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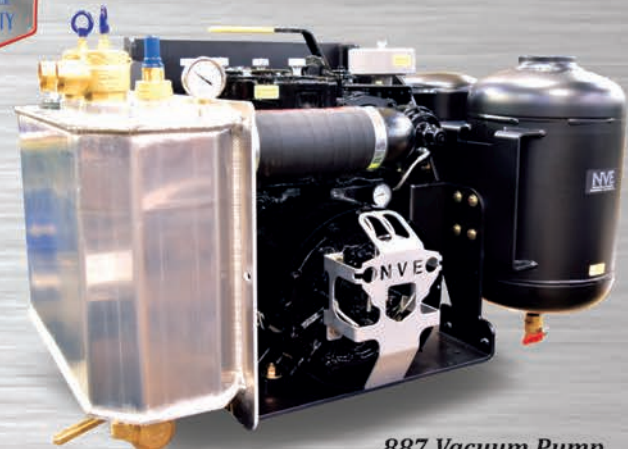
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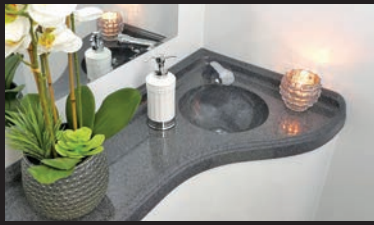
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36 Double Duty

- Dee Goerge

An entrepreneurial Ohio pumper believes the expensive tools of the trade should be versatile enough to help out with multiple services for his customers.

ON THE COVER: Werab Enterprises in Atwater, Ohio, is known for handling a wide variety of wastewater challenges. Owner Chad Werab is shown with a Freightliner semitractor that pulls a 6,000-gallon tanker with Fruitland pump built out by Dragon Products. (Photo by Amy Voigt)

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Join a Pumping Fraternity and Reap the Benefits

As NAWT hands out honors to its members, this is a good time to remind pumpers they're all winners when they band together in a trade association **By Jim Kneiszel, Editor**

The pumping industry encompasses a close-knit group of professionals who share the challenging work of handling and hauling liquid wastewater for homeowners, commercial and industrial customers. The job demands long hours, thankless work and a great physical toll for many contractors. Its membership is dominated by a hardy crew of small-business owners and technicians, many of them steering impressive family companies through multiple generations.

Sometimes it seems like — as comedian Rodney Dangerfield would say — pumpers “don’t get no respect.” You tell people what you do for a living and they might ask you why in the world you’d want to do that job. Or they might laugh and come back with a joke about being “No. 1 in the No. 2 business” or any number of tired old one-liners you’ve heard too many times to count.

But there is a fraternity of folks who understand all the hard work you perform day in and day out. They know your commitment to getting up every morning and firing up the vacuum truck — to put food on your family’s table, as well as to help your customers and protect the environment around you. These are your fellow pumpers, the guys and gals who read this magazine and meet up with you every year at the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show.

A group of your brothers and sisters in pumping got together at the WWETT Show earlier this year at the National Association of Wastewater Technicians state association breakfast meeting. Members and officers handed out the top industry awards at that meeting and celebrated the achievements of those honored.

Let’s recap those victories:

EXCELLENCE IN SERVICE

The Excellence in Service Award was given to Jeff Rachlin, owner of On-Site Management in West Chester, Pennsylvania, and also a longtime officer of NAWT.

Presenting the award, Tom Ferrero, NAWT secretary, praises Rachlin for his dedication to increasing training opportunities and building professionalism in the industry. He says Rachlin was in the construction and homebuilding industry in suburban Philadelphia 20 years ago when he began to focus on onsite system installation. He has been involved as a trainer for both NAWT and the Pennsylvania Septage Management Association.

“He’s more of a businessman than a lot of us in the industry and very hands-on with high-tech onsite systems,” Ferrero says. “It’s not your father’s septic business anymore, and it shouldn’t be. (Rachlin) has been critical to the focus on training and getting the industry educated.”



Left: Jeff Rachlin, left, accepts the National Association of Wastewater Technicians Excellence in Service Award at the 2018 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show. Tom Ferrero, center, and Gene Bassett are presenters.



Right: David Gustafson, P.E., accepts the Ralph Macchio Lifetime Achievement Award. He is joined by Ralph Macchio, left, and Gene Bassett, right.

Rachlin, who served as NAWT president for three years, says he appreciates the benefits he’s received through his association involvement over the years.

“I probably get back twice as much as anything I ever put into it,” he says when accepting the award.

MACCHIO LIFETIME ACHIEVEMENT

The Ralph Macchio Lifetime Achievement Award was presented to David “Dave” Gustafson, P.E., of the University of Minnesota onsite wastewater treatment education program. Gustafson has been teaching education courses and seminars through NAWT for 30 years, both at locations across the U.S. and at the WWETT Show. He is known for lively presentations and encouraging active participation among attendees.

“He has proven a sense of humor goes a long way. Dave is certainly a drawing card at any training session. He keeps everybody on the edge of their seats, interactive and involved,” Ferrero says. “He still fills our classrooms. He apologizes every time for being an engineer, but he brings it down to our level and is certainly a worthy recipient.”

(continued)

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2007 International 8600 | **\$85,000**
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Gustafson says the wastewater leaders in NAWT always pushed him to improve the training sessions. He thanks COLE Publishing founder Bob Kendall, who presented the award with Ferrero, for establishing the Pumper & Cleaner Environmental Expo, now the WWETT Show, and fostering professionalism in the industry.

"You get so much more than you could ever give from working with the professionals and the guys and gals that make this a fabulous industry," Gustafson says. "We need to keep the industry going forward. I think we're at a place that if we're not moving forward, we're going to lose significant ground."

The award namesake, Ralph Macchio, also thanks Gustafson for sharing his expertise. "You keep us on our toes, and we learn a lot from you by the way you teach. You're a special educator who has the ability to reach all the people in the room," he says.



On his 80th birthday, Ralph Macchio, left, accepts a statue commemorating the 20-year anniversary of receiving the first Ralph Macchio Lifetime Achievement Award. He was joined by his wife, Rosalie, and COLE Publishing co-founder Bob Kendall.

MACCHIO HONOR

Kendall also presented Macchio, a founding member of NAWT, with a statuette honoring him as the first winner of the award in his name in 1998. At the time, COLE Publishing had not created the statue that has been given to all subsequent winners. Macchio and his wife, Rosalie, regular attendees at the WWETT Show, accepted the award. It was also Macchio's 80th birthday.

SCHOLARSHIP WINNERS

NAWT also announced two winners of the William Hapchuk Memorial Scholarship. The scholarships are awarded to college students with ties to or an interest in the wastewater industry. The winners were chosen based on academic accomplishment and a new grading system. Receiving a \$1,500 scholarship are Anui Zhang, a student at Purdue University, and Alex Nolan, a student at the University of Colorado.

NAWT members on hand also selected officers for 2018. They are Gene Bassett, president; Bruce Fox, vice president; Ferrero, secretary; and Rachlin, treasurer.

"You get so much more than you could ever give from working with the professionals and the guys and gals that make this a fabulous industry. We need to keep the industry going forward."

JOIN IN THE FUN

If you've ever thought about joining a state trade association or NAWT as a national organization, now is a good time to consider the move, and for a variety of reasons. The economy continues on an upswing and demand for your services is growing. At the same time, competition for good workers is on the rise. A group like NAWT can help you navigate the many challenges your small business faces in these dynamic times.

A trade group offers many opportunities for networking among contractors working together to figure the best way forward in the wastewater industry. How do you attract workers and offer competitive benefits packages? How do you train those new workers and your existing crew to deal with new technologies and added regulations? What's the best way to deal with limited disposal options for the wastewater you haul?

You can find the answers to these and many more important questions through active membership in your state or national trade organizations. They offer many certified training opportunities. NAWT sponsors the Waste Treatment Symposium to help pumpers determine if they can treat their own waste streams.

You can get started today. All of the state and regional pumping industry groups are found in our Associations List published in this magazine. And you can contact NAWT to talk about membership by calling 800-236-6298 or visiting website www.nawt.org.

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RTX 60	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
	15.8	60.0	4350	300	1450	47.2	0.984	25	1.012	28

RTX 70	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
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RTX 85	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
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RTX 100	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
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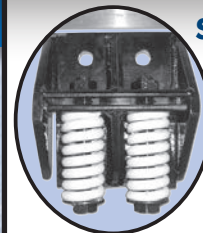
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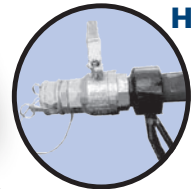
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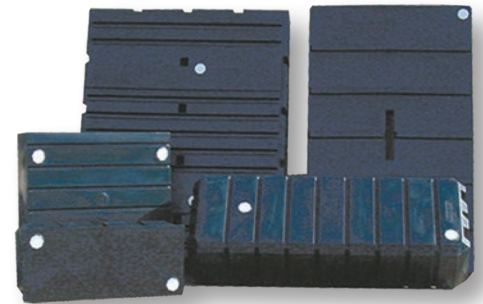
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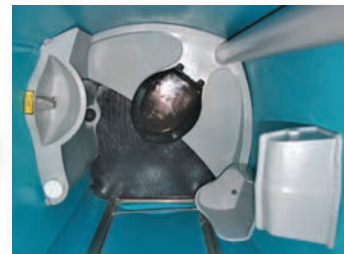
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WORD-OF-MOUTH BUSINESS

trucks earn clients

It's no secret a sharp-looking truck can boost your business through word-of-mouth referrals. That's been Jim Ehde's philosophy as he's grown exponentially since he started Grand Island Waste Management six short years ago. Today, he has four trucks, including a noteworthy gray and metallic blue 2012 Freightliner with a 5,000-gallon steel tank.

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IT'S GOOD BUSINESS

giving back

Those in the sanitation industry know that giving back to their communities is not just good business practice, it's fulfilling on a personal level as well. Take for example Katy and Dave McGregor, owners of Northern Disposal and Sanitation in Ontario. They've supported charities for the homeless and cancer survivors for years, but this year, Dave McGregor will take on his tallest challenge yet.

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IT'S A GAME CHANGER

in-house maintenance

Keeping their trucks shipshape is a priority for Nadeau Pelletier Sewer Services of Frenchville, Maine, and that's why they choose to do it themselves. And employee Travis Corriveau, nephew of owner Dave Pelletier, says that means everything from keeping their pumper trucks gleaming to building the tanks out themselves. Thanks to having a mechanic on staff, the company saves money doing the work in house, and they can take advantage of their slower times in spring.

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SOFTWARE SOLUTIONS

fleet management

Managing a fleet of vacuum trucks is complicated, and staying on top of maintenance, scheduling, personnel and billing is stressful. That's why implementing a fleet-management software solution can be a good idea for larger septic pumping companies looking to improve operations, grow profit margins and increase efficiency. Check out this online exclusive to see the five main benefits of investing in a desktop and mobile fleet management solution.

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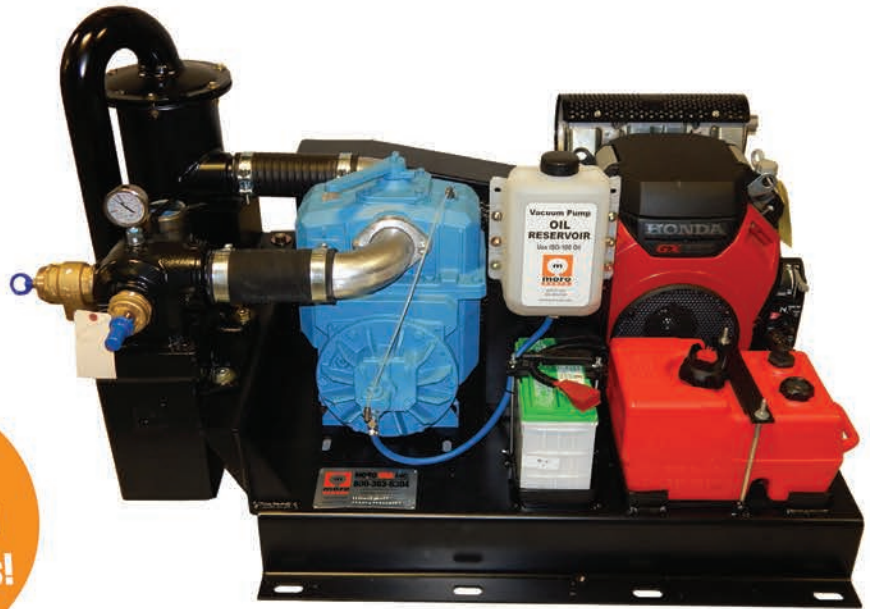
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David Lamas supervises at a residential pumping job. (Photos by A.R. Cruise)



THE DISPOSAL EDGE

Profile

All Pro Septic
Cleveland, Texas

OWNER: David Lamas

FOUNDED: 1999

EMPLOYEES: 7-10

SERVICES: Septic pumping, maintenance and repair, drain cleaning, grease trap service

SERVICE AREA: 100-mile radius of Cleveland

WEBSITE: www.allproseptic texas.com



Longtime Texas pumping company All Pro Septic boosts profit margins, builds a stable future through cost-cutting land-spreading program *By David Steinkraus*

An often-repeated business mantra says, “There’s no substitute for experience.” All Pro Septic in Cleveland, Texas, has that in spades. The family company traces its roots in southeastern Texas to 1945, and the knowledge accumulated over several generations serves its customers well. And when shared with other pumpers, it can benefit the entire industry.

Owner David Lamas, 49, started learning the business from his uncles when he was a boy. His father was a master plumber, but his parents got into pumping when his mother bought a truck from his grandfather around 1979. His uncles learned the pumping business from his grandfather.

“My grandfather bought his first pump truck around 1945. So this has been going on in the family for a while,” he says.

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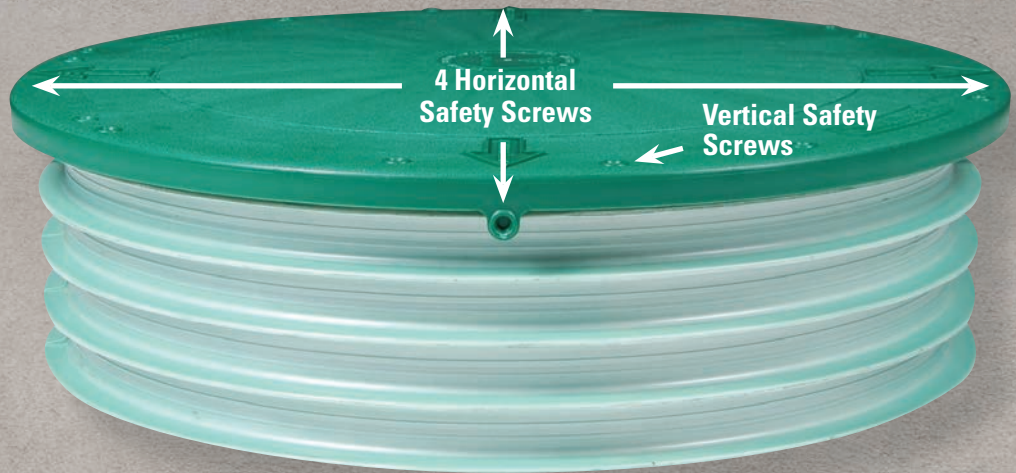
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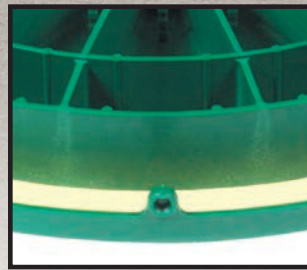
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244 ft. of 1/16" filtration area.

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- Simple to install
- May also be used as Outlet Tee with Solids Deflector

In 1999, Lamas went out on his own after working in the family company. He has a big territory, a 100-mile radius from his shop in Cleveland, and it's big in another way. It includes greater Houston and more, and with some 5.6 million people, it has about one-fifth of the population of Texas.

Lamas has seen so many problems solved that he has a rich experience to draw on to help his own customers. In some cases, the simple first step of pumping down a tank will clear a line blockage because it allows water to flow faster if it is not meeting resistance in an over-full septic tank, he says. Or there was the call he went on with his dad. A customer's toilet didn't flush properly. The septic tank was empty and the lines were clear, yet something prevented water from flowing. His dad blocked the pipe where the toilet flange passed through the floor, then connected the hose from the vacuum truck to the drain pipe coming out of the house.

"We applied vacuum, and all of a sudden the vacuum hose jerked like it had swallowed a big wad of something. We pulled the hose out very slowly, and there was a dead squirrel stuck on the end of it," Lamas says. The critter had apparently crawled into the home's vent pipe system, died, and blocked the airflow.

Problems like that are key to All Pro's success. Lamas doesn't brand his company as a different or better or cheaper pumping company. It's a troubleshooting company that will diagnose and fix a problem on the first visit instead of taking money for continuous re-pumping.

HOME GROWN DISPOSAL

Troubleshooting is important, but All Pro has another advantage in handling its own disposal. Lamas purchased 55 acres of agricultural land near Livingston, and it is permitted for land application of wastewater (but not grease). The property was used by a logger for a while, and it backs up to the Sam Houston National Forest. Now about half of it is pasture, and the other half, based on state regulations, is cropped with Bermuda grass in the summer to soak up water and rye through the fall and winter.

A couple of miles of dirt road run through it, and Lamas has the land divided in sections marked A through F so he can rotate where septage is discharged in accordance with state approval. Lamas has a special trailer for this process. He designed it with the help of Springer & Springer, a weld-

ing company in Cleveland, and they did the building. The trailer has an open, galvanized steel box, about 12 feet long and 3 feet wide, with a 3-inch quick-disconnect fitting matching those on his pumping trucks. The trailer is pulled to the designated discharge zone, and trucks hook up to dump their

loads. Inside the trailer are a set of screens that catch baby wipes and other large debris.

In his area, disposing of septage at a licensed facility costs 6 cents per gallon or more, Lamas says. Multiply that by the million-plus gallons his company hauled in 2016, and the savings are clear.

"The only thing I can't do out there on my land is off-load when it's raining because the state doesn't want heavy rains washing septage to places other than where it's supposed to be," he says. Lime is applied before dumping to ensure the pH level is above the limit of 12. Every year his team takes soil samples and sends them off for lab analysis to check pH and contaminant levels.

“ We applied vacuum, and all of a sudden the vacuum hose jerked like it had swallowed a big wad of something. We pulled the hose out very slowly, and there was a dead squirrel stuck on the end of it.”

DAVID LAMAS

The land is safe for grazing horses or cattle 30 to 60 days after application, although Lamas doesn't have any animals on it.

"We've joked about starting a produce farm out there because every once in a while we see patches of melons or squash that pop up from seeds in the septage. What would be great would be to have a bunch of goats because they eat grass like crazy, and the septage is such good fertilizer that we have to mow about once a month," Lamas says.

LOAD LOGISTICS

Another part of his disposal strategy is storage. On the yard at his shop are several holding tanks: a 12,000-gallon, a 6,000-gallon, a 5,000-gallon,

(continued)

David Lamas confers with workers on a commercial pumping job site. The truck was built out by White River Distributors and carries a Moro USA pump.



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and three more of 2,500-gallons each. Add in what the trucks hold, and Lamas has a way to avoid frequent stops to unload. That means the trucks stay on the road during the day, serving clients and bringing in revenue.

An evening crew transports septage to the land-spreading site. Lamas is planning to buy an 18-wheeler to move the daily loads more efficiently, and he has considered buying property to put a holding tank on.

“If you have a job that’s two or three truckloads of water, having a staging area for septage would allow an off-load without coming back to the shop,” Lamas says.

And he does big jobs all the time, at residences, Texas A&M University, nursing homes, health care facilities, and fast-food restaurants. In addition to his volume, he accepts septage from the companies of four family members he helped get a start in the business.

EMPLOYEE RETENTION

Lamas prides himself on having clean, good-looking trucks and sharp uniforms for his crew, but the workers are what’s really important. “We train people as they come in, and if they stay long enough, they learn more as they go. Of course anyone who’s really good is also good enough to go off and start his own business,” he says.

To help retain people, Lamas pays a good hourly wage, but he also pays a commission for technicians who land more business, for instance a crew member who identifies necessary additional work on the job. Lamas wants the people on the day shift pumping and serving as sales representatives for the

David Lamas confers with office manager Celia Mayfield in the All Pro Septic office. He is wearing a shirt supporting a local high school sports team, which the company supports through sponsorships.



Working through the hurricane

When it hit in late August 2017, Harvey was the first major hurricane to strike Texas since 1970. After making landfall near Corpus Christi as a Category 3 hurricane and hammering the coastal areas, Harvey’s center drifted back over the Gulf of Mexico before it turned and came ashore as a tropical storm near Beaumont, about 67 miles from All Pro Septic. The storm stalled for days and dumped massive amounts of rain — in some places as much as 40 inches in 48 hours.

“It was bad, man,” says David Lamas, owner of All Pro. “The water came up several feet within minutes. My sister Angel and daughter Kelli had to be rescued by boat.”

Through the disaster, All Pro kept going and kept its customers in good shape.

Bridges were gone, and roads were gone. The interstate was closed, which has never happened, but All Pro technicians found ways to get through. Because they were driving trucks with significant ground clearance, they had an advantage in getting through high water and keeping flooded systems pumped down, Lamas says.

One of the company’s clients is a nursing home in Porter, about halfway between Cleveland and Houston. “We were able to keep the nursing home system flowing through several days of the storm, where other buildings around them didn’t have working restrooms,” Lamas says.

Adding to the company’s flexibility was its stock of holding tanks. Storage at the shop is more than 30,000 gallons. That meant trucks could keep going, and disposal could wait until conditions improved.

Many people in his part of the country won’t act on a flooded system immediately, Lamas says. They’ll wait a week or two until water recedes, and then they’ll see whether the problem resolves on its own. If it doesn’t, then they’ll call a professional for help.

company. The night crew consists of strictly drivers.

“When we’re done, we always walk the customer through what we did and show them we did a good job,” he says. Technicians run through a seven-point checklist on pumping jobs. They have cut down trees and treated roots with copper sulfate to keep them out of drainfields. Lamas depends on them to notice small things like water dripping into a tank when no one is running water in a home.

“A little bit of water over a period of time is a lot of water, and customers appreciate knowing about a leaky toilet or faucet,” he says.

FUNCTIONAL FLEET

Lamas runs two vacuum service trucks. One is a 2006 International with a 3,400-gallon aluminum tank. The other is a 2012 Ford with a 2,800-gallon aluminum tank. Both carry Moro USA pumps. The International was built by Amigo Truck of Houston. The Ford was built and sold by White River Distributors of Batesville, Arkansas.

This fleet is small but adequate for the company that is split 60 percent pumping and 40 percent septic system repairs.

When Lamas started the company, everyone had conventional septic systems. As the more advanced, aerated systems came into wider use, Lamas saw no effect on his business. He and his team clean and service them as well. People with multitank systems who don’t maintain them may find solids building up their second or third tanks or in drainfield lines. When Lamas and his technicians can take care of these issues, the customer saves thousands by not

Septage is often stored in holding tanks at All Pro Septic before being transported for land spreading.

“ We train people as they come in, and if they stay long enough, they learn more as they go. Of course anyone who’s really good is also good enough to go off and start his own business.”

DAVID LAMAS

being forced into a system upgrade.

After Lamas set up business in Cleveland, he bought out several competitors as opportunities presented themselves. The names and phone numbers now lead to his office, and he has taken to answering the phone by saying “septic service.” It avoids confusion among customers who call one name in a phone listing but see the All Pro truck show up.

Lamas does not depend only on good service, good employees, and clean trucks to publicize All Pro. He also uses phone book ads, billboards and radio. He also hands out refrigerator magnets produced by Stamp Works Magnets. He tracks what is working best with a simple technique: When someone calls, he asks how they heard about the company.

“We were doing our own website, and my daughter was learning about how to do it. I’ve never been interested in the internet,” he says.

For a time, they used a website service that wasn’t doing much for them. Then they were contacted by BizIQ, which offered to take over the whole online operation. The website design was updated, and BizIQ started regular blog posts. It handles Facebook posts, notifies Lamas if customers send in a review, and is working on getting All Pro an even higher rating on Google searches.

A FAMILY AFFAIR

The Lamas family pumping tradition is not ending with David. Like his grandfather, his father, and his uncles, he is helping other family members start in the industry. (There’s his brother, Jonathan, AAA-Action Septic & Plumbing; sister Angel Ackley, Allied Septic; sister Meredith Burney, Pumpco Septic Solutions; and daughter Rebekah Lamas, Anytime Septic.) That’s why he no longer has seven trucks but only two. Other trucks went to his sisters, one of whom runs an onsite installing company, and other relatives.

“I’m happy where I’m at,” he says. He’s not about to stop working, but he is re-evaluating how much he wants to do. “I would like to spend the last few years of my life not having the worry

and stress of a bigger business or always being at work or on call.”

But with all the people he’s helped build careers in the wastewater industry, the people in and around Houston won’t suffer from a lack of capable pumpers. ■

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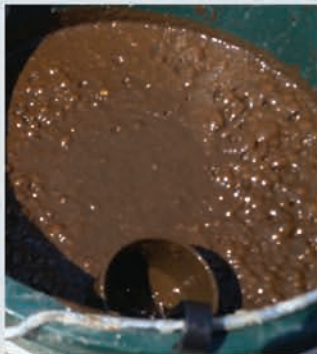
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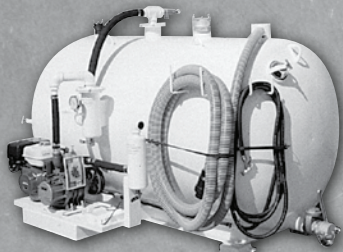


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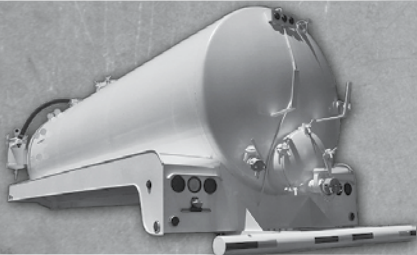
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Nitrogen Reduction a Key Component to Florida Water Quality Planning

By David Steinkraus

When the Florida Legislature ended its session in the spring, the effort to approve Senate Bill 1664 failed. The legislation would have required local governments to develop remediation plans for onsite wastewater systems as part of broader plans to manage water quality in the watersheds that feed Florida's springs.

As it is in other parts of the country, the issue in Florida is nitrogen. Various groups are urging residents to abandon their septic systems and hook up to municipal sewer services, and the state has some money available to assist. However, the bill was confusing.

"We never truly understood what the intent of the bill was," says Roxanne Groover, executive director of the Florida Onsite Wastewater Association. "A lot of what he had in this bill was just a discussion of the basin management action plans that will be enforceable on July 1 if the secretary signs them. And there's no sign that the secretary won't sign them."

Basin plans (also called BMAPs) are already required under a law passed in 2016 and must be signed by the secretary of the state Department of Environmental Protection by July 1.

The senator who proposed the bill is Sen. David Simmons, R-Longwood, whose district is on the northeastern edge of the Orlando metropolitan area. Although she never talked to the lawmaker about the bill, Groover says it's likely he was trying to increase transparency in the process that will formulate plans and to make sure the result is good policy.

"This has been a very difficult process, and I'm not sure everyone is ready to move forward," Groover says.

A lot of people and groups have an interest in what the plans require, Groover says. Agriculture, developers, real estate agents and property owners will all feel the effect. The 2016 bill placed a moratorium on new construction on lots of less than 1 acre within the priority focus area for a basin plan unless they meet the new requirements of the BMAP for the area.

When she spoke to *Pumper*, Groover had just left a meeting about setting nitrogen standards in one basin. Homeowners with undeveloped properties smaller than 1 acre will have two options when they build: convert to municipal sewer or invest in an advanced nitrogen-reducing onsite system. But many of the priority focus areas are in rural Florida where municipal sewer is not an option. There is also no state funding for these projects, and that is an issue Florida Onsite Wastewater Association has been working on, she says.

"The challenge is going to be with these 2 million existing systems in the state of Florida. Change is hard. If funding isn't available, then it becomes harder," Groover says.

Michigan

It appears state Rep. James Lower, R-Cedar Lake, will be introducing a bill to amend the state sanitary code, according to WasteWater Education,

based in Traverse City, as it reported on its website (www.wastewatereducation.org) and posted a leaked copy of the second draft of the bill.

To address the many questions raised by the draft, the organization put together an interactive online review. Visit the What's New section of the organization's website to see a transcript.

What's in the draft bill? Here's one example: Section 5017 on page 23 would forbid local governments and local health departments from enacting point-of-sale ordinances requiring pumpout inspections, comprehensive inspections, or system evaluations at the time of a sale. It would also require local governments that passed such ordinances to repeal them or phase them out within 20 years.

Meanwhile, in Leelanau County, a point-of-sale ordinance debated for several months appears to be dead. In March, county commissioners gave preliminary approval for creating guidelines for an ordinance, reports the *Traverse City Record-Eagle*. A week later, one commissioner withdrew his support, saying he was uncertain if there would be agreement on the guidelines. Those would have been forwarded to the Benzie-Leelanau District Health Department to use in creating the ordinance. Neighboring Benzie County has had a point-of-sale ordinance for 28 years.

Nick Fleezanis, president of the Lake Leelanau Lake Association, was quoted in the newspaper as saying, "It's just pathetic. They were given the evidence by seven different presenters. ... They chose to elect to support property rights over the health, safety and welfare of the people of this county."

New York

Gov. Andrew Cuomo has announced a \$75 million multiyear program to target the replacement of aging septic systems. In the first year, 31 counties will receive \$15 million through a collaboration among the state departments of Environmental Conservation and Health, and the Environmental Facilities Corp., a public benefit corporation designed to provide low-cost financing for water infrastructure projects.

Property owners may be reimbursed for up to 50 percent of eligible costs with a maximum reimbursement of \$10,000. Eligible systems are those failing or likely to fail and located near priority bodies of water. In Nassau and Suffolk counties on Long Island, funding will target projects near drinking water wells and impaired bodies of water.

A list of the priority counties and the money available may be found through the governor's office: www.governor.ny.gov/sites/governor.ny.gov/files/atoms/files/Septic_Funding_Awards_by_County.pdf.

Delaware

Two poultry-processing facilities are at the receiving end of wastewater problems, according to news reports. Perdue Foods was fined for violating its National Pollutant Discharge Elimination System, or NPDES, permit sev-

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eral times in 2015 at a plant in Georgetown, Maryland. The plant violated limits for ammonia, nitrogen and *Enterococci*.

The Department of Natural Resources and Environmental Control assessed an administrative penalty and expenses of \$84,901. The state is allowing the company to work with The Nature Conservancy to convert 39 acres of farmland into forest. If that project is successfully completed, the company could offset up to \$57,975 of the penalty. In a press release, Perdue says it invested more than \$3 million to upgrade its wastewater treatment plant.

In separate action, attorneys are looking at the effects of a wastewater treatment failure at the Mountaire Farms plant in Millsboro. Last August, the onsite system failed and allowed large amounts of nitrogen and fecal coliform bacteria to spray onto crop fields. The state also found violations in the company's land application of biosolids. Now residents are upset because nitrate levels in local wells are exceeding the limit of 10 mg/L, and they see a link with the Mountaire Farms' wastewater problems.

The company has denied that failures at its plant are responsible for the high nitrate levels. A spokesman says several employees were fired for failing to properly operate the wastewater plant. Attorneys say more than 250 people signed up as plaintiffs for a possible class-action lawsuit.

Kansas

Riley County made two changes to its code to match its practices with those elsewhere.

The Planning and Development Department will no longer conduct \$300 per tests. Instead, the county will conduct a site evaluation that costs \$50.

The second change provides an incentive for people who have a biannual service contract for their systems. In those cases, the county will waive a \$100 fee for system inspections and a \$75 fee for reinspection.

Vermont

A septic company in Colchester must pay a \$58,550 fine for unlawfully transporting and storing septage.

Since 2006, Enviro Tech of VT Septic Services operated without a waste transporter permit, says the state Agency of Natural Resources. Yet from 2012 to 2017, Enviro Tech of VT Septic Services moved about 3.7 million gallons of septage and also temporarily stored waste on its property in violation of rules, the state says. The company was also ordered to pay a fee of \$10 per 1,000 gallons of septage managed since July 1, 2015.

The state agency says it repeatedly tried to have the company come into compliance, but when those efforts failed, it asked for a court order assessing the penalties and requiring Enviro Tech of VT Septic Services to cease operations until it gains the proper permit. ■

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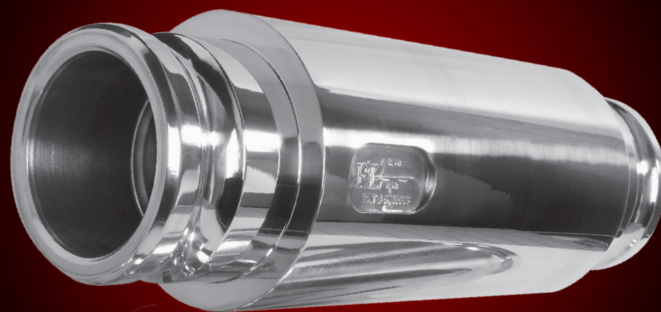
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Running in a Fred's Septic Service rig, built out by Marengo Fabricated Steel and using a Fruitland pump, Chad Werab cleans a residential septic tank. (Photos by Amy Voight)

DOUBLE DUTY

An entrepreneurial Ohio pumper believes the expensive tools of the trade should be versatile enough to help out with multiple services for his customers By Dee Goerge

Profile

Werab Enterprises
Atwater, Ohio

OWNER: Chad Werab

FOUNDED: 2003

EMPLOYEES: 11

SERVICES: Excavating, trucking, septic service, installation and repair

SERVICE AREA: 60 miles radius in northeast Ohio



Chad Werab's excavating and truck-related businesses kept him plenty busy before he purchased Fred's Septic Service in 2008. Adding the pumping service was a practical option at the time to improve efficiency for other services he provides. Now it's blossomed into an integral part of the Werab Enterprises' menu of services to customers in northeastern Ohio. The variety also provides opportunities for him to make the most of his fleet of trucks and equipment.

"We try to make everything versatile so if one business is slow, we have the other businesses' revenue, and we can stay busy," Werab says.

MECHANIC TO ENTREPRENEUR

At 38, Werab has already been a business owner for 15 years, but he didn't jump into self-employment without a safety net. He started out with diesel mechanic training and helped manage a limestone yard. When the yard announced it would close the following year, Wer-

(continued)



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Left: Operator Marty Pero uses a Bobcat E55 compact excavator to lower a Hydro-Action unit into the ground during a system build. Also shown is James Dye, owner of Wastewater Solutions, a Hydro-Action distributor.

Below, right: Pero operates the Bobcat excavator on a residential system installation site.

Below, left: Chad Werab goes over customer accounts with Paula White, office manager, at the Werab Enterprises office.



ab used the opportunity to continue working part time while starting his earth-moving business.

In 2003, he purchased an excavator and skid loader and partnered with his father, Paul Werab, who worked for the county during the day and with his son during off-time. A couple of years later, Chad Werab was on his own when his father passed away from cancer.

By 2006, Werab had hired two employees who helped him install septic systems in addition to other excavating work. They also provided snowplowing, landscaping and lawn maintenance to stay busy during the economic downturn. In 2008, when Werab's township installed a sewer system, he contracted to hook up the majority of 75 systems. Part of the job was to pump out the old septic tanks so they could be crushed and abandoned.

"Every day I had to pump a tank, and when I needed a pumper, they couldn't get there for a day or two," Werab recalls. "I knew Fred Fish, and he said, 'Why don't you just buy my business?'"

Werab did just that; he bought Fish's pumping business and hired Fish to pump full time.

"I hit the lottery. I bought the business (Fred's Septic Service) with the guy who has the knowledge," Werab recalls. Besides Fish, his new business came with a 1979 Autocar vacuum truck and a client list with about 8,000 names.

“ I knew Fred Fish, and he said, 'Why don't you just buy my business?'... I hit the lottery. I bought the business (Fred's Septic Service) with the guy who has the knowledge. **”**

CHAD WERAB



ON-THE-JOB EDUCATION

Fish's experience didn't go to waste. Werab let his eight-man crew handle construction excavation work, while he pumped tanks with Fish for a year. Werab sold the Autocar and purchased two tandem Mack trucks (1993 and 2003), so they could start off with newer equipment. Fish worked for Werab Enterprises for four years, before he retired. He passed away in September 2014.

There were lean years for the pumping side of the business during that time, so Werab adjusted.

"We had three trucks, but pumping was down so we turned two trucks into dump trucks," he explains. "Now that (pumping) is picking up, we are buying more."

Werab Enterprises' customer list has grown to 10,000, mostly residential. There are plenty of competitors, but some have gone out of business because of increased regulations.

"Ohio requires paperwork for inspecting and land application on a weekly basis," Werab says. "There's a tremendous amount of paperwork and recordkeeping. One county wants a pump report. The state code requires an inspection sheet that is a pump report."

About 25 percent of the septage is land-applied with a floater truck and spread with lime to change the pH to 12 — a common practice in Ohio.

(continued)

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The rest goes to the Alliance Wastewater Treatment Plant, which dewateres the sludge for disposal.

Prior to purchasing Fred's Septic Service, Werab had installed systems, but business slowed between 2008-10. Installations picked up after that when he started working with Wastewater Solutions in Alliance, Ohio, a dealer for Hydro-Action advanced systems he needs for conventional and mound systems, aerators and spray irrigation, and drip irrigation systems commonly installed in the state.

EQUIPMENT VERSATILITY

Werab has the ability to haul sludge and install systems because of equipment choices that fit the needs of all the excavating/trucking services he offers. The pumping service utilizes three semis. A 2009 Kenworth T800 quad-axle vacuum tanker has a 4,000-gallon steel tank and was built by Marengo Fabricated Steel. A 6,000-gallon steel tanker trailer built by Dragon Products can be pulled with Werab's 2014 Kenworth T800 semi or a 1997 Freightliner. The tanks have Fruitland 500 cfm pumps.

Technician Rick Shanks holds the suction hose, and Chad Werab looks on during a septic system cleaning job.



"There is a pressure washer and (General Pipe Cleaners) jetter in every truck with freshwater, and they have heated valves (for winter)," Werab says. They also have Viztrac sewer cameras with locators (Amazing Machinery).

Werab Enterprises has four trucks for hauling system installing supplies: a 2003 Mack Granite quad-axle dump, a 1995 Ford L8000 single-axle dump, a 1994 International 9400 tandem-axle dump, and a 1994 Mack tandem-axle dump (from Heil Trailer International, Bibeau, and East Mfg.).

For digging, employees have access to a Bobcat E55 mini-excavator, two

“ We’ve ordered a new tank (2,000-gallon, steel) from Marengo Fabricated Steel that we can use with our hook-lift truck. It will be a stand-alone that we can unhook, and my guys can vac or jet a system out. ”

CHAD WERAB

John Deere excavators, a John Deere dozer and John Deere track loader, and three Bobcat skid loaders. The laser-equipped excavators make it easier to install septic components and grade drainfields and waterways.

With the purchase of a container business in 2016, now called Werab Container, he acquired two hook-lift trucks — a 1994 Chevrolet Kodiak and a 2002 International 9400 with SwapLoader USA lifts.

“We’ve ordered a new tank (2,000-gallon, steel) from Marengo Fabricated Steel that we can use with our hook-lift truck,” he says. “It will be a stand-alone that we can unhook, and my guys can vac or jet a system out.”

Werab also owns miscellaneous trucks and equipment for snow removal and spreading salt during the winter.

OFFICE AND REGULATION CHALLENGES

Werab Enterprises employees are as versatile as the equipment they use. Most are cross-trained to work in all areas. Typically, two full-time employees handle septic service. Another three employees handle onsite installation and system repairs. All go through refresher safety training classes a couple times a year and some attend continuing education courses. All employees receive a paid vacation between New Year's and Christmas.

Werab is the main mechanic with help from an employee. They work in a heated four-bay shop in a 40-by-80-foot building that includes an office. A new 50-by-60-foot shop was recently built to house trucks and equipment.

Werab's fiancée, Paula White, recently quit her nursing job to run the office. One of her main tasks is to find an effective software program and update customer information. She uses QuickBooks for accounting.

Remembering his mentors

Chad Werab may be the sole investor and owner of Werab Enterprises, but he is savvy enough to listen to others to learn about running a business and the day-to-day challenges. Though his two mentors have died, he'll never forget how they helped him as an entrepreneur.

“My dad (Paul Werab) was a manager, and he knew the right things to say to people,” Werab says. Paul Werab took care of the paperwork and financing using Chad Werab's investment while the younger Werab learned the ins and outs of the septic pumping business.

Both enjoyed working as partners, and Werab learned from his dad's knowledge and social skills.

Werab's second mentor, Fred Fish, sold him the pumping business.

“He just taught me the whole business,” Werab recalls. “He helped me manage.”

While he offered advice, Fish easily fell into the role of employee and never tried to be “the boss.”

“He liked it. He had newer trucks to run. He had no worries; it was all on me,” Werab says.

For his part, Werab says he listened to advice from both his father and Fish and followed what they taught him. He greatly respected them and appreciates their lessons and help, which he continues to follow.



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“We have coupons for pumping and do a little phone book advertising,” Werab says.

White also updated Fred’s Septic Service website, which is separate from Werab Enterprises’ website. Fish’s red trucks from the old business are now all black with a big red W to match the Werab Enterprises equipment. The consistency capitalizes on free advertising for the company’s many varied services.

“Every one of our businesses helps advertise the other ones,” Werab notes.

ADJUSTING SERVICES

“Everything is moderately busy,” Werab says. “Housing is picking up so we have new installs. We do drainage for agriculture. We also have two semis with flatbeds hauling every day.”

With the purchase of the container business, Werab has added another service to give the company even more versatility. He plans to maximize the hook-lift trucks to increase efficiency for many of his services.

The pumping/installation business complements the excavating business. The five to 10 basements Werab digs for new construction each year typically also include septic system installation and potential customers for pumping in the future. All that adds up to keeping employees busy and the company prospering because of its diversity.

“We are happy where we are at,” Werab concludes. ■

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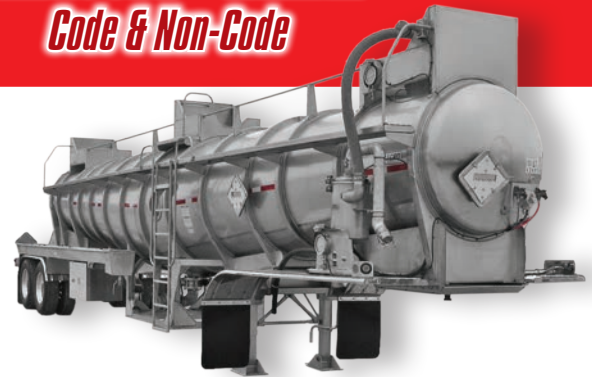
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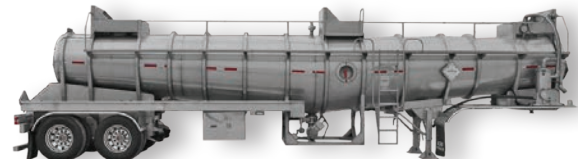


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Jeff Haden is a contributing editor for www.inc.com and a LinkedIn Influencer.

10 Common Responses You Should Never Utter to Employees

If you want happy and productive workers, avoid these sometimes trite, oftentimes dismissive phrases and take a more direct approach to communication **By Jeff Haden**

We all overuse certain words and phrases. (Myself definitely included: I'm guilty of ending sentences with "... so ..." when I'm not sure what else to say.) That's natural. But if you're a boss hoping to communicate effectively — or be taken seriously — that's also a real problem. Platitudes aren't just annoying.

Resorting to platitudes shows you don't want to listen, don't want to take action ... and in short, don't want to buckle down and do your job. Here are 10 phrases to watch out for and avoid in your conversations with employees:

1. "It just wasn't meant to be."

Whatever happened, fate had nothing to do with it. Something went wrong. Figure out what went wrong, and learn from it. Plus, "It just wasn't meant to be" places responsibility elsewhere, and when it's someone else's fault, it never gets fixed. On the other hand, "Let's figure out what we can do differently next time" is empowering — and it places the responsibility where it should be: on you.

2. "That's probably not what you want to hear."

No doubt it sucks to hear bad news. But when you say something isn't what I want to hear, you shift the issue over to my side of the table. Somehow the issue has become my problem. Don't shift. Explain why you made a decision. Explain the logic. Explain your reasoning. I still may not want to hear it, but that way, the focus remains on the issue and not on me.

3. "Work smarter, not harder."

What happens when you say that to me? One, you imply I'm stupid. Two, you imply that whatever I am doing should take a lot less time and effort than it does. And three, after you say it, I kind of hate you. If you know I could be more efficient, tell me how. If you know there's a better way, show me how. If you think there's a better way but don't know what it is, say so. Admit you don't have the answer, and then ask me to help you figure it out. And most importantly, recognize that sometimes the only thing to do is to work harder ... and when that's the case, get off your butt and help me.

4. "There is no 'I' in team."

Sure there is. There are as many I's as team members. Those individuals, the more "individual" the better, serve to make the team stronger. The best teams are often a funky blend of the members' individual talents, perspectives and goals. If you want a team to work hard and achieve more, make

Don't take the easy way out. Describe what you want to do. Prove it makes sense. Get people behind you. Then, whatever you do has a much better chance of succeeding.

sure each person feels they can not only achieve the team's goal, but also individual goals. Spend time figuring out how each individual on the team can do both, instead of taking the lazy way out by simply repressing individuality in the pursuit of the collective.

5. "Perception is reality."

Yeah, yeah, I know: How I perceive something is my version of reality, no matter how off my perception might be. But if other people perceive a reality differently than you, work to change that perception. Make your reality everyone's reality. Besides, perceptions are fleeting and constantly changing. Reality lasts forever, or at least until a new reality comes along to replace it.

6. "I'm always open to feedback."

You see and hear a similar line everywhere: websites, signs, meetings. If you truly want feedback or input, don't be passive. Don't just make it easy for people to provide. Go get it. Be active. People who really want feedback don't wait to receive it. They take responsibility for getting the information they need.

7. "We'll do it now and apologize later."

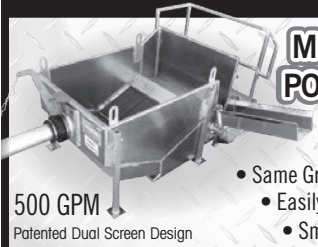
Say that and you're not a bold risk taker; you're lazy and self-indulgent. Good ideas are rarely stifled. People naturally like "better." People who don't like your idea usually aren't the problem. The problem is almost always you. So don't take the easy way out. Describe what you want to do. Prove it makes sense. Get people behind you. Then, whatever you do has a much better chance of succeeding.

8. "Failure is not an option."

This one is often used by the leader who gets frustrated and wants to shut down questions about a debatable decision or a seemingly impossible goal: "Listen, folks, failure is simply not an option," he says, striking the

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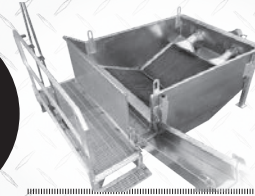
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table with his fist. Failure is always a possibility. Just because you say it isn't doesn't make it so. Don't reach for a platitude to end debate. Justify your decision. Answer the hard questions. If you can't, maybe your decision isn't so wise after all.

9. "Let's not reinvent the wheel!"

Because hey, some other wheel might turn out to be a better wheel, and that means my wheel isn't so great. And we can't have that.

10. "It is what it is."

No it isn't. "It is what it is" really means "I'm too lazy to try to make it different, so for gosh sake, stop talking about it." Don't like a situation? Work to fix it. That's what leaders do. ■

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

It's Time to Sell. Did You Plan Ahead?

Details of an exit plan for your small business should be worked out when you open the doors ... or even earlier **By Erik Gunn**

The road map for selling a small business can be tricky to follow. And reaching your next destination — whether it's a new business venture or a fulfilling retirement — can either be a smooth or bumpy ride. The choice is yours, but one expert in small-business transitions says planning early can save headaches and heartaches for everyone involved.

Attorney Roy Jay Montney of the law firm Montney Isles in Traverse City, Michigan, works with men and women ready to move on after decades of building up their businesses. Montney spoke on the topic of selling small businesses at the 2018 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, and he elaborates on his advice for readers of *Pumper*.

PLANNING AHEAD

If you have family members actively engaged and ready to take over your business, that's probably the ideal situation. But countless business owners aren't so conveniently positioned — and even those who are can ensure a trouble-free succession with some careful steps.

When's the best time to think about how your business will end? When you start it. When it comes to selling, transferring, or closing a business, Montney says, "probably the biggest mistake most people make is not thinking about it until that point."

Plan for the day you close your doors — or hand someone else the keys — starting the first day you open them if not sooner. And whether your business partners are outsiders or family members, you need to recognize that sooner or later a change is inevitable.

Change could come for many reasons, some that none of us might anticipate. We might plan for the eventual sale someday — but we could just as easily wind up with an unexpected event. A co-owner or spouse could face sudden disability, incapacity or death. A lawsuit, a major theft or embezzlement by someone on the inside could threaten the income or reputation of the business.

The simplest way to include all potential scenarios may be simply to ask yourself what you would want to happen if somebody leaves, whatever the cause, Montney says. "You need to plan how are you going to deal with it."

The first step? "Simple communication. ... Figure out how you want that transition to occur. Then talk about it."

BUSINESS STRUCTURE

That conversation can help you decide more thoughtfully how to structure a new business. For instance, a sole proprietorship can make the transfer of a business and its assets a lot more complicated, Montney observes,

while structures such as a limited liability company, or LLC, trade the more complicated process of starting the business for a smoother transition when the time comes.

Two or more partners should decide upfront how the value of everyone's stake will be determined. "It's a lot easier to agree in the beginning on a structure than it is when there's a disagreement," he says.

And disagreements do arise, even among business founders who were once close friends or blood relatives. When people get older, their goals, desires, or even outlook on life could change, propelling them into new ventures sooner than anyone anticipated.

Formal contracts enable properly structured businesses to establish contingencies for such change. That doesn't mean you're locked in if circumstances justify changes — you can change contracts later by mutual agreement.

So revisit them frequently to make sure provisions still work for all. A wide range of events can happen over the life of the business: expansion to multiple locations; bringing on new key people, whether family members or outside hires, who might be potential successors; or acquisition of another business. "All of those are points of time in a business cycle that you want to look at and say, 'Hey, does everything still say what we want it to say in the event of these occurrences?'" Montney says.

“Until you get past that unrealistic expectation, you're not going to get a resolution. Take the emotion out of it. The emotion will probably cost you money.”

Roy Jay Montney

BE PREPARED

With the proper groundwork — and the good fortune of no unexpected potholes — you'll eventually reach the time to make a transition to the next operators of the business, whether family members, key employees or an outside buyer. "Then you can get a good price and it happens without incident," Montney says.

Of course, the best advice is always to be prepared. But let's face it — plenty of us may come up short in the planning department. Montney says that's the most common mistake he comes across. Suddenly, fate makes it clear it's time to move on and we haven't prepared. Partners fall out, someone dies unexpectedly, or some other disruption hits — and there's no clearly defined path forward for the business. Then what?

"I tell most people the key is to understand what you're looking for — what you want," Montney says. "And be realistic. Is what you want reason-

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able based on your current situation?"

It's far too common for feuding partners to lock horns and declare, in essence, "My business is worth a million dollars if you buy from me, but it's only worth \$500,000 if I'm buying from you," Montney says. "Until you get past that unrealistic expectation, you're not going to get a resolution." And worse, you'll hurt your long-run return: "Take the emotion out of it. The emotion will probably cost you money."

PROFESSIONAL HELP

The surest way to a resolution is to hire expert lawyers and tax advisers who can help everyone reach a workable agreement, Montney says. But you need the attorney's advice even if there is no dispute and everyone agrees on all the terms, he stresses.

First, you want to make sure the deal is the best one possible under state, local, and federal tax rules and that it doesn't leave any legitimate money on the table for any participants. Second, outside advisers will help you cover all the bases of a business transfer, such as making sure the new owner has all the licenses needed to start operating immediately or that the departing owner isn't still on the hook for a personal guarantee made on assets such as a leased business vehicle.

A lawyer experienced in this area will also help you avoid ambiguity about who is really responsible when the business changes hands. "You want to make sure there's some kind of finality to that transition."

Finally it's important that the business succession plan and every participant's personal estate plan don't clash. Suppose a partner dies or is disabled and his estate plan passes on a share of the business to the spouse or children. If the remaining partner doesn't want that, "then we need to address that," Montney says, before it happens. "You have to ask, 'Have you thought about how is this transition going to occur? What is your intent?'"

With proper planning, complexities like those can be addressed in advance through a variety of mechanisms, such as special trusts, life insurance and the like.

So plan early if you can for the end of your business life, take a deep breath and put aside emotions if that end comes unexpectedly. And whatever your circumstances, don't try to go it alone. Get the expertise you need.

That may be the best way to ensure that when the end comes, it helps you toward a bright new beginning. ■



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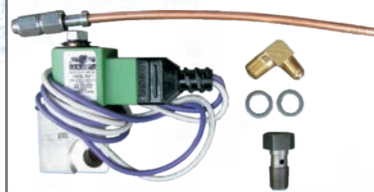
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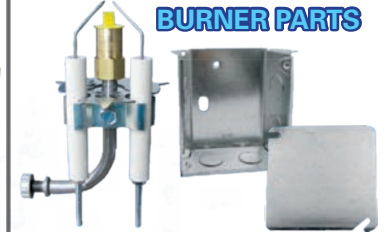
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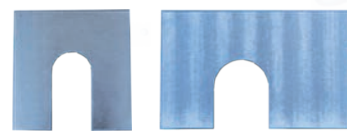
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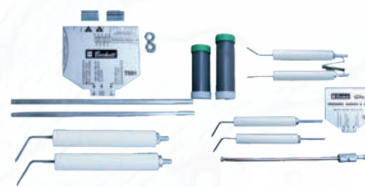
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Why Can't I Just Run My Sewer Into the River?

Crazy homeowner questions, technology advances and the need for better consumer education create challenges for onsite wastewater leaders in Kentucky

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 Kentucky Onsite Wastewater Association.

Name and title or job description: Charles W. Ward IV, environmental health program manager

Business name and location: Oldham County Health Department, La Grange, Kentucky

Age: 33

Years in the industry: 5.5

Association involvement: Kentucky Onsite Wastewater Association president

Benefits of belonging to the association: The networking is very helpful. For me, I like being able to call other environmentalists in my state and ask them questions or receive feedback on alternative methods to solve a potential issue.

Biggest issue facing your association right now: Communication between the association and installers is sometimes difficult, letting them know about upcoming training classes or any changes to the onsite sewage disposal systems regulations. Not everyone uses email and calling several hundred installers by phone is not very efficient.

Our crew includes:

Teresa Gamsky, director of public health
Todd LaFollette, environmental director
Kathy Fowler, health environmentalist
Carla Petrzilka, senior support services associate

Typical day on the job: My day begins in the office, answering phone calls or assisting county residents that come to the health department looking for information related to site evaluations or existing septic systems. Then after 11 a.m., it's out into the field to perform site evaluations on new residential and commercial properties, do final inspections on new installed



During a site evaluation, Charles Ward, environmental health program manager for the Oldham County Health Department in Kentucky, confers with installer Cliff Fendley of W.C. Fendley Backhoe Service. (Photo courtesy of Charles Ward)

septic systems, or evaluate an existing septic system that may be experiencing a surface failure.

Helping hands - Indispensable

crew member: LaFollette was my mentor in all things health department-related. With a biology degree and a few college courses in environmental science, I was rather ignorant in the field of environmental health. Once hired, there are several training sessions one must attend on the state level to receive full certification. LaFollette spent several months with me before these training sessions, letting me shadow him on site evaluations. He instructed me on what to look for in soil characteristics, evaluating site limitations and understanding septic standards. This mentoring gave me such a head start in my career that when it came time for me to go to the state for training, I was able to understand and follow all the information presented. It really helped me get ahead in the onsite program. Still today if I have any questions on specific sites, LaFollette remains a valuable asset.

The job I'll never forget: Going out for a final inspection on a job located in Crestwood, I saw what looked like a dried sea sponge that would have been used to wipe the grout off the bricks being laid around the house. Upon further examination by kicking it with my foot, it turned out to be a rather hard rock. I used my rock hammer to pry the object from the ground and rinsed it off with water. What I had found was a coral fossil. I sent pictures to

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the University of Kentucky for identification, and the fossil turned out to be 443 to 450 million years old.

My favorite piece of equipment: Having a field job is great and getting dirty is part of the job, but coming back to my office and typing my paperwork on a computer makes my job so much easier. It used to be that all paperwork was done by filling out pre-printed forms by hand. This meant that if you had poor handwriting or made a mistake, you would have to rewrite the entire form. Now I can scan a document, place text anywhere on that document, and it's legible, editable, and electronically stored and delivered to whomever may desire a copy.

Most challenging site I've worked on: Groundwater infiltrating a lateral field is always a major concern I have on a site with wet-weather springs. A septic system had a premature failure due to a spring that followed around the septic tank and down to the lateral field. The installer came up with the solution of excavating around the septic tank, placing corrugated pipe around the bottom, backfilling with some small rock, and running a daylight drain down and away from the lateral field. The diverting of the groundwater and allowing it to surface beyond the lateral field ultimately corrected the issue.

The craziest question I've been asked by a customer: Living in Oldham County, the Ohio River borders us to the north. I was once asked, "Why can't I just run my sewer into the river?"

If I could change one industry regulation, it would be: There used to be a reduction in the amount of lateral footage required if there was an advanced treatment unit (aerobic digestion) used in the septic system. I would



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like to see some form of that reduction reinstated as an incentive for property owners to invest in better technology for effluent improvement.

Best piece of small-business advice I've heard: "You can either ask for permission or beg for forgiveness." This is what I tell people when they ask me whether or not they have to get permits or have certified installers perform the work needed to be done because you can either ask and do it right or ignore the regulations and face the consequences.

If I wasn't working in the wastewater industry, I would: Probably be working in another field of public service. I have always gained more satisfaction from helping others in my community than anything else.

Crystal ball time - This is my outlook for the wastewater industry: Education has become a major component of my career. There are so many homeowners who move from the neighboring city to our county and have no idea what onsite wastewater disposal means because their city had a sewer system. To them, it was some form of magic — down the drain and away it all went. I have been partners with a few watershed groups that offer instructional classes to the general public to inform them about protecting the waterways in their neighborhoods. I would like to see new homeowners who are either building or moving into a residence on septic have some form of education provided to them so they can understand the importance of onsite wastewater disposal. ■

- Compiled by Betty Dageforde



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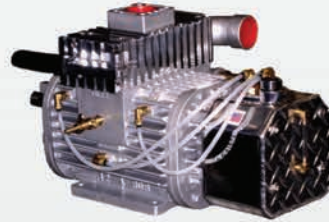


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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

Research Looks for Ways to Slow Septic Tank Deterioration

New concrete mixes and component design changes may be keys to solving the issues caused by microbially induced corrosion **By Jim Anderson, Ph.D.**

As I mentioned last month, a long-running debate in the industry has centered on advanced corrosion in concrete sewage tanks. The culprit causing this corrosion has long been identified as hydrogen sulfide gas (H₂S). The gas is generated by the decay of organic matter in anaerobic septic system sewage tanks. In addition, small quantities of the gas can be generated from organic material in piping to and from the tanks.

The National Precast Concrete Association has been looking at this issue for several years and continues to fund and conduct research to solve the problem. Corrosion in tanks occurs due to a process called microbially induced corrosion. There are three phases to the process where the pH of the concrete is first reduced due to the slightly acidic nature of H₂S, then microbes can attach to the concrete, and finally sulfuric acid is generated causing accelerated corrosion.

The stock answer to questions about why it occurs and how to prevent it has been that there is lack of adequate ventilation to allow gases to escape the confines of the tank. So the recommendation is to improve the venting from the tank and the problem will be solved. Typically, for systems with gravity flow, tanks and piping are vented back through the house sewer and out the roof stack.

FIGHTING CORROSION

Any interruption in this free flow of air back through the vent leads to H₂S accumulation typically around the outlet of the septic tank since this is the low spot in the tank air space. It appears through some of the research and a lot of service provider input that the H₂S accumulations are not only due to the gas being generated in the tank, but also downstream from the tank outlet. This is consistent with the information that gas can be generated in the piping. It also helps explain why in some systems the distribution boxes show advanced corrosion. Another low point in the system — in this case much smaller than a tank — the concentration of H₂S may be much higher, leading to rapid deterioration.

The National Precast Concrete Association has looked at concrete mixes, different additives and sealers. Better-quality concrete and these sealers can help delay the onset of the corrosion and should be a regular part of septic tank manufacture, but they are not the total solution.

As I mentioned in last month's column, a colleague shared a couple of examples of the research National Precast Concrete Association is doing on

this issue. The first involved corrosion in a pump tank at both the inlet and where the pressure pipe outlets from the tank. On the inlet side of the tank, the pipe was simply stubbed off so as the effluent comes from the septic tank, it creates a little waterfall effect causing turbulence in the tank, generating H₂S.

This was interesting to me because I thought all pump tanks or chambers should have baffles on the inlet with the specific purpose to reduce or eliminate turbulence in the tank. I began to look at literature and installation guides about pump tanks and found that requiring baffles at the inlet often does not get mentioned as being a part of installation.

If the pump station was the second chamber in a tank, it was more likely indicated that an inlet baffle was needed. When an elbow and pipe extending to near the bottom of the pump tank was installed, the levels of measured H₂S fell from 100 ppm to less than 10. I would encourage everyone to check their codes and requirements to make sure an inlet baffle is specified.

FROM THE DRAINFIELD

On the outlet side, the corrosion was noticed where the weep hole sprayed out against the wall. Concentrations of H₂S in this area were about 100 ppm. The pipe was extended downward so the weep hole was positioned below the high-water elevation in the tank and again the concentration was reduced to less than 10 ppm. The weep hole should be placed where it will not spray the side of the tank and in an area to reduce turbulence.

Another example provided was in a gravity system, where the corrosion was found around the outlet baffle of a septic tank. Measured H₂S concentrations were 700 ppm or more. This tank already had a separate vent with a charcoal filter to reduce odors, but there was still H₂S accumulation and corrosion. This indicates the gas was coming back from the drainfield area.

When the effluent screen was removed and the outlet baffle was extended outside the tank, concentrations of H₂S were reduced to less than 10 ppm. As I have surmised before, as our systems have become more complicated, it has become necessary to add additional venting to reduce the potential for H₂S gas accumulations that could lead to corrosion.

National Precast Concrete Association has commissioned additional studies to look at different venting configurations to solve or reduce the problems due to microbially induced corrosion. I am sure we have not heard the last of this issue, but it looks like we may have a few more answers than we have in the past. ■

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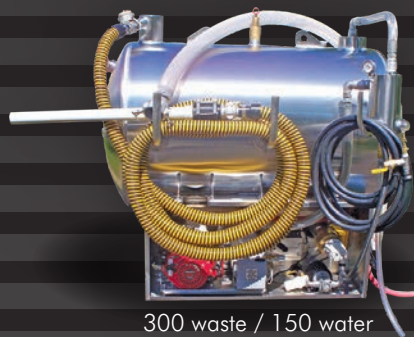
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He Steps in When Treatment Plants Are Far Away or Inconvenient

Trucker Peter Noonan has developed a transport specialty using large tankers to deliver septic waste on behalf of pumpers **By Peter Kenter**

Located in the town of West Bridgewater, Massachusetts, J.P. Noonan Transportation is primarily a bulk transportation company operating throughout the New England states. But the company has also developed a niche operation in transporting sewage wastes for clients and acting as an intermediary transportation service for pumpers.

Company owner and founder Peter Noonan Sr. will tell you that he isn't in the septic business. He's in the transportation and logistics business, and to him, septic waste is just another commodity among many. Now hauling any type of load from aggregates to mulch, the company currently offers a fleet of 300 trucks, of which three are pumpers dedicated to transporting liquid and septic waste.

At 78 years old, Noonan continues to maintain an active hand in the company and gets behind the wheel of a transport every working day.

Pumper: How did you get started in the trucking business?

Noonan: From my early childhood, I was around the gas and oil industry. My grandfather owned and operated a house-to-house oil delivery service and gas stations while my father worked alongside of him his whole life. As a young boy, I watched the Mobil tank trailers off-load product at Grampy's bulk plant and I promised myself that one day I would own a truck and be Noonan's delivery man. After graduating high school, I bought a tractor and an old 3,800-gallon tank trailer and went to work. In 1959, I bought my first new truck, an Autocar single-axle tractor and began hauling for Noonan Brothers Oil and Mobil.

Pumper: When did you discover there was an opportunity to add transportation of septic waste to the list of business services you offered?

Noonan: In the early 1990s, I was approached by Wastewater Solutions, a small septic company with one 5,000-gallon trailer. They needed a hauler to transport liquid waste to a treatment plant in Templeton, a facility located about 70 miles away. I was eager to take the business but would need to convert an oil trailer into a single-compartment septic trailer. Our first endeavor was to alter 8,500-gallon fuel trailers and outfit them with septic valves. Every day or so, I would leave an empty trailer at the Wastewater Solutions site and remove a full trailer for transport to Templeton.

Pumper: Did you encounter any challenges in the conversion of oil tank trailers so that they could accommodate liquid sanitary waste?



Peter Noonan, owner of J.P. Noonan Transportation

Noonan: We thought we knew what we were doing, venting them and cutting out the middle of the baffles. One day I went to one of our mechanics and told him there was something rattling in the trailer, but I couldn't figure out what. All we had on the tank was one dome cover and a 6-inch valve. The next morning on my way to a plant in Grafton, I saw the tank was leaking. I arrived at the plant, dropped the load and returned to Noonan's welding shop where the mechanic found that every baffle in the tank had fallen out of the trailer. Gas weighs 6.3 pounds per gallon; oil weighs 7.3 pounds per gallon; and septic weighs 8.34 pounds per gallon. Those trailers were not built for this heavy, heavy stuff. I quickly decided that I was all through making septic trailers out of oil and gas trailers.

Pumper: What type of vehicle did you start using instead?

“If they've only got a 3,000-gallon pumper, we can deliver three loads to their one. We also complete the manifests for them. They can do more pumping for their clients while we're delivering.”

– Peter Noonan

Noonan: I started with Fruehaufs, buying only 8,500- to 9,000-gallon single-compartment trailers for septics. Now, I buy clean-bore tankers from Stevens Tanker Division in Texas (all with National Vacuum Equipment pumps). We began buying vacuum trucks and stopped exchanging tanks at the contractors' sites. Instead we suck out the contractors' trucks, which they leave in the yard. For one client, we leave a 21,000-gallon frac tank in his yard.

Pumper: How many pumping companies does J.P. Noonan Transportation currently count among its clients?

Noonan: We have about 10 contractors who leave septic waste at a site for us to pick up.

Pumper: What is the range of liquid wastes that you transport?

Noonan: It can include septic wastewater, sludge, and leachate. Some grease. Together, these loads represent about 10 percent of our overall business.

Pumper: What is the value proposition that you offer to your septic pumper clients?

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Noonan: Many town waste treatment systems have been taken over by private companies. In many instances, they don't like to take outside septic and often it's just too far a distance for the pumper to travel to deliver a small load. If they've only got a 3,000-gallon pumper, we can deliver three loads to their one. We also complete the manifests for them. They can do more pumping for their clients while we're delivering.

Pumper: Who are your other clients for hauling liquid septic waste?

Noonan: Cities, towns, and municipalities want us to pick up waste from their utilities. Some of our clients are also housing projects with septic systems.

Pumper: How much do the treatment plants in the area charge per gallon for accepting septic waste?

Noonan: Like I said, I am not in the septic business, but in the transportation business. I don't make any money on the disposal, only on the transportation; so I charge the client what the plant charges me, and the cost varies from a low of about 4 cents to a high of 10 cents.

Pumper: Is septic transport a growing business?

Noonan: Overall it is. However, we're not seeing a lot of growth as an intermediary for pumping companies.

Pumper: What is a typical day like for you, working on a septic route?

Noonan: I get to work at 2 a.m. and finish my runs about 2 p.m. I will work at the office for two hours or so and then head for home. Bedtime is early for me. Our septic trucks work 24 hours a day, seven days a week. ■

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

Mississippi

Mississippi Pumpers Association
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Missouri Smallflows Organization
www.mosmallflows.org; 417-631-4027

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www.nowwa.org; 402-476-0162

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

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

New Mexico

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

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

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

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

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Oregon Onsite Wastewater Association
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Pennsylvania Association of Sewage Enforcement Officers
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www.nowra.org; 800-966-2942

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

CANADA

Alberta

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

British Columbia

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

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

Manitoba

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

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

New Brunswick

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

Nova Scotia

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

Ontario

Ontario Onsite Wastewater Association
www.oowa.org; 855-905-6692

Ontario Association of Sewage Industry Services
www.oasisontario.on.ca; 877-202-0082

Saskatchewan

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

Canadian Regional

Western Canada Onsite Wastewater
Management Association
www.wcowma.com; 877-489-7471

Satellite Industries acquires PolyPortables Inc.

Portable sanitation industry manufacturer Satellite Industries, Plymouth, Minnesota, has acquired PolyPortables Inc., based in Dahlonega, Georgia. The acquisition includes the PolyPortables manufacturing plants and equipment, restroom and deodorizer products, and distribution warehouses. The management team, office, production and warehouse staff will also be retained as part of the acquisition. PolyPortables will continue to operate as a division of Satellite Industries.

“It is an honor to combine these two great companies into one,” says Todd Hilde, CEO and owner of Satellite. “PolyPortables’ strong leadership and quality products makes the combination of our companies something I believe will be a tremendous benefit to our customers, employees and the industry. In the end, we will develop more products and services, advance industry knowledge and provide a higher level of technical support.”



Todd Hilde

Eric Capers, president of PolyPortables, also recognizes the benefits. “Our decision to accept the purchase offer by Satellite came because of seeing the advantages to both our customers and employees,” he says. “We are going to focus on leveraging the strengths of both companies for the good of our customers.”

“Both Satellite and PolyPortables’ teams are excited to join forces,” adds John Babcock, president of Satellite. “We have similar cultures and are dedicated to serving our customers, which means providing a wider variety of products, people, locations and resources.”

Information posted by the companies reassured customers that little change will occur in their working relationships with Satellite and the PolyPortables division. PolyPortables will continue to manufacture, assemble and deliver its products, while representatives for Satellite and PolyPortables will sell each other’s products.

“PolyPortables customers will continue to work directly with their sales representatives and Satellite customers will continue working with their area manager with the added benefit of being able to purchase each other’s products,” Hilde says. “Any change going forward will focus on how it benefits our customers and employees. Both companies have a long history of customer and employee longevity and we expect this new company will only strengthen those relationships.”

According to the company, Satellite approached the PolyPortables equity partnership owners in November 2017 about purchasing the company, and the sale was finalized April 30.

Bio-Microbics moving to new facility

Bio-Microbics moved to a new facility in March. The address is 16002 W. 110th St., Lenexa, Kansas, and the phone and fax numbers are the same. The move creates more space for the company, including more than 18,000 square feet for office staff.

Wastequip closes acquisition by H.I.G. Capital

Wastequip announced the close of its acquisition by an affiliate of H.I.G. Capital, a global private equity investment firm. As part of the deal, Wastequip has appointed Andreas Gruson as chairman of its board of directors.

“Wastequip will benefit immensely from having a person of Andreas’ caliber to help shape the vision of our company,” says Marty Bryant, Wastequip CEO. “With him as our chairman of the board, I believe we are well-positioned to execute on strategies to drive even greater sales and earnings through both organic growth and acquisitions.”

Comforts of Home Services moves to new facility

The owners of Comforts of Home Services, Brad and Cara Martin, have announced a move into a new, larger manufacturing facility in Aurora, Illinois. The building provides three times the production floor space of the prior building and additional room to bring on new employees.

“This new facility gives us the space needed to support the increase in business the restroom trailer industry is experiencing, support opportunities for continued growth, and develop new innovative products and features — a core value I built this business on,” Brad Martin says. The family-owned business has three generations of the Martin family involved in day-to-day operations.

Westech Vac Systems names Ben Schmitt general manager

Westech Vac Systems announced Ben Schmitt as its new general manager. Schmitt will be responsible for organizational leadership and day-to-day management of Westech Vac Systems’ Nisku, Alberta, location, as well as business development, recruiting, and overall growth. Prior to joining Westech Vac Systems, he was with Vector as the company’s excavation and industrial vacuum product manager.



Ben Schmitt



Satellite Industries celebrates 60th anniversary

Sixty years have passed since Satellite Industries started with a small inventory of wooden restrooms in Minneapolis and the hope that portable sanitation would be a benefit to many others. Today the company supplies operators in more than 130 countries with Satellite Industries products to create safe, sanitary conditions in their communities.

The company began when Al Hilde left the Army in 1958 with a dream to create a business to provide private, sanitary restroom facilities in places where permanent bathrooms were not available. By the late 1960s, Satellite Industries was a well-established portable sanitation business in Minneapolis and beyond. In 1972, with the creation of the Tufway, a polyethylene portable restroom, sales grew quickly. By 1988, Hilde made the decision to focus solely on being a supplier of restrooms, trucks and deodorizers.

At February’s Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, Satellite Industries celebrated 60 years by giving away 60 gifts to operators as a thank-you for their continued business. Two commemorative T-shirts were also created, with images of older trucks and restrooms. The proceeds of the T-shirt sales were donated to Karibu Loo, a portable restroom business in Kenya run by children and young adults to help them pay for schooling.

Infiltrator acquires Delta Environmental assets from Pentair

Infiltrator Water Technologies announced the purchase of Delta Environmental’s assets from Pentair Flow Technologies. Infiltrator Water Technologies has acquired the technologies, approvals, trademarks and physical assets to produce the Delta Whitewater Series and Delta Fabricated Treatment Plants from Pentair Flow Technologies. ■



POLYPORTABLES

Welcome to all our new friends at PolyPortables!



Septage Disposal Management

By Craig Mandli

DEWATERING EQUIPMENT

AQUA-ZYME DISPOSAL SYSTEMS ADS

The ADS 30-yard open-top roll-off dewatering unit from **AQUA-Zyme Disposal Systems** can be filled with 22,000 to 25,000 gallons of biosolids at 1 to 2 percent solids in about two hours. After draining for 24 hours, the unit can be picked up using a standard-capacity roll-off truck and transported for solids disposal. Sludge volume can be reduced by 80 percent with reductions to 98 percent in BOD, COD, FOG and TSS. Effluent is clear, the unit has few moving parts, and the size of filter media can be selected according to job requirements. Standard equipment includes a roll-over tarp system; side, floor and center screens; 1/4-inch floor plate; 7-gauge side plates; four door binder ratchets; eight drain ports; two inlet ports; and a long-handle scraper. Units are also available in a 15-yard size. **979-245-5656; www.aqua-zyme.com.**



BRIGHT TECHNOLOGIES 0.6-METER SKID-MOUNTED BELT FILTER PRESS

The compact, 0.6-meter skid-mounted belt filter press from **Bright Technologies, Division of Sebright Products Inc.**, has stainless steel frame and roller construction, and radius wedge zone and wing roller for sludge dewatering. Components include a sludge pump, polymer system and wash-water booster pump. Options include a sludge flowmeter, air compressor and discharge conveyors. The compact walkaround skid design can be utilized in as little as a 20-by-10-foot floor area. The Boerger rotary lobe sludge pump has a maintain-in-place design. A Gould's belt wash booster pump can handle small solids and operate with recycled water from the process. Allen-Bradley controls and touch screen integrate the components to make an operator-friendly design that is intuitive to operate. Cake solids of up to 35 percent can be achieved. Rates of 25 to 50 gpm (depending on biosolids type) help in small applications or when a processor has outgrown dewatering containers. **800-253-0532; www.brightbeltpress.com.**

CENTRISYS/CNP COMPLETE SKID-MOUNTED DEWATERING SYSTEM

Centrisys/CNP complete skid-mounted dewatering systems are designed with all the components required for sludge dewatering and thickening in a single package, with flow rates ranging from 5 to 400 gpm. The turnkey system can be placed in operation in a minimal amount of time. Drop the system in place and make feed, power and liquid discharge connections. Operators can use the mobility of a skid system for process requirements at several locations. They are available in container or open design skid-mounted options. **262-654-6006; www.centrisys.us.**



FOURNIER INDUSTRIES ROTARY PRESS

The rotary press from **Fournier Industries** uses two slowly rotating screens to create a 2-inch-wide channel that the sludge passes through as it dewater. A pressure restrictor on the press outlet allows the operator to vary the degree of cake dryness in the final product. The unit has few components and is designed for ease of maintenance and unattended operation. The enclosed design mitigates odors and allows the operator to avoid direct contact with sludge. It can be equipped with a single dewatering channel or can be expanded up to six channels on a single machine. Septage can be treated to a cake dryness in the more than 30 percent range. **418-423-4241; www.rotary-press.com.**

IN THE ROUND DEWATERING HORIZONTAL DRUM

The horizontal biosolids dewatering system from **In The Round Dewatering** has a stainless steel drum with perforated plastic tile lining. The drum is mounted on a roll-off frame for easy transport and unloading. Water trays allow containment of discharge water. An 18,000- to 25,000-gallon batch is mixed with polymer before being filtered in the rotating drum, driven by a 1/2 hp variable-speed electric motor with a heavy-duty chain and sprocket. The turning eliminates crusting and wet pockets to produce uniform, consistent results. The dewatered material dumps easily, and the drum is self-cleaning. **317-539-7304; www.itrdewatering.com.**



(continued)

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950/300 Steel Tank, Diesel **\$77,000**

4x4..... **\$82,500**



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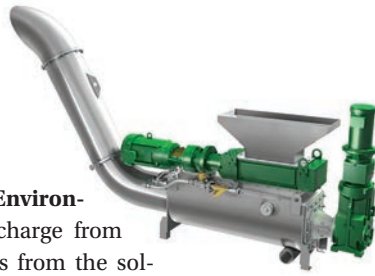
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DEWATERING EQUIPMENT

JWC ENVIRONMENTAL MONSTER WASH PRESS

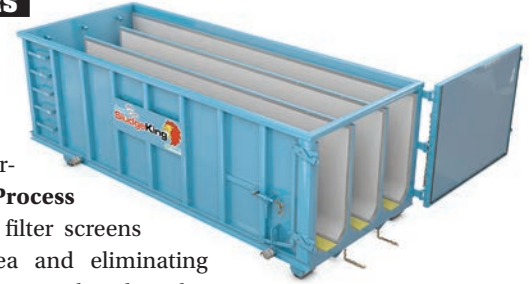
The **Monster Wash Press** from **JWC Environmental** cleans and compacts the discharge from screens, separating water and organics from the solids. Its Muffin Monster grinder preconditions screenings before entering the press. The grinder breaks open rags, plastics and trash to promote washing and removal of soft organics. The rotor paddle in the wash zone agitates the material to enhance water penetration throughout the debris for better removal of organics from the solids. Organics are washed back into the wastewater treatment process, while the solids are compacted into a dry, less-odorous solid plug. The press is designed for easy maintenance. The rotor and field-replaceable screen can be removed from the top of the unit, minimizing the clearance space needed around the unit during maintenance. A grinder-less version is available. **800-331-2277; www.jwce.com.**



ROLL-OFF CONTAINERS

PARK PROCESS SLUDGE KING

The **Sludge King** dewatering container from **Park Process** includes radiused, edged filter screens providing extra filter area and eliminating 90-degree angles that can trap cake when dumping. Between the bottom ends of the wall filters and middle wall filters are installed Cake Away thick plastic panels that fill the void in the container bottom where water could collect. They facilitate the dumping of cake from the container by providing a nonstick surface. Two center-wall filter panels offer additional filter area, translating into drier cake and faster dewatering times. The inlet manifold has individually controlled inlet ports for distributing the incoming flow equally to each side of the center wall filters. Units are offered in five capacities. **855-511-7275; www.parkprocess.com.**



WASTEQUIP DEWATERING CONTAINER

Dewatering containers from **Wastequip** have gasketed doors and are hydro-tested to ensure they will not leak. Disposable liners and removable shells make them easy to clean. Since the shell is easily removed with bolts, it can also be used as a sludge container. With a solid steel nose cone and outside rail understructure, the containers are designed for harsh environments. They are available in 20- and 25-yard sizes and round-bottom or rectangular configurations. They can also be custom configured for specific applications. **877-468-9278; www.wastequip.com.**



PIK RITE SELF-CONTAINED ROLL-OFF UNIT

Pik Rite self-contained roll-off units are fully operational at the pumping site without a chassis. The heavy-duty front platform holds the user's choice of pump and a Kohler 25 hp electric-start engine. The tank is set up with a level indicator, rear sight eyes, 36-inch top manway, 20-inch rear manway, 3-inch intake with an internal 3-inch standpipe, and a 4-inch discharge. The low-profile, 12-inch primary shut-off is paired with a 10-gallon secondary shut-off. Spray-on protective liner under the hoses protects from scratches and ensures years of durability. Work lights and a safety beacon are mounted on the rear tank head and a ladder is mounted on the side. Polished aluminum hose trays and custom paint finish are standard. Other customizable options are available. **800-326-9763; www.pikrite.com.**

LAND APPLICATION

IMPERIAL INDUSTRIES ULTIMATE DEBRIS COLLECTOR

The **Ultimate Debris Collector** from **Imperial Industries** combs debris from septic waste so it can be land-applied according to regulations or pretreated for off-loading at a disposal plant. The 85-pound unit attaches to the rear valve of the vacuum truck. Two options on filter combs are available for septic and holding tank service. The septic filter, with 22 teeth, spaced 3/4 inch apart, is designed for removing larger debris, while the holding tank filter has 45 teeth spread 3/8 inch apart. A hinged end cap makes it easy to slide the filters out for cleaning. Debris on the filter can be brushed into a disposal container. **800-558-2945; www.imperialind.com.**



STORAGE TANKS

HUSKY PORTABLE CONTAINMENT BLADDER TANK

Husky Portable Containment Bladder Tanks are available in custom bladders or pillow tanks to meet requirements and specifications. They can be manufactured taller, shorter, wider, or longer with any fitting and valve configuration. They are available in sizes from 25 to 50,000 gallons and manufactured to meet military or commercial specifications. Construction materials include XRs, PVCs and urethanes (MIL Spec), with PVC (NSF 61), aluminum, stainless steel and brass fittings from 3/4 inch to 6 inches. They include access panels, maneuvering straps near the corners and every 5 feet down the sides, flame arrestors, double T-style, and mushroom vents. Storage bags are included. Ground covers and sunscreens in various weights are available, as are field repair kits. **800-260-9950; www.huskyportable.com.**



SLUDGE TREATMENT

BIONETIX INTERNATIONAL BIOBOOST TABLET 1T

BIOBOOST Tablet 1T from **Bionetix International** is a natural treatment for septic tank maintenance and aftershock treatment. It relies on a high-density, 1 trillion-count blend of bacteria with biological nutrients and stimulants to naturally biodegrade paper, oils, greases and waste. It is especially efficient for treatment after toxic shock from the use of strong bleaches or other harmful chemicals, such as root killers for removing roots from pipelines. The tablet nourishes and replenishes bacteria in the septic tank to biologically digest waste and reduce sludge buildup. Results of this treatment include reduction of odors and methane, prevention of pipe and drain blockage, and decrease of septic tank pumping frequency. It replaces chemical products and does not attack plastic or metal pipes. Use two tablets in the startup month, followed by one tablet per month for maintenance. **514-457-2914; www.bionetix-international.com.**



SIM/TECH FILTER TRUCORE

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

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Septage Disposal Management

By Craig Mandli

CASE STUDY

SCREENING SYSTEM SAVES COMPANY TIME AND MONEY

Problem: Aqua Engineers has been serving the Hawaiian Islands in both the water and wastewater industry for 37 years. With the limited amount of space at the sites the Oahu Wastewater System team services, building a drying bed was not feasible. This meant the company's team driving about an hour away to the available drying bed and having to return to clear out the bed after the debris dried.



Solution: The **Mega Screen** from **ScreenCo Systems** allows the company to dewater and clean onsite at one of its pump stations.

Result: The Mega Screen has saved time and increased productivity of the team, as it provides a quick and easy way to unload their Vactor vacuum truck. **208-790-8770; www.screencosystems.com.**

CASE STUDY

SCREENING SYSTEM HELPS PLANT SOLVE FOG ISSUES

Problem: A regional treatment plant in Pennsylvania has had a truck waste-receiving program for many years. However, the percentage of FOG being discharged had grown significantly. The plant decided to establish a separate FOG receiving station and needed an efficient screen.



Solution: The plant set up a controlled pilot test. Objectives included demonstrating the screen's ability to accept gravity or pressurized flow from various size trucks, quantifying the amount of debris captured, demonstrating that the screen did not need a rock trap or grinder, and verifying truck unloading times. They chose the **Enviro-Care Beast** septage, FOG and sludge screening system after the unit screened an average of 20 trucks per day for one month. The loads ranged from coagulated grease the consistency of oatmeal to grease similar to SAE 30 oil. Even the mixed-load trucks with large quantities of rags and rocks were not a problem, and the unit didn't require a rock trap or grinder.

Result: Feedback from the haulers and plant personnel was positive, as well as the data collected on the four objectives. Plant personnel terminated the balance of the pilot test and purchased two FOG Beast 1400 screening systems. **815-636-8306; www.enviro-care.com.**

CASE STUDY

SEPTAGE PLANT HELPS PUMP STATION ACHIEVE BIOSOLIDS QUALITY GOAL

Problem: In Newark, Ohio, a pump station was struggling to cope with rags and hair. Despite having a grinder, debris such as plastics were getting into the digesters and adversely affecting the quality of biosolids at the plant, which treats around 2.75 million gallons per year of septic waste.



Solution: A self-contained, fully automatic **Raptor Septage Acceptance Plant** from **Lakeside Equipment** was installed. Designed with a heavy-duty three-plane fine screen, it employs a rotating rake that passes through the full depth of the basket bars to remove debris from the screening area. The rotating rake deposits collected screenings into a central screw conveyor hopper that leads to a transport tube. Screenings are spray-washed in two stages to return organic materials to the liquid stream.

Result: The unit's smaller footprint made it easier to use and more economical, according to Darin Wise, Newark plant superintendent. "I fully expect our unit to give us a good 20-years-plus of dependable duty," he reports. **630-837-5640; www.lakeside-equipment.com. ■**

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in the
SPOTLIGHT
By Craig Mandli

T.S.F. INTRODUCES A SINK DESIGNED TO AID DISABLED USERS

Access is often the key to increasing business as a portable restroom operator. Your units need to be readily available on short notice. They need to be clean and kept in good repair. They also need to be a fit for the event taking place. A new portable sink offered by T.S.F. was designed with those ideas in mind — to provide access.

The company's Handicap Accessible Sink is aimed at special events and parks, providing a hand-wash option to patrons who have disabilities and may not be able to use traditional portable hand-wash stations. According to Mat Schenk, T.S.F. owner, the unit is designed as an add-on to the company's Free Standing Sink.

"All it takes is a couple of bolts to mount it to the side of our current Free Standing Sink model," Schenk says. "But instead of a foot pump to get water, all the user has to do is push a button."

Power supplied by the unit's 12-volt battery pumps water at a maximum of 35 gpm with 10 to 15 pounds of pressure. The duration of the water stream is adjustable, depending on the type of event the sink is being deployed to.

"If you are using it at a park and you want the battery to last longer, you can choose a shorter duration for the water stream," Schenk says. "But if it is a barbecue, you probably want a longer duration because of the mess. It's nice to have that option."

Because the unit is added to the Free Standing Sink, it leverages the existing sink's 45-gallon water and waste tanks. The energy-efficient pump was tested to provide pumping of up to 200 gallons of water between charging. Schenk points out the sink can be added as an accessory to other types of portable units, or even as a permanent fixture at a park. The only requirements are a water supply and a tank to collect wastewater. Schenk says the sink provides handicap access, but is great for use by children as well.

"Small children sometimes don't have the coordination to press the foot pump down and wash their hands at the same time, so this would be a good alternative for those situations," he says. "We think it will open a door for a lot of special event suppliers. The more access you can provide, the better."

800-843-9286; www.tuff-jon.com

ISUZU COMMERCIAL TRUCK OF AMERICA NEW MODEL LINEUP AND NRR CREW CAB

The Isuzu Commercial Truck of America 2018-19 model line includes the introduction of a Crew Cab model



in the Class 5 NRR series. Other highlights of the new models include support features designed to help reduce operating costs, improve performance, manage risk and help protect the investment. Upfit applications accommodate vocational bodies up to 30 feet with the standard cab and up to 16 feet with the Crew Cab models. GVWRs range from 12,000 to 26,950 pounds. Cab/chassis combinations offer standard three-seat cabs or Crew Cabs with seating for a seven-person crew. **866-441-9638; www.isuzucv.com.**



WATER CANNON INC. - MWBE INDOOR APPLICATION PRESSURE WASHERS

The new industrial-duty line of indoor pressure washers from Water Cannon Inc. - MWBE are powered with a Baldor Electric 20 hp motor and the General Pump TSP Series pump. Three models are available offering up to

5.5 gpm and 7,000 psi. The attachment kit includes a 50-foot hose, trigger gun and wand, and the washers come with quick-connect nozzles. The auto-stop/start feature shuts down the motor and pump when the trigger gun is closed. **800-333-9274; www.watercannon.com.**

CUSCO SEWER JETTER VACUUM TRUCK

Cusco's Sewer Jetter with a Hibon VTB 840 full vacuum blower system is easily integrated with any brand of chassis and has a cleaner, more



streamlined design. It features a unique combination freshwater tank and debris water tank that reduces unit weight and frees up space along the side and back of the truck, allowing for more on-truck storage. The jetter has a 26-foot-by-8-inch boom, featuring 270-degree rotation for greater reach. A noise-reducing silencer system allows for quieter operation in residential areas, and a minimized wheelbase makes for easier maneuverability. **800-490-3541; www.wastequip-cusco.com.**



SEPTIC MAXX SOLU-PACS

Septic Maxx Solu-Pacs have both aerobic and anaerobic ingredients. They activate in low-oxygen environments like septic tanks and higher-oxygen environments like septic drainfields or holding tanks. Like a probiotic, Solu-Pacs are designed to replenish the septic system with the healthy bacteria to function at its best and help liquefy solids, toilet paper, greases, oils and starches. The packs will also help replace the good bacteria that get killed off by bleaches, detergents and other chemicals. According to the manufacturer, used monthly, they protect between pumpouts, reduce the chance of drainfield failure, and are easy to use. **800-397-2384; www.septicmaxx.com. ■**

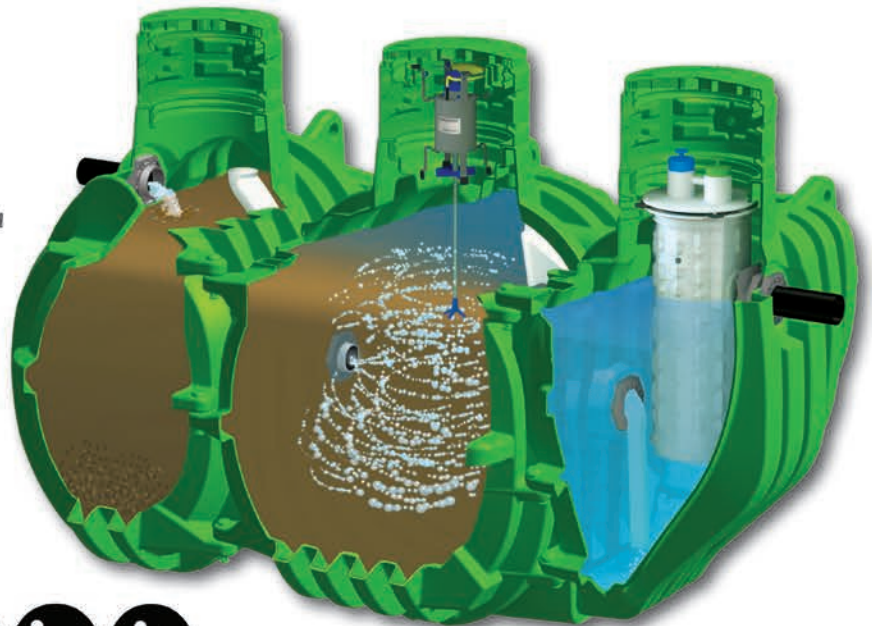


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King's Sanitary Service

Bristolville, Ohio

Rex King Jr. bought a white and red 2017 Western Star 4700 with a 4,000-gallon Mid-State Tank/Arthur Custom Tank stainless steel tank and National Vacuum Equipment 400 cfm vacuum pump built out by FlowMark Vacuum Trucks. The rig is powered by a 350 hp Cummins ISL9 engine tied to an eight-speed Fuller transmission (Eaton Vehicle Group). The truck features heated valves, Garnet SeeLevel digital gauge, dual top and one rear 20-inch manways, dual stainless steel toolboxes, 100-gallon aluminum washdown tank, and four sight glasses at 1,000-gallon increments. The cab features air conditioning, stereo with Bluetooth, and air-ride cab and seats. Graphics were provided by Ed Miller Signs. The truck is used for pumping septic tanks and grease traps. ■

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



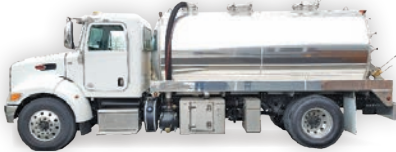
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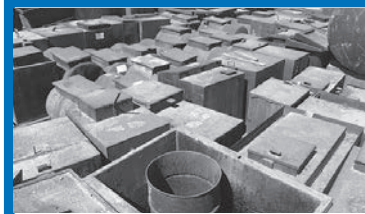
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2011 Dodge 5500 Cummins diesel with 1,100-gallon tank. 2WD/Auto with 148k miles. \$34,900

Call 330-562-8300, OH P06



2013 Ford F550 portable toilet truck (diesel). Good condition, 170k miles. Asking \$42,000 OBO

Bruce 701-471-4098, ND P05



2007 Ford F450 Diesel portable toilet truck for sale. 86k miles, slide-in w/liftgate. Very good condition inside and out. Asking \$32,500 OBO

Bruce 701-471-4098, ND P05



2017 Hino, 70,000 miles, 1,100-gallon waste, 400-gallon water. New tires. Downsizing to smaller truck. Call for more information.

800-284-1311, AR P06



2013 Hino, tank size: 700 waste, 250 fresh. Masport pump. Total mileage 146,232. \$23,500 OBO

Contact Steve Bisbee
908-377-1097, NJ P07

2000 Ford F650 portable toilet truck, 3126 Cat engine, 1,200 waste, 300 fresh. Asking \$12,000 OBO. Call Al at 302-420-7237 or email arrowsanitary@juno.com. (P06)

Two (2) Portable Restroom Trucks for Sale: 2015 Dodge 5500, 4x4, diesel, Crescent tank 750 waste/100 fresh/300 fresh. 93,000 miles. \$60,000. 2016 International Terrastar, 4x4, Bruder aluminum tank, 3 cells, 1,000 waste/300 fresh/200 fresh. 56,000 miles. \$70,000. Updating fleet. Please text or call for pictures 785-477-2254. (P06)



2007 International 4300 Series, 1,600-gallon, stainless-steel Best Enterprise 2-compartment tank. Power wash-down system and DC-10 pump as well. \$40,000

Bruce 631-767-9404, NY P06



2014 Kenworth T300, 1,600-gallon stainless-steel Best Enterprises 2-compartment tank. Power washdown, Masport pump. Call for more details \$85,000

Bruce 631-767-9404, NY P06



2015 Dodge Ram 5500, 4x4, aluminum tank, 72,000 miles. \$65,000. **2016 Dodge Ram 5500**, 4x4, aluminum tank, 67,000 miles. \$66,750. **2016 Dodge Ram 5500**, 4x4, aluminum tank, 57,000 miles. \$69,250.

Call Rodney Lane
270-832-3793 P06

2001 Chevy 3500 HD, 89,000 miles, 6.5 diesel, auto., air, newer paint. Truck is in excellent condition, no leaks. 600-gallon waste, 195-gallon freshwater. Wallenstein pump with Honda motor mounted on flatbed. Garage kept. \$11,000. Call Brian 815-370-6032. (P06)

2004 Kenworth T300 with Keith Huber steel tank (1,800/300). Cat C7 engine, 318k miles. Good truck that was running daily. \$28,000. Email patrick@moorecans.com or call 214-364-4611. (P06)

2008 International 4300 with 2,100/400 aluminum tank. DT466 engine with 305k miles. \$28,000. Email patrick@moorecans.com or call 214-364-4611. (P06)

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2009 International 4400 with 1,600/600 aluminum tank. MaxxForce DT with 245k miles. \$28,000. Email patrick@moorecans.com or call 214-364-4611. (P06)

2012 Isuzu NQR, diesel, auto, Progress 900/350 tank, two-unit carrier, Masport pump. Asking \$29,000 OBO. Call 845-883-7880. (P06)

Portable toilet trucks for sale: 2005 International 4300 portable toilet service truck, 25,999 GVWR. Asking \$13,250. See pics & info @ <http://portabowlrestroom.blogspot.com/>. 2004 Ford F750 portable toilet service truck, 25,999 GVWR. Asking \$13,750. See pics & info @ <http://portabowlrestroom.blogspot.com/>. Contact Cory@Portabowlinc.com or call 215-766-8164 ext. 1 (P06)

2007 Ford F650 Super Duty portable restroom service truck. Steel vac tank (1,200 waste/300 fresh), Conde vac pump. Liftgate, carries 2 units. 211k miles. Great starter or backup truck. Needs cosmetic work. \$8,000. 978-452-7750 (PBM)

2012 Ram 5500 diesel, auto, Satellite 650/300 tank, two-unit carrier. Tires 80%. Serviced every 5,000 miles, mileage is 200K. Asking \$30,000. Call 845-883-7880. (P06)

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. \$42,000 OBO. 608-835-3459; sales@buckyspt.com (P06)

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)

2018 Hino 268A cab & chassis, 25,950 GVW with a new 1,600-gallon portable toilet service unit. (Stock# 13762) www.vacuumsalesinc.com (888) VAC-UNIT (822-8648) (PBM)

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2016 Acro Vacuum Trailer: Stainless steel 6,000 gallon, DOT certified double conical with air-ride suspension. Aluminum wheels all positions, full hose trays, OSHA walkways and railings. Vacuum pump option either hydraulic or self-contained. KLM Rentals, Inc. 617-909-9044 (PBM)

ROLL-OFF TRAILERS

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

SEPTIC TRUCKS



2001 Kenworth, N14 Cummins, 710k miles, 8-speed w/2 low, 6,000-gallon tank. \$39,500 OBO

Call Jim 608-219-1026, WI P07



Turn-Key Vacuum Tank Units: 3,600-gallon, unit mounted on your truck or ours; \$23,500. 2,500-gallon truck units; \$20,000. 1,500-gallon truck units; \$17,000. Self-contained vacuum skids, 1,000-gallon; \$11,000. 2,500-gallon painted tanks ready to mount; \$13,000. PortaPotty trucks and any custom options or sizes available!

TexLa Services
936-641-3938
Check us out on Facebook! P06



2006 International 7400, Eaton/Fuller 10-speed transmission, DT570 motor with 285,000 miles. Newer tires, drop tag axle, 3,600 waste/200 fresh tank. \$55,900

Call Tom 330-562-8300, OH P06



2001 Freightliner, 4,000-gallon aluminum tank, 3126 Cat, 8LL transmission, Challenger 500cfm pump. Fully restored undercarriage. Too much to list, MUST SEE! \$50,000 FIRM

Call 973-703-5540, NY
cooperseptic@yahoo.com P06



2013 Peterbilt 337: Cummins, 330hp, automatic. New, never used Amthor 2,500-gallon aluminum vacuum tank, Fruitland pump. \$67,500

501-941-1785, AR P06



2007 International 4400, DT466, Allison automatic, 250,000 miles. Rebuilt top end in Oct 2017, bottom went out in Feb., parked it. Abernathy built. 2,500-gallon tank (300 fresh/2,200 waste). Hydraulic scissor lift for dump, vibrator, hydraulic rear door. Hydraulic-driven jetter 10gpm, 3,000psi. Masport 400. New heads, new injectors, new top end. Steer tires new, rear tires good. Needs bottom end built. MAY need new block. DOES NOT run. \$28,000

pricemcm@windstream.net
706-789-3263, GA P06



1998 Freightliner -- Purchased and custom built in 2009 with new tank, pump and pressure washer. 4,000-gallon steel tank, Jurup LC420 pump. 60 Series Detroit, 10-speed, 698,928 miles. Frame is slightly bent; however, truck runs and operates very strong. We purchased a newer truck this year and have upgraded our fleet. Motivated seller -- all offers will be considered. Selling price \$28,500

727-392-1352, FL P06



2007 Freightliner M2 106 Business Class: Pre-emissions, 182k miles, 7k engine hours. Cat C7, 250hp, 6-speed manual, spring suspension. New virgin 11R22.5 tires on aluminum rims, new brakes and drums, complete service of all oil and filters, fresh D.O.T. inspection. NEW 2,500-gallon vacuum tank, Jurup LC420 vacuum/pressure pump, 4" discharge, 3" inlet, 3-5" glass sight eyes. Rhino-coated troughs and tank sides, LED lights, PPG paint. Delivery included anywhere in the lower 48. \$53,500

Call/text 734-777-0390, MI P06

SEPTIC TRUCKS



2007 International 7400 DT466 pump truck for sale. Jetter and 400-gallon freshwater tank. 4,000-gallon waste tank. 370,636 miles. Just replaced PTO, transmission and clutch. PRICE REDUCED! \$62,500
561-302-7195, FL P07



2002 Mack RD6 4,800-gallon septic tanker for sale. Internal baffle, new clutch assembly, tires in good condition. 10-speed transmission, MACK E7. Prior to our ownership, it was a fleet-maintained truck. Clear title. Recent motor work. Double framed, hose reel for jetting motor not available. Site glasses on driver side, steerable pusher axle. Asking price \$44,200 OBO
732-849-1900, NJ P06



Septic Trucks for Sale: Hino 268s, Freightliner M2s, Kenworth T300s, International 4300s, Sterlings, Peterbilts. Brand-new tanks, pumps and PTOs. Financing, delivery, and warranties available. Trucks in production. Located in Central Arkansas.
Call Caleb 281-914-1192 P07

1999 Mack Elite CL E7-460, 18-speed, 394,881 miles. 4,700-gallon tank, Masport pump. Comes with approximately 100' of hose. New tank installed in 2011. New transmission installed by Mack dealer in 2015. Truck is in excellent shape and ready for work. \$50,000. Call or email 570-702-2075 Mike or allamericanroooter1@yahoo.com. (P06)



2007 Freightliner: 2,650-gallon tank, Jurop pump, toolbox jetter. 70k miles. Brand-new, extra Jurop pump included w/truck. \$45,000
Mike 443-235-5979 P06



1989 Ford L8000 with 2,500-gallon Transway tank. 7.8L Ford engine and 10-speed transmission. Runs good. Asking \$11,500 OBO
Call Joe 716-417-5962, NY P06



1995 Peterbilt 357: 425 Cat engine, Fuller 8-speed transmission. Current mileage 596,500. Imperial steel tank, installed 10 years ago, 5,000-gallon capacity. Masport pump. 46,000 lb. rear, 20,000 lb. front. ... Asking \$55,000 OBO
Contact Kristin @ Freedom Septic 410-795-2947, MD P06



2005 Peterbilt 330 Tri-Axle, 4,000-gallon tank capacity, new motor installed by Peterbilt within the last 7 years. Truck currently in use, runs daily. Asking \$45,000
410-795-2947, MD P06

2006 Peterbilt 335: Cat C7, 330hp, 10-speed manual transmission, 189k miles. New tires, rims, drums, brakes. NEW 3,600-gallon vacuum tank, LC420 vacuum pump. Best of everything! \$82,000. Delivery available. Call or text 734-777-0390. (P06)



2005 International pump truck. Model 7600. 254,700 miles. 400 Cummins motor. Fruitland pump. 4,000-gallon tank. \$62,000
410-795-2947, MD P06



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. \$35,000
KLM Companies 617-909-9044 PBM



2011 International 4300: DT466, Allison automatic, under CDL. NEW 1,800-gallon steel vacuum tank and new Jurop PN84 vac pump.
Call JR @ 720-253-8014, CO PBM

2007 International 4300 vacuum truck. 206,000 original miles new 2,250-gallon tank, new NVE vac pump and new tires. Truck is in showroom condition. \$54,000. Kevin 303-882-1986 (P06)

2004 Peterbilt 330: 3126 Cat, 8LL transmission, 233k miles. 3,600-gallon aluminum tank, lined with hoist and full-open door. Garage kept, full maintenance records, one owner. \$85,000. 717-580-7164 (P06)

1999 International, DT466E, 2,500-gallon tank, Battioni pump. 214k actual miles. Used in summer only. Ready for work. \$24,000. Ely, MN. Call Jim 218-365-4041 (P06)

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Thirty foot stake truck with liftgate and freshwater capacity for portable toilet transport - \$12,000. 1,100-gallon with fresh water capacity, International - \$15,000. Location: Brighton, Michigan. Both excellent condition. Call 810-217-4639, ask for Bart. (P06)

1994 White/GMC WG64 with Keith Huber Dominator tank. Caterpillar 3306 engine. 291,623 miles. Newson-Gale grounding/spark arrestor system. Hydraulic cylinder lift tank. Jurop R260D pump. Strong-running truck. Contact Thomas at 228-493-7327; tjphares@scenicgroup.com (P06)

1995 Freightliner, Detroit diesel, 13-speed, 3,365-gallon vacuum tank, Masport W75 pump. Call JR @ 720-253-8014, CO. (PBM)

2013 International 4300, under CDL. DT466, 6-speed manual, 114k miles. NEW 1,800-gallon steel vac tank, new Jurop vac pump. Call JR @ 720-253-8014, CO. (PBM)

2012 International 4300, under CDL. DT466 diesel, auto., 94k miles. NEW 1,800-gallon vac tank and Jurop pump. Build in progress. Call JR @ 720-253-8014, CO. (PBM)

2006 International 7300: Pre-emissions DT466, 245hp, Allison automatic. 88,000 miles. NEW 2,500-gallon steel vacuum tank, Masport pump. Call JR @ 720-253-8014, CO. (PBM)

2018 Peterbilt 348 with a new 4,000-gallon aluminum vacuum tank and NVE 866 pump. (Stock# 13757) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

2004 Freightliner M2-106 with a Presvac 1,500-gallon carbon-steel vacuum tank and Masport HXL400WV pump. (Stock# 4468C) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

2007 Peterbilt 340 with a Presvac 3,750-gallon aluminum two-compartment (250 water/3,500 waste) vacuum tank and Wittig RFL100 pump (Stock# 1861V) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

2004 Western Star 4900 with a 3,500 U.S. gallon, carbon-steel vacuum tank and a Masport HXL20WV water-cooled pump. (Stock# 7361C) 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)

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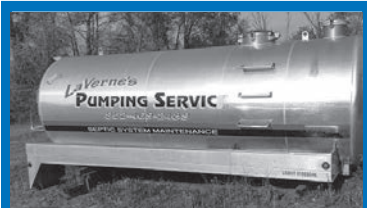
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SLIDE-IN UNITS

2014 Imperial Industries 450-gallon slide-in tank with a Masport HXL4 pump & 12-volt water pump. Driven by Honda gas engine. \$5,000 & buyer pays shipping. Contact Brix at 815-946-2813. (P07)

Best Enterprises stainless steel slide-in unit, 300 waste/150 fresh. Honda powered Conde vac pump. Garden hose washdown. \$3,500. 717-580-7164 (P06)

TANKS



Jays aluminum tank, 3,500 gallons. Includes NVE Challenger 866 PTO pump. Pretty much plug & play. Tank & pump are in good condition, ready to bolt on truck. \$11,500

513-724-1500, OH P06



New aluminum tanks - Sizes available:
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 Waste-only tanks:
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 2,300-gallon \$20,000
 2,500-gallon \$22,000
 3,500-gallon \$25,500
 4,000-gallon \$26,000
 4,200-gallon \$28,000

Call Rodney Lane
 Lane Vacuum Tank, Inc.
 270-832-3793

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



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

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

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1988 Keith Huber, steel barrel & sub-frame, 4,500 gallons, rear dump, tandem axle, single comp., spring suspension. \$79,000

Rich 734-368-4127, MI P06

TRUCKS - MISC.



2009 Kenworth T800 quad axle vacuum truck with NVE 953 blower, two (2) 4" intake air knife valves and one (1) 6" discharge air knife valve. Aluminum 5,500-gallon tank with hoist. Front and rear lift axles are steerable. Cat C13 Avert pre-DEF motor, 450 horsepower. 8,000 hours, 260,000 miles. Aluminum wheels, front flotation tires. Runs and operates well, we just updated our fleet. \$99,000

269-585-5352, MI P06

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Casa Grande, AZ

Contact Aaron Tevik:

atevik@cals.arizona.edu

NAWT/RETS

Inspector Training

September 7-8, 2018

Arlington, TX

Contact Lauren Trujillo:

rets@rets-llc.com

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November 15-16, 2018

Colorado Springs, CO

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TRUCKS – MISC.



2013 Freightliner 114SD water truck, Detroit DD13 @ 500hp, 10-speed, 20/44 on air ride, KeeVac 4,000-gallon aluminum tank. 60-gallon fuel tank, potable water truck with hose reel. \$119,500

800-825-1255, OH

P06

www.premiertrucksales.com



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www.VacuumSalesInc.com

(888) VAC-UNIT (822-8648) PBM



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617-908-1629, MA

P06

VACUUM EQUIPMENT



1996 Peterbilt: 3,200 gallons, 330 horsepower, 10-speed Eaton-Fuller transmission. Passenger side valve, discharge valve in rear, discharge valve on side. Small electric-start jetter, good tires, air-ride suspension. Double framed, all new rear brakes, newer clutch, 861k miles. Clear title. Excellent for pumping grease and/or sewage. Asking price \$36,000 OBO

732-849-1900, NJ

P06

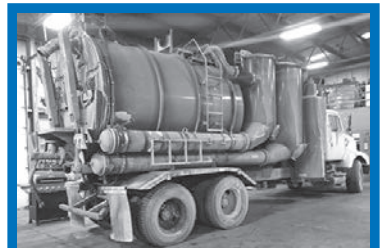
VACUUM LOADERS



1999 International Model TM20S vac truck. DT466/250hp engine, 119,800 miles, 10,800 hrs, 10-speed Spicer transmission. IBEX 3,420-gallon stainless-steel debris tank. Stainless-steel hose trays and skirting, 1,600cfm Hibon blower, bag house (9 bag), 5" telescoping mini-boom. Drop push axle, hoisted open end gate. \$52,000

Contact Larry 651-775-5782, MN;

larry@schlomkaservices.com P06



2001 International Guzzler, CAT C10 engine, Fuller 10-speed transmission. Guzzler tank 3,000-gallon capacity. Tandem axle. Currently being refurbished.

Rich 734-368-4127, MI

P06

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A few words about our experience with Mr. Mike Vera, owner of: National Truck Center

In April of 2018, we were in need of a new septic truck. I searched the pages of ads in "Pumper" magazine and contacted several vendors. After interviewing a few pump truck dealers, I agreed to purchase a used 2013 Freightliner from National Truck Center in Florida.

I was aware and fully informed by the dealer, that the truck was previously owned. It had been refurbished and was outfitted with a brand new pump, PTO and tank body. There's no CarFax on heavy trucks so I had my insurance company check the VIN. It had one owner, no liens and was not a salvage title. That's all I could find out, but the truck looked nice and I bought it for a fair price.

When I took delivery of the truck I observed a check engine light. I immediately called Mike Vera and he assured me he would stand behind the truck and to get in to a mechanic ASAP. I did and was alarmed to find out there were some serious issues. I assumed that with an out of State dealer it would be an uphill battle to get the truck repaired to my satisfaction. I WAS COMPLETELY WRONG! Mike Vera told me "I've been doing this 25 years and all I have is my reputation. Get the truck fixed. I'll make it right"

Mike Vera is a man of his word. The truck was fixed right and has been a great addition to our operation. He stood behind his truck and made me a customer for life. I urge you to consider Mike Vera and National Truck Center the next time you need to purchase a truck. If you'd like to speak with me about my experience with Mike and National Truck Center, please call me anytime.

Dolph Federico
Pelican Events
(504) 464-4436

PS Thanks Mike! You are truly an honest man.

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3600 - 4200 GAL VAC TRUCKS

2018 INTERNATIONAL TOOLBOX
3600 GALLON ALUMINUM 3" INLET, 4" DISCHARGE
MASPORT HYDRA

\$105,900

1600/400 GAL ALUM TANK

INTERNATIONAL 4300 DC10/HANNAY
HXL75, 230 CFM 2 UNIT FOLD UP TOILET HAULER

SEPTIC & PORTABLE RESTROOM SERVICE



FROM
\$124,900
plus FET

1500 GAL RESTROOM



2017 RAM 5500
HEMI **4X4!**
1100/400 GAL ALUM TANK
MASPORT, HXL4 / HONDA

2 UNIT FOLD UP TOILET HAULER
DUAL SERVICE, LED LIGHTING

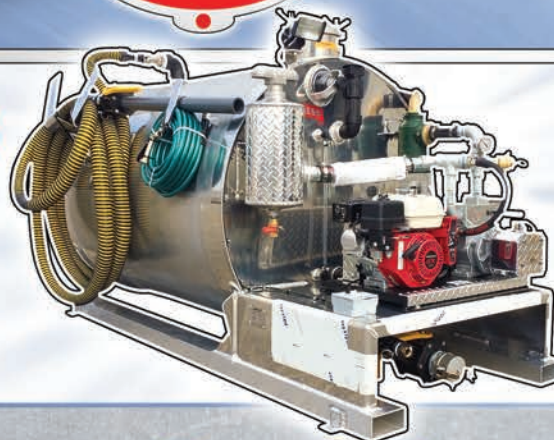
IN-STOCK!

\$73,800

300 Gallon (200/100)
450 Gallon (300/150)
600 Gallon (400/200)
800 Gallon (540/260)
995 Gallon (670/325)

**IN STOCK
SIZES**

Completely self-contained and ready to work!
Smaller or larger sizes available.
Trailer mount, flatbed mount and
custom configurations available.



SLIDE IN TANKS

Standard Features:
Aluminum construction
25' vacuum hose with valve and wand
Honda engine driven vacuum pump
12v water pump

FACTORY BUILT TRUCKS, BUILT-TO-ORDER
IN-STOCK, FINANCING & LEASE OPTIONS

TankTec

TANKTEC USES FLOWMARK FOR FACTORY BUILT TRUCKS



FAMILY OWNED & OPERATED

THE MOST EXPERIENCED SALES & CUSTOMER SERVICE TEAMS

ACCESSIBLE REPLACEMENT PARTS

BEST WARRANTY IN THE INDUSTRY

PROVEN PRODUCT DURABILITY

**THERE'S NEVER BEEN A BETTER
TIME TO CHOOSE**



POLYJOHN[®]
there when you need us

*ALWAYS HAVE BEEN
& ALWAYS WILL BE* →



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PRESVAC SYSTEMS

DESIGNED AND BUILT FOR PERFORMANCE

Prestige Portable Toilet Service

- > Stainless Steel 304 Construction
 - > Water Tank: 420 US Gallons
 - > Waste Tank: 420 US Gallons
 - > Masport HXL3F Vacuum Pump
 - > 90 CFM @ 15" HG
 - > DC10 Wash Pump: 40 GPM @ 40 PSI
 - > Heated Valves And Insulated Cabinets



Portable Toilet Service

- > Bright Aluminum
 - > Water Tank: 500 US Gallons
 - > Waste Tank: 1500 US Gallons
 - > Jurop PNR 72 Vacuum Pump
 - > 150 CFM @ 15" HG
 - > Flojet Wash Pump: 5 GPM @ 50 PSI



Septic Pumping

- > Carbon Steel
 - > 4800 US Gallon Tank
 - > Presvac PV750 Vacuum Pump
 - > 400 CFM @ Free Air
 - > 350 CFM @ 15" HG
 - > Max Vacuum 27" HG Continuous
 - > Max Pressure 35 PSI



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