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Wisconsin's George Van Stedum looked for an exciting small business opportunity. He found the pumping industry. **PAGE 38**

SCRATCH BUILT

Commonwealth Waste Solutions is a successful second act for Virginia's Jason Muzzy **PAGE 22**

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38 It's a Career Reboot

- Dee Goerge

Wisconsin's George Van Stedum looked around for an exciting small business to operate. He found a rewarding opportunity in septic service and portable sanitation.

ON THE COVER: He had an entrepreneurial itch to scratch, so George Van Stedum bought Crockett Septic in Wisconsin Rapids, Wisconsin. Six years later, he couldn't imagine doing anything besides pumping. Van Stedum is shown with two of his service trucks, built out by Imperial Industries and carrying Masport pumps. (Photo by Cory Dellenbach)

10 Between the Lines:

It's Jingle All the Way for Crockett Septic

Wisconsin's Crockett Septic builds name reputation with a toe-tapping tune that plays over and over and over on local radio.

- Jim Kneiszel

14 @pumper.com

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

18 We Just Wrapped 40 Years of Pumper Magazine

One of the flagships of COLE Publishing is embarking on its next 40 years serving the wastewater industry. We expect great things in store for the pumping community.

- Jim Kneiszel

22 Scratch Built

Jason Muzzy started and sold one successful pumping operation and moved away. Later on he returned to the septic industry and started all over.

- Ken Wysocky

30 Money Manager: Can You Make Money With Your Cash Reserves?

The low-interest savings environment is slowly changing. Explore these options for earning some dollars on your operating assets.

- Erik Gunn

34 Associations List

51 Rules & Regulations

Long Islanders seek IRS clarification over income tax liability for septic system replacement grants.

- David Steinkraus

56 States Snapshot: 'We Are Progressing in a Very Positive Direction'

The head of the New Brunswick onsite association is upbeat about the future but says challenges remain, including enhanced regulations and recruiting younger people to work in the field.

60 2019 Vacuum Pump & Blower Directory

68 Septic System Answer Man: A Good Time to Review Tank Maintenance Procedures

A neighbor's question about pumping frequency brings the Answer Man back to the basics of septic service.

- Jim Anderson

72 Pumper Interview: Jump Into 21st Century Marketing and Bring the Customers Home

Entrepreneur Trevor Flannigan shares top tips he used to generate exponential growth for a wastewater, plumbing and HVAC service.

- Peter Kenter

74 Classy Truck

Creech's Plumbing, Wilson, North Carolina

80 Product Focus: Vacuum Pumps and Blowers

- Craig Mandli

82 Product News

Product Spotlight: Greasezilla aims to solve a problem and help raise revenue for pumpers.

- Jared Raney

83 Industry News

84 Marketplace

86 Classifieds

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Published monthly by



COLE publishing

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

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In U.S. or Canada call toll-free 800-257-7222. Elsewhere call 715-546-3346.

Email: info@pumper.com • Website: www.pumper.com

Fax: 715-546-3786

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

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

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CIRCULATION: 2018 circulation averaged 23,065 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

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

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27th TRUCKS INC.
27th Trucks4

A

A.R. North America, Inc.12

ABBOTT RUBBER COMPANY, INC.
Abbott Rubber Co., Inc.52

ABC Leasing & Financing32

American Waste58

AP Equipment Financing36

AQUA-ZYME DISPOSAL SYSTEMS
Aqua-Zyme Disposal Systems93

ARCAN ENTERPRISES, INC.
Arcan Enterprises, Inc.83

B

BEST ENTERPRISES
Best Enterprises, Inc.15

SEAL-R
BrenLin Company, Inc.83

C

CAM SPRAY
Cam Spray70

CAPE COD BIOCHEMICAL CO.
Cape Cod Biochemical Co.78

Century Chemical Corp.85

Com Vac Systems, Inc.28

COMFORTS OF HOME SERVICES
Comforts of Home Services66

CRUST BUSTERS
Crust Busters16

CUSCO
Cusco35

D

DAVIDSON TANK
Davidson Tank16

E

E
Ecological Laboratories54

WALLENSTEIN
Elmira Machine Industries/
Wallenstein Vacuum41

EAM ENGINE & ACCESSORY MANUFACTURING INC.
Engine & Accessory, Inc.69

F

SOLUTIONS
F.S. Solutions59

FIVE PEAKS
Five Peaks45

FLOWMARK VACUUM TRUCKS
FlowMark Vacuum Trucks43

G

GapVax
GapVax, Inc.67

H

HOUSE OF IMPORTS
House of Imports7

Howden58

I

IMPERIAL INDUSTRIES, INC.
Imperial Industries, Inc.25

In the Round Dewatering
In the Round Dewatering54

K

KeeVac
KeeVac Industries, Inc.12

Key Commercial Corp.85

L

LANE'S VACUUM TANK, INC.
Lane's Vacuum Tank, Inc.39

LENZYME
Lenzyme/Trap-Clear4, 74

Linco-Precision, LLC83

M

Marsh
Marsh Industrial57

MASPORT
Masport, Inc.31

EXPLORER
McKee Tech. - Explorer Trailers ...41

MHC Kenworth81

Mid-State Truck Service, Inc.70

MRP
Milwaukee Rubber Products32

MORO USA Inc
More than a Pump Company
Moro USA, Inc.71

N

NAWT
National Association of
Wastewater Technicians92

National Truck Center
National Truck Center9

NVE
National Vacuum Equipment3

P

P-POD, Inc37

pikrite
Pik Rite, Inc.93

POLYJOHN
PolyJohn Enterprises95

Premier Truck Sales & Rental20

PL POWER BOOSTER BY PRESSURE LIFT
Pressure Lift Corporation11

PRESVAC
Presvac Systems96

R

Septic Drainer
RCS II, Inc.27

Restroomtruck.com66

Sumit
Ritam Technologies LLC4

RV
Robinson Vacuum Tanks66

Robuschi USA53, 75

ROEDA, Inc.52

Roth
Roth North America93

S

Sansom Industries LLC79

Satellite
Satellite I PolyPortables13, 55

Screeno Systems
Screeno Systems, LLC76

THE SLIDE IN WAREHOUSE
Slide-In Warehouse12

Specialty B Sales
Specialty B Sales78

T

T&T TOOLS
T&T Tools, Inc.16

T.S.F. COMPANY, INC.
T.S.F. Company, Inc.21

TANK WORLD CORP.
Tank World Corp.19

TankTec
TankTec94

TS
Transport Truck Sales, Inc.77

TRANWAY SYSTEMS, INC.
Tranway Systems, Inc.5

Truck Country32

TRUCKXPRESS
TruckXpress2

TSI
TSI Tank Services, Inc.36

TUF-TITE
TUF-TITE, Inc.19, 29

U

U.S. TANKS INDUSTRY
U.S. Tanks Industry28

UltraSHORE PRODUCTS
UltraShore58

V

vacutrux
Vacutrux Limited41

VSI
Vacuum Sales, Inc.81

VAC-CON
Vac-Con®33

VARCO
VARCO47-50

VECTOR
Vector Technologies, Ltd.28

W

WALEX
Walex Products Company23

WATER CANNON
Water Cannon, Inc. - MWBE20

WE
Wee Engineer, Inc.54

Condor
Westmoor Ltd.17

Z

ZOOM DRAIN
Zoom Drain Franchise Co.73

Classifieds 86-92

Marketplace 84-85

REGIONAL ADVERTISERS

Midwest Supplement

(after page 74)

ADVANCE
Advance Pump 3

Marengo Fabricated Steel 1

R.A. ROSS & ASSOCIATES NE 4

RIDER
Rider Agri Sales & Service 2

RUGID
RUGID 4

Eastern Supplement

(after page 74)

ADVANCE
Advance Pump 3

AI
Andert, Inc. 2

Marengo Fabricated Steel 1

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RUGID
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\$82,500



2011 Freightliner M2

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Jim Kneiszel, Editor



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

It's Jingle All the Way for Crockett Septic

Wisconsin's Crockett Septic builds name reputation with a toe-tapping tune that plays over and over and over on local radio **By Jim Kneiszel, Editor**

There were a lot of indicators the radio jingle for Crockett Septic was a big success when it hit the airwaves in central Wisconsin. But one bit of feedback sticks out for Rob Wefel, the advertising sales rep for NRG Media who wrote and sang the 30-second, hillbilly-themed tune.

"I've been driving along tapping my foot to the jingle of my competitor," another area pumper called and reported. "Is that something that could be created for my company?"

Wefel and the folks at Crockett Septic in Wisconsin Rapids chuckle when they think of how many people are walking around town with the catchy tune stuck in their heads. When Crockett Septic's owner George Van Stedum drops off a restroom at a construction site, he sometimes has the workers serenading him with the song:

*Crockett Septic, serves you near or far
Holding tanks and septic pumped right there in your yard
They got port-a-potties ready for you too
They'll pump away that stinky, nasty poo (pheeew)
Crockett Septic, be there in a jiff
Crockett Septic, no more nasty whiff
Crockett Septic, they won't make you cry
Their pumper trucks smell just like cherry pie (yeehaw).*

You really can't understand the full impact of the jingle without hearing it. So we posted it on the *Pumper* website for your listening pleasure: www.pumper.com/jingle.

And you can read a full profile story about Crockett Septic in this issue of *Pumper*.

For the past few years, the Crockett Septic jingle has become a phenomenon across central Wisconsin. Van Stedum and Lori Leggett say folks stop them at work sites and call on the phone asking for a visit from the trucks that "smell just like cherry pie." The aroma is the product of using a J&J Chemical scent added to the pump exhaust oil, and it has unwittingly become the company's biggest sales tool.

How did that happen?

Van Stedum ran into acquaintance Wefel at a local hardware store and the ad man volunteered to help Crockett Septic if they'd ever consider radio spots. They sat down for lunch one day and Wefel asked Van Stedum and Leggett what made their company unique or memorable. The cherry pie scent stood out to him as interesting, so he asked if he could put something together for them to listen to.

Wefel went back to the radio studio and started scratching down some lyrics, then shared his idea with Casey Zemple, creative services director. The pair searched for a "song bed" — a prerecorded licensed musical track —

that fit a Davy Crockett, hillbilly theme, massaged the lyrics to fit the music, and called a group of radio staffers to help with the background shout-outs. Wefel sang the tune, and the commercial was finished in less than an hour.

"It was the dumbest thing in the world, but it was a little magical," Wefel recalls. "Who knew that a septic company had trucks that smelled like cherry pie?"

At first the magic escaped Liggett.

"I was not crazy about the jingle, to be honest. I was just horrified when I heard it the first time," she recalls. "I just pictured a banjo and bib overalls and a guy on the front porch with straw coming out of his mouth. Oh my goodness; sometimes I still hear it and I have to shake my head."

But Liggett trusted Wefel and let it go on the air. The effectiveness of the jingle is undeniable, and it's been building name recognition for Crockett Septic, founded in 2013. The company buys 60-second ads that finish with the 30-second song, but themes rotate by the season. For example, in the fall they promote portable restrooms put out for football games, or in the summer they talk about Memorial Day and the Fourth of July.

OPEN MINDED

Van Stedum was cautious at first about including radio in the advertising budget. "When you think it's several hundred dollars a month, it's a little daunting." And he still doesn't have a handle on the return on investment. However, he knows Wefel is making Crockett Septic a household name, which admittedly isn't the easiest thing for a septic service company.

Liggett long ago became sold on the jingle. So many people can recite the words to her that she knows it's working.

"He's wonderful," she says of Wefel. "We owe him a lot, and we can't thank him enough."

Wefel credits Van Stedum and Liggett for being open minded and letting him try something different to attract attention for their service company.

"In my experience over 20 years, the clients that get creative and have fun are the ones that get noticed," he says. "The success of the ad came out of George and Lori's willingness to let creative people be creative."

And no matter how many hundreds of times the commercials air, people still like the toe-tapping jingle.

"I've never gotten a complaint about their ad except from one anonymous caller who was annoyed with the song," Wefel says.

HITTING THE AIRWAVES

Have you thought about creating a jingle for your pumping company? Here are a few tips from Crockett Septic and Wefel to make it a success:

Know the demographic you want to reach.

Crockett Septic learned their best bet is running advertising on country and classic rock stations. They care about the age group they reach and the geographic limits of the radio transmitters. They have settled on classic rock now because most of the septic service decision-makers are in the 35 to 50 age range that makes up the bulk of that station's listeners. That station's signal is also the only one strong enough to penetrate steel factory walls and reach the ears of many middle-class working people, Van Stedum says.

Don't assume a jingle is going to cost a lot of money.

You may think an original tune and a professional studio production will blow your advertising budget. But the cost of the jingle was rolled into the cost of Crockett Septic's radio advertising contract. They pay for the air-time, but there was no bill for Wefel's lyrics or singing. Of course, your results may vary depending on your media market or the way radio stations charge for their services.

Focus on something unique about your company.

Forget about saying you're "family-owned and -operated for [insert number here] years." Wefel says companies often want to focus on that line, but "Not many people care about that. They want to know, 'What's in it for me?' And it's going to smell like cherry pie," he says. "When you make yourself memorable, that changes the dynamic." As an example, a portable restroom company that uses strictly purple units hired Wefel, who branded them "the purple port-a-potty people." Your selling point might be that your company is concerned about the environment or supports a special cause in the community, etc.

"Draw the curtain back on the people who work for your company. Share with people the heartfelt stuff of why you are in business. Make fun of yourself before someone else does," Wefel says.

Avoid the septic clichés.

"You can bring the funny, but don't go over the top or use sophomoric humor," Wefel says. "Don't use the dusty No. 1 in the No. 2 business. We've all heard that over and over. Go for something fresh." You may or may not choose to inject humor in your advertising, but keep the message professional and don't degrade the important environmental work you do.

Let the creatives be creative.

You pump septic tanks and you're darn good at it. Wefel wouldn't think to suggest how you clean a septic tank, so maybe you should trust the judgment of a media professional. "Advertising people are experts; that's all they do. Most of the people in advertising aren't just there to sell you ads. They're there to be as creative as you want them to be."

Van Stedum agrees that success relies on building good relationships with creatives. "You have to have a good rapport with whoever you are working with. If you're not on the same page with the guy who's writing ads for you, it's probably not going to work out for you," he says.

Play it over and over again.

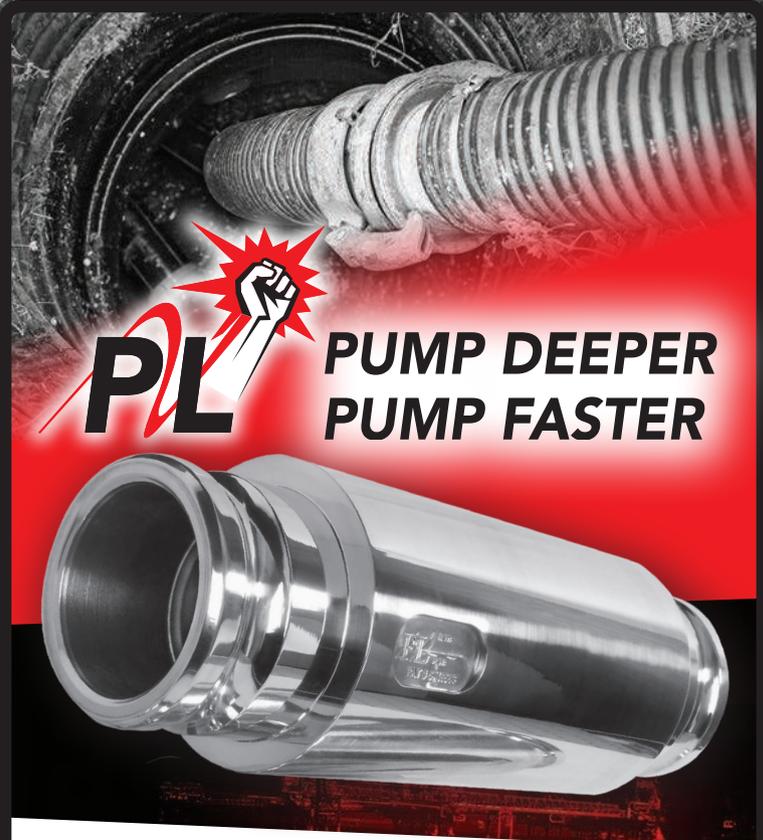
You might have a clever jingle like Crockett Septic, but it's not going to become memorable if you play it on the radio a few weeks and then drop it. Wefel suggests finding a day of the week or a time of the day you like and

then running it month after month. Soon your potential customers won't be able to get that jingle out of their heads and they'll call you when the septic tank needs pumping.

"Find an audience you can speak to, and keep it consistently in front of people," Wefel says. How long should you run the jingle? "How long do you want to be open for business? That's how long you should keep marketing. You have to consistently market yourself and in an original enough way to be noticed," Wefel says.

QUESTIONS?

If you want to learn more about jingle production or how the jingle has helped Crockett Septic, contact Wefel at rwefel@nrgmedia.com or Leggett at lori@crockettseptic.com. ■



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	7.9	30.0	4500	310	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	310	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	3000	206	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	2000	138	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
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AUXILIARY BUSINESS IDEAS

keep an open mind

Lots of portable restroom operators develop sidelines that tie in with their main service, such as portable lighting, office trailers or fencing. But B&S Port-O-Jons in Waco, Texas, has a more unusual side business: a delivery service. Bullet Delivery Service was started by Clayton Smith in Waco long before he joined the wastewater industry. The company eventually got involved with delivering for PolyJohn Enterprises, which was an introduction to the growing portable restroom business.

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CREATIVE THINKING

crucial for pumpers

In the septic system installation business, the ability to think outside the box and embrace new ideas is one of the secrets to ongoing success. In the course of our interviews with pumpers and installers for Pumper magazine profile stories, we often hear original ideas that prick up our ears. This online exclusive article compiles a few of those ideas to share with readers.

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“It’s no exaggeration to say that working with a financial adviser can be make or break, and that a good relationship with your adviser can set you up for future success.”

— *5 Reasons Why a Financial Adviser is Key to Business Success*
pumper.com/featured

RESTROOM MODIFICATION

a market for innovation

When a child opens the door to a portable restroom at a local festival in Québec, he or she might see a few things inside that make it easier for them to use. And when food vendors need a place to clean their dishes, they might find a portable restroom modified as a dishwashing station. These are just some of the innovations Sanivac in Notre-Dame-de-l’Île-Perrot now offers its customers.

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STAY FOCUSED

stick to your roots

Times may have changed since Nathan Hill’s grandfather started what is now known as Schulteis Pumping in Slinger, Wisconsin, in 1966. But Hill and his cousin Tim Schulteis — who bought the company from their fathers in 2016 — say they don’t plan to change the company’s strategy much. Sure, they plan on “keeping up with the technology and modernizing,” Hill says, but their focus on septic pumping and repairs will remain their niche. The company celebrated 50 years in business in 2016.

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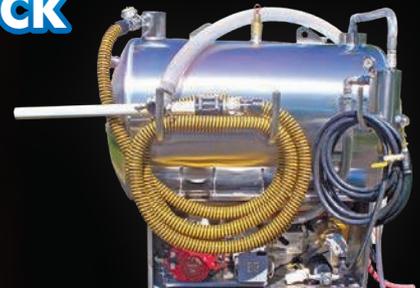
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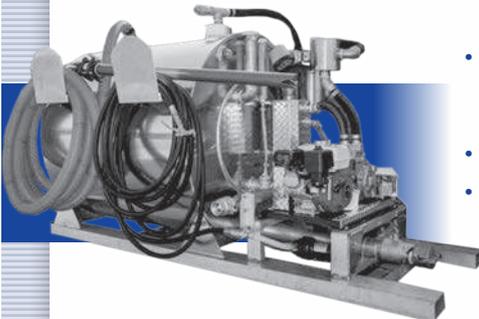
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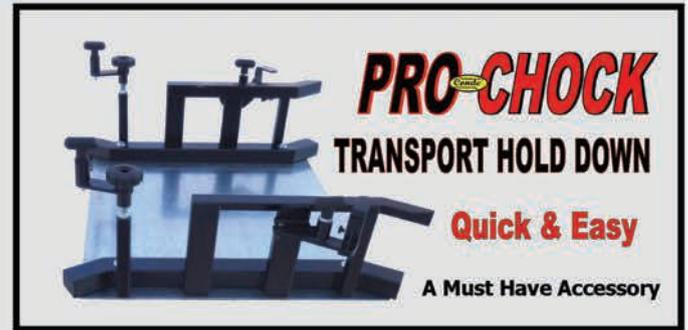


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We Just Wrapped 40 Years of Pumper Magazine

One of the flagships of COLE Publishing is embarking on its next 40 years serving the wastewater industry. We expect great things in store for the pumping community. By Jim Kneisz, Editor

Back in June 1979, two young guys in northern Wisconsin were looking for a way to sell a spare 2,000-gallon vacuum truck when they settled on an idea: Start a publication with classified ads for septic service contractors.

Fast-forward 40 years. This month kicks off the 41st year of *Pumper* — your magazine — which has reported on revolutionary changes in the wastewater industry.

It all started with Pete Lawonn, 27, who had a septic service truck he no longer needed, Bob Kendall, 24, a budding entrepreneur, and the late John DiVall, who owned Jay's Waste Equipment in Wisconsin. Upon hearing about Lawonn's truck for sale, DiVall suggested the wastewater industry needed a trade publication to buy and sell equipment. Lawonn and Kendall thought that was a good idea and soon launched COLE Publishing and the *Midwest Pumper*.

The rest, as they say, is history.

Pumper soon evolved from a small newspaper format into a magazine. As advertisers jumped on board and the subscription base grew, the publication added more and more editorial content. The staff grew, and then grew some more. Eventually COLE Publishing started a stable of successful trade publications serving the wastewater industry and expanded on the internet.

Today, Kendall remains the founder of COLE Publishing. Lawonn moved on to other ventures.

The evolution of technology in the publishing business has been and continues to be astonishing. One thing remains constant, though, and that's the great business relationships we've forged, both with *Pumper* readers and the manufacturers who serve the industry.

ONE BIG FAMILY

"The thousands of hardworking pumpers are the backbone of the industry. We've met so many accomplished small-business owners over the years, and when pumpers get together (at an event like the

“The thousands of hardworking pumpers are the backbone of the industry. We've met so many accomplished small-business owners over the years, and when pumpers get together (at an event like the WWETT Show), it's just like one big family.”

Bob Kendall



The *Midwest Pumper* used a newspaper format in 1979 (left), and is now a glossy magazine with a staff of editorial professionals serving the septic service industry.

WWETT Show), it's just like one big family," Kendall says. "And we've seen that they're all pulling in the same direction, serving their customers with pride and constantly raising the standards in the wastewater industry."

The vendors that supply this industry — building vacuum trucks, portable restrooms, the accessories that help our readers build successful businesses — are all about raising standards as well. Since the early days of *Pumper*, as the old trash pumps gave way to improved vacuum pumps, manufacturers have constantly sought out innovations to boost profitability for septic service contractors. Every step of the way they've focused on constant improvement and better efficiency, from the hose in the septic tank to septage treatment plants that give pumpers a variety of effective disposal options.





Bob Kendall

Pumper has offered a valuable way for service providers and equipment suppliers to find each other. But the magazine couldn't have flourished for 40 years without the support of loyal advertisers.

"We can't thank the industry players enough for their constant support of our editorial product. They've enabled us to tell the interesting stories of hundreds of great pumping contractors and do our part to encourage professional business practices," Kendall says. "At the same time, we're proud to showcase emerging technologies brought forward by our advertisers. The productivity advances made over the years are a huge, good-news story we will continue to tell."

IN PRINT AND ONLINE

That technology revolution is as pronounced in publishing as it is in pumping. Kendall and Lawonn started *Pumper* as a rudimentary black-and-white newspaper and built it into a high-quality glossy trade publication featuring professional editorial content aimed squarely at helping the pumping community.

Pumper has been fully an online product as well for more than a decade, reaching a new generation of readers who want to access content instantly on their smartphones and tablet devices. Now in addition to the paper magazine that has a huge readership in contractors' offices across North America, daily online dispatches augment the content *Pumper* readers know and love. You wait for that glossy magazine to arrive in your mailbox once a month, but you now get a daily dose of *Pumper*.

"While we stick to the tried-and-true magazine platform that our readers continue to tell us they enjoy, we're always exploring new ways to serve an ever-evolving industry," says Jeff Bruss, COLE Publishing president.

What will the next 40 years of *Pumper* look like? No one knows for sure. But if we have anything to say about it, there will be a few more generations of successful wastewater professionals and industry advances beyond our wildest imagination. ■



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Jason Muzzy is shown with a Peterbilt service truck built out by Accurate Fabrication with a 2,500-gallon steel tank and Fruitland pump. (Photos by Kevin Blackburn)

Jason Muzzy started and sold one successful pumping operation and moved away. Later on he returned to the septic industry and started all over. By Ken Wysocky

SCRATCH BUILT

The fact that Jason Muzzy has started not one, but two successful septic pumping businesses in the last 19 years is a testament to the power of persistence. His second business — Commonwealth Waste Solutions in Chester, Virginia — has generated double-digit income growth since its inception, thanks to an emphasis on customer service and septic system repairs, a boost from regional environmental regulations and a solid work ethic.

“I never leave a phone call unanswered,” says Muzzy, age 47, who established Commonwealth Waste Solutions in 2012. “I pay attention to details ... and look for potential problems that could cause an issue for customers down the road.”

As for work ethic, Muzzy is like most small-business owners — always on the go, trying to balance the demands of managing a business, prospecting for new customers and serving existing clients. “I used to get up at 4 a.m. and run that truck as long as I could,” he says, recalling the early days of Commonwealth Waste Solutions. “You really need a gung-ho work ethic in order to succeed.”

(continued)

Commonwealth Waste Solutions Chester, Virginia

OWNER: Jason Muzzy

FOUNDED: 2012

EMPLOYEES: 3

SERVICE AREA: 40-mile radius around Chester (south of Richmond)

SERVICES: Septic tank pumping, septic system inspections and repairs, grease trap cleaning

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James Miles, left, and Jason Muzzy review the daily septic service routes. The company's trucks are in the background: On the left is a 2006 Freightliner with a 2,500-gallon steel tank and Masport pump, and on the right is a 2007 Peterbilt with a 2,500-gallon steel tank and Fruitland pump. Both trucks were built out by Accurate Fabrication.

The effort has paid off. Muzzy says the company's gross revenue has increased an average of 20% a year since 2012, including a 30% bump in 2018. The reason for the growth? The company's main service area lies within the Chesapeake Bay watershed, a sprawling, 64,000-square-mile drainage area that covers parts of six states and the District of Columbia.

Residents and businesses within the environmentally sensitive watershed must have their septic tanks pumped every five years, and 2018 marked the fifth full year that Muzzy was in business. So revenue rose as repeat customers on the five-year cycle called to get their tanks pumped again, he says.

While the pumping mandate has been a boon to business, it's also a two-edged sword because it brought in more competitors, including some that lowball prices. "It definitely helps business," Muzzy says. "But anywhere you have mandatory pumping, you're going to get more pumpers. It seems like there's always someone new popping up. There are about 15 to 20 pumpers now in the entire Richmond area."

THE STARTUP

The circuitous arc of Muzzy's career included a stint at sea as a member of the U.S. Coast Guard, followed by stops in Nags Head, North Carolina; Dallas; and now Chester. Muzzy was born in Chester and later attended two small colleges in Texas, where he studied business management.

Then he spent four years in the Coast Guard. After that, he started a septic service company in August 2002. It was based in Nags Head, a coastal barrier-island community where he'd always wanted to live. The business took off quickly.

"By the next February, I had three trucks," he says. "I just stepped into a very lucky situation. A competitor was leaving the business and I just walked



Above: Muzzy writes an invoice from the cab of his truck. With a small operation, it's important to stay on top of paperwork during a busy day.



Above, right: James Miles uncovers a septic tank lid as Muzzy lays hose before pumping.

in at the perfect time. I had land to use for land application of waste and picked up most of the competitor's previous customers."

But after eight years, Muzzy sold the business and moved to Dallas to get married. When the marriage failed six months later, he moved back to his hometown, Chester, and established Commonwealth Waste Solutions. He preferred to go back to Nags Head, but was prohibited by a noncompete agreement.

Commonwealth Waste Solutions primarily serves customers in east-central Virginia in Charles City, Chesterfield, Hanover and Henrico counties, which generally lie south of Richmond. Because it's a fairly large area to cover, Muzzy adjusts his pumping rates by ZIP code.

"I start with Chester in the middle and raise the price according to each (subsequent) ZIP code's distance from Chester," he explains. "It helps compensate for labor, fuel, and truck wear and tear. The expenses simply are

(continued)

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JASON MUZZY

Ignore tech updates at your own peril

Jason Muzzy has a word of advice for pumpers who aren’t too keen about embracing new computer technology and taking the steps required to keep systems up to date. The owner of Commonwealth Waste Solutions, established in 2012, recently learned his lesson the hard way when he repeatedly ignored automated messages reminding him to update the software that maintains his pumping schedule.

“I admit I have a hard time adjusting to new technology, especially when it’s related to computers,” he says. “I refuse to do the upgrades, for example. But last week, everything crashed and I lost all the jobs on my schedule for two weeks. To find out who was on the schedule, I had to wait for customers to call and ask why we weren’t showing up.

“It’s the worst thing that’s happened to me in the last seven years,” he adds. “I felt like a complete idiot. I was told I needed a new computer and software and cloud backup, but I figured it’s always worked fine — why fix it if it isn’t broken?”

The problem arose when Muzzy noticed appointments were appearing in triplicate in his business calendar. He called for technical support, but the cure was almost worse than the problem. “My computer screen just went blank,” he recalls. “Two weeks of work just disappeared.”

In the end, Muzzy was able to figure out who the customers were for 33 out of 35 upcoming pumping jobs. “Under the circumstances, losing just two jobs wasn’t that bad,” he says. “It could’ve been a disaster.”

Since then, Muzzy has invested in a new computer; purchased QuickBooks Online, a cloud-based accounting system from Intuit; and hired a bookkeeper who’s familiar with cloud-based programs.

The takeaway here? Regularly update computers and software. “I’m definitely going to be more proactive about things like that,” Muzzy says. “I don’t update things because I’m cheap, and I hate change — I like to use things until they don’t work anymore. But when I see what it could’ve cost me the last time around, I realize I need to get over that.”



Above, left: Jason Muzzy confers with a customer after a pumping job.

Above: James Miles dumps a load at a Chesterfield County (Virginia) wastewater treatment plant.

higher the farther out the customers are, especially since we’re heavy coming back, which reduces our gas mileage and raises our fuel costs.”

Muzzy also cleans grease traps occasionally, but only in Chesterfield County because its treatment facility only accepts grease waste generated within the county. “I’ve always done grease traps and would like to do more, but it’s just too hard to get rid of,” he says.

To service customers, Muzzy relies on two trucks: a 2006 Freightliner with a 2,500-gallon steel tank and Masport pump and a 2007 Peterbilt with a 2,500-gallon steel tank and Fruitland pump. Both trucks were built out by Accurate Fabrication. He also has invested in a portable KJ-3100 water jetter from RIDGID (3,000 psi at 5.5 gpm), mostly used for cleaning septic system pipes and restaurant grease trap lines. He also owns a RIDGID SeeSnake pipeline inspection camera.

REPAIRS PROVIDE A BOOST

To Muzzy, providing good customer service means more than just pumping out a septic tank. It includes educating customers about how septic systems work and bringing to their attention potential problems that could turn into expensive repairs down the road.

“Maybe there’s an old cast iron pipe close to failing, or terra cotta or



Orangeburg (pressed wood) pipe,” he says. “Or maybe there’s a missing sanitary tee. We try to get things up to modern standards instead of just sucking out the tank, putting the lid back on and leaving.

Jason Muzzy inspects a front tire on his 2007 Peterbilt vacuum truck after hearing an unusual noise while driving his service route.

“A lot of (pumping) employees aren’t the owner of the company or with the owner when they pump out tanks, so there’s not as much incentive to think that way,” he adds, noting the value that an owner-operator brings to the job. “Some companies offer their employees commissions on repairs, but when that’s the case, I think they start pushing things that aren’t necessary. We don’t do that.”

Revenue from repairs and maintenance has increased almost every year since Muzzy established Commonwealth Waste Solutions. Why? The entrepreneurial-minded contractor slowly increased the number of repairs he did himself, as opposed to subbing out the work to plumbers.

The reasons were twofold. First, why put money in someone else’s pocket? And second, Muzzy started to crave a bit of variety.

“I want to do something different than just driving the truck,” he says. “I’m trying to diversify a little bit. I’ve still got to be out in the truck some, but I also have to be out there doing repairs and selling. I have to wear a lot of hats.

“In the beginning, all I did was pumping,” he continues. “I kept myself so busy that there was no time to do anything else. But now, instead of killing myself in the pump truck, we leave room and time in the schedule to do the repairs instead of giving them away.”

IT’S A DIRTY JOB

Achieving that balance between pumping and doing repairs requires a reliable employee, and Muzzy has one in James Miles, who he calls his “right-hand man — a guy who really knows what he’s doing.” Miles has been with the company a little more than a year, and Muzzy says he does everything he can to keep him on board, including providing paid holidays and offering a 401(k) retirement savings plan.

“I treat him like a friend,” Muzzy says.

“Sometimes I buy him work-related things, like an expensive pair of boots or something else he needs. ... Finding quality employees who want to do this kind of work is tough. It’s a physically demanding, dirty job. And it’s miserable to work outside here when it’s 96 degrees F with 100% humidity. The dif-

ficulty of finding good employees definitely is one reason why I stay small.”

Muzzy also recognizes his parents, Jeff and Diane Muzzy, for their help and support. “They’re a big part of my success,” he says. “I have to give them credit where credit is due.”

ROOM TO GROW

Looking ahead, Muzzy says his desire to keep growing the business more and more often conflicts with the realization that he also needs more downtime to avoid burnout. In other words, he’s less enthusiastic these days about getting up at 4 a.m. and then burning the midnight oil.

“I’m not as hungry as I used to be, and I’m less concerned about that almighty dollar,” he explains. “I’ve learned that I have to run the business, but I also have to get some downtime. What purpose is there in earning anything if it’s killing you?”

“I started my own businesses to try to control my own destiny,” he adds. “But if you let it control you, you might as well be working for someone else.”

So what keeps Muzzy going? He loves to fix people’s problems.

“Customers call and sometimes they’re almost in tears because someone else told them they’re stuck with a huge repair bill,” he says. “Then I get out there and help them find a way around it, so they can flush their toilet again and there’s no more sewage on the floor and life is good again.

“When you can solve a customer’s problem, it’s awesome — just awesome,” he says. “That makes it all worthwhile.”

While growth prospects are dictated somewhat by the ability to find another solid employee, Muzzy still plans on getting bigger. “I want to say that I’m content where I’m at, but that’s not the truth,” he notes. “One truck already has grown to two trucks and the business keeps growing by default, thanks to word-of-mouth referrals and the five-year mandatory pumpings.

“I might continue to grow like this or by diversifying further,” he says. “Or maybe by opening a new location or even buying out a little guy. ... I just don’t know how it’s going to pan out. But five years from now, I think we’ll be larger in some fashion.” ■

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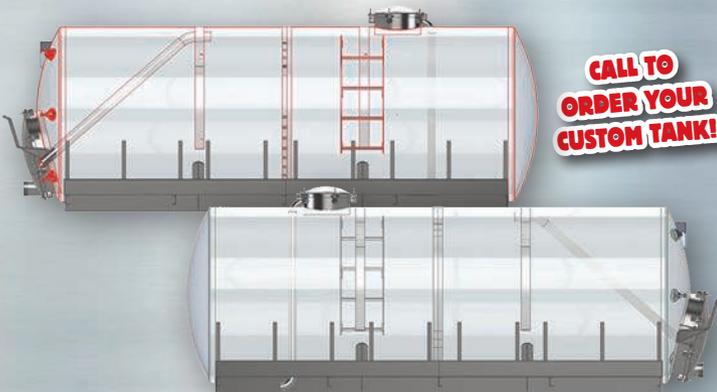
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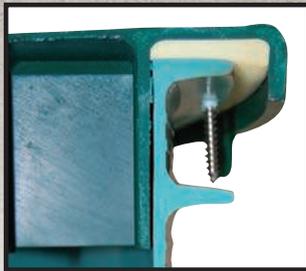
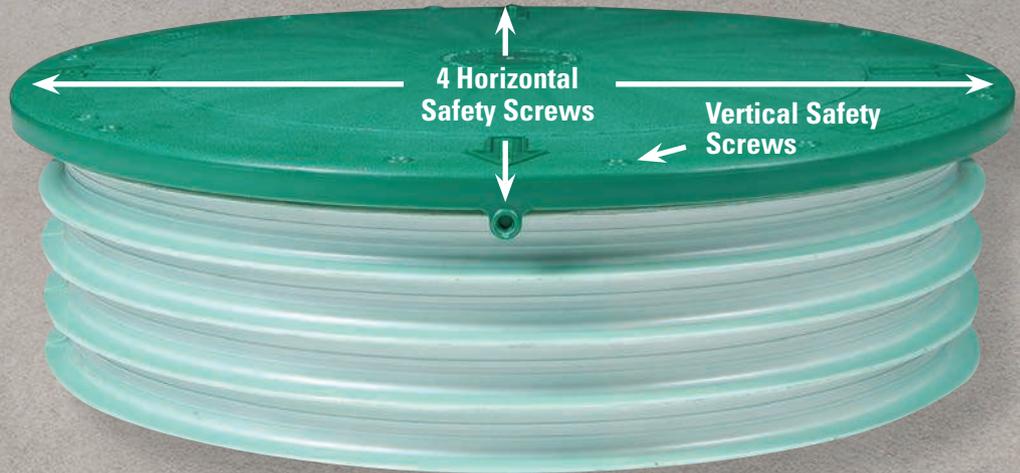
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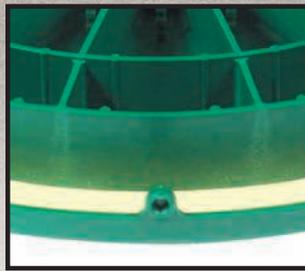
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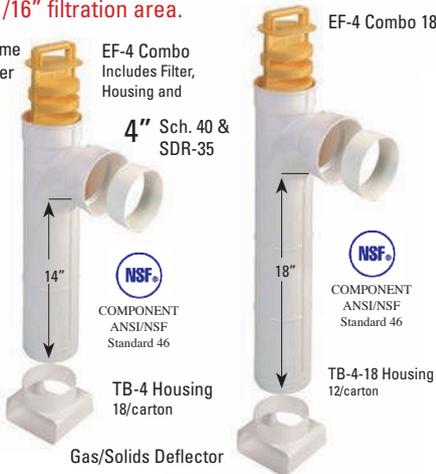


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Based in Racine, Wisconsin, Erik Gunn writes for magazines on business and other topics.

Can You Make Money With Your Cash Reserves?

The low-interest savings environment is slowly changing. Explore these options for earning some dollars on your operating assets. **By Erik Gunn**

If your finances are strong, you're holding three to six months of cash — perhaps more — to make sure you can cover bills easily without having to operate your business from check to check.

Cash reserves cover your ordinary bills along with the classic “rainy day,” such as when a truck breaks down and needs a major repair. Your reserves can be a lot of money, but you also need it ready at nearly a moment's notice. So what do you do with it?

Of course you can't put it in high-flying stocks. You can't take that risk if you want to pay your bills on time. The simplest and most risk-free option will be at a bank or credit union, where deposits are insured for up to \$250,000 by the Federal Deposit Insurance Corp. or the National Credit Union Administration. If you need more cash reserves than that, you may need more than one financial institution.

MAKING IT WORK FOR YOU

By now you might be feeling antsy. Just leave all that money in the bank, to sit there? When I could be investing it in the market and making a lot more money on it? Well, yes. Who wants to see their cash reserves nosedive along with that high-flying stock on one of those volatile trading days?

According to Bankrate, the average savings account nationwide is paying barely any interest (0.10% when this column was written) and the average checking account even less (0.08%). True, some banks offer special promotional interest rates on conventional checking or savings accounts. But those probably have fees tied to balance requirements or are limited to brand-new customers. Or the best rates might apply only up to a certain ceiling.

But there's good news. You don't have to park reserves in an account where they'll only deprive you of earnings you could make perfectly safely. The key? Don't keep all your money in these safe but interest-stingy accounts. Treat them simply as a holding pen for the bills you're about to pay that month. For the rest of your reserves, there are better, and equally low-risk, choices.

MONEY MARKETS

Money market accounts, usually with check-writing privileges, are among the most popular alternatives for holding cash that needs to be liquid but can earn some interest while waiting to be put to use.

“A money market is like an interest-bearing account,” says Melinda M. Toy, CTP, vice president and director of treasury management for PyraMax Bank, a full service commercial bank in suburban Milwaukee. “It's 100% liquid.” It's also insured by the FDIC. And Toy says economic factors and

One longtime strategy is to “ladder” CDs — staggering their expiration dates so that at any one time you may be within a month or so of being able to cash in if necessary.

competition are pushing money market interest rates into the range of 2% to 2.5%.

One consideration is that money market accounts limit you to six transactions a month. “It's not for paying frequent operating expenses,” Toy points out. But you could use such an account to hold your cash and simply make a single withdrawal once a month to cover all of your month's expenses.

Money market accounts also vary in minimum balance requirements. Some pay better returns tied to a higher minimum. As always, research the details of the account, shop around and compare several offerings.

CERTIFICATES OF DEPOSIT

Another federally insured instrument is that old standby: the bank certificate of deposit. CDs pay interest, too. Unlike the money market, CDs tie up your money in return for somewhat higher interest rates. The higher interest you want, the longer the CD's term is going to be — three months to five years or even longer.

For liquid cash, that probably sounds like a non-starter. But there's a workaround. One longtime strategy is to “ladder” CDs — staggering their expiration dates so that at any one time you may be within a month or so of being able to cash in if necessary.

Here's how it works: Suppose you have \$20,000. Instead of putting it all in a one-year CD, you might buy a three-month CD for \$5,000, a six-month CD for \$5,000, a nine-month CD for \$5,000, and a one-year CD for \$5,000.

As each of the lower-interest-rate, shorter-term CDs expires, you roll the money over into a new one-year CD at a higher return. That way, you'll have one that comes due every three months in perpetuity. Nine months in, all four CDs together will earn the equivalent of a one-year yield on your original \$20,000. But you can still get access to the money in \$5,000 increments every three months.

You can employ the same tactic over much longer terms, and you can time expiration dates so they're closer together. Of course, shooting for a longer maturity date, a shorter time between CD expiration dates, or both will take longer to make it all.

Toy points to another recent offering from some banks and credit unions: so-called liquid CDs. "It's a CD, but it's kind of like a money market," she explains. It offers the higher earnings of a CD rate, but allows additional, though limited, access to funds. For example, Toy has seen some that permit at least one withdrawal without a penalty over the term of the certificate.

If your financial institution offers such an instrument, consider it. It won't be as liquid as a money market account, so you can't use it as feedstock to cover those monthly bills from your business checking account. But it does offer a secure, money-earning harbor for an emergency stash.

Then there's another CD variation, Toy says, one for clients who want the security and high interest of a CD but don't need liquidity, and who are managing reserves that exceed the FDIC limit of \$250,000.

PyraMax Bank and other banks are partnering with other financial service agencies to offer CDARS. The term is short for the Certificate of Deposit Account Registry Service, and what they do is essentially divide the assets of the instrument among several banks so that each bank's share is at or below the \$250,000 limit.

For example, if you wanted to put \$2 million into a CD with your participating bank, the program could then turn that into eight individual security interests, each totaling \$250,000. Your bank might have one security interest up to \$250,000, and one would be imputed to each of several other participating banks. But instead of having to deal with all eight banks, you only have to work with your home bank, and on paper it is still a single account with all \$2 million.

ONLINE BANKING

Another option is an online bank. Bankrate reports savings interest rates of 2% or more from some online banks, which also offer money markets and CDs. Some can offer higher savings account interest rates because they don't have brick-and-mortar overhead costs. Bankrate periodically evaluates and rates the best of these banks; check their website at www.bankrate.com/banking/best-online-banks.

As with traditional banks, however, they might require a higher minimum balance for the best rates. And you must do all your business electronically, so you can't deposit cash directly, although online banks offer ATM access for cash withdrawals. Many even reimburse you (although there's a monthly cap) if the ATM you use charges a fee.

Before choosing an online bank, carefully research fees for transactions, monthly account maintenance or falling below a minimum balance. A miscalculation could undercut any financial advantages you gain. And consider whether

you are more comfortable working with a banker who can give you advice on the unique circumstances of your business.

INVESTING

If your objective is absolute safety, you're better off sticking with a bank account of some kind. But as long as your funds are spread around, you could consider some additional options. They might make you money, but they aren't insured the way banks are. So you could lose money, too.

Dividend stocks are one of those options.

Companies that pay dividends on their stock are usually thought to be more stable overall, so in addition to paying periodic dividends, their price may appreciate in a generally favorable market. Think tortoise, not hare.

But never put money in any particular investment unless you can afford to lose it all. The most rock-solid company could be one catastrophic event away from collapse, from a natural disaster, financial scandal or unexpected competitive disruptor. So whatever you do, don't consider those your short- or even medium-term emergency reserves. ■

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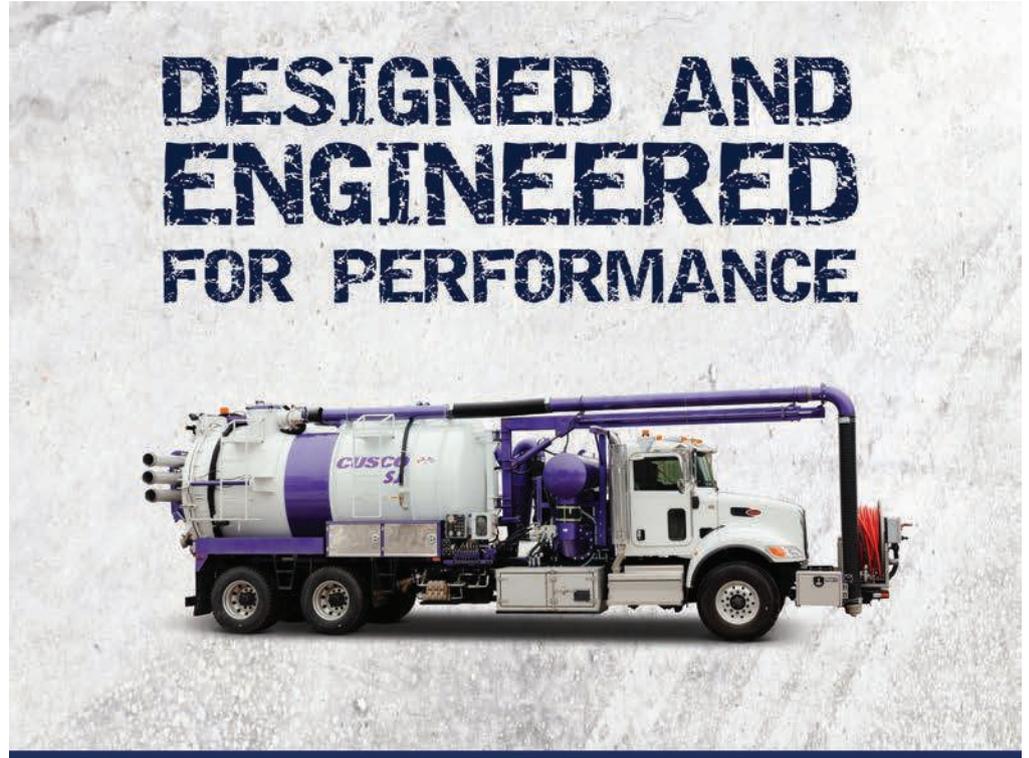
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The Crockett Septic team includes (from left) George Van Stedum, Lori Leggett, Mason Wirtz and Kathy Trzebiatowski. Not pictured are Doug Kelley and Brian Dye. (Photos by Cory Dellenbach)

IT'S A CAREER REBOOT

Wisconsin's George Van Stedum looked around for an exciting small business to operate. He found a rewarding opportunity in septic service and portable sanitation

By Dee Goerge

George Van Stedum and Lori Leggett weren't fulfilled working for others and had an entrepreneurial itch they needed to scratch. So they started moving away from the jobs they worked together in a Wisconsin warehouse and set off in a new direction, taking over a small, one-truck septic service operation. And that's when the work started.

With long hours, an eye for detail and the willingness to try new things, the couple has built that \$60,000 pumping business into a thriving small company — Crockett Septic, in Wisconsin Rapids — with hardworking employees, newer trucks and an expansion into portable restroom rentals stimulating growth.

In fact, the business stands out because within just a few years they've branded themselves with a snappy radio advertising jingle that people remember. It's just one creative way the couple markets to grow their septic and portable restroom business.

HOW IT STARTED

A fortuitous call from a friend is what sprung Leggett and Van Stedum out of their career doldrums. A family friend rang up Leggett,

Crockett Septic Wisconsin Rapids, Wisconsin

OWNER: George Van Stedum

FOUNDED: 2013

EMPLOYEES: 6 full time, 3 seasonal

SERVICE AREA: 50-mile radius, 6 counties

SERVICES: Septic and grease trap pumping, portable restrooms

WEBSITE: www.crockettseptic.com



asking if she had the phone number for a Realtor to help sell a septic company. When she mentioned it to Van Stedum, he recognized an opportunity and seized it.

"I liked the idea of owning a business. I was at a point in my career with no way to go up," says Van Stedum, who was 29 at the time and had worked for 10 years as a cold-storage forklift operator and part time as a small-engine technician at a local hardware store. He continued to work full time at the warehouse as he learned from the

(continued)

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former septic company owner for the first summer and then part time at the hardware store for a year and a half during the transition.

“It was on-the-job training to learn about the systems and how to properly diagnose problems,” Van Stedum says. Combined with Wisconsin’s required classes for a license, he learned everything he could. He passed the operator’s license test within a month and got his master operator’s license within three months of getting into the business.

There was plenty to learn because of the business’ location.

“We’re on a divide in Wisconsin where the Wisconsin River flows. On the east side it’s very fine sand, and on the west side it’s red clay. So there is a wide difference in soil types,” he explains. Though Van Stedum doesn’t install or repair systems, he’s had to learn how to service all types of systems and educate his clients about them.

PUMPING EQUIPMENT

The company has added appropriate equipment to boost efficiency for the variety of systems and customers across the half-dozen counties served by Crockett Septic. “The business we bought came with a truck with a 1,800-gallon tank. It wasn’t big enough for servicing and pumping two septic systems so we traded it in,” Van Stedum says.

That was in 2014, when he traded for a 2007 Sterling truck with a 2,500-gallon Imperial Industries steel tank carrying a National Vacuum Equipment pump. Though it was better, it still wasn’t big enough for larger holding tanks common in the area. So in 2016, Van Stedum purchased a 2012 Peterbilt with a 4,000-gallon Imperial Industries aluminum tank. “The 2,500-gallon truck is more of a backup and transfer truck,” Van Stedum says. It also comes in handy for events to provide storage for portable restroom waste.

Crockett Septic typically hauls to four area waste treatment plants. With the business’ land application certification, they also spread 13,000 gallons in 2018, though it’s not something Van Stedum prefers. “I don’t put a big

(continued)



Above: Technician Mason Wirtz pulls hose to run to a residential septic pumpout. The route truck is a Peterbilt built out by Imperial Industries with a Masport pump.

Right: George Van Stedum attaches his cellphone to a selfie stick to take interior photos of a tank during a pumpout.



The personal touch

The extra steps Crockett Septic takes for customers are both practical and creative.

On the practical side, their website provides helpful information about how many restrooms are needed at an event and how to maintain septic tanks and holding tanks. Pumping invoices include lists and boxes to check to show how much scum and sludge was removed, how many gallons were pumped and any issues noticed, such as roots in the tank.

A person (not a machine) answers the phone, and George Van Stedum and other pumpers are always willing to answer customers’ questions.

Creativity shows up in the portable restroom side of the business. “I’m about the fun and making them fun potties,” Lori Leggett says.

She adds decals and decorative items to restrooms used for weddings, and she enjoys decorating special event trailers. For example, for a restroom used for a luau, she wrapped a vent pipe in lei flowers, hung flowers from the ceiling and added touches such as a pineapple sign.

In addition to visual accents, she uses J&J Chemical products and matches scents for the chemicals, fragrant sprays and disks to the event. Coconilla was perfect for the luau restroom, for example.

She tailors restroom color choices for events/customers. For example, a local high school gets units to match school colors with decals with the school’s logo. Besides aesthetic add-ons, Crockett Septic offers free or reduced rates for restrooms for local and charitable activities, such as a farmers market and local Special Olympics.

Finally, Leggett believes in providing customer service to everyone. When a customer sent a negative note with a payment regarding the cost of Crockett Septic’s pumping services, Leggett mailed her a card explaining their rate. She included a certificate for an ice cream treat at a local business (that also supports the Children’s Miracle Network) and thanked the customer for her feedback. Though Leggett didn’t expect anything from it, the customer was impressed that she paid attention and said she would continue using Crockett Septic.

Responses such as that and the wall of thank-you cards she has received make the extra efforts worthwhile, Leggett says. Among her favorites is a photo of a bride and groom dressed in wedding attire in front of the restroom she personalized for their wedding.

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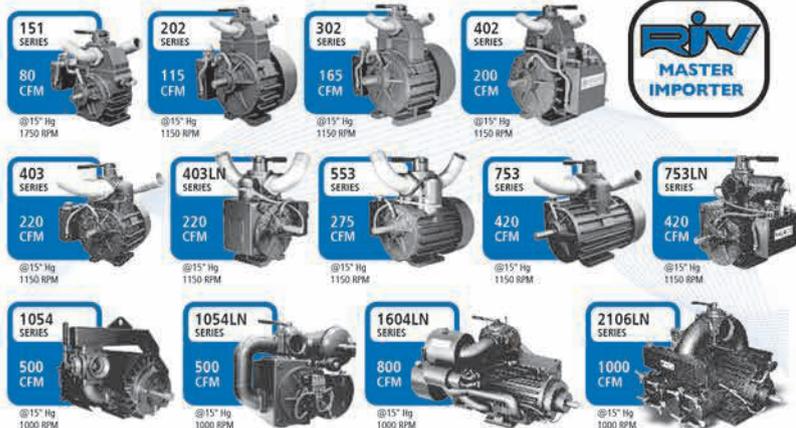
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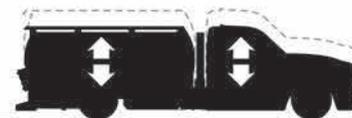
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Left: George Van Stedum returns hoses to the company's Peterbilt service truck built out by Imperial Industries and carrying a Masport pump. Mason Wirtz is working in the background.

Below: Lori Leggett reviews the daily service routes with Van Stedum and Wirtz at the Crockett Septic office.



priority on land application because of all the trash people put in septic systems," he explains. When he notices a lot of trash while pumping, Leggett, a co-manager of the business, leaves the customer a "do and don't" list with the invoice to educate customers how to avoid future problems.

Van Stedum believes that adding the Crust Busters tank agitator has saved time and gets the job done correctly. "I never want to go on a job without it," he says. He purchased his first one in 2015 and another in 2017, both at the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show.

KEEPING UP WITH REGS

That Wisconsin is ahead of the game with regulations helps Crockett Septic and the customers who benefit from septic system maintenance, Van Stedum says.

"The state of Wisconsin is on the leading edge with wastewater regulations to make sure everything is safe and to preserve lakes, streams and groundwater," Van Stedum says. "I think Wisconsin is covering bases to do the right thing. The regulations in place requiring system maintenance every three years help to ensure this."

Every three years, Van Stedum is required to earn 18 continuing education credits. However, he feels education is important and earns additional credits by attending the Wisconsin Liquid Waste Carriers Association annual winter conference. Leggett and Mason Wirtz, pumper employee, are required to earn three compliance credits every three years to maintain their septage operator licenses.

Tanks must be inspected by certified pumpers every three years, and if sludge and scum fill the tanks to one-third capacity or more, they must be pumped. While doing inspections, Van Stedum also makes sure everything is in working order.

Because of poor soils, many customers have holding tanks that must be pumped on a regular basis depending on water usage — from every few

“ I think Wisconsin is covering bases to do the right thing. The regulations in place requiring system maintenance every three years help to ensure this.”

GEORGE VAN STEDUM

weeks to every couple of months.

The state's focus on wastewater reporting offers another benefit to pumpers. Because most counties list information about tank sizes and other details, pumpers can access Private Onsite Wastewater Treatment System data to schedule time and labor assets accordingly.

"Once in a while you run into a surprise. You figure you have a 1,000-gallon tank, and then on site you see it's 2,000 gallons or more and that throws a wrench in your schedule," Van Stedum says. "It's a learning curve to identify systems and to make sure you cover the bases to avoid potential shortfalls like running out of room in your truck."

PORTABLE RESTROOMS

Soon after getting a handle on the pumping business, the couple knew they wanted to get into portable restrooms. They attended the 2015 WWETT Show with the goal of learning all they could about the portable sanitation industry. They attended education classes and talked to other operators.

"We are very grateful for Bob, the owner of Bobby's Pottys out of Maryland, who took the time to talk with us," Leggett says. "We had so many questions, and he was so informative and patient answering them. He was truly our inspiration. We left the show and decided we can do this."

After the show, they traveled to Missouri to purchase their first restroom service truck, and they bought a few new portable restrooms. In fall 2015, they bought the portable restroom division of another company, which

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Crockett Septic receives honor

"Davy Crockett may not have needed portable restrooms, but we sure do."

With those words, George Van Stedum and Lori Leggett of Crockett Septic were introduced as the winners of the 2018 Entrepreneur of the Year by the Heart of Wisconsin Chamber in Wisconsin Rapids, Wisconsin. It was a total surprise, Leggett says. The Chamber board unanimously voted for the couple.

"We were presented the award for our growth through acquisitions, superior service and support of nonprofits," Leggett says.

Only in the business since 2013, the couple added portable restrooms to the septic business they purchased, acquired another business, doubled their shop size, expanded their office and are generous supporters to local nonprofits and the Chamber. They hired a person with a disability to work part time in the office as part of their support for the local Opportunity Development Center and donate restrooms for Lunch by the River and other events sponsored by the Chamber.

Van Stedum, Leggett and team members accepted the honor at a Chamber banquet. They were mentioned in newspaper articles and social media posts, which provided positive exposure to potentially attract new customers.

And, besides a nice plaque to display in their new office, they received verification that the business is on the right track. "The emcee said his wife usually won't go in portable restrooms," Leggett says. "But she will go in ours. That was a selling point for him."



Left: During a septic service, George Van Stedum inspects and cleans a Polylok filter prior to returning it to the septic tank.

Below: Mason Wirtz handles a Crust Buster tank agitator while Van Stedum sprays the agitation blades clean.

added 150 restrooms and another truck. Starting small was helpful, Leggett says, and a little over six months later they finalized the purchase of another existing restroom company.

Currently they have nearly 500 standard units, mostly Satellite | PolyPortables Global restrooms but also some Tufway and Maxim 3000 models used mostly for golf courses. They also have about 150 T.S.F. Tuff Jon restrooms. Older units are used for event camping and for area paper mills that need restrooms during maintenance work.

"In the summer we have 250-300 units out for mostly contractors, but we also get a lot of campsites, personal use stuff and weekend events. Most weekends we have one or two larger events (50-plus restrooms), all summer long. There seems to be an unwritten rule that every bigger event is an hour away from our shop," Van Stedum laughs.

To accommodate the variety of needs, he has trailer-mounted units for ag-type customers, four high-rise, 17 handicap units, three family changing station units from Satellite | PolyPortables, three flushable units with hand-wash stations from PolyJohn Enterprises and three TJ-Kid units (in red, blue and purple) from T.S.F. They also have more than 50 hand-wash stations and sanitizer stands from T.S.F., Satellite | PolyPortables and PolyJohn Enterprises.

For portable sanitation, Crockett Septic has seven vacuum service trucks: a 2017 Ram 5550 with a 650-gallon waste and 300-gallon freshwater tank; a 2007 Hino 268A with a 1,000-gallon waste and 350-gallon freshwater flat tank that can also haul 10 units; a 2005 Chevy C5500 4x4 with a 700-gallon waste and 275-gallon freshwater tank; a 2006 Ford cabover with a 350-gallon waste and 150-gallon freshwater tank that can haul six units; a 1995 Ford Super Duty with a 400-gallon waste and 200-gallon freshwater tank; a 2002 GMC 3500 with a 350-gallon waste and 150-gallon freshwater tank; and a 1997 Ford



F-800 truck with a 1,600-gallon waste and 400-gallon freshwater tank. Most were built by Imperial Industries, except for the Hino built by Crescent Tank. All are steel. Pumps are from Masport and Conde (Westmoor).

Additionally, Crockett Septic has five trailers that haul between four and 20 restrooms: A 10-unit Explorer trailer is manufactured by McKee Technologies, two trailers are homemade and two are snowmobile trailers. A 350-gallon tank with a Burks DC 10 washdown pump is skid-mounted so it can be put on a truck for extra water capacity at events.

Three 350-gallon tanks hold enough brine to use in restrooms during Wisconsin's coldest weather. Typically, Crockett Septic has 150 units out on rental to service weekly during the winter months.

(continued)

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SPREAD THE WORD

Besides standing out with kids' units and colorful red, blue and orange portable restrooms, Crockett Septic is pretty well known in the area for having service trucks that smell like cherry pie. They run scented pump oil controller from J&J Chemical through the vane pumps in their septic trucks. That detail came up when working with marketing specialist Rob Wefel with NRG Media who came up with a jingle.

"Initially, I was mortified when I heard it," Liggett says with a laugh about the lively, hillbilly-style song. But once heard, it sticks in people's minds. Customers frequently recite some of the lyrics. They associate it with the business and that "their pumper trucks smell just like cherry pie" as mentioned in the jingle.

Besides radio ads and social media, Crockett Septic leased billboard space in 2018 and the ads were moved around to different locations throughout the year. They won't rent billboard space this year but may resume in 2020.

"It is beneficial because we have a large area," Leggett says, and the messages can be targeted to people who live in different areas. Sometimes the emphasis is on septic pumping, and other times it is on portable restrooms. The billboards and putting ads on a different radio station must have worked since Crockett Septic had to turn down some events because they were so busy last year.

LABOR CHALLENGES

To meet demand, especially for special event service, the company may need to invest in more restrooms. But an even bigger holdup is finding employees to service them. Currently past co-workers from the warehouse and family members work for Crockett Septic.

"It's tough out here because owner-operators run their own trucks and pricing has been artificially held down. It's hard to pay drivers what they are worth. Plus, there's drug testing and it's hard to find CDL drivers," Van Stedum says.

He personally puts in 6 a.m. to 7 p.m. days running a septic truck during the day and then doing maintenance in the shop.

"I hate rust," he says. "It's a dirty word. Last year I took a truck out of service because a flatbed rusted out. We have a heated shop to keep the trucks washed every day to inhibit rust, and we keep everything painted."

In addition to keeping trucks clean, restrooms are thoroughly cleaned in the shop with a Pumptec steam cleaner (5 gpm/3,000 psi).

Van Stedum and Wirtz change oil every 5,000 miles and do preventive maintenance on equipment. The company farms out more serious repairs.

Leggett is equally busy handling accounts receivable, marketing, and creating Excel spreadsheets for pumping and portable restroom pickup and delivery.

"I go wherever I'm needed," she says, including power-washing and delivering units. "We have a receptionist answer our phones and schedule appointments. Calls transfer to me after 5 p.m. That allows me to be where I need to be during the day."

Winter work usually slows down, but the past two winters brought little rest. With no snow before weather turned frigid, septic systems froze, so Van

“It’s tough out here because owner-operators run their own trucks and pricing has been artificially held down. It’s hard to pay drivers what they are worth. Plus, there’s drug testing and it’s hard to find CDL drivers.”

GEORGE VAN STEDUM

Stedum was busy pumping systems most days. That was in addition to employees working to mix salt brine and service the 150 portable restrooms on construction sites.

WHAT'S NEXT?

Until 2016, Leggett worked at her warehouse job part time in addition to helping with Crockett Septic. But she quit when the business grew. During the summer, days start as early as 4 a.m. and end as late as 11 p.m. Van Stedum and Leggett have a camper, but the only time it gets used is when they take it to events so they can service restrooms.

"We haven't figured out the balance yet," Leggett says. "There is so much to learn."

To help find the balance, Van Stedum would like to add a full-time septic driver this summer, one who is as dependable as the employees who are already part of the Crockett Septic family. And additional restroom inventory would help them answer all the growing demands from events moving forward.

"We'd like to update a couple of the portable restroom trucks, phase out and sell some of the older trucks and possibly update with a larger septic truck," Van Stedum adds.

Leggett knows there is a demand for higher-end restrooms, and it's just a matter of doing more marketing. But they also require more time to service, which must be figured into scheduling.

Still, regardless of the intense work schedule, Crockett Septic stresses quality service that takes the extra step, whether it's using a Crust Buster on every septic tank, decorating a restroom for a wedding or providing a detailed invoice.

And whatever the job, nothing is unfinished or left behind. Except the smell of cherry pie. ■

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SDS 6 W/OILER	OL06SDSCW91 / OL06SDSCC91	115 CFM	1 1/2"	1"	\$1,265.45	\$1,200.00
SDS 12 W/OILER	OL12SDSCW91 / OL12SDSCC91	180 CFM	1 1/2"	1 1/8"	\$1,493.75	\$1,400.00
ULTRA 12 W/ OILER	OL12ULTCW91 / OL12ULTCC91	230 CFM	1 1/2"	1 1/8"	\$1,939.20	\$1,840.00



SDS 6
PUMP

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	ITEM NUMBER	VACUUM RATING	PORT SIZE	SHAFT SIZE	WAS	SALE PRICE
PRO VAC 3 W/ OILER	HD03PVCW91 / HD03PVCC91	35 CFM	1"	3/4"	\$1,029.80	\$975.00
SUPER 6 W / OILER	HD06SSCW91 / HD06SSCC91	70 CFM	1 1/4"	1"	\$1,253.10	\$1,190.00
SDS 6 W/ OILER	HD06SDSCW91 / HD06SDSCC91	115 CFM	1 1/2"	1"	\$1,413.60	\$1,340.00
SDS 12 W/ OILER	HD12SDSCW91 / HD12SDSCC91	180 CFM	1 1/2"	1 1/8"	\$1,658.25	\$1,575.00
ULTRA 12 W/ OILER	HD12ULTCW91 / HD12ULTCC91	230 CFM	1 1/2"	1 1/8"	\$1,955.70	\$1,850.00



SUPER 6
POWER PAK



SDS 6
POWER PAK



12 SDS
POWER PAK



SDS ULTRA
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	ITEM NUMBER	ENGINE	WAS	SALE PRICE
PROVAC 3	HDUN03PV3PS	3 HP, Rope Pull	\$1,806.25	\$1,695.00
PROVAC 3	HDUN03PV05ES	5.5 HP, Elect Start	\$1,955.15	\$1,825.00
SUPER 6	HDUN06SS05ES	5.5 HP, Elect Start	\$2,506.60	\$2,350.00
SDS 6	HDUN06SDS09E	9 HP, Elect Start	\$3,198.75	\$3,000.00
SDS12	HDUN12SDS13E	13 HP, Elect Start	\$3,987.35	\$3,740.00

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WASHDOWN 125	1 1/4"	1"	Cast Iron	\$650.00	\$600.00
WASHDOWN 150	1 1/2"	1 1/4"	Cast Iron	\$650.00	\$600.00

NOTE: Some Installations may require a Pressure On/Off Switch, Solenoid Valve & Check Valve

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2" CONNECTIONS

BETTER

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2" CONNECTIONS

BETTER

MEC4000
AUTO LUBE • AIR COOLED

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195 CFM
3" CONNECTIONS

BETTER

MEC5000
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BETTER

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AUTO LUBE • AIR COOLED

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3" CONNECTIONS

BEST

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					WAS	SALE PRICE	WAS	SALE PRICE
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BEST	MEC11000	394	Ballast Port	3"	\$4,095.00	\$3,300.00	\$4,750.00	\$3,998.00
BEST	MEC13500	489	Ballast Port	3"	\$4,295.00	\$3,650.00	\$4,400.00	\$4,175.00
SUPERIOR	FAN420	423	Dual Fan/Ballast Port	3"	\$4,850.00	\$4,400.00	\$6,100.00	\$5,125.00
SUPERIOR	KPS490	477	Liquid/Ballast Port	3"	\$5,200.00	\$4,798.00	\$5,950.00	\$5,525.00





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GOOD	PN58	13 HP	2" or 3"	230	\$4,400.00	\$4,000.00

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Long Islanders Seek IRS Clarification Over Income Tax Liability for Septic System Replacement Grants

By David Steinkraus

Suffolk County, New York, has been a model for tackling nitrogen pollution from onsite wastewater systems. Now, local grants to upgrade treatment systems are producing another consequence for homeowners: larger tax bills.

The county occupies the eastern tip of Long Island and is home to the wealthy communities known commonly as the Hamptons. Wastewater treatment at many county homes depend on cesspools. During the last couple of years, the county has been offering grants to replace cesspools with nitrogen-reducing systems. At the same time, the county and several municipalities passed laws requiring low-nitrogen systems for new construction and building expansions.

As tax season approached, homeowners received 1099 forms telling them they have additional tax liability this year because they received thousands of dollars in grant payments.

“I said that’s ridiculous,” Dorothy Minnick, 69, tells the *Newsday* newspaper. “I didn’t make that income. I’m being penalized for doing something good for the environment.”

Tim Sheehan, who lives on Shelter Island, on the north side of Long Island, says he could face a tax bill \$3,000 larger. “We were told from the outset the county grant would not be taxable income for us as homeowners.”

The tax anxiety can be traced to County Comptroller John Kennedy, whose office mailed the required IRS forms to taxpayers.

By early spring, 69 advanced systems have been installed in the county at an average cost of \$20,523. The county capped its initial grants at \$10,000, and some municipalities offer thousands more in grant money to help cover more of the cost. More than 1,500 people have applied for grants.

A legal opinion from the county’s tax counsel says homeowners should not be liable for additional tax if they received a grant. That opinion cited two IRS cases about business grants. An opinion from the county attorney’s office says homeowners would not face tax consequences if grant money was paid directly to installers. Anthony Basile, associate professor of accounting and taxation at Hofstra University and a practicing CPA, was quoted in news reports as saying the tax form should go to the contractor and not the homeowner.

Arguments about the tax bills are ongoing.

Also on New York’s Long Island, the Sag Harbor Village Board has passed a law requiring low-nitrogen onsite systems for all new homes and for existing buildings, including commercial buildings, if their area is expanded by at least 25%. There was no opposition to the proposed law at a public hearing. The law took effect April 1. Also this spring, members of the Westhampton Village Board held initial discussion about a similar law.

The Catskill Watershed Corp. has an \$86 million, 10-year contract with New York City to repair or replace failing septic systems. The contract contin-

ues a program that began in 1997. People whose septic systems have failed or are likely to fail are eligible for reimbursements. There is no cap on payments. Under the new contract, wastewater systems for nonprofit organizations and local governments will be included. Small businesses and homes are already covered.

Michigan

Commissioners in Kalkaska County may eliminate the septic tank inspections now required before a home can be sold. One commissioner in favor of dropping the requirement is Patty Cox, who is also the county liaison to the District Health Department No. 10.

“If you look at it, there are so many exceptions to the rule, and it creates an undue wait to sell their property,” she tells television station WWTV in Cadillac. She says she is concerned about the environment but believes individual municipalities should deal with onsite inspections.

The inspection rule dates to 2008, but it does not require inspections in 11 situations such as when a property is not occupied, if a home is new or if the property transfer is between members of the same family.

A public hearing is planned. The county is located in the northwest part of Michigan’s Lower Peninsula.

Montana

After years of evidence that human waste is leaking into Montana lakes, the state Legislature is on the edge of requiring a formal study of the problem. A joint resolution introduced by Sen. Fred Thomas, R-Stevensville, would set up an interim study committee that would have until September 2020 to compare the state’s septic system permit system to other states, look at alternative onsite technologies and recommend ways to encourage their use. Research would be reported in 2021.

During a recent presentation, lake scientist Jim Elser said wastewater treatment improvements and other actions have helped reduce phosphorus levels in Flathead Lake in the northwestern part of the state, according to the *Billings Gazette* newspaper.

Minnesota

Polk County has a cost-sharing program available to property owners who have failing septic systems or systems violating county codes. County grants will pay 75% to 90% of repair costs up to a maximum of \$12,000. Who receives these grants will be based on household income, condition of the existing system and its proximity to critical surface waters.

(continued)

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Missouri

Taney County continues a free pumpout program in 2019. This is the sixth year for the program that provides free pumpouts to homeowners. To qualify, homeowners must have a septic system attached to a single-family residence, cannot have a tank that is part of a centralized wastewater system and cannot have had a free pumpout in the last four years. The program is paid for by the county's 0.5% Wastewater Capital Improvement Sales Tax and each year serves about 500 properties. Less than 1% of the annual tax revenue is needed to fund the service.

Idaho

A study by the state Department of Environmental Quality concludes leaking septic tanks are causing part of the water-quality problem in Lindsay Creek on the eastern side of the city of Lewiston and a tributary to the Clearwater and Snake rivers. The department plans to start a watershed advisory group.

To find the presence of septic system leakage, researchers looked at the amounts of caffeine and artificial sweeteners in water. Caffeine can be removed by properly functioning septic systems, but the sweeteners acesulfame and Splenda are not. Because sweeteners are used only in products intended for human consumption, their presence means some of the water tested came from human sources.

There are more than 800 septic tanks in the Lindsay Creek watershed. ■

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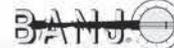
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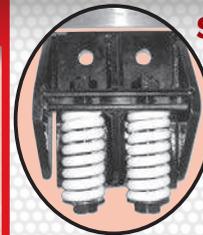
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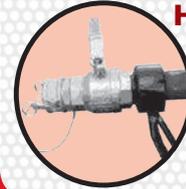
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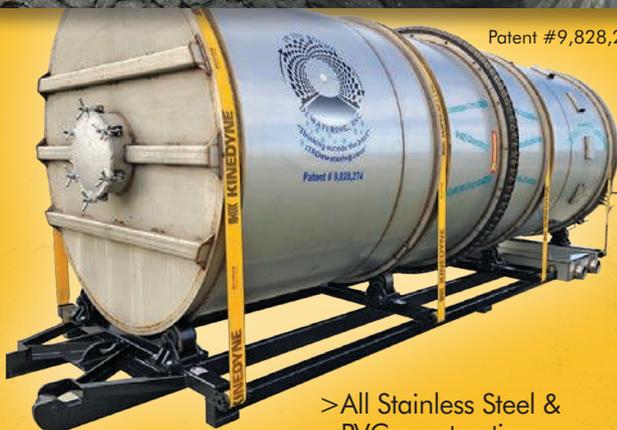
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‘We Are Progressing in a Very Positive Direction’

The head of the New Brunswick onsite association is upbeat about the future but says challenges remain, including enhanced regulations and recruiting younger people to work in the field

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 New Brunswick Association of Onsite Wastewater Professionals.

Name and title or job description: Mike Stairs, president/owner

Business name and location: Mike Stairs General Contracting, Lakeville Corner, New Brunswick

Age: 56

Years in the industry: 38

Association involvement: I've been involved in the New Brunswick Association of Onsite Wastewater Professionals since its inception in 2010. I was the chair of the steering committee to put it together, and once we were officially an association, I served as president for three years. Then for a couple years I had no involvement, but I'm currently once again the president.

Benefits of belonging to the association: Learning about new technologies and methods available to the clients from industry professionals and enhancing the protection of public health, generally at a more economical cost over the long term than traditional wastewater installations.

Biggest issue facing your association right now: There is a lack of meaningful dialogue and input with the regulator. Until 2016, installers were able to communicate directly with the Department of Health, which included health inspectors for field inspections and the office of the chief medical officer of health. Since 2016, administration of regulations and field inspections are being done by the Department of Public Safety, which is plumbing inspectors. This produced several challenges in the first season regarding percentage of slope, soil structure, frost protection and other issues not normally encountered by the plumbing industry. By 2018 things noticeably improved as the inspectors learned the new (duties). The overall communication process, however, is quite complicated. Currently, if an issue surfaces that is beyond current regulations, the plumbing inspector reaches out to the Department of Health that in turn contacts former departmental staff now located in the Department of Environment for potential resolution. It also appears the New Brunswick Association of Onsite Wastewater Professionals has lost its platform for meaningful input into regulatory changes.

Our crew includes: My wife, Shelley, and I are the constants. She also has full-time employment as a medical lab technologist. We've had a different full-time employee in each of the last three years. Prior to that, we had two employees for 10 years. We have more work than we can handle, but finding the right fit for the right person is proving to be a challenge.

Typical day on the job: My day starts at 6 a.m. The trucks are usually

loaded with supplies the night before. We leave for a job site, which is generally located one to 1 1/2 hours away. Our subcontractors and suppliers are lined up well in advance, and we can generally accommodate two conventional installations per day. We do, however, specialize in aerobic treatment units, specifically Norweco's Singulair Green, as well as a variety of nonconventional field installations. I usually return to the shop/office between 7 and 9 p.m. Unless it's an emergency, we try not to work Friday afternoons and weekends.

Helping hands - Indispensable crew member: My wife. I have her unequivocal support — financial, psychological, whatever — she's there.

The job I'll never forget: I was called in to change out a steel septic tank for a concrete one for a person in their mid-80s. It was located "out there somewhere." Having used all the traditional methods — metal detectors, probes, dye, color of the vegetation — after two hours we started an excavation investigation. As luck would have it, the track on our Case CX50 mini-excavator drove



Mike Stairs

directly alongside the corrupted steel tank, which immediately collapsed. It never happened in 38 years, but it happened.

My favorite piece of equipment: Aside from my builders' level, it would have to be my Case CX50 mini-excavator with a hydraulic thumb. It's amazing how much work you can accomplish with this small unit. It's easy to move. I can haul it behind my 2014 Dodge Longhorn truck or my 1999 International Keith Huber vacuum truck with a Masport pump. When compared against our larger excavators, it consumes a minimum amount of fuel, can be economically purchased and, given the right operator, is very precise when it is being used as an excavating tool.

Most challenging site I've worked on: We were called to a site of a 2-year-old home with a malfunctioning system. We were the last of a dozen contractors to be contacted and were confronted by an infuriated homeowner whose initial greeting was "Hi, I'm Jason, and I don't mean to be short but I'm not telling you anything about my wastewater system. You look it over and tell me what's wrong with it." After determining property lines and tank volume, we found nine glaring regulation violations with the original installation. After identifying them with the homeowner, he said, "That's more than even I knew about and some that none of the other installers found. You're hired!"

We attempted reconciliation between the previous installer and the homeowner on three occasions to no avail. This was mid-August, and we were pretty much booked for fall, but because of the hardship already encountered by the homeowner, we adjusted our schedule to do the instal-



This is evidence of the job Mike Stairs will never forget. His Case excavator ran over the location of a deteriorating steel tank and collapsed into the mud. (Photo courtesy of Mike Stairs)

lation. It was a five-bedroom home with an attached two-car garage on a slab. The existing wastewater system exited the rear into a largely bottomless bog about 2 feet above the water table. The imported material was substandard, virtually no aprons and taper. The existing infrastructure was too close to the property lines. In order to meet regulations, a complete

rebuild utilizing a lift station was in order.

We had just purchased a new Case CX160 1-yard excavator with a root rake. In order to expand the system at the rear in a wooded area, we laid down trees in a corduroy-type configuration to support the weight of the excavator while clearing the bog. Upon completion, we realized two stumps would remain exposed after aprons and taper were completed. Not wishing to damage or use any more trees we went off the corduroy to pull the stumps and immediately the excavator sank. Before we were done, an extension had to be welded onto the exhaust, as it was completely submerged. It was 3 p.m. when this incident happened, and it was 10:15 p.m. on Oct. 31 in a light snowstorm with the aid of two more excavators and our dozer before this machine was on solid footing. We were the sideshow for all the trick-or-treaters that night!

The craziest question I've been asked by a customer: The most common one is: "Why do I need to pump my septic tank?" We get that all the time.

If I could change one industry regulation, it would be: I'd like to see a mandatory requirement for membership in our association. As a follow-up, newly licensed installers should be mentored for a minimum of five conventional systems before acquiring a regular license.

Best piece of small-business advice I've heard: An older friend of mine in an unrelated business told me that debt is a good thing, unmanageable debt will ruin you, take on what you can comfortably afford and remain conscious there will always be a rainy day. In the beginning I'm not sure I followed it. As a small company, we had \$15,000 per month in payments, but we made it. I'm not sure I could do it again in today's climate.

If I wasn't working in the wastewater industry, I would: Probably be farming. I've always loved running equipment. In fact, when I was younger, no one would hire me as an operator so at 18 years old, a year out of high school, I started my own company. The rest, as they say, is history.

Crystal ball time - This is my outlook for the wastewater industry: I communicate with people involved in the residential wastewater industry in several other jurisdictions, both in Canada and the U.S. As a whole, I believe we are progressing in a very positive direction, especially with regard to newer technologies, further enhancing the protection of public health and the environment, and education for the homeowner. There appears to be an abundance of work in this industry, but I'm very concerned regarding the age of the average installer — the younger set just isn't getting involved in it. ■

- Compiled by Betty Dageforde

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MANUFACTURER DIRECTORY 2019

MANUFACTURER	PUMP	BLOWER	REC. TANK SIZE (GALLONS)	CFM	MAX. VACUUM (Hg)	MAX. PRESSURE (PSI)	NET WEIGHT (LBS)	VANES	AIR, FAN, LIQUID-COOLED or LIQUID RINGS	RPM RANGE	LOBES	HORSE-POWER (BHP)	PORT/ PIPING
Com Vac Systems Inc 3 Peerless Way, Unit L Enfield, CT 06082 800-243-7986 ■ 860-265-3786 (f) 860-265-3786 comvacsys@aol.com www.comvacsys.com <i>See ad, page 28</i>	Utile		500 - 6,000	80 - 535	28.5"	35	535	6	Air, Fan, Liquid	750 - 1,100			
 Elmira Machine Industries 20 Martins Ln. Elmira, ON N3B 2A1 800-801-6663 ■ 519-669-1541 (f) 519-669-8331 info@elmiramachine.com www.wallypumps.com <i>See ad, page 41</i>	Wallenstein 30		50 - 1,800	15	28"	35	20	4	Air	500 - 1,750			
	Wallenstein 151		50 - 1,800	80	28"	35	100	4	Air	500 - 1,750			
	Wallenstein 202		50 - 1,800	115	28"	35	160	3	Fan	500 - 1,200			
	Wallenstein 302		50 - 1,800	165	28"	35	185	3	Fan	500 - 1,200			
	Wallenstein 402		50 - 1,800	200	28"	35	200	3	Fan	500 - 1,200			
	Wallenstein 403		1,800 - 4,300	220	28"	35	245	3	Fan	500 - 1,200			
	Wallenstein 403LN		1,800 - 4,300	220	28.5"	35	245	3	Liquid	500 - 1,200			
	Wallenstein 553		1,800 - 4,300	275	28"	35	300	3	Fan	500 - 1,200			
	Wallenstein 753		1,800 - 4,300	350	28"	35	340	3	Fan	500 - 1,200			
	Wallenstein 753LN		1,800 - 4,300	350	28.5"	35	340	3	Liquid	500 - 1,200			
	Wallenstein 1054		3,200 - 10,000	500	28"	35	700	5	Fan	500 - 1,100			
	Wallenstein 1054LN		3,200 - 10,000	500	28.5"	35	750	5	Liquid	500 - 1,100			
	Wallenstein 1504LN		3,200 - 10,000	700	28.5"	35	750	3	Liquid	500 - 1,100			
	Wallenstein 1604		3,200 - 10,000	800	28"	35	1,200	5	Fan	500 - 1,100			
	Wallenstein 1604LN		3,200 - 10,000	800	28.5"	35	1,200	5	Liquid	500 - 1,100			
	Wallenstein 2106		3,200 - 10,000	1,000	28"	35	1,700	5	Fan	500 - 1,100			
Wallenstein 2106LN		3,200 - 10,000	1,000	28.5"	35	1,700	5	Liquid	500 - 1,100				

MANUFACTURER	PUMP	BLOWER	REC. TANK SIZE (GALLONS)	CFM	VACUUM (Hg)	MAX. PRESSURE (PSI)	NET WEIGHT (LBS)	VANES	AIR, FAN, LIQUID-COOLED or LIQUID RINGS	RPM RANGE	LOBES	HORSE-POWER (BHP)	PORT/ PIPING
 <p>Fruitland Manufacturing 324 Leaside Ave. Stoney Creek, ON L8E 2N7 800-663-9003 ■ 905-662-6552 (f) 905-662-5412 sales@fruitland-mfg.com www.fruitlandmanufacturing.com</p>	RCF 172		As Per Application	126	27"	30	128	4	Air	1,400		8	2"
	RCF 250		As Per Application	166	27"	30	255	4	Fan	1,400		13	2"
	RCF 344		As Per Application	216	27"	30	182	4	Air	1,400		14	2"
	RCF 370		As Per Application	272	28.5"	30	385	8	Fan	1,400		27	3"
	RCF 500		As Per Application	350	28.5"	30	450	8	Air	1,400		33	3"
	RCF 870		As Per Application	512	28.5"	30	575	8	Fan, Air	1,400		44	4"
	RCF 1200		As Per Application	643	28.5"	30	1,400	8	Fan	1,000		65	4"
	WR 2500		As Per Application	1,192	26"	22	385		Liquid	1,600		155	6"
	WR 3100		As Per Application	1,506	26"	22	422		Liquid	1,600		178	6"
	WR 4000		As Per Application	2,166	26"	14.5	657		Liquid	1,300		218	6"
	W1600		As Per Application	742	27"	29	747	6	Liquid	1,500		120	4"
	W1300		As Per Application	626	27"	29	615		Liquid	1,500		91	4"
	W900		As Per Application	444	27"	29	485	6	Liquid	1,500		65	4"
	FB 2000		As Per Application	1,350	24"	12	545		Air	3,300	3	80	6"
 <p>Gardner Denver 1800 Gardner Expressway Quincy, IL 62805 217-225-5400 ■ 217-223-5897 www.gardnerdenverproducts.com <i>See ads, pages 53, 75</i></p>		TriFlow 825		4,805	19"	6	1,460			2,500 max	6		12" flange
		5HDV		399	24"	10	193			2,850 max	4		2" square
<p>Howden Roots 900 West Mount St. Connersville, IN 47331 800-55-ROOTS ■ 765-827-9200 765-827-9317 connersville.customercare@howden.com www.howdenroots.com <i>See ad, page 58</i></p>		827 DVJ		5,775 (free air)	27"		2,100			1,000 - 2,470	2	324.9	12" Inlet 12" Jet 14" Disch

MANUFACTURER	PUMP	BLOWER	REC. TANK SIZE (GALLONS)	CFM	VACUUM (Hg)	MAX. PRESSURE (PSI)	NET WEIGHT (LBS)	VANES	AIR, FAN, LIQUID-COOLED or LIQUID RINGS	RPM RANGE	LOBES	HORSE-POWER (BHP)	PORT/ PIPING
 <p>Masport Incorporated 6801 Cornhusker Hwy. Lincoln, NE 68507 800-228-4510 ■ 402-466-8428 cs@masportpump.com www.masportpump.com</p> <p>See ad, page 31</p>	HYDRA		4,000	407	27"	30	467	6	Liquid	1,000 - 1,400			3"
	TITAN		4,000	407	27"	30	545	6	Fan	1,000 - 1,400			3"
	SIDEWINDER		4,000	407	27"	30	550	6	Fan	1,000 - 1,400			3"
	HXL400WV		4,000	400	27"	30	450	6	Liquid	1,000 - 1,250			3"
	VIPER		4,000	350	27"	30	400	4	Fan	1,100 - 1,250			3"
	HXL75WV		2,500	230	27"	30	260	4	Liquid	1,000 - 1,250			3"
	HXL75V		2,500	230	27"	25	230	4	Air	1,000 - 1,250			3"
	HXL4V		1,500	165	27"	15	167	4	Air	1,100 - 1,400			1 1/2"
	HXL3V		1,000	112	27"	15	110	4	Air	1,225 - 1,750			1 1/2"
	HXL2V		750	75	27"	15	96	4	Air	1,225 - 1,750			1 1/2"
 <p>Moro USA, Inc. PO Box 424 Union, MO 63084 800-383-6304 ■ 412-787-8400 (f) 412-787-8444 sales@morousa.com www.morousa.com</p> <p>See ad, page 71</p>	PM60A		500 - 2,500	254	28"	29	265	6	Air	1,100 - 1,400			
	PM70A		1,000 - 3,000	332	28"	29	309	6	Air	1,100 - 1,400			
	PM80A		1,000 - 4,000	424	28"	29	358	6	Air	1,100 - 1,400			
	PM70T		500 - 2,500	292	28"	21.7	287	3	Fan	1,100 - 1,300			
	PM80T		1,000 - 3,000	414	28"	29	401	3	Fan	1,100 - 1,300			
	PM100T		2,000 - 6,000	460	28"	29	480	6	Fan	1,200 - 1,500			
	AC5T		2,000 - 6,000	544	28"	14.5	441	3	Fan	1,100 - 1,300			
	PM80W		2,000 - 4,000	424	28"	29	455	6	Liquid	1,200 - 1,400			
	PM110W		2,000 - 6,000	630	28"	29	585	6	Liquid	1,200 - 1,400			
	M9		3,000 - 6,000	547	28"	14.5	970	2	Liquid	900 - 1,000			
	PM200		3,000 - 6,000	678	28"	14.5	970	3	Liquid	1,100 - 1,250			
	PM2000		3,000 - 6,000	833	28"	29	1,034	6	Liquid	1,200 - 1,400			
	PM3000		3,000 - 6,000	1,001	28"	29	1,177	6	Liquid	1,200 - 1,400			
	HM46		3,000 - 6,000	1,642	28"	14.5	1,587	6	Liquid	1,000			
	900i		Any	530	27"	14.5	210		Liquid Ring	1,200 - 1,350			
	1600i		Any	943	27"	14.5	397		Liquid Ring	1,200 - 1,350			
	2000i		Any	1,178	27"	14.5	397		Liquid Ring	1,200 - 1,350			

MANUFACTURER	PUMP	BLOWER	REC. TANK SIZE (GALLONS)	CFM	VACUUM (Hg)	MAX. PRESSURE (PSI)	NET WEIGHT (LBS)	VANES	AIR, FAN, LIQUID-COOLED or LIQUID RINGS	RPM RANGE	LOBES	HORSE-POWER (BHP)	PORT/ PIPING	
	2400i		Any	1,414	25"	14.5	463		Liquid Ring	1,200 - 1,350				
	3100i		Any	1,825	25"	14.5	463		Liquid Ring	1,200 - 1,350				
	7000i		Any	4,120	24"	14.5	1,433		Liquid Ring	1,200 - 1,350				
 <p>NVE National Vacuum Equipment, Inc. National Vacuum Equipment 2707 Aero Park Dr. Traverse City, MI 49686 800-253-5500 ■ 231-941-0215 (f) 231-941-2354 sales@natvac.com www.natvac.com</p> <p>See ad, page 3</p>	304 Challenger		Application Specific	210	27.5"	30	260	4	Air	1,100 - 1,400		12.2	2"	
	607 PRO Challenger Heavy-Duty		Application Specific	380	28"	30	395	7	Fan, Liquid	1,100 - 1,500		28	3"	
	866 Challenger Heavy-Duty		Application Specific	520	27"	20	507	6	Fan, Liquid	800 - 1,150		38	4"	
	887 Challenger Heavy-Duty		Application Specific	532	28"	30	631	7	Fan, Ballast Port Cooled	900 - 1,200		42	4"	
		4307 Tri-Lobe		Application Specific	560	27"	15	421		Ballast Port Cooled	2,400 - 4,000	3	47	4"
		4310 Tri-Lobe		Application Specific	940	27"	15	456		Ballast Port Cooled	2,400 - 4,500	3	58	4"
		1600 Tri-Lobe		Application Specific	160	27"	15	532		Ballast Port Cooled	1,500 - 3,600	3	95	6"
 <p>Presvac Systems 4131 Morris Dr. Burlington, ON L7L 5L5 800-387-7763 ■ 905-637-2353 (f) 905-681-0411 sales@presvac.com www.presvac.com</p> <p>See ad, page 96</p>	PV 750		1,000 - 6,000		27"	35	450	8	Fan, Ballast Port Cooled	1,500				
 <p>Westmoor Ltd. 906 W Hamilton Ave. Sherrill, NY 13461 800-367-0972 ■ 315-363-1500 (f) 315-363-0193 pumps@westmoorltd.com www.westmoorltd.com</p> <p>See ad, page 17</p>	Conde Super 6		300 - 500		28"	20	80	3	Air	1,200 - 1,750				
	Conde SDS 6		500 - 1,000		28"	20	100	4	Air	1,100 - 1,500				
	Conde SDS 12		1,000 - 2,000		28"	20	150	4	Air	1,100 - 1,500				
	Conde SDS Ultra		1,200 - 2,500		28"	20	160	8	Air	1,100 - 1,500				
	Conde ProVac3		50 - 300		28"	20	45	4	Air	1,100 - 1,750				

Pumper

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DEALER/DISTRIBUTOR DIRECTORY 2019

	DEALERS/DISTRIBUTORS	VACUUM PUMP & BLOWER LINES
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 See ad, page 12	A.R. North America 140 81st Ave. NE, Fridley, MN 55432 763-398-2008 ■ (f) 763-398-2009 thomasc@arnorthamerica.com ■ www.arnorthamerica.com	Battioni
See ad, page 3 Eastern & Midwest Supplement	Advance Pump & Equipment 15418 Old Hwy. Rd., Peosta, IA 52068 563-557-0957 ■ (f) 563-557-0961 wayne@advancepump.com ■ www.advancepump.com	Battioni, Conde, Fruitland, Gardner Denver, Jurop, Masport, National Vacuum Equipment, Robuschi, Roots
See ad, page 2 Eastern Supplement	Andert, Inc. 39 Route 244, Eastford, CT 06242 860-974-3893 ■ (f) 860-974-2145 andertinc@gmail.com	Fruitland, Gardner Denver, Masport, National Vacuum Equipment
See ad, page 15	Best Enterprises, Inc. 3513 W Mountain Springs Rd., Cabot, AR 72023 800-288-2378 ■ 501-988-1905 ■ (f) 501-988-2880 info@bestenterprises.net ■ www.bestenterprises.net	Battioni, Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Wallenstein
 See ad, page 16	Davidson Tank 3223 Brittan St., Bakersfield, CA 93308 661-325-2145 ■ (f) 661-325-2147 rob@davidsonstank.com ■ www.davidsonstank.com	Gardner Denver, Masport, National Vacuum Equipment
See ad, page 69	Engine & Accessory, Inc 12201 NW 30th Pl., Miami, FL 33167 800-327-5431 ■ 305-573-2268 ■ (f) 305-576-4617 rcs@rampstar.com ■ www.rampstar.com	Fruitland, Hibon, Jurop, Masport, National Vacuum Equipment
See ad, page 67	GapVax, Inc. 575 Central Ave., Johnstown, PA 15902 888-442-7829 ■ 814-535-6766 ■ (f) 814-539-3617 kdoyka@gapvax.com ■ www.gapvax.com	Fruitland, Hibon
 See ad, page 25	Imperial Industries, Inc. 550 W Industrial Park Ave., Rothschild, WI 54474 800-558-2945 ■ 715-359-0200 info@imperialind.com ■ www.imperialind.com	Conde, Fruitland, Gardner Denver, Masport, Moro, National Vacuum Equipment
See ad, page 83	Linco-Precision, LLC 900 W Main St., El Paso, IL 61738 800-322-7156 ■ 309-527-6455 ■ (f) 309-527-6600 jkelly@lincoprecision.com ■ www.lincoprecision.com	Moro, National Vacuum Equipment
See ad, page 1 Eastern & Midwest Supplement	Marengo Fabricated Steel, Ltd. 1089 Cty. Rd. 26, Marengo, OH 43334 800-919-2652 ■ (f) 419-253-2120 www.mfsltd.com	Masport, Moro, Wallenstein
See ad, page 57	Marsh Industrial 135 E Mile Rd., Kalkaska, MI 49646 800-952-1537 ■ 231-258-4870 ■ (f) 231-258-2019 sales@marshind.com ■ www.marshind.com	Battioni, Conde, Giant, Jurop, Masport, Moro, National Vacuum Equipment
See ad, page 32	Milwaukee Rubber Products, Inc. N52 W13319 Falls Creek Ct., Menomonee Falls, WI 53051 800-325-3730 ■ 262-781-7888 ■ (f) 262-781-1742 www.milwaukeeerubber.com	Battioni, Jurop, Masport, Moro, National Vacuum Equipment

	DEALERS/DISTRIBUTORS	VACUUM PUMP & BLOWER LINES
 See ad, page 93	Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-326-9763 ■ 570-523-8174 ■ (f) 570-523-8175 sales@pikrite.com ■ www.pikrite.com	Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Wallenstein
See ad, page 4 Eastern & Midwest Supplement	R.A. Ross NE, Inc. 10280 Brecksville Rd., Brecksville, OH 44141 800-678-4581 ■ 440-546-1190 ■ (f) 440-546-1188 jeremy@rarossne.com ■ www.rarossne.com	Battioni, Conde, Dresser Roots, Fruitland, Gardner Denver, Hibon, Jurop, Masport, Moro, National Vacuum Equipment, Robuschi, Tuthill
See ad, page 2 Midwest Supplement	Rider Agri Sales & Service, Inc. 7716 Greenville Celina Rd., Greenville, OH 45331 800-521-1338 ■ 937-548-2080 ■ (f) 937-547-0818 jl rider@embarqmail.com ■ www.rideragrisales.com	Jurop, National Vacuum Equipment
See ad, page 66	Robinson Vacuum Tanks 306 Runville Rd., Bellefonte, PA 16823 844-393-1871 ■ 814-933-0927 ■ (f) 844-857-0741 info@robinsontanks.com ■ www.robinsontanks.com	Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment
See ad, page 79	Specialty B Sales 2100 Booth St., Searcy, AR 72143 800-364-7307 ■ 501-279-0001 ■ (f) 501-279-0003 rstevens@cldworld.net	Battioni, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment
See ad, page 19	Tank World Corp 12001 W Peoria Ave., El Mirage, AZ 85335 623-536-1199 ■ (f) 623-935-4782 service@tankworldaz.com ■ www.tankworldaz.com	Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment
See ad, page 94	TankTec 10100 Quinn St. NW, Minneapolis, MN 55433 888-428-6422 ■ 763-755-8075 ■ (f) 763-757-9788 snelson@tanktec.biz ■ www.tanktec.biz	Conde, Masport, National Vacuum Equipment
See ad, page 77	Transport Truck Sales, Inc. 6740 Kaw Dr., Kansas City, KS 66111 888-395-7551 ■ 913-334-2400 ■ (f) 913-334-4576 scott@transporttruck.com ■ www.transporttruck.com	Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Wallenstein
See ad, page 36	TSI Tank Services, Inc. PO Box 8136, Cranston, RI 02920 866-720-4999 ■ 401-688-0043 ■ (f) 401-383-7462 jerry@tankservicesinc.com ■ www.tankservicesinc.com	Masport, National Vacuum Equipment
 See ad, page 33	Vac-Con, Inc. 969 Hall Park Rd., Green Cove Springs, FL 32043 904-284-4200 vsn@vac-con.com ■ www.vac-con.com	Howden Roots
See ad, page 41	Vacutrux Limited 20 Martins Ln., Elmira, ON N3B 2A1 800-403-4305 ■ 519-669-1625 ■ (f) 519-669-8331 info@vacutrux.com ■ www.vacutrux.com	Wallenstein
 See ad, page 81	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 ■ 856-627-7790 ■ (f) 856-627-3044 parts@vacuumsalesinc.com ■ www.vacuumsalesinc.com	Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Presvac, Robuschi, Roots, Wittig
 See ad, pages 47-50	VARCo. 7489 Mason King Ct., Manassas, VA 20109 866-872-1224 ■ 703-334-5980 ■ (f) 703-334-5979 sales@varcopumper.com ■ www.varcopumper.com	Battioni, Conde, Jurop, Masport, Moro, National Vacuum Equipment
 See ad, page 28	Vector Technologies Ltd. 8301 W Parkland Ct., Milwaukee, WI 53223 800-832-4010 ■ 414-247-7100 ■ (f) 414-354-4314 inquiry@vector-vacuums.com ■ www.vector-vacuums.com	Howden Roots, Robuschi
See ad, page 54	Wee Engineer, Inc. PO Box 39, Dayton, IN 47941 877-296-2555 ■ (f) 765-296-3027 weesales@wee-engineer.com ■ www.wee-engineer.com	Masport, National Vacuum Equipment



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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.

A Good Time to Review Tank Maintenance Procedures

A neighbor's question about pumping frequency brings the Answer Man back to the basics of septic service **By Jim Anderson, Ph.D.**

A neighbor recently asked me that age-old question: "How frequently should septic tanks be cleaned?" This query popped up because our county requires an assessment of a tank every three years to determine whether the tank should be pumped. How often the tank needs to be emptied depends on a number of factors, including tank capacity, number of people using the system, whether there is a garbage disposal and how water is used in the house.

Before we go further, one note on the common words used to indicate the tank needs to be pumped. Like my neighbor, many laymen use the word "clean" when describing septic service, which could lead to misunderstandings. Saying a tank will be cleaned may indicate to some that the tank will be scrubbed, chemically treated or disinfected. Obviously we in the wastewater industry know that's not what's happening when you pull up with the vacuum service truck. So for the purposes of consumer education, let's stick to "emptying" or "pumping" the tank.

Three years is considered an average threshold for the accumulation of sludge and floating scum in the tank to reach the point where they occupy 25% of tank volume. This is a somewhat lower volume than the 33% level that was recommended in the 1970s and '80s. The bottom line is to prevent solids from being discharged to the soil treatment unit. Periodic tank pumping, along with installation of effluent screens, can dramatically reduce solids impacts on soil treatment areas.

Periodically evaluating septic tanks can have some other benefits. Baffles can be inspected to make sure they are in place and operating. Tank operating level can be checked to determine if there are any leakages or backups. Effluent screens can be cleaned and accumulation of solids measured, allowing an estimate of the rate of solids buildup.

ACCESS ISSUES

Personally, I have my tank pumped every three years. This allows my service provider to get a good look at the inside of the tank to inspect for any excessive corrosion and the occurrence of cracks and potential leaks. To me, this is a good "insurance policy" to make sure I protect my soil treatment unit. Replacing the soil treatment part of the system is usually very expensive!

The next question on the part of homeowners is: What should be done to empty the tank properly? As a service provider, part of your responsibility to the homeowner is to explain what you need to do to properly pump and evaluate the tank. I have addressed this question before, but it never hurts to revisit the issue because it is a question I get very often.

When the tank is empty, it should be inspected to make sure the baffles are in place and are in good shape — not corroded. The tank should be checked for signs of cracks and leaks; just as important is to observe if water coming in from either the inlet or the outlet.

First, the tank needs to be opened. A proper assessment and pumping cannot be done through an inspection port! This means the maintenance hole needs to be located and opened. In what I like to call the "old days," this required spending some time locating the tank — sometimes not a small task — and then estimating the location of the maintenance hole and digging down until you found it. Now most codes require the addition of manhole risers at or near the surface, making locating easier for the service provider.

If you have a customer where the depth to the opening is more than a foot, it's a good idea to sell them on the benefits of adding a riser in time and money savings during future visits. That is in areas where raising the access is not mandated.

After the tank is opened and before any pumping occurs, the contents of the tank should be inspected. There should be three distinct layers: sludge on the bottom, a clear zone and the floating scum layer. If these layers are not present, it is a good indicator of some potential problems due to homeowner use or the presence of some water-using devices affecting tank operation.

A CLOSER LOOK

A missing scum layer may indicate the pH of the tank is higher or lower than the optimum range for bacterial action or the presence of water softener recharge water. The clear zone should be 75% of the tank volume. If the zone is very cloudy and flocculent is present, it indicates a high BOD content as a result of large additions of alcohol or dairy. Total lack of a clear zone means there is some antibacterial use impacting proper bacterial function in the tank. A dark sludge may indicate the presence of an iron filter. Presence of any of these conditions calls for a discussion with the homeowner about their system use and the need for an increased maintenance frequency.

Proper tank evacuation means all solids and liquid are removed. The



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industry standard is that everything is removed to a depth of 1 inch. To accomplish this, the tank contents must be broken up and mixed. This can be accomplished either by mechanical mixing (my preference) or continual backflushing until the scum layer is broken up enough to be pumped into the truck.

When the tank is empty, it should be inspected to make sure the baffles are in place and are in good shape — not corroded. The tank should be checked for signs of cracks and leaks; just as important is to observe if water coming in from either the inlet or the outlet. If water is coming from the inlet and you had the homeowner refrain from using water while working on the tank, they have a leaky fixture that needs to be fixed. If water is coming from

the outlet it may mean the drainfield is backing up into the tank and should be evaluated.

When the pumping is complete, the job of the service provider is not done until the cover on the maintenance hole and/or risers are securely placed to prevent unauthorized access. Most state codes address how these covers are to be secured. Know those rules and follow them. Every year, lack of secure covers results in homeowners or children falling into tanks, which can be fatal.

Finally, fix any damage to the lawn by replacing soil and sod that was dug up to locate the maintenance cover. Check to make sure you have not left anything behind in the way of tools and the site is cleaned. ■



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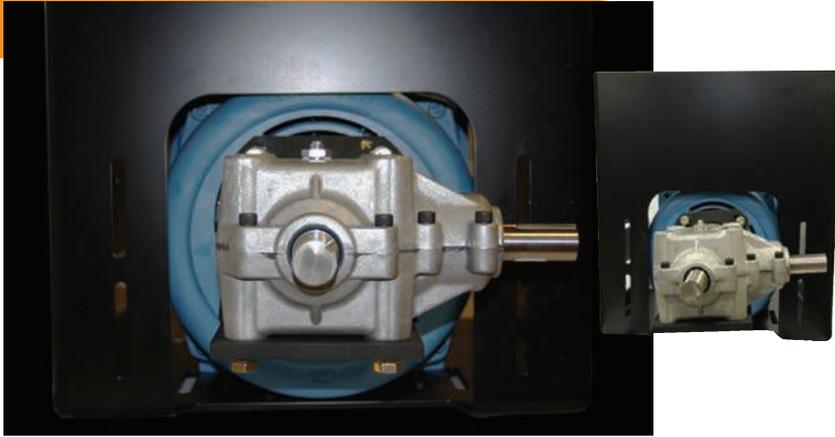
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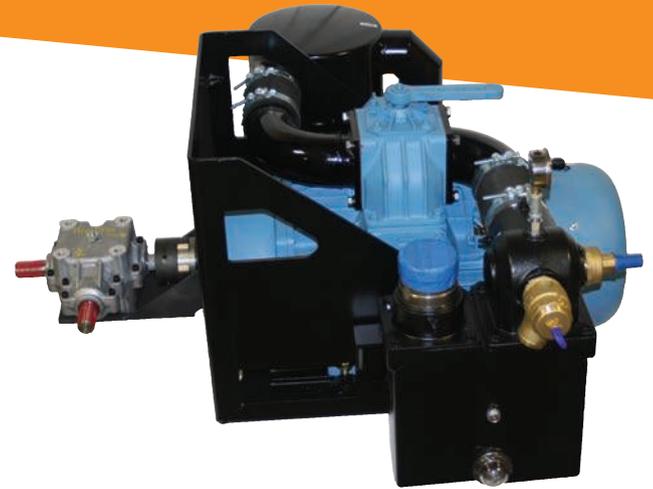
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Jump Into 21st Century Marketing and Bring the Customers Home

Entrepreneur Trevor Flannigan shares top tips he used to generate exponential growth for a wastewater, plumbing and HVAC service **By Peter Kenter**

In just a few years, Trevor Flannigan has gone from helping to grow an HVAC, sewer service, roofer and plumbing business having operated a live chat service for contractor websites that serves 1,400 clients. He is no longer involved with the chat service, but along the way he's developed a business strategy that includes effectively utilizing social media, developing advertising campaigns to target key customers, and creating content for social media that results in better engagement, expert positioning and lead acquisition.

Pumper: You were working for a major retail grocery company. How did you wind up helping build a contracting business?

Flannigan: I moved back home to Kansas City, Missouri, and wanted to change industries. I saw an ad for the company and was hired to work in the office. I started to notice some inefficiencies and helped correct them. I was soon promoted to general manager and took the company from \$7 million in revenue to \$21 million and 75 trucks over four years.



Trevor Flannigan

Pumper: What holds small businesses back?

Flannigan: Often it's a matter of ego. Owners want to be responsible for everything, and that demotivates the team supporting them. Once an owner takes that position, they become so afraid to fail that they become paralyzed. You can't be afraid to fail. As long as you're winning 51% of the time, it's a good day.

Pumper: What about relying on word-of-mouth to generate business?

Flannigan: That only takes you so far. You can get to three or four trucks, but not to 20 or 30. Word-of-mouth is a necessary part of any good marketing strategy, but not the only strategy.

Pumper: How did you change your company's marketing?

Flannigan: There wasn't a lot of emphasis on tracking calls and how much money our marketing was bringing in so that we could make better decisions on what we should keep doing.

We started to hold marketing planning workshops each year, where we would decide how much we wanted to grow over the next year. That would dictate what our advertising spend would be. Any company should spend 8% to 10% of revenue on advertising to target 20% in growth.

Pumper: How did you allocate your advertising budget?

Flannigan: We would divide the budget between mass media, billboards, direct mail to existing customers and direct mail to prospective customers. If we had \$50,000 in direct mail for new customers, we would decide which months we would do the mailers, then set calendar reminders, leaving us 30 days for creative. Closer to the date we would decide which part of the business we wanted to promote: trenchless, pumping or a lead generator involving \$99 mainline rooting, for example.

Pumper: How can a small company compete against businesses with large marketing budgets?

Flannigan: There will always be larger pumping and plumbing businesses that can blanket the area with marketing. You need to gain the same level of awareness among a more targeted group of customers.

“Too often, people rely on weird memes and funny pictures. Nobody follows a plumbing or pumping company to get a laugh. Make it real, and highlight your company's core values and mission using pictures and videos of real technicians working in the field.”

– Trevor Flannigan

If the big guys cover the metro area with TV, radio and billboards, you can do the same by identifying a smaller geographic area, such as six ZIP codes. More impressions on the same person are better than one impression on a larger group because it makes you look bigger. The people in those ZIP codes should see the same amount of messaging as they get from a big shop. You can work door hangers, direct mail or social media directed at specific geographic areas through Facebook. That niche market will see your messaging consistently and think you're bigger than you are, and you'll start to receive calls from them.

Pumper: How do you develop creative content for advertising?

Flannigan: I'm not a creative genius, but I can look at what other service companies are doing successfully in different markets, spin their messaging and adapt their campaigns. Check the social media platforms of a big service company and you'll have a template for what a good brand looks like.

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Pumper: How do you prepare engaging content for social media?

Flannigan: Too often, people rely on weird memes and funny pictures. Nobody follows a plumbing or pumping company to get a laugh. Make it real, and highlight your company's core values and mission using pictures and videos of real technicians working in the field.

You also need to position yourself as an expert in your trade without getting complicated. Speak the customer's language — it's a sewer not a mainline. If you confuse the customer, they'll unfollow you or scroll by.

Also provide regular updates of fresh content. If your last update was in 2016, people will wonder what happened to you.

Pumper: Does social media also help recruit new employees?

Flannigan: If your employees look genuinely happy and engaged on social media, it goes a long way to make your workplace look like a destina-

tion for prospective employees.

Pumper: Why did you launch the chat service?

Flannigan: Too often service company websites act as sterile front offices that fail to engage customers. If you're visiting a plumbing or pumper website, you're there because you have an immediate need, yet our research shows that 95% of visitors leave without taking action.

We found we could increase conversions by putting somebody at the front desk as a paid service for contractors. Using pop-up chat on the website, a live person acts as part of your team and answers basic questions. That eases customer anxiety and makes them feel comfortable before they're warm-transferred to the next point of contact and a technician is dispatched.

Engaging with customers early is not only essential, it's also an important part of your overall marketing strategy. ■



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Wilson, North Carolina

Stacy Creech added a 2017 crackling red Kenworth T880 carrying a 4,000-gallon steel tank from Lely Tank & Waste Solutions and a National Vacuum Equipment 4307 blower. The truck is powered by a PACCAR MX-11 385 engine connected to an Allison automatic 4000 RDS six-speed transmission. The truck features a 75-gallon freshwater tank mounted under a hose tray, Alcoa aluminum wheels, front high-floatation tires, 20-inch top and 25-inch rear manways, three 5-inch sight glasses, 4-inch primary valves with air actuators, stainless steel decking cap and tank protector, General Pipe Cleaners/General Wire Spring 5 gpm 3,500 psi jetter with 300 feet of hose contained in an aluminum toolbox, washdown pump with hose reel in an aluminum toolbox, and TankOptix level indicator (Marengo Fabricated Steel). Interior features include air-ride cab with panoramic view, air-ride driver and passenger seat, navigation system with backup camera, Web-fleet dispatch/nav panel (TomTom Telematics) and Kenworth TruckTech+ remote diagnostic system. Graphics are by SignZoo. Creech is the driver, and the truck is used for cleaning septic tanks, grease traps, lift stations and some industrial waste transfer. ■

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1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY



2006 International 4300, DT-466E 210 HP, Allison auto, **NEW** 2300 gallon steel vac tank, **NEW** Jurop PN84 pump.

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1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY

IN PROGRESS



2013 Freightliner M2, Cummins 250 HP, Allison auto, **NEW** 2450 gallon steel vac tank, **NEW** Masport Viper vac pump.

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1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY

IN PROGRESS



2009 International 4300, MFD 285 HP, Allison auto, low miles, **NEW** 2300 gallon steel vac tank, **NEW** Jurop PN84 vac pump.

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1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY

IN PROGRESS



2012 International 4300, NON CDL, MFD 230 HP, Allison auto, low miles, **NEW** 1850 gallon steel vac tank, **NEW** Jurop PN84 vac pump.

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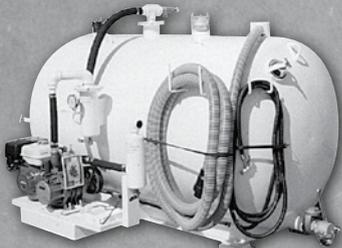
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By Craig Mandli

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The **Gardner Denver Robuschi Tri-Flow 825** blower for combination sewer jetter trucks achieves 19 inches Hg vacuum and delivers 4,311 cfm at 18 inches Hg while weighing less than 1,500 pounds, making it suitable for jetting and excavation work.

When paired with the company's product-tuned silencer, this unit is quiet and consumes 70% less space than a traditional silencer. For greater work site efficiency, it provides 6% higher flow and 7.2% more fuel efficiency at 18 inches Hg. **866-428-4890; www.gardnerdenver.com/robuschi.**



Howden 827 DVJ

The **827 DVJ** dry-vacuum blower from **Howden** is a heavy-duty unit with integral ductile iron impellers. The casing head plates, gear cover and drive-end are gray iron. Carbureted and ground spur timing gears are taper-mounted on the shaft and secured with

a locknut, cylindrical roller bearings, splash lubrication on both ends, and easy-to-read sight glasses for maintenance. The blower is capable of handling high inlet temperatures for rough applications. Its efficient discharge jet plenum design allows cool atmospheric air to flow into the cylinder, so the blower continues to run under blank-off conditions. It comes in a compact, lightweight package and is capable of delivering more than 5,700 cfm in an 8-inch gear diameter frame, as well as 28 inches Hg. **800-557-6687; www.howdenroots.com.**

National Vacuum Equipment Challenger 1600

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



VACUUM PUMPS

Elmira Machine Industries / Wallenstein Vacuum 753 Series

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



Fruitland RCF870

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

Moro USA PM80W

The **Moro USA PM80W** water-cooled vacuum pump is designed and built for low maintenance, long life and trouble-free service in tough industrial applications, according to the maker. It is a 424 cfm pump with 28 inches Hg maximum vacuum and 29 psi maximum pressure capability. It comes with Kevlar vanes, visual inspection ports in the casing, and Viton oil seals. Its low rotating speed is designed to extend pump life. With sealed or oiled bearings, there are no grease points. The oiling system is direct-feed and sealed to reduce downtime for routine service and maintenance. **866-383-6304; www.morousa.com.**





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2019 Hino 268A \$119,650

1500 gallon (1100 waste/400 fresh) SS Septic with portable toilet carrier. Masport Pump, Pressure Washer, 2 SS Tool Boxes/SS Bucket Holder, Dual Side Vacuum Inlets, Drop Tray, Non CDL, 260 HP, Allison Automatic Trans., Alum wheels, Chrome Bumper. *5 Yr. / 250,000 mile engine warranty.



2019 Kenworth T270 \$114,900

1500 gallon (1100 waste/400 fresh) SS Septic with portable toilet carrier. Masport Pump, Pressure Washer, 2 SS Tool Boxes, Dual side vacuum inlets. Non CDL, 300 HP, Allison Automatic Trans., Alum. Exterior Wheels, S.S. Sun visor, Chrome Bumper.



2019 Kenworth T270 \$99,975

1900 Gallon 1/4" steel Vacuum tank 2 Baffles, Pump, Hot Shift PTO, 1/4" Hose Trays, 12 Gal Cyclone Sec. 6" disc (2) 4" Suction Ports, Powder Coat Tank 36" Toolbox, Hvy Duty Bumper, Trailer Hookups. Non CDL 300 HP, Allison Auto Trans, Chrome Bumper, SS Sun Visor



2020 Hino 268A \$117,900

1500 gallon (1100 waste/400 fresh) SS Septic with portable toilet carrier. Masport Pump, Pressure Washer, 2 SS Tool Boxes, Dual side vacuum inlets. Non CDL Hino with 260 HP/Allison Auto Trans. Heated/PVWR Mirrors, PVWL. *5 Yr. / 250,000 mile engine warranty.



2019 Hino 195 \$88,450

1100 gallon (800 waste/300 fresh) SS Septic with portable toilet carrier. Masport Pump, Pressure Washer, 2 SS Tool Boxes, Hannay Hose Reel w/ 50ft of Hose. Hino 19,500 GVWR, 210 HP, Auto Trans. Power Windows/Locks, Back up Alarm, Heated Mirrors, & More!



2019 Isuzu NRR \$91,575

1100 gallon (800 waste/300 fresh) SS Septic with portable toilet carrier. Masport Pump, Pressure Washer, 2 SS Tool Boxes, Hannay Hose Reel w/ 50ft of Hose. Isuzu 19,500 GVWR, 215 HP, Auto Trans. Power Windows/Locks, Back up Alarm, Heated Mirrors, & More!

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VACUUM PUMPS

Presvac Systems PV750

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



Westmoor Conde HD

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



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GREASEZILLA AIMS TO SOLVE A PROBLEM AND HELP RAISE REVENUE FOR PUMPER

in the
SPOTLIGHT
By Jared Raney

As demand increases for alternative fuels, **Greasezilla** brown grease reclaimers may provide a disposal solution and new revenue stream for large haulers and publicly owned treatment works (POTWs).

Greasezilla recovers brown grease using a low-resource process.

"It's a two-tank, two-boiler system. They feed in their waste, and it's heated over a period of time, very systematically, at a rate that creates this separation. After a 24- to 30-hour period, the oil is extracted," says Roger Sciorsci, national FOG (fats, oils and grease) consultant with Greasezilla. "The best part about Greasezilla is there are no additives; it just works on its own. It is going to make life easier for a lot of these grease haulers and POTWs."

The system was invented by Ron Crosier, whose father owned a septic hauling company, which he later took over. The dewatering systems the company had been using were not satisfactory. Crosier, an engineering school graduate, felt he could change that.

"After a number of years, frustrated with what to do with grease trap waste, he designed Greasezilla," Sciorsci says. "So he comes from the same place as the customers we're selling to."

Greasezilla's biofuel byproduct is targeted at the shipping industry. As a biodegradable fuel product used to create No. 6 fuel oil, or Bunker C fuel, it allows large ships to pass emissions testing, which is a challenge due to recent increased standards in coastal waters.

The Greasezilla is fueled by a small amount of the product created in the process, Sciorsci says.

"The boilers are run by 5% of the off-take that it creates, so it runs itself. There's minimal electrical for the control panels, but other than that, the entire system runs on the biofuel it creates," he explains. "You could add a second boiler and heat your entire facility with it. That's also another option we offer as well."

The main benefit is that because of Greasezilla's sellable byproduct, it costs less for pumpers and haulers to dispose of grease trap waste.

"The whole idea, the whole strategy, is to reduce tipping costs. These guys are spending some exorbitant amounts to get rid of the grease trap waste," Sciorsci says. "They're paying anywhere from 12 to 25 cents per gallon. With Greasezilla, it's costing them less than 2 cents."

Access to a Greasezilla may benefit smaller operations, but the system's potential is really unlocked via in-house use for larger haulers, Sciorsci asserts.

"Depending on their volume, this may be a viable business service," Sciorsci says. "You've got to realize, brown grease is a commodity."

866-305-5749; www.greasezilla.com

WASTECORP PUMPS SUPER DUTY DUAL-COMPARTMENT VACUUM PUMPS

The Super Duty line of vacuum pumps from Wastecorp Pumps is available in vacuum trailers, slide-in units or all-terrain-vehicle tow packages in capacities ranging from 40 gallons up to 2,500 gallons. Many septic service and trap grease collection companies and industrial users require both a waste compartment and freshwater compartment in the same tank. All Super Duty models are available with a dual-compartment tank configuration with freshwater compartments ranging from 50 to 600 gallons. **888-829-2783; www.wastecorp.com.**



REELCRAFT INDUSTRIES SERIES 3000 ULTRACOMPACT REELS

Reelcraft Industries Series 3000 reels are all-steel construction and ultracompact for a wide range of bench-mount or mobile applications with critical space requirements. These compact reels fit in a 1-by-1-foot space. The reels incorporate multiple slotted mounting holes to accommodate many configurations. An optional guide arm accessory is available for multiple adjustment positions of the hose or cord. The hose reel models are available with up to 25 feet of 1/4-inch or 20 feet of 3/8-inch air/water hose. The cord reel models are available with 30 feet of 12/3 cord with multiple cord ending options including a new quad box receptacle. **800-444-3134; www.reelcraft.com.**

ISUZU 12-FOOT ROAD-READY SUPREME SPARTAN SERVICE BODY

Isuzu Commercial Truck of America announced the availability of a new road-ready service body for select Isuzu N-Series gasoline trucks. The expansion of the Isuzu Road-Ready Program with Supreme provides a wider selection of bodies. The 12-foot Supreme Spartan service body will be available for 109-inch-wheelbase NPR and NPR-HD models. Standard features include eight compartments with adjustable shelving for cargo-organizing versatility, as well as a spacious stand-up height interior with a standard street-side pipe door. Stainless steel D-ring compartment handles offer easier gripping with work gloves, and it offers two interior LED dome lights. **866-441-9638; www.isuzucv.com.**



CUMMINS X12 ENGINE

With up to 500 horsepower and 1,695 lb-ft torque, the Cummins X12 is ideal for septic and sewer vacuum trucks. It provides a high power-to-weight ratio and is also the lightest engine in its class, weighing 400 to 600 pounds less than other engines. The lightweight and durable X12 carries more liquid waste without sacrificing throttle response for frequent stop-and-go duty cycles. A new Cummins engine brake also strengthens stopping power over the ISX12, lengthening service brake life. It is fully PTO capable and, through Connected Diagnostics, X12-powered trucks can be wirelessly connected to Cummins product experts for immediate diagnosis of engine system faults. **www.cummins.com. ■**

**Infiltrator Water Technologies purchases
Presby Environmental Inc. (PEI)**

Infiltrator Water Technologies announced the purchase of Presby Environmental Inc. (PEI). Presby Environmental manufactures the Enviro-Septic, Advanced Enviro-Septic, EnviroFin and other wastewater treatment technologies.

"We are excited to be able to expand our products with the proven Presby Environmental product line. The family of Presby Environmental products complements Infiltrator's core business and helps to strengthen our industry leadership position. The combination of Infiltrator and Presby Environmental supports our vision to reimagine and revolutionize onsite water management," says Roy E. Moore Jr., president and CEO of Infiltrator Water Technologies. ■

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Well-established Southern California plumbing, drain and septic business. Over 35 years in business. Included in the sale: 2019 vacuum truck, 3 late-model cutaways and a F-350 construction body set up for septic installs and repairs. All of these vehicles have exceptionally low miles and never travel more than 20 miles from our shop. Also included is a trailer mounted US Jetter with 330 original hours, new Anderson backhoe trailer with a 2007 John Deere backhoe with low hours, new dump trailer and a septic tank install trailer. All work trucks are fully stocked and need nothing. All inventory and other equipment included to make life easier. Willing to sell corporation with contractors license. Very profitable company with no debt. For more information call 661-722-8844. (P07)

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Portable toilet business for sale - Outer Banks, NC. 33 years. 2017 Peterbilt, 1,500-gallon tank (1,100/400). 2018 Dodge 5500, stainless tank (600/300), plus other trucks. 360 basics, 10 hooks, 4 high-rises, 29 ADAs, holding tanks, handwash stations, trailers and more. Lot/warehouse negotiable for sale/lease. For details call 252-473-5160 or email aaatlanticportables@gmail.com (P07)

Well-established Southern California pumping business for sale - owner retiring. Over 34 years in business. Includes two (2) nice, low-mileage Peterbilt 3,600-gallon trucks. Turnkey operation w/loyal customer base. Huge potential. Take all for \$585,000. Contact owner at 951-734-8816. (P10)

Owner retiring. Very diversified environmental services company for sale. Septic tank and grease trap cleaning. Drain cleaning, portable restrooms, video camera services, lift-station services. Trenchless pipe point repair, confined space services. Hydroexcavation, tank cleaning, excavation, frac tanks. Residential, commercial, industrial, municipal services. Located in Ohio for 40+ years. Very profitable with positive growth annually. Late-model equipment in good condition. Turnkey operation. Annual sales approaching \$2 million. Serious inquiries to: mrseptic6@gmail.com (P07)

Start your own septic service business in Florida! For more information call 931-248-1284. (PBM)

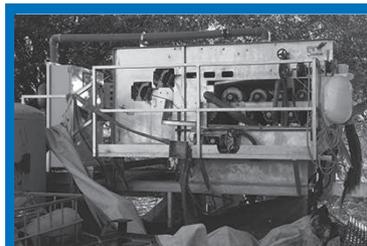
South Florida septic tank contracting company for sale. Over 70 years in business. Installing over 165 permitted tank and drainfields installations annually. Most need house repiping, waterline rerouting, etc. Pumping over 200,000 gallons per month. Industrial-zoned yard; close to municipal dump. Pump trucks, dump trucks, backhoes, trailers. Owner is State of Florida master contractor may qualify buyer. Serious inquiries only. Please contact dean@ddlawoffices.com (P08)

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

COMPUTER SOFTWARE

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Prime Solution P4700 1.2-meter belt press. Comes with new belts. Located in Clearwater, FL \$10,000 OBO
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Portable septic and grease receiving stations, dual-screen design. Screens that really work - simple, non-mechanical. Set it up anywhere. 208-790-8770 screencosystems.com
sales@screencosystems.com (PBM)

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Terralift - Kohler Command 20 engine, Atlas Copco compressor, (2) probes & a box of beads. \$18,000 OBO
518-793-2290, NY P07

New and used terralifts for sale starting at \$20,000 used and \$38,000 new. Financing available. Call John at AerraTech 413-298-4272. (PBM)

Terralifts - New and Used. Financing available for qualified buyers. For more information call Dick Crane 800-223-2256 or aalco@tds.net for electronic brochure. www.youtube.com/watch?v=t8ApRUOasnY (PBM)

HAZARDOUS WASTE UNITS

1997 Ford with Cusco 3,200-gallon DOT certified dump and door liquid vacuum truck. Cat engine with Moro M9 vacuum pump. Runs and pumps excellent. \$37,500. KLM Companies 617-909-9044 (PBM)

2009 Peterbilt/Keith Huber Dominator 3,000-gallon carbon-steel DOT 412 hazardous waste dump and door with Fruitland 500 vacuum pump. 300 hp. Air-ride rears. In very good condition. \$82,500 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



2002 Kenworth/Vactor combo unit (145P) Cat C-10, Allison auto., 80gpm/2,000psi rodger pump, Roots blower, 1" x 800' hose reel, brand-new cyclone, new ECM. \$75,000

Contact Mitch 231-258-7309;
MitchH@AmericanWaste.org P07



2007 Volvo/Vactor 2100 combo unit (302P) 175k miles, 6,500 hrs. \$89,000

Contact Mitch 231-258-7309;
MitchH@AmericanWaste.org P07

2016 Vac-Con used combo, hydro & industrial vacuum trucks for sale! 2007 Vac-Con combo also available. Call Russell at Southern Vac for pictures & great pricing! 803-465-1351 (P08)

2005 Peterbilt Vac-Con Model VPD4211L-HAD. Mack green. \$50,000. Contact Howard Steinmann at HSteinman@russellreid.com or 732-692-2415. (P07)

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The HotJet II® is a best-selling hot- and cold-water drainline cleaner featuring a 35hp Vanguard engine by Toyota and delivering 10gpm @ 4,000psi that cleans drains up to 300' and 12" in diameter. Priced at \$32,995 including freight to the lower 48 states, the HotJet II® is American made using nonproprietary parts for affordability and ease in serviceability making its return on investment truly impressive. Financing available.

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sales@hotjetusa.com
www.hotjetusa.com PBM

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2015 Ford F450 Super-Duty jet truck, 6.7L diesel-automatic, 116,097 miles, American Jetter-skid 1740, 600-gallon water capacity, 4,000psi, 65hp, 17gpm, twin engines. \$40,900

Frank 978-758-6265, MA PBM

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100 two-tone grey/silver PolyPortables Integras. All excellent, rentable condition. Will not last! \$250 per unit. 800-634-2085 (P08)

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)



Used Portable Restrooms: About 150 Tuff-Jon construction-grade units \$50 each OBO; 24 good PolyJohn units \$100 each OBO. Holding tanks. Ready to sell!

Tim 513-464-8101, OH P07
tim.dehart@aaawastewater.com

PORTABLE RESTROOM TRAILERS

2-toilet trailers, 4x8 (11 metal & 6 PolyJohn galvanized, 2010) \$200 each! Great for pulling around on jobs! For more information please call 573-473-4093 and ask for Don. (P07)

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

PORTABLE RESTROOM TRUCKS



Texla Services Portable Toilet Service Truck Bodies – Standard turnkey package mounted on your chassis includes: painted body, lighting, right angle Jurup, DC10, water hose, valves & plumbing and PTO. 1,100/400 - \$22,500; 700/300 - \$19,500; 1,700/600 - \$24,500.

936-641-3938
Check us out on Facebook! PBM



2012 Ford F350 trailer hauling truck. \$18,000
sclifford1@ur.com P07



2009 Chevy 3500HD, Duramax, Allison auto., 4WD. NEW aluminum 300 waste/150 fresh vacuum tank, HXL2 Masport pump, washdown system.

Call JR @ 720-253-8014, CO PBM



FOR SALE: Two portable septic trucks, portable toilets and handwashing stations available. 7 double-sided handwashing stations, 40 like-new portable toilets \$18,000. 1994 Ford F350 portable restroom service truck, 7.3-liter tank and pump, liftgate holes for toilets. 150-gallon freshwater/300-gallon waste. \$14,000. 1990 International portable restroom/septic truck, 1,400- waste/300-gallon freshwater, new Masport pump, 10,000 miles on total rebuild motor. Air brakes. Tank in excellent condition! Rated under CDL! \$18,000. Entire business with phone number \$70,000.

Contact 360-296-9708, WA P08



2001 Ford F450 with Satellite tank and pump. Has pressurized clean water. Fulling integrated system. 7.3 Powerstroke diesel, 5-speed manual transmission. \$9,000

Contact Travis
traviswarda@hotmail.com P08

2006 Freightliner M2 Business Class: Cat C7, 225hp, Allison automatic transmission, 100k miles. 26k GVW with air brakes. 900 waste/200 fresh stainless-steel tank. NEW equipment: Jurup vacuum pump, 11R22.5 tires, aluminum rims, brakes, drums. Fresh DOT inspection. 2-unit toilet carrier, 2 large aluminum tool boxes. Recently refurbished and ready to go. \$49,000 OBO delivery included. Call or text 734-309-2093 for more information. (P07)



2008 Hino 145 with Hino diesel 4-cyl. automatic. 108k miles. New 900-gallon waste and 300-gallon freshwater aluminum tank. New engine-drive Battioni pump with electric start, 90cfm. Two large aluminum storage boxes, 2-unit aluminum carrier. Turnkey, ready for work. \$65,000

Call Jeff 419-262-7232, OH P07

2006 GMC C5500 Duramax, 1,000-gallon tank (200 fresh, 800 waste). Truck has 154,000 miles, new motor put in 24,000 miles ago. Ssking \$38,000 OBO. Call 575-921-1028 for more info and pictures. (P07)

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 new 1,600-gallon portable toilet service unit. (Stock# 13762) www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)

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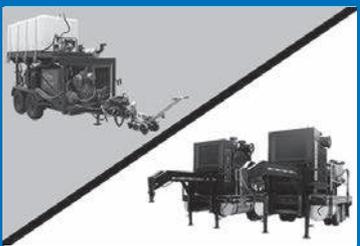
PUMPS

1998 H&H digester pump and power unit. JD diesel motor. 10 inch. Hard hoses included. Low hours. Asking \$9,900. Call Terry 419-484-0202 or 419-217-3509. (P08)

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)

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PUMPS



Two (2) pre-owned, certified **Hammelmann HDP 500** high-pressure pumps for sale. 20,000psi and 50gpm for hydro demolition.

772-214-1714, FL
sales@hogtechnologies.com P07

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

2018 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 TANKS



New 5,000-gallon roll-off vacuum tank with new Fruitland hydraulic-drive pump. Use with any roll-off or hook-lift truck. Ready for work. \$39,500

KLM Companies
617-909-9044 PBM

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ROLL-OFF TRAILERS

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

SEPTIC TRUCKS



2 AVAILABLE! 2014 International 4300s, under CDL. DT466 diesel, auto., NEW 1,800-gallon aluminum or steel tanks – your choice – and Masport pumps. Low miles on both.

Call JR @ 720-253-8014, CO PBM



READY TO GO! 2012 International 4300, 33k GVW, DT466, 245hp, automatic. NEW 2,500-gallon aluminum vac tank, new Fruitland vac pump.

Call JR @ 720-253-8014, CO PBM



1996 International diesel, 530hp w/10-speed. Motor replaced 2018. Masport needs vanes. 2,100-gallon tank needs work. Tires 90%. No exhaust filter for California work. \$16,000 firm

Contact Nick/Matt
310-832-4800, CA P07
peninsulaseptic@sbcglobal.net



Trucks for sale! Pump trucks, dump trucks, cab chassis', jetter trucks, etc. Central Arkansas.

Caleb 281-914-1192 P07



2000 Sterling, 500,000 miles. Many new parts. Located in northeast Ohio. \$35,000

Call/text 440-812-0045 P07



2005 International 4400. GVWR 32k. 285hp, DT466, backed by Allison 5-speed automatic transmission. Air brakes and rear air-ride. 2,300-gallon Progress aluminum tank - 2,000-gallon waste, 300-gallon freshwater. Masport H15W liquid-cooled pump. SeeLevel waste gauge, (works great). Has a freshwater pump if you want to use for portapotties. 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. Located in central California. \$28,000 firm

Call Brian 805-423-1961 P07



1995 Ford F800, 8.3 Cummins, 6-speed, 254k miles. 2,200-gallon tank with NVE pump. \$12,500

951-830-4840, CA P07



2000 International 2554 tandem axle with International DT466, Allison automatic transmission. 3,200-gallon tank with NVE vac pump. Truck has low miles, tires are pretty good, everything works. Asking \$24,900 OBO

Call Clay 920-765-0170, WI P07



1998 Freightliner pumper truck for sale. 10-wheeler, air-ride, lockup rear axles, engine brake. 3,400-gallon steel tank. Comes with hoses, HXL400 Masport vacuum vane pump. Cummins N14 motor, new PM filter. Truck has 450k miles on it. (2) 100-gallon fuel tanks. Brand-new Rockwell 10-speed transmission, new batteries, new deck, stereo. Good tires all the way around, good brakes. Truck is ready to work, have to sell soon. Please call with any questions. \$28,500 OBO

916-624-8500, CA P07



Texla Services Vacuum Truck Bodies – Turnkey package mounted on your chassis includes: painted body, lighting, valves, PTO and pump. 3,600-gallon - \$25,000; 2,500-gallon - \$22,000; 1,500-gallon - \$18,500. Many custom options are available. Bodies out of paint: 2,500-gallon - \$13,500. Self-contained skids available.

936-641-3938
Check us out on Facebook! PBM

2007 Freightliner M2 Business Class: 6-speed manual transmission, Cat C7 with 235hp, 33k GVW, 130k miles. New virgin 11r22.5 tires, new brakes and drums, fresh DOT inspection. Complete service of all filters and fluids. NEW 2,500-gallon vacuum body, Jurop LC420 pump, 3" inlet, 4" discharge both with stainless steel cam locks and dust caps. 4- 5" glass sight eyes, All LED lights, 100' of 3" suction hose. Ready to pump! Best of everything. \$58,000 delivered to your door. Call or text 734-777-0390 for more information and pictures. (P07)

2003 Freightliner FL70: 450k miles on chassis, 150k on new motor. New rear end, new clutch in last 3 months. 11-year-old 2,500-gallon vacuum tank. Masport HXL400 pump. I also have a spare Masport pump for the truck. Truck ran daily until 2 weeks ago when my new truck arrived. Truck is mechanically sound - just needs some TLC. \$28,000. Delivery available! Call or text 734-777-0390 for more info. (P07)

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Pre-emissions 2000 Freightliner, red, 8.3 Cummins, 6-speed. 2,500-gallon tank, Masport HXL15 water-cooled pump. Three water-cooled valves, stainless hose trays, stainless wheel covers, aluminum toolbox, heavy rear bumper hitch. Owner-driven, sharp truck. \$30,000

765-744-0862, IN P08



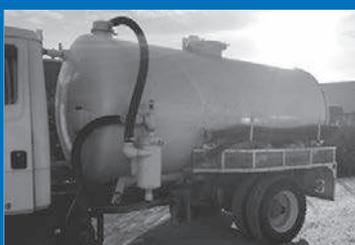
2018 International 4300, Cummins power, automatic, 55,000 miles. Brand-new 2,000-gallon carbon-steel tank, brand-new Jurup pump. \$75,000

Call Alan 786-908-5436 P07



2011 Freightliner Cascadia, DD13, 10-speed, 425hp, 170,000 miles. New 4,000-gallon carbon-steel tank, new Jurup LC420 pump, new PTO-driven jetter system. \$85,500

Call Alan 786-908-5436 P07



1995 Freightliner FL70 septic truck with 89k miles, 2,500-gallon tank, 6-speed manual with Cummins 5.9 diesel, 2015 Masport pump. \$25,900

Jeff 217-224-1932, IL P07
midwestservicecenter@gmail.com



1999 International 3300, 6-plus transmission, 220,000 miles. 2,500-gallon carbon-steel tank, water-cooled Masport H400W pump, new oil cooler and one universal joint. Tank and pump 9 years old. Heated rear valve, front and rear unload, air drop axle. DOT inspection good till April, will have the truck inspected and fix anything that it needs. New paint, hose trays Line-X'ed, heavy-duty hitch wired for trailer. 60-inch box, air-ride seat. Real good condition and ready to work. Needed a bigger truck. Can text or email pictures. \$34,900

Call 906-293-6110, MI P07



1995 Mack RD 3,800-gallon septic truck, 300hp, 335,721 miles, great condition. NVE liquid-cooled pump. Carbon-steel tank installed 2005. Located in Akron, Ohio. \$48,000. Call for more info.

330-351-4353 P07



1989 Ford L8000, 29,922 miles, 5,260 hours. 3,000-gallon tank - needs a vacuum pump. \$11,500

Call Rodney Lane
270-832-3793 P07



2000 International, DT466, 6+1, 230k miles. 2,000-gallon tank. Cold a/c. Runs great, pumps strong. \$26,500

Call 828-361-3390, NC P07



2013 Mack Granite G813. 255k miles. 80bbl/3,360-gallon tank. 60k GVWR. 505hp, Fuller 18-speed. Great heavy-duty truck. \$75,000

Chris 505-870-4216, NM P08



1999 Freightliner FL70: Ready to go truck fully equipped with a new Masport pump and 1,900-gallon steel tank. Asking \$32,000 OBO. If interested please call or email Danny:

909-286-2583, CA P07
independentpumping@yahoo.com



Last remaining 2019 Kenworth T270 Model. Blowout pricing! 1,500-gallon (1,100 waste/400 fresh) stainless-steel septic with portable toilet carrier. Masport pump, pressure washer, 2 stainless-steel tool boxes, dual side vacuum inlets. Non CDL, 300 HP, Allison automatic transmission. Aluminum exterior wheels, stainless-steel sun visor, chrome bumper. Call for pricing!

Call Josh Claybrook
833-460-1511 P07



2007 Mack Vision, 10-speed, 496,000 miles. Brand-new 4,000-gallon tank, Masport pump. Purchased 1 year ago - forced to sell and upgrade due to CA laws. Located in northern California. \$74,500 OBO

Call/text Steve 530-514-4432 P07



2002 Sterling M85 septic/potty truck, diesel CAT 3126, ~25k on 6-speed Fuller transmission. Air brakes w/locking rear, 33,000 GVW. Jurup pump, 2,300-gallon waste, 300-gallon fresh. 314,249 miles. Dual portable toilet rack. Worked daily - replaced 2 weeks ago. As/is \$10,000 OBO

Christine 609-758-2700, NJ
donemillerss@comcast.net P07



2007 International 5900i SFA, 6x4 tri-axle. 85,550 miles, 8,115 hours. 475hp Cummins, Eaton-Fuller 10-speed transmission. Air-ride suspension. 4,000-gallon carbon-steel tank with Masport HXL15WV. (2) manways with walkways on both sides of tank. Aluminum work boxes, hoses. LED lighting, rear work lights. New tires all around. Service records available. \$95,000 firm

Call George Christine
717-495-9668, PA P07



2008 Freightliner M2-106, 170,000 miles, 320hp, 10-speed. New 3,500-gallon carbon-steel tank, new Masport Hydra pump. \$69,000

Call Alan 786-908-5436 P07



1992 Ford L8000 \$25,000
786-346-9807, FL P07

SEPTIC TRUCKS



2007 International, DT466, 2,300-gallon steel tank. Approximately 81,000 miles. \$59,000

**Call Rodney Lane
270-832-3793**

P07



2004 International DT530 300hp vacuum truck. 245,774 miles, 10-speed Eaton-Fuller transmission. Masport pump, 2,500-gallon steel tank, 36" manway, 6" dump, rear and passenger side inlet ports, heated collars. Heavy-duty bumper with pintle hookup, 7-way electrical plug. New turbo, freshly painted, new toolbox. Rear work lights, air-bag suspension. Cruise control, power windows & locks, heated mirrors, air-ride seat, radio. \$36,000

518-842-1540, NY

P08



2013 Peterbilt 388, 500hp ISX Cummins, 18-speed. 20k front, 46k rears. Full lockers, double frame the whole way. Factory heavy-spec truck. 543,000 miles going up daily. Every bell and whistle. Curry 4,200-gallon tank with Masport 400. Steerable pusher and tag. 175 ft. of new hose. Two new 4" heated gate valves. New caps on rear, front tires are ok. Call or text for more info or pictures. \$95,000

Dave 612-221-6355, MN

P07

For Sale: 1994 Ford L9000 pump truck with 2,300-gallon tank, 30-gallon freshwater tank, 3176 Cat, 9-speed Fuller. 3x4 tool box, 85% rubber, heated/air valves, new radiator, 150 feet 3-inch hose. Nice truck. \$12,000. Located in Jim Falls WI. Call Falls Septic Service at 715-382-4793. (P07)



2005 Mack Granite tri-axle septic truck for sale. 5,000-gallon tank. Challenger 607 pump is only 1 year old. Mack Aset AI-400 engine, Mack 13-speed – rebuilt 2 years ago. 20k front axle, 46k rears. Trunion and ALL springs replaced 3 years ago. Tires 75-85%. Steerable tag axle. 3" inlet, 4" air dump valve. \$57,000

**Call Tom or Greg
715-282-3553, WI**

P07



2005 Kenworth T300. New 2,600-gallon steel tank, new Jurop R260 pump. Pre-emissions Cummins ISC with only 93,000 miles (verified). Tires are 95%. Cold a/c. Truck recently passed DOT, and a 60-point inspection. Delivery and financing available. Located in Central Arkansas.

**Call Caleb 281-914-1192
or Logan 832-928-0985**

P07



2003 Mack CH612, 350hp, Mack engine, 10-speed. Cusco 3,150-gallon tank with hoist and full-open rear door, hydraulic driven, Moro vac pump, vibrator on tank, jake, a/c, cruise. 18k front, 40k rears. New: paint, tires, & aluminum wheels. This is a southern truck, extremely clean, and runs like-new. \$56,000. Delivery and financing options available! Visit our Facebook page at <http://www.facebook.com/hullstruckbodies>

**Call Hull's Truck Bodies
740-820-5338, OH**

P07



2005 International 7400, DT400, 4,000-gallon waste tank which tilts up and opens from the rear. 300-gallon freshwater tank with jetter. Tires are good. Truck runs great with new turbo. 385,000 miles. Asking \$39,500

Andrew 561-302-7195, FL

P07

2006 International 7600 with steer lift axle, Allison transmission, Cummins engine (needs rebuild). 4,000-gallon tank with lift dump, 1-year-old Wittig pump. Aluminum wheels, tires are 70% or better. \$25,000. 513-260-7211 (P07)

2001 Kenworth T800: Cat C10 425hp, 10-speed manual transmission. Engine overhauled 100k miles ago. Current DOT. 3,600-gallon aluminum tank. Truck running daily. \$47,000. Call or text 734-777-0390 for more info. (P07)



2 Pump Trucks for Sale! 2005 International 9200 tandem with only 103,000 actual miles on a pre-emissions Cummins ISM 425 with jake brakes. New 3,600-gallon tank, new pump, PTO. 2012 Kenworth T370 single axle with only 165,000 miles. New 2,500-gallon tank, new pump, new PTO. Central Arkansas.

Call Caleb 281-914-1192

P07

1994 Volvo WG64 with Presvac 3,300-gallon tank. 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)

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2020 Kenworth T270, non-CDL, 300hp, Allison automatic transmission. 1,900-gallon 1/4" steel vacuum tank. 2 baffles, pump, HotShift PTO. 1/4" hose trays, 12-gallon Cyclone Sec, 6" discharge, (2) 4" suction ports, powder-coated tank. 36" toolbox, LED lights, heavy-duty bumper w/trailer hookup. Chrome bumper, stainless-steel sun visor and more! Only \$99,975

Call Lucas Massengale
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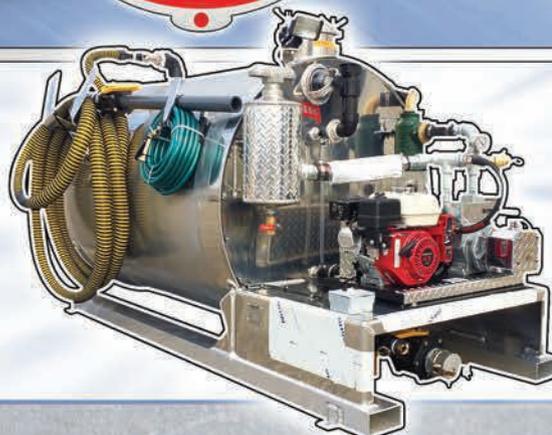
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