degraded the water quality by the 1940s, and the damage was reversed by cleanup work that began in the 1990s. ■



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# Front Page News

Your vote will help determine which of our 2017 Classy Trucks roars onto the cover of *Pumper* next February

By Jim Kneiszel

“It’s an honor just to be nominated” is a response you often hear from actors who make the final cut for Academy Awards consideration. We might hear the same thing from the owners of our monthly Classy Truck honorees from 2017. Each has seen a beauty shot of their favorite pumping rig printed in an issue of the magazine for the entire industry to see and admire.

It’s no doubt these pumpers have something to be proud of. They’ve taken great care to spec out a truck to perfectly fit the needs of their technicians on the job. They’ve carefully selected a look to adorn these rolling billboards and put them on the highway. They entrust their drivers to take care of the vacuum trucks, having them washed every week and maintained with pride as valuable tools of the trade.

It is an honor to make the pages of *Pumper* as a monthly Classy Truck winner. But don’t be fooled: Every one of these pumpers would like to take home the big prize — Classy Truck of the Year bragging rights — which comes along with a photo shoot and landing the winning truck on the cover of our February issue.

The annual honor is a validation of a pumper’s ability to build out and maintain a top work truck in the wastewater industry. It shows a flair for choosing winning color combinations and graphics that effectively convey a marketing message. Each yearly winner joins a select group of contractors — about a dozen to date — who can say their truck is the king of the hill, top of the heap.

And what’s so cool is that you can help a pumper reach that lofty spot. Take a few minutes to look over the 18 Classy Trucks for 2017 and choose your favorite. Reader votes will be tallied and added to the picks from our team of COLE Publishing judges to choose the winner. But make your pick quickly: Voting ends Dec. 22.

## JANUARY



### M & M Transfer Inc. Pinedale, Wyoming

Owner Ryan McGuire bought a gunmetal gray and white 2005 Kenworth T800 with a 3,300-gallon steel tank and a 75-gallon freshwater tank and 500 cfm Fruitland Mfg. pump built out by Keith Huber Corp. The rig is powered by a 400 hp Cummins engine and 10-speed Fuller transmission (Eaton Vehicle Group).

## FEBRUARY



### Brad’s Septic and Sewer Service Temperance, Michigan

Owner Brad LaVoy added a maroon 2016 International 7500 with a 4,000-gallon aluminum tank and liquid-cooled National Vacuum Equipment pump built out by Imperial Industries. The rig is powered by a Navistar N10 engine and Allison automatic transmission.

## FEBRUARY



### King & Sons Septic Service Damascus, Maryland

Owner Gary King added a black and red 2015 Peterbilt 337 with a 2,500-gallon steel tank and Masport HXL400 WV pump built out by Pik Rite. The truck is powered by a PACCAR P337 engine tied to a six-speed manual transmission. The truck features LED work lights and safety beacon as well as aluminum wheels.

## MARCH



### Efficient Septic Pumping & Drain Cleaning New London, Minnesota

Owner Jason Long added a red and white 2013 International 7600 WorkStar built out by Imperial Industries with a 3,600-gallon steel tank and National Vacuum Equipment 4307 blower. The truck is powered by a 430 hp MaxxForce engine tied to a Fuller 8LL transmission (Eaton Vehicle Group). The truck has three sight glasses in the rear and an NVE stainless steel float indicator.



APRIL



## ASAP Sanitary Services Chardon, Ohio

Owners John & Crissy Ackworth added a 2016 International 7500 SBA 6 x 4 from Mid-State Truck Service carrying a 4,000-gallon aluminum Imperial Industries tank and National Vacuum Equipment 4307 blower. Power comes from a 350 hp Navistar N10 tied to an Allison automatic transmission. The tank has a rear clean-out hatch with a 6-inch piston valve.

APRIL



## Big Bore Drilling Certified Septic and Hydroflushing Fresno, California

Owners Henry and Beverly Damm run a 2015 Peterbilt 567 from Golden State Peterbilt, built out by Imperial Industries with a 3,500-gallon aluminum tank and an enclosed National Vacuum Equipment 4307 blower. Power is provided by a PACCAR MX-13 455 hp engine tied to a Fuller 10-speed transmission (Eaton Vehicle Group). The truck has custom holders for tools including shovels, probes and rakes.

MAY



## Zuech's Environmental Services Franklinville, New York

Owner Eric Zuech added a Chrysler Viper Red 2012 Kenworth T800 built out by Transway Systems with a 4,300-gallon steel tank with hoist and full-opening rear door and a National Vacuum Equipment 4310 blower. The truck is powered by a 550 hp Cummins ISX engine tied to an 18-speed Fuller transmission (Eaton Vehicle Group). The chassis was repurposed from the oil and gas industry, where it served as a water truck.

JUNE



## McNel Septic Service Ravensdale, Washington

Owner Shawn Carlton added a two-tone blue and metallic silver 2016 Kenworth T880 built out by Erickson Tank & Pump with a 4,000-gallon steel tank and Masport 400 cfm pump. The truck is powered by a 485 hp Cummins ISX engine tied to a 13-speed Fuller UltraShift Plus automatic transmission (Eaton Vehicle Group). The truck has a three-stage Jake brake, steerable pusher axle and full-locking rears.

JUNE



## Royal Flush Septic Southwest Harbor, Maine

Owner Jimmy Norwood refurbished a 2006 black, orange and silver Kenworth 335 with a 4,000-gallon aluminum tank and Juroop/Chandler 398 cfm pump. The truck is powered by a Cummins 350 hp engine tied to a Fuller eight-speed transmission (Eaton Vehicle Group). The rig was painted in-house by Scottie Griffin, and the tank was epoxy coated by Copia Specialty Contractors.

JULY



## Complete Septic Service Madison, South Dakota

Owners Dave and Dana Nau added an all-white 1999 Sterling vacuum truck carrying a repurposed 2,600-gallon steel manure-spreading tank built by Badger Tank. T & H Welding shortened the truck frame and mounted the tank and a Battioni 6500 pump. The truck is powered by Cat 3126 engine tied to a Fuller six-speed transmission (Eaton Vehicle Group).

AUGUST



## Driggers Septic Tank Archdale, North Carolina

Owner Derrick Driggers added an all-black 2007 Freightliner M2 with a new 2,500-gallon waste/300-gallon freshwater steel tank and Juroop/Chandler R260 pump built out by Central Truck Sales in Miami. The truck is powered by a 330 hp Cat C7 engine tied to a six-speed Fuller manual transmission (Eaton Vehicle Group). The truck was painted by JFP Florida Tanks with lettering added in Carolina Panthers blue.

AUGUST



## Jarvis Septic & Drain Wadsworth, Ohio

Owner 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 shutoff. The truck is powered by a Cummins ISX 15 485 hp engine and a Fuller 8LL transmission (Eaton Vehicle Group).

SEPTEMBER



## Drain & Sewer Control Armagh, England

James Mallon added an orange 2010 cabover DAF (PACCAR) CF vacuum truck with a 3,000-gallon waste/100-gallon freshwater stainless steel tank with a full-opening rear door built out by Whale Tankers, Solihull, West Midlands, England. Vacuum is provided by a Mistral 7 liquid ring suction pump. The truck is powered by a DAF 400 hp engine and a manual transmission, and it features a rear lift and steer axle to get into tight spaces.



## OCTOBER



### Tim Wheeler Septic & Excavating Minford, Ohio

Tim Wheeler added a 2000 Sterling LT9500 five years ago and rebuilt it in-house, adding a 5,000-gallon steel tank built by Wiseman Brothers Fabrication in Beaver, Ohio, and a Jurop/Chandler pump. Wheeler fabricated a rear dovetail and built out the rest of the truck and painted it white over black. The rig is powered by a 225 hp Caterpillar C10 engine that's tied to a Fuller LL 10-speed transmission (Eaton Vehicle Group).

## OCTOBER



### A-Team/Vanscoy Septic Cleaning Liberty Boro, Pennsylvania

Gregory Vanscoy added a black Ford F-750 with a 1,600-gallon steel tank and National Vacuum Equipment 607P-FS Challenger pump built out by Lely Tank & Waste Solutions for specialty septic service in tight locations. The Super Duty truck is powered by a V10 Triton gas engine and has automatic transmission.

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## NOVEMBER



### Beltz Septic & Portable Toilets Newberry, Florida

Darla Eberst added a black 2007 International 4300 with a 2,200-gallon steel waste tank and 500-gallon poly freshwater tank housed in a diamond plate box. The former box truck carries a Jurop/Chandler R260 pump and is powered by a DT466 engine tied to an Allison automatic transmission.

## DECEMBER



### Boomhower Excavation and Septic Valley Falls, New York

Todd Boomhower added a red, white, and blue 2003 International 8600 with a new 3,300-gallon steel tank and National Vacuum Equipment 400 cfm pump built out by Hull's Truck Bodies. The rig is powered by an M11 Cummins Power Products engine linked to a 10-speed Fuller transmission (Eaton Vehicle Group). Features include aluminum wheels, diamond plate hose trays and LED lighting.

## DECEMBER



### Northern Disposal & Sanitation Katrine, Ontario

Dave and Katy McGregor bought an all-black with pink lettering 2007 Peterbilt 335 built out by Vacutrux Limited with a 4,300-gallon steel tank and 500 cfm 1054 Wallenstein Vacuum pump. The truck is powered by a Caterpillar 330 hp C7 engine tied to a Fuller 8LL transmission (Eaton Vehicle Group). The truck is used to raise money for the Huntsville Hospital Foundation.

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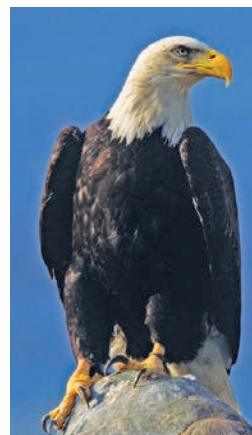


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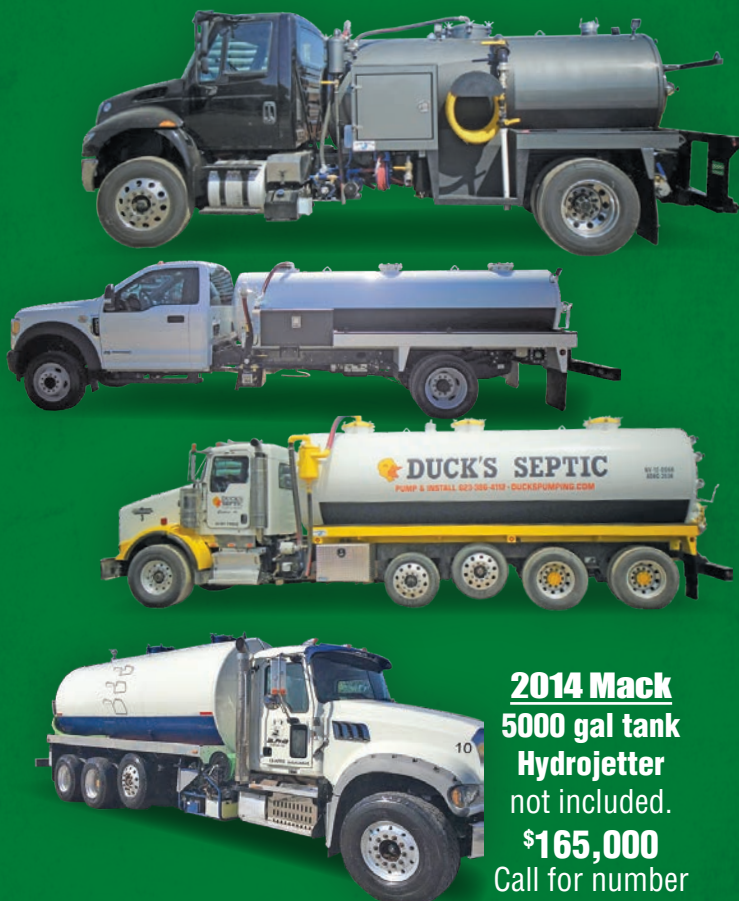
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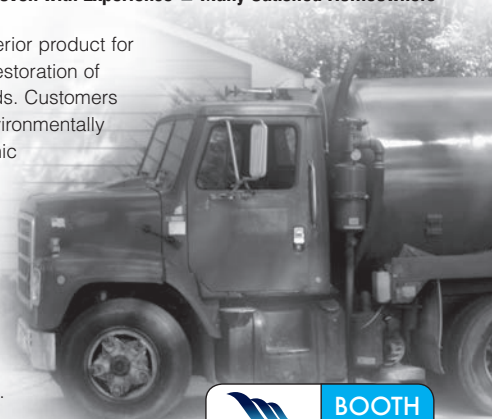
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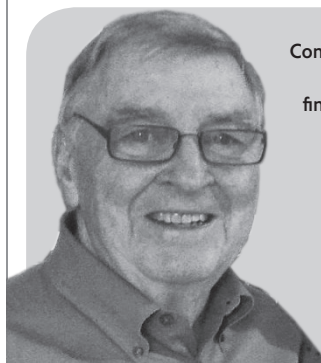
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Craig Stewart (left) found a partner, Knox VanZandt, to take over his pumping business, Valley Septic and Drain, in Driggs, Idaho. The pair works in beautiful mountain country and use a 2000 Freightliner truck with a Masport pump. (Photos by Sallie Shatz)

# PARTNERS IN PARADISE

**Craig Stewart and Knox VanZandt work together amiably while planning an ownership transition for a pumping business in Idaho's scenic Teton Valley**

By Ted J. Rulseh

**C**raig Stewart needed a successor to take over his business as he faced an uncertain future. Knox VanZandt wanted a stable income to enable him to stay in Idaho's Teton Valley and enjoy its amenities for fishing and skiing.

Today, the two operate as partners in Valley Septic and Drain, a septic system pumping and inspection company based in Driggs, just across the Wyoming border from Grand Teton National Park. Both call it an ideal arrangement: VanZandt is learning the business under the mentorship of Stewart, who has found a partner willing to carry on his tradition of fairness and customer service.

"I wouldn't have sold the business to just anybody," says Stewart, 69. "I wanted to know that whoever took this business over would operate

(continued)

## Profile

### Valley Septic and Drain Driggs, Idaho

**OWNERS:** Craig Stewart, Knox VanZandt and two other partners

**YEARS IN BUSINESS:** 7

**EMPLOYEES:** 2

**SERVICES:** Septic tank pumping, system inspections for routine maintenance and property sales

**SERVICE AREA:** 25-mile radius







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steel vac tank, full open rear door, hoist,  
**NEW** NVE 866 liquid cooled vac pump.

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jakes, 14,600 fronts, 46 rears, full lockers,  
3360 gallon steel vac tank, NVE 367 liquid cooled vac pump.

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**2008 Mitsubishi FK 260**, 240 HP diesel, Allison Auto,  
Non CDL, **NEW** 1500 gallon portable toilet tank,  
hot dip galvanized (will never rust),  
**NEW** Jurop PN58 vac pump, toilet rack.

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DRIVE TRAIN WARRANTY**



**NON CDL**

**2007 International 4300**, DT466 210 HP,  
6 spd, Non CDL, **NEW** 1850 gallon steel  
vac tank, **NEW** Jurop PN84 vac pump.

**Call For Pricing!**

**2-YEAR 200,000 MILE  
DRIVE TRAIN WARRANTY**



**2000 Sterling AT9513**, Cat C12 410HP,  
Jakes, 10spd, 4200 Gallon steel vac tank,  
NVE 806 Liquid cooled Challenger pump.

**\$36,500**



**IN PROGRESS**

**2010 International 4300**, MF DT 245 HP, auto,  
**NEW** 2450 gallon steel vac tank,  
**NEW** Jurop PN84 vac pump.

**Call For Pricing!**

**2-YEAR 200,000 MILE  
DRIVE TRAIN WARRANTY**



**2007 Sterling AT-9513**, Mercedes 450 HP, 8LL spd,  
jakes, low miles, 16# lb fronts, full lockers, 3360 gallon  
steel vac tank, Masport liquid cooled vac pump.

**\$47,500**





**Left:** Knox VanZandt, right, and Craig Stewart, left, plan their days at the Valley Septic and Drain office.

**Below:** VanZandt raises the hood of the company vacuum truck during a daily inspection.

it with the same mindset I have. I don't want Knox's hat to fall off from his head swelling up, but I've had customers call and tell me that I picked a good young man."

VanZandt observes, "I couldn't ask for any better than working with Craig. He is an unbelievable teacher and is very patient with me. His name is well-spoken around this community."

## LIFE JOURNEYS

Valley Septic and Drain operates in a rural community of about 10,000 residents. Idaho's Teton Valley is known as a smaller, quieter place than Jackson Hole, located on the opposite side of the mountains. Nevertheless, it is growing as people build second homes in scenic country known for trout fishing, river rafting, and skiing that ranks with the best in North America.

Distinctly different life journeys brought the Valley Septic and Drain owners together. Stewart grew up in the Teton Valley and ran a plumbing business for 40 years. Ten years ago, he was diagnosed with cancer. Believing his days were numbered, he sold the business. "Long story short, thanks to good medicine and new technology, I'm still alive," he says. "In 2010, the economy went bad, and the young man who was buying my business wasn't able to keep the payments up. I wasn't in a financial position to live without some kind of income, and so my wife, Sandy, and I reflected on what our options might be."

He recalled that as young man starting out, he pumped septic tanks for farms and dairies with a 1949 Ford pickup truck carrying a 500-gallon tank. So, seeing no local pumping company serving the valley and its abundant new homes, he bought a 2000 Freightliner with a 2,200-gallon steel tank and went into the pumping business.

VanZandt moved to the Teton Valley from Tennessee soon after graduating from high school. He worked summers as a trout fishing guide on the

“I wouldn't have sold the business to just anybody. I wanted to know that whoever took this business over would operate it with the same mindset I have.”

**CRAIG STEWART**



rivers, and in winters, he did maintenance for the sanitation systems on ski resorts around Jackson Hole. After some 20 years in the valley, he wanted more financial stability. "I met Craig several years ago when he helped me out with a plumbing project," VanZandt says. "We ran into each other now and again, and last fall (2016), I called him to pump my septic tank. While doing that, he told me he was thinking about selling his company. It sounded interesting to me."

Over the winter, they worked out a partnership in which Stewart and VanZandt each own one-fourth of the business, and equal shares are owned by VanZandt's father, Polk VanZandt, and his brother-in-law, Murray Dunlap. The long-term plan is for Knox VanZandt to buy the partners out and become the sole owner.

## THE BUSINESS PROSPERS

Since he started Valley Septic and Drain, Stewart pumped about 200 tanks per year; that now exceeds 250 as VanZandt pitches in, word-of-mouth spreads, and new homes come due for their first maintenance calls. VanZandt runs the truck while Stewart handles scheduling and administration.

They also inspect septic systems, drawing on Stewart's experience installing systems as part of his plumbing business. They perform inspections for property transactions as well as for routine maintenance. "Our health

*(continued)*



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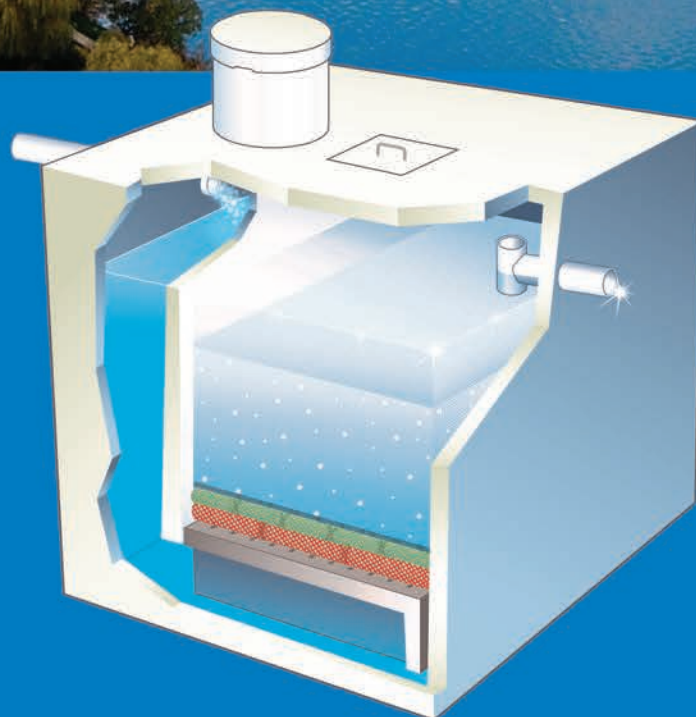
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department requires an inspection, even when you just pump a tank,” Stewart says. “It’s not an official inspection, but we’re expected to look for problems and point them out to the homeowner. If it’s an incorrect installation or something that might cause contamination, we are obligated to report that to the health department.”

In the beginning, Stewart promoted the business with advertising on the radio and in the local paper, the Teton Valley News. He also hired his sons to put flyers under car windshield wipers at the local grocery store. “After the first season, it was word-of-mouth — neighbor telling neighbor.”

VanZandt adds, “In a small community like this, it doesn’t take long for the word to get out. Word-of-mouth is a pretty big billboard.” The company’s white truck with large black, red and silver lettering also serves as a billboard: “I love parking it at the grocery store. It seems like we get a couple of calls every time I do that.”

## ROOM FOR GROWTH

For the time being, Stewart and VanZandt have chosen to work close to home, within a 25-mile radius of Driggs. “When I started, I made up my mind I wasn’t going to leave the county,” Stewart says. “As the business has turned out, we haven’t had to. There’s a lot of room for expansion. We get calls from places in Wyoming and the counties surrounding us here in Idaho, but for now, we’re plenty busy right here.”

They chose not to pump grease traps, and they call on a friend of Stewart’s in the drain cleaning business when there’s a need to clear a septic system blockage. VanZandt is learning the fine points of truck operation and maintenance from Stewart. His experience as a fishing guide transfers nicely to customer service in his new profession: He’s used to dealing with different personalities. “Knox has caught on pretty well,” his partner says. “He’s very good with people.”

The area’s geography presents some work challenges, including erratic weather. “In summertime, the sun is out, but in spring and fall, it can be sunny one minute, snow the next minute, hail the next minute,” VanZandt says. “It can change fast. It can be tough working in those conditions and

## When we’re not pumping

The septic service business in the Teton Valley is highly seasonal. The busy season runs from April through November; in winter, work mostly shuts down except for emergency calls.

Owners Craig Stewart and Knox VanZandt enjoy the respite. Stewart spends time ice fishing for lake trout on Jackson Lake in Grand Teton National Park. He has caught trout as large as 35 pounds. “I find in winter it’s a good way to relax,” he says. “You don’t have to feel like you’re jeopardizing your work to go fishing.”

VanZandt looks to winter as a time to indulge his passion for skiing while also mulling ideas for growing the business and doing property management for a few vacation rentals. The heavy workload from spring through fall cuts into his fishing time, although he manages to fit that in during long summer evenings when it stays light until 10 p.m. “Literally two minutes from my house is a good little fishing spot,” he says.

The pumping business forced him to give up guiding river fishing trips, but he doesn’t mind at all. “I’d been guiding for 20 years,” he says. “You just get tired, and it wears you down. A friend asked me, ‘How is your first summer not guiding?’ I said I actually enjoy pumping more. Maybe that’s just because it’s a new challenge, or maybe it’s because I’m part owner, but lately I enjoy it more than guiding.”

worrying about the truck getting stuck.”

Another challenge is topography. “We have some real steep country,” Stewart says. “Sometimes we’re hanging on pretty tight climbing into driveways in the hillside subdivisions. Another issue is vacuum. You lose suction fast when you’re working above the septic tank. On some of the hillside lots, the only place the truck can be is on the parking pad, and the septic tank is 30 feet back and 25 feet down the hill.”

To help deal with that, two years ago Stewart replaced the truck’s origi-



Knox VanZandt helps Craig Stewart back up toward a tank for service.





nal pump with a Masport model HXL75. The pump works well in providing vertical lift for tanks on the downhill side of homes in mountain subdivisions. They can handle most pumping jobs with 100 feet of hose, but they keep additional hose on hand for special situations.

### MANAGING SEPTAGE

Valley Septic and Drain hauls its loads to a small lagoon wastewater treatment plant that serves Teton, a community of about 250 homes. The partners aim to keep good relations with the community's leaders, and to that end, they're exploring a screening system to clean debris from the septage.

They've looked at a simple device that allows the liquid to flow through into a discharge tube while the truck operator rakes the trash on the screen into a wheelbarrow. Stewart believes that with help from local welders and fabricators, he and VanZandt can build a similar screening system, to be installed at the lagoon drop-off point.

They also have a backup plan in case they should ever lose their privileges at the treatment site. A friend of Stewart owns farmland that is irrigated with a center-pivot system. "He's got a 17-acre corner that is pretty much wasteland for his farming operation," Stewart says. "We made a deal to do land application on that property."

That meant working with the local health department and the state Department of Environmental Quality. "We dug a test hole and did a percolation test for the government agencies," Stewart says. "We passed the test, and they issued some requirements. We would have to build a road and erect a fence to keep domestic animals out."

"We don't have an official permit yet, but it is an option that we could exercise if we were ever asked to leave the facility we now use. At present, I think the Teton council, the mayor, and all those who make the decisions like getting our check every month. As long as we show that we're trying to improve and not de-

Knox VanZandt greets customer Bruce Mason on a visit to his home. It's important for VanZandt to establish a good relationship with longtime customers of Valley Septic and Drain.

“My dad ... taught me years ago that it doesn't matter whether you're pumping somebody's septic tank or painting their house – if you do the best job you can for them, you'll do well. I try to emulate that, and I know Knox feels the same way.”

CRAIG STEWART

grade the situation, I don't foresee them asking us to leave.”

### FUTURE PREPARATIONS

Looking ahead, Stewart — his health status still in question — feels comfortable leaving the business and his customers in VanZandt's hands. "One thing Sandy and I wanted most of all was, when we leave the company, to have our customers feel like we're still here. That is what's happening."

"My dad was a building contractor. He taught me years ago that it doesn't matter whether you're pumping somebody's septic tank or painting their house — if you do the best job you can for them, you'll do well. I try to emulate that, and I know Knox feels the same way."

VanZandt and Stewart agree that if the time came to trade in their truck, they would opt for a larger tank. Apart from that, VanZandt is content for the time being to keep learning about the business and leave growth and expansion plans for later.

"Pumping isn't something I ever thought of getting into, but it's a job that keeps me here in the valley community and that's very important," he says. "I'm not out to make \$10 million. I just want to make sure we do a good job and be a good business in the Teton Valley. That's our main focus now."

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"One thing we get to do that most pumpers don't is to see the Grand Teton. I would say this is the prettiest place to pump in the country. Everywhere I drive, I'm looking at these unbelievable mountains. That's what brought me here. It's pretty special to do business in this area." ■

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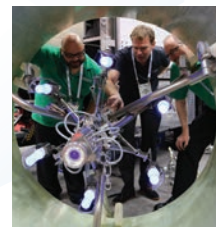
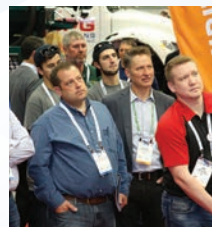
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Jim Anderson, Ph.D.



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

# What Is a Hydraulic Load Test, and When Is It Used?

In many situations, it's important for installers to put a system through its paces to determine proper baseline operation **By Jim Anderson, Ph.D.**

**A**s many of you are aware, I have been involved with numerous education programs and efforts over the years. Probably more than any others is the inspection program begun by the National Association of Wastewater Technicians. One of the inspection procedures we discuss in that program is called the "operation test." The purpose of this test is to determine whether wastewater moves through the system as designed. This fits with the operation level of inspection the program was designed to address.

An operation test consists of the inspector running a set amount of water (100 gallons is recommended) into the septic tank and then making sure the water flowed through the system to the final soil treatment and dispersal area. If the water ends up where it is supposed to be, the system is determined to be operating satisfactorily. This does not speak to whether all the individual components of the system are in satisfactory condition, just that the wastewater moves as it should. Each individual component needs to be evaluated for sound operating condition before the system passes the inspection.

## LOAD TESTS

There was nothing magical about the 100 gallons. It was felt by practitioners that this amount represented a good "wash day's" worth of water and was enough to make sure the water went where it should without endangering the system.

Several affiliated state associations and individual class attendees maintained that this level of test was not sufficient, and instead a hydraulic load test, or HLT, should be conducted on the system. There were procedures being used in the affiliated states; but there was a desire to standardize the approach and make that information available to anyone who wished to incorporate it into their procedures.

Just like any efforts to standardize procedures within the industry, it was a long, difficult process to agree on procedures, and there are still states and individuals who don't agree with the procedures. But there is a document available through NAWT with the detailed procedures.

The purpose of a HLT is to "determine if an absorption area can satisfactorily receive and allow to pass into the soil/environment the daily volume of sewage effluent that the prevailing regulatory authority assigns to a structure based on occupancy, number of bedrooms or other regulatory factors." The test involves introducing the estimated average daily flow into the system to

If a client elects to have an HLT performed on a newly installed system, the inspector shall fully explain to the client the purpose of an HLT, the type of conditions it is intended to explore, and the limitations related to testing.

see if the system accepts the effluent without surfacing or other problems. Not every system should have a HLT conducted.

## RECOMMEND AN HLT

The standards specify a HLT should be performed if, during the course of an inspection, any of these conditions occur:

- **Less than 24 hours' volume capacity in cesspool or seepage pit.**

A note on seepage pits and cesspools: The states I work in don't allow these systems, so they must be replaced because they are not considered treatment systems. In some states, these systems are allowed, either through grandfathering or under special geologic and hydrologic conditions.

- **Structure is vacant for more than seven days.**

There was quite a bit of discussion about what the time period should be, and it was decided if the structure is reoccupied for 14 continuous days, the system can be reevaluated and the test avoided.

- **When the treatment tank, cesspool or seepage pit has been pumped less than 30 days prior to the inspection.**

A provision is made that if the structure is occupied for 30 continuous days, the system can be reevaluated and the test avoided. This is also true for situations where the flow increases either through new graywater sources being added to the system within the previous 30 days or if any other water source is added.

- **There is soil-fracturing activity within last 30 days.**

If the structure is occupied for 30 continuous days, it can be reevaluated and the test avoided.



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• When initial inspection reveals that, for whatever reason, the treatment tank's liquid level is below the outlet pipe.

If the structure is occupied for 30 continuous days it can be reevaluated. This addresses the issue of the tank having been pumped or the system not being in continuous use. Other parts of the inspection should identify that the tank is leaky and should be replaced.

• When standing effluent is discovered in an absorption area or gravelless chamber, the inspector shall determine when an HLT is indicated.

This allows the inspector to evaluate distribution of the effluent to determine if the ponding is due to the way effluent is distributed, such as in a dropbox system.

• A broken or clogged pipe, a dysfunctional D-box or other condition that would result in atypical flows reaching all or part of the system.

After the condition is fixed or remedied, the system can be reevaluated.

## FURTHER RECOMMENDATIONS

When the inspector is informed that the existing system will be subjected to increased daily flows through increased occupancy or a change in the structure's use, an HLT shall be recommended.

An HLT is *not* recommended for absorption areas that have been in use for less than 30 days. If a client elects to have an HLT performed on a newly installed system, the inspector shall fully explain to the client the purpose of an HLT, the type of conditions it is intended to explore, and the limitations related to testing, such as newly installed or never used systems.

If you are interested in the detailed testing procedures, go to [www.nawt.org](http://www.nawt.org) and review the HLT document. ■

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# Linking Pumpers and the Public in the Classroom

Stepping out to educate septic system users will generate more maintenance business and result in happier homeowners **By Ken Wysocky**

**P**umpers can play a critical role in improving water quality in their communities by educating customers about septic system usage and maintenance, but not enough of them are doing so.

That's the assessment of Karen McBride, a rural-development specialist-environmental for the Rural Community Assistance Corp. (RCAC), based in Sacramento, California. Established in 1978 and supported by federal and state contracts as well as grants and private donors, the RCAC is a nonprofit advocacy group that provides technical, training, and financial resources for disadvantaged, low-income communities in 14 Western states. It helps communities deal with issues such as lending, housing, economic development — and environmental issues, which is where McBride steps in.

An avid *Pumper* reader, McBride has worked for the RCAC for 20 years. She's a former vice president of the California Onsite Water Association and also sat on a committee that helped the U.S. Environmental Protection Agency develop its Voluntary National Guidelines for Management of OnSite Systems.

McBride helped establish the Sea Ranch Association Onsite Wastewater Disposal Zone. The creation of the zone and a subsequent operating agreement effectively solved septic system problems in the community of Sea Ranch, an upscale resort community along the California coast in Sonoma County. The problems, which included poor septic system maintenance, were so severe that officials placed a moratorium on future development. But thanks to a program that includes rigorous standards for septic system inspections, operation, and management, the moratorium eventually was lifted.

McBride discussed the role pumpers can play in educating consumers about septic systems and how doing so can benefit their businesses:

**Pumper:** How does septic system education fit into the RCAC's mission?

**McBride:** One of our divisions is environmental, which is tasked with helping communities improve their wastewater and drinking-water quality. We educate them to be more proactive about protecting what they have in terms of community infrastructure, such as septic tanks.

Our funding doesn't allow us to work with individual homeowners; we have to work with the communities as a whole. We usually deal with communities that are showing signs of environmental or public health hazards ...

maybe their wastewater systems are impacting their drinking-water systems.

**Pumper:** How would you rate the knowledge level of the average septic system user?

**McBride:** I would say it's limited. I think there are organizations like the National Association of Waste Technicians and other groups — such as *Pumper* magazine — that do a good job of getting the word out. But there's still a lot of work to do in the trenches — at the community level. I see pumpers being the more in-the-trenches folks. We need to do a better job of educating people about their septic systems.



Reach Karen McBride at [kmmcbride@rcac.org](mailto:kmmcbride@rcac.org).

“ I promote working with local pumpers to see if they're willing to develop multihomeowner agreements for regularly scheduled pumping. For example, provide a discounted rate if, say, five homeowners band together and commit to pumping every three years. ”

— Karen McBride

**Pumper:** Why is knowledge level so low?

**McBride:** In many instances, communities have never been educated about how to maintain septic systems. The industry does a good job of designing and installing systems, but then we tend to walk away. There's not enough emphasis on the importance of maintaining them — how to take care of them. We could do more at the county government level and establish maintenance standards, instead of signing off on systems and then leaving homeowners kind of hanging on their own.

I promote working with local pumpers to see if they're willing to develop multihomeowner agreements for regularly scheduled pumping. For example, provide a discounted rate if, say, five homeowners band together and commit to pumping every three years. That keeps local pumpers busy, and it also establishes a more proactive mindset among homeowners for keeping their systems pumped out.

Too often we work with communities that are in a crisis mode, where septage is backing up into homes or they're dealing with surface-water issues. When we do homeowner training, most people say they don't pump their tanks until septage backs up into their home. It's always an issue of out-of-sight, out-of-mind. We just need to teach homeowners to be more proactive.



**Pumper:** In a perfect world, how would you establish better education protocols?

**McBride:** I would love to see a lot more preventive maintenance programs established for septic systems on a community-wide basis. That way, all homeowners get their tanks pumped every three years, for instance; everything is consistent and everyone is expected to maintain their system to the same degree.

The Sea Ranch maintenance district is a good example. Sea Ranch has its own onsite wastewater disposal zone — a community of 1,500 individual septic systems governed by a homeowners' association. If you own a house there, you're required to have ongoing inspections that, in turn, dictate when tanks need pumping. It's a great program because it gives local residents a lot more reassurance that systems will last a lot longer because they're monitored and get pumped regularly. There already are some such arrangements but not enough.

**Pumper:** Can pumpers play an important role in education?

**McBride:** Pumpers have an advantage because they're the boots on the ground. They can be a very important part of the process.

If I owned a pumping business, I'd be pitching contracts to get homeowners on routine pumping schedules. Stress to them that regular pumping reduces the odds of any negative environment impact, plus their systems will last a lot longer if they're properly maintained.

Many pumpers already send out postcards to notify customers their tanks need cleaning, but that allows homeowners to opt out. I'd be a bit more proactive: tell them let's get a contract signed and make pumpings routine. I'd compare it to maintaining a car — getting the oil changed and tires rotated regularly.

Regularly scheduled maintenance would also make it easier for people to budget for pumping. Many times people complain about the cost of pumping, but they could budget for it better — stick some money away — if they knew it was going to happen, say, every three years.

**Pumper:** How can pumpers educate customers if they're not home during pumpings?

**McBride:** I would definitely work up a trifold brochure to leave behind with customers. And if they are home, I'd make sure customers come out and watch so they can ask questions and observe what's happening.

**Pumper:** How can pumpers motivate homeowners that aren't interested in education?

**McBride:** There's an advantage to taking a community-wide approach instead of trying to educate homeowner by homeowner. Most of the communities we deal with are very small — maybe a couple hundred households. So breaking down that wall is easier when you're work with numbers.

We often host community workshops on a Saturday or a weeknight evening and teach homeowners a little about their systems and how they work and promote the importance of regular maintenance. Attendance varies, but more often than not, people are surprisingly interested. Some may have just moved to a rural area and don't know anything about septic systems.

But it's critical to offer a carrot, so to speak. So whenever possible, we invite a pumper to appear who's willing to give away a free pumping. It helps pumpers promote their business. We also give away free food or maybe hold a potluck dinner along with the community workshop. People like that socializing aspect.

**Pumper:** Do you think pumpers can use education as a marketing angle?

**McBride:** Absolutely. If more pumpers did that, it really would benefit

their businesses. If they appear at a workshop, the value all depends on getting people to show up. That's the key thing. That's why it helps to offer them an incentive to get them there.

**Pumper:** Where can pumpers get good information about educating consumers?

**McBride:** We have about 120 people on staff for environmental and housing issues, so pumpers can always call us for tips. Another good resource is the National Association of Wastewater Technicians website ([www.nawt.org](http://www.nawt.org)) or the U.S. EPA SepticSmart website ([www.epa.gov/septic/septicmart-homeowners](http://www.epa.gov/septic/septicmart-homeowners)), which includes downloadable brochures for homeowners. ■

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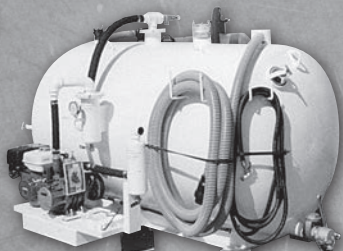
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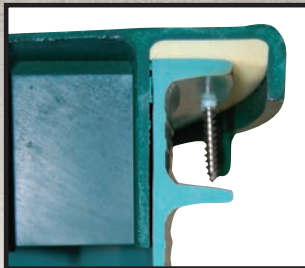
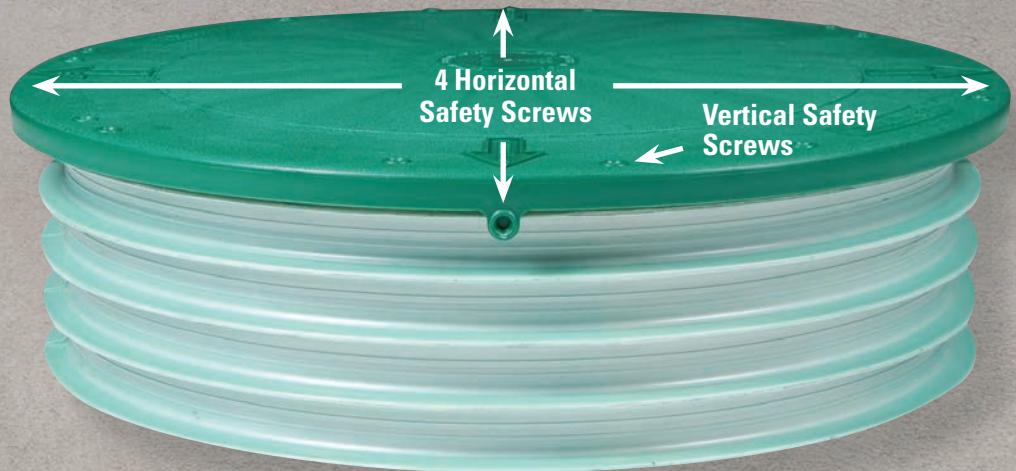
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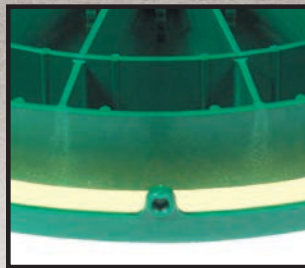
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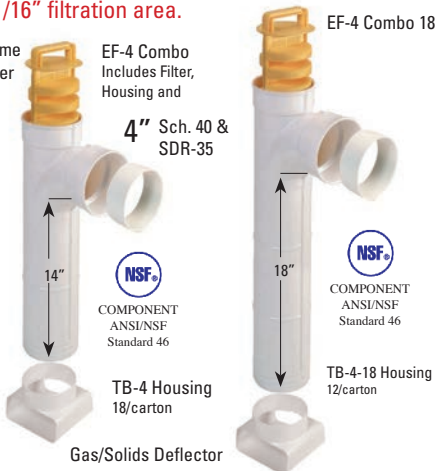


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Statewide licensing, better-informed customers top Kansas Small Flows Association member Tim Lubbers' list of changes that will support our important industry

*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 member of the Kansas Small Flows Association.*

**Name and title or job description:** Tim Lubbers, president – installer, maintainer

**Business:** Lubbers Excavating, Andale, Kansas

**Age:** 59

**Years in the industry:** 31

**Association involvement:** Member of the Kansas Small Flows Association for 10 years.

**Benefits of belonging to the association:** The main benefits are the classes they put on for continuing education.

**Biggest issue facing your association right now:** Membership is probably the biggest thing. They just can't get people to join. A lot of people think they're too busy to take a day or two off. And nobody takes the wastewater industry seriously like they should.

**Our crew includes:** I have one crew member, Max Greep. And my wife, Lynne, does the books.

**Typical day on the job:** You plan one thing, and then you get three phone calls and everything changes. We install and maintain septic systems, about 30 percent of which are alternative systems. So we generally start out loading equipment and pipe and everything for the day, making sure we have all the parts and pieces on the truck that we're going to need for that particular job for the day. And making sure you've got your DOT inspections and everything's ready to roll down the road — the lights work, brakes are good, tires are good. But calls might change where you're headed. It might be an emergency that we have to drop everything and go, or when you go home, you might have to stop by and look at a job, or this or that.

**Helping hands - indispensable crew member:** My wife, Lynne, who does the books. She makes sure the bills get paid and that people pay their bills. That's not a big fight anymore, getting people to pay their bills.



**The job I'll never forget:** On a job last spring, we had done some preliminary digging to see where the water table was, and it was down about 7 feet. We put a system in and then got a lot of rain and the water table rose to within about 2 feet. It just started coming up out of the ground. I had to convince the customer that there was nothing I could do until it quit raining and the water table went down and everything would be fine. It took about 2 1/2, three months, but finally the water table went down and everything's working fine now. But I kept running over there, convincing this 87-year-old-woman that it wasn't sewer water coming up out of the ground. I checked to make sure the tank was sealed and had no leaks, which it didn't. It was just a matter of waiting out Mother Nature.

*Tim Lubbers is shown with a John Deere 50G mini-excavator and John Deere 323E compact track loader. (Photo courtesy of Tim Lubbers)*

**My favorite piece of equipment:** My mini-excavator (John Deere 50G). It's a good piece of equipment to get into small yards. There's been some jobs I've done that you just couldn't get in there and get the job done with a regular tractor/loader backhoe. With this equipment, I've been able to bid on more jobs because I can get into yards and get the job done in tighter places.

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**The craziest question I've been asked by a customer:** "Why should I pump my tank? My folks lived there for 30 years and never pumped their tank."

**If I could change one industry regulation, it would be:** I'd like to see statewide licensing. Right now, every time you go to a different county or city you've got to get licensed there, and everybody's got different rules and regulations — over here you can do this, but over there you can't do it. I'd like to see them all go to statewide licensing and following one code.

**Best piece of small-business advice I've heard:** I don't remember where I heard it, but "work smart, not hard."

**If I wasn't working in the wastewater industry, I would:** Be farming. I always wanted to farm.

**This is my outlook for the wastewater industry:** I think some counties are looking ahead as far as the alternatives. I'd like to see them all get out of the Stone Age with gravel-and-pipe and the attitude, "We did it this way for years and it worked." I think everybody needs to do a little better as far as treating the effluent because I think — and it might not be in my time, but I think it's going to be in my grandkids' time — water is going to be in great demand. ■

- Compiled by Betty Dageforde

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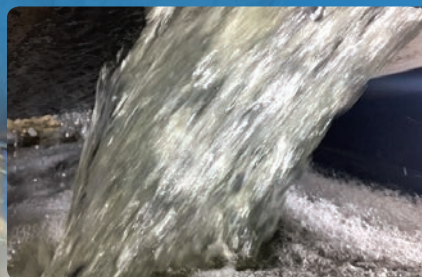
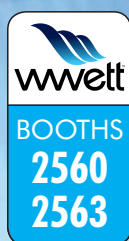
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Ronnie and Jennifer Tamez are owners of First Call Septic Services in Battle Ground, Washington. Send your Truck Corner questions to [editor@pumper.com](mailto:editor@pumper.com).

# Tailor Vacuum Truck Size to Your Workload

Almost every pumper is confronted with the question of running with a smaller tank or moving up to a bigger rig. Consider these factors when making an important decision on capacity. **By Ronnie Tamez**

**W**hen should a pumper trade in a smaller vacuum truck and go big? I had to ask myself this question when I ran around pumping tanks using a 1990 Ford L800 with a 2,200-gallon vacuum tank.

When I was younger, my grandfather told me, “If you have time but no money, start small and spend time behind the windshield. Smaller trucks are less expensive to buy and less expensive to maintain. But after a while, you’ll have more money than time or more work in a day than you can possibly do with your smaller truck. Now, it’s time to buy bigger.”

Whether or when to go big with your pumping fleet is a big decision, no matter if you’re an owner-operator with one rig or operate many trucks. To help you answer that question, I can share what I have experienced with First Call Septic Services.

We started our septic service company from scratch, with no customers at all. Phones didn’t ring, as we didn’t have an established name or phone numbers in the phone books yet. I was lucky to get six jobs per month. I remember my first December in business: I received one pumping job for the entire month. I had to work two jobs just to make my payments.

## PUMP AND DUMP

When I was driving the 2,200-gallon truck, typically I could get in two tanks before off-loading at the treatment plant. But if my first job of the day was a 1,500-gallon and my second was also a 1,500-gallon tank, I had to pump the first tank, drive to the disposal site and off-load, and then go to my second appointment. This resulted in a lot of windshield time and fuel expenses.

As a side note, believe it or not, but my smaller truck got 4-6 mpg and my much larger 4,500-gallon trucks got the same mileage.

However, with the larger rigs, we can pump three to four tanks before off-loading. This saves the windshield time and fuel — plus, we can provide a higher level of customer service. We don’t have to turn away as much work because we are able to fit them in. In a smaller truck, there was never enough hours in the day, especially if you had a couple of big tanks.

Scheduling the 3-4 appointments can be a challenge as clients like to get us out there at their convenience. We usually start farthest away from the treatment plant with the first job and schedule the second, third, and then fourth moving closer to the treatment plant. Sometimes this works out, but often client schedules may not allow for the most efficient routing plan.

Going bigger with vacuum trucks has drawbacks.

Yes, you can get more work done per day and achieve better customer service. However, these trucks are significantly more expensive and they require more and costlier maintenance. And from a logistics standpoint, some

With the larger rigs, we can pump three to four tanks before off-loading. This saves the windshield time and fuel — plus, we can provide a higher level of customer service.

driveways and homemade bridges cannot accommodate the bigger truck. For this reason, we keep a 2,400-gallon truck on hand, which also makes for a good backup vehicle. When we get on site with the bigger truck and find we should go small, we’ll reschedule a routine maintenance appointment.

On an emergency backup call, however, we’ll have another driver respond right away with the smaller. We don’t charge more for the smaller truck, even though its immediate operating costs are higher. Though I could be wrong and others may disagree, I believe the long-term associated costs of operating the larger trucks offset inefficiencies of the smaller truck.

## MAINTENANCE COSTS

My first 2,200-gallon truck took just one oil filter and 6 quarts of oil, and it was serviced every 3,000 miles. Not too bad. My 4,500-gallon Mack takes three oil filters and 9-10 gallons of oil. And I have heard of other trucks needing 13-15 gallons. That’s 60 quarts of oil. And about \$50 in oil filters. The bigger trucks also have fuel filters that need changing. My Mack has two filters for fuel — another \$25.

But wait, there’s more. Bigger trucks have coolant filters, too. My Mack requires a \$13 coolant filter. Both the smaller and larger trucks had an air filter, but the smaller truck’s was about \$12. My Mack’s is nearly \$80. And since the larger truck is a diesel, we have to maintain the coolant’s nitrite levels to stop cavitation around the cylinders, and that could be anywhere from \$5-\$10 depending on how much additive you need.

In case you don’t know what cavitation is, I have to tell you how the cylinder is set up. Coolant is in direct contact with the cylinder wall. Diesels have a condition where — on the outside of the cylinder wall as the engine is running — little pockets of air bubbles will open and close. Those air pockets are not unlike boiling water, with one exception: the pressure. The pressure of these bubbles will cause pitting in your liners and can cause your engine to require overhauling.

And my 2,200-gallon truck ran a Ford 460-cubic-inch gas engine, so it didn’t require any of the maintenance issues or additional costs of the larger trucks. It was very reliable except for its four-barrel carburetor ... but don’t get me started on that.



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## DO THE MATH

You can see there's a significant investment to "go bigger." So the question is when should a pumper consider running a big vac truck? There's no one right answer, but I go back to the example my grandfather told me years ago. If you have more time than money, stay small. Meaning if you only have one to two jobs per day, stay small. If you have more money than time — meaning if you have a good savings account and you're working silly, long hours and seven days per week — it's time to go big.

Get the job done during the workweek, and try to regain your weekends for family time. I have struggled with the work-family balance my entire adult life. To date, we keep growing the company with bigger trucks and more employees to help me regain my weekends. ■



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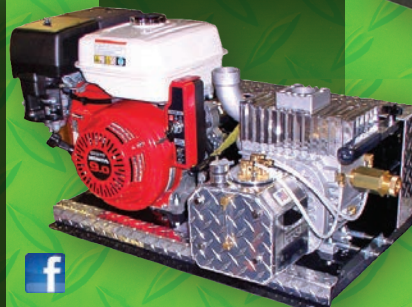
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**D**ave and Katy McGregor bought an all-black with pink lettering 2007 Peterbilt 335 built out by Vacutru Limited with a 4,300-gallon steel tank and 500 cfm 1054 Wallenstein Vacuum pump. The truck is powered by a Caterpillar 330 hp C7 engine tied to a Fuller 8LL transmission (Eaton Vehicle Group). The truck has a 4-inch inlet and 6-inch outlet, a 24-inch top-side manway and 36-inch rear manway, diamond plate hose trays, aluminum wheels, chrome accents including visor and bug deflector, three sight glasses, and full-locking rear end and air-ride suspension. The interior features AC and power windows. Graphics were provided by Hypervision Signs. Dave McGregor is the driver, and the truck is used for pumping residential and commercial septic tanks. The truck is used to raise money for the Huntsville Hospital Foundation Business Cares initiative, Pumping for Patients. ■

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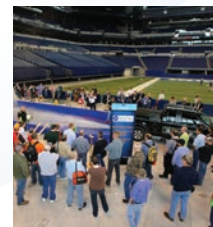






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## Arkansas

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## California

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## Colorado

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## Connecticut

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## Delaware

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## Florida

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## Georgia

Georgia Onsite Wastewater Association  
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Georgia F.O.G. Alliance  
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Kansas Small Flows Association  
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## Missouri

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## Nebraska

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Granite State Designers and Installers Association  
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## New Mexico

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## New York

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## Ohio

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## Oregon

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## Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers  
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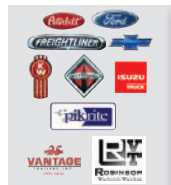
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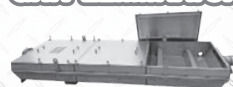


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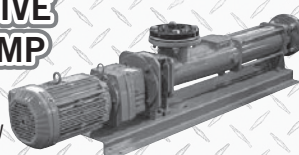
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# Septic Systems and Maintenance

By Craig Mandli

## AERATION PUMPS

### JET INC. 700++ AERATOR

The flood-resistant **Jet Inc. 700++ Aerator** is the only mechanical component in the 1500 Series BAT Media Plant and works in tandem with the BAT Media to provide complete biological processing. The aerator shaft spins and combines outside air with wastewater in the treatment compartment, flowing into the tank to provide oxygen for the treatment process. The dual-purpose foam restrictor protects the aerator by controlling foam created in the treatment chamber and also serves as a high-water alarm trigger. **800/321-6960; www.jetincorp.com.**



### SEPTIC PRODUCTS INC. OBSERVER 400

The **Observer 400** indoor/outdoor high-water alarm from **Septic Products Inc.** has a NEMA 4X polycarbonate, durable, watertight enclosure; 360-degree red alarm light; alarm horn; alarm test-normal-silence toggle switch; and automatic alarm reset. It comes with an internal terminal block with spots to connect incoming power, pump, pump float, alarm float and auxiliary contacts. A 6-foot, 120-volt power cord is optional. A mechanical float with a 15-foot cord and tie strap is included; other cord lengths as well as mercury floats are available. It is UL listed. **419/282-5933; www.septicproducts.com.**



## ALARM SYSTEMS/COMPONENTS

### CLARUS ENVIRONMENTAL LIQUID LEVEL ALARM SYSTEM

The liquid level alarm system from **Clarus Environmental** is useful for pump chambers, dose tanks, sump pump basins, holding tanks, lift stations and other nonpotable water applications. The alarm box is equipped with an audible and visual indicator to warn the user of a high-water condition: a control float switch activates the alarm system, the horn sounds, and the red beacon illuminates. All alarm boxes include test and silence functions. The NEMA-rated enclosures are rated for outdoor use and are designed for ease of installation. Variable-level control switches of varying lengths are also available. **800/928-7867; www.clarusenvironmental.com.**



### SEE WATER HYDRA TRANSDUCER PANEL

**Hydra Transducer Panels** from **See Water** are a complete line of simplex, duplex and triplex control panels with a versatile HMI touch-screen controller. The transducer pump control panels come standard with a stainless steel enclosure and a programmable monitoring controller that displays the tank level and pump status. **888/733-9283; www.seewaterinc.com.**



### SJE-RHOMBUS TANK ALERT SOLAR ALARM

A rechargeable battery via a 12-volt DC, 10-watt solar panel powers the **Tank Alert Solar** alarm from **SJE-Rhombus**. In full alarm, the unit will run for about 24 hours. Idle use without solar charging will run for about five days. It features a NEMA 4X indoor/outdoor-rated enclosure with integral mounting tabs for convenient installation and features LED indicators to show power on, reverse battery polarity and battery charging. Lithium-ion batteries provide backup power. **888/342-5753; www.sjerrhombus.com.**



### SUMP ALARM WI-FI VERSION OUTDOOR TANK ALARM

The Wi-Fi version outdoor tank alarm from **Sump Alarm** provides email, text and voice notifications for to up to five numbers. The unit can call installers when a client's tank is full. The weatherproof high-tank alarm requires no on-site wiring and includes a 90 dB horn and 1-inch LED indicator. Versions are available for high- and low-level detection and available in 120 or 220 volts. It joins the household's Wi-Fi network. It is preassembled and suitable for extreme temperatures. **314/787-8059; www.sumpalarm.com.**



(continued)



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## BIONETIX INTERNATIONAL FIZZY-TAB

**Fizzy-Tab** from **Bionetix International** is a multipurpose natural cleaner designed to control odor and help maintain healthy grease traps and septic systems.

It contains diverse microbiological organisms to activate digestion of solid waste and reduce sludge buildup in the bottom of tanks. Naturally occurring bacteria and enzymes (cellulase, lipase, protease and amylase) in the tablets speed up the biodegradation of paper, oils, grease and other inert solid materials that settle on tank bottoms. They can be applied to toilets or directly to septic tanks to reduce sludge buildup, extend drain life, prevent drain blockage, reduce pumping frequency, and lower the risk of a leachfield failure while simultaneously improving drainfield percolation, according to the maker. They come as blue 22-gram tablets containing 5 billion CFU/gram. They replace chemical products and don't attack plastic or metal pipes. They should be added monthly to keep the septic or grease trap system healthy and functioning. **514/457-2914; [www.bionetix-international.com](http://www.bionetix-international.com).**



## CAPE COD BIOCHEMICAL CO. CCLS

**CCLS** from **Cape Cod Biochemical Co.** was originally formulated for municipal waste treatment facilities, and the technology has been miniaturized for onsite septic systems. It provides the same primary treatment required by treatment plants including BOD and COD removal, solids settling, solids digestion and odor control. **800/759-2257; [www.septiconline.com](http://www.septiconline.com).**

## CENTURY CHEMICAL CORP. BIO-TAB

**Bio-Tab** from **Century Chemical Corp.** is a tablet that sinks to the bottom of a septic tank where buildup problems begin. Its time-release technology is designed to gradually dissolve to create a growing area of activity at the bottom of the tank. There, self-reproducing bacteria and enzymes quickly grow as they digest and liquefy the organic waste. The tablet establishes itself by working from the inside out. Regular usage, combined with routine pumping, can help maintain a septic system in good working condition while also helping to keep the proper level of bacterial action established and reducing odors and gases, according to the maker. **800/348-3505; [www.bio-tab.com](http://www.bio-tab.com).**



## ECOLOGICAL LABORATORIES PRO- PUMP BIO-REMEDIATION SUPER KITS

**PRO-PUMP Bio-Remediation Super Kits** from **Ecological Laboratories** are designed to recover flow in fouled and ponding absorption fields. **PRO-PUMP/HC** (High Count) is a special mixture of select, live vegetative bacteria that will break down and remove slow and difficult-to-degrade compounds. **PRO-PUMP/SA** (Sludge Away) is a natural humus soil science product designed as a biostimulant to speed the bioremediation process. **PRO-PUMP/OX** (Powered Oxygenator) is a calcium peroxide/hydroxide mix that's used as an oxygen source for the bacteria. The kits combine select cultures with enhancement technology that rapidly break down and degrade the organic compounds that reduce absorption flow recovery, according to the manufacturer. **800/326-7867; [www.propump.com](http://www.propump.com).**



## GREEN WAY PRODUCTS BY POLYPORTABLES LLC EARTHWORKS WATER TREAT GT

**EarthWorks Water Treat GT** ready-to-use, all-purpose treatment from **Green Way Products by PolyPortables LLC** is formulated to repair and maintain grease traps, septic systems, drainfields and wastewater holding tanks. It combines two natural technologies to control odor; reduce fats, oils, grease, and corrosion; and promote healthy wastewater containment systems. The primary active ingredient — an organic histosol — binds hydrogen sulfide, mercaptans and ammonia to reduce odor. Selective bacteria strains are added to reduce suspended solids and break down grease and waste. It will also condition the inside of a vacuum truck's holding tank during transport, reducing foul tank odors, according to the maker. It is available in mulberry and pine fresh fragrances and is offered in 1-, 5-, 7- and 55-gallon containers. **800/241-7951; [www.polyportables.com](http://www.polyportables.com).**

## J&J CHEMICAL CO. NUTANK

**NuTank** septic system treatment from **J&J Chemical Co.** is designed to replenish the enzymes in a septic tank. With high concentrations of billions of specific bacteria, it is engineered to break down solids, scum and sludge for a healthier septic system. Monthly usage can help reduce the potential for backup and costly repairs such as drainfield damage, according to the maker. Septic tanks are alive with bacteria that decompose solids. It can help boost the progression of bacterial decomposition to help keep the septic tank and drainfield going strong, even battling harsh detergents and antibacterial products. Once a month, toss one dissolving packet into a drain or toilet and wash or flush down. It is environmentally friendly and safe for all plumbing. It comes prepackaged in 12 packets per jar and 12 jars per case. Company contact information can be added to each jar. **800/345-3303; [www.jjchem.com](http://www.jjchem.com).**



(continued)





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## BACTERIA - SEPTIC

### LENZYME TRAP-CLEER PACKET

**Lenzyme Trap-Cleer** is packaged in a clean and easy-to-use packet. The packets enable complex organic compounds in the presence of water, bacteria, and enzymes to break down or transform into simpler compounds, according to the maker. The process adds back the enzymes in the formulation to speed up the union of water with a substance, increasing the efficiency of the bacteria. Then, the bacteria can take over and eat the waste fragments. Bacteria enzyme action is specifically targeted. Private labeling is available. **800/223-3083; [www.lenzyme.com](http://www.lenzyme.com).**



### ONE BIOTECHNOLOGY LIQUID BIOONE

**Liquid BioOne** from **One Biotechnology** is a 100 percent natural drainline, septic and grease trap maintainer. Applied on a regular basis after a drain or septic treatment, it can help to maintain free-flowing drains, eliminate odors and reduce the number of backups between scheduled pumpings, according to the maker. It doesn't contain enzymes or caustic agents and is safe for people, pets, and pipes, displaying the U.S. Environmental Protection Agency's Safer Choice logo. **800/951-4246; [www.onebiotechnology.com](http://www.onebiotechnology.com).**

### WALEX PRODUCTS CO. BIO-ACTIVE SEPTIC TANK TREATMENT

**Bio-Active Septic Tank Treatment** from **Walex Products Co.** can help reduce solids and restore the population of worker bacteria and enzymes, helping keep septic systems healthy between recommended tank pumping, according to the maker. Monthly application involves flushing one packet down the toilet. It is safe for all plumbing and helps prevent backup and dissolves solids. Each bag contains a one-year supply. **800/338-3155; [www.walex.com](http://www.walex.com).**



## CASE STUDY

### ADDITIVE USED TO TREAT BLOCKAGE IN DRAINFIELD LINE

**Problem:** North Carolina homeowners called J.C. Johnson Plumbing & Septic when they saw water surfacing 55 to 60 feet into the drainfield area. Technician Jim Sparrow ran a camera through the line exiting the tank and quickly determined the line was almost full of sludge.

**Solution:** Sparrow installed a clean-out on the outlet end of the tank and then poured **bioForce Maxx** from **Chempace Corp.** into the line. The septic tank was also pumped down to make sure no water would be going into the field for a week. After approximately one month without incident, a camera was used to inspect the line. The first 30 feet had gone from being full of sludge to only about a 1/4 inch on the bottom. The line was treated again with another 5-gallon pail of bioForce Maxx.

**Result:** To date, there has been no further surfacing water in the drainfield. **800/423-5350; [www.chempace.com](http://www.chempace.com).**

## DYES

### BRIGHT DYES - DIVISION OF KINGSCOTE CHEMICALS INSPECTION DYE

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



## EFFLUENT/SEWAGE/SUMP PUMPS

### ASHLAND PUMP AGP-HC200

The **AGP-HC200** grinder pump from **Ashland Pump** has a radial portion that grinds waste into fine slurry as well as a cutting-edge axial portion that cuts and chops stringy solids and other forms of nonhuman waste into pieces small enough to pass through the small-diameter discharge pipe. Fibrous materials get chopped and cut, while the soft solids become slurry, minimizing downstream solids and preventing clogging. The engineered design prevents wrapping at the inlet. The cutters are made of case-hardened 440 stainless steel and are easy to sharpen and adjust clearances, according to the maker. **855/281-6830; [www.ashlandpump.com](http://www.ashlandpump.com).**



### FLYGT - A XYLEM BRAND CONCERTOR

The **Concertor** smart, interconnected wastewater-pumping system from **Flygt - a Xylem Brand** senses the operating conditions of its environment, adapts its performance in real time, and provides feedback to pumping station operators. It offers energy savings of up to 70 percent compared to a conventional pumping system; it also reduces inventory by up to 80 percent due to flexible performance. Clog-free pumping operation and clean wet wells can save up to 80 percent in vacuum cleaning costs, according to the maker. Its compact design reduces cabinet size by up to 50 percent. It offers a wide performance field to choose the right operating point, making performance fine-tuning simple. **855/995-4261; [www.xylem.com](http://www.xylem.com).**

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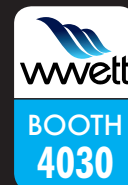
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## EFFLUENT/SEWAGE/SUMP PUMPS

### FRANKLIN ELECTRIC STS SERIES

The 9-inch **STS Series** submersible turbine pump from **Franklin Electric** has 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 cutlass 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.**



### HYDRA-TECH PUMPS S6VAL

The **S6VAL** 6-inch hydraulic submersible wastewater pump from **Hydra-Tech Pumps** is lightweight, compact and able to pass large solids and stringy materials. It handles hydraulic inputs up to 30 gpm at pressures up to 3,000 psi, and it will continue to move water at heads up to 70 feet. Beyond water, it can handle semisolids measuring up to 5 inches. The pump volute is cast aluminum, and the impeller is stainless steel. When compared to the company's ductile iron model, the aluminum is 33 percent lighter, which aids in preventing lifting problems and injuries. When combined with

HT50 to HT75 power units, it is capable of flows up to 1,600 gpm. **570/645-3779; www.hydra-tech.com.**

## ELECTRONIC LOCATORS

### GENERAL PIPE CLEANERS GEN-EYE HOT SPOT

The **Gen-Eye Hot Spot** pipe locator from **General Pipe Cleaners** includes a total field antenna array and on-screen icons designed to lead the operator to the target without a long learning curve. It can help quickly locate inspection cameras, sondes, active power lines and utility lines with pinpoint accuracy, according to the maker. The easy-to-see, auto-backlit LCD display uses arrows to point in the right direction. The null icon indicates the pipe location and the camera icon confirms when the locator is over the target. To locate utility lines, circle the energized pipe or tracer wire until the utility icon appears on the screen. Rated at IP65, it's water-resistant and dust- and dirt-proof. It has passed the 1-meter drop test, while the screen passed an 18-inch steel ball drop test. It locates two sonde frequencies, two power frequencies and four line frequencies, and the USB port can be used in the field to upgrade software. **800/245-6200; www.drainbrain.com.**



## SUBSITE ELECTRONICS UTILIGUARD

The **UtiliGuard** utility locating system from **Subsite Electronics** uses AIM to automatically scan the surrounding area for noise and recommend the best frequency among its 70 options. To help users make more accurate locates of obstructed utilities, it measures distances (depth) both horizontally and vertically to the utility. The system has an intuitive, six-button, multilanguage operator interface and a high-contrast LCD display to ensure visibility in all conditions, including direct sunlight. A dual-output feature allows users to connect the transmitter to two utilities at once, and the system is Bluetooth-enabled to simplify data transfers. Its rugged housing with an IP65 rating protects against dusty, dirty, and wet conditions, and it has 100-hour transmitter and 30-hour receiver battery life. **800/846-2713; www.subsite.com.**



## FILTERS

### ADVANCED DRAINAGE SYSTEMS SEPTIC STACK

The **Septic Stack** system from **Advanced Drainage Systems** is available in configurations of 9, 11 and 13 pipes. The units allow for exceptional soil contact without the use of gravel, functioning as a trickle filter to disperse effluent into the voids in and around specially banded ADS pipe. This pipe is engineered with holes and slots, allowing it to collect and disperse effluent as it passes over the corrugations in the pipe. Systems are available for use in both residential and commercial applications in trench, bed and mound configurations, as well as pressure dosing. **800/821-6710; www.ads-pipe.com.**



(continued)

## CASE STUDY

### SUBSURFACE BED SYSTEM SOLVES TIGHT SITE CHALLENGES

**Problem:** A two-bedroom home built in 1925 in La Porte, Indiana, failed the septic inspection during a property transfer. The existing system included a saturated dry well and a septic tank that needed to be abandoned. A soil report was conducted and showed a 0.5 gallon-per-square-foot loading rate; a future system required 402 square feet in order to meet Indiana State Department of Health requirements, but the available space was limited to the point where it looked like a holding tank would be the only option. Setback constraints included the well, the to-be-abandoned dry well, and the house itself. Additionally, the septic tank needed to be replaced.

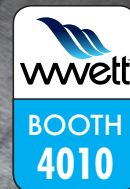
**Solution:** The Indiana Onsite Wastewater Professionals Association and installer Rod Swank from A-Hope OS Systems concluded that an **Eljen Corp. GSF Geotextile Sand Filter System** would fit on the site. Of the five system types approved in Indiana for the GSF system, a subsurface bed was selected; 22 A42 GSF modules met the sizing and square footage requirements of the system.

**Result:** The bed system using gravity distribution was installed utilizing two laterals of 11 modules each, with an overall bed dimension of 9 feet wide by 45 feet long. The new homeowner now has a code-compliant system with minimal maintenance requirements. **800/444-1359; www.eljen.com.**





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## FILTERS

### SIM/TECH FILTER PLEATED FILTER UNITS

Pleated filter units from **Sim/Tech Filter** provide gravity effluent filtration in septic tanks and turbine pump filtration in pump tanks. The filtration size is 3/32 inch in two dimensions. Flow channels in the pleated material result in increased longevity. All filter types start at over 2,000 square inches of filtration area. The 45 percent open area (over 900 square inches) is equivalent to 800 linear feet of 3/32-inch slots. Various configurations and larger units are available. **888/999-3290; [www.simtechfilter.com](http://www.simtechfilter.com).**



## HAND/POWER TOOLS



### CRUST BUSTERS AGITATOR

The hand-held power agitator from **Crust Busters** has an 80-inch shaft and two- or three-blade propeller designed to mix a 1,000-gallon septic tank in five minutes. Options include 2-, 4-, 6- and 9-foot extensions and a short three-blade shaft that adapts to the two-blade unit. **763/878-2296; [www.crustbusters.com](http://www.crustbusters.com).**

## LIDS

### FERGUS POWER PUMP DUEL POWER LID

**Duel Power Lids** for septic tank installations or restorations from **Fergus Power Pump** are designed for new installation or to complete a restoration project by replacing a concrete lid. It is designed like the rafters in a house to give structure durability and support heavy wheel load without added weight to the lid. The top is slightly domed to meet compliance throughout the U.S. Lids can be insulated with R-value of 6 and are available in 18-, 24-, 30- and 36-inch sizes. **218/736-6772; [www.ferguspowerpump.com](http://www.ferguspowerpump.com).**



### HEDSTROM ENVIRONMENTAL SEPTIC LINE

The **Hedstrom Environmental Septic Line** is designed to eliminate riser systems. Poly 18- and 24-inch lids and adapter plates are retrofit for standard corrugated I.D. drainpipe. The square-to-round adapter plate allows for quick conversions of tank risers to corrugated pipe. Products are rotationally molded for strength with UV inhibitors to protect against color fade. Lids can be standard, ordered

foam-filled, or can be filled with sand for additional strength. Gasket and safety screws come standard, along with optional custom nameplates displaying your company name and number. Safety nets are available upon request. **855/556-6755; [www.hedstromenvironmental.com](http://www.hedstromenvironmental.com).**

## RISERS

### INFILTRATOR WATER TECHNOLOGIES EZ SNAP RISER

The **EZ Snap Riser** from **Infiltrator Water Technologies** is an easy-to-assemble watertight riser system for septic tanks, pump tanks and cisterns. The modular sections and click-and-lock technology allow the riser height to be customized for any installation and create a watertight gasket-to-gasket seal. Made from polypropylene, the risers can be used with either concrete or plastic tanks and are available in 2-, 6- and 12-inch sections with a 24-inch diameter that can be nested for efficient transportation. No assembly tools, sealant/caulk, or hardware is required. The slip-resistant lids are fastened using stainless steel screws and can withstand a wheel load comparable to the weight of a full-size pickup truck. The system includes a safety lid providing secondary protection if a primary riser lid is damaged or removed. **800/221-4436; [www.infiltratorwater.com](http://www.infiltratorwater.com).**



### POLYLOK INC. / ZABEL 20- AND 24-INCH RISER SERIES

**Polylok Inc. / Zabel** offers 20-inch risers in 2- and 3-inch heights. These risers are similar to the company's 24-by-3-inch riser pan. Whether working with a septic tank, distribution box or drainage box, stacking these heights with the company's existing series of 6- and 12-inch risers enables installers to get the required fit. A concrete plug can be installed in the 20- and 24-inch riser series, and safety screens are available to provide a secondary layer of protection. **877/765-9565; [www.polylok.com](http://www.polylok.com).**

### TUF-TITE TANK RISERS

Tank risers from **TUF-TITE** have internal supports or ledges to reinforce internal plastic safety lids. The ledges will strengthen the company's plastic internal safety lids or a variety of internal safety devices made by others, such as concrete, fiberglass or rope netting. The riser lids come with all necessary mounting hardware, including safety screws. **800/382-7009; [www.tuf-tite.com](http://www.tuf-tite.com).**





## SMOKE LOCATORS

### SUPERIOR SIGNAL CO. 5E ELECTRIC SMOKER

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



### TURBO FOG DIVISION OF KINGSCOTE CHEMICALS M-45

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



## VENT PIPE FILTERS

### PAGODA VENT SEPTIC VENTS

Septic vents from **Pagoda Vent** are designed to help enhance system function with landscape appeal and homeowner approval. The premade units are designed to provide the necessary ventilation to the drainfield and have a durable, lightweight exterior that won't fade or rust. The units encourage a healthy subsurface environment, mitigate harmful gases, and preserve concrete component integrity by diminishing the opportunity for microbial-induced corrosion. Optional odor filter cartridges are available and fit concealed in the vent unit. **888/864-1468; www.pagodaavent.com.**



### PRESBY ENVIRONMENTAL ORNAVENT

The **Ornavent** from **Presby Environmental** is designed to disguise septic vents. It is easy to install and comes in different colors and designs fitting on Schedule 35 and 40 PVC. It is designed to replace the aesthetics of the candy-cane vent while providing sufficient ventilation to the aerobic bacteria in a septic system leachfield and allowing for gas exchange within the system. **800/473-5298; www.presbyeco.com.**



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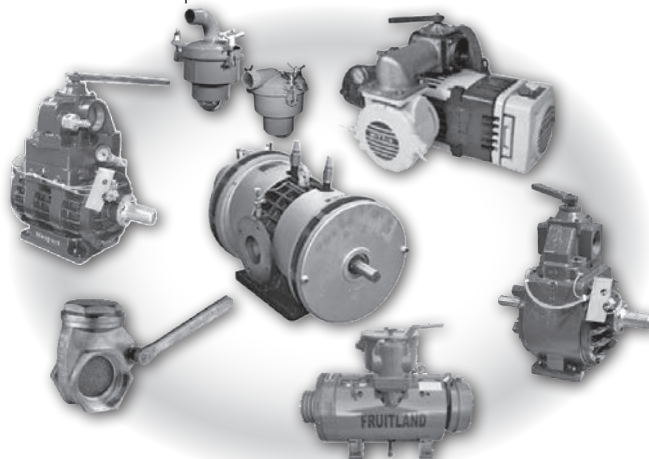
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## ROCKSLIDE ALLOWS ONE WORKER TO INSTALL A GRAVEL-AND-PIPE LEACH LINE

Septic system installer Brady Rettkowski knew there had to be a better way. The Oregon-based contractor was spending an inordinate amount of time installing gravel-and-pipe leach lines for his systems, taking up valuable man-hours.

"I've always thought gravel-and-pipe leach lines are the best method, but it's hard to justify the labor, especially for installers who only have one or two employees," Rettkowski says. "I just started looking for a way to speed up the process."

That brainstorm ultimately led to the **Rockslide**, an invention that allows one productive backhoe or mini-excavator/skid-steer operator to install more than 1,000 linear feet of leach line in a day. The unit is towed behind the backhoe or excavator and installs gravel, pipe and fabric in a single pass. The automated system is designed to enable perfect pipe placement.

Using the Rockslide, workers are never required to enter the leach line trench prior to aggregate placement. All engagement for locomotion or relocation is done directly by machines, with no need for personnel to help with lifting. The unit is designed for use in all soil types, as trenches in loose or sandy soils only need to stay open for a few seconds. Once the unit has passed through a section of trench, a cave-in won't hurt the leach line, as the gravel and pipe are already placed and protected with filter fabric.

"From the testing we've done, soil type really makes no difference in the performance of the unit," Rettkowski says. "I'd only recommend using our lighter version of the unit in areas that are prone to soil compaction."

According to Rettkowski, labor savings are substantial using the Rockslide. Input costs are lower due to the less expensive materials and a decrease in waste. The Rockslide also provides increased flexibility in trench formation along contours and around obstacles, without a significant slow down in production.

"Gravel-and-pipe leach lines are typically less expensive than alternatives, but the time it takes to install them deters installers from using them," he says. "I invented it to make my life easier as an installer, and after seeing the benefits of using it, I think other installers will appreciate it as well." **541/567-7830;**

**[www.rockslidetechnology.com](http://www.rockslidetechnology.com).**



## VANTAGE TRAILERS DOUBLE-WALL TRAILER

The Vertical Panel Smooth Side, double-wall, end-dump trailer from Vantage Trailers is available in widths of 76, 85, 91, 96 and 102 inches. The aluminum trailers come in different designs and can be custom-built, including frameless, frame-type or quarter-frame. The standard smooth-side model consists of a single sheet, top rail and center rib. **800/826-8245;** **[www.vantagetrailer.com](http://www.vantagetrailer.com).**

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## Thomas Edwards, Owner of J-Town Johns, Passes Away

Thomas Edwards, longtime owner of J-Town Johns and GMF Associates in Johnstown, Pennsylvania, passed away Sept. 25 at age 75. In addition to running a family portable sanitation business from 1977 to 2012, Edwards sold products for several companies serving the wastewater industry, including TOICO Industries, Hampel Corp. and Olympia Fiberglass Industries. He is survived by his two sons and wife, Rita. ■

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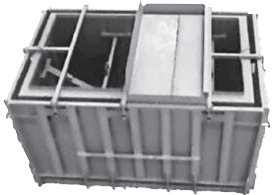
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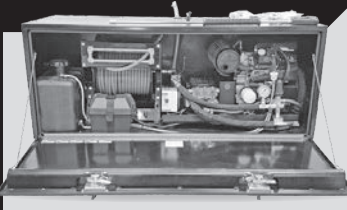
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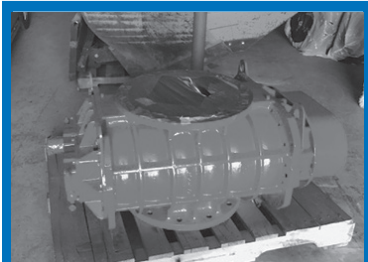
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2007 Aquatech B10/1500: CAT 335hp (EPA 04) with Allison automatic transmission. 88,000 miles. 1,400 hours. New Roots 624 blower, 8" x 19' extendable boom, pump-off option, internal tank flush, 6-function joystick. Excellent condition. KLM Rentals Inc. 617-909-9044 (PBM)

2000 Sterling Jet Vac 1015 Sterling LT - 9500 Hibbon blower, Myers DP pump 80gpm @ 2,000psi, 310hp, Fuller 8-speed transmission, 178,953 miles. Works well. \$60,000. Contact Glenn 978-375-6047. (P12)



**2001 Mack Vector 2115:** 100gpm roller, 800' hose reel, 1024 Roots blower, hydro kit. Only 2 years on rebuilt Cummins ISX600 engine. 318k miles, 16k hours on this well-maintained, work-ready truck! ..... Asking \$79,000

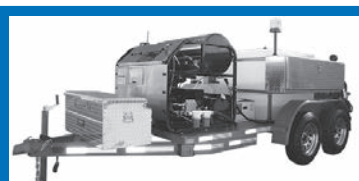
**Call 248-345-3993, MI** P12



**Vac-Con** industrial machine mounted on a pre-owned 2006 Sterling cab and chassis. \$59,000. (Stock #8593C)

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**The Industry's Most Versatile Trailer Jetter!** Model# HJ2TA1030HW, tandem axle trailer, 35 hp Vanguard 10 gpm @ 3,850 psi, 325-gallon water tank, 300' hose, General pump. **Fully loaded!** List \$36,995. On sale for \$32,995.

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

FMC triplex pump w/2,500psi, 60gpm. 600-gallon water tank, 50hp gas engine, tandem axle, hydraulic hose reel. \$12,500. Tarek 832-914-2855 (P12)

## JETTERS-TRUCK



**1994 International jet truck:** Navistar DT-466 engine, Eaton transmission, 254k miles. 800H jetter - 65gpm at 2,000psi, 1,000-gallon water tank. .... \$7,500 OBO

**602-723-0317, AZ** P12

1974 Ford F-600 jet truck 23,000 GVW, 1,650 psi, 65 gpm. 300 CI industrial engine for pump with 500 ft. of hose on truck, reel plunger, Myers pump. Works well. Great truck for sewer and drain company. \$5,000. 801-807-8335 (P01)

1975 Ford F-700 water jet truck. 60gpm @ 2,000psi. 35,000 miles. Runs great. \$2,500. 706-798-8080 (P12)

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100 PolyJohn PJ3s, most are blue and white, construction grade. 12 Olympic fiberglass, construction grade. \$150 each. Call 845-883-7880. (P12)

Used portable restrooms: 200 Sebach units - have only been used at special events. Ready to rent, very few decals on them. \$150 each. Handicap units for \$250. Ohio. Call Tom 419-466-1349. (P12)

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We have new and used restroom trailers in stock and for sale. Please call us at 724-539-1009 for details and pricing. (P12)

2004 NuConcepts Prestige Series portable restroom trailer, \$10,000. Located in West Milford, NJ. Buyer responsible for transportation. Contact mbseptic@gmail.com (P12)



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**800-680-2902 x101** P12  
**jackm@montondotrailer.com**

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

## PORTABLE RESTROOM TRUCKS



**2007 Dodge** pumper/jetter truck. New 6-speed transmission and clutch. 1,000-gallon dirty. Newer tank, pump motor and pump. 190k miles. Pumps strong, nice little truck!

**773-491-6093, IL** P12



**1999 Ford F450** pump truck. \$9,890 FIRST CASH TAKES. Good running truck. 350 waste and 100 freshwater. Ready to go. Would consider trade for a new slide-in unit. Call/text for pictures.

**Robert 309-202-0199, IL**  
**robert@mortonrentals.com** P12



## PORTABLE RESTROOM TRUCKS



**2012 Ford F550** diesel, auto., 2WD, new aluminum 650w/300f vacuum tank, Conde SDS6 pump.

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



**Portable Restroom Service Trucks for Sale:** 2011 Dodge 5500 with 1,100-gallon tank, 2WD/Auto Cummins diesel with 148k miles - \$34,000. 2003 International with 1,500-gallon Best stainless tank. 2WD/Auto diesel with 234k miles - \$25,000. 2012 Ford F-550 with 1,100-gallon tank, 2WD/Auto diesel with 85k miles - \$29,000. 2007 Hino 268 1,500 gallon stainless tank, Automatic, 288K miles. Email Tom for more photos.

**Tom@ArisRentals.com** P12



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

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Portable Toilet Truck: 2008 Ford F550, 4x4, V-8 diesel, automatic. 232,000 miles with new engine at 158,000 miles. 225-gallon freshwater, 650-gallon waste water. Can haul 8 toilets. Still used everyday, want to update. \$34,000 OBO. Text 989-737-1920 for photo. E-mail ptoilet@charter.net. (P01)



**2007 Chevrolet 6500** with 950-gallon Crescent flat tank and new 350-gallon freshwater tank. Carries 8-units. 156k miles. Great P & D truck. \$22,000 w/o liftgate or \$27,000 with new liftgate.

**Call/text 802-242-2222** P12



**For Sale: 2012 Mitsubishi Fuso FE160.** 124,835 miles Imperial 300/150 slide-in tank. Anthony liftgate. Carries 8. \$25,000 OBO. For more info/pics, email or call:

**574-896-5424, IN**  
**office@johnnypotty.com** P01



**Three (3) Portable Restroom Service Trucks for Sale w/Tanks:** 2007 Ford F450 with a 6.0L diesel and 200/350 (water/waste) tank, 125,732 miles — \$32,000. 2004 F550 with V10 and 150/300 tank, 76,000 miles — \$22,500. 1990 International with straight-6 diesel and 150/300 tank, 163,264 miles — \$17,500. Please call or email with any questions or for more pictures and info.

**217-344-5004, IL** P12  
**ipt-info@gullifordservices.com**

2009 International DuraStar with 76k miles. Ready to be used on route. New pump 7/17 along with other misc. upgrades. Asking \$35,000 OBO. Call/text 614-560-7505. (P12)

(2) 2015 Freightliners 700/400; 2014 Ford F550 flatbed 750/350; 2015 Ford F550 flatbed 750/350. Please email for details: aflushaway@verizon.net (P12)

2013 Mitsubishi Fuso, 77k miles, automatic, a/c, power windows. New 1,500-gallon (1,000 waste/500 fresh) vacuum tank. Honda/Juop powered. 2-unit carrier. Shurflo freshwater pump and hose reel. Turnkey truck. \$50,000. 337-315-0692 (P12)

Non-emission service trucks, prices reduced NJ: 1996 International LowPro service truck, DT466 automatic, 700 waste/300 fresh, stainless hose trays, great for pulling trailers \$11,500. 1999 International, DT466 automatic, stainless 900 waste/400 fresh, hydraulic-drive PTO, auxiliary washdown tank \$12,000. 2000 International, 444E automatic, 1,000 waste/400 fresh, stainless hose trays, hydraulic-drive PTO \$14,000. Email your cell # is better for pictures and info customerservice@mrbobs.com or call Bob @ 609-859-3629 (P12)

2006 International 4300, 275,000 miles, 20,000 hours. Best Enterprise stainless steel 1,100/400 tank, hydraulic-driven Conde pump. \$12,000. Contact Thomas for pictures and more information: 228-493-7327; tjphares@scenicgroup.com (P12)

2012 Ford F550 Best Enterprise built 800-gallon waste tank/300-gallon water tank. 2-unit carrier. 30 ft. Tiger Tail hose. 119,647 miles. Runs great. \$46,000 OBO. 608-835-3459; sales@buckyspt.com (P12)

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)

**2011 GMC Sierra 3500HD:** Duramax diesel, auto., 4WD. Flat bed, new aluminum vac tank 300w/150f, Conde pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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

Two (2) 12-foot American shower trailer units and 2001 International 4700 potable water truck, 41k miles. Excellent condition. Located in Tonopah, NV. \$85,000 for package. Email mandkshannon@hotmail.com or call 775-482-6841. (P12)

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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)

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

## SEPTIC TRUCKS

2003 International 4300: DT466, 250hp, 6+1 manual transmission, 252k miles. NEW brakes, drums, rims, virgin 11R22.5 tires, fresh paint on cab and frame. Current DOT Inspection. NEW 2,500-gallon tank, LC420 pump, LED lights, sight glasses, lever valves with stainless steel fittings. \$40,000 - Delivery included to lower 48! 5-year warranty on tank, 2-year warranty on pump. Call or text 734-309-2093. (P12)

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**1998 Mack E427**, Eaton 10-speed transmission. Brand-new 3,600-gallon tank, never used. Fruitland vacuum pump. Brand-new paint, tires 95%. ..... \$40,000

**Scott 763-213-8235, MN** P12



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**2016 Peterbilt PB348** 3,000-gallon vacuum pumper/ dumper. Keith Huber Dominator Series III. Less than 4,500 miles. .... \$145,500

**Call Sandy 681-207-3079**  
**or 239-849-0363** P01

1991 Ford LN9000: 425 CAT, 8LL trans, 4,800-gallon vac tank, Battioni vac pump, Dietrich knife system. \$20,000 OBO. Tim 309-275-7070 (P01)

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. \$37,500. KLM Rentals Inc. 617-909-9044 (PBM)

1995 Ford F800: 8.3 Cummins, 6-speed, 254k miles. NVE pump, 2,200-gallon tank. \$14,500. Serious inquiries only please. 951-830-4840 (P12)



**2014 Kenworth T-270:** Cummins 325hp, EF 8-speed, 127k miles, 2,500-gallon steel tank, Juroop RV360. New tires all around, new paint tank & frame. Great truck. .... \$61,500

**804-895-6355, VA** P12



**2007 GMC 7500** pumper truck, pre-emission, low mileage. 2,100 gallons, CAT-C7 with 65,000 miles, Allison automatic transmission. One owner/operator, all maintenance records available. All equipment and 140 ft. of hose included. .... Asking \$90,000

**Call Jim 908-295-2392, NJ** P12



**1989 International** pump truck, 3,600-gallons, 47,000 miles on reman. engine, 6-speed transmission. Has water jet, needs water tank. .... \$25,000

**757-482-3594, VA** P12



**2016 Peterbilt 348** cab, automatic transmission, 4,200-gallon FlowMark aluminum tank, 877 Challenger pump, 6,000 miles - almost new. Bigger truck on order. .... \$145,000 firm

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



**1999 Peterbilt** w/4,200-gallon aluminum pup trailer. Used regularly. Air ride truck & trailer. Juroop 420 pump mounted on tractor. Norfolk, MA ..... \$38,000

**jasonh@pumperguys.com** P12



**2004 Mack Vision 612** with 3,500-gallon Pik Rite steel tank, Moro pump, lift axle, 236,000 miles. Working daily. .... \$39,000

**Gene 410-294-9520, MD** P12



**2013 International 4300:** Only 150k miles. Brand-new 2,100-gallon tank. Brand-new Juroop PN84 pump. Allison 2500RDS automatic. Turnkey truck. Cold a/c. Immaculate interior. Under CDL! Ready to work! Located in Central Arkansas. .... \$46,000

**Call/text Caleb**  
**281-914-1192, AR** P12

2013 International ProStar 8600, 10-speed, air ride. 220K total original miles - not just miles on the engine. A/C, cruise and more. Great condition. Brand-new 3,600-gallon steel tank, Juroop pump and 240' of 3" hose. Ready to go to work. Asking \$74,500 OBO. Call Forrest 830-857-3756; Call or email for pictures fneville@yahoo.com (P12)

1991 Kenworth T800, CAT 3406B, 13-speed, air suspension, 3,000-gallon tank, hoist, Juroop R260 vacuum pump. 3" valve & 6" air-control dump. 36" rear door. Located in Central MN. \$25,000. 320-212-9908 (P01)

2012 Freightliner M2 106 chassis, Allison transmission, Cummins 350hp, 150,000 miles. Imperial 3,600-gallon tank with tank hoist and full-opening dump door. \$90,000. Located in central FL. a1payless@embarqmail.com (P12)



**2001 International** pump truck, 1,500-gallon tank, Masport model HXL4 pump, 300,000+ miles. Many additional parts available. Located in Many, Louisiana. .... \$25,275

**Call 318-256-0605 or**  
**Toll-free 1-866-512-0979** P01



**2005 Freightliner**, C-12 CAT 335 horsepower, 10-speed, cruise and a/c. New 2,500-gallon tank with stainless steel hose trays. Juroop R260 vacuum pump. New paint and aluminum wheels. Very nice, low-mile truck. Financing and delivery available. .... \$39,000

**Call/text 740-961-7431, OH** P12



**1990 Peterbilt 357** w/5,350-gallon vacuum tank, built in 2012, (3) heads, double-welded inside & outside, 350 gallons freshwater, 5,000 gallons wastewater. (2) 4" heated inlets valves, (1) 6" heated dump valve. Cummins 365hp w/360,000 miles. All super singles wheels. .... Make offer

**417-342-3317, MO** P12

2012 International 7000 Series: MaxxForce 350hp, Allison transmission, pusher axle. 4,300 US gallon steel tank, NVE 500cfm pump. Transway system 3" suction, 4" discharge. Side-mount toolbox, work tray in back. 72,000 miles. Garaged all year. \$90,000. Call 860-628-7355. (P12)

1990 Peterbilt 357 w/5,350-gallon, 2-compartment tank - built 2012. 350-gallon freshwater. Two 4" heated inlets, one 6" heated dump. Cummins 365hp, 360,000 miles, 5 axles, lockers, jakes brakes. 425/65/22.5 steers & drivers, 385/65/22.5 lift/tag. \$84,000. pumpitsepticservice@yahoo.com; 417-342-3317 (P12)



## SEPTIC TRUCKS



**2007 International 8600:** ISM Cummins, 10-speed Eaton automatic, 238,000 miles. 3,500-gallon aluminum tank, water-cooled Masport 400. \$75,000. Two other 8600s available with 3,600-gallon steel tanks.

**270-832-3793**

P12



**2006 International 4400:** DT466, fresh overhaul, 10-speed Eaton manual. 3,600-gallon steel tank, aluminum catwalks, water-cooled Masport 400. .... \$45,000

**270-832-3793**

P12



**2011 International 4400:** DT466, 230hp, auto., 124,000 miles. New 2,500-gallon steel vacuum tank, new Jurop PN43 317cfm vacuum pump.

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

2017 Freightliner M2, 1,800-gallon septic/grease. More info at <https://youtu.be/HHsUE87S7hA>. Larry Towner 770-241-0989; ltowner@peachstatetrucks.com (P01)

2001 Peterbilt 379: 4,000-gallon tank, 200-gallon jetter tank. 13-speed transmission. New tires, great condition. \$58,000 OBO. Call 770-294-4138. (P12)

2004 Freightliner M2 w/2,500-gallon tank, 100-gallon water tank. 367 Challenger. Automatic transmission. ~150,000 miles. \$30,000 firm. Nashville, TN. 615-477-4741 (P12)

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One-owner daily drive 1998 Ford F8000, Caterpillar motor, 2,500-gallon tank, Masport water-cooled pump. Photos upon request. 864-444-7316 (P02)

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2002 Sterling Acterra: 2,500-gallon Progress tank, NVE pump, 250hp CAT engine, 7-speed manual, 256,000 miles, \$20,000. PA. 724-459-5675; hainansanitation@aol.com (P12)

1989 International 9370 3,600-gallon vacuum truck. 400 Cummins, 18-speed transmission. Jurop 700cfm pump. Full-opening rear w/dump ram. \$30,000. Call Joe 775-691-1403, NV. (P12)

1988 International 9370 3,600-gallon vacuum truck. 400 Cummins, 15-speed transmission. Jurop 700cfm pump. \$20,000. Call Joe 775-691-1403, NV. (P12)

1982 Ford L9000, 300 big cam Cummins with 10-speed, 2,200-gallon Abernathy tank with Jurop pump. Asking \$16,500. Call 828-553-1064 if interested. Located in NC. (P12)

**2014 International 4300:** DT466, under CDL. 109,000 miles. New 2,000-gallon aluminum vac tank, new Jurop PN84 vac pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**2011 International 4400:** DT466, 230hp, auto., 95,000 miles. New 2,500-gallon aluminum vacuum tank, new NVE607 386cfm vacuum pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**1995 Freightliner**, Detroit diesel, 13-speed, 3,365-gallon vacuum tank, Masport W75 pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR @ 720-253-8014, CO. (PBM)

2018 Mack GU433 with a new 4,000-gallon aluminum vacuum tank with Masport HXL400WV pump. (Stock# 13745) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2018 Peterbilt 348 with a new 4,000-gallon aluminum vacuum tank and Masport HXL400WV pump. (Stock# 13747) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

Pre-owned 3,000 U.S. gallon, carbon steel, non-code, dump unit. Mounted on 2000 Peterbilt 330 cab and chassis with a Presvac PV750 vacuum pressure pump. (Stock# 5247V) **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)

1989 Freightliner with a Presvac 3,500-gallon, carbon-steel vacuum tank and a PV750 vacuum pump. (Stock# 9382V) **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)

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)

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Aluminum 800-gallon slide-in vacuum tank, can also be used as truck bed on cab & chassis. 115cfm Conde pump. Excellent shape. \$9,500. 740-357-1208 (P12)

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



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. Tank and truck packages are also available. Located in Throop, PA.

**Call Bill 570-347-5125** P01

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

150-gallon, heavy-duty steel tank. Was used for pumping smaller grease traps. Fits in the back of a full-size van or high top. \$500. Dan 920-585-9924, WI (P01)

2002 Keith Huber portable toilet service tank, 700 waste/350 water. (Stock# 602SV) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

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

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**281-968-8513**

P12

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

## TRAILERS- VACUUM/TANKER



**1988 Keith Huber**, steel, aluminum rims, 5,000 gallons, rear dump, tri-axle, single compartment. Newly refurbished, new cylinders. ....\$79,000

**Rich 734-368-4127, MI**

P12



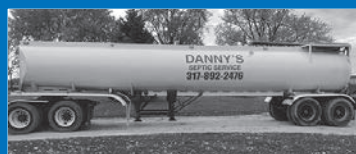
**Imperial Vacuum Trailers:** In stock, 6,000- and 6,300-gallon aluminum single-compartment Imperial vacuum trailers.

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

PBM

2002 Acro 7,000-gallon vacuum trailer with Fruitland 500 vac pump. Ready to work. \$38,000. Email [basi\\_mm@yahoo.com](mailto:basi_mm@yahoo.com) or call 419-358-1936. (P12)

2012 Dragon 5,460-gallon carbon-steel vacuum tank trailer. (Stock# 3901C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648) (PBM)



**Fruehauf aluminum tanker**, 8,200 gallons. 1969. 6-inch dump, 4-inch intake. Nice trailer! ....\$17,000

**317-654-1429, IN**

P12



**2012 Pik Rite 5,500-gallon** vacuum trailer. Air ride. Fruitland 500 pump. Great condition. Ready to work. Kirkwood, PA .....\$15,000

**717-529-0931**

P12

## TRUCKS - MISC.



**1999 Freightliner FL-112**, Cummins M11 370, cab & chassis, 10-speed, GVW 60,000 lbs. Air-ride, heavy-duty frame, new brakes & drums, 227" wheel-base. Ready for your 3,500-gallon tank. ....\$13,900

**704-633-3962, NC**

P12

## VACUUM EQUIPMENT



**2006 Peterbilt 335** 330hp tandem axle with a C7 Caterpillar, automatic. Used C7 was installed 10/16/16, 1,000 hours of run time, 8,387 miles since this installation. 19,166 hours, 226,941 miles. 2/17 walking beam rebuilt, 6 new brakes & drums. 75% tread life. Vac-Con single engine body, Model VPD4212LHAN/1300. FMC L1618D 80gpm @ 2,500psi water pump, Hibon PD blower. 1,300-gallon water, 12-yard debris tank. New vacuum-to-tank manifold & cyclone. ....\$80,000

**Contact Troy  
386-307-8891, FL**

P12



**1995 Ford L8000 Vactor Guzzler** vacuum truck: Combination sewer/vacuum truck with Cummins motor, 280,000 original miles. Automatic transmission, tri-axle, pusher axle. High-pressure jetter includes vacuum tubes. The truck is a real workhorse and is ready to go to work immediately. Truck has always been in Florida, so no rust. \$34,900 or best reasonable offer.

**Call Tommy 561-722-5048  
or tom1642@hotmail.com**

P12

## VACUUM LOADERS



**2003 Guzzler Ace**, 5,500cfm, 27" Hibon blower with Fruitland 500 pressure offloading pump. Also 2,000psi wash-down system with 150-gallon poly tank. CAT 435hp engine with Fuller 8LL transmission. 46k rears, 20k front. Work ready.

**KLM Companies  
617-909-9044**

PBM

Guzzler Classic - 2007 Mercedes Guzzler Classic - 2007 Sterling Guzzler Classic - 1996 Ford L9000 KingVac - 1999 International 5,500-gallon vacuum tanker - (2x) 1981 Progress. Call Tom at 423-892-8335. Visit [www.usienviro.com/equipment-for-sale](http://www.usienviro.com/equipment-for-sale) for more information. (P01)



**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. \$79,500 OBO. Also available **1997 Ford Guzzler** vacuum excavator - same features as 1999 International. No washdown system. \$79,500 OBO.

**617-212-0162, MA**

P12

1999 Peterbilt 378 triaxle with a Presvac Powervac 5300, 3,250-gallon carbon steel, DOT, industrial vacuum loader. (Stock# 4387V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648) (PBM)

## WANTED

We are looking to purchase used equipment, such as portable toilets, half-high toilets, and restroom trailers. Please contact Lance at 561-346-9296 or [lance@redtoilets.com](mailto:lance@redtoilets.com) (P01)

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

## WATERBLASTING

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

2008 Ready Jet concrete removal system for cleaning interior of concrete ready-mix trucks (20,000 psi). 1,850 hrs. 2012 Dodge 5500, 85k miles. \$95,000 for both, will separate. Doug 419-779-4738. (P12)



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**2002 VOLVO GapVax Vacuum Truck**  
**\$89,500**

GapVax HV-57, 31k miles showing, Cummins ISM @ 370hp., 10 spd., Hendrickson susp., 20k/44k axles, ac, cruise, full opening dumping rear, 4.63 ratio, 22.5 rubber, tool box, 8,041 hours showing on truck/5,192 hours showing on unit, block heater, hyd. up/down boom with pendant control, 28" HG vacuum, 5,300 CFM airflow, 17 cubic yard debris body, wet/dry blow off, aux. RCF 250 vane pump, body pressurization option, epoxy coated cyclone/bag house



**2002 STERLING AquaTech Vacuum Truck**  
**\$59,500**

Cat C-10 @ 335 hp., Allison auto., dbl. frame, 12k/46k axles, Hend. susp., AC/cruise, pintle, 22.5 rubber, AquaTech B-10 series, rebuilt Roots 624 rotary lobe blower, Beam L1618SC piston pump @ 110 hp/80 GPM/ 2000 psi, hyd. boom, 1000 gal. freshwater tanks, full opening/dumping tank, 10 cubic yard spoils tank, hose reel off rear, hyd. door locks



**2011 DRAGON 130 BBL Vacuum Tanker**  
**\$16,500**

Fixed tandem axle; vacuum, air ride, 130 BBL, tandem, alum rims, 24.5 rubber, steel ring tank



**1997 VOLVO WG64 Vacuum Truck**  
**\$59,500**

Cummins M11+, 13 spd., T-Ride susp., 18k/46k axles, full lockers, AC/cruise, 4.20 ratio, Guzzler Ace, vibrators, air cannon, Roots rotary lobe blower, Fruitland asst. vac pump, full opening dumping rear, vibrator, catwalk, 6" discharge, tool box



**2000 STERLING LT9500 Cab and Chassis**  
**\$39,500**

Cat C-12 @ 425 hp., 13 spd., full lockers, 18k, 46k axles, air ride susp., air up/down pusher and tag, dbl. frame, jake/cruise/AC, 547k showing, 22.5 rubber, 175" cab to center of tandems, 281" total frame, 40k miles on in frame motor rebuild, paperwork for head/cam/engine kit



**2000 TREMCAR Stainless Tanker**  
**\$37,500**

74" spread between axles, 7,200 gal. cap., alum rims, 4" camlock off rear, air up/down pusher, single compartment, DOT 407SS rated, air ride, reworked frame, sandblasted and painted



**1991 FORD L8000 Vacuum Truck**  
**\$12,500**

Ford dsl., 10 spd., Hend. spring/beam susp., 18k/40k axles, power divider, 22.5 rubber, 1991 2,600 gal. Guzzler full opening/dumping tank, hyd. lift rear door, Fruitland pres/vac pump, hose tray, catwalk, pop off, roll over bars, 3" suction/3" discharge, 212" WB, 49k showing/7,374 hours showing



**VAN STRATEN BROS 4200 Gal. Vac Tanks**  
**\$19,500**

18"X80", 24" manway, steel, float level indicator, hose trays, ladders, lights, ready to mount



**2006 GMC TOPKICK C5500 Cab and Chassis**  
**\$16,500**

Duramax dsl., automatic, spring susp., 70K showing, 225/70R19.5 rubber, PTO/gearbox still on unit from old vac unit, 150" WB, 141" total frame, 7K front/13,500 lbs. rear



**1975 HEIL Tanker \$14,500**

8,600 gal., GVWR 70k, 40' length, alum. tank, steel frame, Chalmers susp.



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**2 UNIT FOLD UP TOILET HAULER**

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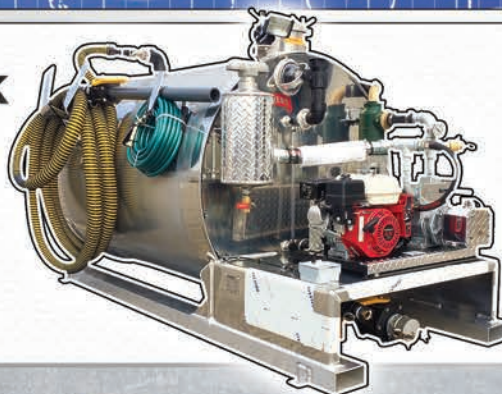
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