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# Pumper®

October 2018 pumper.com

WESTERN EDITION

## ROLL WITH THE PUNCHES

California's Southwest Site Services embraced new strategies when demand switched from agriculture to construction

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### A FRESH START

He didn't know what a septic tank is. But Martin Ruiz learned fast and found success with Septic Control **PAGE 18**



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<b>Normal First Year Depreciation</b> <small>(20% in each of the 5 yrs on remaining account)</small>	<b>\$ 0</b>
<b>Total First Year Depreciation</b> <small>(\$1,000,000 +150,000+0)</small>	<b>\$1,150,000</b>
<b>Cash Savings</b> <small>(\$1,115,000 x 35% tax rate)</small>	<b>\$ 402,500</b>
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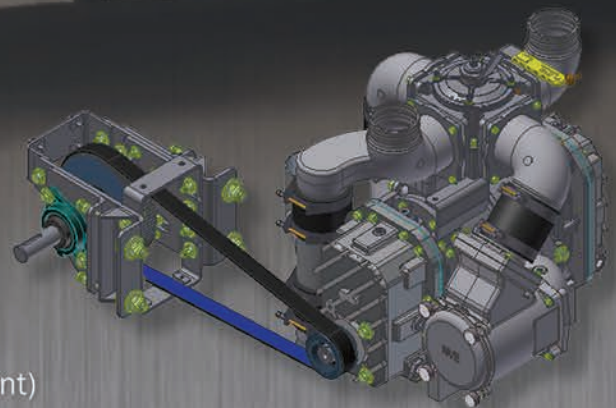
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## 36 Roll With the Punches

- Peter Kenter

When the focus switched from agriculture to construction in its region of Southern California, Southwest Site Services adapted to changing customer demands.

**ON THE COVER:** Southwest Site Services has had to adjust its service offerings from agriculture to construction customers as parts of Southern California experience rapid development. Steve Morales Sr. and Steve Morales Jr. are shown at the company headquarters in Riverside. (Photo by Collin Chappelle)

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

# It's Time for Quick Takes on Wastewater News

Happy septic users, public urination foes, and new forms of restroom vandalism are in the news

By Jim Kneiszel, Editor

**P**umping and portable sanitation stories have been popping up a lot in the news recently. That can be a cause for either cheers or jeers. Here are my quick takes on recent headlines involving the wastewater industry:

## We'll keep our septic systems, thank you!

In Lucas County (Toledo), Ohio, residents in a rare area still utilizing septic systems are saying “no thanks” to an offer to extend the municipal sewer through their neighborhood. Septic systems serve only 7 percent of county homes, and county commissioners at first approved the sewer extension for 30 homes but then backed down when a majority of homeowners showed up to say they preferred to keep their septic systems.

**My take:** The health department was not aware of any failing septic systems in the neighborhood. So if residents up and down the proposed line want to keep their functioning septic systems, I say leave them be. It's too often that municipal officials want to tap into new customers whether or not decentralized systems are effectively treating household wastewater. These citizens recognize it's more cost-effective to hire pumping professionals to maintain septic systems than pay a huge hookup bill and monthly treatment charges. And governments need to learn that the big pipe isn't always the best answer.

## Drunken pumper: This could have been a disaster.

In Boston, New York, a pumper was arrested for aggravated driving while intoxicated after crashing his vacuum truck. Nobody was hurt, the tank remained intact and no septage was spilled. The driver's blood alcohol level was measured at 0.25 percent, more than three times the legal limit, according to news accounts.

**My take:** We as an industry must take a zero-tolerance position when it comes to route drivers and alcohol. This was a particularly disturbing report — I can't remember the last time I read about a pumper arrested for drunken driving. Thankfully it's quite rare. Vacuum trucks filled with liquid loads and barreling down the highway are lethal weapons that must be handled with absolute sobriety. This guy turned the key and rolled away with wanton disregard for the safety of innocent motorists and pedestrians. This case offers a good opportunity for you to talk with your crew about the perils of drinking and driving and safe driving in general.

## Stop hating on outdoor concert restrooms.

If recent concertgoer blog posts are to be believed, nobody would set foot in a portable restroom at outdoor music festivals. One recent example is from Taysha Murtaugh at [www.countryliving.com](http://www.countryliving.com), whose tips for music fans included this: “I've used many a concert port-a-potty, and not one of them has ever been equipped with toilet paper. Pack your own, plus some hand wipes

Bloggers who like to hate on restrooms should remember that from Woodstock to Lollapalooza, these huge events wouldn't be logistically possible without pumbers.

or sanitizer for after!” Other more dramatic reviewers have said they'd rather hold it for 10 hours or run for the bushes before using a concert restroom.

**My take:** Bloggers seem to delight in dissing portable sanitation, exaggerating about the gross conditions they find at outdoor venues. First of all, I'm certain the majority of concert restrooms are well-serviced, and filthy conditions are more than likely caused by “user error” or a complete lack of respect for others. Unless you're entering a VIP trailer, nobody is expecting to find an at-home experience in a portable restroom. But it's most often acceptable. And bloggers who like to hate on restrooms should remember that from Woodstock to Lollapalooza, these huge events wouldn't be logistically possible without pumbers.

## Fighting public urination in Canada.

In Winnipeg, Manitoba, a bookstore owner says people have urinated outside of her business for 40 years. She tells Canada's Global News the situation has been getting worse, and she hopes the city will build more of what are called pop-up bathrooms — permanent-type sidewalk restrooms — to address the problem. The woman says one patron recently “proceeded to pull her pants down and wanted to pee on our steps. My sister escorted her out, but she left a trail of urine on the carpet, which I had to clean.”

**My take:** Permanent facilities are one good answer to the growing problem of public urination in urban centers. But the bathrooms requiring plumbing and significant monitoring are expensive and take a lot of time for approval and construction. They are also targets for vandalism and those seeking privacy for drug use or other criminal activity. Cities should add traditional portable restrooms to their menu of solutions to reduce public urination and defecation. They are less expensive to maintain and easily moved to address current trouble spots, and cities will find excellent partners to service them in local restroom contractors.

## Restroom vandalism takes on new forms.

In Vernon, New Jersey, a 6-year-old boy suffered chemical burns when he used a portable restroom that was pepper-sprayed by a vandal, accord-

*(continued)*

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ing to a report in the *New Jersey Herald*. At the Yellowstone Club in Gallatin County, Montana, law enforcement officials found graffiti inside a construction site restroom that threatened a job-related shooting was going to happen. They investigated further and alerted construction crews to stay away on the day violence was threatened.

**My take:** Vandalism is a frustrating and constant issue for portable restroom contractors, and recent incidents show there are always new types of threats to deal with. The case of the child injured by pepper spray is a reminder that your technicians must wear protective gear while servicing restrooms. Power-washing a unit lathered in pepper spray would present a dangerous splashing threat for your crew. And the incident in Montana shows your alert team needs to contact authorities if they discover specific threats in the all-too-common graffiti messages.

### **Parking your food truck? Get a portable restroom.**

The Ketchum, Idaho, City Council approved an ordinance for food trucks mandating a portable restroom and hand-wash station if there are no public bathrooms within 500 feet, the *Idaho Mountain Express* reports. The portable sanitation equipment has to be screened from public view. Officials say the ordinance and permits reflect the growing popularity of food trucks across the country.

**My take:** I don't know how many food truck ordinances require the rolling restaurants to employ portable sanitation nearby. It doesn't seem to be the case where I live. However, I would say it's a good idea given the crowds a good food truck can attract. The next time you stop at your favorite taco truck for lunch, look around for a restroom and hand-wash station. If you don't see them, start a conversation with the truck operator and city officials. But I wouldn't suggest the requirement of screening for the unit and sink. They should be as visible as possible for users. ■

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**BUSINESS EXPANSION**

## tips for a smooth transition

It's different for every company, but inevitably your business will reach a point where you start to think about expansion. Whether you're looking to branch into a new state or trying to increase your market share in your current territory, it's a big step and will be a lot of work. Check out this online exclusive article for tips on how to make the process go as smoothly as possible. [pumper.com/featured](http://pumper.com/featured)

TRADE-SHOW NETWORKING

## finding the perfect truck

The importance of networking at trade shows is difficult to overestimate. Just ask Wayne Borsuk, whose Classy Truck is largely indebted to a manufacturer he connected with at the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show. Borsuk says attending the trade show was a valuable way for him to learn more about what industry manufacturers have to offer.

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

— *Overcoming Adversity: Three Pumpers Share Their Stories*  
[pumper.com/featured](http://pumper.com/featured)

TROUBLESHOOTING  
DRAINFIELDS

## a system walkthrough

One area of concern when an onsite system is experiencing problems is the drainfield. In this online article, writer Jim Anderson of the University of Minnesota walks readers through troubleshooting a drainfield and its surroundings, paying special attention to distribution boxes, drop-boxes and valve boxes.

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DIVERSIFYING SERVICES

## inspection tools are key

Snowbridge Inc. started out in 1976 as a small septic tank pumping company. Today, its diverse services also include septic system repair and replacement, a wide array of municipal pipe services, and residential and commercial drain and sewer lateral cleaning and repair. To do all that, though, the company leans heavily on its quality inspection equipment. [pumper.com/featured](http://pumper.com/featured)

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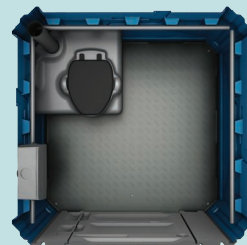
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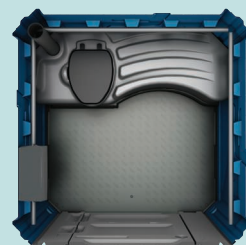


Multiple Patents Pending Foreign and Domestic

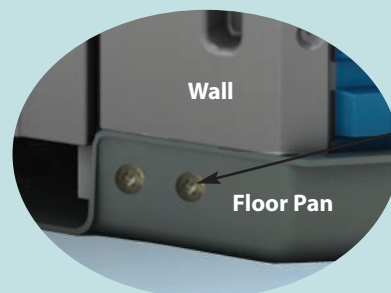
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# A FRESH START

**At first, Martin Ruiz didn't even know what a septic tank was. Today he owns a profitable pumping and portable restroom business in Southern California.**

By Betty Dageforde

In 1998 Martin Ruiz knew nothing about septic systems and never imagined he'd one day own a company in the wastewater industry. But with an unexpected career change, Ruiz landed in a management position for California's Andy Gump Temporary Site Services, then eventually bought a small Gump subsidiary, Septic Control, in Phelan, California.

Talk about a second-career learning curve!

It's been a wild and gratifying ride for Ruiz and his wife and business partner, Martha Ruiz. Today they have four technicians under their wings and three vacuum trucks and offer a broad menu of wastewater services to their customers. His takeaway message to other industry newcomers: Have faith, be patient, and don't give up on yourself.

*(continued)*

Martin Ruiz, owner of Septic Control in Phelan, California  
*(Photos by Collin Chappelle)*

## Profile

**Septic Control**  
Phelan, California

**OWNERS:** Martin and Martha Ruiz

**FOUNDED:** 2010

**EMPLOYEES:** 7

**SERVICES:** Septic pumping, installations and inspections; portable sanitation

**SERVICE AREA:** 60-mile radius

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



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**Left:** Tony Diaz, left, and Wayne Higgins pump a septic tank using a vacuum truck from Transport Truck Sales and using a Masport pump.

**Below:** The Septic Control team includes (from left) Tony Diaz, Martin Ruiz, Wayne Higgins and Manuel Simpson. In the background are two of the company's trucks, a Freightliner running a Masport pump and a Hino running a Jurop/Chandler pump. Both were built by Transport Truck Sales.



## JOINING GUMP

Ruiz's employment at Andy Gump Temporary Site Services initially seemed unlikely. During a third interview with the well-known Los Angeles-area company, Barry Gump asked only one question: "Do you know what a septic tank is?" Ruiz had to say no. "That was a downer for me," he says, "but an hour later I got a call and they offered me the position."

He managed 31 people in the septic and portable sanitation divisions. The company trained him on everything from technical aspects of septic work to service aspects of cleaning a portable restroom. They also sent him to seminars and the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show (then the Pumper & Cleaner Expo), where he learned about supervision, human resources, leadership, and customer service. The job required him to be on call 24/7, and he helped coordinate many large, high-profile events such as professional golf tournaments and the 2002 Winter Olympics.

In 2010, with the economy stalling, Ruiz was laid off at Andy Gump Temporary Site Services. But Barry Gump surprised him by offering to sell him Septic Control, located 70 miles east of Los Angeles, and actually financed the deal. Ruiz took the leap into business ownership, due in no small part to the confidence shown in him by Gump, who passed away in 2017.

“Is it hard? Yes. But I hope our story encourages other businesses or entrepreneurs that (portable sanitation) is a worthwhile business to get into.”

**MARTIN RUIZ**

## ROLL UP YOUR SLEEVES

Septic Control currently offers pumping, onsite installations and inspections, as well as portable restroom rentals. They work within a 60-mile radius. Martha Ruiz takes care of the office; daughter Lynda Ruiz handles permits, reporting requirements, and online activities; and Manuel Simp-

son, Wayne Higgins, Bulmaro Diaz, and Michael Garrity work in the field with Martin Ruiz.

The business came with one vacuum truck, a 1997 Freightliner FL70 with an 1,800-gallon stainless steel tank and Masport pump, and an office trailer located on a rented lot. There were two company phone numbers, no customer list and no employees. Ruiz took off his management hat and prepared to get his hands dirty.

"It was so hard," he admits. "I'd be taking the calls, pumping, invoicing, everything. It was a shocker of a learning experience in terms of doing all the other things I wasn't accustomed to doing because Andy Gump had other folks to do that. Just getting in and out of the truck was a task for me because for a guy who had been mainly behind a desk, I was overweight."

The small tank size on the truck was also challenging, requiring numerous trips to the treatment plant. Soon he logged onto the *Pumper* website and found a 1990 Freightliner FLD120 with a 5,000-gallon aluminum tank and Masport pump. Due to changes in California emissions laws, he sold those two vehicles a few years later and between 2014 and 2017 bought a 2009 Freightliner Columbia with a 3,300-gallon steel tank and Masport pump, a 2008 Freightliner Columbia with a 3,360-gallon steel tank and Masport pump, and a 2011 Hino 268 with a 2,200-gallon steel tank and Jurop/Chandler pump, all built out by Transport Truck Sales. He also has a 2017 Dodge Ram 3500 utility truck. Other equipment includes a Prototek locator system (AR-1 receiver and ATP-12 transmitter).

(continued)

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**Right:** Technicians Wayne Higgins and Tony Diaz begin work on a septic pumping job.

**Below:** This Hino with a tank from Transport Truck Sales and a Jurop/Chandler pump are part of a fleet updated to meet California's strict emissions regulations.



## EXPANDING SERVICES

Ruiz marketed his new company by meeting the community, running a weekly newspaper ad and developing a website. In 2014 he hired his first employee. He also added portable restrooms after receiving calls requesting them for weekend parties. Andy Gump sold him 40 used Satellite Industries units and a 2001 Ford F-550 built out by Erickson Tank & Pump with a 480-gallon waste and 230-gallon freshwater steel tank, a Masport pump, as well as a flatbed with liftgate for six portable restrooms. Today he's got 70 units, two wheelchair-accessible units and 16 hand-wash stations from Satellite Industries. They're used for parties, weddings, and local events such as the Phelan Phamily Phun Days and car shows, but construction now accounts for the bulk of his rentals.

## Supersizing the business card

When Martin Ruiz bought Septic Control, he printed his own business cards. He started with a standard size, 2 by 3.5 inches. But he soon bumped it up to 3 by 3 inches, printed front and back, to include more information. But even that wasn't enough for him, so in 2014 he went to professionally printed 4 by 5 3/4 inches — postcard size — printed front and back.

The larger size came about, he says, because he had a lot to say and to accommodate photographs. Ruiz believes pictures tell a story better than words. "It's better for customers because it's easier for them to understand." So, while the front of the card provides contact information and lists services, the back shows pictures of what they do — a septic project, a portable restroom, lids and risers, a treatment product.

The size ensures the cards won't get stuffed into wallets and forgotten. They also stand out from the crowd of business cards on community bulletin boards.

"What we've discovered is it's very eye-catching. I've had compliments from contractors and homeowners," Ruiz says.

Ruiz initially referred out installation work, but customers complained to him if they were unhappy with something so in 2014 he decided to start doing installations himself.

"That was a huge milestone for us," he says. "Because as soon as we started doing that, it just grew." He was book-savvy on regulations and setback requirements but not the actual hands-on work, so he taught himself by watching installers. He bought a 2007 John Deere 27CZTS mini-excavator equipped with 36-inch, 24-inch, and 12-inch buckets, then added a 2006 IHI Compact Excavator Sales 35VX2 mini-excavator, and finally a 1992 Case Construction King backhoe.

Responding to market needs was a concept drilled into Ruiz at Andy Gump Temporary Site Services. "That's one of the things I walked away with — that if we don't offer a service, all you're really saying to the customer is, 'Go somewhere else.'"

## BACK TO MANAGEMENT

By 2017 Ruiz had four employees, which gave him the chance to focus on his management skills. Just as Andy Gump did, he trains his staff on everything. It starts with customer contact — how to introduce themselves, maintain a professional demeanor, and answer questions. Field training includes problem-solving — a pump not working, a clogged hose, or a tank that collapses (not uncommon with old steel tanks in the area).

Ruiz also conducts biweekly safety meetings, held on payday. Topics run the gamut but often deal with current conditions such as weather and road concerns. Located in a high desert up against the San Gabriel Mountains, drivers run on everything from unpaved secondary roads — having to watch for rocks to avoid tire damage — to windy steep mountain roads, which can be so treacherous in the winter Ruiz sometimes sends a scout to determine whether a pump truck can make it.

Employees have company-issued Samsung Galaxy phones so they always have access to Ruiz for questions. Phones are also used for navigation and to call customers to let them know they're on their way.

## OPERATIONAL PHILOSOPHY

Ruiz has strong views on how to run the company, many of them developed during his time at Andy Gump Temporary Site Services. Some of his ideas include:

**Company image:** Trucks are clean and shiny. Employees are well-groomed and wear company-provided blue khaki work pants, work boots and shirts for safety and professionalism.

**Stick to business:** Ruiz keeps a professional distance between himself and his employees and customers. "I have that imaginary line between 'this is business' and 'this is buddy-buddy,'" he says.

“ I tell my guys you need to think of it as your house. Would you want us to leave a big mess? ... There is a quality of service people don't expect from us that they get. ”

MARTIN RUIZ

**Smart pricing:** Ruiz once suggested to Barry Gump that they lower prices during a slow period. Gump said no, if they did that, they wouldn't have the profit margin to sustain the division. Ruiz took the advice to heart — know your costs and charge accordingly.

**Cleaning up:** “I tell my guys you need to think of it as your house,” he says. “Would you want us to leave a big mess?” Even when a customer says, “Oh, you don't have to do that. Don't worry about it,” the company will insist on cleaning everything and putting the site back the way they found it. “There is a quality of service people don't expect from us that they get,” he says.

**Customer safety:** “Once we start digging, this is no longer regular soil: It's a construction site,” Ruiz tells his staff. “So we need to keep the customer at a safe distance.”

**Marketing:** When Ruiz realized newspaper advertising wasn't working, he started investing more in his website and social media. But focusing on word-of-mouth is the best advertising investment, he says, and that comes from great service. “And if we get it wrong, you just don't know how destructive that can be for your business. In a small community, it spreads like wildfire.”

#### A LOT OF HELP

Ruiz is grateful for all the help and advice he's gotten from friends, family and vendors. And there's no question he credits Andy Gump Temporary Site Services for a lot of his success. Every skill he learned there he's now applying to his own business. He also credits his employees. “I've shared with them that they're one of the biggest contributors to our success.”

It's been a lot of work and a huge learning experience, he says, but all worth it. “Is it hard? Yes. But I hope our story encourages other businesses or entrepreneurs that it is a worthwhile business to get into.” ■

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	7.9	30.0	4350	300	1450	24.3	0.787	20	0.906	23

Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm	RTX 30.500N
7.9	30.0	7250	500	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	27.2	0.984	25	0.906	23

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

RTX 70	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm
	18.5	70.0	3000	206	1450	25.4	1.181	30	0.906	23

Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	Bore Dia. in.	Bore Dia. mm	Stroke in.	Stroke mm	RTX 85
22.5	85.0	2200	151.7	1450	34.0	1.181	30	1.102	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
	26.4	100	1800	124	1450	27.2	1.417	36	0.906	23



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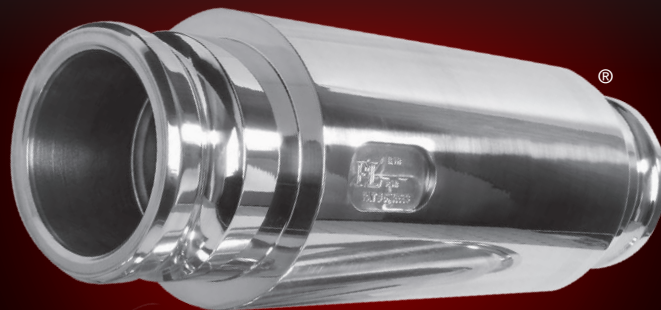
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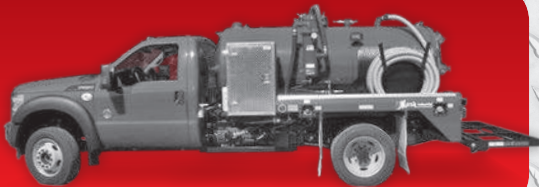
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Patricia Fripp is a speech coach and sales presentation skills trainer. Contact her at [www.fripp.com](http://www.fripp.com) or 415-753-6556.

# Refine Your Sales Pitch and Land Your Dream Customers

Remove the fluff and get right to the point when presenting your wastewater services to a potential big customer **By Patricia Fripp**

**S**ome salespeople are silly enough to think that if they talk longer, they add more value or get their point across more effectively. Actually, any prospect or potential customer for your pumping services is eager for your pitch to be presented as efficiently and memorably as possible.

You are a wastewater professional and are probably more comfortable at the job site working a hose than you are pitching for new customers. Here are eight tips to make your face-to-face sales message stand out from all the other service providers in your territory:

## 1. Build rapport.

In order to build rapport with a prospect, you need to connect emotionally and intellectually. Think of it this way: Logic makes you think; emotion makes you act. You connect intellectually with your logical argument through specifics and statistics, perhaps by talking about optimal pumping frequency or showing diagrams of a grease trap or septic system. You connect emotionally through eye contact, stories, content that creates a visual in the buyer's mind, and with "you-focused" rather than "I-focused" language. This is incredibly important if you want to sell your service.

## 2. Make your message sound valuable.

How valuable does your message sound? Here's an exercise to test its effectiveness: If you cold-call restaurants for grease service or event planners for portable sanitation, rehearse your sales presentation and time it. Or, if it is very important, consider transcribing it.

## 3. Remove fluff and fillers.

Naturally you want to remove all the unnecessary fluff and fillers. For example, avoid clichés like "Each and every one of you in the room." Cut out those unnecessary words. When your message is clear and concise, divide the number of words by the amount of time needed to deliver your presentation. You will notice how much more valuable each word has become. Make every word count!

Here is a real-life example: Barbara was a sales manager at a convention hotel. A professional association was debating whether to bring its convention to her city. Barbara was a great salesperson one-on-one, but she was facing a group sales presentation. "I'm very nervous," she confesses to herself, "How do I sell to so many people?" Thinking through these eight tips, her internal conversation went something like this:

## 4. "How much time do you have?"

"Eight minutes."

If you cold-call restaurants for grease service or event planners for portable sanitation, rehearse your sales presentation and time it. Or, if it is very important, consider transcribing it.

## 5. "Who is in your audience?"

"A convention committee from the association. About 10 people."

## 6. "What is your key idea?"

"What are you actually selling?" Barbara determines, "It isn't my hotel, because if they come to this city, they'll definitely use our hotel. I guess I'm selling the city because they are seriously considering a nearby town, too."

Then she asked herself a question that rarely gets asked: "How much is it worth to my hotel if I get their business? Half a million dollars," she knew. So, she grabbed her calculator. "Let's see. Half a million dollars divided by eight minutes. That's \$1,041.66 a second, even when you pause."

Thinking back on her old opening, Barbara took a deep breath and began: "Well, ladies and gentlemen, I hope you're enjoying our hospitality. I know ..." and she was off on a stream of platitudes.

## 7. Don't be polite; get to the point.

"That's polite," she thinks when she finishes, "and that's not a bad habit, but I don't have much time. They know who I am because I've been entertaining them. They know where they are. Make it about them."

So, Barbara revamped her opening to this: "Welcome, and thank you for the opportunity to host you. In the next eight minutes, you are going to discover why the best decision you can make for your members and your association is to bring your convention to this city and this hotel."

Then she says, "The other city is a magnificent destination, and you should definitely go there in the future. However, this year you should come to this city because ..." Then she listed the specific reasons.

This is an emotional opening because it's "you-focused." And since you never knock your competition, it's smart to acknowledge that the other city is fabulous. She connected emotionally with her audience, and the logical specifics connected them intellectually.

## 8. Logic sells, but close on emotion.

Continue your presentation with logical incentives, but end with emo-





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tion. Remember that last words linger, and your goal is to be memorable. Barbara closed with this: "Imagine years from now when your attendees are sitting around a convention lobby reminiscing about the best conventions they've ever attended, and they talk about their experiences in this city at this hotel. And you'll know you were part of that experience because you were on the planning committee."

**GET TO THE PITCH**

You now have eight tips that add value to your words and make your message memorable. Use Barbara's model of how to connect emotionally in the beginning and end of a presentation and connect intellectually in between. Plus, you will be making your words sound more valuable.

Good luck! Persuasive presentations give you a competitive edge. ■

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The Southwest Site Services team includes (front row, from left) Gladis Gonzalez, Anthony Morales, Blanca Morales, Steve Morales Sr., Steve Morales Jr. (holding Steven Joseph Morales), and Jessica Morales. Back row, from left, is Sandra Arroyo, Vanesa Banuelos, and Stephanie Gallegos. (Photos by Collin Chappelle)



# ROLL WITH THE PUNCHES

**When the focus switched from agriculture to construction in its region of Southern California, Southwest Site Services adapted to changing customer demands**

By Peter Kenter

**S**outhwest Site Services of Riverside, California, has an enviable problem — this family-owned business is growing so fast that its owners are finding it a challenge to keep up the pace. The secret? Keeping an ear to the ground to find new opportunities, whether that means pivoting from agricultural to construction clients for portable restroom rental business or adding a profitable new fence-rental service to its offerings.

Southwest Site Services was founded by Steve Morales Sr. and his wife, Blanca Morales, as So-Cal Portable Restrooms in 2006. Company growth has been rapid. In addition to portable restroom rental and service, Southwest Site Services offers holding tank rentals for construction trailers, septic pumping, and temporary fence rentals.

Steve Morales Jr. has been part of the business since age 15, keeping track of restroom inventory, typing invoices, setting up phones and running computer systems. Two Ford trucks provided delivery and service: An F-650 ran until it blew a piston, while an F-450 hauled a flatbed with a repurposed tank mounted on it.

(continued)

## Profile

**Southwest Site Services**  
Riverside, California

**OWNERS:** Steve Morales Sr., Blanca Morales and Steve Morales Jr.

**FOUNDED:** 2006

**EMPLOYEES:** 30

**SERVICES:** Portable restroom rental and service, holding tank rentals, septic tank pumping, hand-washing station rental, temporary fencing

**SERVICE AREA:** Riverside, Orange, Los Angeles, San Diego, San Bernardino and Ventura counties

**AFFILIATIONS:** Building Industry Association of Southern California, National Association of Home Builders

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



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**Left:** Technician Carlos Rubalcava uses a Hino truck built out with a tank from Progress Tank and a pump from National Vacuum Equipment to clean PolyJohn restrooms and hand-wash stations.

**Below:** Rubalcava prepares to clean a row of PolyJohn restrooms at a warehouse in Fontana, California.

“My dad did everything that didn’t involve the office, and my mom took the calls,” he recalls. “I learned the business as I went, but what was most important was that I was building a sense of professionalism.”

Riverside is about an hour drive east of Los Angeles. In 2006, nearby Orange County and the surrounding area were dominated by agriculture.

“The portable restrooms were used for field labor, and we typically rented out 40 to 50 units per location to agriculture clients,” Morales says. “We were welding our own homemade restroom trailers. We were busy enough to hire our first employee a year after launching the business.”

Morales took time off to earn a degree in music composition theory at Cal State and graduated in 2013. He was soon engaged to be married.

“My father asked me how I was going to support a family, and he offered me a position and part ownership of the business,” Morales says. “But he used the Spanish word ‘chingarle,’ which basically means that I would be expected to work my butt off.”

## CONSTRUCTION TAKES OVER

Revenue in 2014 was about \$1 million, but as chief operating officer, Morales saw problems on the horizon as former agriculture clients began to sell off their properties for housing development.

“I did the logical thing,” he says. “If buildings were replacing agriculture, I would search out the builders. I got a big break with my first builder and then aggressively pursued building contracts, meeting in person with any builder who showed interest to seal the deal.”

The efforts have paid off. Construction contracts now total 85 percent of portable restroom revenue, with events and agriculture making up the rest.

Morales Sr. demonstrated his business acumen when he noticed the large number of fences going up at construction sites and encouraged his son to begin offering fence rentals in the area. All told, revenue for 2017 has

“ If buildings were replacing agriculture, I would search out the builders. I got a big break with my first builder and then aggressively pursued building contracts, meeting in person with any builder who showed interest to seal the deal. ”

**STEVE MORALES JR.**



almost tripled since 2014 at \$2.8 million.

Today the company employs 30 workers, with fieldworkers cross-trained to help out in anything from pumping to delivery and fencing. The company offers service in six counties: Riverside, Orange, Los Angeles, San Diego, San Bernardino, and Ventura.

## BUILDING THE INVENTORY

The restroom inventory is on the way to doubling from about 500 units in 2013 to 840 today. It includes 300 Glacier II units from Five Peaks, 450 PJN3s and 75 ADA-compliant units from PolyJohn, and 15 VIP restrooms from NuConcepts. The company also offers 500 hand-wash units, the majority PolyJohn Bravo models. Southwest Site Services also offers both roll-fencing and modular panels, 150,000 linear feet in stock, most often supplied by Builders Fence Co.

Southwest Site Services now operates eight vacuum trucks. The Ford section of the fleet features a 2015 F-750 with a 1,500-gallon waste and 500-gallon freshwater aluminum tank (Progress Tank), a 2000 F-450 with a homebuilt 700-gallon waste and 300-gallon freshwater steel tank, a 2005 F-650 with a homebuilt 1,000-gallon waste and 500-gallon freshwater steel tank, a 2015 F-650 with a 1,500-gallon waste and 500-gallon freshwater aluminum tank from Progress Tank, and a 2015 F-750 with a 1,500-gallon waste and 500-gallon freshwater aluminum tank from FlowMark Vacuum Trucks. All Fords are outfitted with Masport pumps.

*(continued)*



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A pair of Hino 268 trucks are fitted with aluminum tanks. The 2018 features a 1,600-gallon waste and 400-gallon freshwater FlowMark tank and Masport pump. The 2019 features a 1,500-gallon waste and 400-gallon freshwater tank from Progress Tank and pump from National Vacuum Equipment.

A 2014 Dodge Ram 5500 rounds out the fleet with a homebuilt 900-gallon waste and 350-gallon freshwater aluminum tank and Masport pump.

A pair of Fords — a 1999 F-350 and a 2017 F-550 — are assigned to haul portable restroom trailers. The company employs two homebuilt 14-unit restroom trailers.

Three Ford F-550s are designated fence trucks, a 2016 and a pair of 2017s. They haul fence components using two homebuilt trailers.

General-purpose pickups include: two 2000 Fords, an F-350 and an F-250; and a pair of Dodge RAM 1500s, a 2015 and a 2017. They're occasionally called into service to support portable restroom or fence operations. Welding and common maintenance and repairs are performed in an on-site shop.

Southwest Site Services has recently moved from a tiny office to a property of about an acre, complete with a 2,200-foot office building. The company has also leased a half-acre property to house the fence operations.

Special events — including the annual Riverside Tamale Festival, which uses 50 restroom units each year — round out the revenue picture dominated by

Technician Ismael Negrete moves a Five Peaks restroom in the Southwest Site Services yard.



“ Right now, as we grow, our most important resource is people. Each person here knows that they have the potential to build an entire department beneath them. ”

STEVE MORALES JR.



Steve Morales Sr. and Steve Morales Jr.

## Built on family

Southwest Site Services of Riverside, California, is a family business. And while the Morales family counts on each member to contribute their particular skill to the business, it's the success of the enterprise that keeps them together.

Steve Morales Sr. is the company's president and CEO, while his wife, Blanca Morales, is chief financial officer and handles general ledger accounts and financing. Son Steve Morales Jr. is chief operating officer, and his wife, Jessica Morales, is the human resources specialist. Stacy, Steve Morales Jr.'s sister, is the company's customer solutions specialist who also handles records compliance.

“You can all come together to work as a family, but it's the promise of success that keeps everybody motivated,” the younger Steve Morales says. “Right now, as we grow, our most important resource is people. Each person here knows that they have the potential to build an entire department beneath them.”

The family atmosphere extends to all employees, who also know they have the opportunity to grow with the company. New company policies are discussed on the shop floor before implementation. When new hires are required, Southwest Site Services typically canvasses its existing employees first. Do they have trusted family members who have the skill sets to take on the new positions?

“My father's job is to represent the tradition of the company,” Morales says. “My job is to look to the future, see the possibilities for the business. I'm taking what he started, and I want to develop it into something he never imagined. I'm ambitious enough to want to change everything at once, but my father is the traditionalist who gives everything a second look and needs convincing first.”

Morales says succession planning isn't a big concern. He'll be the next generation to head up the company. His infant son, the third Steven, already appears to have the determination of a future executive.

“There's something about the way he carries himself,” Morales says. “I think he'll work out.”

construction work.

### GROWING PAINS

Morales works to modernize the business wherever possible. He's learned to optimize the company website and switched some purchasing contracts to Amazon.

“We've also worked to rationalize our supply contracts so we can set up regular accounts with our suppliers,” Morales says. “Prior to that, a lot of our supplies were coming from The Home Depot. That not only had us bleeding money on supply costs, but used up a lot of employee drive-time.”

Hiring remains the company's biggest challenge. The company consistently

outgrows its own labor force.

“We'd like to have a full-time maintenance person and a full-time fabricator,” Morales says. “But we're often using those people to set up fences or perform portable restroom service. In the past, we used to fabricate a lot



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As Southwest Site Services meets the challenges of continued growth, Morales works to make the business more efficient. He continues to explore the opportunities of online advertising, a more efficient digitized order system, a more responsive inventory system and GIS capabilities to track equipment.

"As we catch up on hiring, we're looking to efficiency to help us reach the next level," he says. "Growth is our biggest challenge — but it's a great challenge to have." ■

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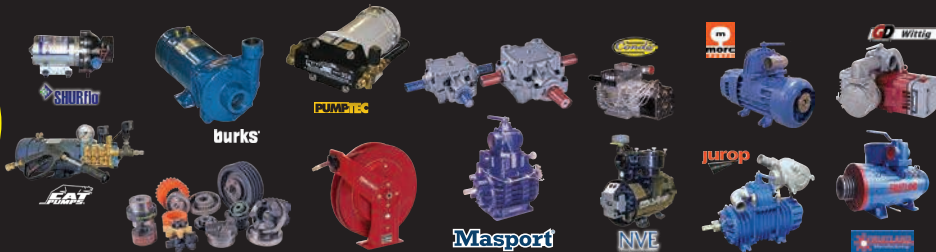
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# Take Steps to Protect Your Valued Crew from Vocational Hearing Loss

Pumpers and installers are constantly exposed to loud noises that can cause permanent damage

By Jared Raney

**G**ene Morris, industry veteran and Jarvis Septic & Drain owner, can attest to the dangers of noise exposure over time: “I’m 56, and my hearing above 2,000 hertz is gone. It’s just from not wearing hearing protection in my younger days.”

It’s a common trend among older operators and contractors. Despite regulations for hearing protection, this safety issue struggles for recognition and enforcement.

“We as young men think we’re Superman, and we’re never going to have those kinds of issues,” Morris says. “I do think the noise coming off the equipment, and even in general — the years and years and years of riding in the trucks — does take its toll on the hearing of the driver.

“Most of those older gentlemen who have experienced some hearing loss realize, ‘Oh, I better do something before it’s completely gone.’ I certainly think it’s something that needs to be addressed by the business owners to protect their employees because there is definite hearing loss associated with the industry.”

## INDUSTRY REGULATIONS

Risk of damage to your hearing is a combination of how loud the sound is, how close you are to the source of the noise, and how long you’re exposed to that noise. “It isn’t a solid, continuous sound at a particular level. The measurement that they require is what they call a time-weighted average,” says Julie Steding, marketing manager for Sonetics.

Normal conversation is around 60 dB. Occupational Safety and Health Administration guidelines require mitigation when sound reaches 90 dB over an eight-hour shift.

Though that seems like a small difference, “The decibel scale is logarithmic; it’s not linear. A 1 dB increase is a tenfold increase in the actual level of sound, so it scales up very quickly,” Steding says. “The difference between 60 and 90 is very noticeable. There’s no mistaking that there’s loud noise going on.”

At 100 dB, the allowable time frame for exposure is 2 hours. At 115 dB, OSHA guidelines show damage can occur after only 15 minutes of exposure or less.

“If you stand at the back of a vacuum truck and you open the valve and let the air free flow into the vacuum truck, you’re looking at the equivalent of a jet engine,” Morris says. “We’re in excess of 120 dB standing at the back of the truck.”

The burden is on business owners to provide mitigation when sound passes the OSHA threshold, meaning owners are also responsible for monitoring sound levels at their facilities and job sites. Fortunately, there are many ways to reduce noise for employees.

“What the regulation specifies is simply a noise level at which sound attenuation is required, or some sort of noise mitigation effort is required, and



Contractors wear Sonetics headsets to protect their hearing from the loud trucks they are using each day. The devices also allow communication to continue between the operators. (Photo courtesy of Sonetics)

that’s one thing that I think people overlook sometimes; it doesn’t necessarily have to be exclusively or even only hearing protection devices that you employ to try to mitigate the sound,” Steding says.

Sound mitigation falls into three categories: isolation, passive protection, and active protection.

## SOUND ISOLATION

Noise mitigation efforts may begin by trying to isolate the source of the noise from the general population. “So you put loud equipment in a quiet room with extra sound insulation to protect the rest of the facility from the noise of that equipment,” Steding says.

This sound isolation can be an important factor when choosing equipment. Many manufacturers, such as Imperial Industries, consider sound level in their product design.

“On our vane pumps, we locate the oil catch muffler on the other side of the truck, and with the blower, typically we locate the silencer on the opposite side of the truck as well. That helps bring down the noise,” says Kyle Haase, Imperial Industries commercial sales manager.

Remote-controlled rigs are another option, allowing operators plenty of distance from the equipment.

“Remote is the big push on our end,” Haase says. “You’re not directly

in front of the pump when you're operating. Usually you're at the actual lid or the hole, and that's where you're doing all of your operations with the wireless remote, so the end user is not standing directly in front of the pump."

If a particular manufacturer doesn't have sound-mitigating options, there are ways for contractors to limit noise on their own.

"I have found that some of the camlock fittings we use on our hoses produce a different decibel of sound," Morris says. "I stumbled on it by accident, and I've actually switched all my hose couplings."

The configuration of the coupling makes a difference on the airflow, changing the pitch. Morris also recently changed his vacuum truck over from a vane pump to a blower, which he thinks is quieter — but it may not be as simple as one being quieter than the other.

"A lot of our units use the National Vacuum Equipment blowers, and they're fully enclosed in a cabinet that is all insulated as well, so that helps reduce the noise," Haase says.

#### PASSIVE VS. ACTIVE PROTECTION

Even when doing everything possible on the equipment side, it's still heavy machinery. At a certain point, the focus needs to shift onto operators, and the simplest solution comes down to earplugs and earmuffs, which OSHA defines as passive protection.

"Passive noise attenuation is a reduction in the sound pressure level that reaches your eardrums," Steding says. "So earplugs and earmuffs tend to be passive noise attenuation, meaning they work by virtue of covering up your ears, or plugging up your ear canal. They are not employing any kind of active strategy."

There are different levels of protection even within this basic category.

"Depending on the manufacturer and the style, they have differing amounts of noise attenuation, or sound reduction that goes on," Steding says, adding that contractors need to use them properly. "I emphasize wearing them properly because there's a way to wear them improperly that will reduce their effectiveness. You don't want to just hand someone a hearing protector without any kind of instruction."

Going one step further, an active attempt for hearing safety would be some sort of technology in the hearing protector that further reduces the amount of noise a contractor is exposed to. This kind of upgrade provides added safety and communication efficiency on top of noise attenuation.

For example, Sonetics' wireless communication headsets provide 20 dB of passive protection, also incorporating "listen-through technology." It is an adjustable noise control technology

that lets in certain amounts of outside sound to balance protection and awareness on any particular job site.

#### KEEP YOUR HEARING

In industries saturated with rules and regulations, it can be easy to overlook something as seemingly innocuous as hearing safety. Contractors who have been around long enough can tell you it's worth keeping in mind — and not just for the benefit of employees.

"Hearing protection should be provided. It should be mandatory that it be worn," Morris

says. "Even though it's not popular, if the employee is not using the hearing protection, the business owner should write them up to protect themselves from a possible OSHA violation."

As the invisible threat, its effects can take a long time to manifest, as Morris and many contractors like him are lamenting later in their careers.

"It's something that young men need to realize — that you can lose your hearing around this type of work," Morris says. "Like I said, in our younger days we think we're Superman and we're invincible. Reality catches up with you, but by the time it does, it's too late." ■



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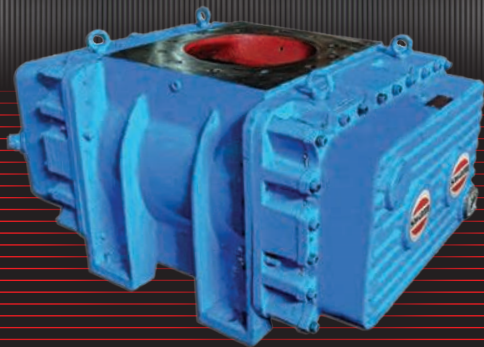
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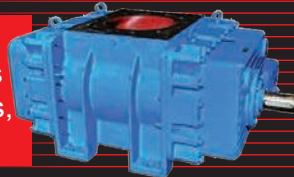


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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance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

# Does the System Have a Problem? You Better Know the Flow.

If you're not monitoring water usage, accurate analysis of system performance may be just a shot in the dark **By Jim Anderson, Ph.D.**

A few months ago, I wrote about new research done on residential water usage and how changing the estimated daily water use can impact system design, including septic tank size and soil treatment and dispersal area.

The research showed a decrease in average water use by a household from the previous estimate of 75 gallons per day per person. But questions remain whether this should result in changes to water use estimates for design purposes. The 75-gpd estimated water use per person was based on the flush toilet using 5 or more gallons per flush. Now the federal plumbing standard specifies the use of no more than 1.6 gallons per flush. Some toilets use a little as 1.28 gallons per flush.

I received a few comments and wanted to share them to promote additional discussion and, perhaps, give designers and regulators some ideas for different approaches.

## OVERSIZING SYSTEMS

One reader responded that in their area, house ownership changes on average every 10 years or less, leading them to purposefully "oversize" systems to avoid problems in the future. If oversizing was not possible, additional pretreatment was added to improve system performance.

While this approach could be followed, it should be recognized that average design estimates of 450 gallons per day for a three-bedroom house already have a level of oversizing built into them. The reader did not explain how systems are oversized, but if additional treatment area is added, this may be an unnecessary expense for the homeowner and something they will never use. Adding additional pretreatment can be a good idea to improve system performance, yet it may not be necessary.

I can only assume they are using these approaches after being "burned" by system failures due to what they perceive as changes in water-use patterns when a house changes hands. Water use may or may not be the problem. The problem could be flawed soil analysis or soil compaction during installation, resulting in the soil not accepting the amount of effluent expected. Or it could be a combination of all of the factors mentioned above.

Another reader says it's unfortunate that the onsite sewage industry, designers and manufacturers have not routinely used water meters to evaluate existing systems and to make decisions about increasing system size when additional people occupy a home.

Water meters installed to measure flows to the treatment system would make identifying problems and size decisions much easier. In addition, over time there would be a record of water use to compare with drainfield perfor-

Installing a household water meter costs roughly \$200 to \$250, which seems to be a small price to pay for information that can help the homeowner and service providers make sound decisions.

mance, providing a better picture of how much effluent the soil will accept.

## WORTH THE EXPENSE

Installing a household water meter costs roughly \$200 to \$250, which seems to be a small price to pay for information that can help the homeowner and service providers make sound decisions about managing systems for long-term performance.

If a water meter is installed every time a system is repaired or replaced due to failure, or increased in size due to additional occupants, service providers and regulators will have the information needed for accurate system sizing. It would take the guesswork out of the first reader's approach to make everything larger.

The same reader commented that use of new distribution media should trigger water meter installation and laying out the system in a manner that allows for evaluation of actual system use. The reader notes seeing numerous system demonstrations where there was no way to evaluate how well those systems work.

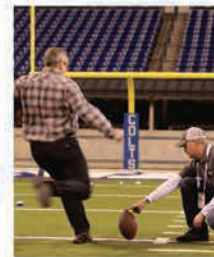
I agree that a lot of sizing decisions have been made by state and local regulators and service providers without adequate information on water use. This has led to a lot of head-scratching and wondering why something appears to work in one place and not another. Having accurate water-use data can answer a lot of those questions.

Before leaving this subject, I must say that I am encouraged by what I see happening in the industry lately in this regard. A number of proprietary products have built into their systems the ability to measure water flow through the system along with a way to measure soil performance. In addition, products on the market can be retrofitted into existing systems to measure flow and soil performance. These products, if adopted and used by service providers, will provide a true picture of system performance, leading to better management. This ultimately provides the homeowner with a system they can have confidence will accept and treat their effluent indefinitely into the future. ■



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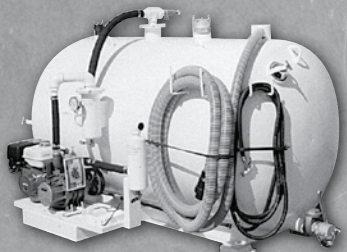
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# Are Slow or Reluctant Payers Putting Your Business in Jeopardy?

Read the details in commercial contracts and keep enough coin in the piggy bank to cover common cash-flow issues **By Neil Feldman**

**M**aintaining cash reserves and cash flow are challenging for many contractors, particularly those working in the commercial arena, where payment is typically issued after the work has been performed. The waiting is the hardest part, as general contractors and property owners can take 45 to 60 days or more to issue payment. Meanwhile, payroll needs to be issued weekly or biweekly and your vendors often refuse to wait more than 30 days to receive their money. So management of all this can be taxing.

But, according to construction industry experts, lackluster project management and failing to be in front of the fine details associated with commercial work is a major contributing factor impacting cash flow and, thus, cash reserves for pumping, portable sanitation, or onsite installing contractors.

“General contractors are programmed to withhold money from subcontractors if everything is not done just right,” says Fritz Marth, senior managing consultant at Greyhawk, a New Jersey-based project management and consulting firm. “On public projects in particular,” he notes, “there’s normally a substantial amount of paperwork, and having a firm grasp on the flow of the paperwork and the timeliness of submitting it is important to timely payments.”

## STAY ON THEIR CASE

Even if contractual paperwork is submitted appropriately and timely, it is wise to follow up in writing after each submission to ensure the general contractor or property owner has received it and it is complete. Having everything documented protects you should a customer come back subsequently and say they didn’t receive something in a timely order.

Commercial projects typically have the same due date each month for invoices. If a document is missing or wasn’t submitted on time, you run the risk of missing that month’s cycle and not receiving payment for another 30 days.

While the paperwork requirements vary from project to project, typical required documents include the signed contract or purchase order, insurance forms, schedule of values, submittals, schedules, lien releases, warranty documents, and labor rate forms.

Ensuring projects are complete and punch list items are promptly addressed is critical to maintaining healthy cash flow. “Contracts in the construction industry are written largely to protect and benefit the general contractors issuing them,” says Tina Ray, project manager at Amento Group, a Seattle-based construction industry consulting and dispute resolution firm.

“Many contracts are written such that a substantial amount of money can be withheld if the work to be invoiced is not fully complete.” What that means, Ray explains, is that a lot more than 1 percent can be withheld if 99

percent of the work is complete. “It’s important to understand the contract terms and conditions when it comes to payments and substantial completion so you don’t get caught by surprise when it comes to release of funds.”

## ROOM TO NEGOTIATE

Working with a small group of suppliers and maintaining good relationships is another way to help cash flow. While standard terms from most suppliers and manufacturers are net-30, some suppliers and manufacturers will work with you and be flexible if you are a loyal customer. Fostering a good, lasting relationship with both sales and credit reps can help substantially

“You need to be able to maintain payroll and sleep well at night in the event a big customer doesn’t pay your invoice or sales decline considerably during a recession. Unexpected events are not uncommon, and a sufficient reserve will help you weather the storm.”

**Tina Ray**

when negotiating more flexible terms. The objective, naturally, is to pay vendors once your payment has been received on that particular project.

Subcontracts and purchase orders are written with terms and conditions that help general contractors, but there’s often room to negotiate to help with cash flow. When evaluating a new contract, Seth Schimmel, a Tampa, Florida-based construction law attorney with Phelps Dunbar, advises focusing on a couple of terms and not redlining every item you have a small issue with. “If you start bringing up too many issues, general contractors are going to be less likely to work with you because a lot of subcontractors are willing to take on a substantial amount of liability,” he says. “But if you carefully address a couple of items, then most general contractors will be open to work with you if you are competitive and have a good reputation.”

One item Schimmel suggests trying to negotiate on commercial contracts is retainage, the contractual term that withholds a portion of each progress payment earned by a contractor until a construction project is complete. Retainage is calculated as a percentage of each progress payment, typically 5 to 10 percent. The problem, however, is loose ends on a construction project can remain untied for months, and that can hold up retainage payments for every contractor working on the project.





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"It's typically better to take a few points less on the overall contract than it is to get a higher number but have retainage included," Schimmel says. Retainage of 10 percent can equate to 30 or 40 percent of the profit, and then you have to devote time to following up and chasing down that money. It puts you in a better cash flow position normally to give up a couple percentage points to ensure the full invoice will be paid when it's due.

## A COMFORTABLE CUSHION

A healthy cash flow is directly related to the amount of cash reserves a given business needs for a comfortable cushion. While there is no hard and fast rule to determine the magic number, businesses in construction should strive for a six-month reserve to account for industry volatility and payment delays.

"You need to be able to maintain payroll and sleep well at night in the event a big customer doesn't pay your invoice or sales decline considerably during a recession," Ray says. "Unexpected events are not uncommon, and a sufficient reserve will help you weather the storm long enough to make appropriate adjustments to your business."

Relying on a line of credit to maintain basic obligations like payroll and vendor payments is a red flag that a company is not in good financial health. "A line of credit should never be a go-to tool for keeping the lights on," she says.

At the same time, there is a point where a company can have too much in cash reserves and that's not wise either. In general, liquidity that exceeds a reasonable safety net won't hurt the business, Ray says, but she has seen companies flush with cash also overspend. She notes large sums of cash sitting on the sidelines for extended periods won't help a company grow because some capital should be invested in the business.

"It's a delicate balance between having a good safety net of cash and having too much capital," she says. "And often only the business owner and senior management really know where that sweet spot is." ■

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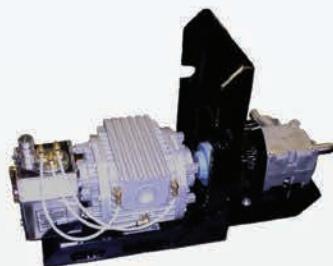


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# Michigan Begins Legislative Journey to a Statewide Sanitary Code

By David Steinkraus

**A**fter a few months of speculation, the proposal to give Michigan a statewide sanitary code is now in the Legislature. House bills 5752 and 5753 would establish rules for onsite systems and require the creation of state rules for them. According to an analysis prepared by the House Fiscal Agency, the bills would:

- Require the state Department of Environmental Quality to develop a statewide code that would set standards for siting and design of onsite systems, for effluent, for inspection and maintenance of onsite systems, and for the qualifications and continuing education of people managing onsite systems, among other things.
- Allow local health departments to administer the code.
- Forbid local governments from adopting point-of-sale ordinances that require an inspection of an onsite system when a property is sold.
- Require the owner of a septic tank to have it assessed at least every 10 years by a local health department or a registered inspector or service provider.
- Require alternative systems to be inspected by the state, local health department, or registered inspector at least once every five years.
- Require all installations after Jan. 1, 2020 to be done with a permit from the state or local health department and using only products that have been registered with the DEQ for use in Michigan.
- Establish a technical advisory committee of 16 people, including three from the onsite industry, to advise the DEQ on its rules.

People inspecting septic tanks would have to document their inspections and file reports with the local health department or DEQ. They would also be required to charge a \$25 state fee in addition to their own billing, and this money would be channeled to a fund that would also draw money from the fees people would pay to become licensed inspectors and fees charged to companies to register their products for use in the state. Money in the fund would be used to administer the code and provide grants to health departments for their work in administering the code.

The bills were sponsored by Rep. Jim Lower, R-Cedar Lake, who introduced 5752, and Rep. Abdullah Hammoud, D-Dearborn, who introduced 5753. WasteWater Education, a nonprofit group based in Traverse City, Michigan, expressed concerns about the bills early on because little was known about the process of drafting them and who was involved in drafting.

Advocates have been asking for a statewide code for some time. Joan Rose, who directs the Center for Advancing Microbial Risk Assessment and Center for Water Sciences at Michigan State University, pointed out in 2017 that counties pass point-of-sale ordinances because the state's rivers and streams are increasingly under assault from dangerous levels of disease-causing bacteria and viruses. And Michigan is the only state in the country without a uniform sanitary code, she wrote in a commentary for a think tank.

Recently, the three counties in the Mid-Michigan District Health Department — Gratiot, Clinton and Montcalm — said it's time for regulations on septic systems in their area. An officer of the health department told citizens that

estimates suggest 15 to 20 percent of homes along local rivers have no onsite system or have a failed system. Members of a health department committee are drafting an ordinance. It will go to the three county commissions for approval. Rep. Lower's district includes Montcalm County and parts of Gratiot County.

Clean Water Action is on board with the idea of a state code, too. The national environmental advocacy group, which has branch offices in the state, says the bills need to be strengthened with a sustainable funding mechanism for local health departments so they can carry out duties under the code, and with an inspection of entire systems at least every 10 years. The current bills specify inspections of tanks only.

In the Upper Peninsula, the Marquette County Commission approved a resolution opposing the bills. Gerald Corkin, board chairman, was quoted in *The Mining Journal* as saying, "As far as Marquette County, with the local control, it's worked very well, and (for the Legislature) to come out with new mandates and increase the cost and everything, we just don't see that it's necessary here and the rest of the counties in the U.P. feel the same."

The House Fiscal Agency says the costs of the bill are hard to project because the state has never administered such a program. The agency estimated the special fund would average about \$3.25 million annually, but it is unclear whether the cost of the program will match the revenues.

## Delaware

A poultry producer has agreed to pay a \$600,000 penalty for violating wastewater regulations. The penalty will be reduced to \$420,000 if the company improves drinking water for nearby residents within 60 days.

For several months Mountaire Farms had been required to supply bottled water to people near its Millsboro chicken plant because their wells may be contaminated with high levels of fecal coliform bacteria and nitrate.

The state Department of Natural Resources and Environmental Control said in 2017 that the company released hundreds of gallons of wastewater containing 41 times the permitted level of nitrate and up to 5,500 times the permitted level of fecal coliform. The department also said Mountaire land-applied more than 2 million gallons of activated sludge without the plan required by state rules.

Once the agreement is approved by a judge, the company will have two years to build a new onsite facility. Several Mountaire Farms employees were fired as a result of the violations.

## Colorado

Gunnison County commissioners voted in June to require onsite system inspections before title to a property is transferred. Inspections would be valid for two years. The rule is intended to cover properties in unincorporated areas of the county that are not part of any other special area. Property owners in the Crested Butte watershed, for example, are required to have their systems inspected every two years.

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Any system repaired or built within the last four years would be exempt from the new rule. Also exempt would be property transfers because of death or foreclosure.

Brieonna Aljets, CEO of the Gunnison County Association of Realtors, tells the *Crested Butte News* that the rule is unlikely to inhibit property sales. Many buyers already have onsite systems inspected as part of the purchase process, she says.

### Connecticut

Three men were arrested for illegally dumping septage into a storm sewer, reports the *News-Times of Norwalk*.

Police say the three men dug a hole at a home and pumped a significant amount of waste from the 1,000- or 1,500-gallon tank into a storm drain. A neighbor tipped off police to the activity.

Francisco Tomas Vidal of Danbury; Pablo Pintado Penaloza of Manhattan, New York; and Oscar Anselmo Hernandez-Jimenez of Spring Valley, New York, were arrested on suspicion of illegally dumping hazardous waste, criminal mischief in the third degree, and breach of peace.

### Quebec

The city of Laval is removing the risk of unpumped septic tanks by doing all pumping itself. Residents of the city, which occupies an island on the northwestern side of Montreal, will have their tanks emptied every two years by the city if they are not connected to a municipal sewer system. Before a tank is pumped, citizens must locate the tank access and make sure there are no obstacles for the pumping contractor.

Residents who need to have a tank pumped more often, or who have properties with more than one tank, must assume the extra expense and arrange service with the contractor appointed by the city. ■

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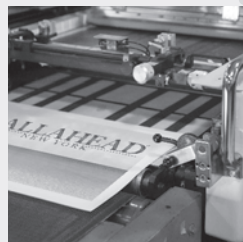
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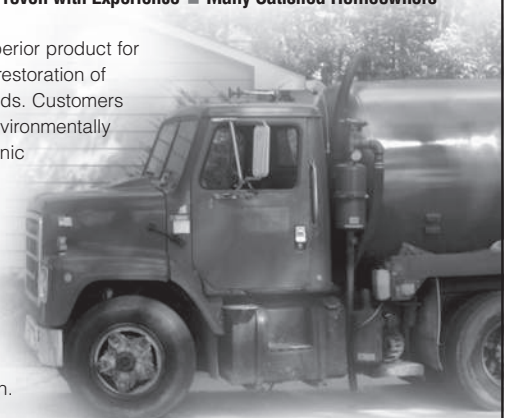
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# In Oregon, It's Time to Update Our Certification Program

'We are professionals! Professionals want to learn, to apply that knowledge and to better themselves.'

*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 Oregon Onsite Wastewater Association.*

**Name and title or job description:** Trent Clinkscales, owner

**Business name and location:** Clinkscales Portable Toilets & Septic Service, Molalla, Oregon

**Age:** 49

**Years in the industry:** 28

**Association involvement:** I serve in the pumper seat in the Oregon Onsite Wastewater Association (O2WA) and have served seven years on the board. I'm currently the president. I was president in 2013 as well.

**Benefits of belonging to the association:** Education is a big benefit. Installers and operations and maintenance providers in Oregon are required to pursue continuing education credits. O2WA hosts two conferences each year: a two-day conference in the spring and a one-day conference in the fall. We offer scholarships for our members and their families. We are also a NOWRA - National Onsite Wastewater Recycling Association affiliate.

**Biggest issue facing your association right now:** We have a very dedicated board with many great ideas. The challenge becomes getting all these ideas put into motion as a volunteer organization. Right now we're trying to update the certification class. For Oregon we have to have a certification program for installers and for maintenance operators, and the class has become pretty stale. It hasn't had a serious overhaul in a long time. We don't have any paid staff to push these projects through. We entered into a memorandum of understanding with the Oregon Department of Environmental Quality two years ago, and we just finally signed a contract with the contractor who is going to update the class.

**Our crew includes:** Lorry Clinkscales (my wife) and Tessa Shankle handle the office work. Charlie Bennett is our septic driver. Nick Clifford, Arron Adams and Ad Paquin are portable toilet route drivers.

**Typical day on the job:** I arrive at work shortly before the crew, usually about 7:45 a.m. I help them with questions about their routes or jobs for the day. I handle any problems with trucks, overflow septic jobs, or where Bennett, who has been doing septic for a couple years, needs my expertise. I help Lorry Clinkscales and Shankle with developing quotes. I deliver and pick up luxury restroom trailers. I also make parts runs and usually go to the bank and post office. Essentially, I'm a jack-of-all-trades and fill in where needed.

**The job I'll never forget:** While not a septic job, the one I'll never forget is helping a portable restroom operator with the solar eclipse event in Madras, Oregon, last year. It was nuts. My wife and I went and took our small



septic truck (1999 International 4900 with a Lely Tank & Waste Solutions 1,700-gallon waste and 300-gallon freshwater steel tank and Masport pump). We were going to take two trucks, but right before we left, one of them broke down. The crowds were amazingly gracious while we struggled to keep up with the demand for clean restrooms. One lady handmade a card with an eclipse design using yellow and black construction paper. She wrote a note about how grateful she was for our service. I wrote her a thank-you note and have (the card) hanging on my wall. The eclipse itself was awe-inspiring; it was just amazing.

**My favorite piece of equipment:** I love my drain cameras. I just bought a new one — a RIDGID CS6xPak, but we've had a Spartan Tool Sparvision 200 for six or seven years. I had been talking about getting one for a long time. But there was one project where I'd gone out to locate a drainline and was convinced the septic tank was under a deck. I was positive. I had the contractor come out and tear the deck boards off and we were digging 3 or 4 feet deep. It took several days. One day we were over near some trees to "take a break," and we noticed a depression in the ground that looked like maybe it was the tank. And, sure enough, a quick probe stab and 6 inches into the ground there was the tank — about 45 feet away from the deck. Hours of labor were lost and I had to pay to replace the deck. So, it was time to get a camera. It gives us the ability to know exactly what's going on inside the pipe. Or when we're locating a septic tank, it's just so easy to send the camera down there. You can see all the way (providing the pipe isn't plugged) to the tank so I know definitely I'm at the septic tank. Or I know exactly that the pipe is broken in this spot.

**Most challenging site I've worked on:** It was an existing system evaluation where the drainfield was on the other side of a deep ravine. In order to get the camera and locating equipment to the site, we strapped everything on my all-terrain vehicle (2006 Yamaha Grizzly 700) and drove down and back up the steep slope. Although the homeowners rode their motorcycles back there, there wasn't a trail big enough for the four-wheeler so they had to clear a path for us. It was steep going down and steep going back up the other side to where the drainfield was. But it worked out really well. It saved a lot of trips back and forth, up and down the draw.



A 2006 Yamaha Grizzly 700 all-terrain vehicle used by Trent Clinkscales on a challenging work site.

**The craziest question I've been asked by a customer:** "Can't you just dump that on my field?" No, I really like my license and reputation intact!

**If I could change one industry regulation, it would be:** This is a hot topic on the O2WA board right now. We would like to see either a tiered certification program on both the installation side and operations and maintenance, or we have even talked about an apprenticeship-style program. Right now for the O&Ms, and even on the installer side, the certification is just a blanket certification allowing you to install or operate any system out there. Well, it's one thing to operate a residential system versus going to a big commercial site that's got high-strength waste and that sort of thing.

So, you get guys who are brand-new and don't really have any experience on some of this stuff and they're in over their heads. What we're seeing is that these guys are failing. The systems are not performing the way they're supposed to. That's why we're talking about either an apprenticeship program where these guys get the skills they need by learning from somebody else or a tiered system where there's that next step of classes they have to take and pass before they can go on to operate or install the bigger systems.

And for pumpers, you only have to buy your license and get a bond and you're a pumper — but you may not know anything. That's the way it was when my dad started the company back in the early 1980s. We should be better than that now. Our association wants to get a lobbyist involved so we can get the laws changed.

**Best piece of small-business advice I've heard:** A contractor friend told me years ago to make sure to "get paid!" Seriously. As an industry we often undervalue ourselves. We serve an important role in protecting the environment and people's health. We need to be compensated accordingly.

**If I wasn't working in the wastewater industry, I would:** Hopefully be retired and travelling with Lorry Clinkscales!

**Crystal ball time - This is my outlook for the wastewater industry:** I feel that with organizations like the O2WA, NOWRA, National Association of Wastewater Technicians, Portable Sanitation Association International, etc., professionalism is increasing. There is still a long way to go, but collectively we are making progress. Ideas like tiered certifications and apprenticeships come with great opposition from some folks who would rather keep the status quo. We must keep striving to become better than that. We are professionals! Professionals want to learn, to apply that knowledge and to better themselves. ■

- Compiled by Betty Dageforde



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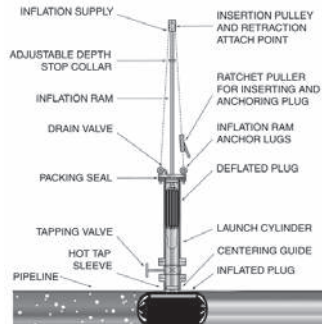


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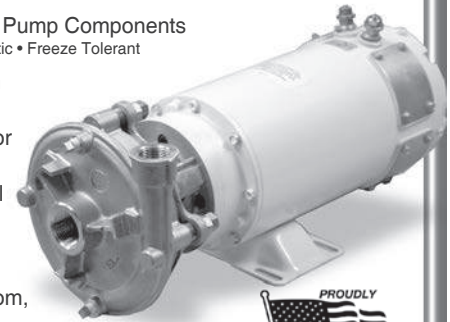
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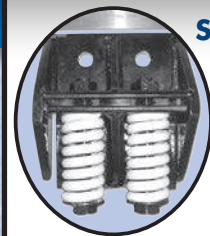
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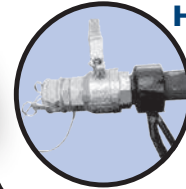
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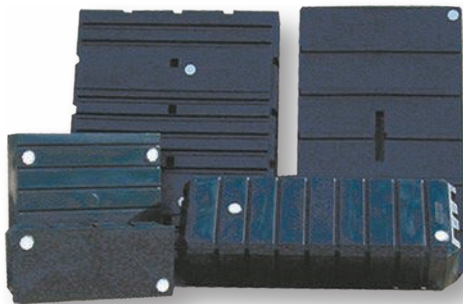
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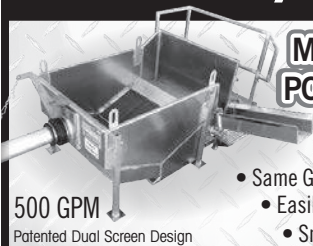
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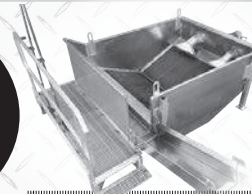
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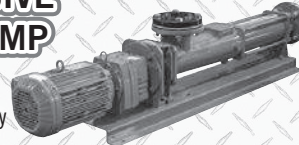


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**4 In Production**



2019 Mack Granite ISL, Cummins 350 hp., Allison auto. - 4000 alum. tank, Fruitland high efficiency pump 512 CFM - FET not included. \$153K

**1 In Production**



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

**2 In Production**



2019 Peterbilt 348, auto., 4000/200 water alum. tank, NVE 940 cfm oil-less operation blower & PTO jetter

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

# Serving the Industry

## Visit your state and provincial trade associations

### Alabama

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

### Arizona

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

### Arkansas

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

### California

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

### Colorado

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

### Connecticut

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

### Delaware

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

### Florida

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

### Georgia

Georgia Onsite Wastewater Association  
[www.onsitewastewater.org](http://www.onsitewastewater.org); 706-407-2552

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

### Idaho

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

### Illinois

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

### Indiana

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

### Iowa

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

### Kansas

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

### Kentucky

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

### Maine

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

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

### Maryland

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

### Massachusetts

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

### Michigan

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

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

### Minnesota

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

### Mississippi

Mississippi Pumpers Association  
[www.mspumpersassociation.com](http://www.mspumpersassociation.com); 601-249-2066

### Missouri

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

### Nebraska

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

### New Hampshire

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

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

### New Mexico

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

### New York

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

### North Carolina

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

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

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

### Ohio

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

### Oregon

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

### Pennsylvania

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

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

Pennsylvania Septage Management Association  
[www.pasma.net](http://www.pasma.net); 717-763-7762

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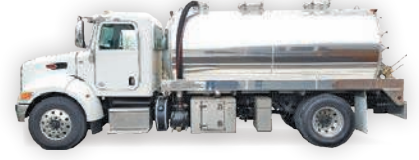
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Education 4 Onsite Wastewater Management  
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### Virginia

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  
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National Association of Wastewater Technicians  
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### CANADA

#### Alberta

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

#### British Columbia

WCOWMA Onsite Wastewater Management of B.C.  
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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

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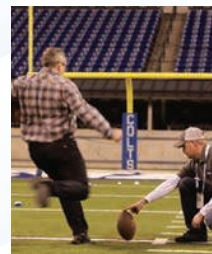


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# Portable Sanitation

By Craig Mandli

## DECALS/MAGNETS/LABELS/LIGHTING

### Allied Graphics BullGrip

**BullGrip** decals from **Allied Graphics** are designed for the portable sanitation industry. They are engineered to adhere to challenging textures found on portable restrooms. When combined with durable, UV-cured ink, the adhesive has double the thickness of the company's standard material, which allows the adhesive to seep into the textured surface when applied. Clean the surface with isopropyl alcohol to remove any release agents or dirt. The decal can be applied with a squeegee, and the adhesive will have maximum hold after 48 hours. **800-490-9931; www.allied-graphics.com.**



### Anchor Graphics Porta John Decals

**Porta John Decals** from **Anchor Graphics** are made with an aggressive adhesive that performs well in cold and higher temperatures and is also durable and weather-resistant, according to the

maker. Drum adhesive is designed to offer immediate bonding and handling strength without the use of heat or other forced-drying equipment. It is formulated to bond with the smoothest and most-coarse surfaces. They can be printed in one color or full color. Decals can also be die cut to any design. Several dimensions are available. **972-422-4300; www.anchorgraphics.com.**

### ROEDA graphics

Graphics from **ROEDA** are printed on a high-tack, permanent, adhesive vinyl with UV fade-resistant ink to adhere to rough surfaces like portable restrooms, garbage totes, and other plastic products. A wide variety of stock UV inks are available, along with any custom Pantone match. Decals can be made in any size, shape and quantity. UV clear coat or lamination can be added for extra protection from the elements. An existing logo can be used, or a new one can be designed. **800-829-3021; www.roedainc.com.**



### Solar LED Innovations Phone Lite

The **Phone Lite** from **Solar LED Innovations** offers economy lighting for portable restrooms. Users can place their cellphone in the bracket to use the cellphone light to illuminate the restroom. The bracket attaches to any door or wall using double-stick tape, or it can be riveted for permanent installations. The company offers four lighting systems for portable restrooms including two solar-powered, motion-activated (30 and 50 lumen) lights and the Solar Pod Light, which provides continuous 65-lumen light for up to 30 hours on a charge. **484-639-4833; www.solargoose.com.**



## GRAFFITI REMOVAL

### Century Chemical Graffiti Wipes

**Graffiti Wipes** from **Century Chemical** are designed for fast, easy cleanup of paint from nonporous surfaces. The abrasive, yet nonscratching fabric aids in cleaning and can be used on a variety of surfaces, including portable restrooms, showers, partitions and wash stations. They are premoistened with an environmentally safe and biodegradable cleaning formula that removes paints (including enamel), ink and permanent marker. A few swipes with a single wipe dissolves unwanted paint and graffiti, according to the maker. Each case contains six canisters, with each canister holding 70 wipes that are 9 1/2 by 12 inches. **800-348-3505; www.centurychemical.com.**



### Green Way Products by PolyPortables Good as Gone Graffiti Remover

**Good as Gone Graffiti Remover** from **Green Way Products by PolyPortables** is formulated to remove paints, inks, crayons, lipstick and other marks from road signs, bridge abutments, sidewalks, reflective signs, buses, public buildings, mirrors, lockers, portable restrooms, and wherever graffiti is a problem. It can be used on most surfaces, including plastic, brick, glass, ceramic tile, porcelain, marble, ceramics, Formica, terrazzo, enamels, brass, aluminum, steel, chrome, vinyl, and painted surfaces. **800-241-7951; www.polyportables.com.**



## GRAFFITI REMOVAL

### J&J Chemical Art Blaster and Graffiti Blaster

**Art Blaster** and **Graffiti Blaster** from **J&J Chemical** can be used in combination for the removal of graffiti on portable restrooms in the field and yard. **Art Blaster** is a powerful liquid graffiti remover, cleaner, and protector designed to quickly and easily remove graffiti such as paint, marker, and even pencil from portable restrooms. It leaves a protective sheen with a green-apple scent and is designed for use servicing units in the field. **Graffiti Blaster** is a gel-like liquid that clings to the sidewalls of portable restrooms while cutting through the most difficult, baked-in graffiti. It is designed for use when cleaning units in the yard. **800-345-3303; www.jjchem.com.**



## ODOR CONTROL

### Bionetix International Eco-Scent

**Eco-Scent** from **Bionetix International** is a biodegradable, free-flowing liquid odor eliminator formulated for easy application directly to odor-emitting areas. Its blend of natural surfactants, odor modifiers, and bacterial cultures is meant for residential and commercial applications. The active ingredient works by forming a complex with odor-causing organic compounds, such as rotting foods, aged urine, and perspiration. This yields a lower concentration of these organic molecules, reducing odor. It can be used in a spray bottle and sprayed as needed into the air around and directly on odorous surfaces. It may also be added to mop water and used on floors and around urinals, leaving behind a fresh, clean fragrance. **514-457-2914; www.bionetix-international.com.**



### CPACEX PowrX

For odor control in extreme heat and overuse conditions, **PowrX** from **CPACEX** is designed to provide continuous performance for up to seven days. It combines the latest fragrance and odor control technology for maximum

odor control necessary in the summer, according to the maker. It is available in three formulations to fit specific climates and applications. Each blend is biodegradable and contains deep, rich blue dye. Powerful time-released additives continually break down waste to control mounding while assisting in odor elimination, according to the maker. New fragrances include cinnamon and lemon-twist. **419-450-6208; www.cpacex.com.**

### Del Vel Chem Odor Interceptor

Biodegradable **Odor Interceptor** from **Del Vel Chem** is used to neutralize and absorb odors from a variety of sources. It lasts 45 to 60 days, depending on the degree of odor, according to the maker. The product shrinks as it absorbs odors. The heavier the odor, the faster it is used. It will shrink to about 12 percent of its original size before it should be replaced. Once odors are under control, it will shrink at a slower rate. It is available in 1/2-, 4- and 35-pound containers. **800-699-9903; www.delvel.com.**



### Safe-T-Fresh QuickBlue

**QuickBlue** from **Safe-T-Fresh** is a dual-film, effervescent deodorizer packet that dissolves in brine. It is manufactured by combining a PVA film with paper. The paper film dissolves much faster in water than PVC and is accelerated by the effervescent action, which also disperses the deep blue color more evenly in the tank. The Event & Winter blend is designed for winter service. **888-556-4067; www.safetfresh.com.**



### Surco Portable Sanitation Products Potty Fresh Plus

**Potty Fresh Plus** portable restroom deodorant water-soluble packets from **Surco Portable Sanitation Products** are covered in a paper membrane that is clean, safe and easy to handle. The 3-by-3-inch packets allow operators with wet hands to toss them in the tank without blue fingers or bag contents getting stuck together, yet they dissolve quickly in the tank. A resealable outer bag with clear inner bag offers a long shelf life and protection from the elements. Packets contain a dark-blue nonstaining dye, odor neutralizer, and strong fragrance, with options including fresh and clean, lavender, and berry cherry. They are available in two sizes for easy portion control. **412-789-8683; www.surco.com.**

### Thetford ProFresh Fragrance Enhancer & Odor Eliminator

**ProFresh Fragrance Enhancer & Odor Eliminator** from **Thetford** is the second part of a two-step wash-down system tailored for the portable sanitation industry. It contains an odor-absorbing ingredient that bonds with malodor molecules and prevents them from air circulation. Designed to reduce organic waste odors, it can be used in portable restroom interiors and in and around trash containers, garages, truck cabs, and sewage treatment facilities. In portable restrooms, it refreshes before sending them to the field, and it refreshes and eliminates odors during service calls. It is available in bubblegum, cherry, cinnamon, cotton fresh, lemon, and mulberry fragrances and in 1- or 5-gallon buckets or 55-gallon totes. **800-543-1219; www.thetford.com.**



### Walex Products Commando Black Holding Tank Cleaner

**Commando Black Holding Tank Cleaner** from **Walex Products** uses a super-concentrated enzyme formula to fight against tough buildup and unpleasant odors, which is a common problem within a restroom trailer's black holding tanks. It works by penetrating deep into tank walls to remove waste and paper buildup, cleaning in as little as 12 hours, according to the manufacturer. It is available in bulk tubs of 40 easy-to-use dissolvable packets that are dropped into a tank, which is then filled with water. The recommended usage is two to four times per year, or more or less frequently as needed. **800-338-3155; www.walex.com.**

## PORTABLE RESTROOMS

### Five Peaks Summit

The **Summit** from **Five Peaks** is an alternative to larger ADA-compliant restroom. It is smaller and easy to maneuver with one person, while also wheelchair accessible, or it can be used as an oversized restroom when extra space is needed. It is available in two tank configurations — 40 or 74 gallon. It features ground-level floor access; powder-coated wraparound grab bars; large, open interior floor space; grab handles; dual coat hooks and mirrors; vent screens; and an automatic door closer, all accessible through the heavy-duty rotational molded door and jamb. The sidewalls are constructed of high-density polyethylene with steel-reinforced corner extrusions for added strength and integrity. **866-293-1502; www.fivepeaks.net.**



### Sansom Industries Zenith

The **Zenith** portable restroom from **Sansom Industries** features an 80-gallon holding tank with deep sump, blow-molded construction, a roomy interior with ample headroom, smooth interior surfaces for easy cleaning, stainless steel fasteners, a three-roll paper holder, and attractive aesthetics, according to the manufacturer. Many custom options are available. **844-972-6766; www.sansomindustries.com.**



### Kros International USA Kros Urinal

The **Kros Urinal** from **Kros International USA** has a 100-gallon tank and a small footprint at 36.6 inches square. It has a drain under the unit to connect it with other urinals and allow it to drain through 1.5-inch pipes to a holding tank outside of the event. Four men can use it simultaneously, resulting in shorter waiting lines and cleaner portable restrooms. **855-576-7872; www.krosinternationalusa.com.**

### P-POD unit

The **P-POD** unit is a drop-tank toilet and urinal that can be folded to one-third the size of a traditional portable restroom. In addition to being collapsible, it has a removable waste tank and the option to be stackable with legs that securely lock units together. When the unit is not in use, it can be folded down and locked to prevent vandalism. The collapsed unit measures 45 by 47 by 37 inches and weighs approximately 160 pounds. The doors are offered in six colors: green, blue, orange, yellow, red and gray. **519-980-0163; www.p-pod.ca.**



### Satellite Industries Tufway

The **Tufway** from **Satellite Industries** is built for user comfort, according to the manufacturer. The well-ventilated interior uses a combination of floor and molded-in wall vents for continuous airflow. The urinal drains down the vent pipe, which eliminates unwanted tank odors. The seat is positioned at the farthest point away from the urinal, away from odor and user's direct sight. The unit is made of high-density polyethylene and is designed to withstand impact and abusive handling without cracking or breaking. It's easy to clean and service, with a front sloping tank top and slightly domed floor to prevent puddles. The smooth, sumped tank improves deodorizer coverage and assures quick, complete waste removal. **800-328-3332; www.satelliteindustries.com.**

### T blustar Rapidloo

The **Rapidloo** standard portable restroom from **T blustar** is composed of a modular interlocking system that can be assembled and disassembled in less than two minutes using no tools or rivets, and stored or transported as neatly stacked individual parts. The lightweight components can be disassembled and stacked on a trailer for easy maneuverability. Damaged parts can be replaced in less than a minute. Units are designed to fit three unassembled units inside of one assembled unit, allowing PROs to efficiently store or transport four times the units in one trip. **404-719-0715; www.tblustar.com.**



### PolyJohn PJN3

The **PJN3** restroom from **PolyJohn** has a spacious interior and a translucent roof. It includes anti-slip floors, maximum ventilation, a two-roll paper dispenser and an occupancy signal latch. Options include a hand-washing sink or hand-sanitizing dispenser, convenience shelf with hook, locking kit, and gender signs. It is available in the standard static tank model or with an optional recirculating flush tank. The advanced waste tank design makes cleaning and servicing easy, according to the maker. Each unit

comes with a door-mounted mirror, handle and a nonsplash urinal. **800-292-1305; www.polyjohn.com.**



### T.S.F. Tuff Jon III

The **Tuff Jon III** from the **T.S.F.** has molded wall vents, a sky heater, lifting brackets and a 16-gallon hand-wash station with foot-pedal pump. Designed for easy cleaning, the one-piece polyethylene unit is available in nine colors and has a 70-gallon holding tank. Options include towel holder and soap dispenser. **800-843-9286; www.tuff-jon.com.**

(continued)

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## PORTABLE RESTROOM MOVERS

### Armal transport dolly

The **Armal** transport dolly can be used to move any Wave standard portable restroom. It is made of lightweight aluminum and is compact, making it easy for one operator to maneuver a portable restroom quickly. It is designed for rigorous daily use and speeds the process of picking up and/or dropping off portable toilets safely and efficiently. **770-491-6410; www.armal.biz.**



### Deal Assoc. Super Mongo Mover

The **Super Mongo Mover** from **Deal Assoc.** is an industrial hand truck designed to move standard and handicapped portable restrooms. It has two axles, which allow the hand truck to balance on its own when tipped back. Once tipped back, the

restroom can be easily pushed or pulled, and it provides easy access to the roof for cleaning. It is ergonomically designed so smaller individuals can easily tip back and move restrooms by putting the operator's body weight to work to help tip the restroom. It has a steel and aluminum frame and only aluminum touches the body of the restroom, so there is no chance of rust staining the restroom. The unit is available with air tires with inner tubes or never-go-flat solid foam tires. Most popular are the four- and six-wheel models, but it's available with up to eight wheels for maximum flotation over soft ground. **866-599-3325; www.dealassoc.com.**

## PORTABLE SINKS

### PolyPortables, a division of Satellite, Tag 2

The **Tag 2** from **PolyPortables, a division of Satellite,** is a versatile, free-standing hand-wash station. Design upgrades include better grips for easier transport, a taller backboard to protect dispensers, and a modern design. It is lightweight, making it simple to transport and easy to clean. It will fit inside most standard-size portable restrooms for delivery. It includes 24-gallon graywater and 24-gallon freshwater tanks, a 1.8 gpm foot pump, and two spray soap dispensers. **800-241-7951; www.polyportables.com.**



### Spin Products dual-station hand-wash sink

The dual-station hand-wash sink from **Spin Products** is designed for durability and offers triangular faucets that eliminate breakage. A sturdy corner brace provides for secure hoisting. Paper towel dispensers are built into the lockable top. The corner brace also provides a protected area to mount a soap dispenser. Molded backsplashes and deep

sinks keep water from splashing. The unit has a 20-gallon freshwater tank, two Baby Whale foot pumps, and a molded, stabilizing bottom bumper. It comes with 3-inch threaded caps for easy power-washing. Units are field-serviceable and fit easily inside portable restrooms. The sinks are available in granite gray and blue polyethylene. **909-590-7000; www.spinproducts.com.**

## RESTROOM/Shower TRAILERS

### A Restroom Trailer Co. (ART Co.) 1404-W

The **1404-W** restroom trailer from **ART Co.** is designed for fast and easy setup with a sleek, streamlined appearance. The 14-by-8-foot four-station unit comes with foldout steps and stabilizer scissor jacks for easy leveling and setup. Units are available in Embassy, Cellar, Estate, and Chalet interior finishes and in several exterior color combinations to match existing fleet colors. Standard features include 535-gallon waste tank, 200-gallon freshwater tank, heavy-duty steel frame, integral trailer skirting, 2 5/16-inch adjustable trailer hitch, heavy-duty tongue jack, maple cabinetry, Corian countertops, LED lighting, and ducted heat and air conditioning. **269-435-4278; www.arestroomtrailer.com.**



### Comforts of Home Services ADA line

The ADA-accessible line of restroom, shower and combination trailers from **Comforts of Home Services** is in full compliance with federal guidelines for the interior of the trailer. Access options include a stand-alone, commercial aluminum ramp system. Lowering the trailer is accomplished with electric one-button execution for 20-foot and smaller models. Trailers longer than 20 feet use an ADA lowering module in conjunction with an attached aluminum ramp. The hydraulic lowering system is designed for customers renting the trailer or moving the trailer numerous times at the same venue. **630-906-8002; www.cohsi.com.**

### JAG Mobile Solutions Dignified Accessible Trailer Solutions

**Dignified Accessible Trailer Solutions**, or DATS, from **JAG Mobile Solutions** have Stop, Drop And Go! Technology and are available in a variety of sizes and configurations. With no hydraulics, no macerator toilets, no loose parts and approximately a 10-minute setup time, the trailer can help save maintenance and maximize uptime. ADA-compliant units are available in any JAG signature interior packages or custom interiors. All units have Forever Floor wood-free subfloors, gel-coat exteriors, fiberglass roofs, dusk-to-dawn porch lights and stair illumination. **800-815-2557; www.jagmobilesolutions.com.**



### Lang Specialty Trailers Pro Series

The nine-station **Pro Series** restroom trailer from **Lang Specialty Trailers** is designed to be compact, yet spacious. It weighs less than 10,000 pounds and is built on a 21-foot box, with an overall length of less than 27 feet. It is made for events requiring a large-capacity trailer with a smaller-than-average footprint, such as those in cities with limited event space. It has a large mechanical room with built-in 200-gallon freshwater tank, 750-gallon waste tank, seven private stalls, two urinals and three sinks/vanities. **724-972-6590; www.langrestroomtrailers.com.**

(continued)

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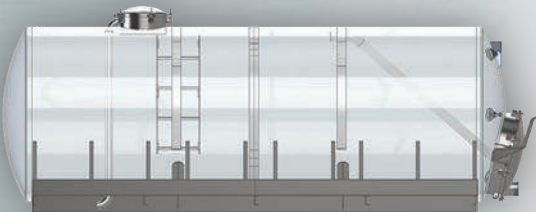
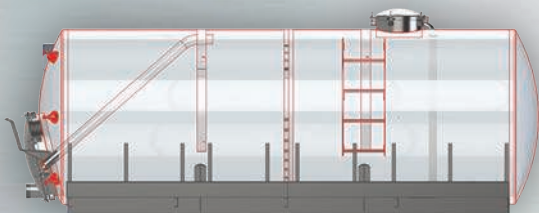


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## RESTROOM/SHOWER TRAILERS

### McKee Technologies - Explorer Trailers Comfort Station

The **Comfort Station** restroom from **McKee Technologies - Explorer Trailers** has heavy-duty carbon-steel construction and comfortable private facilities designed for use in remote locations and extreme conditions, according to the manufacturer. Loading and transport is simple using either the incorporated top crane-lift hooks or a bottom forklift skid. The washroom includes a stainless steel sink; easy-to-clean, fiberglass-reinforced plastic interior wall panels; and metal floors. It has a 90-gallon freshwater tank and 130-gallon waste tank. The utility closet includes service access to the thermostat, water and electrical. **866-457-5425; www.explorertrailers.com.**



## SERVICE VEHICLES

### Amthor International Flat Vac

The **Flat Vac** multipurpose portable restroom vacuum tank from **Amthor International** allows the operator to carry up to 12 restrooms on top of the tank and pull a restroom delivery trailer. The tank has a rounded bottom with a full-length formed sump design for drainage and full baffles for strength. The flat tank has wastewater and freshwater compartments, as well as an option for a chemical or brine compartment. It is available in steel, stainless steel or aluminum. It comes with a workstation and a vertical cabinet with an aluminum extruded door and numerous shelves. A liftgate is installed behind the tank to load and unload restrooms. All units are custom built to specifications. **800-328-6633; www.amthorinternational.com.**



### NuConcepts Majestic

The **Majestic** restroom trailer from **NuConcepts** is available in two- or four-unit configurations. Common sealed roto-cast holding tanks help make servicing easy. Using high-

grade, computer numerical control-cut fiberglass panels and wood-free-floor construction, the luxury restroom trailer is built for ease of maintenance and durability, according to the maker. It is built with arched doorways, curved countertops, flushing porcelain toilets, brushed aluminum ceilings, recessed LED ceiling lighting, beveled glass mirror, and plank flooring in each of the spacious individual and private restrooms. The solar-powered, self-contained unit is designed for elegant affairs. **800-334-1065; www.nuconcepts.com.**



### Crescent Tank vacuum tank

The **Crescent Tank** vacuum tank is flat inside and out. It has no baffles, allowing it to be emptied completely to avoid internal corrosion, according to the manufacturer. With the included pump at specified cubic feet per minute, unnecessary fatigue of the structure is eliminated and the life of the tank is prolonged. It is made from 1/4-inch steel for structural strength.

The workstation is designed for the portable restroom industry. The liftgate rail width allows units to fit, and multiple liftgate deck and rail options are available. It carries up to 10 portable restrooms based on the model, and the weight capacity is the same as a flatbed truck, the maker says. Freshwater is held inside the external 1/2-inch-thick poly tank to avoid wastewater contamination. **585-657-4104; www.crescenttank.com.**

### Rich Specialty Trailers Smart Restroom Trailer Technology

**Smart Restroom Trailer Technology** is available on luxury and event restroom trailers from **Rich Specialty Trailers**. Onboard GPS and computer technology helps manage fleets, as owners can use their cellphone or computer to remotely check the temperature, power, tank status and location of units. The goal is to help create extra assurance that rentals will go smoothly, which means better service and more rental bookings, according to the maker. The technology is available on a full line of restroom, shower and specialty trailers from two to 12 stations. **260-593-2279; www.portablerestroomtrailer.com.**



### FlowMark Vacuum Trucks Isuzu NPR

The **Isuzu NPR** 999-gallon aluminum portable restroom service truck from **FlowMark Vacuum Trucks** has an aluminum vacuum tank with capacities of 700 gallons of waste and 299 gallons of freshwater. Vacuum is provided by a Masport HXL4 156 cfm pump, and it includes a Flojet water pump, LED lighting, and two-unit fold-up restroom hauler. It is designed for efficient operation. **855-653-8100; www.flowmark.com.**



### Satellite Suites Selfie

The **Selfie** spacious two-station restroom trailer from **Satellite Suites** provides features including a full mirror, stainless sink, large countertop, hands-free flushing toilet and a well-lit interior. Structurally, it is built on a heavy-duty, powder-coated chassis with two 3,500-pound axles and 14-inch aluminum wheels. Four

5,000-pound sidewinder jacks provide a simple, stable leveling system. Steps are made of extruded aluminum, and a powder-coated walkway covers a large storage area for cords and restroom supplies. Options include air conditioning, solar power, a water heater and a Bluetooth radio system. **574-742-4613; www.satelliterestroomtrailers.com.**



### FMI Truck Sales & Service WorkMate

The **WorkMate** service truck from **FMI Truck Sales & Service** is designed for the rigors of the portable sanitation industry. The always-equal weight distribution of the sidewinder tank extends brake life and improves handling. Its two food-grade poly water-tanks are plumbed to provide brine, freshwater, pre-mix or any combination of fluids with no corrosion or rusty water. The ergonomically designed workstation, with more than 60 cubic feet of storage space, saves time and effort during the workday, minimizing restocking and driver movement. It carries four restrooms for delivery and pickup. The entire vacuum system is plumbed using hot-tar hose and Masport components. **800-927-8750; www.fmitrucks.com.**

(continued)





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## SERVICE VEHICLES

### Imperial Industries portable restroom service unit

The portable restroom service unit from **Imperial Industries** has a single-compartment, 700-gallon, epoxy-lined aluminum waste tank and a 500-gallon aluminum flat water tank. It comes with a steel flow-through liftgate and hauls six restrooms. Its water hose mixes chemicals with water attached to the suction hose, so users never have to leave restrooms while servicing them. The dual-sided service unit comes with hose cabinets, two garbage cans, a Burks DC10 water pump, a CAT pressure washer, two LED work lights and six strobe lights. **800-558-2945; www.imperialind.com.**



### KeeVac Industries KV950

The **KeeVac Industries KV950** can be used by contractors who want to stay under the DOT tanker endorsement requirement, yet still service a

large route. With a capacity of 650 gallons of wastewater and 300 gallons of freshwater, it can service 60 to 65 portable restrooms. It is available in carbon steel or aluminum, with either two- or four-wheel-drive chassis. It includes a two-unit fold-down restroom carrier with trailer hitch. An arctic package is also available. **866-789-9440; www.keevac.com.**

### TruckXpress MD950

The mild steel **MD950** from **TruckXpress** offers a full range of vacuum and washdown systems that can be tailored to fit specific applications. Recent changes include lowered cabinets for better sightlines, 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.**



## SLIDE-IN UNITS

### TankTec slide-in tank

Slide-in tanks from **TankTec** range in size from 100 to 995 gallons. The demand for larger slide-in tanks has led to 800- and 995-gallon sizes being added to the line. The tanks are available in single-compartment for grease and septic or two-compartment for portable restroom service. **888-428-6422; www.tanktec.biz.**



## TRANSPORT TRAILERS

### F.M. Mfg. 30-foot trailer

The 30-foot flatbed trailer from **F.M. Mfg.** has three 3,700-pound torsion bar axles, side roller for easy loading, low-profile tires, solid front header, and tie-downs on both sides. The customizable trailer has electric brakes on all axles and LED lights. **877-889-2246; www.fmmfg.com.**



### Johnny Mover Trailer Sales trailer

The portable restroom transport trailer from **Johnny Mover Trailer Sales** has a skid-locking system using an iron bar with a chain-binding system to secure multiple units. Models are available to handle six to 20 restrooms, and all feature brakes, paint options, lighting, leaf-spring suspension, front deflectors to protect units from road spray and debris, and optional powder coating and chrome wheels. **800-498-3000; www.cesspoolcleaners.com.**



### Liquid Waste Industries trailer

Custom-built portable restroom delivery trailers from **Liquid Waste Industries** carry six to 24 portable restrooms and come with or without sides. They are built with heavy-duty steel and come standard with torsion axles, electric brakes, flush-mounted lights, and 10- or 13-inch wheels and tires. Custom upgrades include gates, leaf-spring axles, fold-down ramps, LED lights and choice of hitch. **877-445-5511; www.lwiinc.com.**

They are built with heavy-duty steel and come standard with torsion axles, electric brakes, flush-mounted lights, and 10- or 13-inch wheels and tires. Custom upgrades include gates, leaf-spring axles, fold-down ramps, LED lights and choice of hitch. **877-445-5511; www.lwiinc.com.**

### Pik Rite heavy-duty flat deck trailer

**Pik Rite** designed a heavy-duty flat deck trailer that can be used for hauling portable restrooms. The standard restrooms require no strapping and are held firmly in place by fold-up skid clamps.

Oversized units are easily transported by folding down the skid clamps. Removable clips allow center rails to be inverted, creating a flat deck surface. Two rows of low-profile D-loops are installed for strap points when hauling nonstandard-sized items. The trailer can transport any combination of standard and nonstandard units in the same load. Trailers come in sizes ranging from six- to 20-standard-unit capacities. Full-sized 14-inch tires accommodate a low 26-inch load height. The trailer has electric brakes and LED lighting. **800-326-9763; www.pikrite.com.**



### Pro-Tainer Pro-Porta Trailer

The **Pro-Porta Trailer** from **Pro-Tainer** allows users to carry multiple units that stay securely on the trailer. It has a solid floor, ramps for loading and unloading, and durable paint. Removable dividers allow hauling of standard-sized units, as well as handicap-accessible units. Various capacities are available. **800-248-7761; www.protainer.com. ■**



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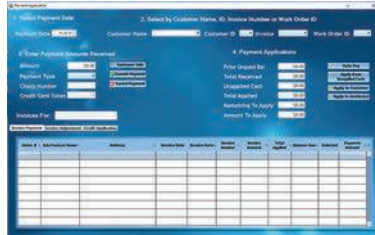
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By Craig Mandli

## BUSINESS SOFTWARE

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## FLEET MANAGEMENT

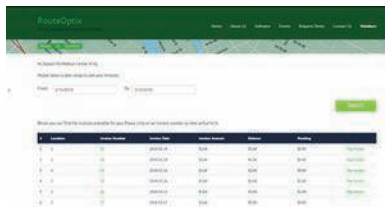
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**NexTraq** software provides driver assignments that track who is driving a vehicle on any given day. It is designed to help optimize daily planning, helping drivers accomplish more during the day, and provide fleet tracking to find the location of a single vehicle or the entire fleet. Mapping and geofence service creates locations and zones with simplified 32-point geofencing. Sensors and asset tracking allow operators to know when a driver uses a lift or an asset has been moved. Driver behavior tracking can help correct poor driver habits with the tools needed to coach the team. It also helps automate maintenance schedules and gives alerts when repairs are due. Fleet data is available via smartphone with the NexTraq View app. It can also help simplify electronic logging device compliance, operations, and fuel management. **800-358-6178; www.nextraq.com.**



### RouteOptix web portal

The web portal from **RouteOptix** allows users to manage documents created using mobile applications. Documents manually scanned into the system can be made available for customers' clients to view and print. These documents can include manifests, work orders, bills and packing slips. All support electronic signatures. The program allows clients to instantly view all current/future work schedules. This can be viewed in either a list or full calendar view. Invoices can be selected by date range; and information is visible regarding location, invoice number, invoice date and balance. By selecting the link associated with an invoice number, clients can view a PDF of their invoice. Open invoices can be paid via Authorize.Net by selecting the “pay” button and entering credit card information. Successful payment will show in program. **866-926-7849; www.routeoptix.com.**



### US Fleet Tracking live GPS fleet tracking

Live GPS fleet tracking from **US Fleet Tracking** is designed to help create additional revenue by maximizing the fleet to its fullest potential. The alert feature gets units and drivers back to business and sends notifications through text or email if thresholds are exceeded among speed, geofence, ignition and movement. Choose more than 20 standard reports or view data how it's needed with the flexible reporting system. Keep assets moving with the maintenance feature, and stay on top of the fleet's needs before they become critical issues. Toggle on the live weather and traffic information for a picture of what the team encounters on the streets and to understand what's impacting a fleet's efficiency. **405-726-9900; www.usfleettracking.com.**



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**ServiceCore** software is a QuickBooks-compatible, all-in-one software solution custom built for companies in the liquid waste industry. Through route optimization, scheduling, customer management, accounting, and other fundamental features, it is designed to help companies better manage their schedules, customers, and inventory. **844-336-0611; www.servicecore.com.**



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### Oakmont Capital Services

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## CASE STUDY

### Quick financing allows rental company to close deal

**Problem:** Mark Rosen at Ready2Go Restroom Trailers in Pennsylvania contacted **AP Equipment Financing** in April of 2018. He needed financing for a new restroom trailer, but he needed it financed and delivered right away. If Rosen couldn't secure the financing, he would not be able to purchase the trailer for his customer's long-term rental needs.

**Solution:** Knowing that acquiring this unit was time-sensitive, AP Equipment Financing completed the approval, documentation, and funding within 48 hours.



**Result:** Rosen purchased the trailer and was able to provide it to his customer on time. "I am very happy and appreciate all the help from Mike Schultz for his work and support of our business/industry," Rosen says. 800-604-4817; [www.apfinancing.com](http://www.apfinancing.com).

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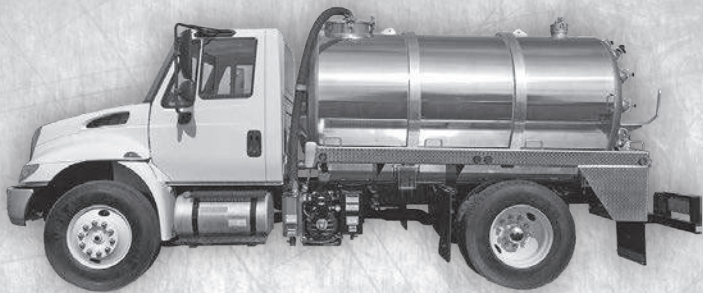
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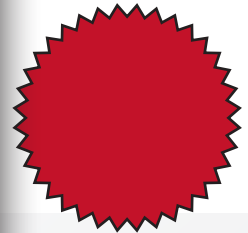
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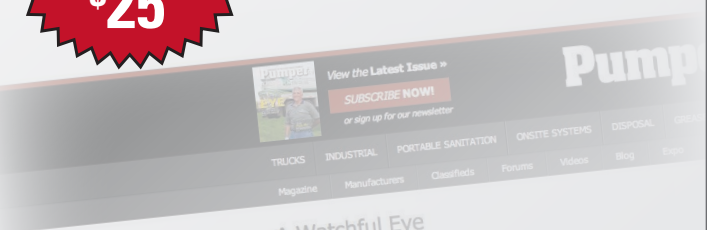
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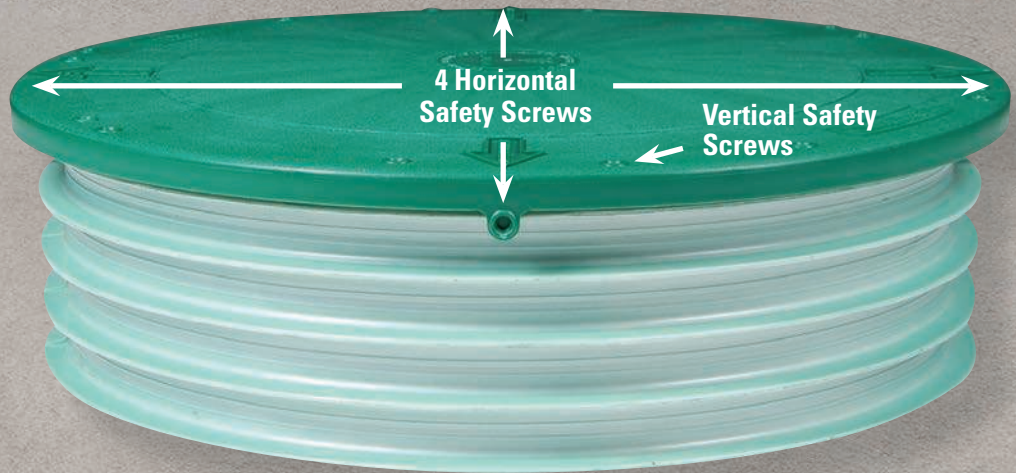
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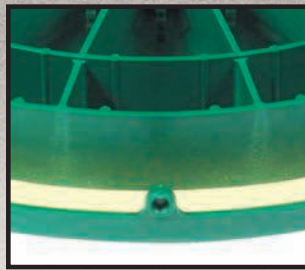
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Wastequip names new chief information officer

Mike Marchetti has been named the new chief information officer for Wastequip. In this role, Marchetti will lead the company's information technology strategy to focus on enhancing security measures, integrating a number of disparate systems across the company to increase efficiency and reduce costs while identifying areas to leverage data and technology to grow the business. He brings more than 20 years' IT experience and leadership expertise to his role, and he most recently held the position of vice president of Truck Hero.

Suggest New Scentsations from Safe-T-Fresh

New Scentsations is a line of new deodorizer fragrances from Safe-T-Fresh. The first fragrance — introduced in June — was Botanical Garden, a lively floral fragrance for controlling odors. A second fragrance, Hawaiian Coconut, was recently released. The tropical coconut scent captures the magic and adventure of Hawaii. Suggestions for new fragrances can be made on the Safe-T-Fresh website.

Maine pumper Kenneth "Ken" Allen passes away

Kenneth "Ken" Allen, founder of Ken Allen's Septic Pumping in Presque Isle, Maine, passed away July 28 at age 81. Allen started the pumping company in 1957 after manually shoveling out his own outhouse and then doing the same for neighbors in rural Maine, according to his grandson, Caston Lovely, who purchased the business in 2010.

"My fondest memories were riding along with him in all of his many pump trucks. He had approximately 10 trucks over the span of his career," Lovely says. "He affected so many lives and has provided so many years to our customers in Aroostook County and beyond. He will be truly missed."

Allen is survived by his wife, Carol; five children; grandchildren; and great-grandchildren.

Masport hires new outside sales manager

Matt Mendiola, outside sales manager, recently joined the Masport team. He will service the West Texas and New Mexico territory with a focus on the oil and gas industry. Originally from Hobbs, New Mexico, he has over eight years' experience in the oil and gas industry.



Matt Mendiola

"This is one of the busiest areas in the country right now for vacuum pumps and liquid waste pumps," Mendiola says. "For the last six and a half years, that is what I've specialized in. It's what I know most about — all the products, all the little accessories it takes to run them. I'm very excited to be part of the Masport team as we expand and grow our presence in the region."

Vac-Con expands its dealer network

Vac-Con announced it has expanded its Construction and Utility dealer network with the addition of Ring Power Utility Equipment Division, headquartered in St. Augustine, Florida. As a Construction and Utility dealer, Ring Power Utility Equipment Division will provide contractor end users with the rental and sales of the Vac-Con hydroexcavation product line for primary use in the construction industry.

Texas Onsite Wastewater Association awards scholarship

Kaitlyn Dyer of College Station, Texas, won a \$10,000 scholarship from the Texas Onsite Wastewater Association, a group representing septic system professionals in Texas. The scholarship fund was established to recognize and assist students who have a parent or grandparent in the wastewater industry and is a member of the Texas Onsite Wastewater Association. ■

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**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](mailto:dyerequipment@aol.com) (P10)

## DRAIN/SEWER CLEANING EQUIPMENT



**Priced to sell!** 1998 Sterling Vac-Con. Engine and pony motor run great. Blower and pump need work. Sold AS IS: \$9,800  
**Call 973-328-1909, NJ** P10  
**or email [sheri@doverenv.com](mailto:sheri@doverenv.com)**



**2004 Vac-Con** sewer combination, International 7400 DT530, many new parts. 9-yard body, 3-stage fan. Garage kept. Ready to work. .... \$87,000  
**Ken 410-984-0101, MD** P11  
**[khatfield@hatfieldsequipt.com](mailto:khatfield@hatfieldsequipt.com)**



**Priced to sell!** 1985 International combination. Working daily, runs well. Automatic transmission. .... AS IS \$8,000  
**Call/text 973-328-1909, NJ** P10

## 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)

2017 Terralift for sale, 33 hours, 4 and 6 ft. probes, 2 boxes of beads. Photos available upon request. \$32,500. Call/text 804-814-3041. (P10)

**Submit your classified ad online!**  
[www.pumper.com/classifieds/place\\_ad](http://www.pumper.com/classifieds/place_ad)

Terralifts - New and Used. Financing available for qualified buyers. For more information call Dick Crane 800-223-2256 or aalco@tds.net for electronic brochure. www.youtube.com/watch?v=t8APRU0asnY (PBM)

## 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)

1997 Ford cab and chassis with a 3,500 U.S. gallon, carbon steel, DOT-certified vacuum tank. Dump type with full-open rear door and a Masport HXL400WV vacuum-pressure pump. (Stock# 1829V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

## JET VACS



**2001 Mack Vactor 2115:** 100gpm rod-der, 800' hose reel, 1024 Roots blower, hydro kit. Only 3 years on rebuilt Cummins ISX600 engine. 318k miles, 16k hours on this well-maintained, work-ready truck! ..... \$65,000

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

P10

2002 International 2554 Vactor 2100 Series combo truck. 12-yard debris body. Jet rod-der 80gpm at 2,500psi. 1,300-gallon tank. Two-stage fan unit. JD 6-cylinder auxiliary engine. Truck has been completely gone trough. Less than 5k miles on complete in-chassis engine rebuild. Automatic transmission. Have all repair receipts from day one. Truck is ready to go to work. Serious inquiries only. \$79,500. 773-269-7354 (P10)



**2005 Peterbilt 335/Camel** sewer combination truck: Cummins 315hp, Allison MD3066 automatic transmission. Truck has 86,202 miles and 7865.5 hours on it. Truck in real good condition. Camel combination vacuum jetter system. We are original owners. .... \$65,000

**Email Carl at carl@fpci.us, CA** P10

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

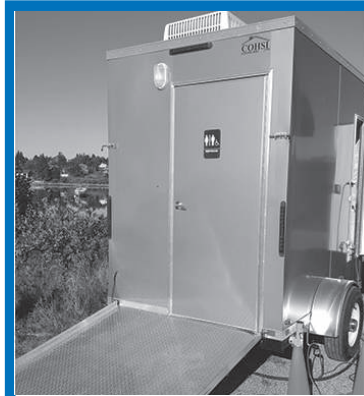
4,000 used portable restrooms for sale. Updating our fleet to the new Zenith portable restrooms from Sansom Industries. Prices range from \$125 - \$325. Call Jim Reisinger @ 314-776-4000. (PBM)

250 Two-tone grey PolyPortables Integras. All in excellent, rentable condition. WILL NOT LAST! \$200 per unit. 800-634-2085 NY (P10)

## PORTABLE RESTROOM TANKS

We are looking for a Keith Huber Tugger unit. Email Sean@jtbholding.com or call/text 478-955-6539. (P10)

## PORTABLE RESTROOM TRAILERS



**2017 Single-station ADA** restroom trailer - 8ft x 6ft. Attached fold down aluminum wheelchair ramp. Pewter exterior color, AC/heat strips, roof vent with cover. Full flush ADA toilet, ADA sink, ADA grab bars. White FRP walls, cover gray vinyl flooring, privacy indicator and door lock. One exterior light, one interior light. One EnMotion hands-free paper towel dispenser, one GoJo hands-free soap dispenser. One double roll TP holder, one stainless steel garbage can. Used one season. .... \$16,500

**207-963-7449, ME** P10  
**cbisson@schodocinstitute.org**

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)

2005 Ameri-Can ADA Trailer. Men's side: 2 sinks, 2 urinals, 1 stall. Women's side: 2 sinks, 3 stalls. Photos available upon request. \$19,500. patrick@moorecans.com 214-364-4611 (P10)

Two (2) 8' Jag Porta-Lisa, one (1) 15' Jag 4-station, two (2) Jag 24' 8-station. All restroom trailers still in great rental condition. Call for more details and pricing. Pictures available upon request. Contact Bruce at 631-767-9404. (P01)

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

**Submit your classified ad online!**  
**www.pumper.com/classifieds/place\_ad**

## PORTABLE RESTROOM TRUCKS



**2015 Ford F550** crew cab, 4x4, automatic. Currently has 80k miles (truck remains in service). Price w/NEW 980-gallon steel tank: \$62,500. Price w/NEW 1,300-gallon aluminum tank: \$72,500. Imperial will build to suit your application, just let us know what size tank you would like quoted on this truck.

**Contact Tim 800-558-2945** P10



**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!** P10



**2011 Dodge 5500** pump truck, 256,000 miles. 1,250-gallon 3-compartment tank - all stainless steel. .... \$57,500

**Contact Bill 563-920-9674, IA**  
**d.s.portablesinc@gmail.com** P10

1999 International 4700, DT466 engine. Truck is equipped with a Tuthill blower and DC10 washdown pump. Email or text Ryan for pictures at ryanb@uwscowcompany.com; 951-834-3790 (P10)

2009 International DuraStar with 72k miles, new Jurop pump, 1,500 waste/500 fresh aluminum tank, 2-unit carrier on back. Outside of cab controls, washdown pump and pressure pump with dual side hose reels. 4 storage/tool boxes. Asking \$36,900 OBO. 605-660-3759 (P10)

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

## PORTABLE RESTROOM TRUCKS



**2015 Ford F550**, 6.7L Powerstroke, 1,250-gallon aluminum tank (900 waste/350 fresh), DC-10 freshwater pump, hot shift PTO, large cabinets on both sides, 2-unit carrier. 79,556 miles (and climbing as it is still in use) Runs great, very well maintained. .... \$62,500

**850-574-2786, FL**  
**bill@talquinpr.com**

P10



**2002 GMC C6500**, hydraulic four-wheel disc brakes, 8.1L engine, Allison 2000 series transmission that has approximately 15,000 miles. Satellite tank has a Jurup 23 pump with 10hp Predator engine. 1,500-gallon tank, 500-gallon freshwater/1,000-gallon waste. Boxes on both sides of the truck to toilet hauler on the back. 11r22.5 wheels. Call or text with any questions ..... Asking \$17,000

**479-640-4624, AR**

P10



**2003 International 4300 DuraStar**, 288,646 miles. 1,100/400 stainless steel tank, Conde pump. \$35,000 OBO. **Two (2) 2013 International flatbeds**, 121,366 and 116,775 miles. Hold 10 units with liftgate down and 8 with up, hitch to pull trailer. \$25,000 OBO. **Two (2) Ford flatbeds**, 2001 and 2004 with liftgates. Both trucks do not run but beds are still good. Hold 10 units with the liftgate down. Make offer.

**Call/text Ryan 951-834-3790, CA**  
**Ryanb@uwsccompany.com**

P10



**2006 International 4300**, DT466, 220k miles. Best Enterprise 1,500-gallon stainless 2-compartment tank. Hydraulic-driven pump and power washer units. Automatic transmission, leaf suspension, air brakes. .... \$42,500

**Bruce 631-767-9404, NY**

P10

2006 Ford F550 diesel, all emission updates. Imperial aluminum tank 700 waste 400 freshwater. Masport pump. Two-unit carrier. Good runner. \$15,000. Email for photos. Septicclean@aol.com; 207-841-4267 (P12)

2007 GMC WorkMate 850, 117,000 miles. All service records from purchase date included. \$40,000. Contact Ricky for more information: 208-467-0087; ricky@portapros.com (P12)

2007 Isuzu with Progress slide-in 400/200, 160,421 miles. All service records from purchase date included. \$18,500. Please contact Ricky for more information: 208-467-0089; ricky@portapros.com (P12)

2012 Ford F550 Best Enterprise built 800-gallon waste tank/300-gallon water tank. 2-unit carrier. 30 ft. Tiger Tail hose. 119,647 miles. Runs great. \$40,000 OBO. 608-835-3459; sales@buckyspt.com (PBM)

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

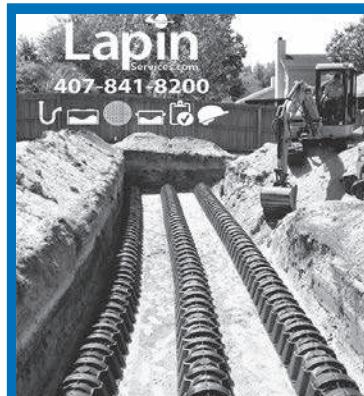
12-stall American Shower trailer. 6 men/6 women split. Stainless steel interior. \$25,000. Located in Tonopah, NV. 775-482-6841 (P11)

2-stall VIP restrooms trailers, solar power. The year of the trailers is 2003 but the units are 3 years old. Asking \$10,000. Have two trailers. 424-394-9453 (P10)

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](http://www.candsshowers.com). 712-428-6143 or cell 712-880-1250. (PBM)

2017 COH 21 ft. 4-stall shower, 2-stall restroom, 2 dbl. sinks and 12 dbl. lockers. 450-gallon waste tank, a/c, heat, LP on-demand hot water heater. Available immediately. \$38,000 plus shipping. Call National Restroom Trailers 877-727-3621 ext. 101 (P10)

## POSITIONS AVAILABLE



**Septic installers needed.** Orange County, Florida's largest septic contractor is looking for qualified candidates to be lead septic installers. Must have 7+ years experience installing chamber, PTI, dosing system drainfields, setting tanks, etc. Insurable driver's license required. 45+ hours/week, earn up to \$1,000/week or more, plus benefits. New equipment. Work with a team of professionals.

**Call/text 321-436-0150 today!**  
**www.lapinservices.com**

P12

Lubbock, TX grease trap pumping company has immediate position available for outside sales person. Ideal candidate will have 5+ years experience in related industry and sales experience. Salary, commission, health insurance, and 401K included. Send resume to: phil@johnsonpumping.com (P10)

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](http://www.gapvax.com), click on the Now Hiring link in the left hand column. Send resumes to or [betty@gapvax.com](mailto:betty@gapvax.com) or 575 Central Avenue, Johnstown, PA 15902. (PBM)

Southern California septic contractor seeks motivated team member with equipment operating experience. Advance treatment background as well as conventional onsite disposal systems experience. Management experience a plus. See back issue of Onsite Installer magazine (September 2016) for company profile. Website - [callmckenna.com](http://callmckenna.com). Call Bob @ 760-715-1734. (P10)

## PUMPS



**Liquid Ring** pump complete vacuum system off Kieth Huber Berringer 2. Dietmarkiser VPC 80 m pump, 2 dust cyclones, 2 water tanks. Price \$10,000. Location Englewood, FL.

**Paul 941-421-2626**

P10

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)

## RENTAL EQUIPMENT

Liquid vacs, wet/dry industrial vacs, combination jetter/vacs, vacuum street sweeper & catch basin cleaner, truck & trailer mounted jetters. All available for daily, weekly, monthly, and yearly rentals. **VSI Rentals, LLC, (888) VAC-UNIT (822-8648)** **www.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)

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## SEPTIC TRUCKS



**1990 Peterbilt 367**, Cummins 365 w/360k miles, 2012-built 5,350-gallon vacuum tank, double-headed on cabside for 350 gallons water. 5,000 waste with (4) baffles, (2) 4" inlets, (1) 6" dump. 367 NVE Challenger, new batteries, new injectors. 425/65/22.5 23k front axle, 425/65/22.5 40k driver axles, 385/65/22.5 20k pusher axle, 385/65/22.5 25k tag axle. Been a good truck, but retired. .... \$55,000 OBO

**417-271-4555, MO** P10



**1999 International 3300**, Intl. 6+ transmission, 220,000 miles. 2,500-gallon carbon-steel tank, water-cooled Masport H400W pump. Heated rear valve, front and rear unload, air-operated drop axle. DOT inspection good until April 2019. New oil cooler and one universal joint, new paint, hose trays line-xed. Tank and pump 9 years old. Panasonic radio. Has a/c but needs compressor. Heavy-duty hitch and wired for trailer, 60 in box, air-ride seat. Truck is in real good condition and ready to work - needed a bigger truck. Can text or email more pictures. Asking \$39,900.

**Call 906-492-3758, MI**  
leave message P10



**2000 Sterling LT8500** with 4,500-gallon tank. 3126 Cat motor with 32,324 hours. Has new injectors. 8LL transmission. 20,000 lb. front tandem steering boxes. 40,000 lb. rear Turtrac. 12,350 lb. steerable drop. GVW 72,350 lbs. Tires are 75% or better. Cab has recently been painted. Tank was recently removed, blasted and painted. NVE-WPT 720 vacuum pump recently rebuilt. Aluminum wheels. .... \$32,500

**Eckmayer, Inc. 608-837-5297, WI**  
eckmayer@frontier.com P11



**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! P10



**2009 Hino 268**. Low miles. New 2,300-gallon aluminum tank. New Jurop PN84 plug-n-play pump. Turnkey, ready to work. Central Arkansas. Delivery, financing, warranty.

**Call Caleb 281-914-1192** P10



**2006 International 7600**, 3,600+ gallon steel tank; Cummins ISM pre-emissions; 449,050 miles. NVE506 500cfm pump. Good rubber; Backup truck; Hose comes with it. .... \$45,000 OBO

**service@burnsseptic.com** P10



**2005 Freightliner M2:** 330hp Mercedes, 8-speed manual transmission, 247,000 miles. Advance steel tank - new in 2011, NVE 607 vac pump. Tires and brakes 60%. 6" discharge rear, 4" in front. .... \$53,500

**608-778-0234, WI** P11



**2012 Peterbilt 367** vacuum tank truck, Cummins ISX15 @ 500hp, 18-speed. 18/46 on Pete Air Trac. 4,650-gallon tank, Fruitland pump. .... \$115,500

**Premier Truck Sales & Rental, Inc.**  
833-615-3400  
www.premiertrucksales.com P10



**2005 International 4300:** DT466, backed by Allison 5-speed automatic transmission. 2,300-gallon Progress aluminum tank - 2,000-gallon waste, 300-gallon freshwater. Masport H15W liquid-cooled pump. See Level waste gauge, (works great). Has a freshwater pump if you want to use for porta potties. Good tires. Runs excellent. Clean inside and out. Upholstery in good condition. Has cruise control and air conditioning. Both work great. 328k miles. Truck is ready to go to work today. Has been a great truck for us, but we needed a larger truck. Located in central California. Call for more info, or more pictures. .... \$39,500 OBO

**Brian 805-423-1961, CA** P10



**2008 Sterling Acterra**, 186k miles on Cummins ISC. Automatic transmission. New 1,870-gallon tank, new Jurop PN84 pump, new PTO. Turnkey pumper. Located in Arkansas. Delivery and financing available.

**Caleb 281-914-1192** P10

**LIST YOUR TRUCKS AND EQUIPMENT FOR SALE IN PUMPER CLASSIFIEDS!**

**www.pumper.com/classifieds/place\_ad**



**1990 International 4900** septic and toilet truck. 10,000 miles on total rebuild with receipts. 152,000 original miles. Runs perfect and would take it anywhere. 300 fresh/1,700 waste. Brand-new Masport pump. Has a rack to haul 2 toilets. New tires. Manual transmission. Rated UNDER CDL. .... \$18,000

**360-739-0570** P11



**2017 International 4300**, Cummins engine, automatic transmission, 29k miles. New 2,200-gallon carbon-steel tank, new pump. Special price \$65,000

**Call Alan 786-908-5436** P10



**2011 Kenworth T370** for sale. Less than 35,000 miles and under 2,500 hours, one owner. 2,100-gallon LMT c/s tank, Fruitland RCF500 pump. Paccar L7 330hp, Eaton 10-speed. A/C blows cold. Includes 200+ ft. of 3" hoses and a 3 ft. and a 4 ft. tool box. .... Asking \$89,000

**979-412-1410, TX** P10



**1997 Ford L9000**, 3306 Cat engine, 360k miles, Eaton Road Ranger 10-speed transmission. 3,500-gallon tank, Fruitland pump. .... \$17,000 OBO

**Jack Burt 610-547-1592, PA**  
septicervices@hotmail.com P10

## SEPTIC TRUCKS



**2010 International**, 3,600-gallon steel tank, Masport HXL400. Call for pricing.

**TSI Tank Services, Inc.**  
866-720-4999

P10



**1988 International S1900 Series** septic pumping truck with a 2,200- to 2,500-gallon steel tank. Liquid-cooled Masport HXL15 pump. This truck has been used as a backup for the past ten years. .... \$25,000

**Ted Baxter 804-733-6519, VA**  
gentrywell@aol.com

P11



**1988 International S1954**. DTA 466, 10-speed, less than 200,000 miles. 1,500-gallon tank, Masport HW 15, primary and secondary shut offs. 150 feet 3-inch EDPM hose with caps. Washdown system, jetter. Red Dot a/c blows cold. Ugly but effective, used daily. ... \$12,000

**707-937-0496, CA**  
Rricca@mcn.org

P10



**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



**2013 International** vacuum truck with 2,500-gallon tank. Brand-new tank and accessories. New red and black paint. 330hp MaxxFace engine with retarder, 10-speed transmission. Tires 50%, cold a/c, radio, power windows and steering. Air brake. GVW 33,000. \$40,000. WE DELIVER ANYWHERE. Call Jerry for more details.

**239-656-2774**  
or **1-800-721-2774**

P10



**1998 Freightliner FL-1120**, C12 Cat, 4,300-gallon aluminum tank, telescopic dump hoist, 139,605 odometer broken, Wittig pump type RFW150DVR. \$27,000. Picked up in Clinton, TN

**Contact Jerry 865-296-1297**

P10



**2002 International** pump truck. Under CDL requirements. 1,500-gallon tank, Masport pump. Two tool boxes. New paint. 6-speed transmission, diesel motor. Runs good, ready to work. More photos available upon request. Call Steve for more information. .... \$27,000

**715-703-8337, WI**

P10

2003 Sterling M7500, Cat, 6-speed, 2-speed rear. Good rubber. Hardly used 2,500-gallon vacuum body and pump. Penile hitch. Looks and runs good, ready to work. \$30,000 OBO. Joe 609-661-3265 (P10)

2008 Sterling Acterra, 2,200-gallon sewage/400-gallon fresh, Masport 500cfm pump, hot-water jetter, fully operational. 130,000 miles. Truck gets a once-over monthly. Very well taken care of. \$65,000 OBO. Please call or text 406-240-5221. (P10)



**2008 International DuraStar:** 42k miles. 2,500-gallon tank with Masport pump and jetter. Crudbuster, 200' 3" hose, 100' 4" hose, camper adapter, 3" & 4" couplings, misc. septic materials. More photos available. Retiring. \$50,000

**706-252-1103, GA**  
ken@advancedplumbinginc.com

P10



**2007 International**, aluminum tank (1,500 waste/500 water), Jurup PN58D pump, 155,000 miles. .... \$40,000

**Call Alan 786-908-5436**

P10



**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

2009 Freightliner M2, tandem. New 3,000-gallon tank, new pump. Cummins with only 133,000 miles. Arkansas. Caleb 281-914-1192. (P10)

2000 International Model 2674 - Condition used; mileage 168,584 miles; horsepower 335; engine manufacturer Cummins; engine type ISM; fuel type diesel; transmission 10-speed overdrive; capacity 4,500 gallons, aluminum. If you have any further question please feel free to call 772-335-8220. (P10)

Two (2) 2004 International 7500 trucks for sale. Pre-emissions. Both trucks had engines rebuilt within the last 2 years. Both have automatic Allison transmissions and 3,600-gallon aluminum tanks with NVE Challenger 866 vacuum pumps. Trucks are identical. Tires good. All hoses included. \$49,950 OBO per truck. Individual or package deal. Call Jim 847-343-5068 (P10)

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)

1997 Ford LN9000 with Presvac 2,300-gallon, either DOT Code or septic use. Tank in great shape. Cummins with Fuller transmission. Just inspected, runs excellent. \$25,500. KLM Companies 617-909-9044 (PBM)

1989 Oshkosh 6x6 septic pumper, 5,000-gallon tank, Masport HXL400W pump. 290 Cummins (1 year on rebuild), 9-speed Eaton-Fuller Road Ranger transmission. 2-speed transfer case. 833,000 miles. Call 715-889-1544. (P10)

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. Location: Brighton, Michigan. Call 810-217-4639, ask for Bart. (P10)

1992 Ford L8000: 80k original miles, automatic transmission, 2,650-gallon vacuum body installed new in 2001. New tires, pump, paint done 5k miles ago. \$16,500. Call/text 734-777-0390 for more information. (P10)

1999 Freightliner FL70, 8.3 Cummins, 6-speed, 265k miles. Air brakes, excellent rubber. 2,000-gallon tank, hoses 5 x 30 ft. Masport 400XL needs rebuild. \$24,500 OBO. 812-528-8645 (P10)

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)

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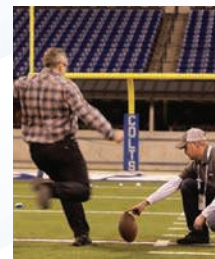
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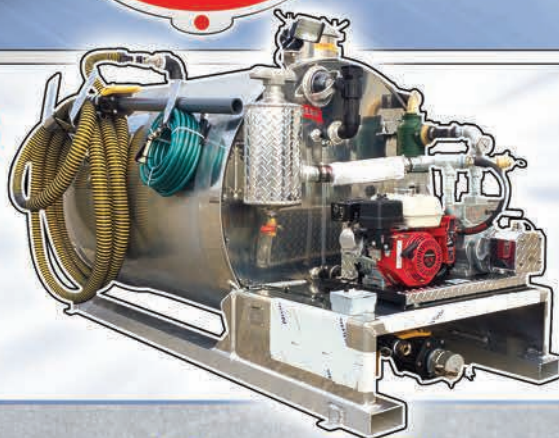
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