

DEDICATED TO THE LIQUID WASTE INDUSTRY

pumper®

August 2018 pumper.com

TAKING IT PERSONALLY

When New Hampshire's JCL Septic rolls up to a job, customers always see a boss running the operation

PAGE 18

**CAN HE BUILD IT?
YES HE CAN.**

Georgia's Neal Bennett is ready with the right tool and skills to meet any septic service challenge

PAGE 34



"TRUCK CUTS SERVICE TIME BY 50%"

Does a truck really make a difference in route efficiency? Ask Doug Gredvig of Area Restroom Solutions.

"Prior to owning trucks from TruckXpress our average service time per unit was in the 7 to 8-minute range," said Doug. "Since purchasing trucks from TruckXpress we have decreased that to the 3 to 4 minute range – a 50% reduction in unit service time. When you service 50 to 80 units per day, per truck, that is a significant reduction in cost."

Driver efficiency is at the top of our list for truck design. By placing the controls, cabinets, valves and hoses near one another, drivers use less energy and save time servicing restrooms.



Drivers save time and energy using our drop down service area



Tanks are available in aluminum, carbon and stainless steel. Sizes range from 350 -2150 gallons

TRUCK X PRESS™

877-783-8259

www.satellitetruckxpress.com

CHALLENGER 43 SERIES BLOWER
Continuous Duty at Maximum Vacuum

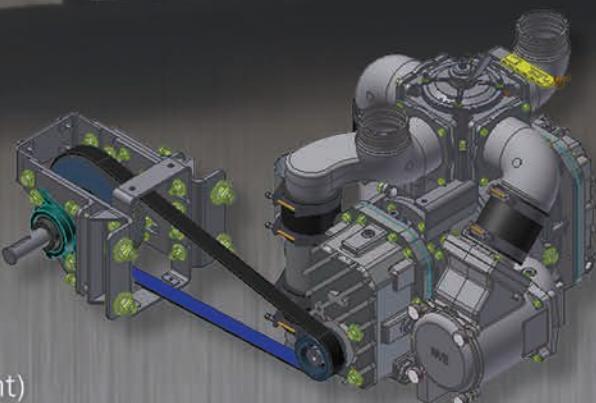
 **MADE IN
THE USA**

NOW AVAILABLE WITH BELT DRIVE



Challenger Belt Drive System

- High Strength Synchronous Belt Drive System
- Low Maintenance Drive System
- Heavy Duty Flange Mount Bearings
- Four Tensioning Rods For Pinpoint Sprocket Alignment
- Easy Swap Belt Change (No Bearing Removal/Shaft Movement)
- Also Available in Gearbox or Hydraulic Drive



560 - 940 CFM

NVE
National Vacuum Equipment, Inc.

Exclusive Manufacturer
Challenger Series
VACUUM PUMPS & BLOWERS

800-253-5500

natvac.com

Financing For New & Used Sanitation Equipment



100% Financing on your portable restrooms, pumper trucks, and more!

Contact Us Today!



Michael Schultz
 (888) 996-0305
 mschultz@apfinancing.com
www.apfinancing.com

Fast & Flexible Financing with AP

- Finance **NEW & USED** equipment
- Application-Only up to \$150,000
- Same Day approvals available
- Seasonal payment options available
- Finance multiple units



Customer's ask for



**Drainfield
Rejuvenation Kits**



Monthly Treatments

Click on Contractors Page:
www.lenzyme.com

**FREE Private Labeling • Root Control
Septic Solutions • Grease Solutions • Drainfield Solutions**

1-800-223-3083

Or text to 920-288-2847



Seal-R™
Sizes:
 12", 15", 18",
 24", 30",
 36", 42"

Seal-R Lids, Rings & Hinge Systems

(Hinges Available On 24"-42")

Customized Lids

Add Your Company Name

Get the Exact Size for Each Job!



Plastic riser pipe gives an exact height each time. Try our system and never have to carry concrete pipe and lids again. Save time by not having to assemble multiple sections.

- Easy 10 minute installation!
- Secure fit for all systems!
- Made & sold by septic installers!
- Prevent ground water infiltration and save money at the same time!

BrenLin Company, Inc

Manufacturers of Seal-R™ Products

888-606-1998 | www.seal-r.com

TRANSWAY SYSTEMS INC.

Custom Built ...Driven by You
Professional Vacuum Equipment

HEAVY-DUTY EQUIPMENT THAT WORKS!

WE HAVE THE LINE UP TO MEET YOUR NEEDS

HYDRO EXCAVATOR TRUCKS

SEPTIC TRUCKS

INDUSTRIAL TRUCKS

TOILET TRUCKS

MUNICIPAL TRUCKS

ALUMINUM TANK TRUCKS

SLIDE IN / PORTABLE TOILET UNITS

Visit Us On :



BUY DIRECT FROM THE MANUFACTURER

1-800-263-4508

sales@transwaysystems.com

parts@transwaysystems.com

www.transwaysystems.com



YOUR VACUUM TRUCK
MANUFACTURING & EQUIPMENT
EXPERTS



IN STOCK !



18 Taking It Personally

- Steve Lund

Customers get a live response on the phone and see the boss on every job site as JCL Septic Service relies on old-fashioned service values.

ON THE COVER: Two lifelong friends started JCL Septic Service in 2011 in Bennington, New Hampshire, and it's turned into a big success story. Owners Jon Charlonne, left, and Cory Lawrence are shown with a restored 1979 Kenworth truck built out by Amthor International and using a National Vacuum Equipment Challenger pump. (Photo by Oliver Parini)

10 Between the Lines: Encouraging Reconstruction After Wildfires

Coming back from devastating wildfires, a California county wants to hasten onsite system permit approvals and allow more granny pods.

- Jim Kneiszel

16 @pumper.com

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

26 Rules & Regulations

Florida county explores septic moratorium to curb pollution.

- David Steinkraus

30 Building the Business: 10 Steps to Reversing Horrifying Negative Online Reviews

Have a few unhappy customers made it their business to burn you through website or social media complaints? Here's how you can turn around your online reputation.

- Kate Zabriskie

34 Can He Build It? Yes He Can.

Georgia's Neal Bennett is the septic service version of Bob the Builder, always ready with the right tool to get the job done efficiently.

- Ken Wysocky

44 University Sustainability Project Incorporates Futuristic Wastewater Reuse Technologies

New rural campus includes graywater reuse, constructed wetlands and advanced rainwater runoff strategies to return as much water as possible to the local aquifer.

- David Steinkraus

50 Classy Truck

Gilpin Septic Services, Wareham, Massachusetts

54 Vacuum Tank Directory

62 Money Manager: A Million Dollars Won't Necessarily Ensure Your 'Golden Years'

When planning for a pumper's retirement, first tally your projected monthly expenses and then work toward a realistic nest egg.

- Erik Gunn

66 States Snapshot: Enforcement Needed to Weed out Bad Contractors

Better regulations, smarter monitoring of wastewater rules would improve profitability and bolster the industry's reputation.

70 Septic System Answer Man: Take a Hands-On Approach to Soil Study

When it comes to figuring out the properties of soil at the job site, let your fingers do the walking.

- Jim Anderson

74 Classy Truck

John Holm & Son, Monroe, New Jersey

76 Associations List

78 Product Focus/Case Study: Vacuum Trucks – Truck Builders

- Craig Mandli

84 Product News

Product Spotlight: Five Peaks Glacier II Premier offers extra room, popular flushing feature.

- Craig Mandli

Coming in SEPTEMBER 2018

SPECIAL ISSUE:

HYDROECAVATION/AIR EXCAVATION, INDUSTRIAL JET/VAC SERVICES

■ PUMPER PROFILE:

Diversification in Colorado

■ STATES SNAPSHOT:

Check in with a Mississippi contractor

Pumper®

DEDICATED TO THE LIQUID WASTE INDUSTRY

www.pumper.com

Published monthly by



COLE publishing

COLE Publishing Inc.
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes, WI 54562

© Copyright 2018 COLE Publishing Inc.
No part may be reproduced without permission of the publisher.
In U.S. or Canada call toll-free 800-257-7222. Elsewhere call 715-546-3346.
Email: info@pumper.com • Website: www.pumper.com
Fax: 715-546-3786

Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

SUBSCRIPTION INFORMATION: A one-year (12 issue) subscription to *Pumper* in the United States, Canada and Mexico is free to qualified subscribers. Subscriptions to all other foreign countries cost \$150 per year (\$290 for two years). Subscribers are guaranteed monthly delivery of the magazine. To subscribe please visit pumper.com or send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA, Discover and American Express are also accepted. Supply credit card information with your subscription order.

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Nicole LaBeau at nicole.labeau@colepublishing.com.

CLASSIFIED ADVERTISING: Submit classified ads online at www.pumper.com/order/classifieds. Minimum rate of \$25 for 20 words; \$1 per each additional word. Include a photo for an additional \$125. All classified advertising must be paid in advance. **DEADLINE:** Classified ads must be received by the tenth of the month for insertion in the next month's edition. **PHONE-IN ADS ARE NOT ACCEPTED.** Fax to 715-546-3786 only if charging to MasterCard, VISA, Discover or Amex. Include all credit card information and your phone number (with area code). Mail with check payable to COLE Publishing Inc. to the address above. **CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTERNET.** Not responsible for errors beyond first insertion.



Jim Flory



Winnie May

DISPLAY ADVERTISING: Email Jim Flory at jim.flory@colepublishing.com or Winnie May at winnie.may@colepublishing.com or call 800-994-7990. Publisher reserves the right to reject advertising, which in its opinion is misleading, unfair or incompatible with the character of the publication.

CIRCULATION: 2017 circulation averaged 23,102 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

REPRINTS AND BACK ISSUES: Visit www.pumper.com/order/reprints for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 (715-546-3346) or email jeff.lane@colepublishing.com. To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email nicole.labeau@colepublishing.com.

2019 WATER & WASTEWATER EQUIPMENT, TREATMENT & TRANSPORT SHOW



Education Day: Wednesday, February 20, 2019

Show Days: Thursday - Saturday, February 21-23, 2019

Indiana Convention Center,
Indianapolis, IN

www.wwettshow.com

Play Safe.

Only trust genuine Fruitland® brand spare parts.

You've invested in a Fruitland® Pump because you know the Fruitland® brand represents quality, consistent reliability & exceptional performance. So why take a chance using inferior, off brand, generic spare parts? A broken pump is a loss of revenue. Fruitland's factory supported dealer network is second to none! Contact your nearest dealer for Fruitland® product, parts and service. Only buy genuine Fruitland® brand parts and discover why the Fruitland® standard is *the* standard.



324 Leaside Avenue
Stoney Creek, ON Canada L8E 2N7
Tel: 905-662-6552 / TF: 1-800-663-9003
Fax: 905-662-5412



www.fruitlandmanufacturing.com

A	
A.R. North America, Inc.	.....48
ABBOTT RUBBER COMPANY, INC.	
Abbott Rubber Co., Inc.	.....60
AMAZING MACHINERY	
Amazing Machinery, LLC	....58
AMT PUMP COMPANY	
AMT Pump Company	.....84
AMTHOR INTERNATIONAL	
Amthor International	.....72
AP Equipment Financing	.....4
Aqua Ben Corporation	
Aqua Ben Corporation	.....83
C	
Cam Spray	
Cam Spray	.....63
Cape Cod Biochemical Co.	
Cape Cod Biochemical Co.	24
Chempace	
Chempace Corporation	....74
Comforts of Home Services	
Comforts of Home Services	24
Crust Busters	
Crust Busters	.....32
CUSCO	
Cusco	.....23
D	
Deal Assoc. Inc.	
Deal Assoc.	.....8
EASY-KLEEN	
EASY-KLEEN Pressure Systems	.....24
E	
Ecological Laboratories	
Ecological Laboratories	.....48
Elmira Machine Industries	
Elmira Machine Industries	..41

EAM ENGINE & ACCESSORY MANUFACTURING INC.	
EAM Engine & Accessory, Inc.	....45
ERICKSON TANK & PUMP	
Erickson Tank & Pump	....50
F	
F.S. Solutions	
F.S. Solutions	.....47
Fergus Power Pump, Inc.	
Fergus Power Pump, Inc.	....45
Five Peaks	
Five Peaks	....73
FLOWMARK VACUUM TRUCKS	
FlowMark Vacuum Trucks	..35
FMI Truck Sales & Service	
FMI Truck Sales & Service	.86
FORMADRAIN	
Formadrain	.....71
FRUITLAND Manufacturing	
Fruitland Manufacturing	....7
G	
GapVax	
GapVax, Inc.	.....59
Global Vacuum Systems	
Global Vacuum Systems	....42
H	
House of Imports, INC.	
House of Imports	.....11

I	
IMPERIAL INDUSTRIES INC.	
Imperial Industries, Inc.	....17
In the Round Dewatering	
In the Round Dewatering	....14
K	
KeeVac	
KeeVac Industries, Inc.	....65
Key Commercial Corp.	
Key Commercial Corp.	....60
L	
LANE'S VACUUM TANK, INC.	
Lane's Vacuum Tank, Inc.	....79
Lenzyme	
Lenzyme/Trap-Cleer	....4
Liberty Pumps	
Liberty Pumps	....37
LMT Inc.	
LMT	.....77
M	
Marsh	
Marsh Industrial	....12
MASPORT	
Masport, Inc.	....27
EXPLORER	
McKee Tech. - Explorer Trailers	....31
MRP	
Milwaukee Rubber Prod.	....42
moro	
Moro USA, Inc.	....53
N	
NAWT	
National Association of Wastewater Technicians	..48
National Truck Center	
National Truck Center	....9
NVE	
National Vacuum Equipment	3
NuConcepts	
NuConcepts	.....47
P	
pikrite	
Pik Rite, Inc.	....32
POLYJOHN	
PolyJohn Enterprises	....95
PolyPortables	
PolyPortables, a Division of Satellite	....21
POWER BOOSTER BY PRESSURE LIFT	
Pressure Lift Corporation	....12
PRESVAC	
Presvac Systems	....96
R	
REELCRAFT	
Reelcraft Industries	.....41
Summit	
Ritam Technologies LLC	....86
RV	
Robinson Vacuum Tanks	....60

ROEDA, Inc.	.....68
ROOTX	
RootX	.....19
S	
SAFE T FRESH	
Safe-T-Fresh	....81
Sansom Industries LLC	
Sansom Industries LLC	....51
Satellite	
Satellite Industries	....39
ScreenCo Systems	
Screenco Systems, LLC	....64
THE SLIDE IN WAREHOUSE	
Slide-In Warehouse	....65
Sonetechs	
Sonetechs	....15
Specialty B Sales	
Specialty B Sales	....58
SubSurface Locators, Inc.	
SubSurface Locators, Inc.	....28
Sweet Septic Systems, Inc.	
Sweet Septic Systems, Inc.	64
T	
T&T Tools, Inc.	
T&T Tools, Inc.	....14
T.S.F. Company, Inc.	
T.S.F. Company, Inc.	....29
Tank World Corp.	
Tank World Corp.	....67
TankTec	
TankTec	....94
Thriller Manufacturing	
Thriller Manufacturing	....68
TTS	
Transport Truck Sales, Inc.	....25
TRANSWAY SYSTEMS INC.	
Transway Systems, Inc.	....5
Truck Country	
Truck Country	....63
TruckXpress	
TruckXpress	....2
TSI	
TSI Tank Services, Inc.	....28
TUF-TITE	
TUF-TITE, Inc.	....33
Ultra Shore	
Ultra Shore	....32
V	
V.H. INC. TRUCKS	
V & H	....68
VAC-CON	
Vac-Con, Inc.	....75
VACUTRUX	
Vacutrax Limited	....71
VSI	
Vacuum Sales, Inc.	....14
VARCO	
VARCo	....69
VECTOR	
Vector Technologies, Ltd.	....28

WALEX	
Walex Products Company	....43

WATER CANNON	
Water Cannon, Inc.	-
WBWE	
WBWE	....13

WE	
Wee Engineer, Inc.	....52
Condo	
Westmoor Ltd.	....61
WWETT Show	
WWETT Show	....85

Classifieds	....88-93
Marketplace	....86-87
REGIONAL ADVERTISERS	
Midwest Supplement	

(after page 74)

Advance	
Advance Pump & Equipment	....3
CRESCENT TANK MFG.	
Crescent Tank Mfg.	....3
Fyda Freightliner	
Fyda Freightliner Western Star Zanesville	....3
LIBERTY FINANCIAL	
Liberty Financial	....2

Marengo Fabricated Steel	....1
Mid-State Truck Service	....2
MARSHALL MFG. INC.	
MARSHALL MFG. INC.	
R.A. Ross & Associates NE	....2
RIDER	
Rider Agri Sales & Service	....4

Eastern Supplement	
advice	
(after page 74)	

Advance	
Advance Pump & Equipment	....3
AI	
Aldert, Inc.	....4
CRESCENT TANK MFG.	
Crescent Tank Mfg.	....3
Fyda Freightliner	
Fyda Freightliner Western Star Zanesville	....3
LIBERTY FINANCIAL	
Liberty Financial	....2
Marengo Fabricated Steel	....1
Mid-State Truck Service	....2
MARSHALL MFG. INC.	
MARSHALL MFG. INC.	
R.A. Ross & Associates NE	....2
VAC-CON	
Vac-Con, Inc.	....75
VACUTRUX	
Vacutrax Limited	....71
VSI	
Vacuum Sales, Inc.	....14
VARCO	
VARCo	....69
VECTOR	
Vector Technologies, Ltd.	....28

EASILY MOVE RESTROOMS

Super Mongo Mover®

• Move ADA Restrooms
• Aluminum Frame
• Available with 4, 6 or 8 wheels
• Easily Rides on Your Truck
• Ships UPS

Hitch Hauler™
Carry A Restroom & Super Mongo Mover On Your Pickup or Sport Utility

DA
Deal Assoc. Inc.

Toll Free: **866.599.3325**
www.DealAssoc.com

National Truck Center

EST. 1981

786-683-5009 • 786-801-9742

www.NationalTruckCenter.com

3001 EAST 11th AVENUE | HIALEAH, FL 33013

UNDER CDL



2013 International 4300

DT-466 (245 HP), 239,115 Miles,
Automatic, New 1800 Gal. U.S. Tank, New
Jurop PN-58 Razor Pack Vacuum Pump (230 CFM)
\$60,000

5 IN STOCK



2009 - 2012 International 4400

DT-466 245 HP, 105K-240K Miles,
Automatic and 6 Spd, New 2500 Gal. U.S. Tank,
New Jurop PN84 Vacuum Pump (320 CFM)
Starting at \$53,000

NEW



2019 Mack Granite

Cummins ISL (380 HP) – New Miles –
18K front Axle, 46K Rear Axle, Allison Automatic,
New 4,000 Gal. Dump U.S. Tank, New Jurop
LC-420 Liquid-Cooled Vacuum pump (425 CFM)
\$156,500

3 IN STOCK



2009 - 2012 International 4400

DT-466 310 HP, Starting at 210K Miles,
Automatic and 6 Spd, New 3600 Gal. U.S. Tank,
New Jurop R-260 Vacuum Pump (363 CFM)
Starting at \$72,000

3 IN STOCK



2009 International 8600

Cummins ISM (425 HP), 358,220 Miles, 10 Spd,
New 3600 Gallon Dump U.S. Tank,
New Jurop DL-180 Blower Package (620 CFM)
\$91,000

3 IN STOCK



2006 - 2007 Sterling A9500

Detroit MBE4000 (450 HP), Starting at 277K Miles,
10 Spd, New 3600-4000 Gal. U.S. Tank,
New Jurop LC-420 Liquid-Cooled
Vacuum Pump (425 CFM)
Starting at \$69,000



2011 Freightliner Cascadia

Cummins ISX 450 HP, 390K Miles, 10 Spd,
New 4000 Gal. U.S. Tank, New Jurop LC-420
Liquid-Cooled Vacuum Pump (425 CFM)
\$96,000

NEW



2019 Peterbilt 348

Paccar PX9 (350 HP), Allison Automatic,
New 4,000 Gal. U.S. Tank,
New Jurop LC-240 Liquid-Cooled
Vacuum Pump (425 CFM)
\$139,900



2010 International 8600

Cummins ISM (425 HP) 420K Miles,
10 Spd, New 5,000 Gal. U.S. Tank,
New Jurop LC-420 Liquid-Cooled
Vacuum Pump (425 CFM)
\$90,000

1-YEAR, 100,000 MILE ENGINE WARRANTY NATIONWIDE - 5-YEAR WARRANTY ON TANK | TRANSPORTATION AVAILABLE NATIONWIDE



Sold exclusively at
National Truck Center

Jim Kneiszel, Editor



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

Encouraging Reconstruction After Wildfires

Coming back from devastating wildfires, a California county wants to hasten onsite system permit approvals and allow more granny pods By Jim Kneiszel, Editor

It's difficult to find a silver lining in the wildfires that swept through Sonoma County, California, last fall. Some 250 fires burned 245,000 acres.

Including the devastating Tubbs and Atlas fires that caused a reported \$9.4 billion in insured damage, the fires killed 44 people and destroyed nearly 9,000 structures.

As the popular Northern California wine country faces a huge recovery and repopulation challenge, local lawmakers are looking for ways to rebuild more efficiently, and some of the ideas should be of interest to onsite installers and their customers.

The first challenge is getting residents who lost their homes back on their properties quickly. To that end, the Sonoma County Planning Commission is proposing ways to pick up the pace of permit approvals, including those relating to onsite wastewater projects. That's a worthy goal not only for fire-stricken regions, but in all areas where hurdles to repairing and maintaining septic systems are an issue.

Another goal of planners is to remove roadblocks to adding "granny pods," small second homes typically aimed at caring for an older member of the family. These dwellings allow multigenerational families to live together and will hopefully bring down the cost of housing and health care for the elderly. This is an idea that goes back to farming communities 100 years ago, where families often built more than one home on a residential property.

MAKING APPROVALS EASIER

The wine country north and east of San Francisco is a desirable place to live. The weather is nearly perfect. The proximity to the Bay Area is optimal. The rolling hills, the vineyards and the wine lure many to the region. We could talk about the pattern of wildfires and the wisdom of building homes where drought conditions can create a tinderbox. But we won't stem the tide of some degree of development in spite of the fire threat. People want to live here and it's going to happen.

In a desire to best serve their customers, the decentralized wastewater industry across the country will monitor how California rebuilds these areas and may be able to promote some progressive ideas. Streamlining approvals for repairing and rebuilding onsite systems would be a welcome change for many pumbers and installers. You may see this as a need in your area as well, as users need to alter their systems to meet changing family needs.

Homeowners don't like to jump through more hoops or face delays when it comes to their septic systems. Of course, you want to see the environment protected with any upgrades, but more efficient permit approvals help everyone involved in these projects. And you would hope these chang-

es would be coupled with stronger requirements for pumping and maintenance to ensure systems last longer and don't taint the groundwater.

A story in the *Sonoma Index-Tribune* pointed out that allowing more and larger granny pods — as well as allowing larger dwellings in general — will spur growth necessary to keep the wine country economy growing. Among the changes, county supervisors raised the maximum size of granny pods on properties of at least 2 acres from 1,000 to 1,200 square feet. Secondary dwellings will also be allowed for 1-acre properties and will be limited to 640 square feet or smaller. The county estimates the changes may allow for more than 1,000 new dwellings.

"Let's allow for the maximum amount of flexibility," says Shirley Zane, supervisor, in the newspaper report. "I want people to be able to live here again and rebuild, and I just think that we need to be able to find incentives."

DESIGN PLAN IS KEY

The success of onsite systems serving both a main house and a granny pod will depend on careful planning for daily wastewater flow and other factors, such as more concentrated use of medications for older family members living in these homes. So say experts Jim Anderson, Ph.D., *Pumper's Septic System Answer Man* writer, and David Gustafson, P.E., of the University of Minnesota. They wrote about this topic in our sister publication, *On-site Installer*, earlier this year.

The pair say the first task is making sure the lot can support the necessary drainfield and meet setback requirements. Next is to consider a system or multiple systems that would meet the estimated daily sewage flow. For example, they noted that a one-bedroom granny pod may have an estimated flow of 180 gpd and require a 500- to 1,000-gallon septic tank.

With a suitable design for the granny pod, a monitoring and pumping plan must be developed to account for demands on these specialized sys-

(continued)

www.vacuumtruckusa.com
HOUSE OF IMPORTS

6995 NW 32ND AVE • MIAMI, FL 33147 • info@houseofimportsvacuumtrucks.com

SINCE
1947

CALL ANGEL AT:
786.258.3384

EMAIL:
angel@houseofimportsvacuumtrucks.com

BUY FACTORY DIRECT



2007 Mack Vision
4200 Gal., 400 h.p., 10 spd. | **\$85,000**



2013 Peterbilt 384
4000 Gal., 450 h.p. Cummins, 10 spd. | **Call for Price**



2009 Hino
260 h.p., Auto, AC,
New 2500 Gal., Jake Brake | **\$59,500**

Special!



2007 GMC
Duramax Turbo Diesel, Auto, AC,
New 2000 Gal., 347 CFM Pump | **\$53,000**



2006 International 8600
4000 Gal., Auto,
Pre-Emission | **\$77,000**



2011 Freightliner Columbia
4,200 Gal., Detroit 450 h.p., 10 spd. | **Call for Price**



2007 International 8600
New 5000 Gal., Cummins ISM,
400 h.p., 10 spd., Low Miles | **\$85,000**



NEW & USED IN STOCK
MADE IN THE U.S.A.

- 2 year/100K mile warranty on engine, transmission and rear end for Class 6 and Class 7 vehicles.
- 1 year/100K mile warranty included on engines for class 8 vehicles.



P.O. Box 1107 - 135 E Mile Road - Kalkaska, MI 49646
p: 231.258.4870 - f: 231.258.2019 - sales@marshind.com

800.952.1537 - WWW.MARSHIND.COM

Vacuum Septic Units

Thank you Smart Septic from Michigan for purchasing this Two Compartment, 4700 Gallon Septic with a NVE 4310 Blower, 940 CFM. Mounted on a 2018 Western Star.



Portable Toilet Units

Aluminum Or Steel Tanks In A Variety Of Capacities.



Slide-In Units



Various Sizes Available.

Mini Vac Trailers



Industrial Units
DOT Code & Non Code

Industrial Vacuum Units



DOT Code &
Non-code
Hoist &
Rear Door
Options

Quality People Doing Quality Work

Join us on Facebook See the progress of some of our units in the making.
Check out our website for more information: www.marshind.com

tems. Occupants may be taking several strong medications or receive chemotherapy treatments, and strong cleaning supplies and chemicals may be used on a regular basis. Talk to your customers, and if they are going into this type of situation with a family member, consider changing their septic service plan accordingly.

Sonoma County is forward-thinking for looking at ways to more practically redevelop land after the fire devastation. It's encouraging that officials want to promote adding to the tax base, speeding up permit approvals and better serving families as they resettle.

I personally think we should do anything we can to encourage families to stick together, and for sons, daughters, and grandchildren to care for their elderly parents and grandparents. And do it right at home if they can. I suspect the tightknit pumper community — so many of these businesses run by multigenerational families — would agree. ■



POWER BOOSTER®

**LIMITLESS
VERTICAL LIFT**

& Horizontal Flow Capabilities

A WIDE RANGE OF PUMPING APPLICATIONS: SEPTIC,
LIFT STATIONS, DRILLING MUD AND MARINE CASUALTY,
INCLUDING A WIDE VARIETY OF INDUSTRIAL APPLICATIONS

Our Rugged Products Are Available In
2", 3", 4", 6" & 8" sizes

THE POWER BOOSTER:

- Virtually maintenance-free
- No moving parts
- Attaches to the end of the hose, or in line for long distances
- Eliminates holding heavy hose, no more hose burping
- No heavy equipment needed
- Features rugged lightweight construction, the 3" unit only weighs 10 lbs.
- Comes fully equipped

Authorized Dealer For **MASPORT**

Dealer inquiries welcome.
Currently looking for Canadian Dealers

Dealers In:



AES Group
Brazil



Allflow Equipment
New Zealand



Allvac Equipment
Australia



Aqua Cleaner
Ecuador



Nuova Contec
Italy

Proudly made in the USA **PressureLift.com 866-504-6596**



35
CELEBRATING
YEARS OF SERVICE

Pressure Washers Replacement Engines Pumps, Parts & Accessories

WaterCannon.com

1.800.333.WASH (9274)

ADJUSTABLE TURBO  \$59.99	QC 4 PACK  \$9.99	TRIGGER 4K  \$14.49	TRIGGER 5K  \$24.99
UP TO 20 GPM  \$129.99	ROTATING 4K  \$39.99	RECOIL  \$15.99	40GPM@1500RPM  \$5,299
		ENGINES 	PUMPS 
JETTER KIT  \$49.99	HYDROEXCAVATION WANDS  ALL SIZES AND FLOWS	5000 PSI & REEL  \$4,965	DRAIN CLEANER  \$1,299
RRV4G40-VRT-PKG  \$259 EACH \$227.92 10+ 4 GPM - 4000 PSI Pump Packages	GAUGES 	ELECTRIC JETTERS 	TRAILER JETTERS 
SURFACE CLEANER  \$299	ROLL CAGE FRAMES  \$149.99	HOT WATER  \$3,899	DIESEL HOT WATER  7gpm @ 4000psi

Industry Trained Staff

available from 8:30 a.m. to 6:00 p.m.
weekdays E.S.T.

Water Cannon, Un contacto en Espanol: Llama al: 1.800.917.9274

Water Cannon

is proud to be a

MWBE

Orlando | Phoenix | Minneapolis | Hattiesburg | Melbourne | Toronto | Bogota
International: 1-321-800-5763



T&T Tools, Inc.
Fax: 800.521.3260
Email: sales@mightyprobe.com

800.521.6893
www.MightyProbe.com

Call for a FREE Catalog



Call for a FREE Catalog

HOOKS...

- > Several different styles of heat-treated hooks are available
- > Top Poppers are great to open manhole covers
- > The Handy Hooks allow two handed use

PROBES...

- > Insulated, standard, and specialty soil probes
- > Metal shaft sizes: 3/8" round, 3/8" hex, or 7/16" hex
- > Replaceable tips are threaded on and hardened
- > A "slide" allows the handle to pound the shaft into the ground



51 Stone Road, Lindenwold, NJ 08021

Order Discounted Pumps Online

24 hours a day 7 days a week

www.vacuumsalesinc.com

parts@vacuumsalesinc.com

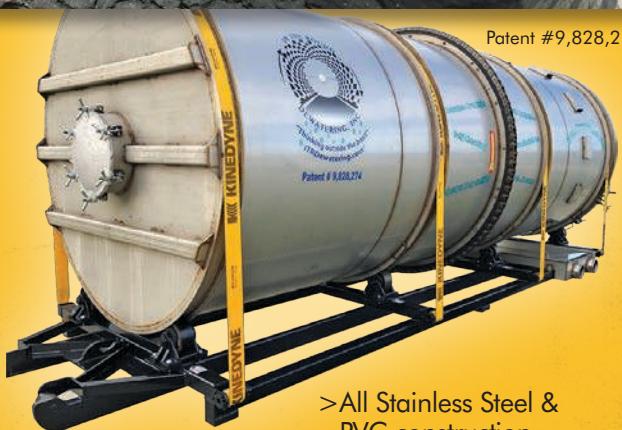


We Service
What We Sell



800-547-7790 • fax: 856-627-3044

OVERNIGHT DEWATERING



Patent #9,828,274

Deters Overnight
Consistent Results
Low Energy Use
Self-Cleaning

- > All Stainless Steel & PVC construction
- > Roll-Off Frame
- > Very Forgiving
- > Amazing results

If it will Floc,
it will work.

In the Round Dewatering
ITRDewatering.com
317-539-7511

NOW THERE'S A BETTER WAY TO COMMUNICATE

If you're shouting to be heard, pushing buttons to talk, or relying on hand-signals to interpret actions— it's time to put on a Sonetics wireless headset and **EXPERIENCE THE BIG DIFFERENCE.**

Sonetec^s[®]

Hear what's important.

soneticscorp.com/public-works
877.959.9189



@Pumper.com

Visit the site daily for new, exclusive content. Read our blogs, find resources and get the most out of *Pumper* magazine.

HONEST SEPTIC INSPECTIONS

getting bigger jobs

Every septic tank inspection is important to Tim Hack, co-owner of Tidy Tim's, a septic tank and portable restroom operator in Mount Gilead, Ohio. Inspections have been an integral part of Tidy Tim's business since 2015 with the onset of a state law requiring periodic septic inspections. They account for less than 5 percent of the company's sales, but their value is huge because they give rise to bigger jobs.

pumper.com/featured



“ It is worth the time and effort to review your invoicing strategy and to consider ways in which you can make it easier for your customers to pay you. ”

Seven Strategies for Prompt Payments
pumper.com/featured



GOOD EMPLOYEES

good mentors

Greg Borchert of Mr. John in Pittsburgh is a guy who goes above and beyond for the company's customers. "I just believe it's more or less if they ask you to do something, do it no questions asked," says Borchert, 34, who was recently honored as runner-up for the Portable Sanitation Association International Service Tech of the Year award.

pumper.com/featured



DIFFICULT PROPERTIES

locating tanks

When Zack Ray worked for a septic system service company in Texas, he noted that most customers' tanks had risers. Now, as co-owner of Tall Boots Pumping Service in Grass Valley, California, he finds close to 70 percent of tanks need to be dug up for service. And locating those tanks can be a challenge.

pumper.com/featured

CONNECT WITH US

emails and alerts

Visit Pumper.com and sign up for newsletters and alerts. Get exclusive content delivered right to your inbox, and stay in the loop on topics important to you!

want more?

Find us on Facebook at facebook.com/PumperMag or Twitter at twitter.com/PumperMag



ONE-STOP SHOP, NONSTOP SERVICE.

DELIVERING EVERYTHING YOU NEED UNDER ONE ROOF:

- Detail-driven design and manufacturing
- Steel, stainless steel and aluminum tanks
- The latest truck chassis, vacuum pumps and accessories
- Unmatched customization and stock packages available
- Full line of replacement parts
- Trusted consultation on needs big and small
- 35 years worth of been-there-done-that expertise
- State-of-the-art production facilities
- The loyalty of a family-owned team
- Service that never sleeps



PUT OUR TEAM TO WORK FOR YOU. 1-800-558-2945 | IMPERIALIND.COM



TAKING IT PERSONALLY

Customers get a live response on the phone and see the boss on every job site as JCL Septic Service relies on old-fashioned service values **By Steve Lund**

Cory Lawrence has a pretty good idea why JCL Septic Service, the company he and Jon Charlonne founded in 2011, has been a big hit with customers: hands-on attention from the owners on every job.

"When we go out to a customer's house, there is always one of the owners on site all the time, either me or Jon," Lawrence says. "The customers really appreciate that."

They created JCL in Bennington, New Hampshire, when they bought a small pumping company, Frank's Septic Service. That company, basically a one-man operation, had one vacuum truck, plus a small dump truck and an aging skid-steer. JCL still uses the vacuum truck, but the other gear has been

(continued)

The crew at JCL Septic Service includes, from left, Charlie Johnson, Ann Avery, Callahan Hewitt, Mike Anderson, Cory Lawrence, Jon Charlonne, Brian Wesolowski and canine friend Jax. Behind them is a Kenworth truck with a 2,800-gallon tank (Progress Tank) and National Vacuum Equipment Challenger pump. (Photos by Oliver Parini)

Profile

JCL Septic Service Bennington, New Hampshire

OWNERS: Jon Charlonne and Cory Lawrence

FOUNDED: 2011

EMPLOYEES: 6

SERVICES: Septic pumping and installation, excavation, drain cleaning, landscaping and snowplowing

SERVICE AREA: Southwestern New Hampshire

WEBSITE: www.jclsepticservice.com



“I trust RootX® because it works.”

Steve Cijka, Chief Operator, Town of Brandon, VT



In Brandon, Vermont — where Steve Cijka is responsible for preventing root damage to the town's sewer lines — a lot of the pipes were laid in the 1930s and are easy prey for the roots of Brandon's many sugar maples.

Until they started using RootX®, Steve and his crews used a root cutting machine and the slow going made for a lot of unpleasant work in the 20-degree Brandon winters. Since he switched to RootX®, Steve reports that he sees the evidence of RootX® working in real time, killing roots while not damaging the town's beloved trees.

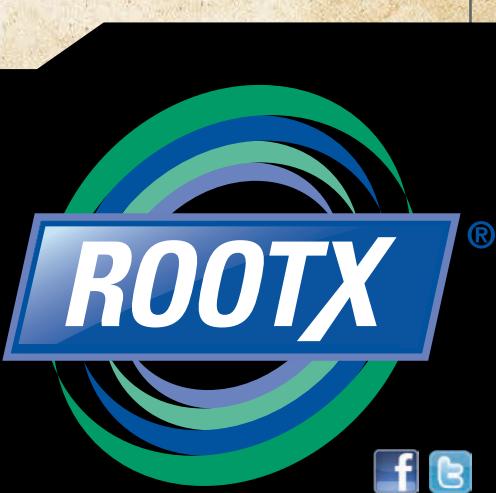


Vermont Sugar Maple
[acer saccharum]

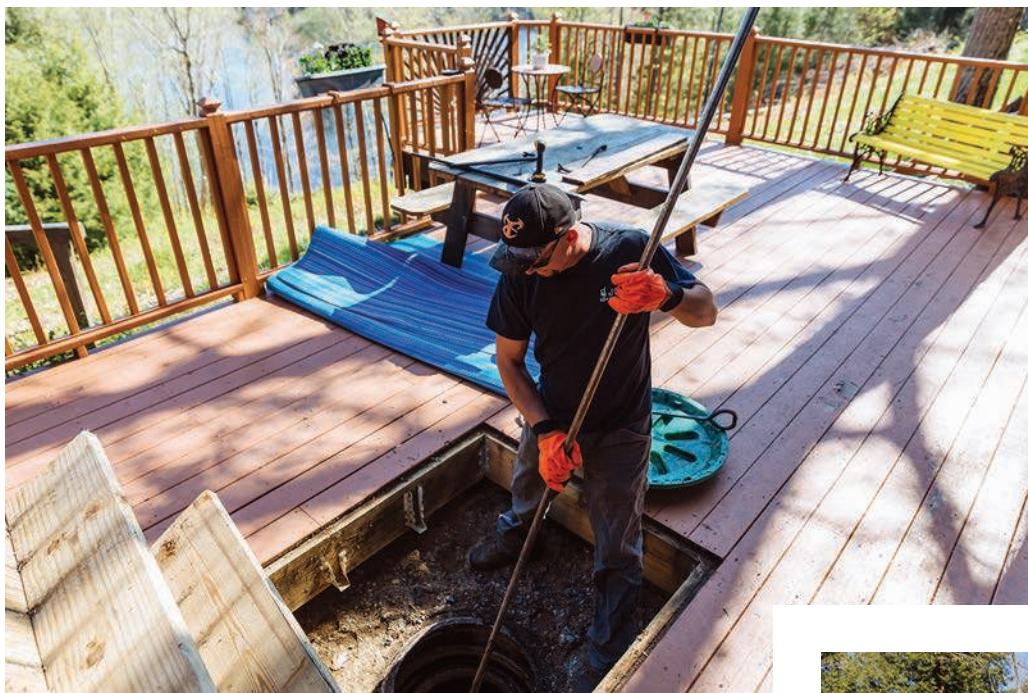


**THE RIGHT SOLUTION.
RIGHT NOW.**

- EPA-accepted, proven root-killing solution
- Easily applied by sewer crews with your existing equipment—no waiting for contractors
- Cost effective and guaranteed to work up to 36 months.*



Eliminate SSOs today! Visit www.RootX.com, or talk to your RootX® representative at 1-800-844-4974.



Left: Cory Lawrence discovers the septic tank for this job is buried under the deck.

Below: The JCL Septic Service team does some site prep work using a Caterpillar 312 excavator and a Mack dump truck with Bibeau box.



replaced with equipment more suitable to a company that performs septic system installations and other excavating work along with septic pumping.

From the beginning, there has been a clear division of labor at JCL. Lawrence handles the septic pumping work and Charlonne handles day-to-day operations, excavation work and the septic system installations. Lawrence generally works by himself. Charlonne works with a three-man crew — Mike Anderson, Charlie Johnson and Brian Wesolowski. The other member of the team is Ann Avery, who takes care of the office and the phones.

Even though the septic pumping company they bought didn't have any excavating equipment, it was always part of the JCL plan to do excavating and septic installations.

"We were pretty much renting the equipment when we got the jobs," Lawrence says. "Sometimes you rent the excavator for a week, sometimes for a month. It would be cheaper for a month. Now we have all the equipment, and we stay extremely busy."

EQUIPMENT LIST

The fleet on the septic side of the business includes a 1979 Kenworth W900 truck that had been in storage for 30 years when JCL bought it. It has a 4,000-gallon Amthor International aluminum tank and a National Vacuum Equipment Challenger pump. The other pumping service rig is a 1995 Kenworth T400 with a 2,800-gallon aluminum tank (Progress Tank) and National Vacuum Equipment Challenger pump. That's the one that came with the business when they bought it.

For the excavation and installation side of the business, equipment includes two Caterpillar 312 excavators, a Bobcat skid-steer, a Bobcat mini-



“When we go out to a customer's house, there is always one of the owners onsite all the time, either me or Jon. The customers really appreciate that.**”**

CORY LAWRENCE

excavator, a Caterpillar bulldozer and two Mack dump trucks with Bibeau 14-yard bodies.

They have managed to acquire the equipment without saddling the company with a lot of debt. "There's a few things we're still paying on, but 90 percent of it is paid for," Lawrence says. "We got them for a good deal and we paid them right off."

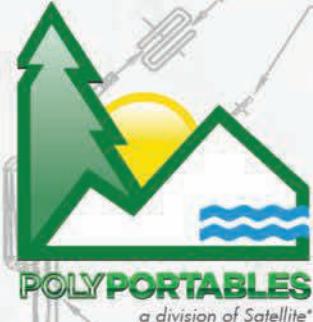
FRIENDS, THEN PARTNERS

Lawrence, 42, and Charlonne, 40, have known each other since childhood.

"We worked together at a couple different companies. We went our own separate ways for a little bit. Then we got offered an opportunity to buy a septic business and we thought it would be a good idea to jump in on it," Lawrence explains. "We'd been talking about doing something together for years. The opportunity finally arrived, and we ran with it."

Later, they brought in Avery to take care of the phones, run the computers and send out reminder notices to customers. That has been a boost to the

(continued)



1705-001
Washer

ATLAS

Attachment

Small H
at top of
side

In 2016, we decided to focus on developing a better, more innovative wheelchair accessible unit. Finally, after 2 years and nearly half a million dollars in design, tooling and production, we're getting ready to release our newest portable restroom.

Why invest so much time, energy, and money? We want to create the best, most durable, value retaining products on the market.

Here are just a few of the new features:



Drill with
5/16" bit
leave open

Back Left C

Right Wall



Drill with
5/16" bit
leave open

Portable Restrooms | Hand Wash Stations | Deodorizers | Cleaners



PolyPortables
a division of Satellite
(800) 241-7951 or (706) 864-3776
www.polyportables.com

Retro truck makes an impression

A classic truck that looks good enough to enter in car and truck shows makes a splashy impression for a septic pumping company, but this refurbished 1979 Kenworth W900 is not just for show.

"I probably pumped 800,000 gallons with it last year, if not more," says Cory Lawrence, co-owner of JCL Septic Service in Bennington, New Hampshire. That's a lot of work for an old truck, especially one that stays in the garage for part of the year because he doesn't want it exposed to the salt on the roads.

Lawrence and his partner, Jon Charlonne, bought the truck out of storage in 2016 and restored it. "It was in storage since 1985," Lawrence says. "It had a few minor issues from just sitting, but nothing bad."

The truck was originally used for crane transport. Lawrence and Charlonne installed an Amthor International tank and National Vacuum Equipment Challenger pump themselves. They also replaced many other parts that tend to deteriorate from lack of use.

The partners were looking for an older truck without modern emissions controls. "They are just easier to work on," Lawrence says. "It has really low miles. It's like a brand-new truck for being that old. That's why we bought it." And it looks nice — nice enough that Lawrence takes it to car shows sometimes.

It's the truck Lawrence uses for 75 percent of the company's pumping, going out in "spring, summer and fall in the good weather," Lawrence says. "It's clean. I don't want to get the salt on it."

The backup is a 1995 Kenworth with the 2,800-gallon tank. That truck still has the old company's name, Frank's Septic Service. That's going to change pretty soon, Lawrence says.



JCL Septic Service's main rig is a restored 1979 Kenworth with a new tank from Amthor International and a National Vacuum Equipment Challenger pump.

company in several ways, Lawrence says, in addition to building on the volume of work the company can handle. Mobile phone technology may make it possible for an operator to handle phone calls while on a job site, but Lawrence doesn't think it makes a good impression on customers.

"It takes up a lot of time if you have to answer the phone all the time," he says. "It doesn't look good for the customer either. They don't want to pay you to stop working to answer the phone."

JCL uses some of the standard marketing tools — phone book, website and social media — but Lawrence says word-of-mouth is still the source for a lot of their new business.

The company also uses the pumping division to market the installation division.

"Because I'm doing the septic pumping, if there is a problem with the septic, we're already there," Lawrence says. "We can tell the customer that we can do everything, so you don't have to look around. We're pretty much the first ones in."

JCL also gives all its field workers uniforms — jeans and a sweatshirt with the company logo — and the company sends the pants out to get cleaned. Lawrence says it helps the company maintain a professional image, which they consider part of quality customer service.

They also make the effort to be pleasant. "We try to go to (a customer's) house with a smile," Lawrence says.

ON THE ROAD AGAIN

JCL serves a mostly rural area, and there aren't many wastewater treatment plants where Lawrence can empty the truck. Some of the plants JCL uses are small and limited in how much quantity they can accept from septic haulers. That means the company must plan ahead to avoid having to drive farther than necessary with a full load.

"If we have somebody who needs their tank pumped in, say, Newport (to the north), we try to get a couple of them so I'm not driving 35 miles for just one tank, because then you're not making any money," Lawrence says.

JCL can deliver to wastewater treatment plants in nearby Antrim or in Jaffrey, 19 miles to the south, or in Concord, 30 miles to the east.

"Antrim and Jaffrey are very limited," Lawrence says. "They can only take so many gallons a day there. When you have three or four different septic companies coming in to dispose, you've got to make sure you call ahead. It wouldn't be very profitable to be over in Jaffrey pumping septic tanks and then have to take it all the way to Concord to get rid of it."

Lawrence says the company considered building some onsite storage to reduce the number of trips to the treatment plants but decided that it would not be cost-effective.

He says that he tries to plan about a week ahead to be sure that he'll be able to dispose of his loads without unnecessary driving. He does not use special logistics software.

"I just give them a call," Lawrence says. "We look at our schedule and how many people have called in to have their tanks pumped. If I'm over in the Jaffrey area, that's where I'll dump. If I'm over in Hillsboro (to the north), I'll go to the other plants."

Even with good planning, Lawrence says he puts 100-300 miles a day on the truck, and he estimates 70 percent of the driving is traveling to a waste-



Above: Cory Lawrence drags a hose on a residential job site.

Left: Ann Avery works in the JCL Septic Service office.

“ It takes up a lot of time if you have to answer the phone all the time. It doesn't look good for the customer either. They don't want to pay you to stop working to answer the phone. **”**

CORY LAWRENCE

water treatment plant. He often has to empty the truck two or three times in a day.

LONG HOURS

Lawrence says the company stays busy year-round. Sometimes JCL supplements its regular work with plowing or landscape work. He said in spring, summer, and fall, once the pumping comes in, that's all he does.

“I try to do 8-10 tanks a day,” he says. “It means anywhere from eight to 12 hours a day. It's good to be working that much, because if you're not, you're not making money. Jon and I are pretty much 7 days a week. Saturdays and Sundays it's mostly for emergency calls.”

Lawrence says Charlonne and the excavation crew typically install 40-45 septic systems a year, about half of them conventional stone and pipe systems, using washed stone from a local quarry and Polylok HD lids and risers. The other half of their installations are Presby Environmental Inc. systems. Some installations utilize raised mounds due to sites with a high water table.

HARD WORK PAYS OFF

A willingness to work has been their key to success.

“We've come a long way in a short amount of time,” Lawrence says. “We basically didn't have two nickels to rub together to start. It was pretty much our hands and hard work. That's how we got here.”

Lawrence doesn't expect to grow much in the near future.

“We kind of want to just keep it with the amount of people that we have. We don't really

want to get any bigger,” he says. “I might eventually have to hire someone else to run the other pump truck. I'm sure that's going to start getting bigger as the years go by.”

But he doesn't expect that to happen soon.

“Not for a while,” he says. “I'm not ready to jump into that yet. If I do need help, I'll just pull one of the guys who are working for us now to help me.” ■

**CLEAN
SEWERS
ON THE
HORIZON.**

cusco™
wastequip-cusco.com

MORE INFO

Amthor International

800-328-6633

www.amthorinternational.com

(See ad page 72)

National Vacuum Equipment, Inc.

800-253-5500

www.natvac.com

(See ad page 3)

Polylok, Inc.

877-765-9565

www.polylok.com

Presby Environmental Inc. (PEI)

800-473-5298

www.presbyeco.com

Progress Tank

816-714-2600

www.progresstank.com

INTRODUCING CUSCO'S SEWER JETTER

The underworld can be a dirty place, but Cusco's new Sewer Jetter obliterates blockages to keep you up and running when you need it most. This industry-leading truck performs major cleanups by excavating debris with a 26 ft. boom reach and a 270° boom rotation to reach every clog, every time. Outfitted with quality components and reverse engineered for optimal weight and payload with a superior operator control system, the Sewer Jetter is packed with features and benefits to outlast the competition.



Oversized Waste Tank



Boom Rotation



Boom Reach



CA Max. Maneuverability

EASY-KLEEN

PRESSURE SYSTEMS LTD.

MANUFACTURER OF HIGH PRESSURE CLEANING EQUIPMENT



WILDCAT
HEATERS



www.easykleen.com

1-800-315-5533

sales@easykleen.com

INSTALL READY FOR VACUUM & HYDRO VAC TRUCKS

Hot Water / Steam Option

1/2", 3/4", 1", 1-1/4" Coils

2 to 30 GPM

2500 to 11,500 PSI

200,000 to 1,800,000 BTUs

CRN & Stainless

Steel Coil Options



Proudly Made in
North America

CUSTOMER TESTIMONIAL

"Reliable and Rugged...Easy Kleen reaches a quality standard unmatched by any competitor in the industry."

- Troy Canning, Clean Earth Industrial Services

INTRODUCING...

After Shock

Bioremediation

Restorative

THE NEXT GENERATION IN SOIL ABSORPTION AREA RESTORATION

PROBLEM: Can't dig?
Don't want to
for whatever
reason?

SOLUTION:



CAPE COD BIOCHEMICAL CO.
800-759-CCLS

WWW.SEPTICONLINE.COM



Green Products for
Septic Professionals
Since 1976

Comforts of Home
Services, Inc.

BATHROOM • SHOWER • SPECIALTY TRAILERS



- Specializing in custom trailers
- Lowest interior floor height in the industry
- ADA wheelchair accessible units
 - Unlimited floor plans
 - Rigid steel shell construction
 - Easy fold-up steps
 - 24/7 tech support
- Nation Wide Rental Referral Program for our customers
- Large capacity waste tanks



GS-07F-0236V



See our website for layouts and options.

info@cohsi.com • 630.906.8002 • www.cohsi.com



TRANSPORT TRUCK SALES, INC.

Ask for Scott or Frank – 888-395-7551
After hours call Scott at 816-590-4076



Delivery Available Anywhere in the Lower 48!!

www.TransportTruck.com



2012 International 4300, MF DT 260 HP, auto, locker, only 100K miles, 2500 gallon steel vac tank, NVE 607 vac pump.

\$59,500

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



2007 Freightliner M2, Cat 210 HP, 6 spd, **NEW** 2300 gallon steel tank, **NEW** Jurop PN 84 vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY



2005 Sterling, Mercedes 450 HP, Allison auto, jakes, low miles, **NEW** 3360 gallon steel vac tank, **NEW** Masport Hydra vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY

AUTO



2005 Mack CH613, 380 HP, 10 spd, jake, low miles, **NEW** 3360 gallon steel vac tank, **NEW** Masport liquid-cooled vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY



2007 Freightliner M2, Mercedes 210 HP, 6 spd, **NEW** 1870 gallon steel vac tank, **NEW** Jurop PN-84 vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY



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

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY

NON CDL



2012 Freightliner M2, Cummins 240 HP, Allison auto, NON CDL, **NEW** 1870 gallon steel vac tank, **NEW** Jurop PN-84 vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



2012 International, MF DT 230 HP, Allison auto, NON CDL, **NEW** 1870 gallon steel vac tank, **NEW** Jurop PN-84 vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



2011 Freightliner Cascadia, Detroit 450 HP, 10 spd, jakes, **NEW** 3400 gallon steel vac tank, full hoist and open rear door, 250 gal. fresh water, **NEW** NVE 866 liquid cooled vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY

IN PROGRESS

UNDER CDL

IN PROGRESS

UNDER CDL

PROGRESS

Florida County Explores Septic Moratorium to Curb Pollution

By David Steinkraus

As one solution to pollution in the Indian River Lagoon of eastern Florida, a local county board of supervisors is considering a temporary halt on septic system installations. But the moratorium would not apply to all onsite technologies.

Brevard County lies along the Atlantic coast of Florida east of Orlando and includes the Cape Canaveral space complex. The lagoon is formed by the Indian River flowing between the mainland and several narrow barrier islands.

Commissioners of Brevard County recently voted 4-1 to begin the process of implementing the moratorium. The process will take several months. All conventional systems in beach areas of the county, on Merritt Island, and mainland properties within 164 feet (50 meters) of the lagoon and its tributaries would be affected.

What would not be affected are advanced systems designed to remove up to 65 percent of nitrogen in wastewater.

Commissioner Jim Barfield, who proposed the moratorium, was quoted by the newspaper *Florida Today*: "We've talked for years and years and years about the septic tanks. And this gives us a positive way to step up and start addressing it."

The commissioner who voted against the idea, John Tobia, says he prefers to help people pay the difference between the cost of conventional septic systems and advanced systems. He would do this with revenue from a special half-percent sales tax that citizens voted into place in 2016 to improve water quality in the lagoon. Estimates say the tax will raise about \$486 million over 10 years.

Water quality in the lagoon has been a continuing problem, and the sources are a continuing topic of debate. Last year Rep. Randy Fine, R-Palm Bay, introduced a bill that would have required septic tank inspections at the time of sale of a property. But under pressure, he changed the bill so sellers would have only the responsibility of telling buyers that a septic system was on the property. There would have been no requirement to reveal defects with the system. The bill never made it to the floor of the Legislature and died when session ended.

Also in Florida, the Jacksonville City Council recently voted to provide financial help for businesses with septic system problems. The city is establishing a grant program to provide money to businesses whose systems have been designated as failing. Business owners may receive money to repair or replace the systems or to connect to a municipal sewer if one is available.

The grant program is focused in part of the city where the Health Department says 1,465 septic systems serve commercial properties. Money for the grants would come from \$1 million taken from the Northwest Jacksonville Economic Development Fund.

During a committee debate, one of the committee members asked why the city shouldn't simply build more sewer lines. A sponsor of the ordinance said that would be too expensive.

Ohio

The Columbiana County Health Department earlier this year found 24 people in violation of rules about the maintenance of their National Pollutant Discharge Elimination System wastewater systems. Permits for the systems, issued through the Ohio Environmental Protection Agency, require these systems to be serviced annually by a qualified technician. The board ordered the property owners to put their systems on maintenance contracts. The county is at the eastern border of Ohio, about 20 miles northwest of Pittsburgh.

California

Sonoma County supervisors are set to vote on a new set of rules affecting septic systems and intended to reduce pollution in the Russian River. The county is part of California wine country, and its southern end touches San Francisco Bay. The new regulations will require a 2-foot separation between a drainfield and groundwater. State estimates say about 10,000 onsite systems in the Russian River watershed will need upgrading, and about 5,000 will need to be replaced. There are about 53,000 onsite systems in the county.

Realtors are opposing the new regulations. In a letter to the *Sonoma County Gazette*, a group of Realtors say homeowners will pay \$35,000 to \$70,000 for replacement systems. They raised the possibility of longer wait times for pumpouts and the inability of some people to continue living on hillside sites because there is no process to grant waivers from the regulations.

Colorado

Montezuma County commissioners approved new regulations for onsite wastewater systems. There are two major provisions.

Advanced systems are subject to more oversight. This means owners must have systems serviced according to the manufacturer's recommendations, and they must maintain a service contract with a qualified provider.

Beginning in January 2019, certain systems must be inspected at property transfer. Such systems include those existing since 1974 and without a permit, advanced systems, systems that had a previous failure, and properties with a valid permit for a system but no structure.

A news report quotes health department numbers saying that of 12 system failures in 2017, six were installed before 1972. In 2018 so far, there have been 13 system failures, and three of those were installed before 1972. The county began issuing permits in 1974 and since 2004 has required that systems be designed by a certified engineer.

Montezuma County occupies the southwestern corner of Colorado where it meets Utah, New Mexico and Arizona.

Massachusetts

A bill working through the state Legislature would put a legal separation between installers and inspectors. House Bill 4358 would forbid the state from licensing someone as an onsite system inspector if that person is also licensed as a system installer.

The bill would also forbid inspectors from recommending a specific installer to perform work. Instead, inspectors would provide a list of at least five people, approved by the local board of health, capable of performing a repair on installation.

One legislative committee approved the bill, which was referred to the committee on Ways and Means.

Still under consideration by the Legislature is a bill that would create a statewide septic license. This bill (H.146), would also forbid a business from holding a license. Last year, one of the people concerned was Frank King of Action King Services in Lowell. He says that in a tight labor market, requiring an individual license would only make it more difficult for wastewater businesses to find qualified workers.

Wyoming

To help polluted streams like Fish Creek, people in Teton County have set up a program to help pay the cost of pumping septic tanks. Property owners may receive a reimbursement for half of the cost of a pumpout up to a maximum of \$150. The program is a partnership between Teton Conservation District and Friends of Fish Creek.

Teton County is in the northwestern corner of Wyoming and includes Yellowstone and Grand Teton national parks. Fish Creek flows through the county and is a tributary of the Snake River that winds through Idaho and eastern Washington.

The groups operated a similar program in 2017, and it attracted more than 175 participants.

Texas

After considerable discussion, commissioners of Ellis County decided to retain a regulation requiring maintenance contracts for septic systems. The county is located on the southern edge of the Dallas metropolitan area. A number of people voiced opposition to the idea of eliminating the maintenance contract regulation.

The *Daily Light* of Waxahachie quotes Randy Chellette with the Texas On-Site Wastewater Association: "These systems are mechanical and electrical components.... This county alone has 27,000 onsite systems. That is a public health threat if

they are not maintained properly. Without perpetual maintenance, you are taking a step back."

Wisconsin

Crawford County, located along to the Mississippi River in southwestern Wisconsin, is beginning a yearlong project to come into compliance with state onsite rules. Under a new county ordinance, all homes will have to be served by municipal sewer or an onsite system that is inspected at least every three years.

The county is starting the process with a survey of about 7,000 onsite systems, according to news reports. The key to the new rules is inspection, Jake Shedivy, county sanitation and zoning technician, tells the *Crawford County Independent*. Inspections will find problems before systems become a hazard to public health, he says. Shedivy says the project should be complete by October 2019. ■



Quality Builders Build with the Best Put a Masport on your next Truck!

Backed by Over 100 Years of Engineering Excellence

► Fan-Cooled and Liquid-Cooled Options

► Higher Continuous Vacuum and Pressure

► Lower Oil Consumption

► Quieter Operation

► No Oil Discharge Under Pressure

► Reliable Operation Under Extreme Hot or Cold Weather Conditions



BUILT FOR THE HARD WORKING PUMPER

800-228-4510 | cs@masportpump.com | www.masportpump.com



CALL TODAY FOR SAVINGS

Professionals in the Vacuum Tank & Trailer Industry

866-720-4999

www.tankservicesinc.com

TANK SERVICES, INC.

Jerry Blake
Cranston, RI
jerry@tankservicesinc.com
Cell: 401-688-0043

Amanda Hensarling
Baytown, TX
amanda@tankservicesinc.com
Cell: 401-339-9992

Paul Dragich
National Sales
paul@tankservicesinc.com
Cell: 401-338-5027



2019 Peterbilt 337 **NEW** | 330HP, auto, 2800 gal. aluminum tank, NVE 4310 blower package.



2019 Peterbilt 337 **NEW** | 300 HP, Allison auto, NVE 607 pack, 2800 gal. aluminum tank.



2019 Hino **NEW** | 2500 gal. tank NVE 607



Kenworth T880 **IN STOCK** | 5000 gal. aluminum vacuum tank, NVE 4310 package.



2010 International **Call For Pricing** | 3600 gal. steel tank, Masport HXL400



Self Contained Unit **Call For Pricing** | 600 gal. steel tank, 33.5 HP Kubota diesel engine (choice of pumps), 200 gal. poly tank, 6 gpm 3,000 psi jetter.



In Stock
7000 - 9000 Gal. Aluminum | Air ride suspension (tri-axle), pump platform, bright finish, LED lights, Betts valves.



Slide-In Units **Standard Units In Stock** | 500-1,000 gal's, 1 or 2 compartment; Select a pump package & engine HP. All light weight aluminum, Many available options.



(2) 5,000 Gal. **Aluminum tanks** **IN STOCK** | Ready to mount our chassis or yours.



Restroom **Tanks** **IN STOCK** | Stainless steel and aluminum available in various sizes and compartments.

NVE
NEW ENGLAND
DISTRIBUTOR

Pumps
For Sale

NVE 866 and 4307
Packages Available



SHINE ON Products From
CTI
CHEM-TECH INDUSTRIES

Need Equipment? Contact Us We Can Get It.

VAC-CON
MORE POWER TO YOU

ADVANCED WATER LEAK DETECTOR

The LD-18 Digital Water Leak Detector uses patented technology to significantly reduce ambient noises from dogs barking, footsteps, people talking, etc. The digital amplifier samples the sounds every few tenths of a second, rejecting intermittent sounds instantly.

See the LD-18 at www.subsurfaceleak.com.

SubSurface Locators™
(408) 249-4673
www.subsurfaceleak.com

Trailer & Skid Mounted Industrial Vacuum Machines



Hydro-excavation Machine



VecLoader



Jetter Machine



Combination Machine

VAC-CON
VAC-CON.COM

855.336.2962
e-mail: vns@vac-con.com
HOLDEN INDUSTRIES Companies



Vector Technologies Ltd.
VECTOR-VACUUMS.COM
800.832.4010
e-mail: inquiry@vector-vacuums.com

In Business Since 1959



TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories



Tuff-Jon III



Tuff-Jon



TJ Kids



TJ Shorty



100 Gallon Fresh Water Supply Tank



- Tank sizes 60, 105, 225, 300 and 440 gallons.
- Standard holes are 2 - 3" holes with plugs
- Can customize holes to match your specs



TJ Handy Stand
Waterless Gel Touch Dispensers



Containment Tray



90 Gallon Free-Standing Sink
with Optional Handicap Accessible Sink
(45 gallons fresh water)



TJ Junior Single Free Standing Sink
(16 gallons fresh water)



Sink Lifting Bracket



60 Gallon Rinse Tank



Interior View of Deluxe TJ-III

- Lifting Bracket Assembly
- Sky Heater
- Corner Shelf
- Towel Dispenser
- Hand Washer Available For Both Styles of Tuff-Jon



The TSF Company Inc.
2930 S St. Phillips Rd. | Evansville, IN 47712

Toll Free: 1-800-843-9286 | 812-985-2630 | Fax: 812-985-3671
Email: aschenk@tuff-jon.com | Website: www.tuff-jon.com



Kate Zabriskie develops customer service strategies and training programs as president of Maryland-based Business Training Works. For more information, visit www.businesstrainingworks.com.

10 Steps to Reversing Horrifying Negative Online Reviews

Have a few unhappy customers made it their business to burn you through website or social media complaints? Here's how you can turn around your online reputation. By Kate Zabriskie

The worst customer service experience ever! The driver arrived an hour late for the appointment and was surly. Stay away!!!

"They made a mess of the yard digging up the septic tank and then dragged filthy, dripping hoses across the yard, leaving a trail of waste. Yuck!"

"If you are offered a job at this place, run! Do not walk to the nearest exit. This company is an asylum. I have never worked with a more dysfunctional group of people in my life."

Ouch! Those hurt.

And there it is, in black and white for anyone and everyone to see: what someone thinks of your product, your service, or your organization.

Bad reviews can bite, wound and sting. Worst of all, a mountain of them can appear in a matter of seconds. Social media: It's a wonderful thing, until it turns against you.

So, what's a person to do when his or her online reputation is suffering at the hands of others? Plenty.

Step 1: Take a deep breath. You can fix it. Not overnight, but you can fix it.

Step 2: Get over any hurt feelings or embarrassment, and do it quickly. The people who complain have done you a great favor. It's now up to you to decide if negative reviews are going to be the kiss of death or a wake-up call.

Step 3: Uncover everything that is being said about you. If you found a bad review in one place, there are probably others. Spend a few hours researching yourself online. Start Googling, and take notes of what you find and where. Resist the urge to respond to anything. Be strategic, not impulsive. You will need a game plan before typing a word.

Step 4: Automate. Sign up for Google Alerts at www.google.com/alerts. If new content mentioning your company shows up online and Google sees it, the search engine will send out an automatic alert letting you know. A variety of free and paid services will monitor online search terms and major review sites for mentions and will notify you if new information is posted. If you are serious about managing your online reputation, these services are extremely valuable.

Step 5: Once you have a good picture of your online grade, get ready to roll up your sleeves and start problem-solving. If your employees are rude,

If your employees are rude, train them. If your equipment is dirty, clean it. If people hate working for you, investigate. Unless you are the victim of competitor sabotage, what you are reading is probably based in truth.

train them. If your equipment is dirty, clean it. If people hate working for you, investigate. Unless you are the victim of competitor sabotage, what you are reading is probably based in truth. If needed, revisit step two.

Step 6: Involve your team, and communicate your improvement plan. You will reach your goal faster if everyone understands what it is and is working toward it.

Step 7: When you interact with customers, ask them what they think. You already know some of them have no problem sharing their opinions with the world, so they will probably be willing to candidly tell you the good, bad and ugly. Asking your customers for help can prove extremely beneficial.

"We are working hard to improve. Would you be willing to talk to me for a few minutes? Thank you. What two or three things could we have done differently in order to make you experience with us better?"

If at all possible, have these conversations verbally. You may be surprised by the quantity and quality of information you are able to quickly gather.

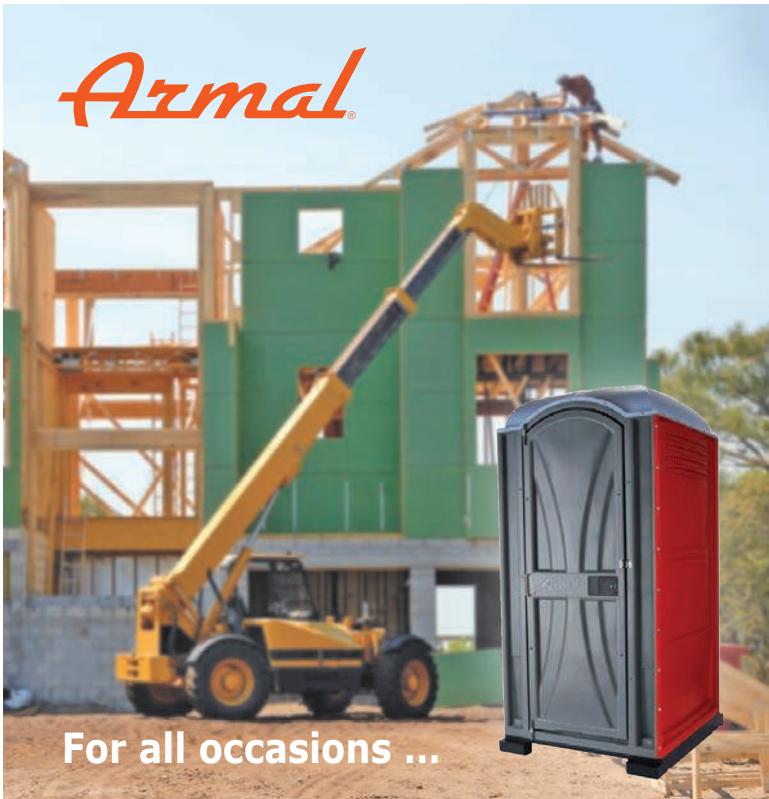
Step 8: Once you have a clear sense of what is going on with your business and are on the road to smoothing out the rough spots, get back to the reviews. It's time to answer them. First, thank the reviewer for letting you know about a problem and include something good about yourself, too.

"Thank you for your feedback, and I'm sorry your experience with our septic service was not what you expected. We pump hundreds of tanks every year and we strive to delight all of our customers with our service."

Second, describe what you have done to prevent future service problems.

"We've taken a few steps to prevent what happened to you from happening to anyone else on our daily routes. We are monitoring our staff for customer service skills and have created a new service checklist to ensure we leave

Armal



For all occasions ...

Armal

STRONG. EXPERIENCED. WORLDWIDE.

866 873 7796
www.armal.biz

a customer's property clean and tidy."

Third, ask the person to give you a second chance.

"We would welcome the opportunity to show we've improved our customer service. The next time your septic tank requires pumping, please contact me directly and I will take care of the appointment personally."

Resist the urge to be snarky, judgmental or to correct your customers. Yes, some customers are wrong — however, pointing that out will not help. Lots of people are going to be watching how you respond. Take the opportunity to be polite, helpful and solution-focused. People who rely on the reviews can often tell when other customers are being difficult. If you are gracious in your dealings with them, you will win in the long run.

Step 9: Ask your happy customers to post reviews. Over time, your average will improve. Obviously this approach only works if you are indeed making changes and removing the causes of bad evaluations. If you are not, prepare for more of the same reviews you've gotten in the past because they're coming. You simply cannot turn off the social media tap.

Step 10: As tempting as it may be, do not post fake reviews or go to a service to get others to do the same. Apart from the fact that it's dishonest, it's also dangerous. If you get caught, you will look even worse than you did before. Instead, get busy writing more content to post on your website, social media, and other appropriate places. The more that's out there, the less visible a bad comment is.

Followed closely, this 10-step plan for a reputation overhaul could earn you five stars. ■

EXPLORER

COMFORT STATIONS

CONTRACTOR GRADE • JOB SITES & SPECIAL EVENTS

- Fully self-contained
- Low floor height - easy access
- Carbon steel outer shell
- Fabricated steel frame
- Dedicated utility room
- Heated and /or air conditioned
- Commercial trailer chassis
- Diamond plate flooring
- Stainless steel counter top
- Water saver faucets
- Low flush porcelain toilets
- FRP institutional interior surfaces
- More floor plans, plus shower stall options



Contractor 2-Unit

HANDWASH STATIONS

EVENT & JOB SANITATION • VERSATILITY

Our handwash unit is designed as a self contained system which allows outdoor crowds to have easy access to warm soapy water.

- Stainless steel counter tops & sinks
- Self-closing water saving faucets.
- Soap & towel holders.
- Hot water tank & pressure tank
- Large fresh & gray water holding tanks.
- Commercial trailer chassis
- Paint and branding options available.
- Locking utility cabinet with diamond plate doors
- Mirror & Lighting accessories available



8 Sink Unit

PORTABLE TOILET TRANSPORTERS

QUALITY CONSTRUCTION • BUILT FOR SAFE DELIVERY

Explorer improves transport safety by directly securing most sizes of toilet skid to the specially designed carrier slats on the trailer bed.



12 -Toilet Transporter Shown here.
We have your size...1-24

Manufactured By:
McKee Technologies
Elmira, ON

Columbia Sanitary
Golden, CO
(303) 526-5370

Plumas Sanitation
Portola, CA
(530) 832-0370

Satellite Industries
Minneapolis, MN
(800) 328-3332

Island Johnny LLC.
Shelton, WA
(360) 426-6697

Steve Baie Ent.
Apopka, FL
(407) 709-8175

Ted Hoover
Crossfield, AB
(866) 587-7262

Elton Tamplin
Mansfield, TX
(254) 379-1384

Explore the Finest in Sanitation!

Portable Toilet Transport, Comfort Stations,
Handwash Stations, Drinking Water Stations

explorertrailers.com
1-866-457-5425

6 GOOD REASONS TO GET A VACUUM TANK



Call 800-326-9763 for more reasons.



walk-through baffles



rubber t-track mount
stainless channel



fully molded wiring harness
conduit protected



low hose hooks



outstanding paint finish



In a hurry? Check out pikrite.com/marketplace for listings of new trucks ready to go today!

ultra *ultra* *ultra*
LIGHT - VERSATILE - SAFE

ultraSHORE
P R O D U C T S



Quick to Install.
As light as 130lbs.



Roll Your Own.
Optional wheel kit.



Stacks easily with
2' & 4' high panels.

FORGET BACKFLUSHING



**SAVE TIME
AND MONEY!**

Now buy all your Crust
Buster products online!
www.crustbusters.com

Through the use of engineered
blades and high-power
rotation the Crust Buster
creates a "lifting"
agitation within
your tank.



**CRUST
BUSTERS**

888.878.2296



This is What Aluminum Shoring Was Meant to be!



1-800-683-8837

1-800-SHORING

CALL TOLL-FREE NATIONWIDE • 1-800-746-7464

www.shoring.com



For a Complete Catalog and Pricing
Call 1-800-382-7009

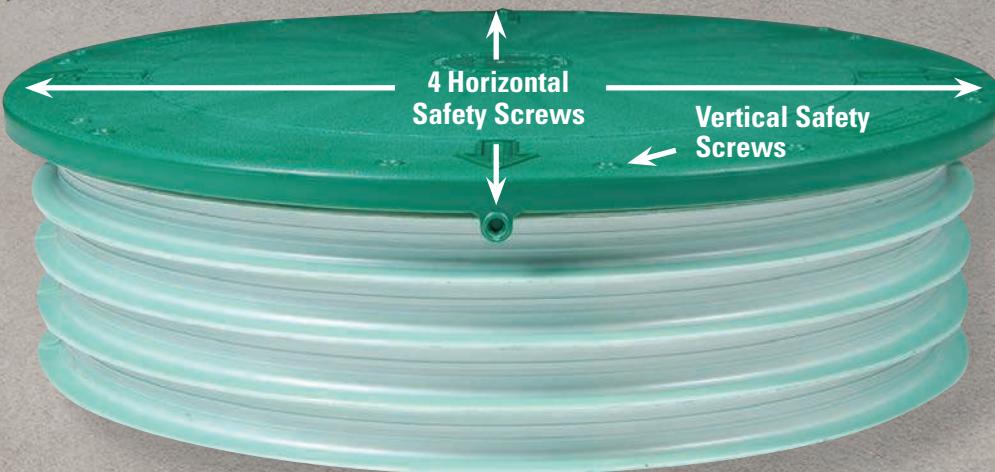
24" HEAVY DUTY MULTI-PURPOSE FLAT RISER LID

FREE FREIGHT
on Full Cartons!

Fits most commercially available:

- Risers
- IPEX PVC Ribbed Pipe
- Corrugated Pipe

LID MAY BE USED WITH OR WITHOUT CONCRETE CENTER



Secured by 6 Vertical and 4 Horizontal Safety Screws. Screws Included.



Foamed-in Permanent Polyurethane Gasket.



Holds up to 70 lbs of Concrete for Added Safety.



Water-TITE™ Joint Vertical and Horizontal Safety Screws

4" Effluent Filter and 4" T-Baffle™

86 ft. of 1/16" filtration area.

Increases time between filter cleaning.



4" Effluent Filter EF-4
One-piece effluent filter fits in 4" Sanitary Tee.

- Injection molded PolyPro
- Simple to install - Easy to clean

4" Sanitary Inlet/Outlet T-Baffle™

- Injection molded T-Baffle™.
- Injection molded T-Baffle
 - Fits 4" Sch. 40 and SDR-35 pipe
 - Simple to install
 - May also be used as Inlet & Outlet Tee

6" Effluent Filter and 6" T-Baffle™

244 ft. of 1/16" filtration area.

Increases time between filter cleaning.



6" Effluent Filter EF-6
One-piece effluent filter fits in 6" T-Baffle™.

- Injection molded PolyPro
- Simple to install
- Easy to clean

6" Sanitary T-Baffle™

- Injection molded T-Baffle™.
- Injection molded
 - Fits 4" Sch. 40 and SDR-35 pipe
 - Simple to install
 - May also be used as Outlet Tee with Solids Deflector



Tuf-Tite®, Inc. 1200 Flex Court, Lake Zurich, IL 60047
www.tuf-tite.com | **800-382-7009**



© 2013 Tuf-Tite®, Inc.
All rights reserved.

CAN HE BUILD IT? YES HE CAN.

Georgia's Neal Bennett is the septic service version of Bob the Builder, always ready with the right tool to get the job done efficiently

By Ken Wysocky

Whether it's vacuum trucks, small business, race cars or any number of other things, Neal Bennett is pretty good at building things from the ground up. A good example is NDB Septic Service, a septic and grease trap pumping company he started from scratch in Nashville, Georgia.

When a friend who installed septic systems asked in 2006 if he was interested in pumping septic tanks, the resourceful entrepreneur dove right in, buying a 1999 International 4700 truck and outfitting it with an old 2,000-gallon fuel tank and a diaphragm pump, made by Wacker Neuson. It was a portend of things to come.

"No one in our area was doing it, so I figured I'd give it a try," says Bennett, who enjoys drag racing and building his own dragsters. "I figured I was going to pump one or two tanks a day, but it kind of grew from there."

Today NDB (Bennett's initials) employs 14 people and runs four vacuum trucks, all built out by Bennett, age 58. The company also pumps out grease traps, a service Bennett added around 2011. And as if that wasn't enough, he also established Greenway Services, a trash-collection company, in January. About 60 percent of his company's revenue comes from grease trap service, with the balance generated by septic work.

(continued)

Neal Bennett with his granddaughter, AnnaLynn Wood and his favorite truck, an International 4900 with a steel tank fabricated locally and a Jurop/Chandler LC420 pump. Comfortable building just about anything, Bennett puts together his own trucks. (Photos by Kaylinn Gilstrap)



Profile

NDB Septic Service

Nashville, Georgia

OWNER: Neal Bennett

FOUNDED: 2006

EMPLOYEES: 14

SERVICES: Septic and grease trap pumping, trash collection

SERVICE AREA: 100-mile radius around Nashville





**In Stock - Custom Built
Finance and Lease Options Available**



\$67,400

**HONDA/HXL4, FLOJET,
2 UNIT HAULER
LEASE FROM \$1090/MONTH**



\$69,800

**FORD F550, V10, 1200 GALLON
LEASE FROM \$1200/MONTH**



\$103,000

**M2, NVE304, DC10/HANNAY
LEASE FROM \$1650/MONTH**



**\$136,500
+FET**

VISIT: FLOWMARK.COM

**FOR MORE INFORMATION: (833) 653-8100
SALES@FLOWMARK.COM**



Above: Neal Bennett and Kimberly Bennett Wood work with a BurnTable computer numerical control plasma cutter to fabricate parts for a truck, including brackets and ladders.

Right: Kimberly Bennett Wood uses CAD software to program the computer numerical control plasma cutter to fabricate a custom part for a truck.



stance several years ago when family and friends threw him a birthday party at South Georgia Motorsports Park, where he'd been drag racing for years.

"I got a call from Walmart, right in the middle of all that good Georgia barbecue and birthday cake," he recalls. "A lift station had gone down and they needed a pump truck there to handle things, so I had to leave. We sat there for three days until they replaced the (lift station) pump. If you're not dedicated like that, you'd better not be in this business."

PRIMED FOR PUMPING

Bennett had a little prior experience in the industry, thanks to a stint as a utility superintendent for a large plumbing company during the 1990s. "I already knew all about septic tanks pretty well," he says. "I could put in a tank and plumb it." But in 2006, he got into the pumping end of the business.

Three of Bennett's vacuum trucks are built on 2001 International 4700 and 4900s and the fourth is a 2000 International. One carries a 4,500-gallon tank while the remaining three have capacities of 3,000, 2,500 and 1,800 gallons. All the tanks are made of steel and feature Jurop/Chandler LC420 water-cooled pumps.

Each truck is suited for a different application. Bennett uses the 1,800- and 2,500-gallon trucks mostly for cleaning car wash pits. He uses the 4,500-gallon truck for pumping tanks because of its large capacity, which reduces profit-killing disposal trips to the nearest treatment center, which is a 25- to 30-mile drive one-way, he notes.

(continued)

The NDB Septic Service team includes (from left) Karsen Wood, Kimberly Bennett Wood, Sarah Stephens, Wayne Prescott, George Phillips, Johnathan Harris, Herbert Talledo, Rhonda Bennett, Neal Bennett, and Bennett's granddaughters, AnnaLynn Wood and Kenna Wood. Not pictured: Brandon Wood, Randall Mathis, Paige Smith, Michael Gilbert and Blake Prescott.



NightEye®

Wireless Enabled Products
ALWAYS WATCHING.

Know what's happening with your pump - anywhere in the world, with NightEye® wireless connected products by Liberty Pumps.

SAFETY AND PEACE OF MIND WHILE AWAY FROM HOME.

- Free app download
- Cloud-based system designed exclusively by Liberty Pumps
- No service or subscription fees
- Works through your home's wireless router
- Connect using simple BlinkUp™ technology - no PC required
- Available on pump alarms and emergency back-up pumps
- Apple® iOS and Android® compatible
- One NightEye® app can support multiple devices/installations (Separate control/alarm unit required for each installation)
- User-defined low basement temperature alert



GET IT ON
Google Play

Available on the
App Store

Just look for the NightEye® logo on pump alarms, back-up pumps and other new products from Liberty Pumps

libertypumps.com/nighteye

800.543.2550

Copyright © Liberty Pumps, Inc. 2018 All rights reserved.

Right: Neal Bennett and Kimberly Bennett Wood are shown with the company's equipment used for dewatering grease trap waste, from AQUA-Zyme Disposal Systems.

Below: Kimberly Bennett Wood and Neal Bennett look over one of the trucks built out by Bennett and the crew.



"Plus most of our customers live in rural areas and might be 15 to 20 miles apart," he adds. "So we can usually pump out four tanks before we have to go and dump."

SELF-FABRICATED SPECIALS

Is it practical to fabricate a truck from the cab and chassis on up? As long as you're mechanically inclined, have the right equipment, and are willing to suffer some setbacks while figuring it all out, Bennett says.

"If you don't have any construction experience, it would probably be pretty tough," he explains. "But I figure if I can build a 200-unit apartment complex, I can build just about anything. I just figure it out as I go and keep going until I get what I want."

After Bennett gets a cab and chassis (he buys them at auction), he says his company has the means to do everything except roll the tank and build the dished ends, including painting. The main pieces of equipment used are a computer numerical control plasma-torch cutting table made by BurnTables (used mostly to cut out metal brackets) and a Miller Electric 200 welding machine.

Bennett receives the tank in four pieces: two dished ends and two cylinders of rolled metal, both fabricated by a local supplier. He welds the two sections together to form the tank cylinder, then welds on the two ends.

“If you expect to do a certain number of tanks a day, you've got to do everything you can to make it easier for your drivers — try to get those hoses as short as possible. Time is money.”

NEAL BENNETT

(continued)



Trash talking

Good business owners spot and capitalize on opportunities. And that's exactly what Neal Bennett, the owner of NDB Septic Service, did this past January when he added trash collection to his company, Greenway Services, which rents roll-off containers.

It all started late in 2016, when Berrien County (Georgia) officials asked Bennett to manage the county's garbage transfer site. (Nashville is about 30 miles north of Valdosta in south-central Georgia and is the county seat of Berrien County.) The day Bennett took over the operations, a local garbage-collection company decided to switch its trash to another transfer station.

The entrepreneurial Bennett immediately decided to get into the garbage-collection business. "We bought a new garbage truck that afternoon," he says. "Then we put our name out there that we're in the trash business, and now we have about 600 customers — and we're getting about 10 new ones each week." At the transfer station, the collected garbage gets put into roll-off containers Greenway Services already owned. From there, the trash is transported to a nearby landfill.

Why did Bennett already own roll-off containers? Because he saw another business opportunity emerge in 2013. After the prolonged economic recession starting in 2007, all the local roll-off container providers got out of the business. When the economy rebounded, there were no roll-off companies around.

"So we started a company and it sort of grew from there, mostly from word-of-mouth referrals," he explains. "The profit margins are good — very comparable to pumping septic tanks."

Renting roll-off containers is a very capital-intensive business, with an average cost of about \$3,500 to \$4,500 for a container and about \$180,000 for a truck. "It gets pricey in a hurry," Bennett says. (The company owns three trucks and around 45 containers.)

"We've been throwing money at it for five years ... and we're finally turning a profit," he adds. "But we expect that to get much better in the future. It pays to get into a business that's either too expensive or too dirty for others to want to get into it."

While roll-off containers may not seem like a complementary service to Bennett's septic service, it does have cross-marketing potential. "We have 600 garbage customers and every one of them has a septic tank," he notes. "So every time we send out an invoice, customers get an NDB flyer, too. We're also sending \$10-off coupons for septic tank pumping with the garbage invoices."

THE BIGGEST EVENT OF THE YEAR!



Satellite is excited to announce the first-ever Women's Conference for the Portable Sanitation Industry!

This two-day event will be held in Minneapolis, MN on Monday October 15th and Tuesday October 16th at the Radisson Blu Hotel located in the Mall of America!

With so many fabulous women who own, operate and manage businesses in our industry, it will be an event full of insight and inspiration. It will also be a time to connect with others you know and make new friends of those you don't. There will be inspiring speakers, practical workshops and a mix of entertainment as well.

Be part of something new and exciting by attending the Satellite Women's Conference!

This year's theme is...



register online: www.satelliteindustries.com

call to register: **833-BEFAB18**
(233-2218)

TIME TO BUILD

Then comes the installation of all the truck components, ranging from hose trays, manways, bumpers, valves and electrical wiring, a vacuum and a water pump, a water jetter, hose reels, and toolboxes. "We also shorten or lengthen the chassis to fit whatever tank we're using," he says.

One difference between a Bennett-built tank and a standard manufactured tank is the number of valves and their locations. He prefers to have four inlet valves: one on the front, one on the back, and one on each side. "I don't like to bend the hose (from where it leaves the truck) to the ground ... or to go around a truck," he says. "The side valves work great if you're in a residential neighborhood where you can't get in the driveway."

"You just pull up to the curb and work curbside," he continues. "It's a lot more convenient. If you expect to do a certain number of tanks a day, you've got to do everything you can to make it easier for your drivers — try to get those hoses as short as possible. Time is money."

Bennett says he's never calculated how many hours it takes on average to build out a truck. "It might take us up to six months because sometimes we only have time to work on it when nothing else is going on," he notes. "We use it as a time-filler."

Bennett also relies on four tank-agitating Crust Busters, built by Schmitz Bros. "I would not let a truck leave the shop without a Crust Buster on it," Bennett says. "If you ever used one, you'd never go to work without one again. They make life a lot easier. After using a Crust Buster, we can put a hose in and pump out a 1,000-gallon tank in about 15 minutes. Without it, we might be there as long as three hours."

The company also owns a trailer-mounted vacuum and hydroexcavating unit, made by Vac-Tron Equipment and used for locating buried lines and cleaning car wash pits. It features a 750-gallon debris tank and a 300-gallon water tank.

In addition, the company owns three roll-off trucks from Peterbilt, Kenworth and International; two garbage trucks (a 2017 Kenworth and a 2006 Peterbilt) rigged with compaction units made by Loadmaster; and 45 roll-off containers fabricated by Bradford Machine Shop, a local company.

ENSURING PROFITABILITY

One key to Bennett's success is only buying equipment he can afford; that helps him avoid debt. "The next thing is I'm the first one in every morning and last one to leave in the afternoon," he says. "And I answer every phone call that comes in to my phone. I take a very hands-on approach and talk to every customer that calls."

Bennett also refuses to lower his prices to meet those posted by lowballing competitors, which is another factor in his ability to pay for equipment. It's part of an overall philosophy of knowing his overhead expenses and charging accordingly to make a profit.

"The way I look at it, if you pump 1,000 tanks a year and charge \$200 per tank, you have \$200,000," he explains. "But if you charge just \$25 more, you have \$225,000, which is a \$25,000 difference for what amounts to the same amount time, effort, fuel and labor."

"That extra \$25,000 makes a big difference," he continues. "Guys that cut prices don't stay in business very long. If your business is failing, I think you've got to raise your prices, not lower them."

A keen eye for new business opportunities also has served Bennett

“Guys that cut prices don’t stay in business very long. If your business is failing, I think you’ve got to raise your prices, not lower them.”

NEAL BENNETT



well. About seven years ago, he learned that businesses with grease traps would be required to pump their tanks every 90 days, part of an overall effort to reduce the amount of grease entering septic tanks and sewer systems, he says.

"I saw it coming and was one of the first guys around here to get a FOG permit," he says. Collecting grease didn't require investing in any additional trucks; he just has to be sure whatever truck is used for grease traps gets thoroughly cleaned so there's no cross-contamination with septic waste going to a treatment plant. He did, however, invest in biosolid dewatering boxes from AQUA-Zyme Disposal Systems to properly dispose of grease.

A GOOD CHOICE

As he looks back over the last 12 years, Bennett says he never regretted taking a career U-turn and heading into septic service. Sure, money was tight in the early going; he recalls going to his first Pumper & Cleaner Environmental Expo International show (now the Water & Wastewater Equipment, Treatment & Transport Show) around 2008, dreaming about all the products he wanted to buy but unable to purchase anything.

"We couldn't even afford a motel room, so we parked our camper out in the venue's parking lot," he says. "Now we go and we can buy whatever we want. We've been very blessed. It took — and still takes — a lot of work to make it successful, but I enjoy every day of it." ■

MORE INFO

AQUA-Zyme Disposal Systems, Inc.
979-245-5656
www.aqua-zyme.com
(See ad page 52)

Crust Busters
888-878-2296
www.crustbusters.com
(See ad page 32)

Jurop/Chandler
800-342-0887
www.chandlerequipment.com

Miller Electric Mfg. Co.
800-426-4553
www.millerwelds.com

Vac-Tron Equipment
352-728-2222
www.vactron.com

Wacker Neuson
800-770-0957
www.wackerneuson.com

Rely on Reelcraft



Dual pedestal
hose reels
Series 80000

**Spring retractable
pressure wash
hose reels ▶**

PWD76075 OHP - 3/8" x 75'

NEW!



► Ideal for long
hose lengths,
high pressure

Hand crank or motor
driven Series 30000



Made
in USA



**Compact, heavy
duty dual pedestal
hose reels ▶**

Series DP5000 / DP7000



REELCRAFT®

www.reelcraft.com

800-444-3134

Wallenstein vacuum pumps

Extra Wide Vanes, Low RPM Operation,
Longest Service Life, Easy Maintenance,
Rugged Castings, Precision Machining,
Quality Bearings, Better Performance

151
SERIES

80
CFM

202
SERIES

115
CFM

302
SERIES

165
CFM

403LN
SERIES

220
CFM

553
SERIES

275
CFM

753LN
SERIES

420
CFM



SANITATION

Reliable commercial
duty in a compact
package

SEPTIC SERVICE

Heavy Duty truck
mount vacuum
solutions



753 LARGER
OFF LOAD VALVE

1054LN
SERIES

500
CFM

1604LN
SERIES

800
CFM

2106LN
SERIES

1000
CFM



Depended on
by thousands.

 **LN** LIQUID
NORMALIZED

LIQUID COOLED IN SUMMER;
LIQUID WARMED IN WINTER.



EM elmira
machine
industries inc.

1-800-801-6663

wallenstein.com

ATTENTION!

- OEM Tank Builders
- Chassis Upfitters
- Valve Distributors



We supply North
America with the
largest selection
of high quality
brass valves by RIV

- Lever Gate
- Stem Gate
- Ball Valves
- Vacuum/Pressure Relief
- Sight Eyes
- Floats
- Tank Safety Components



PDST_PUT_half_0616



BIG SALE

Call for quotes Tanks can be shipped

Manufacturer Of ASME DOT 412 Tanks & Trailers



70 BBL DOT Code
Vacuum Unit with VOC



Non Code
Vacuum Unit



GVS Liquid Ring Unit



130 BBL
Code Trailer

Global Vacuum Systems, Inc.

Navasota, TX

TF: 800-843-0866

P: 936-825-2000

E: ryan@globalvacuumsystems.com

w: www.globalvacuumsystems.com



**HOSE & EQUIPMENT
SPECIALISTS**



www.MilwaukeeRubber.com

Hose | Couplings | Valves | Pumps | Vacuum Accessories | Rubber Products | Safety Equipment



800-325-3730

**50,000 PEOPLE
400 PORTABLE RESTROOMS
0 COMPLAINTS
#1 ODOR CONTROL SPECIALIST**

**OUR GOAL IS TO MAKE
EVERY EXPERIENCE **EXCEPTIONAL.****



Walex Products Company, Inc.

800.338.3155 | info@walex.com

Walex has the leading line of odor control products available to enhance your restrooms. Our industrial strength products are specially formulated with quality ingredients for long-lasting performance. Everything you need to clean, deodorize and freshen your units.

» Explore the entire Walex product line at www.walex.com

University Sustainability Project Incorporates Futuristic Wastewater Reuse Technologies

New rural campus includes graywater reuse, constructed wetlands and advanced rainwater runoff strategies to return as much water as possible to the local aquifer **By David Steinkraus**

When it received a grant of 388 acres of land about a decade ago, Chatham University already had a main campus near downtown Pittsburgh and another about a mile east of the main campus. The university's leaders decided to use a fraction of the newly acquired land for a third campus about 25 miles north of downtown. This campus would combine the best of sustainable technologies including an integrated system to handle the water falling on and flowing through the campus.

How well they succeeded is shown by the award the project won: a COTE Top 10 Award from the Committee on the Environment of the American Institute of Architects. Each year the American Institute of Architects gives these recognitions to projects that set high standards in design and sustainability. Chatham University says the Eden Hall Campus is the first fully sustainable campus in higher education in the world.



The property came with some buildings that were remodeled. Four new environmentally advanced buildings were added to form the core of the campus. Those are the Café, a former dairy barn; the Field Lab that houses the aquaculture program, a classroom laboratory, and the controls for the wastewater system; the Esther Barazzone Center that has the main campus kitchen, student activities center, and classrooms; and South Orchard Hall, a residence building for 66 people. The Café, Barazzone Center, and Orchard Hall also have solar photovoltaic arrays with a combined output of just over 200 kW.

The campus is still under development, says John Cunningham, director of facilities and building systems. There is a 50-year master plan that foresees several more buildings, and the plan also dictates how water is handled. The campus has an integrated system that accounts for everything from rainwater to wastewater.

WATER STAYS ON CAMPUS

Rain flowing across the ground is collected in about 19 rain gardens and subsequently flows into local streams. Roof runoff is collected in a 50,000-gallon storage tank and can be used for irrigating landscaping and gardens. At the moment, most of the stored rainwater overflows the storage tank and returns to local streams, but this capacity will allow for more irrigation as the campus develops, Cunningham says.

"Our main parking spot is a graveled area," Cunningham says. "There is an adhesive layer to keep the gravel in place, but it is a permeable surface. Very little of this campus is paved with anything."

Almost all of the wastewater processed on campus stays on campus. The exception is Orchard Hall. Recycled water is used to flush toilets there, but that blackwater flows into a municipal sewer system. Yet that is only about 10 percent of the wastewater produced on campus. The other 90 percent is handled by the recycling system.

(continued)





See
this truck
at FOWA
August 3rd & 4th
in Daytona



2019 Peterbilt 567, auto. trans., Cummins 450 hp,
4000/200 water alum. tank, PTO jetter w/ NVE 4310 blower

- Roger, Regional Manager 305-409-8603
- Raul, Inside Sales 786-328-9330
- George, VP of Sales 954-558-0816

Full Service Shop & Parts Department
Tank Swap
Alum., Steel & Stainless Steel Tanks
Specializing in Custom Built Trucks

We Buy Direct From Peterbilt,
Kenworth, Mack, Freightliner, Ford,
International, Dodge and Isuzu Chassis



Kenworth T370, auto. trans., Cummins ISL 350 hp.,
alum. 4000 gal., 512 CFM pump



2019 Mack Granite ISL, Cummins 350 hp., Allison auto. - 4200 alum. tank,
Fruitland high efficiency pump 512 CFM - FET not included. \$159K



2019 Freightliner M2, Cummins 300 Hp. auto.,
2500 gal. alum., fan-cooled Pump 320 cfm. chrome package



2019 Peterbilt 348, auto., 4000/200 water alum. tank,
NVE 4307 blower & PTO jetter



GET
EMAIL NEWS
ALERTS FOR
Pumper

Go to
pumper.com/alerts
and get started today!

DEWATERING BELT PRESSES CENTRIFUGES

Mobile



Self-Contained



Tech. Support

SALES • LEASING • RENTALS



Fergus
Power
Products

sales@ferguspowerproducts.com
www.ferguspowerproducts.com
(800) 243-7584

The Café and Field Lab each have a 1,500-gallon septic tank for initial treatment. The Barazzone Center has a 10,000-gallon tank to handle the greater flow from the kitchen and student center.

From these tanks, water flows into a 4,000-gallon tank that has one compartment with a trickling filter and a second that equalizes flow from the filter compartment and doses 3,600 square feet of constructed wetlands. Water next flows into a recirculating sand filter and then into a storage tank.

VARIABLE FLOW CHALLENGES

Water from the storage tank can be reused for flushing toilets or land application through dripline in two forested areas and one grassland. (Rainwater is used to irrigate landscaping.) But first the water passes through a pair of filters, 100 micron (Oriental Water Filters) and 5 micron (Pentair Industrial), and then past UV lamps (Atlantic Ultraviolet). A turbidimeter from HF scientific set to a limit of 10 NTU governs where the water flows. Water reading less than 10 is released for non-potable use in buildings. Water reading greater than 10 is diverted to the irrigation dose tank. Any excess water from the reuse tank also flows to the irrigation dosing tank.

Panels controlling the system were all custom-made by Orenco Systems. They run on solar power and convert the DC current into low-voltage AC to run the electronics.

"One of the big challenges in doing this system was the soil. We had a lot of trouble finding soils suitable for land application," says Ryan Case of Biohabitats in Santa Fe, New Mexico. His company was contracted to design the campus water management system.

How much water is reused in buildings varies with what is occurring on campus, Cunningham says. On a low-use day, the system processes about 1,000 gallons. On a really busy day when there are events on campus, the flow is a couple thousand gallons.

"That flow variability is one of the challenges we have now in operating the system. As the campus activity has picked up during the last couple of years, the flow has increased. My bigger problem is I'm always dealing with after-the-fact knowledge of what's going on as opposed to being able to predict what will happen if there is an event with 500 people," he says.

He and Nicole Weiers, the certified wastewater operator who runs the system, have been working on pump averages to try and get a handle on this.

"There is a lot of flow variability," Weiers says, "but the system is designed with enough redundancy to handle not only the changing flows, but also changing strengths."



An outdoor amphitheater is formed by the natural contours of the ground, and surrounding the circular stage area are rain gardens. (Photos courtesy of Chatham University)



Left: The TSE (treated sanitary effluent) Treatment room includes pumps (left) from Grundfos Pumps that convey treated water from a storage tank to toilets throughout the building for use in flushing.

Influent BOD can vary from 60 to almost 400 mg/L. If BOD is still high coming out of the primary treatment

tanks, the trickling filter is there to reduce it, and the wetlands can do more, and the sand filter can do still more, she says.

SYSTEM EVOLUTION

Each stage also has some equalization capacity, Case says. Override timers control each stage of the system, and these can be adjusted to alter the flow on days when there may be a large event or during semester breaks when there is little water use on campus.

"The choice of treatment was also part of this," Case explains. "We use attached growth because we knew we would have a variable food supply for the bacteria, but in the wetlands and trickling filter, we have a habitat that sustains the bacteria and enables them to grow rapidly when needed."

In the buildings with new construction, where purple pipes handle the recycled water, there is also an educational feature, Case says. Plexiglass panels are installed in the walls so students or visitors can see the purple pipe and build an understanding of the water system.

That is not to say the system has been problem-free. Some of the pipes were improperly laid, Cunningham says. They don't drain well, and a couple have large dips in them. He had some cracked pipes in the winter of 2016-17 and attributes this to how the pipes were laid.

You could call these growing pains for a new system. Like the system, the campus is at the beginning of its life. Yet plans are in place to handle future wastewater needs. Preliminary design work is already done for the next planned expansion, Case says. Because of site constraints, there will have to be a second onsite treatment system for additional buildings, but the supply system for recycled water will tie into the system for new buildings.

In other words, if Chatham University is already an example of wise water use, it is prepared to remain an example for decades. ■

We use attached growth because we knew we would have a variable food supply for the bacteria, but in the wetlands and trickling filter, we have a habitat that sustains the bacteria and enables them to grow rapidly when needed. **Ryan Case**

WE CALL IT MAJESTIC



Optional AC/Heater units require 110V



These Are Royal Accomodations

Since inventing the first VIP (Very Impressive Portable) over 25 years ago, NuConcepts continues to innovate with our MAJESTIC luxury restroom trailer.

- Common sealed roto cast tanks
- Solar powered (excluding A/C)
- Self-contained
- Spacious private restroom
- Flushing porcelain toilet w/seal
- Custom curved counter/sink
- Brushed aluminum ceiling
- LED in use and exterior courtesy lights
- Recessed LED lighting
- Beveled glass mirror
- Powered roof vent
- Motion-sensing and latch activated power
- Wood free floor construction
- Linoleum planked composite floor

Available Options

- AC System (Requires 110V)
- 220V to 110V Step Down Transformer
- Stainless Steel Dispensers
- Water Heater
- Premium Aluminum Wheels
- Diamond Plate Box

Visit Our Website and Video at www.NuConcepts.com
CALL FOR YOUR LUXURY OPTIONS AND CUSTOM QUOTE

Self Contained-Solar Powered-Flushing Porcelain Toilet

Available as Stand Alone or Trailer Configurations



NUCONCEPTS
VERY IMPRESSIVE PORTABLES

909-930-6244 | 800-334-1065
1737 S Vineyard Ave., Ontario, California 91761
www.NuConcepts.com | info@NuConcepts.com

Visit us at "THE WATER EXPO" In Miami – BOOTH #835 – August 29 & 30

NO MAN ENTRY TANK CLEANING SOLUTIONS



- **Intrinsically safe system**
- **No man entry into tanks & under live conveyors / plant equipment**
- **ATEX zone zero compliance camera & lighting systems available**



EQUIPMENT & ACCESSORIES
TO AID COMPLIANCE TO API 2299
ALSO AVAILABLE!



1-800-822-8785 | fssolutionsgroup.com
info@fssolutionsgroup.com

THE RTX SERIES

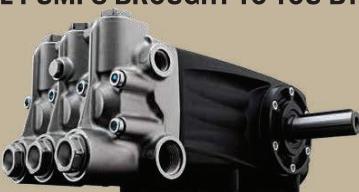
Jetter Valves
Now Available
On ALL
RTX Series
Pumps

RTX 30 • RTX 50 • RTX 70 • RTX 85 • RTX 100

THE FUTURE OF INDUSTRIAL PUMPS BROUGHT TO YOU BY



**ANNOVI
REVERBERI**
The Power of Experience



**RTX
30**

Max GPM.	Max LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
7.9	30.0	4350	300	1450	24.3	0.787	20	0.906	23

**RTX
50**

Max GPM.	Max LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
13.2	50.0	4350	300	1450	24.3	0.787	20	0.906	23

**RTX
70**

Max GPM.	Max LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
18.5	70.0	3000	206	1450	25.4	0.984	25	1.012	28

**RTX
100**

Max GPM.	Max LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
22.5	85.0	2200	151.7	1450	34.0	1.181	30	1.102	28



NORTH
AMERICA
When Quality Matters

For More
Information
Contact
Thom Calvin
(763) 398-7564
thomas@arnorthamerica.com



Searching
for More?

More news at
Pumper.com/featured

Pumper

Upcoming Training & Events

SAVE THE DATES

INSPECTOR TRAINING

NAWT/UA Inspector Training

August 27-28, 2018

Casa Grande, AZ

Contact Aaron Tevik: 520-621-3691

atevik@cals.arizona.edu

Renewal Training for Soil &
Site Evaluation for Onsite
Wastewater Systems

October 18-19, 2018

Cottonwood, AZ

Contact Aaron Tevik: 520-621-3691

atevik@cals.arizona.edu

NAWT/RETS Inspector Training

September 7-8, 2018

Arlington, TX

Contact Lauren Trujillo:

rets@rets-llc.com

NAWT/CPOW
Inspector Training

November 15-16, 2018

Colorado Springs, CO

Contact Lisa Nicoll: cpow@cpow.net

YOUR SOURCE
FOR **REAL**
LEARNING

For more information call: **800-236-6298**

WWW.NAWT.ORG

Pump! Save! Earn! With **PRO-PUMP®**

The Finest Name in Biological Products for Septic Systems,
System Recovery, Odor Elimination and More...



Septic System Treatment
Absorption System Recovery
Aerobic System Treatment
Drain & Grease Traps
Solids Reduction
Odor Control
Bio-remediation

Our 41st Year!



Made in the USA

Call us Today at 1-800-326-7867 and ask
about our Special Discounts & Free Freight!

Solving Problems, Naturally!

Ecological Laboratories INC.

TOLL FREE: 1-800-326-7867 • FAX: 877-660-4769 • EMAIL: info@propump.com

Visit our web site at: www.propump.com

BEST ENTERPRISES, INC.

Building Quality Stainless Steel Tanks Since 1978

REDUCED
PRICE



GH1000/1000 LOADED!

Dual side everything, Heated boxes and heated dump collars, plus more.
Call for pricing before its GONE!



Since 2009 our customers know
Work Smart, Not Hard
Ask about Our Remote Vac. Start.

Be rewarded with 100% connectivity
from up to 500 feet away
from the truck

Best provides a full line of vacuum
pumps and parts to serve you.



Orders received by
2:00 Central Time will ship same day

**Don't Settle for Less
Demand the BEST!**



GH4000/200 EQUIPPED MASPORT 407 HYDRA

In the beginning, there is a price
to purchase stainless & in the end there
is cost savings never to replace



Family Owned & Proud to have a long lasting relationship with our Customers



Best Enterprises, Inc.

Located in Cabot, Arkansas

501-988-1905 800-288-2378

www.bestenterprises.net

CLASSY TRUCK



Gilpin Septic Services

Wareham, Massachusetts

ERICKSON
TANK & PUMP

Thanks to Morgan & Son Excavation, Okanogan, WA
New Erickson 4100 gallon tank with Masport hydra plug and play

OTHERS AVAILABLE, CHECK OUR WEBSITE
"Tanks" for your business!

New Vacuum Trucks | Used Vacuum Trucks | Trailer Tanks | Vacuum Pumps & Parts

VISA MasterCard 509.785.2955 WWW.ERICKONTANK.COM

SEE OUR LIST OF EQUIPMENT ON WEBSITE

Bill Gilpin Jr. added this black and blue 2104 Kenworth T370 with a 2,700-gallon steel tank and Fruitland RCF500 pump built out by Andert. The truck is powered by a 350 hp PACCAR PX-9 engine sending power to an Allison Transmission 3000 RDS auto transmission. The truck features two chrome toolboxes, a 50-gallon polished aluminum freshwater tank, a rear-mounted power hose reel carrying a 200-foot hose, a sight tube behind the cab, tinted windows, polished aluminum fuel tank, chrome accents including stack and visor, stainless steel diamond plate hose trays, and tank protectors. The interior has leather seats, CD stereo and Bluetooth. Graphics were provided by Larry Zahner. Gilpin drives the truck, which is used for residential septic pumping. ■

SHOW US YOURS!

Got a truck with real WOW appeal? Show it off to *Pumper* readers!

Send photos of your truck after it has been lettered with your company name. Any industry-related truck is acceptable. Please limit your submission to one truck only.

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!

844-972-6766 • SAINT LOUIS, MISSOURI • SANSOMINDUSTRIES.COM

Go! First Class

And take your customers with you!



Sansom

No one has ever been sorry that they bought THE BEST.

The New Zenith

*The High Quality that
Your Customers Deserve*

*For just 40¢ per day, for one year, you
could upgrade from inferior models to
the superior new Zenith!*

- Hygenic and convenient, HANDS-FREE entry/exit
- Double thickness walls, doors, and jambs
- Taller, wider, and bigger
- Smooth walls for easier cleaning
- Larger 80-gallon tank
- 5 gallons of chemical water yields a 5" depth
- Forces chemical, by law of gravity, to lowest point
- Keeps waste covered and more sanitary between services
- SEAT SAVER! Seat cannot move or shift.



ZERO Foreign-made Components

100% made in the USA

Designed - Manufactured - Assembled

Profitable Advantages & Features of the New Zenith Model:

- No more vents to replace
- No more corner strips to replace
- No more rivets to replace
- No more thin single-sheet plastic walls to replace
- No more hinges to replace
- No more clogged urinals
- Ratchet belts will not damage the New Zenith
- No more places for dust to collect
- No more maintenance cost (except for vandalism)

*You and your customers
will be delighted with the*

Zenith

Wee Engineer

WITH IMAGINATION

In Progress



**2150 Gallon &
2500 Gallon**
Vacuum Tanks

Tanks • Pumper Trucks • Vacuum Tank Trucks • Portable Toilet Trailers • Custom Fabrications • Environmental Equipment



SPRING MOUNTS

decrease fatigue on your tank frame,
mounts to most tanks, easy bolt or weld-on
style, heavy-duty stress relieved springs.

Mounts with springs..\$82.00
Springs alone\$11.00 ea.



HEATED COLLARS

Preventing your valves from freezing will
help your profits during the winter months.

1.5-2" \$110 4" \$198
3" \$165 6" \$297

Follow Us



PO Box 39, Dayton, IN 47941

Toll-Free: **877.296.2555**

Phone: **765.296.2027**

Fax: **765.296.3027**

www.wee-engineer.com



DEWATERING

Dewatering Unit • Polymer Injection System
Sludge Pump • Hoses • Working Platform • Hydraulic Trailer

*Don't settle for less ...
demand the best - ADS*

*We do one thing to perfection —
Dewater Liquid Waste!*



» Pass the paint filter
test in 24 hours

» No waiting,
Equipment is
in stock

» Visitors welcome
at our dewatering
facilities



AQUA-Zyme Disposal Systems

Call us at (979) 245-5656
zymme@aqua-zyme.com
www.aqua-zyme.com

FINANCING
AVAILABLE



MORO USA Inc
More than a Pump Company



*One stop shop for
all your vacuum
truck needs*

When Reliability Matters Choose MORO

PM80W Vacuum Pump



Free Air Capacity
424 cfm
Rotation Speed
1100 rpm

Manufactured with high performance, Kevlar vanes, Viton oil seals, and low rotating speeds for improved pump life and reduced routine service downtime

Valves



Wide selection for any application

- Levers
- Actuators
- Pistons
- Wafer valves
- Valve heaters
- Pressure & vacuum relief
- And more!

Rebuild Kits



Extend the life of your Moro pump with our high quality rebuild kits. Choose from:

• Air cooled	• Liquid cooled
• Fan cooled	• Water cooled

Call Today! 866-383-6304

Outside of the US call 636-584-8844
Visit us online at www.morousa.com

Exclusive Distributor



**MORO KAISER
COMPONENTS**

Corporate Office/Warehouse
P.O. Box 424 • 7059 Hwy 47
Union, MO 63084

Tel: 636-584-8844
Hours: 8:00 am – 4:00 pm CST

Sales/Warehouse
204 Parkway View Drive
Pittsburgh, PA 15205

Tel: 412-787-8400
Hours: 7:00 am – 4:00 pm CST

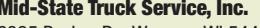
Pumper VACUUM TANK 2018 DIRECTORY

		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks
	27th Trucks, Inc. 1175 E 25th St., Hialeah, FL 33013 305-835-9030 • 305-835-9040 www.27th-trucks.com • davidjr@27th-trucks.com		■	■				■	■	■			■
 See ad page 3 Eastern and Midwest Supplement	Advance Pump & Equipment Inc. 15418 Old Hwy Rd., Peosta, IA 52068 563-557-0957 • (f) 563-557-0961 www.advancepump.com • wayne@advancepump.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 72	Amthor International 237 Industrial Dr., Gretna, VA 24557 800-328-6633 • 434-656-6233 • (f) 434-656-1101 www.amthorinternational.com • bramthor@amthorinternational.com	■	■	■		■		■	■	■	■	■	■
See ad page 4 Eastern Supplement	Andert, Inc. 39 Route 244, Eastford, CT 06242 860-974-3893 • (f) 860-974-2145 andertinc@gmail.com	■	■			■		■	■			■	
See ad page 31	Armal, Inc. 122 Hudson Industrial Dr., Griffin, GA 30224 866-873-7796 • 770-491-6410 • (f) 770-491-9458 www.armal.biz	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 49	Best Enterprises, Inc. 3513 W Mountain Springs Rd., Cabot, AR 72023 501-988-1905 • (f) 501-988-2880 www.bestenterprises.net • info@bestenterprises.net		■			■	■		■			■	
 See ad page 3 Eastern and Midwest Supplement	Crescent Tank Mfg. 2557 Cannan Rd., Bloomfield, NY 14469 585-657-4104 • (f) 585-657-1014 www.crescenttank.com • info@crescenttank.com	■				■	■	■				■	
See ad page 23	Cusco 305 Enford Rd., Richmond Hill, ON L4C 3E9 Canada 800-490-3541 • 905-883-1214 www.wastequip-cusco.com	■	■	■	■			■	■	■	■	■	■
See ad page 45	Engine & Accessory, Inc. 12201 NW 30th Pl., Miami, FL 33167 800-327-5431 • 305-573-2268 • (f) 305-576-4617 www.rampstar.com • info@rampstar.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 50	Erickson Tank & Pump LLC 800 Rd. P.5 SW, Quincy, WA 98848 509-785-2955 • (f) 509-785-3770 www.ericksontank.com • sales@ericksontank.com	■	■			■	■	■	■	■		■	■
 See ad page 35	FlowMark 610 S Adams St., Kansas City, KS 66105 855-653-8100 www.flowmark.com • sales@flowmark.com	■	■	■		■	■	■	■	■			
See ad page 86	FMI Truck Sales & Service/WorkMate 8305 NE MLK Jr. Blvd., Portland, OR 97211 800-927-8750 • 503-286-2800 • (f) 503-286-3223 www.fmitrucks.com • johnb@fmitrucks.com	■	■	■	■	■	■	■	■	■	■	■	■

Pumper VACUUM TANK 2018 DIRECTORY

		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks
 F.S. Solutions See ad page 47	F.S. Solutions 8584 Borden Ave. SE, Leeds, AL 35094 800-822-8785 • (f) 205-699-2253 www.fssolutionsgroup.com • info@fssolutionsgroup.com												■
 FYDA Freightliner Where "The Customer is First" See ad page 3 Eastern and Midwest Supplement	Fyda Freightliner Western Star Zanesville 5005 East Pike, Zanesville, OH 43701 740-487-1730 • (f) 740-487-1826 www.fydafreightliner.com • tapollonio@fydrafreightliner.com	■	■	■									■
See ad page 59	GapVax Inc. 575 Central Ave., Johnston, PA 15902 888-442-7829 • 814-535-6766 • (f) 814-539-3617 www.gapvax.com • inquiry@gapvax.com	■						■	■				
See ad page 42	Global Vacuum Systems, Inc. 15431 St. Hwy 6, Navasota, TX 77868 800-843-0866 • 936-825-2000 • (f) 936-825-2020 www.globalvacuumsystems.com • ryan@globalvacuumsystems.com	■	■	■				■	■	■	■	■	■
 Guzzler Manufacturing	Guzzler Manufacturing 1621 S Illinois St., Streator, IL 61364 800-627-3171 • 815-672-3171 • (f) 815-672-2779 www.guzzler.com • sales@guzzler.com	■	■						■		■		
See ad page 11	House of Imports, Inc. 9815 NW 27th Ave., Miami, FL 33147 305-691-4778 • (f) 305-691-4779 www.vacuumtruckusa.com • info@houseofimportsvacuumtrucks.com	■	■			■	■	■	■	■	■	■	■
 Imperial Industries, Inc. See ad page 17	Imperial Industries, Inc. 550 W Industrial Park Ave., Rothschild, WI 54474 800-558-2945 • 715-359-0200 • (f) 715-355-5349 www.imperialind.com • info@imperialind.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 65	KeeVac Industries, Inc. 7717 W 6th Ave., Unit E, Lakewood, CO 80214 866-789-9440 • 303-789-9440 • (f) 303-459-4439 www.keevac.com • info@keevac.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 79	Lane's Vacuum Tank, Inc. 3133 Vanzora Rd., Benton, KY 42025 800-592-3308 • 270-832-3793 • (f) 270-527-3569 www.lanesmobilejohn.com • lame3801@bellsouth.net	■				■	■	■		■		■	■
See ad page 77	LMT Inc. 1105 SE 2nd St., Galva, IL 61434 800-545-0174 • 309-932-3311 www.lmtmfg.com • info@lmtmfg.com	■	■			■	■	■	■			■	
See ad page 1 Eastern and Midwest Supplement	Marengo Fabricated Steel, LTD. 1089 Co. Rd. 26, Marengo, OH 43334 419-253-2119 • (f) 419-253-2120 www.mfsltd.com • michelle@mfsltd.com	■	■	■	■	■	■	■					
See ad page 12	Marsh Industrial Services, Inc. PO Box 1107/135 E Mile Rd., Kalkaska, MI 49646 231-258-4870 • (f) 231-258-2019 www.marshind.com • donmarsh@marshind.com	■	■	■	■	■	■	■	■	■	■	■	■

Pumper VACUUM TANK 2018 DIRECTORY

		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks
 See ad page 2 Eastern and Midwest Supplement	Mid-State Truck Service, Inc. 6335 Packer Dr., Wausau, WI 54401 800-236-2044 • 715-845-2244 • (f) 715-845-3940 www.midstatetruck.com • allenl@midstatetruck.com	■	■	■	■	■		■	■	■	■	■	■
 See ad page 9	National Truck Center 3001 E 11th Ave., Hialeah, FL 33013 305-691-8407 • (f) 305-691-8416 www.nationaltruckcenter.com • info@nationaltruckcenter.com	■	■	■		■		■	■	■	■	■	■
 See ad page 32	Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-326-9763 • 570-523-8174 • (f) 570-523-8175 www.pikrite.com • sales@pikrite.com	■	■	■	■	■	■	■	■	■		■	
See ad page 21	PolyPortables, a division of Satellite 99 Crafton Dr., Dahlonega, GA 30533 800-241-7951 • 706-864-3776 • (f) 706-864-8111 www.polyportables.com • office@polyportables.com						■						
 See ad page 96	Presvac Systems 4131 Morris Dr., Burlington, ON L7L 5L5 Canada 800-387-7763 • 905-637-2353 • (f) 905-681-0411 www.presvac.com • sales@presvac.com	■	■	■	■	■	■	■	■	■	■	■	■
 See ad page 60	Robinson Vacuum Tanks 306 Runville Rd., Bellefonte, PA 16823 844-393-1871 • 814-933-0927 • (f) 844-957-0741 www.robinsontanks.com • info@robinsontanks.com	■	■	■	■	■	■	■	■	■		■	
See ad page 65	Slide-In Warehouse 7717 W 6th Ave., Unit E, Lakewood, CO 80214 888-445-4892 • 303-445-4892 • (f) 303-459-4439 www.slideinwarehouse.com • matt@slideinwarehouse.com					■	■	■		■		■	■
See ad page 58	Specialty B Sales 2100 E Booth Rd., Searcy, AR 72143 800-364-7307 • 501-279-0001 • (f) 501-279-0003 sbs3647307@gmail.com	■	■			■	■	■	■			■	
	Super Products LLC 17000 W Cleveland Ave., New Berlin, WI 53151 800-837-9711 • 262-784-1700 www.superproductsllc.com • info@superproductsllc.com	■	■	■							■		■
See ad page 94	TankTec 10100 Quinn St. NW, Minneapolis, MN 55443 888-428-6422 • 763-755-8075 • (f) 763-757-9788 www.tanktec.biz • info@tanktec.biz	■	■			■	■	■	■	■	■	■	■
 See ad page 67	Tank World Corporation 12007 W Peoria Ave., El Mirage, AZ 85335 623-536-1199 • (f) 623-935-4514 www.tankworldaz.com • service@tankworldaz.com	■	■			■	■	■	■	■		■	■
 See ad page 68	Thriller Manufacturing 1926 S Pioneer Rd., Salt Lake City, UT 84104 801-908-5565 • (f) 801-908-5575 www.thrillermfg.com • johngomez.thriller@gmail.com	■	■	■	■			■	■	■		■	

Pumper VACUUM TANK 2018 DIRECTORY

		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DO/T Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks
See ad page 25	Transport Truck Sales, Inc. 6740 Kaw Dr., Kansas City, KS 66111 888-395-7551 • 913-334-2400 • (f) 913-334-4576 www.transporttruck.com • scott@transporttruck.com	■	■	■	■	■		■		■	■	■	■
See ad page 5	Transway Systems, Inc. 314 Lake Ave. N, Hamilton, ON L8E 3A2 Canada 800-263-4508 • 905-578-1000 • (f) 905-561-9176 www.transwaysystems.com • sales@transwaysystems.com	■	■	■		■	■	■	■	■		■	
See ad page 63	Truck Country 2401 Progress Way, Kaukauna, WI 54130-9559 800-236-5271 • 920-766-5222 www.truckcountry.com • marketing@truckcountry.com	■	■	■									■
 See ad page 2	Truck Express 2530 Xenium Ln. N, Plymouth, MN 55441 800-328-3332 www.satelliteindustries.com • west@satelliteindustries.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 28	TSI Tank Services, Inc. PO Box 8136, Cranston, RI 02920 866-720-4999 • 401-437-8942 • (f) 401-383-7462 www.tankservicesinc.com • jerry@tankservicesinc.com	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 68	V & H Trucks Inc. 1505 S Central Ave., Marshfield, WI 54449 715-486-8800 www.vhtrucks.com • sales@vhtrucks.com		■	■									■
 See ad page 75	Vac-Con, Inc. 969 Hall Park Rd., Green Cove Springs, FL 32043 904-284-4200 www.vac-con.com • vns@vac-con.com		■		■								■
 See ad page 28	Vactor Manufacturing 1621 S Illinois St., Streator, IL 61364 800-627-3171 • 815-672-3171 • (f) 815-672-2779 www.vactor.com • sales@vactor.com	■	■						■				
See ad page 71	Vacutrx Limited 20 Martin Ln., Elmira, ON N3B 2A1 Canada 800-305-4305 • 519-669-1625 • (f) 519-669-8331 www.vacutrx.com • info@vacutrx.com	■	■	■	■	■	■	■	■	■	■	■	■
See ads, page 14 page 4 Eastern Supplement	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 • 856-627-7790 • (f) 856-627-3044 www.vacuumsalesinc.com • sales@vacuumsalesinc.com	■	■	■	■	■	■	■	■	■	■	■	■
 See ad page 28	Vector Technologies, Ltd 8301 W Parkland Ct., Milwaukee, WI 53223 800-832-4010 • 414-247-7100 • (f) 414-354-4314 www.vector-vacuums.com • inquiry@vector-vacuums.com				■								
See ad page 52	Wee Engineer, Inc. PO Box 39/282 Delaware St., Dayton, IN 47941 877-296-5555 • 765-296-2027 • (f) 765-296-3027 www.wee-engineer.com • bparker@wee-engineer.com	■	■			■		■	■	■		■	■

**4000 PSI/
4.0 GPM
JETTER**

#AM300-04



\$995.00

FREE Freight

**OPTICAM
SEWER
CAMERA**

- 200' Cable
- 512Hz Sondé

#OPTICAM-200

\$5995.00

FREE Freight



**512 Hz
RIDGID
LOCATOR**

#19238

\$1369.00

FREE Freight



**ZIPDRAIN
JETTER
STARTER
KIT**

#ZJB101

\$285.00

FREE Freight

No Mess Jetting!!



#AM100-100



\$1495.00

FREE Freight

BOX JETTER



#AM990-01



- Compact & Powerful
- Fits Most Pumper Trucks

\$3995.00

FREE Freight



HONDA
ENGINES

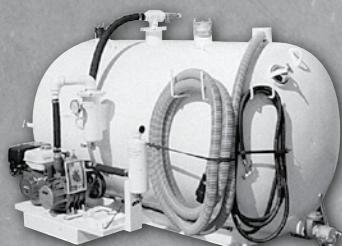
G
GENERAL PUMP

KOHLER
ENGINES

CAT
PUMPS

FLIR RIDGID

General
PIPE CLEANERS



STAINLESS STEEL & STEEL UNITS -
CALL FOR INFORMATION



TANKS TO YOUR DESIGN



TANKS SHIPPED TO YOUR LOCATION

*Specialty B
SALES*

800.364.7307

2100 EAST BOOTH ST. • SEARCY, AR 72143
Fax: 501.279.0003 • E-mail: sbs3647307@gmail.com

BASE TANKS INCLUDE:

- 1/4" Thick Steel • Primary Shutoff
- Pipe Reinforced Baffles
- Flanged & Dished Heads
- 21" Top & Rear Hatches
- Full Length Under Carriage on Bottom of Tank

BASE TANK PRICING

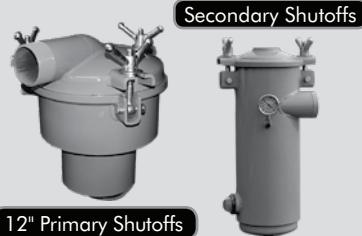
2100 gal.....	\$5800	3360 gal.....	\$8140
2500 gal.....	\$6740	3570 gal.....	\$9000
3000 gal.....	\$7575	4000 gal.....	\$9920

**PUMP
DISTRIBUTOR**

- ★ BATTIONI
- ★ CHALLENGER
- ★ FRUITLAND
- ★ JUROP
- ★ MASPORT
- ★ MORO

Pump Rebuild Kits In Stock

**Tanks
Of Various
Sizes And
Stages
Of
Completion
In Stock**



Sight Glasses, Valves & Couplings



21" & 36" Manways



SAVE THE DATE! GapVax OPEN HOUSE September 13, 2018



#1 Choice Manufacturer of Industrial & Municipal Vacuum Equipment

Combo JetVacs • Recycle JetVacs • Hydro Excavators
Jetters • Air Movers • Skid Mounted Vac Units



Parts & Accessories



888-442-7829 Johnstown, PA

281-884-8658 La Porte, TX

www.gapvax.com

WWW.PUMPERHOSE.COM

THE HOSE AND FITTINGS EXPERTS

We Sell
The Good Stuff
Why buy anything else?



Featuring:
Kanaflex
Hose Products



VISIT OUR



ABBOTT RUBBER
COMPANY, INC.

1700 NICHOLAS BLVD. • ELK GROVE VILLAGE, IL 60007 • 800.852.1855



Equipment for the Business from People in the Business!



Manufacturing
Commercial Vacuum Trucks
Portable-Restroom Trucks
Vacuum Slide in Tanks
Trailers with Vacuum Tanks

CALL TODAY
(814) 933-0927

Robinson Vacuum Tanks, Inc. | 306 Runville RD. Bellefonte, PA 16823
info@RobinsonTanks.com | www.RobinsonTanks.com

We Have Money To Loan



JIM THOMAS
SINCE 1997

GIVE ME A CALL!

Conserve your working capital. Keep existing credit lines intact, and enjoy the security of knowing financing is there when you need it. We offer loan and leasing plans tailored to individual needs.

NEW AND USED WASTEWATER EQUIPMENT

- ❖ Programs offer longer terms for older equipment
- ❖ We do start ups
- ❖ Seasonal Payment Programs Available

100% FINANCING. NO DOWN PAYMENT.

If you are having difficulty getting the Credit you need call Jim Thomas.

Toll-Free 877-333-4539 • JimThomas@KeyCommercial.com



KEY COMMERCIAL CORP.

Commerical Equipment Financing

www.keycommercial.com



Performance By Design



Electric Powered

ProVac

Industrial Pumpout System

Ideal For Grease Trap Service



Gasoline Powered

PROCHOCK - TRANSPORT HOLD DOWN

Visit Us At: www.westmoorltd.com

Rugged & Reliable



Diesel Unit Packages
35 CFM Thru 230 CFM

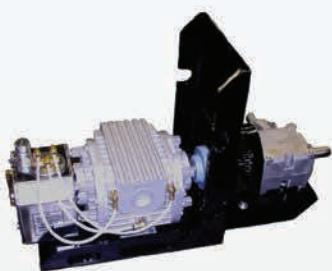


Gas Unit Packages
35 CFM Thru 230 CFM

All Built to LAST



Direct Drive Unit Packages
35 CFM Thru 115 CFM



Right Angle Drive Packages



Pump Accessories



SDS Pumps w/ Hydraulic Bracket



Made in the USA

Westmoor Ltd.
906 West Hamilton Ave
Sherrill, New York 13461

Phone: 1-800-367-0972
Fax: 1-315-363-0193



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

A Million Dollars Won't Necessarily Ensure Your 'Golden Years'

When planning for a pumper's retirement, first tally your projected monthly expenses and then work toward a realistic nest egg By Erik Gunn

How much does it take to retire?

Conventional wisdom once suggested if you could put aside a million dollars, you'd be set for life when you were ready to kick back.

That's a faulty assumption, says financial advisor David Sandstrom. First, a million dollars isn't what it used to be. But more to the point, as a rule-of-thumb target, it's simplistic and could lead you astray.

Sandstrom is a vice president and general securities representative at Landaas and Co., a Milwaukee-based investment advisory and planning firm.

Of course, this column can never substitute for a conversation with your own financial advisor, who can bring an understanding to your personal circumstances. What follows are general suggestions — not investment or financial management advice.

THE INFLATION FACTOR

The first flaw in the million-dollar theory is that "over time, inflation has eroded that million dollars to something that is probably not going to be a major windfall for everybody," Sandstrom says.

Your nest egg should be large enough that you'll never need to tap into it. "We usually look at a rule of thumb that says, 'I don't touch the nest egg, and I live off what the nest egg can produce,'" Sandstrom explains.

And that, too, needs to be more than you might think. You really should live off only part of the annual earnings, and plow the rest back into savings.

Here's why: With a balanced portfolio — say 50 to 60 percent stocks and the remaining 40 to 50 percent in bonds — historical averages suggest you'll see an annual return of about 7 to 8 percent.

Now, consider that inflation has been about 3 percent a year for a long time now — sometimes a little less, sometimes a little more. To keep pace, the dollar value of your annual payout actually needs to go up every year. For that to happen, the base savings needs to keep growing, too.

"If you're going to leave something in there for inflation every year, so that you can give yourself a little raise, that would probably leave about 4 to 5 percent for you to spend," Sandstrom says, not the full 7 or 8 percent. "If you spend all of the return, you're stuck with that million bucks the rest of your life. You're not going to keep up with inflation."

Sure, you'll get \$70,000 to \$80,000 a year in income — but in 20 years, that won't buy you as much as it does now. So if you're starting with \$1 million and hold back part of your earnings to build your savings up, you'll only be able to take out about \$40,000 to \$50,000 to live on in that first year.

Only you can decide if that will pay your expenses comfortably. But unless that's what you're already living on, chances are the answer is no.

A NEW APPROACH

Besides the impact of inflation, some costs will rise considerably once you're retired. Yes, some expenses may go down. Perhaps you've paid off a mortgage, you're driving to work less, or maybe even trimming your clothing budget. But other costs will go up, Sandstrom warns. No. 1 is health care: "Health care costs are becoming a very significant hurdle for people retiring, especially if they retire prior to going on Medicare." (So much for taking early retirement at 55, 60 or 62.)

Another culprit: Your savings — that nest egg — carries a lot more of the burden of supporting you in retirement. Traditional pension plans are vanishing, for one thing. Or, as Sandstrom puts it, your retirement resources "used to be Social Security, a pension, and whatever you've saved. Now it's pretty much gotten down to Social Security and what you've saved." And for most people, "Social Security is not an answer for retirement. It's a supplement."

What all this adds up to is a completely different approach to calculating a retirement target rule of thumb. And it's not a one-size-fits-all number.

So how do you set your retirement savings goals?

"We ask clients, 'What's your number? What do you need a month?' It varies so much across the board," Sandstrom says. "I have people who do fine on Social Security alone every year, and I have people who spend all their Social Security every month and draw lots of money out of their portfolio — and they complain about not having enough. It all depends on the individual."

Once you have calculated what you think you'll need to live on per month, plan "well in advance with those numbers in mind," Sandstrom says. Ideally, you'll want to save enough so that skimming a little more than half of the earnings off every year — that 4 to 5 percent — will provide you with enough income.

“Thirty years ago, CDs were double digits, and it was pretty easy to have a really safe portfolio that paid you a really nice return. (Today) the safer stuff that you'd like to own in retirement doesn't pay you anything.**”**

David Sandstrom

WHERE TO STASH IT

When you're ready to tap into it, where should you put that savings? That question is complicated by the historic low interest rates over the last decade or more — great for borrowers, but not for savers. That's pretty much undermined a longtime traditional retirement savings parking place — the bank certificate of deposit.

"Thirty years ago, CDs were double digits, and it was pretty easy to have a really safe portfolio that paid you a really nice return," Sandstrom says. Today, "The safer stuff that you'd like to own in retirement doesn't pay you anything," which "puts a little bit more pressure on what that number is for your nest egg."

Maybe simple, safe, high-interest savings instruments will come back someday, but don't expect them any time soon. So the nest egg needs to be big enough to allow for some higher-risk, higher-return investments that can deliver a potential windfall. But if those collapse, you don't want them to undercut your long-term plan.

Sandstrom suggests maintaining a broad portfolio balanced between a level of risk you can tolerate and a level of security you can maintain over time. Make sure some of your investments are in "something you're just drop-dead positive" will provide steady earnings at low risk — high-quality bonds, for instance.

Then, if the riskier part of your savings hits a rough patch, you can afford to leave it alone until it recovers and tap into the safer side of the portfolio. "Just don't spend assets that have just been discounted."

THE BOTTOM LINE

To sum up: Forget about a \$1 million target. "It's not the million dollars. It's having a plan," Sandstrom points out, one that will let you draw on your savings that amount you'll need each year for the rest of your life. "Get a good handle on what you think your retirement needs are going to be, then figure out, 'Can I get there?'"

Consider it a road map that will lead you to that retirement lifestyle you've been dreaming of. Then see what you can do to make the trip as smooth as possible. ■



Pressure Washers & Drain Jetting Equipment

We Custom Build
Machines To
Your Specifications!

800-648-5011

www.camspray.com

sales@camspray.com

Van and Truck Mount Models Available
See All The Features And Specifications At CamSpray.com

STB Series Trailer-Mounted Drain Jets



STB4012K \$18,999

- 12 G.P.M. @ 4000 PSI
- 999 CC Kohler • 400' x 1/2" Hose

STB3015K \$18,999

- 15 G.P.M. @ 3000 PSI
- 999 CC Kohler • 400' x 1/2" Hose

STB2712K \$13,499

- 11.5 G.P.M. @ 2700 PSI
- 689 CC Honda • 400' x 1/2" Hose

STB3708K \$13,299

- 8 G.P.M. @ 3700 PSI
- 689 CC Honda • 300' x 3/8" Hose

STB4007K \$13,299

- 7 G.P.M. @ 4000 PSI
- 689 CC Honda • 300' x 3/8" Hose



TT4025HZ-35

\$52,995

- Produces 25 Gallons Per Minute at 4000 PSI
- 74 HP EPA Tier 4 Final Compliant Hatz Turbo Intercooled Diesel Engine
- Hydraulic Slide Out Swivel Reel with 500' x 5/8" Hose
- Air Purge Valve and 18 Gallon Anti-Freeze Tank and Freeze Protection
- Heavily Constructed Trailer with 2" x 4" Steel Tube Box Frame
- 26 Gal Fuel Tank Gives Hours of Run Time on a Single Fill
- Wireless Remote to Control Throttle Up and Down, Water Valve and More
- 350 Gallon Tank with 2" Hydrant Fill
- Features 150' Wash Down Hose and Front-mounted & Over-fender Tool Boxes

Get FIT

in the right pumper truck!



2019 M2-106 with New 4000 Gal. Aluminum Imperial tank, 350 HP Cummins, Air Ride. Additional 4000 gal. tank units available.



2019 Freightliner 122SD, Detroit DD13 Allison Auto, 5,000 Gal. NVE 4310 Blower, aluminum.



2019 M2-106 2500 Gal. Imperial Tank, NVE 607 Pump, Cummins L9 with an Allison 3000RDS. Additional Units!

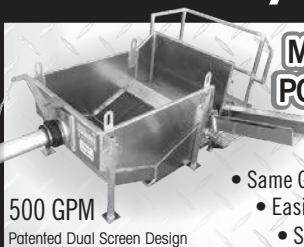


Call 920-997-4922

See our entire inventory at

truckcountry.com

TRUCK SALES • EXPERT SERVICE • PARTS • FINANCING



MINI DUAL SCREEN PORTABLE RECEIVING STATION

500 GPM
 Patented Dual Screen Design

- Same Great Design, Ships Truck Freight
- Easily Fits In Pickup for Transport
- Small Footprint, Big Results

OUR SYSTEMS MEET ECOLOGY 503S



MEGA DUAL SCREEN PORTABLE RECEIVING STATION

- No Other System Can Match Our GPM Capacity
- 40.5 sq. ft. of Screen • Off-Loads At Up To 1000 GPM
- 6" Offload Through Dual Fan Spreaders
- Optional Two 4" Hoses - Offload 2 Trucks Simultaneously

TRUCK TOW BEHIND PORTASCREEN SPREADER



- Portable Event Screening
- Doubles As Screener Spreader & Mobile Septic Receiving Station
- Clean Up Your Land Application Site
- Never Hand Pick Trash Again

NEW Grit Eliminator capacity 18 cu ft, 32 cu ft, 64 cu ft and 96 cu ft



MAXI SCREEN PORTABLE SEPTIC RECEIVING STATION

Aluminum & Stainless Construction

- Affordable • Screens That Really Work
- No Moving Parts • Gravity Off-Load At 500 GPM
- NEW 4' Trash Extension Puts Trash Directly Into Dumpster
- Optional Patz Conveyor To Move Trash to Dumpster

Patented Dual Screen Design

TRIPOD LID & PUMP LIFTER



- Folds to Fit on Hose Deck
- Max Load 600 lbs.
- Saves Back Injuries
- Auto Brake Winch
- Only Weighs 28 lbs.
- Heavy-duty Aluminum Construction
- Lifts Stubborn Tapered Lids
- Available In 4-5-6 ft Models

GRIT ELIMINATOR



- Removes Grit From Flow Stream
- Keeps Onsite Storage Grit Free
- Available in 18-96 Cu. Ft. Grit Capacity

HANDLE-TECH Hose & Pipe Handles

Authorized Distributor



- Increased Productivity
- Reduces Fatigue & Injuries
- GET A GRIP
- 1.5 To 6" Sizes
- Easy One Handed Clamp for Handling Hoses & Pipes

HIGH-VOLUME CONVEYING EQUIPMENT



Patz

PROVEN PERFORMANCE In Ag Industry for 68 Yrs

- Convey large volumes of material to storage facility or load into transport vehicles.
- Convey one-way or two-way, straight-line, or up and down inclines. Smooth, textured and cold temperature belting available.
- Choose from a wide variety of conveyor lengths, widths, speeds and load capacities.
- Rugged, dependable equipment back by manufacturer written warranty.

PROGRESSIVE CAVITY PUMP



- Geared motor, directly flanged to the pump
- Pin joint sealed with elastomeric boot
- 90° suction housing flange rotation
- Stator has gaskets
- Hardened steel, hard chrome plating rotor
- Enlarged suction housing
- Housing can be completely drained
- Low angularity connecting rod
- Standard ANSI connections sized to ensure no 'dead zones' allowing complete drainage

	U/M	015-300SD	045-600SD	045-620HD	065-900SD	065-920HD
Flow Rate (Water)	GPM	26	88	88	132	132

Patz DISTRIBUTOR

SHAFT DRIVE PUMPS AND AGITATORS



- Mix while dewatering.
- Agitate fast, transfer fast, load fast.
- Handles sand grit and slurry type materials.
- Pit depths of 3 - 12 ft.
- 3333 Up to 500 GPM
- 4444 Up to 1580 GPM
- 6000 & 8000 PTO Up to 3500 GPM.

STOP

Odor Problems

Septic odors stop with **SWEET AIR™ FILTERING DEVICE**

— THE ORIGINAL —

SWEET SEPTIC SYSTEMS, INC. **800-622-8768**
sweetair.com

Pumper
Pumper
Pumper
Pumper
Pumper
Pumper

Socially Accepted

facebook.com/PumperMag

twitter.com/PumperMag

youtube.com/PumperMagazine

linkedin.com/company/pumper-magazine



BIG TO LITTLE OR ONE IN THE MIDDLE.

Tanks and Pumps In Stock,
Septic, Production, WVO,
Grease Trap, Restroom

Puzzled on what is best for you?
Let Matt or Kevin find the tank
that's your perfect fit.



Call
833-Pumpers
www.keevac.com

P0818

FOR A COMPLETE CATALOG GO TO: www.SlideInWarehouse.com/CATALOG



950 FD gallon shown 650/300

48 Standard models.
From 300 gallon to 1500 gallon restroom tanks.
Mount and go
Fully self-contained to go on your flatbed.
Multiple engine/pump choices.

*Call the guys with the experience to get you
the tank that will get you the correct unit.
Not just for the job but the terrain you are in as well.*

**THE SLIDE IN
WAREHOUSE** www.slideinwarehouse.com
888-445-4892



450 SC gallon shown 300/150

Enforcement Needed to Weed Out Bad Contractors

Better regulations, smarter monitoring of wastewater rules would improve profitability and bolster the industry's reputation

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 Alberta Onsite Wastewater Management Association.

Name and title or job description: Chic Shaw, president

Business name and location: Chic's Contracting, Athabasca, Alberta

Age: 72

Years in the industry: 34

Association involvement: I am the current president of the Alberta Onsite Wastewater Management Association and have been a member for 20 years.

Benefits of belonging to the association: Keeping abreast of the changing times and changing our techniques accordingly is the big thing. We do a lot of education. And, of course, any time there's a change, we're right up to date on it. In fact, we usually take part in it. Nothing changes in the province without our input.

Biggest issue facing your association right now: We need more enforcement of regulations to stop bad operators. It's a big problem everywhere in North America, I think. The government is willing to make laws but not always willing to back them up. But we have made some big strides lately. Alberta Municipal Affairs has created a working group, which includes members of our industry, as well as the inspections people, so they're making an effort. But it's tough because enforcement is always a legal problem and it costs a lot of money to go to court. That's another benefit of the association — we've pressed long enough that the government is starting to see the reason behind the need for enforcement.

Our crew includes: Myself; Don Olsen, laborer/operator; and my wife, Diane, to run the office and do the paperwork.

Typical day on the job: At one time we were a lot bigger and carried a big crew. We built subdivisions and did oil field work. I had both my kids working for me, but when they decided to leave the company and go their



own way, we decided to downsize and just stick to private sewage. Plus, now that I'm 72, I don't want to work that hard any more. So, a typical day these days is anything from meeting-and-greeting a customer, bidding on projects, moving equipment, and doing installs, which, even with my small crew, we put in over 50 installs last year. In the winter, I work in the shop and just try and keep busy so I don't seize up!

The job I'll never forget: One summer the forecast was for a drought. They were even telling farmers not to plant anything. A small village had been wanting us to build a lagoon for them so I thought that would be a great year to do it. So we made these huge holes in the ground, which is like a big funnel, and then it started to rain, and it rained every day. We had the pumps going. We had to dry the soil to compact it. It was pretty expensive since we were living in hotels and eating in restaurants and it took us 2 1/2 months instead of the one month I had planned on.

My favorite piece of equipment: I like the excavators. I can be digging the hole and see the whole job and what needs to be done because every time

I turn, I'm looking the whole field over. We've got radio communication, so I can just pick that up and say to the guy in the dozer or loader, "Hey, I need you to do this." Basically I can run the job from sitting in a seat. We've got a John Deere 200LC and a Hitachi Zaxis 200, which are basically the biggest you can carry on a truck without having to put extra wheels on. And then we have a smaller unit, a John Deere 60G.

Most challenging site I've worked on:

About four years ago, we worked on a subdivision in Athabasca, doing all the underground work for it — the big pipe. It had a high water table and slouching sides. Mostly it was around 20 feet and the water table was around 10 feet, so you know you're going to get water in there. We were dewatering and had to keep moving. If we stopped for coffee, we had to de-water right away and use washed rock to stabilize it. We used a steel shoring box inside the ditch to keep the sides from caving in on the men working in the ditch. The shoring box was 35 feet long, so we could put the pipe right down inside of it. We had two guys who never got out of that box from morning until night except for coffee and lunch. We dug with the excavator in front of the box, and then grabbed a hold of it and just kept pulling it forward.

The craziest question I've been asked by a customer: "What makes a better septic tank, a car or a pickup?"

If I could change one industry regulation, it would be: That a sewage design would be approved before a building permit is issued. There are a few counties that do it, but not many. As an example, I went out to one site and discussed with the builder where he wanted the septic tank. Then I asked him where he was going to put the discharge, and he said, "Well, I'm just going to run it over to the fence." He didn't realize you can't do that; you're pumping into your neighbor's yard. We had to put the septic system all the way around the other side of the house because the plumbing and concrete were already in and then had to ditch all the way around the house. If he had applied for a permit before they allowed him to build, that would have all been found out. Most of the time it ends up costing the customer a lot of money.

Best piece of small-business advice I've heard: "Always look after your reputation," and "Don't try to borrow yourself out of debt." I heard this from the manager of a car wash I worked at when I was 16 years old.

If I wasn't working in the wastewater industry, I would: Still be working in the oil industry. Before I got married and had kids, I worked in 34 countries all over the world in the oil business. I wanted to see the world on somebody else's dollar.

Crystal ball time – This is my outlook for the wastewater industry: Onsite sewage treatment systems will continue to become more popular. As big pipe becomes more expensive to build and maintain, on site is a perfect way to recycle wastewater and maintain our aquifers by returning water back to where it came from. We must continue to educate the industry if we wish to remain good stewards of the environment. ■

- Compiled by Betty Dageforde



Shaw removes improperly installed electrical conduit in preparation for a tank replacement. His Hitachi Zaxis excavator is shown in the background.

Tank World Corp

ALL MAJOR BRANDS IN STOCK AND READY TO BUILD.



Financing Available  Commercial Credit Group

Aluminum 2000 gal Porta Potty Tanks

In stock 500/1500 2 compartment

We build Vacuum trucks, Septic trucks, Porta potty trucks, and Body swaps.

We can do Steel, Stainless Steel and Aluminum.

QUALITY IS WORTH IT ALL

Parts and Accessories In Stock

ASME & R stamp accredited

UL 142

www.tankworldaz.com

12001 W. Peoria Ave
El Mirage, AZ 85335

Jerry's cell 623-680-2037
tank.jerry1@gmail.com

Office 623-536-1199
Fax 623-935-4514
service@tankworldaz.com

**OFFERING THE
BEST LEVEL
OF EXCELLENCE
IN STEEL FABRICATION**

ROLLER

ROBWORK

LASER & PLASMA

BENDER



Thriller Metal Fabrication & Manufacturing is centrally located in Salt Lake City, Utah. With over 30 years of manufacturing of custom vacuum tanks and trailers for the grease recycling, oilfield, septic and water treatment industries.



801-908-5565
www.ThrillerMfg.com



YOUR TRUCK AND TANK HEADQUARTERS



2019 4700SB Western Star:

Cummins L9 Engine
350 hp/1150 Torque
Allison Auto Trans
18,000FA/40,000RA
All Polished Aluminum Wheels
Wheel Lock, Heated Mirrors, Power Windows

[Call For Pricing](#)



1996 Chevrolet Kodiak:

7.0 Chevy Gas Engine
Air brakes
6 Spd Manual Trans
33,000 GVW
Non-steerable Pusher Axle

\$17,900

CALL FOR
QUOTES ON
TRUCKS OR TANKS

Marshfield, WI Madison, WI
800-826-2308 866-846-0680
www.vhtrucks.com

When you want
**more than
just a decal.**

Your decals should work as hard as you do, and our specialists will make sure they do. With creative artwork, stress-free ordering and quality product, your company will always get recognized.

Call us today
800.829.3021

Shop thousands of stock items online
ROEDA.COM Click [SHOP NOW](#)

ROEDA
SIGNS PRINT FILM

Formerly ScreenTech Imaging



We Get You Recognized

roeda.com | info@roeda.com | 16931 S State St. South Holland IL 60473

FREE Shipping Rules!!!!

NEW
Washdown/
Washguard
Rated Motor!

FREE SHIPPING on
ALL Washdown 125 & 150 Pumps!

Offer Expires 9/15/18 • Limit 1 Per Customer • Does not apply to Wet End Kits • Must Use Source Key 8P18



PART# WASHDOWN 125

1 1/4" INLET, 1" DISCHARGE

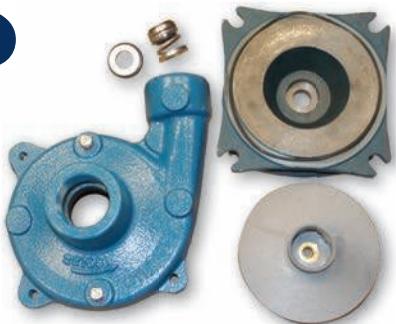
12 VOLT DC WASHDOWN PUMPS

\$650.00

REG. PRICE \$695.00

WET END KITS
\$230.00

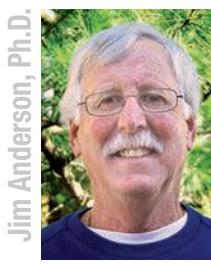
REG. PRICE \$281.50



THE ONLY ONE STOP PUMPER SHOP!
SALES + SERVICE WITH JUST ONE CALL
TOLL FREE **866-872-1224**

SALES OR SERVICE - ORDER ONLINE @ PUMPERSHOP.COM

SOURCE KEY
8P18



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.

Take a Hands-On Approach to Soil Study

When it comes to figuring out the properties of soil at the job site, let your fingers do the walking

By Jim Anderson, Ph.D.

I continually receive questions and comments about determining soil texture in the field. Soil texture, as hopefully everyone reading this knows, is one of the key components or indicators for how well the soil will accept septic tank effluent through identification of the soil sizing factor or long-term acceptance rate (LTAR), usually expressed in gallons per day per square foot (gpd/sq ft). Other soil components used to arrive at this number are identification of soil structure, consistence and rock fragment percentage.

Having the ability to identify soil texture allows service providers a way to check the accuracy of the site evaluation and design information in the field. If there seems to be a discrepancy between what you are seeing and what is seen in the design, a conference or discussion should be held with the designer to resolve the question before an installation, repair or inspection continues.

This discussion may also need to involve the local regulator if it leads to a change in design for an install or major repair. If you are a service provider, you will need to check the soil treatment area to see if the soil matches the type and size of final dispersal unit needed.

TEXTURE CLASSIFICATIONS

Soil texture is simply the expression of percentages of sand, silt and clay size particles (soil separates) less than 2 mm in diameter. Anything more than 2 mm in diameter is considered gravel or rock, the percentages of which can be used to provide a modifier of the soil texture designation to indicate the percentage of rock. In any case, texture is determined only with the fraction of soil less than 2 mm in diameter.

You will find there are different classification systems to describe soil separates. There is the Unified Soil Classification System used by civil engineers related to building foundations and the American Society of State Highway and Transportation Officials used by engineers when designing roadbeds. For wastewater flow through soil, the system that best relates particle size and pore spaces for water movement is the U.S. Department of Agriculture Soil Classification System.

The USDA system includes 12 soil texture classes determined by the percentages of sand silt and clay size particles in the less than 2 mm fraction, commonly expressed in a soil textural triangle. An exact measure of these percentages requires some laboratory analysis; running the sample through various sieves and using a pipette or hydrometer method to measure the rate of fall of particles in water in a graduated cylinder. This is not realistic for every instance in the field where you want to know the texture. In certain cases, it may be desirable to submit a sample to the laboratory to confirm your analysis.

It does not take many times though before they can identify with ease at least the major textural classes. It is an invaluable tool to use in the field, and you and all your employees should become versed in how to determine soil texture.

The “feel method” is used to determine soil texture in the field. If there are rocks present, a sample can be run through a 2 mm (No. 10) sieve before using the feel method on the material passing the sieve. Research is conducted at colleges and universities to train soil scientists and demonstrates this method is very accurate in determining the soil texture class.

TOUCHY FEELY

Here is a brief description of the procedures to follow:

Take a 2-inch ball of soil in the palm of your hand; moisten (this does not mean saturate!).

- If the soil is sandy (feels gritty) and single grains can be easily identified, squeeze the moistened sample. If it forms a cast but falls apart when bounced in the hand or when pressure is released, it is sand; when the sample is squeezed between the thumb and forefinger, it will not form a ribbon.
- If single grains can be seen and felt but the cast can be handled without falling apart and will not form a ribbon, it is in the sandy loam texture class.
- If the cast feels gritty but smooth, can be handled freely without breaking apart, and does not form a ribbon, it is in the loam texture class.
- If the cast can be handled freely without breaking but feels smooth (almost like flour) and will not ribbon easily and the ribbon breaks apart and crumbles, the soil is in the silt loam texture class.
- If the moist soil is plastic, can be kneaded, rolled into a wire and a ribbon can easily be made that is longer than an inch, the soil is in the clay loam texture class.
- If the sample can form a ribbon more than 3 inches, is very sticky, and when rubbed or worked leaves a slick smooth surface, the soil is in the clay texture class.

SHARPEN YOUR SKILLS

When I conduct classes either for college students or service providers, site evaluators, or installers, we have a set of standard samples available to practice these techniques. It does not take many times though before

FORMADRAIN®

If You Want the Most Proven Lateral Lining & Spot Repair System...



Here's Our Challenge to You!

Take a close look at FORMADRAIN:

We invented steam curing and have been perfecting our lateral lining and spot repair system since 1994!

There's no felt tubes, we use epoxy and woven fiberglass, and there's no measuring for transitions. Plus, there is absolutely NO DIGGING, we use existing cleanout. Always!

FIND OUT FOR YOURSELF

Download the 2018 FREE Info Kit

www.Formadrain411.com

(888) 454-4269 | bruce@formadrain.com

they can identify with ease at least the major textural classes. It is an invaluable tool to use in the field, and you and all your employees should become versed in how to determine soil texture.

I have noticed that some engineer and contractor suppliers advertise online and elsewhere that they have standard soil samples available with the laboratory analysis and comparison of where the samples would land in the USCS and USDA classification systems for comparison.

It may be worthwhile to have a set of these standards in your office so you and your employees can periodically keep your soil texture skills sharp. For a couple of hundred dollars, it can save a mistake in the field that could cost thousands! ■

VACUTRUX

While our competitors are busy looking at us, we're busy listening to you.

Time and again, our designs send the competition running back to the drawing board. Innovations that continue to baffle the competition - it's our way of knowing we offer you the most advanced vacuum trucks available today.



Volume and Flexibility
septictrux



Industrial • Commercial
envirotrux



Long Routes, Large Capacity
maxtrux



Compact Full Service Body
supertrux



Pickup Beds Flat Decks Trailers

pickuptanx

*Maximum Value, Maximum Service,
from the Leaders in Vacuum*

vacutrux.com

TOLL FREE US AND CANADA:

1-800-305-4305



REDEFINING TOUGH



TOUGH: adjective

(of a substance or object) strong enough to withstand adverse conditions or rough handling.
Strong and durable: not easily broken or cut.
Capable of great endurance:

See Also: Amthor International.

Amthor International has the largest variety of tank trucks for the Vacuum and Portable Restroom industries. Each tank is custom built to the toughest standards in America by our skilled workers.

Amthor International, the new definition of TOUGH.

AMTHOR®
INTERNATIONAL

434.656.6233 | AmthorInternational.com

**Featured
In An
Article?**

We provide
reprint options



Sizes: 24" x 30" & 36" x 45"
[Order Reprints](#)

POSTERS
Starting At
\$35

**ELECTRONIC
REPRINTS**
Starting At
\$25

**LASER
REPRINTS**
Starting At
\$10

Order through
our website www.pumper.com

WHEREVER YOU GO, WE GO

From festivals to sports events to construction sites, we've got you covered.

Five Peaks® understands that remote locations, big crowds and hot weather are part of the job. Year after year our customers have come to count on our consistent dedication to tough durable products and outstanding service.

Plus all of our restrooms come with standard features that no one can compete with for quality or price.

Our goal at Five Peaks® is to make sure that our restrooms are as tough as our customers.

GET THE BEST IN PORTABLE SANITATION



FIVE PEAKS®

fivepeaks.net e-mail info@fivepeaks.net local 231.830.8099 toll free 866.293.1502 Made in the USA

CLASSY TRUCK



John Holm & Son

Monroe, New Jersey

chempace[®]
corporation

Complete Source For ALL Your Needs
Septic • Grease Trap • Drain Lines

bioFORCE™ MAXX
ULTIMATE
DRAINFIELD TREATMENT!

Private Labeled Packets/Liquids
100% Biodegradable & Enviro-Friendly!

BIOFORCE™ CUBES/BLOCKS

800-423-5350
www.CHEMPACE.com

Wayne Borsuk added a black 2017 Peterbilt 567 with a 5,000-gallon stainless steel tank and 440 cfm Utilite HD L320T pump built out by Progress Tank. The truck is powered by a PACCAR MX-13 engine tied to an Allison Transmission 4000 RDS-P automatic transmission. The pusher axle is self-steering and rated at 20,000 pounds. The truck features fully enclosed hose trays, rear 4- and 6-inch load/dump valves, an additional 4-inch inlet on the street side, 20-inch top manway, heated front and rear vent valves, sight tube, LED body lighting and rear- and side-mounted work lights, and a cabinet housing 300 feet of 3-inch suction hose. Interior features include air-ride driver's seat, air conditioning, stereo and Bluetooth. Graphics were provided by Cranbury Custom Lettering. The truck is used for residential and commercial septic, grease trap and liquid sludge pumping. ■

SHOW US YOURS!

Got a truck with real WOW appeal? Show it off to *Pumper* readers!

Send photos of your truck after it has been lettered with your company name. Any industry-related truck is acceptable. Please limit your submission to one truck only.

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!

THE VAC-CON® Titan

DUAL ENGINE COMBINATION MACHINE



BIG POWER. LITTLE NOISE.

- 44% Fuel Savings
- 43% Decrease in Vacuum System Operating RPM
- 25% Increase in Airflow
- 16-30% More Horsepower
- 8% Decrease in Noise Pollution
- 5% Increase in Overall Vacuum Pressure (lift)



VAC-CON
MORE POWER TO YOU

Find Your Dealer Today! www.vac-con.com/dealer-search/
Contact us for a Demo - Toll Free: 1-888-920-2945
International: +1-904-493-4969 | Email: vns@vac-con.com

TRADE ASSOCIATIONS

If you would like your wastewater trade association added to this list, send contact information to editor@pumper.com.

Serving the Industry

Visit your state and provincial trade associations

Alabama

Alabama Onsite Wastewater Association
www.aowainfo.org; 334-396-3434

Arizona

Arizona Onsite Wastewater Recycling Association
www.azowra.org; 928-443-0333

Arkansas

Arkansas Onsite Wastewater Association
www.arkowa.com

California

California Onsite Wastewater Association
www.cowa.org; 530-513-6658

Colorado

Colorado Professionals in Onsite Wastewater
www.cpow.net; 720-626-8989

Connecticut

Connecticut Onsite Wastewater Recycling Association
www.cowra-online.org; 860-267-1057

Delaware

Delaware On-Site Wastewater Recycling Association
www.dowra.org

Florida

Florida Onsite Wastewater Association
www.fowaonsite.com; 321-363-1590

Georgia

Georgia Onsite Wastewater Association
www.onsitewastewater.org; 706-407-2552

Georgia F.O.G. Alliance
www.georgiafog.com

Idaho

Onsite Wastewater Association of Idaho
www.owaidaho.org; 208-664-2133

Illinois

Onsite Wastewater Professionals of Illinois
www.owpi.org

Indiana

Indiana Onsite Waste Water Professionals Association
www.iowpa.org; 317-889-2382

Iowa

Iowa Onsite Waste Water Association
www.iowwa.com; 515-225-1051

Kansas

Kansas Small Flows Association
www.ksfa.org; 913-594-1472

Kentucky

Kentucky Onsite Wastewater Association
www.kentuckyonsite.org; 855-818-5692

Maine

Maine Association Of Site Evaluators
www.mainese.com.

Maine Association of Professional Soil Scientists
www.mapss.org.

Maryland

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

Massachusetts

Yankee Onsite Wastewater Association
www.maowp.org; 781-939-5710

Michigan

Michigan Onsite Wastewater Recycling Association
www.mowra.org

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

Minnesota

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

Mississippi

Mississippi Pumpers Association
www.mspumpersassociation.com, 601-249-2066

Missouri

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

Nebraska

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

New Hampshire

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

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

New Mexico

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

New York

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

North Carolina

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

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

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

Ohio

Ohio Onsite Wastewater Association
www.ohioonsite.org; 888-294-0084

Oregon

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

Pennsylvania

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

Pennsylvania Onsite Wastewater Recycling Association
www.powra.org

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

Tennessee

Tennessee Onsite Wastewater Association
www.tnonsite.org.



SMART-DIG
HYDRO-EXCAVATORS By LMT Inc.

VAXTEEL
VACUUM TANKS
By LMT Inc.

Complete Tank Kits Available



HX-2100



**EXPERIENCED VACUUM PUMP
SALES & SERVICE**



ready-to-ship



CUSTOM TANKS, TRUCKS, AND HYDRO-EXCAVATORS

Choose LMT to build your custom vacuum equipment

Texas

Texas On-Site Wastewater Association
www.txowa.org; 409-718-0645

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

Virginia

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

Washington

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

Wisconsin

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

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

NATIONAL

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

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

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

CANADA

Alberta

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

British Columbia

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

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

Manitoba

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

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

New Brunswick

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

Nova Scotia

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

Ontario

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

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

Saskatchewan

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

Canadian Regional

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

Vacuum Trucks – Truck Builder

By Craig Mandli

CONTROLS

IMPERIAL INDUSTRIES REMOTE-CONTROLLED VACUUM SYSTEM

The remote-controlled vacuum system from **Imperial Industries** makes septic pumping easier, putting the technician in full control of the truck's power takeoff, intake valves, and pressure settings while saving as much as half the time spent at a job site. **800-558-2945; www.imperialind.com.**



HOSE AND FITTINGS

GREEN LEAF GATORLOCK COUPLINGS

GatorLock Couplings from **Green Leaf** are precision-molded in polypropylene and reinforced with fiberglass for additional strength. They are designed to provide enhanced safety with a cam lever locking mechanism that helps reduce the possibility of unintentionally opening the cam levers during use, which could result in personal injury and costly spills. They are made to industry standard and will interchange with all cam lever coupler brands and materials made to universal specifications. Sizes range from 1/2 to 3 inches, with a maximum operating pressure to 125 degrees F. They are available in B, C, D and CAP series. **800-654-9808; www.green-leaf.us.**



KURIYAMA OF AMERICA TIGERFLEX AMPHIBIAN SOLARGUARD AMPH-SLR

Tigerflex Amphibian Solarguard AMPH-SLR hose from **Kuriyama of America** is made to resist the cracking that can result from exposure to damaging UV light. Testing has shown that the specially formulated material retained 97 percent of its original tensile strength after prolonged UV exposure. The safety-yellow color provides high visibility on job sites. The heavy-duty polyurethane-lined hose will handle wet or dry material-handling applications. A static wire is available in the 6- and 8-inch I.D. sizes. **847-755-0360; www.kuriyama.com.**



PRESSURE LIFT POWER BOOSTER

The **Power Booster** from **Pressure Lift** comes with a male camlock fitting on each end to provide versatility. It can be used as a single tool to overcome vertical lift limitations with vacuum equipment or inverted for stirring thick, viscous materials, putting them back into suspension. It can also be used in series for difficult long-hose jobs with or without high vertical lifts. As a single unit, when hooked up properly it has the ability to pump a column of fluid over 300 feet vertically with flow rates between 100 and 500 gpm. Units undergo rigorous testing to meet published engineering standards to confirm operational capabilities. **866-504-6596; www.pressurelift.com.**



SOUTHLAND TOOL REDUCER CUFF

The **Reducer Cuff** from **Southland Tool** is aimed at solving the problem of getting large rocks and material stuck in 8-inch tubes, top-mounted elbows, horizontal hoses and telescopic extensions. Blocked debris can cut off suction flow and overheat the pump, requiring workers to stop to disassemble tubes to locate and remove the blockage. The 8-by-6-inch unit attaches to the 8-inch flat flange or other connection and then reduces to a 6-inch steel pipe with a 6-inch Kanaflex 180 AR hose bolted to it. This allows the user to dig and not damage utility lines while avoiding sucking up anything larger than 6 inches. It is easy to store at just 10 pounds and 17 inches tall. **714-632-8198; www.southlandtool.com.**



HOSE REELS

HANNAY REELS VAC-5000 SERIES

VAC-5000 Series reels for vacuum/suction applications from **Hannay Reels** organize longer lengths of large-diameter vacuum hose to help prevent kinks, cracks, and damage from constant dragging, helping extend the life of the hose. The series is designed for 2- through 4-inch vacuum hose. **518-797-3791; www.hannay.com.**



(continued)

STEEL & ALUMINUM TANKS

POLISHED ALUMINUM SKIRTING AND TOOL BOXES



2019 HINO

1900/400 Aluminum Tank, Diesel \$106,000



2019 Freightliner

1500/500 Aluminum Tank, Diesel \$104,500



2018 Dodge 5500

950/300 Aluminum Tank, Diesel	\$79,000
4x4	\$84,500
950/300 Steel Tank, Diesel	\$77,000
4x4	\$82,500



2019 FORD F-550

950/300 Aluminum Tank, Diesel	\$78,500
4x4, Diesel	\$84,000
Gas	\$69,700
950/300 Steel Tank, Diesel	\$76,500
4x4, Diesel	\$82,000
Gas	\$67,700

All toilet trucks have heated fresh water valves. Wash down pumps inside cab to prevent freezing. HXL-4 Masport or NVE 304 vacuum pump. Rack for 2 toilets. Trailer Hitch. 50' 5/8" hose reel

All Brands and Sizes of Tanks and Trucks are Available

TOILET TRANSPORT TRAILERS

13" Tires • 25" High



Used trailers
also for sale

10 Hauler	.....	\$4,200
12 Hauler	.....	\$4,400
14 Hauler	.....	\$4,800
16 Hauler	.....	\$5,200
20 Hauler	.....	\$6,500

25" Off the ground. 13" Tires. Spare Tire. Adjustable Hitch. 3500 Pound Axles with Brakes. I Beam fold up on rear for handicap units

We stand
behind our
trucks and
trailers!

SLIDE-IN UNITS & USED TRUCKS AVAILABLE / MASPORT, JUROP & CONDÉ VACUUM PUMPS
CHECK OUR PRICES

LANE'S VACUUM TANK, INC.

3133 VANZORA RD. • BENTON, KY 42025

800.592.3308 • 270.527.9945

RODNEY LANE's CELL **270.832.3793**

www.LANESMOBILEJOHN.COM

TOOLBOX JETTERS

ADVANCE PUMP & EQUIPMENT JT530

The gas engine-powered **JT530** toolbox jettter from **Advance Pump & Equipment**

offers 5 gpm at 3,000 psi. It includes a polished aluminum toolbox, a General Pump water pump, pulsator and pressure-controlled engine throttle, electric-start 13 hp Honda engine, remote fuel tank bracket, electric rewind reel with 200 feet of 3/8-inch hose, chrome rollers, a washdown gun with four tips, Enz USA flushing nozzle, and a stainless steel tool rack with tools. **563-557-0957; www.advancepump.com.**



VACUUM PUMPS/BLOWERS

ELMIRA MACHINE INDUSTRIES / WALLENSTEIN VACUUM 753 SERIES

The **753 Series** vacuum pump from **Elmira Machine Industries / Wallenstein Vacuum** incorporates extra-wide vanes that allow up to an inch of wear, designed for longer service life and lower maintenance costs. It provides 422 cfm airflow at 1,200

rpm and is precision-machined to provide vacuum levels up to 28 inches Hg. Options include air, liquid or dual cooling systems where air injection is combined with liquid cooling. A pump-flushing port is included on the top valve for convenient routine maintenance. The quick-access housing end plate allows for easy internal inspection with no bearings to pull. Oil lubrication is via a mechanical piston pump driven by shaft rotation or available with a sight-feed valve oil regulator system using vacuum/pressure to draw oil with no moving parts. **800-801-6663; www.wallenstein.com.**



FRUITLAND RCF870

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



HOWDEN ROOTS 827 DVJ

The **827 DVJ** dry-vacuum blower from **Howden Roots** is a heavy-duty unit with integral ductile iron impellers. The casing head-plates, gear cover and drive-end are gray iron. Carburized and ground spur timing gears are taper-mounted on the shaft and secured with a locknut, cylindrical roller bearings, splash lubrication on both ends and easy-to-read sight glasses for maintenance. The blower is capable of handling high inlet temperatures for rough applications. Its efficient discharge jet plenum design allows cool atmospheric air to flow into the cylinder, so the blower continues to run under blank-off conditions. It comes in a compact, lightweight package and is capable of delivering more than 5,700 cfm in an 8-inch gear diameter frame, as well as 28 inches Hg. **800-557-6687; www.howdenroots.com.**



HYDRA-TECH PUMPS S4TLP

The **S4TLP** pump from **Hydra-Tech Pumps** can fit into tight spaces or be flange-mounted on a tank to allow for direct loading or unloading of a variety of fluids. Able to run with a dedicated power source or using onboard truck hydraulics, it can cut the amount of time required to move large volumes of water. Available in aluminum or ductile iron, it turns hydraulic inputs of 5 to 10 gpm at up to 2,800 psi into outputs of up to 850 gpm. **570-645-3779; www.hydra-tech.com.**



MORO USA PM80W

The **Moro USA PM80W** water-cooled vacuum pump is designed and built for low maintenance, long life and trouble-free service in tough industrial applications. It is a 424 cfm pump with 28 inches Hg maximum vacuum and 29 psi maximum pressure capability. It comes with Kevlar vanes, visual inspection ports in the casing, and Viton oil seals. Its low rotating speed extends pump life. With sealed or oiled bearings, there are no grease points. The oiling system is direct-feed and sealed to reduce downtime for routine service and maintenance. **800-383-6304; www.morousa.com.**



NATIONAL VACUUM EQUIPMENT CHALLENGER 1600

The **Challenger 1600** high-vacuum blower from **National Vacuum Equipment** is a 1,600 cfm tri-lobe blower designed for continuous duty at maximum vacuum. It is available in ready-to-install hydraulic or belt-drive packages using corrosion-resistant stainless steel internal components. Available packages include silencers, check valves, moisture trap, cyclone, four-way vacuum/pressure changeover valve, and a powder-coated skid. **800-253-5500; www.natvac.com.**



(continued)

Introducing

HAWAIIAN COCONUT

A New Deodorizer Fragrance



Smell the fresh fragrance of Hawaiian Coconut and you might be tempted to book a trip to the Big Island! This fabulous scent will turn your cabana into a tropical paradise and save you money.

We created the New Scentsations product line so you could try new fragrances at a reduced price, give us your feedback and submit your own idea for a new fragrance!



If you submit a scent suggestion and it becomes a New Scentsations fragrance, you will be flown to Austin, Texas for a tour of our manufacturing plant and treated to a night on the town!

Try the all new Hawaiian Coconut fragrance and submit your idea for a new scent! They're both worth a try!

Send Us Your Scent Suggestion!
safefresh.com/products/new_scentsations

call to order: **1.877.646.0085**



VACUUM PUMPS/BLOWERS

PRESVAC SYSTEMS PV750

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



ROBUSCHI USA TRI-FLOW 825

The **Robuschi USA Tri-Flow 825** vacuum blower is capable of continuous operation at 18 inches Hg. The open-airflow bearing housing allows more air circulation and additional cooling, which allows it to run continuously at deep vacuum. The tri-lobe design combined with helical gears allow it to run quieter, enabling use of smaller silencers and freeing up available payload and space, while keeping noise complaints to a minimum. It offers 4,805 cfm free air capacity and the ability to hit 18 inches Hg. **866-428-4890; www.gardnerdenver.com/robuschi.**



WESTMOOR CONDE HD VACUUM/ PRESSURE PUMP

The **Conde HD vacuum/pressure pumps** from **Westmoor** are built in a variety of sizes from 35 to 230 cfm. They incorporate a slide valve/changeover valve, which is compact, low profile and works easily. Automatic oilers never need adjustment. They can be driven by a variety of power sources, including a gas or diesel engine package, PTO, right-angle drive or a hydraulic pump. They are double shafted and can be set up for clockwise or counterclockwise rotation. **800-367-0972; www.westmoorltd.com.**



VACUUM TRUCKS/ TANKS - SEPTIC

AMTHOR INTERNATIONAL MATADOR

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



BEST ENTERPRISES 2500 WASTE/ WATER VACUUM TANK

The **2500 Waste/Water Vacuum Tank** from

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



FMI TRUCK SALES & SERVICE WORKMATE

The **WorkMate** septic service trucks from **FMI Truck Sales & Service** are designed to be dependable, easy to operate, and specifically for the rigors

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

LELY TANK & WASTE SOLUTIONS HAWK-2000

The **Hawk-2000** steel, dual-sided portable restroom tank from **Lely Tank &**



Waste Solutions can be mounted on the customer's choice of truck. It has a 1,600-gallon compartment for waste and a 400-gallon, coated freshwater compartment. The hose trays are coated with a bed liner that also goes up the side of the tank to protect from the hose and other objects stored daily on the truck. There are two lockable cabinets, one on each side. The vacuum system is a Jurop/Chandler PN84 package with the secondary, oil catch and final filter. The water system has a DC-10 pump with stainless impeller and feeds the 50-foot hose for each side. The tank has twin drop-down workstations at the rear, each with a bucket fill, chemical fill spigot and water hose connection. **800-367-5359; www.lelytank.com.**

VACUUM TRUCKS/TANKS – SEPTIC

LMT VAXTEEL ST SERIES

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



PIK RITE STEEL 3,600-GALLON VACUUM TANK

The **Pik Rite** steel 3,600-gallon vacuum tank is designed for strength and reliability. Its 3-inch internal plumbing keeps the exterior clean and simple. The vacuum pump mount is attached to both frame rails and supports pumps from any of the major pump manufacturers. It includes four sight eyes in the waste compartment. The tank interior is equipped with walk-through baffles and a 20-inch rear manway for easy clean-out. The LED running light kit is installed with a fully molded wire harness. Operator work lights and a strobe light are mounted on the top rear lighting bracket. Polished aluminum hose trays, and the low hose hooks are coated with protective super liner. **800-326-9763; www.pikrite.com.**



TRUCKXPRESS MD950

The mild steel **MD950** from **TruckXpress** offers a full range of vacuum and washdown systems that can be custom-tailored to fit specific applications. Recent changes include lowered cabinets for better sight lines, increased workspace in the hose tray area, a reinforced unit hauler, and stainless steel side and rear panels to prevent rusting. Other tank options include aluminum or stainless steel. **800-328-3332; www.satellitetruckxpress.com.**



VACUTRUX SEPTICTRUX

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



CASE STUDY

TRUCK MANUFACTURER CHOOSES DURABLE CENTRIFUGAL PUMPS

Problem: A longtime pumper truck manufacturer was experiencing constant overheating and failure of washdown pumps due to cycling. The manufacturer had been using a pressure switch, which was required because the pump they were using would fail if it was left on but being used. Leaks in the lines and valves would constantly turn the pump on and off. Cycling was also causing the pressure switch to fail.



Solution: **DC10** centrifugal pumps from **MTH Pumps** (with the use of a bypass line) are designed to run for up to 2 hours at shut-off without any heat or mechanical seal problems. This eliminates the need for valves and pressure switches, reducing costs and the number of things that can go wrong in the field. It is manufactured with all-cast stainless steel wetted parts with a standard dry run seal for reliability.

Result: After more than 5 years of service, the customer has had an almost flawless record of no failures with the pumps. **630-552-4115; www.mthpumps.com.**

WATER PUMPS

CAT PUMPS MODEL 67070

The **Cat Pumps Model 67070** is ideal for sewer jetting, hydroexcavating and other mobile applications requiring high-flow performance (65 gpm) at higher pressures (2,000 psi) for intermittent duty operation. For continuous duty operation, it is rated at 50 gpm to 2,000 psi. Its drive-end is built from the Cat Pumps 60 frame mechanical drive. Oversized, premium crankshaft bearings offer high loading capacity, prolonging bearing life. A single concentric bore plunger designed with increased wall thickness offers heat dissipation, increasing seal life while maintaining optimum performance. A 100 percent wet seal design adds to service life by allowing pumped fluid to cool and lubricate the packings. Its crankcase crosshead area is concentric with 360-degree plunger rod support and features a drilled-through oil port to lubricate the front side of the crosshead area. **763-780-5440; www.catpumps.com.** ■



NEED POLYMER?

Economical Dewatering Polymer

Grease Traps • Septic Tanks • Municipal & Industrial Wastewater

- Expert technical sales staff
- Affordable & efficient
- Responsive shipping and customer service



877.771.6041
www.aquaben.com
sales@aquaben.com

PRODUCT NEWS

FIVE PEAKS GLACIER II PREMIER OFFERS EXTRA ROOM, POPULAR FLUSHING FEATURE

in the SPOTLIGHT

By Craig Mandli



Special events and construction sites sometimes request portable restrooms that offer more convenience and cleanliness than a standard unit. In fact, work sites in Europe require flushing portable restrooms in the interest of maintaining high sanitation standards.

While regulations haven't quite gotten to that point in the U.S., portable restroom manufacturers are getting more requests for flushable units. **Five Peaks** has answered those requests with the **Glacier II Premier**. Its design is geared toward providing ample space and convenience, according to Ryan Harris, sales manager for Five Peaks.

"You see a lot of units like this in Canada and Europe because it's a requirement," Harris says. "I think the word has spread because these type of units are becoming more popular over here. They are just as easy as a standard unit to clean, but appear more sanitary and comfortable for the people using them."

The Premier offers a corner tank and hand-wash sink for optimum floor space when needed, such as at special events. The tank's slope design and round edges makes cleaning and maintenance simple and quick.

"The biggest request we get from our customers is people want a restroom with more room," Harris says. "This is our first restroom with a corner tank that offers a flush option. It was designed specifically to give people more room."

The unit comes standard with a 45-gallon tank, integrated molded urinal, three-roll toilet paper holder and corner shelf. It includes an 11-gallon-capacity freshwater hand-wash sink. The flip lid utilizes an integrated hinge, bowl and upright locking feature for easy servicing.

"Keeping that lid open while you are pumping and cleaning the tank makes things so much easier," Harris says. "It allows the service professional to keep both their hands free while cleaning, speeding the process along and making it easier."

The units are constructed in a rugged rotationally molded tank and skid design, with foot pumps conveniently located in alcoves, eliminating exposure to foot traffic. They are also available in nonflushing units. The feedback from those using these units in the field has been gratifying, Harris says.

"People really seem to appreciate the extra room, especially on construction sites where workers may be wearing multiple layers of clothing," he says. "They want a unit that provides as much comfort as possible. I think the Premier provides that." **866-293-1502; www.fivepeaks.net.**

J&J CHEMICAL TRUEX SQUEEZE BOTTLE

J&J Chemical's new Trux Squeeze bottle is a convenient, no-leak, easy-to-use 1-liter bottle filled with nonformaldehyde Trux Elite liquid portable toilet deodorizer. The squeeze bottle speeds up productivity while dramatically reducing spillage. It has one shot for cool temperatures/special events and light traffic, two shots for moderate/hot temperatures and moderate/heavy traffic, and three shots for extreme temperatures and heavy traffic. **800-345-3303; www.jjchem.com.**



FRANKLIN ELECTRIC SSI SERIES SUBMERSIBLE PUMPS

The new SSI Series submersible pumps from Franklin Electric are a cost-effective, high-flow option available in 6-, 8- and 10-inch models with flows from 85 to 1,300 gpm at a maximum 1,250 feet of head. The stamped stainless steel pump family is fully serviceable and corrosion-resistant. Its I-Blade technology increases the structural integrity of the pump's internal components, pumping more water per horsepower and improving efficiency when compared to traditional impeller designs. Utilizing TIG progressive welding, the metal materials are mixed during the process, creating a stronger bond for durability in harsh environments.

260-824-2900; www.franklinwater.com. ■

AMT
A Gorman-Rupp Company

AMT
GORMAN-RUPP

The Pump People™

Please visit us at
www.amtpump.com

AMT Pump Company 400 Spring St Royerford, PA USA
PH: 610-948-3800 email: sales@amtpump.com

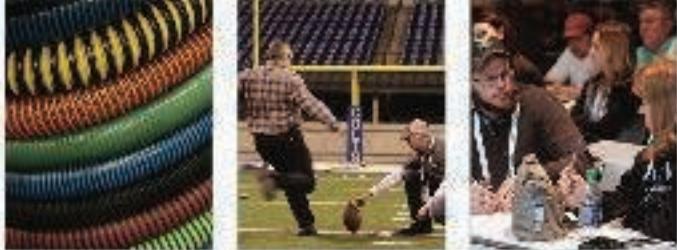
Washdown Duty Pump

- 1HP 12Volt DC Premium Washdown Duty Motor
- High Efficiency Closed Impeller
- Discharge Rotates 90° Increments



YOUR EXPERTISE IS ON CALL

Your customers count on you to be there when they need you, to help them get life back to normal. But in your demanding and fast-paced business world, where do you find support? Only at your industry's event. See the newest equipment and watch it in action. Attend classes to learn new techniques and enhance business skills. And gather with peers to swap stories and exchange ideas. Being here is the right call for your business. Make your plans now to attend.



 **wwettTM19**
CONFERENCE: FEBRUARY 20-22
MARKETPLACE: FEBRUARY 21-23
INDIANA CONVENTION CENTER

WHY SHOULD YOU ATTEND?

- Explore the Marketplace** for tools and resources you need for your business
- Education** taught by some of the best and brightest in the industry
- Events** to network with your peers - or just kick back with friends.

**Portable Toilet Service Trucks
Septic & Grease Service Trucks
Slide-In Units
Vacuum Truck Parts & Accessories**

WORKMATE TRUCKS

ALUMINUM ♦ CARBON STEEL ♦ STAINLESS STEEL



**WORK
MATE**
A Division of FMI Truck Sales & Service
SANITATION INNOVATIONS

1-800-927-8750

Ask for JOHN BARRETT
or visit www.fmitrucks.com

YOU ARE LEAVING MONEY ON THE TABLE!



Business efficiency is our expertise since 1981.
Let us show you what you have been missing!
(And we won't even ask for a cut!)

SOFTWARE FOR YOUR INDUSTRY

- Portable Restrooms • Septic Services • Grease Services
- Proof of Service • Reminders

Ritam Technologies, LLC
Sales: 925-478-2732 Toll Free: 800-662-8471
Email: info@ritam.com Website: www.ritam.com

Summit
array



**CONFINED
SPACE
ENTRY
PACKAGE**
ONLY \$3,195

**The Best Package On The
Market Includes:**

- 4-Gas Air Monitor (3 Year Sensor Warranty)
- 7' Tripod
- 3-Way Fall Protection
- Work Winch
- Full Body Harness

Add a Blower with 15' of duct for only \$350!
Add a 5 Minute Escape Respirator for only \$500!

MTECH 800.362.0240
www.mtechcompany.com

R. Nesbit Portable Toilets introduces:

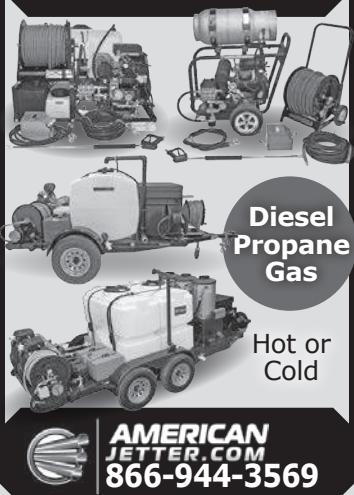
The Sani-Klip

A COST
EFFECTIVE
SOLUTION
FOR
PROVIDING
ALL OF YOUR
CUSTOMER'S
HAND
SANITIZER



**CONTACT: KATIE/AMY
R. NESBIT PORTABLE TOILETS
724-652-8232
www.best-portable-toilets.com**

**Let Us Build Your
JETTER**



Diesel
Propane
Gas

Hot or
Cold

**AMERICAN
JETTER.COM**
866-944-3569

**Beyond
buckets
& blades.**

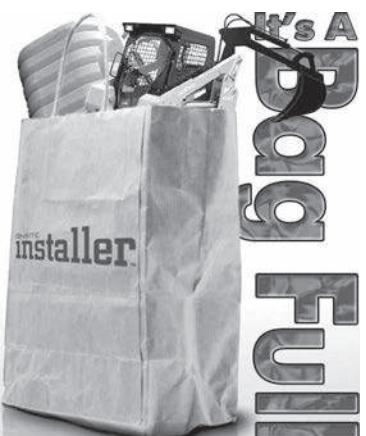
digDIFFERENT

FIND OUT HOW.
FREE subscription
at digdifferent.com

**Advertise
Advertise
Advertise
Advertise
SOLD**

Reach over 25,000 professionals
each month and sell your equipment
in the classified section.

COLEpublishing
www.pumper.com



onsiteinstaller.com

- > Classifieds
- > Used Equipment
- > E-zines
- > Product Categories

PATENT #US 8,273,162
IndustrialOdorControl.com
A Broad and Economical Range of Odor Control Solutions

- Manhole Odor Inserts
- Lift Station Odor Control
- Pollution Control Barrels
- Septic Vent Filters
- Custom Solutions
- Activated Carbon

Simple Solutions DISTRIBUTING LLC 866-NO-STINK (866-667-8465)
973-846-7817 in NJ
Makers of the Wolverine Brand of Odor Control Solutions

Surco Potty Fresh Plus®
Portable Toilet Deodorant

New mess-free packets available!
Call to get your FREE sample

SURCO
PORTABLE SANITATION PRODUCTS
800.556.0111
surco.com

Over 30 years building quality equipment!

HotJetUSA®
OUR MOST VERSATILE JETTER!
FULLY LOADED! PRICE INCLUDES DELIVERY!*

WITH PAYMENTS AS LOW AS \$565.00
*32,995 MSRP @ 4,000 PSI
Cleans 2-12" Drains with Hot OR Cold Water
*Delivery to lower 48 States Only - CALL FOR DETAILS

1-800-213-3272
www.hotjetusa.com

WATER CANNON **35**
Switch Blade Static Hydro Excavation Nozzle

Ace Nozzle SKU 1002036
Deuce Nozzle SKU 1002035
3200 PSI
Quad Nozzle SKU 1001928

- Max Water Temperature: 180° F
- Housing Material: Stainless Steel

FREE SHIPPING* TAX FREE Except FL
*Some delivery restrictions may apply.
Call for details.

WaterCannon.com
1.800.333.WASH
(9274)

What Do You Do AFTER HOURS

Our After Hours feature explores the personal stories behind the pumper, talking about what you do in your leisure time, your personal interests and hobbies, your charitable pursuits or community involvement.

Pumper welcomes story ideas if you take part in something interesting outside of work, or if you know someone in the pumping business who does.

Send us a note to editor@pumper.com.

T&T Tools, Inc.
800.521.6893

CALL for a FREE Catalog
Many styles Available

Insulated Soil Probes (for locating)
Heat-Treated Hooks (for covers, lids, etc)

www.mightyprobe.com

The Most Durable & Economical Septic Lid

- Durable & Lightweight Polymer
- Will NOT Crack Like Concrete!
- Easier to Handle & Transport
- 12", 18" & 24" Available
- Easy Installation
- Optional Sand Filled

Cost Effective 6 Pack Shipping!
New Offering 18" & 24" Custom Lite

800.868.0973

The Shaddix Company

Custom Made To Your Specs Truck Beds & Forms

1500 & 1000 Gal.
2 Compt. Septic Tank Forms

Septic Tank Delivery Beds

Call Dewayne for a quote!

256-737-0051
www.shaddix.us

INDUSTRY'S BEST

KNOCK OUT ODORS
From PUMPER TRUCK EXHAUST
Effectively controls offensive pump exhaust odors PLUS!

SURCO * 1-800-556-0111 / Int'l: 412-252-7000
WWW.SURCO.COM

Everyone talks about creating a greener environment.
You actually do it.
Find the tools you need to keep your communities green at www.colepublishing.com.
Publishing environmental trade magazines since 1979.

DREDGING & DEWATERING SERVICE

- Municipal and Industrial • Digester and Lagoon Cleaning
- Double Belt Filter Presses • Liner Repair & Replacement

Fluid Technology, Inc. (513) 241-1600
www.fluidtechnologyinc.com
Fax (513) 756-1995

classifieds

see photos in color at www.pumper.com

BUSINESSES



Selling septic tank & lift station service company we opened in May last year in Charlotte, NC with one small truck. We had a 2011 built with new 2018 equipment: 2,500-gallon tank with 5-year warranty delivered in December, and 2003 Isuzu with 1,200-gallon tank. Trucks have auto transmissions and a/c and are both very nice. 2016 CAT mini excavator with new trailer; 2000 Isuzu box truck. We did \$385,000 first year, heading to \$600,000 this year. We get calls 7 days a week for service. I'm willing to train the new buyer to run and operate a successful company.

704-401-4821

P08



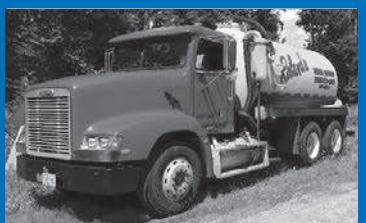
ROTO-ROOTER FOR SALE! A great opportunity to own a Roto-Rooter Sewer and Drain franchise in Alaska, serving the entire Kenai Peninsula and Kodiak. HUGE growth potential and well established! Owner is retiring. Possible owner financing to qualified buyer. Asking price \$330,000. Please call for more details:

Sean 907-398-7375, AK

P08

Well-established Southern California pumping business for sale - owner retiring. Over 33 years in business. Includes two (2) nice, low mileage Peterbilt 3,600-gallon trucks. Turnkey operation w/loyal customer base. Huge potential. Take all for \$585,000. Contact owner at 951-734-8816. (P10)

Excellent location producing last 2-year avg. \$1.4 million, clearing \$435k after expenses. Excellent opportunity. Strong reputation and business name allows for continuous repeat business. Selling due to health changes. Located in Georgia near Florida. Averaging over 2,500 services a week. Owner financing for the right terms. Email ptgabiz@gmail.com. Send name and number along with more about your background. (P08)



Septic Tank Service Business for Sale:

An injury has forced the owner to retire earlier than expected. Business is located in Nottingham N.H., covering Rockingham & Stafford Counties in southeastern NH. Business was started in 1946 by father and transferred to son in 1986. With a loyal customer base that spans 30+ years with a great reputation of always doing it right. Includes business name and speedy logo, the same phone number for 30 yrs. Well established and potential for growth. 1997 Freightliner FLD 112 in very good condition, M11 Cummins diesel engine, 208k miles on new motor, 8-speed transmission, 3300-gallon capacity tank, 180 feet of hose, Crustbuster. \$270,000

Call 603-679-1695, NH P08
or email baelee7780@comcast.net

Small, profitable portable toilet business for sale in rapidly-growing Greenville/Spartanburg, SC area. 168 PolyPortables (oldest units are 3-years old), 12 handwash stations, 10 holding tanks, 2 trucks. Turnkey ready-to-run business. 90%+ equipment on rent. 2014 Dodge Ram 5500 with Crescent custom flat tank, 1,100 gallons. 2002 International 4300. Contact scportabletoiletbiz@gmail.com (P08)

Portable toilet rental business for sale in Midland, Texas. We are a small company, but we have great potential for growth with the rising oil boom in this area. We currently have: 4 service trucks - (2) 2016 3500 Dodge Ram pickups with slide-in Keevac tanks, (1) 2017 Ford F550 pickup with Satellite conversion and tank, and (1) 2017 Dodge Ram 2500 pickup. 236 toilets, 19 trash-trailer combos, 4 regular trash trailers. 31 trailers with toilets on them, 6 handicap toilets and 10 handwash stations. Our business makes over \$100,000 a month in sales. For more information, please call 432-934-2455. PLEASE NOTE: I will not sell equipment only. That is not feasible for me. Thank you. (P09)

Owner is retiring: Nashville, TN portable toilet and dumpster business for sale. Great reputation, consistent customer base, over 12 years in business, in one of the hottest areas in the nation: Nashville, Tennessee. 550 units, (40) 30-yard dumpsters, (4) Dodge pumper trucks and (1) FL70 roll-off truck. Will sell with or without dumpsters. Growth potential unlimited! Possible owner financing. Call 615-812-1314 or email metalq4u@aol.com. www.rockytopwastecompany.com (P09)

For sale: Family-owned and operated business specializing in septic tank pumping, installation, repair, delivery of sand, topsoil, gravel, snowplowing and all aspects of excavation. We have our own sand pit on site. Located in beautiful upstate NY just outside the Adirondack park. Business was started in 1972. Equipment includes (2) tri-axle dump trucks, (2) pumper trucks, (2) excavators, (2) pay loaders, (2) skidsteers, (1) dozer and (1) screening plant. Many pickups and trailers as well as other equipment. Please contact 518-651-6345. (P09)

Septic Tank Service Business for Sale:

Owner wishes to retire. Located in Calahan, FL (Nassau County) north of Jacksonville - fastest growing county in Florida. 33 years in operation with loyal customer base. Includes: **1996 International 4900** w/DT466E, 5-speed transmission, 2-speed axle. 2,500-gallon capacity truck. 302k miles, fresh in-frame, new transmission, excellent condition. **2000 Freightliner FL70** w/8.3 Cummins diesel, 6-speed transmission. 2,400-gallon capacity truck. 198k miles, excellent condition. **Also included:** Complete DEP-approved lime stabilization site and facility for land application. Owner will train and assist with licensing. For more information contact K.A. "Kenny" Farmer at 904-879-4701 or 904-545-0357; farmer613259@aol.com (P07)

Septic business for sale, New York watershed. Includes trucks and equipment. 20+ years with same phone number. \$250,000. hacksaw12481@gmail.com (PBM)

Large industrial yard. Riverside, California area. Ideal setup for pumping business. Completely fenced and secure. Plenty of storage. Long lease available. 951-734-8816 (P10)

For sale: Portable restroom business in the beautiful area of West Texas. Turnkey operation. Includes trucks and all equipment. Very fast growing business - we have a great crew. Please feel free to give us a shout for more information or for any questions. Midland, Texas area. 432-934-2455 (P08)

www.RooterMan.com. Franchises available with low flat fee. New concept. Visit website or call **1-800-700-8062.** (PBM)

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

COMPUTER SOFTWARE



Manage your Business on the Go!
Our mobile service features allow you to be productive from anywhere! Get control of your business - Get on SkyBoss today!! No commitments! No contracts! Money-back guarantee!

Call 888-773-3010
www.SkyBoss.com

P10

FreeServiceReminderSoftware.com,
FreeServiceDispatchSoftware.com,
FreeRouteManagementSoftware.com.

(P08)

DEWATERING

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

15-cubic-yard dewatering bin. Used for 2 years and in good shape. Comes with stairs and 500-gallon polymer tank. The only add-on is a hydraulic trailer it is on. Trailer is a 16-foot roll-off with three 5,200 axles. Includes 15,000 lb. winch w/remote. We need to move this before we put it in storage, so make an offer. Call Jim Sproule 705-691-0078 or email jimsportabletoilets.com (P08)

FOR SALE: Two (2) Andritz 2.2-meter belt presses, unused after complete refurbishing to Andritz factory specifications throughout. Dyer Equipment Co. 970-454-3784, Ault, CO or dyerequipment@aol.com (P08)

DRAIN/SEWER CLEANING EQUIPMENT



1998 International Vac-Con: 109,943 hours, mileage 67,083 miles. 4.5-liter John Deere pony motor, 1,147 hours. Great condition, just serviced and ready to work.

304-687-0250, SC

P08

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

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

DRAINFIELD RESTORATION

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

Terralifts - New and Used. Financing available for qualified buyers. For more information call Dick Crane 800-223-2256 or aalco@tds.net for electronic brochure. www.youtube.com/watch?v=t8ApRUoasnY (PBM)

HAZARDOUS WASTE UNITS



2007 International Presvac. DOT-certified MC 412 carbon-steel, 3,500-gallon dumping door tank with a Hibon 1,400cfm blower and Presvac Peavy 750 vacuum pump. 72,000 miles. In excellent condition with Cummins 435 horsepower engine, pre-emission.

KLM Companies
617-909-9044

PBM

1984 Mack R686ST with a 1999 Keith Huber Dominator 3,000-gallon carbon-steel, dump type, DOT, vacuum tank unit. (Stock# 1165C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2011 International 7500 with a Presvac 3,200-gallon, carbon-steel dump type vacuum tank and Presvac PV750 pump. (Stock# 3241V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

HYDROEXCAVATING EQUIPMENT



2006 Kenworth PowerVac 5300 High Dump, Wet/Dry, C15 Cat engine. Truck hours 5,417; Mileage 90,972. Stainless 3,000 US gallon tank. 28" blower with 2,309 hours. \$265,000

Tim 810-217-5764, MI

P08

2007 Kaufman pipe trailer stocked with 6" aluminum band-lock pipes, joints and fittings - \$15,000. 2010 J & J pipe trailer stocked with 4" & 6" aluminum band-lock pipes, hoses & clamps - \$7,500. Call Tim 810-217-5764 (P08)

JET VACS



2014 Vacall AJV1215 on Freightliner 114SD chassis. Allison 3000RDS automatic transmission. Myers DP85 water pump 85gpm @ 2,000psi. Roots 800RCS 18"Hg blower @ 4,000cfm. 12-yard debris body. 1,500-Gallon fresh water capacity. Extendable rotating boom. 600' 1" hose reel. 6 UNITS AVAILABLE WITH SAME SPECS. Very clean, well-maintained units. Low hours. Email/call for more info. \$249,000 each. Possible multi-unit discounts.

**Garth.Loew@pcg.com
901-377-3289, TN**

P08

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

JETTERS-TRAILER



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

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

PBM

LEASE/FINANCING

Quick and easy financing for new or used equipment — without all the headaches. **Credit is not an issue.** We have working capital available for commercial equipment purchases \$10,000 to \$2,000,000. **BSG Services** - Call 866-259-5370 or email bsgfin@earthlink.net (PBM)

Western Equipment Finance, a bank-owned direct lender, is committed to continuing to help you prosper. All equipment types, new or used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can trust, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (PBM)

PORTABLE RESTROOMS

4,000 used portable restrooms for sale. Updating our fleet to the new Zenith portable restrooms from Sansom Industries. Prices range from \$125 - \$325. Call Jim Reisinger @ 314-776-4000. (PBM)

From my inventory to your job site, \$310 each. Blue color. Florida panhandle. Email dwwillson@outlook.com (P08)

250 Two-tone grey PolyPortables Integras. All in excellent, rentable condition. WILL NOT LAST! \$200 per unit. 800-634-2085 NY (P10)



2004 Freightliner M2 Mercedes engine portable toilet truck. 6-speed manual, air brakes, under CDL, 168,644 miles. 1,100/450 gallons, MEC 5000 pump. Dual side service, air pressure water tank, 2-unit toilet carrier. \$28,000

**Call/text Bill
614-496-5571, OH**

P08

PORTABLE RESTROOM TRAILERS

Existing PRO looking to purchase used Wells Cargo Comfort Elite restroom trailers. Interested in the newer Ultra Lav models as well. Also interested in Ameri-Can models potentially. Call to discuss anytime. Jamie Hunter 317-439-9383. (P10)

2017 Satellite Suites ADA Plus 2 restroom trailer, Spa interior. 300-gallon waste, 105-gallon fresh tank. A/C with forced-air heaters. Stereo, hot water. Excellent condition. \$41,500. Bo@thelovelyloo.com; https://satelliterestroomtrailers.com/models/6x19-ada-plus-2/ (P08)

2015 Black Tie Products Eltia 22 Restroom Trailer. 7 stations total. A/C, winterization package, solar package among other options. In-house financing available. Asking \$37,500. Call Brian @ 605-444-1102. (P08)

2011 Rich restroom trailer, 6-station with AC/heat. Also an onboard water tank. Price \$19,500. Call 901-452-7040, ask for Megan or Josh. (P08)

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



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

**TexLa Services
936-641-3938**

Check us out on Facebook! P08

PORTABLE RESTROOM TRUCKS



2007 International 4300, 2,000-gallon aluminum tank (1,500 waste/500 water) Jurop Model PN 58D pump. 155,000 miles. \$39,900

**Call 305-835-9030
or 786-908-5436**

P08



2011 Hino 268, under CDL, 165k miles, automatic, a/c. Abernathy 1,100 waste/500 fresh, Masport HXL75V pump. Dual side service, Burks water pump. \$45,000. For more information:

**330-733-9000, OH
pflynn@ur.com**

P08

2015 Dodge 5500, 4x4, diesel, Crescent tank, 2 freshwater tanks, 101,000 miles. \$57,000. Call or text 785-477-2254 for pics or more info. (P09)

2012 Ram 5500 diesel, automatic, 2WD, Satellite 650/300 tank with two-unit carrier. 201k miles. \$30,000 OBO. Call 800-275-3616 (P08)

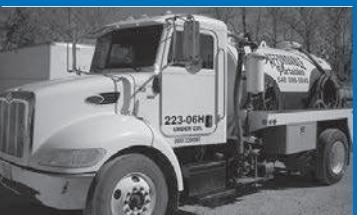
PORTABLE RESTROOM TRUCKS



2006 Freightliner M2, under CDL, air brakes, 5-speed auto shift, air ride, 143,723 miles. 1,500/500 aluminum Progress tank, Masport HXL4V, DC-10 water pump, dual side service. \$32,000

614-496-5571, OH

P08



2008 Peterbilt 330, PX6, 2500 RDS, 297,970 miles, 15,138 hours. New tires, new transmission at 256,801 miles. Abernathy 1,100/400. Asking \$33,000 OBO. **2006 International 4400**, DT466E, 6-speed, 321,878 miles, 9,099 hours. Tires 85%. Abernathy 700/300. \$27,000 OBO. Both trucks still in use.

Robert 540-309-5288, VA

P08



2012 Dodge Ram 5500 2x4 portable toilet truck. 158,159 miles. 6.7 Cummins diesel. Runs well, but needs some work (PTO and some engine work...) Crescent 250-gallon water/550-gallon waste tank. Dual side Tiger Tail hoses. Truck located in southern Dutchess County, NY. \$21,000 OBO

For more information, email:
fcarrano@njcassociates.com
or text 845-260-5689

P08

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. \$40,000 OBO. 608-835-3459; sales@buckyspt.com (PBM)

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

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)

PORTABLE SHOWER TRAILERS

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

POSITIONS AVAILABLE

Established portable toilet service and rental business looking for an Operations Manager to run and oversee 16 pump trucks and personnel. Hands-on, day-to-day operations required. Procurement of new clients and maintaining of existing clients requiring excellent communication skills. Must have proven experience in the portable toilet service and rental business. Bilingual English/Spanish preferred. Send resume for consideration to landmark36@yahoo.com (PBM)

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

POSITIONS WANTED

Looking for a management position. Have 20+ years of supervising over 100 employees with one of the largest providers of portable restrooms, elite trailers, septic pumping, and temporary fence in the NJ, NY, & PA areas. Excellent computer, route management, and phone skills. Have a Class A CDL with a perfect driving record. Recently divorced and willing to relocate. For a resume, please email: vansntd@aol.com or call me: 732-354-2351. (PBM)

PUMPS

Brand-new Fruitland/Transway vacuum pump – never used. Also available: Scrubber with 4" connections, includes tractor trailer mounting hardware. Call for photos and more details. 951-734-8816 (P10)

New, used & rebuilt pumps, tanks and parts. Fruitland, Masport, Challenger, Moro, Conde, Jurup, Roper. Oklahoma-based for 25 yrs. FOR ALL YOUR TANK TRUCK NEEDS. 866-735-7327 (P01)

Buy & Sell all makes and models, new & used vacuum pumps, blowers, high-pressure water pumps, new and good used replacement parts. Buy discounted pumps online 24/7. Call us for a current inventory list. www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648) (PBM)



1989 Ford L8000 with 1995 2,500-gallon Transway tank. Truck has 7.8L engine and 10-speed transmission. Runs good. Asking \$11,000 OBO

Call Joe 716-417-5962, NY P08



2001 Ford F750, 7-speed, 122,000 original miles. 250hp Cat. 2,100-gallon tank, 150 ft. of hose. Good rubber runs good. Original owner. \$25,000

724-433-4149, PA

P08

RENTAL EQUIPMENT

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

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

ROLL-OFF TRAILERS

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



2010 International, 3,600-gallon steel tank, Masport HXL400. Call for pricing.
TSI Tank Services, Inc.
866-720-4999, RI

P08

SEPTIC TRUCKS



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! P08



1994 International 4900 powered by a DT/DTA 466 engine. Equipped with 3,000-gallon steel tank w/hydraulic rear door/hoist and Battioni 720 vane pump. 282,480 miles, engine overhaul < 10,000 miles. Freshly painted truck/tank. \$42,500. Please call Ronnie for more information.

336-404-2813, NC

P08

2013 International vac truck with brand-new 2,500-gallon tank and accessories. New red and black paint. Tires have 50% rubber, good cold a/c, radio, power windows and steering. Air brake. GVW 33000, 10-spd transmission. MaxxForce engine is 330hp with engine retarder. \$55,000. WE DELIVER ANYWHERE. Call Jerry for more information: 239-656-2774 (P08)

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



1996 Freightliner with 1978 Thompson vacuum trailer. Cummins N14 engine, Eaton transmission. Lambardini motor on trailer with Gardner-Denver pump. Has 656,400 miles. Truck and trailer was used for septic hauling. Asking \$22,500

Contact John Froehlich
Valley Pumping Service, LLC
661-588-0258

P09



2006 Freightliner, 2,800-gallon aluminum tank with Masport pump. Jet with 100 gallons freshwater. Needs new motor. \$12,000 FIRM. More photos upon request.

954-214-3799, FL P08



2004 International 4400, DT466, Allison automatic, 33,000 GVW. 2,500 gallons, see-level gauge, Fruitand RCF500. Power windows, a/c. \$49,995

406-696-2919 P08



2009 Hino 268: Brand-new 2,300-gallon aluminum tank. Brand-new Jurop PN84 pump. Under CDL. 176k miles. Delivery, financing, and warranties available. \$57,000. Located in Central Arkansas.

Call Caleb 281-914-1192 P08



1998 Freightliner - Purchased and custom-built in 2009 with new tank, pump and pressure washer. 4,000-gallon steel tank, Jurop 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. Asking \$20,500

727-392-1352, FL P09



2010 Peterbilt 335: 223,000 miles. New tires, new batteries. 2,600-gallon waste, 125-gallon freshwater. Lely tank new Dec. 2016. Jurop pump. High/low pressure water pumps. 100' high-pressure hose. Aluminum tool boxes. 200' 3" suction hose. Work-ready. \$55,000

214-679-4901, TX P09



2013 International 4300 chassis with 1,800-gallon, carbon-steel vacuum tank for septic waste. 200 gallons of freshwater mounted onto chassis in 2016. Also includes 200 feet of 3-inch suction hose. Mileage 113,615. Asking price \$40,000

Contact Jerrial 979-966-7378
bjbjrwn815@gmail.com, TX P08

LIST YOUR TRUCKS AND EQUIPMENT FOR SALE IN THE PAGES OF PUMPER:

[www.pumper.com/
classifieds/place_ad](http://www.pumper.com/classifieds/place_ad)



2012 Peterbilt 367 – only 96,000 miles – loaded. Dual air-ride leather seats, ISX Cummins motor with 18-speed Fuller transmission. Pressurized steel freshwater tank, hose reel with 70' 3/4" hose, see-level indicator in barrel with readout in cab. 6,000-gallon steel tank built by Imperial Industries. Masport 400 liquid-cooled vacuum pump, 6" discharge, several 4" inlets, heated valves. Durabrite rims. Thanks for looking. \$130,000

Call Clint 845-494-0000, NY P08
or email clintk@callclint.com



1998 Ford pumper truck, 33K GVW, Spicer 7-speed transmission. Tank built by Abernethy in North Carolina. 2,500-gallon single-compartment tank, Masport pump. Ready to work. Call Ken for more information and details:

864-444-7316, SC P09



2000 Mack E7: 380hp, Eaton-Fuller 10-speed transmission, Masport vacuum pump. Brand-new 3,600-gallon tank – never been used. Brand-new paint. Tires 95%. \$45,000

Call Scott 763-213-8235, MN P08



I have two (2) 2009 Hino 268s, both under CDL. One has 139k miles, the other has 177k miles. Both automatic. We can mount brand-new 2,100-gallon tanks to either truck. Each truck will have brand-new pump, tank and PTO. \$56,000 each. Delivery, financing and warranties available. Located in Central Arkansas. For more details/pictures call Caleb at 281-914-1192. (P08)



2006 Sterling: 3,600-gallon Imperial tank, NVE 367 vacuum pump. Digital gallon indicator and sight glasses, heated valves, Rhino-lined, toolboxes, full lockers, new tires. Mercedes 300hp with 10-speed. 178,000 miles. Polished aluminum rims. Can text many photos. \$53,000 FIRM

309-221-5100, IL P08



2003 International 4400, 2,000-gallon tank, Jurop 260 pump, 6-speed, 115,000 miles. \$30,000

336-302-2048, NC P09



2001 International 4900, 2,500-gallon Lely tank, Honda jetter, 228,000 miles. \$30,000

336-302-2048, NC P09

1992 Ford L8000: 275hp diesel, auto. transmission, new tires 5,000 miles ago. 2,650-gallon vacuum tank built in 2001, Jurop LC420 installed last year. Cab and frame painted last year. Single axle with a lift axle. 80k original miles. \$19,750. Call or text 734-777-0390. (P08)

2007 Freightliner M2-106 Business Class: Clean, low mile PRE EMISSION truck. 250hp, 6-speed manual transmission, 165k miles, 5,800 engine hours. New virgin 11R22.5 tires mounted on aluminum rims. New brake shoes and drums. Complete service of all fluids and filters. Recent DOT Inspection. New 2,500-gallon vacuum tank, LED lights, spray-in liner on troughs. 3" inlet with brass lever valve and stainless steel cam locks, 4" discharge with brass lever valve and stainless steel cam locks. Large 400cfm vacuum pump. Best of everything. 5-year tank warranty. \$58,000. Delivery included to lower 48. Call or text 734-777-0390. (P08)

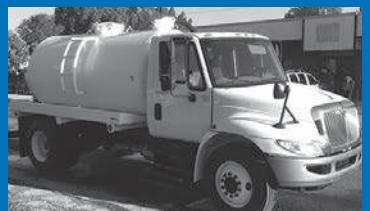
SEPTIC TRUCKS



2013 Freightliner Cascadia vacuum tank truck, Cummins ISX15 @ 525hp, 18-speed, 20/46 on Hendrickson, differential lock. 110 barrel, 4,700-gallon Curry vacuum tank, Masport pump.

Premier Truck Sales & Rental, Inc.
833-615-3400

www.premiertrucksales.com P08



2011 International 4300: DT466, Allison automatic, under CDL. 144k miles. NEW 1,800-gallon steel vacuum tank and new Jurup PN84 vac pump.

Call JR @ 720-253-8014, CO PBM



2013 Freightliner 114SD vacuum tank truck, Detroit DD13 @ 450hp, 18-speed, 20/46 on Hendrickson, double frame. 110 barrel, 4,700-gallon Curry vacuum tank, Masport pump.

Premier Truck Sales & Rental, Inc.
833-615-3400

www.premiertrucksales.com P08

Selling septic trucks and a septic tank stake truck with 16-unit carry capacity - \$12,000. 1,100-gallon capacity International septic truck - \$12,500. GMC TopKick with 700-gallon capacity - \$6,00. Location: Brighton, Michigan. Call 810-217-4639, ask for Bart. (P08)

2008 Sterling Acterra, 187k miles on a Cummins ISC 8.3, automatic transmission, under CDL. We can mount a brand-new 1,870-gallon or 2,100-gallon tank to it. Truck will have brand-new pump, tank and PTO. \$51,000. Financing, delivery and warranties available. Located in Central Arkansas. Caleb 281-914-1192. (P08)

New 4,000 U.S. gallon, aluminum vacuum-pressure tank mounted on a 2019 Freightliner M2-106 cab & chassis with an NVE 877 fan-cooled pump. (Stock# 13796) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

2019 Peterbilt 348 with a new 4,000-gallon aluminum vacuum tank and NVE 866 pump. (Stock# 13789) 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)



1994 Volvo WG64 with Presvac 3,300-gallon, two-compartment tank (2,300/1,000). Cat 3406, 400hp with Fruitland 1200 vacuum pump. \$27,500

KLM Companies
617-909-9044

PBM



1998 Ford septic truck with 3,500-gallon carbon-steel vacuum tank. CAT 350hp with Fuller 8-speed transmission. Rebuilt Presvac PV750 vacuum pump. Ready for work. \$35,000

KLM Companies
617-909-9044

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)

1995 Freightliner, Detroit diesel, 13-speed, 3,365-gallon vacuum tank, Masport W75 pump. 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)

2012 International 4300, 33,000 GVW, DT466, 245hp, Ultrashift automatic. NEW 2,500-gallon steel or aluminum vac tank - your choice. New Fruitland 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 Fruitland pump. Build in progress. 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 Fruitland vac pump. Call JR @ 720-253-8014, CO. (PBM)

New 4,800 U.S. gallon, aluminum, vacuum-pressure tank mounted on a 2019 Volvo VHD tri-axle cab & chassis with an NVE 866 fan-cooled vacuum pump. (Stock# 13796) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

New 5,000 U.S. gallon, aluminum vacuum-pressure tank mounted on a 2019 Volvo VHD tri-axle cab & chassis with an NVE 4310 PD blower package. (Stock# 13796) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)



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

Call 269-751-5167, MI PBM

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)

TANK TRAILERS



2002 Heil pup trailer, 5,040-gallon capacity. \$9,975. This would make a good temporary storage option just as it is or mount it on your truck to be a transport unit. Total length is 35', tongue is 11.5". DOT407AL, 5,040-gallon, 1-compartment, air-operated internal valves. 4" API "Y" bottom loading. Vapor recovery w/ brake interlock, offside gravity drops (1) L/H hose tube. Aluminum ladder at front of trailer, 11R22.5 rubber on all-aluminum wheels, air suspension, cam brakes.

Jeff 803-415-7241, NC P08

SERVICE/REPAIR

Dynamic Repairs - Inspection Camera Repairs: 48 hour turn-around time. General Wire, Ratech, Ridgid, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. **Rental equipment available.** For more info call Jack at 973-478-0893. Lodi, NJ. www.dynamicrepairs.biz (PBM)

TANKS



New 2,000- to 2,500-gallon aluminum tanks with lights; New 1,800- to 2,500-gallon steel tanks with lights. In stock, ready to ship.

Call JR @ 720-253-8014, CO PBM



1986 ST&E stainless steel tank trailer with 6,800-gallon capacity, gas-powered pump and spring suspension. It was used in Arizona for pumping cooking oil out of restaurants. I am selling it for \$12,950. Please call Curt at 602-487-4777. (P08)

TOOLS

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

Crust Busters: Portable, lightweight machine, guaranteed to mix up septic tanks and grease traps! Save time and money! www.crustbusters.com, 1-888-878-2296. (PBM)

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

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

TOYS

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

TRAILERS- VACUUM/TANKER



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

Call Kyle
800-558-2945 Ext. 424 PBM

TRUCKS - MISC.



2015 Peterbilt 567 portabale water truck, Paccar @ 485hp, auto., 20/46 on air-trac air-ride. 4,200-gallon tank, portabale water, stainless steel. Centerline tank and trailer.

Premier Truck Sales & Rental, Inc.
833-615-3400
www.premiertrucksales.com P08



2017 International 4300 dump truck, Cummins engine, 24,000 miles. 16-ft. dump body. \$49,900

Call 305-835-9030
or 786-908-5436 P08

1987 Peterbilt tank truck, 3,600-gallon capacity, Masport pump, Cat 3406B engine, 15-speed overdrive manual transmission. This was an Arizona truck and has no rust. Runs strong. Call Curt at CTL Truck Sales 602-487-4777. (P08)



1997 International 4700 septic tank hauler, runs and works good. It's used every week. Automatic transmission, under CDL. It will pick up a 1,500-gallon tank and more (around 12,000 pounds). It needs minor repair, blinker switch and mud flaps. Some gauges need repair, but does not affect operations. Road worthy. Have video. Located in Georgia. Call for details. Asking \$25,000 OBO

Call 229-873-4771, GA P08

TV INSPECTION



Complete Rausch Mobile Pro System. Dealer Demo -- PRICED TO SELL. Contact Bob Pflibsen for details:

616-916-0466, MI
bob@fredricksonsupply.com P08

VACUUM EQUIPMENT

1987 Peterbilt 379, 3406B Cat engine (no blow-by), 1.2 million miles, 3,600-gallon tank, Masport pump. Runs strong. Arizona truck, no rust. \$18,750. Call Curt at 602-487-4777. CTL Truck Sales ctltrucksales.com (P08)

**LIST YOUR EQUIPMENT
FOR SALE IN THE PAGES
OF PUMPER:**

[www.pumper.com/
classifieds/place_ad](http://www.pumper.com/classifieds/place_ad)

VACUUM LOADERS



Pre-owned Vacall Model VC13 catch basin cleaning unit mounted on a 2006 Sterling SC8000 cab & chassis. (Stock# 1536V)

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



1999 International Guzzler vacuum excavator: Totally refurbished, purchased new for Big Dig Project. 27" blower, CAT engine, auto remote. Special noise-suppression equipment. Tri-axle. High-pressure wash-down system - 300-gallon water tank. \$59,500 OBO. Also available **1997 Ford Guzzler** vacuum excavator - same features as 1999 International. No washdown system. \$59,500 OBO.

617-908-1629, MA P08

WANTED

DISPOSAL PROBLEMS? Bring it to us! • Grease Trap Waste • Septic Waste • Located in SE Ohio. **A Z Sanitation** – 877-696-8741; a2zsanitation@yahoo.com (P11)

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

Septic-Scrub™

The Demonstrated Drainfield Restoration/Maintenance Solution

Backed By Science ■ Proven with Experience ■ Many Satisfied Homeowners

Septic-Scrub™ is a superior product for the maintenance and restoration of septic system drainfields. Customers appreciate that it is environmentally safe, contains no organic chemicals and does not produce any toxic by-products. Most importantly,

Septic-Scrub works.

It breaks down sulfide buildup in the biomat and soil to allow for better water absorption.

Learn more about Septic-Scrub at www.arcancorp.com.

arcancorp

P.O. Box 31057
Clarksville, TN 37040

For information on increasing sales and providing a valuable service to your customers, call Arcan Enterprises at 888-35ARCAN (352-7226)

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

1.888.428.6422

SNELSON@TANKTEC.BIZ

TankTec

Tank Technologies & Supply Co, LLC

WWW.TANKTEC.BIZ

300 to 6000 Gallons

Aluminum or Stainless



1600/400 GAL ALUM TANK

INTERNATIONAL 4300 DC10/HANNAY
HXL75, 230 CFM 2 UNIT FOLD UP TOILET HAULER
SEPTIC & PORTABLE RESTROOM SERVICE

3600 - 4200 GAL VAC TRUCKS

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



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

\$73,800

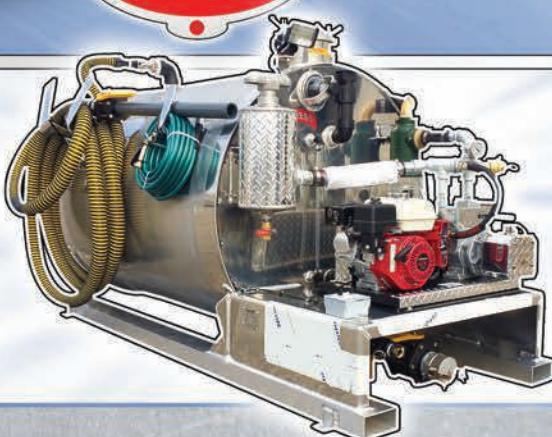
300 Gallon (200/100)
450 Gallon (300/150)
600 Gallon (400/200)
800 Gallon (540/260)
995 Gallon (670/325)

**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

 **FLOWMARK**
VACUUM TRUCKS

POLYJOHN PRESENTS

Introducing the A-List Team

Gregg DeLong Steve Baie Ray Luden Elton Tamplin and Terry Lievens

"when quality is **expected**,
choose **MORE**"



*"The only thing that
lasts **longer** than
our products is
our relationships"*

Count on our team of experts to help you get the
products and support you need to achieve success



THE Relationship

presented by POLYJOHN ENTERPRISES LTD. | THERE WHEN YOU NEED US
2500 Gaspar Ave, Whiting, IN 46394 phone (800) 292-1305

PJPUMPER.COM



POLYJOHN
there when you need us

GET THE NEW
2018 PRODUCT GUIDE
www.PJProductGuide.com





DESIGNED AND BUILT FOR PERFORMANCE

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



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

Quality... is Our Trademark

Established 1972

4131 Morris Drive
Burlington, Ontario, Canada L7L 5L5
Fax: 905-681-0411

Nationwide Sales & Service

800-387-7763 | 905-637-2353 | www.presvac.com

 **PRESVAC**