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Environmental Services **PAGE 36**

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Pedal to the Metal

- Ken Wysocky

Pennsylvania's Koberlein Environmental Services adds services, acquires other companies to accelerate growth through its expanding territory.

ON THE COVER: Koberlein Environmental Services of Honesdale, Pennsylvania, has grown at a steady pace thanks to a decision to expand from septic into many areas of wastewater handling. Owner Chris Ravenscroft is shown with a Western Star semitruck carrying a Masport H400W pump and pulling an aluminum tanker trailer from Pik Rite. (Photo by Kevin Blackburn)

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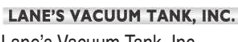








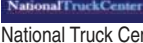




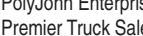


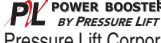





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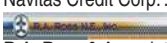

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Contact Jim with your comments, questions and opinions at editor@pumper.com.

You're Not Talking to a Brick Wall After All

Sometimes it seems like our industry message about proper septic maintenance isn't being heard. But keep shouting because it is paying off. **By Jim Kneiszel, Editor**

Looking at my online news feeds, I can tell septic systems and their importance in our world is gaining more attention. Every day I read stories from somewhere in North America talking about onsite system design, maintenance or a new regulation coming forward. It's great to see this evidence of a growing awareness about the critical role decentralized wastewater treatment plays across the U.S. and Canada, where most readers of *Pumper* live and work.

And the news is good and bad.

I can see our industry's message about routine septic pumping and system inspections taking hold. We are getting through to owners of septic systems and local and state government officials who are the key to ensuring proper functioning systems that will not pollute our precious water.

More and more users are recognizing how maintenance can save them from costly system replacements and following through by calling pumping professionals for advice. And elected officials are little by little gaining the courage to require inspections from those users who would not otherwise take care of their systems.

But there are also lingering signs that many people have not heard our message or willfully disregard it. Too many homeowners think the tank and drainfield in the backyard will magically make all of their waste disappear without a thought or any dollars spent on upkeep. And some lawmakers who ought to know better still bend to the will of those who see maintenance requirements as an unfair tax rather than a way to ensure a clean environment and protect their real estate investment.

We've come a long way, but we still have miles to go in our public education efforts. Using a "thumbs up, thumbs down" format, I'll share a few recent stories to illustrate our challenge in the years ahead.

Thumbs down – Pumping every five years? That's not necessary!

The Florida Agriculture and Natural Resources Subcommittee unanimously supported a bill to identify and map all septic tanks in the state. But when homeowners started to squawk, state legislators withdrew the regulation from consideration. The law would have mandated septic inspections every five years and required the health department to develop minimum standards for repairs of failing systems.

Readers of the www.northescambia.com website cheered the decision to drop the law. "I have been in my house 30-plus years and never had a problem," wrote one person, saying she religiously uses septic additive. "We raised three girls and never once had a problem. That said, it will probably plug and stop draining today." Wrote another: "We have enough regulations

We are getting through to owners of septic systems and local and state government officials who are the key to ensuring proper functioning systems that will not pollute our precious water.

already. Before you move into a house that has been lived in before you, it is required to inspect the tank and have it pumped. No need to do it that often. Most homeowners take care of this maintenance." And another: "Just another scheme to get money out of taxpayers."

Thumbs up – Septic improvements credited in Minnesota lake cleanup.

It was a backhanded compliment, but better septic system maintenance is being credited with a decline in walleye population in Minnesota's Mille Lacs Lake north of Minneapolis. According to news reports, a University of Minnesota study looked at 30 years of data on water quality in the lake and determined the water clarity has improved, thanks in part to widespread septic system improvements. It stated the popular sport fish prefers the lower light and cooler temperatures found when water was more polluted.

This is disappointing on one hand, because pan-fried walleye is an amazing dinner treat and fishermen love pulling trophy walleye out of Minnesota lakes. But the study is also an indicator that homeowners are taking seriously their responsibility for clean water in the state's pristine waterways. Minnesota has always been strong on septic system regulations, and those efforts are paying off.

Thumbs down and up – Pumper caught illegally dumping in Michigan.

Facing a troubling news story, sometimes we need to look on the bright side. And, believe it or not, there is a bright side to the story of a central Michigan pumping company caught illegally spreading waste on a farm field. The company (we won't name them because an investigation is pending) apparently dumped 3,000 gallons of septage on the field it has not yet received permission to dump on. This is according to a Fox 47 news account. A company representative told complaining neighbors that the employee responsible was being terminated and a cleanup effort was underway.

A report like this is clearly a setback for our industry. The vast majority of pumpers abide by disposal laws and want to promote a clean environ-

ment. Unfortunately a few bad apples cause a whole lot of public relations damage. The good news in this case is that the pumper was working quickly to rectify the problem and that concerned residents were vigilant in reporting the incident. That they were holding the wastewater industry to a high standard should be applauded. Their actions hold all pumpers to a higher standard.

Thumbs up – Need-based grants available for system upgrades.

The cost of septic system replacements is often an impediment to homeowners addressing failures before sewage backs up into the dwelling or comes to the surface, creating health hazards. This is especially true for rural folks or the elderly living on a fixed income. So it's always good to learn about programs that help cash-strapped homeowners deal with failed systems. The Minnesota Pollution Control Agency recently announced its grant requirements, published in the *Osakis Review* for readers in Todd County, in the central part of the state.

Grants through the agency and the Board of Water and Soil Resources will pay 80% of the cost to replace existing septic systems. No such provision is made, however, for systems serving new construction. In case you want to compare the Minnesota income restrictions to programs offered in your state, here are the maximum household income to qualify along with the number of family members in parentheses: \$38,900 (one), \$44,500 (two) \$50,050 (three), \$55,600 (four), \$60,050 (five), \$64,500 (six), \$68,950 (seven), and \$73,400 (eight).

If you encounter a customer who is unable to pay for a necessary repair or replacement, ask your local, county or state health department officials if there is a program to help. You can be a valuable onsite advocate by pointing customers in the right direction.

Thumbs down – Our septic system doesn't need pumping.

Here's a septic system user we haven't reached. Kary Paulson wrote this as a letter to the editor in response to a story about septic regulations in the Jackson Hole News & Guide in Wyoming: "My system is 25 years old and was constructed with a proper leachfield. It has been pumped out once for insurance purposes. Enforcing more rules and inspection is more government interference. If there is a problem in certain places in the county, deal with it and leave the rest of us alone."

One pumpout in 25 years? It looks like a little "government interference" wouldn't be the worst thing for this homeowner. It might even help

save his septic system from failure one day. We need to continue to preach proper system maintenance until guys like this stop writing letters to the editor.

Thumbs up – Cleaning up waterfront septic systems in Maine.

Coinciding with Earth Day this year, the state of Maine expanded its periodic inspection regulations to cover not just coastal shoreland zones, but all lakes, great ponds and rivers, according to a report in the *Portland Press Herald* newspaper.

Starting in January 2020, septic inspections will be required at the sale of all waterfront homes.

According to supporters, the new law will help detect failing septic systems, alerting homebuyers of a serious problem before their purchase goes through. Under the plan, the homebuyer would have one year to either repair or replace a failing system. Inspections would not be required if a new system was in place within three years of the sale or the seller provides an inspection report done in the past three years. ■

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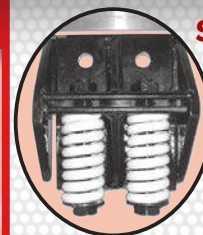
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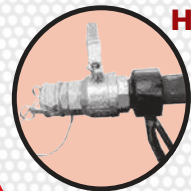


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When you first launch a business, it's usually pretty easy to keep up with your customer list. As the business grows and the customer list expands, however, maintaining those relationships becomes increasingly cumbersome. If you've reached the point where you find yourself flipping between endless spreadsheet documents or juggling dozens of Post-it notes scrawled with client details, that's a clear indicator that you need some help from a Customer Relationship Management system.

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LEDS IN PORTABLE RESTROOMS

brightening the experience

Ever since she was a young girl, Lori Leggett has disliked having to use a flashlight in unlit restrooms at places like campsites. More recently — as the co-owner of Crockett Septic in Wisconsin Rapids, Wisconsin — she discovered she doesn't much like cleaning dark restrooms either. Read about her LED light solution in this online exclusive article.

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“Over the years, I've seen too many employee-recognition programs that aren't strategic enough and don't align closely enough with a company's mission, purpose and values.”

— *Think Strategically About How You Recognize Employees*
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LEVELING INSTRUMENTS

determining accuracy

It's so important for an onsite septic system installer to take good care of any surveying equipment, but yet it's often bouncing around in the back of pickups or left exposed in truck cabs to extremes in heat and cold. These conditions are harmful to sensitive instruments. Thankfully, there's a way to check whether the line of sight of a surveying instrument is parallel to the axis of the bubble tube on the instrument.

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ACCIDENTAL EXPANSIONS

advantageous happenstance

Joe Procopio, owner of ProSeptic in Scituate, Rhode Island, credits random chance to his lucrative company expansions into the septic pumping and portable restrooms business. He initially started a part-time landscaping company in 2003, but demand soon grew for hauling and excavating, which led to him launching Land Works in 2012. After he started taking on septic installations, one thing led to another.

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NON CDL

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Brothers Tyson (left) and Travis Koehn serve customers around their home base of Princeton, Idaho. (Photos by Young Kwak)

WHERE WORD-OF-MOUTH RULES

Customer loyalty plays big in Idaho's logging and farm country. Palouse Valley Septic Service locks it in with high-quality service delivered with integrity. By Ted J. Rulseh

The forested country on Idaho's panhandle is home to many old-line logging and farming families with deep ties to the area. That's where Palouse Valley Septic Service delivers pumping, onsite installation and inspection. The people there appreciate good work and reliable service, and that's what Tyson Koehn commits to provide.

"Word-of-mouth is huge in this area," says Koehn, who owns the business with his wife, Mashala Koehn, and his younger brother Travis Koehn as his sole employee. "This area is very loyal. There are lots of old family names from way back. If they like you, they're going to tell their friends and family about you, and they're going to use you no matter what."

Tyson Koehn has tapped into that loyalty to build a business in which he pumps about 200 septic tanks per year, installs about 20 new and replacement onsite systems and does an assortment

Palouse Valley Septic Service
Princeton, Idaho

OWNERS: Tyson and Mashala Koehn

FOUNDED: 2010

EMPLOYEES: 2

SERVICE AREA: 50-mile radius

SERVICES: Septic system pumping, installation, repair and inspection; excavation

WEBSITE: www.palousevalleysepticsservice.com



of general excavating jobs. After seven years in business, he's looking to buy a bigger vacuum truck to replace his 1994 model and enable him to serve his territory more efficiently.

LURE OF THE NORTHWEST

Koehn is among a minority of pumpers who get their start without any family ties to the industry. He and Travis Koehn

(continued)

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grew up in south-central Kansas, working around their father's tire and mechanic shop and their grandfather's farm. At age 20, Tyson Koehn went to work for a family-owned excavating company, where he learned the tricks of the trade, but he had his sights set on different geography.

"I had some extended family in Bonners Ferry, Idaho, and growing up I always had a dream to move northwest somewhere," Koehn says. "After I got married, I told my wife, 'We're going up there to look around sometime.' We came here, snooped around a little bit and fell in love with the place." So he came back and looked for a job in excavating.

In 2007 he went to work for a solo contractor in Princeton. "He was a little older," Koehn says. "By 2010, we were doing quite a bit of repair work, replacing old septic tanks. We were always calling the big pumping company from 50 miles away to pump the tanks. I told my boss, 'You should buy a pump truck. We'd pump our own tanks and pump a few for the neighbors here and there.' He thought about it for a few days and then came back and said, 'Why don't you buy a truck?'"

Koehn wasn't sure how to make that work, especially the meshing of schedules with his employer. But after a little encouragement, he made the investment using the *Pumper* classifieds to locate a truck in northwestern Wisconsin. He spent a weekend with noncompeting pumper KG&T Septic in Bonners Ferry to learn truck operations, then flew to Wisconsin and drove the truck home.

GOING HIS OWN WAY

The 1994 International 4900 Series with an International DT466 engine and a six-speed manual transmission carries a Moro USA pump and a 2,000-gallon waste and 250-gallon freshwater steel tank. "We've done a lot of work on it to keep it looking nice," Koehn says. "It has aluminum wheels, and it has been repainted. We do most of our own maintenance and mechanical work. If it's a major issue, a local mechanic takes care of it."

At first, the arrangement worked out fine. Koehn did pumping mostly on evenings and weekends. But by early 2014, "I was getting so busy that I couldn't work around him," Koehn recalls. "All of a sudden I'd have an emergency service to do, and I couldn't make it all work anymore. We had a sit-

Above: Tyson Koehn uses a T&T Tools hook to lift a septic tank lid so Travis Koehn can pump a tank at a highway rest area.

Right: Tyson Koehn is shown with his International vacuum truck with a 2,000-gallon waste and 250-gallon freshwater tank and Moro USA pump.



down and decided it was better for both of us if we'd part ways. His son had moved back home and was helping him. We parted on good terms."

About two years later, Travis Koehn came on board. Tyson Koehn handles the office work, but the two share much of the remainder. "I do most of the excavating equipment operation, but he does quite a bit too," Tyson Koehn says. "We install together. We both work in the shop. He has quite a few years of painting, bodywork and detailing experience, so he does that if we need it."

They serve about a 50-mile radius from headquarters in Princeton, about 3 miles from Potlatch. That includes crossing the state line to serve Whitman County in Washington. The work includes roughly 60% pumping, 35% installations and 5% excavation and dump truck contracting.

Potlatch used to be a logging company town, built around the Potlatch Lumber Co. mill, which was torn down in 1983. A number of timber barons from the East worked in the area, and Potlatch and nearby towns still bear their names.

Meanwhile, the area is growing. The University of Idaho is about 20 miles away; and Washington State Univer-

(continued)

Disposal: No problem!

Palouse Valley Septic Service in Idaho doesn't have to deal with land application site permitting, long septage hauling distances or high tipping fees.

The company has arrangements with two local wastewater treatment facilities, just 3 miles apart, that charge reasonable rates. "My dump costs are so low that I haven't pursued any alternatives," says Tyson Koehn, owner.

At Potlatch, a community of about 900 people 3 miles or so from home base, Koehn can empty his truck at a manhole near the city shop: "I dump into a stainless steel grate and keep track of my gallons."

His other site is in the unincorporated town of Princeton that the company calls home. "They have a two-cell lagoon there, and I dump right over the lagoon berms," Koehn says. In both cases, he keeps a log and reports monthly on gallons discharged; the communities bill him on that basis. He has a written contract with Potlatch and a less formal arrangement with Princeton. Both sites require annual filing of basic paperwork with the county Health Department.

While the arrangement is satisfactory, Koehn has given some thought to dewatering septage at some point. "As you go south and east of us, you get into real heavy clay soils, and topsoil in those areas is a precious commodity," he says. Composted septage could be an attractive product for landscapers.

One thing gets in the way: A climate that often includes wet, mild winters and heavy spring rainfall. In those conditions, the composting site would need to be covered, at considerable expense. So at least for the immediate future, the compost idea is on the back burner.

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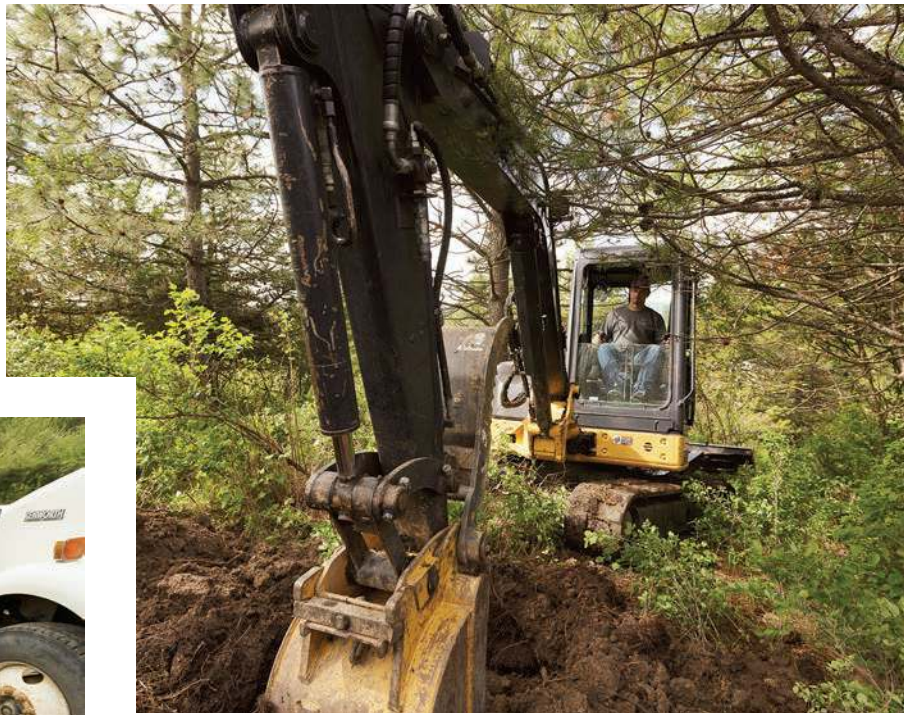
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Right: Tyson Koehn uses a John Deere 50D excavator to dig a trench for a new septic system drainfield.

Below: Travis Koehn cuts a section of corrugated culvert that will serve as a septic tank riser.

Below, right: Tyson Koehn fits a Polylok riser to a length of corrugated culvert pipe serving as a riser for a septic tank installation.



sity lies 11 miles beyond the state line in Pullman. In addition, an electronics manufacturer in Pullman is a major employer. Beyond that, people from California, Washington and Oregon are moving to the area and building houses on septic systems.

"A lot of older homesteads are being sold," Koehn reports. "The money is right and the children and grandchildren are selling those places off. There's quite a bit of work in updating those septic systems. In Idaho, no law says that when you sell the house you have to update the septic, but that comes up through banks with mortgage loans and with home inspections."

REPAIR AND REPLACE

Some old houses have no septic systems but instead discharge directly into a ditch or a creek. In addition, from the 1940s to the 1960s, many 500-gallon steel septic tanks were installed. Now they are rusting through: "They look like Swiss cheese when you pump them out. They're all full of holes."

All that adds up to ample work for the pumping and installation sides of the business. For installations, Palouse Valley Septic Service installs mostly concrete septic tanks with drainfields using Quick4 Plus low-profile chambers (Infiltrator Water Technologies). Pipe-and-rock systems work fine in the local soils, but chambers have clear advantages where the terrain is rolling and steep.

"You dump your rock and park everything above the house or out be-

“With chambers, we carry them in or drag them down the hill. In our wooded areas, we can bend the chambers around hillsides and obstacles.”

TYSON KOEHN

side the road, and then you have to cart everything down the hill, so you get a lot of labor and machine time involved with pipe-and-rock systems," Koehn says. "With chambers, we carry them in or drag them down the hill. In our wooded areas, we can bend the chambers around hillsides and obstacles." Some steep sites also lend themselves to 1,000-gallon IM-1060 plastic septic tanks (also Infiltrator).

The company installs some pump-to-gravity systems but no advanced systems with aerobic treatment units: "There's hardly any call for that here. Almost every place has room for a conventional system, and we have mostly very good soils in our area. The Palouse region is very fertile farm ground. There are some places in Washington where the topsoil can be 40 feet deep. Then the next place on the top of a hill, you'll hardly have any topsoil."

TOOLS OF THE TRADE

Quality work has been the cornerstone of success for Palouse Valley Septic Service. "Where I came from in Kansas, it was dog-eat-dog," Koehn says. "Here, people are willing to pay a little extra for honesty and a good job."

Because the area is rural and home to many older residents, telephone directories are still effective for marketing, although traffic on the company's website has taken off. Competition comes mainly from a large franchise

operation about an hour to the south, but people have been supportive of Palouse Valley Septic Service as a small, homegrown business.

Part of doing a quality job is showing up when promised. Others are quality materials and informing customers upfront about what to expect from the process. "On installations, we do everything with a laser level," Koehn says. "We use materials that are heavy duty and well built. We pay attention to details. We clean up and rake the job site when we're done. It also makes a difference that the owner shows up on the job."

Go-to machines are a 2012 John Deere 50D rubber-tracked mini-excavator and a 2015 Caterpillar 259D compact track loader with snowplow, brush mower and grapple attachments. Koehn's pride and joy is a 1967 Kenworth dump truck that he meticulously keeps in running shape. The general excavation side of the business includes mostly basements; driveways; water, sewer and electric lines; and drainage work.

When pumping, "We wash down the tanks when we're done. Everything is inspected and cleaned. We do any baffle repairs and other repairs at the time if we can. We go the second mile with keeping tanks and septic systems in working order." Risers are included with all new systems, and the brothers try to sell risers as part of repairs and after pumping.

The risers consist of 24-inch corrugated plastic culvert topped by 24-inch heavy-duty lids (Polylok): "We've installed many of them. A lot of people don't know that they can put a riser and lid on their tank. When you lay it out for them and show the difference in price for pumping once they have a riser, it's pretty much a no-brainer."

LOOKING AHEAD

Tyson and Travis Koehn have set themselves up for growth by acquiring training at vendor seminars, health department programs and, in 2014, a visit to what is now the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show. Tyson Koehn holds the relevant licenses for pumping and installation in Idaho and Washington. They tightened their focus last year by ending an experiment with portable restroom rental.

For the near future, Koehn looks toward buying a newer vacuum truck with a 3,500- to 4,000-gallon tank. That will enable him to reduce travel to and from the field to unload. He'll keep the existing truck as a backup. As for installations, "There's a lot of ground that could be coming up for sale. People are developing 1-, 5- and 10-acre parcels.

"We want to continue in the same line: keep on providing excellent, honest service. People here really want to know you'll do exactly what you said you were going to do. Win them over and you've got friends and customers for life. This business has been quite a faith venture, and our success would not be possible if not for many prayers for help sent up." ■

“ This area is very loyal. ... If they like you, they're going to tell their friends and family about you, and they're going to use you no matter what.”

TYSON KOEHN

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400 Water, Masport HXL4V
Vacuum Pump, 160 CFM



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Allison or 13 Spd Trans.,
5000 Gal. Alum Imperial Tank,
NVE 4310 Blower

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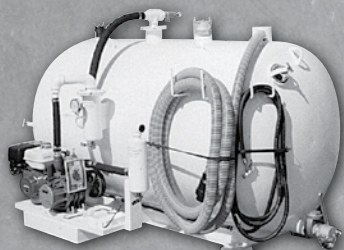
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Pumpers Share Their Supplier Strategies

With strong vendor relationships, you'll have someone in your corner when the chips are down and you need equipment or services fast **By Joan Koehne**

Contractors rely on vendors to supply a wide range of products, everything from paper clips to a 4,000-gallon vacuum truck. But how can you be sure you're receiving the best value for products and services? To ensure a company's long-term prosperity, the buying side of the business — not just the selling side — needs to be managed profitably. Choosing the right vendor is an important buying decision.

"You have to find somebody you can trust, who doesn't try to sell you something you don't want and helps you find what you do want," says Tom Frank, of Tim Frank Septic Tank Cleaning in northeast Ohio. "You want someone who doesn't push extra stuff you don't need. That's a waste of time."

Vendors should stand behind their products and provide service after the sale, Frank says.

"If they're giving me a good price and good service and they have what I need, then it's worth working with them."

MULTIPLE VENDORS

Treating vendors like business partners — not adversaries — is the key to maintaining solid relationships with suppliers, says Rick Perrin, partner in the consulting firm B2B CFO in Madison, Wisconsin. He also advises contractors to purchase from more than one vendor.

"Always have two primary vendors for whatever you do. That way, you always have a backup vendor if you need one," he says. Purchase 60% to 70% of products or services from a primary vendor and 30% to 40% from a secondary vendor, he says. This arrangement keeps the first one honest and the second one eager for more business. Having two vendors for a specific product or service creates an environment that's conducive for negotiating.

"Many, many things are negotiable. Be creative," Perrin says. Aside from negotiating on price, vendors can negotiate on delivery, financing, staff training or other perks.

High Plains Sanitation Service in Strasburg, Colorado, put its negotiating strategies to work at the 2019 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show when the company was looking for a new vacuum truck. It purchased a Freightliner with a 4,000-gallon aluminum tank and National Vacuum Equipment 4310 Pro Pak Plus Blower from Progrex Tank.

Kim Seipp, co-owner of High Plains Sanitation Service, says her husband and son-in-law, Jeff Seipp and Jeff Nicoll, did a lot of shopping before making the purchase. They narrowed options to three trucks and met with the sales reps to discuss features, price and delivery. Kim Seipp describes the ensuing negotiations as back-and-forth conversations, not high-intensity bargaining.

"There are a couple of things they negotiated. One of the things they were able to get was aluminum wheels, as opposed to steel," she says. The aluminum wheels are lighter, which was important to High Plains Sanitation Service. The trade-off for aluminum occurred toward the end of negotiations, when the deal was nearly finalized.

“ Sometimes the price is fairly fixed, but if you're in business and you're not negotiating, you're leaving money on the table.”

Rick Perrin

"By this time, the guys are into it for well over \$100,000, so the company is willing to say, 'Yeah, we can give you that.'"

IT'S WHO YOU KNOW

When it comes to negotiating, contractors should know their limitations and know when it's time to walk away, Seipp says. You should take your time making a purchase and not feel intimidated about asking for a better deal.

"Once you've connected with someone ... and you're going to spend a good deal of money, then the vendors are willing to work with you and give you some discounts," she says. The more money involved, the more leeway the vendors have to offer deals.

With over 600 exhibitors at the WWETT Show, there's plenty of buying and selling going on.

Jody Forest, owner of Forest Septic in central Iowa, regularly attends the WWETT Show to learn about products and services and connect with other pumpers. He switches vendors based on what he sees at the show, plus recommendations from other pumpers.

When he purchased his last two vacuum trucks from Pik Rite, the purchasing process was easy. He says he used the same straightforward approach with Pik Rite that he likes his customers to use with him.

"I told them what I wanted, and really, pricing wasn't discussed much because of their reputation. I trust them," Forest says. "They have to make money, also."

Negotiating with vendors isn't a routine practice for Frank, either.

"We don't do a lot of negotiating with our customers; therefore, I don't expect my vendors to negotiate with me," he says. "I'm relying on them giving me the best price they can give me."

For Chris Larson, vice president of operations at C&L Water Solutions in Littleton, Colorado, buying decisions are less about negotiating and more about maintaining relationships. Vendors don't want to work with someone who consistently tries to beat them up on price or nickel and dime them after the sale, Larson says.

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NEVER HURTS TO ASK

Yet that doesn't mean you shouldn't negotiate on the big-ticket items, he says. Maybe the vendor will throw in something for free, like a hitch on a truck or an upgrade to a tire package.

"Just ask them, 'Can you help us out here?'"

If you're familiar with what your competitor is paying for a product or service, ask the vendor for that same price, he says.

Once C&L establishes a solid relationship with a supplier, it's unlikely to change — unless there are issues with customer service. When a vendor is no longer providing the service you need, it's time to look into other options, Larson says. Another indicator that it may be time to switch is when product reps change frequently. With consistency comes the knowledge and experience you need when issues pop up.

Suppliers should be integrated into your company as much as possible, as an essential partner in the business, Larson says. When you speak with a vendor, remember that you're talking to another human being, not simply a means to an end. "Don't treat them like a cog in the wheel," he says.

The wastewater and sewer industry has a limited number of suppliers for some of its key equipment. Mergers and acquisitions have reduced the number of vendors even more. While contractors are benefiting from the lower prices offered by the larger corporations, the contractors also have fewer vendors to choose between. This is just one more reason to be on good terms with suppliers — so you continue to receive the products and services you need without interruption.

Ongoing communication is essential, Perrin says. It's important to schedule an annual pricing review with key vendors and touch base when prices fluctuate. Talk with your suppliers about passing along price reductions they receive, and ask them to confirm price increases before they bill you.

VOLUME PRICING

Perrin also suggests collaborating with vendors to find ways to reduce costs. Can you replace expensive materials with less expensive ones? Lower your freight costs by choosing a different carrier or using your own trucks to transport products? Earn discounts by buying in bulk or paying promptly? All of these savings add up over time.

"The vendors know the equipment and parts better than anybody and can provide recommendations that should be helpful," Perrin says.

Vendors often have pricing tiers, based on volume purchased. The more you buy, the greater the discount. If a vendor doesn't have pricing tiers, contractors should ask for price reductions as their volume increases, Perrin says. "Sometimes the price is fairly fixed, but if you're in business and you're not negotiating, you're leaving money on the table." ■



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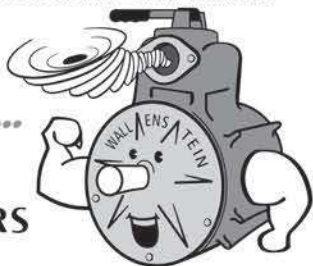
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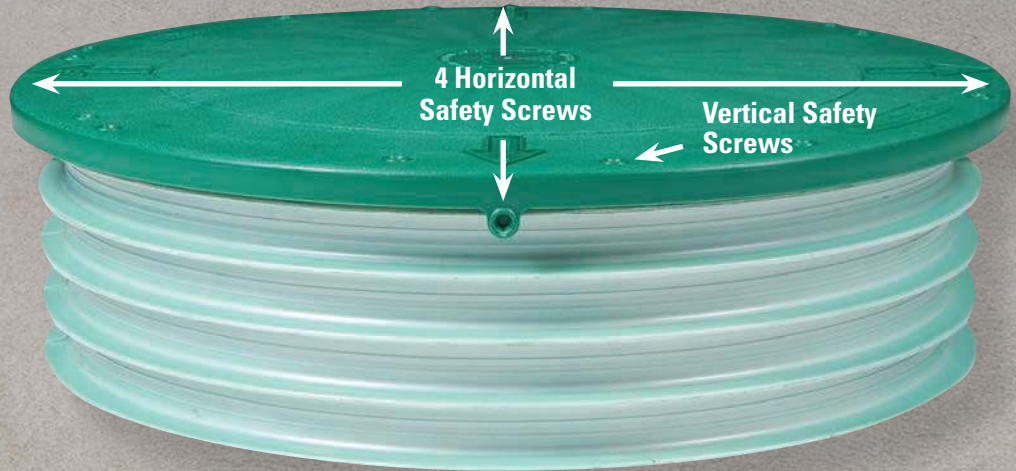
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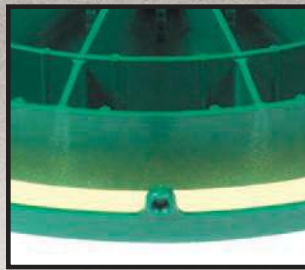
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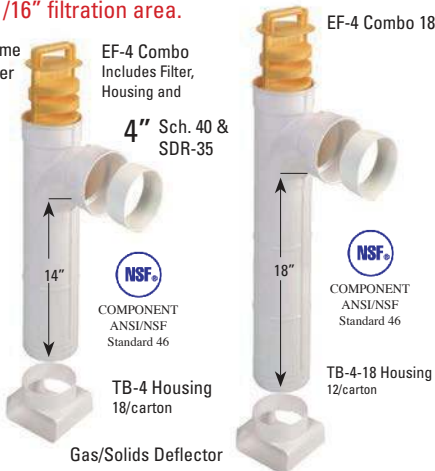


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Florida Wastewater Professionals Remain Optimistic About Potential Water-Quality Laws

By David Steinkraus

Florida's coast has been blanketed with algae blooms in the last couple of years. It was the talk at the state capitol in Tallahassee, and early in the year there was hope that bills addressing these water problems would become law. That didn't happen when the legislative session ended in May.

Only one bill, HB 973, made it to the floor of the House, and that bill incorporated ideas from several others. Yet there is still reason for hope, says Roxanne Groover, executive director of the Florida Onsite Wastewater Association.

"What we saw was a tremendous amount of discussion with new House members and a freshman senator," she says.

Even though it was not perfect, HB 973 incorporates concerns of the wastewater industry. "And we already know these bills are being discussed for next session and will be discussed over the summer," Groover says.

One part of the bill would have transferred oversight of onsite systems from the state Health Department to the Department of Environmental Protection. The Florida Onsite Wastewater Association was concerned this would have made work more difficult for installers because Health Department rules are overseen by county offices, whereas the Department of Environmental Protection has regional offices, so the shift could have slowed access to information.

The bill also would have required advanced onsite systems for properties along the Indian River Lagoon, notable in recent years for being regularly choked with algae. (The lagoon is formed by a barrier island along Florida's east coast and stretches about a hundred miles from roughly Orlando to near Palm Beach.) There were also provisions about the application of biosolids and grants for clean-water projects.

Groover says she thinks the bill dealt with so many critical issues that legislators wanted more time to think about them.

"These issues they're talking about for water quality are tremendously important to everyone in the state of Florida. It doesn't matter where you come from or what you do," she says.

What helped the Florida Onsite Wastewater Association get its views across was the dedicated involvement of several members, she says. The organization has held legislative days before, when members go to the state capitol for a day of meetings with legislators, but it has never had a group that kept returning to the capitol again and again.

In addition to its two lobbyists (Manny Reyes of Pereira Reyes Consulting and Bill Helmich of Helmich Consulting), the Florida Onsite Wastewater Association had Darla Eberst, board member and a co-owner of Beltz Septic & Portable Toilets; Jerry and Lisa Prescott, owners of Liberty Plumbing & Septic; Michael Messina, owner of Messina & Associates and a manufac-

turer's representative for Fuji Clean USA; and Mark Repasky, P.E., president of Wastewater Technologies Inc.

This group could answer any question a legislator or staff person posed, Groover says. And because there were so many of them, they could speak at committee hearings, which are often scheduled simultaneously.

One revelation was how surprised legislators and staff people were about industry technology, she says. The Florida Onsite Wastewater Association group provided a list of about 45 technologies — whether approved by the state or not — available to solve wastewater problems.

"I think a lot of people were unaware that we have technology that is available to meet the need," Groover says. "Most people think all we have available is a septic tank and a drainfield. In most cases, I think the information was well received. In fact, I'm still receiving emails from folks I spoke to."

The next legislative period begins in January 2020 and ends 60 days later.

Minnesota

Because of the need to protect human health and the environment, a group of Amish people cannot be exempt from state wastewater regulations, a Minnesota judge has ruled. Four men, all part of the Swartzentruber Amish community in Fillmore County, sued to prevent the state from requiring installation of a septic system for graywater disposal. (Amish use outhouses for human waste, and that is permitted under state law.) They say their objection is based on a religious belief.

The county and state say that religious belief is not shared by all members of the Swartzentruber community, and they say the Amish already use similar components — such as gravity tanks and pipes — to move water into their homes.

In his ruling, Judge Joseph Chase writes that the Amish desire interferes with the rights of others. "This is a situation in which the Amish cannot, despite their most sincere efforts, be separate from the world. All water is connected, and all of us, Amish and English alike, drink from the same aquifers."

Michigan

Public irritation over a proposed onsite system rule has led the Mid-Michigan District Health Department to rethink that idea. Under the proposed rule, people with onsite systems would have been required to pay the Health Department a discharge permit fee every 10 years as well as pay for private inspections.

Health Officer Marcus Cheatham says the department believes the public criticism was correct, according to *The Daily News of Greenville*. He found three reasons for the public opposition. First, about 90% of systems

work, and homeowners don't want to pay a fee in addition to system maintenance costs. Second, households with malfunctioning systems are low-income and don't have the money for repairs. Third, there are other sources of pollution in local rivers such as manure from animal feeding operations.

The department is now working on a new program for its territory of Clinton, Gratiot and Montcalm counties in the center of the state's Lower Peninsula. This new water-quality program would focus inspections on systems likely to be out of compliance with rules, would help people find financial assistance for repairs, and would make sure land application of waste, which the department already regulates, is done properly.

Delaware

A septic service owner was charged with illegal dumping and trespassing in what his wife says was a misunderstanding. According to a news story from the *Cape Gazette* in Lewes, Victor Daniels III was hauling pool water when he noticed water leaking from his truck. Daniels owns Dukes Septic Service, which he took over two years ago from his grandfather.

Daniels pulled onto a property he thought was owned by a business associate, says his wife, Lillian, who co-owns the company. After repairing the leak, a woman drove up and said the land was hers. Police and the state Department of Natural Resources and Environmental Control were called in. Lillian Daniels tells the newspaper that fewer than 500 gallons of water were spilled.

The state says Daniels violated his hauling permit, and the police cited him for trespassing.

California

A pumper accused of illegally dumping septage from his truck into a municipal sewer line completed his jail sentence last spring and was released. At a hearing in February, he was ordered to pay \$18,630 in restitution to the city of Santa Rosa. Police spent a year tracking Carlos Velarde Chavez. He owned Carlos' Petaluma Septic Services and was originally charged with two felonies and 22 misdemeanors.

According to the criminal complaint, he dug an access hole in the yard of his home and connected his truck to a municipal sewer line. The police observed him from October to December 2017. A local pumper tells investigators he had never seen Chavez or anyone else from his company discharge septage at a legal dumping station. Had Chavez used a legal dumping facility, he would have paid about \$119,000 to dispose of the septage he piped into the sewer line, says a search warrant filed in the case.

South Dakota

A judge upheld the conviction of a former Pennington County official accused of violating county septic system laws.

George Ferebee was convicted in 2017 for refusing to have his onsite system pumped, inspected and permitted as required by county ordinance. He appealed that conviction and was granted a second trial. Several months of settlement talks followed, but there was no resolution. Recently, Circuit Court Judge John Bastian af-

firmed the conviction and sentence of a \$200 fine plus \$60 in court costs.

Ferebee objects to the county's 2010 septic laws as a form of government overreach. His fight against those laws spilled into western South Dakota (Pennington County includes Rapid City) when he tried to shift his fight to the South Dakota Water Management Board and have it invalidate rules of the county and Rapid City. The board rejected his petition. Ferebee may still appeal his conviction to the state Supreme Court. ■



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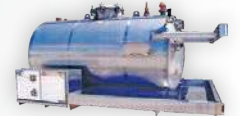
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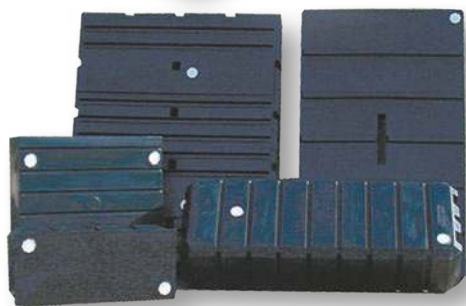
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PEDAL TO THE METAL

Pennsylvania's Koberlein Environmental Services adds services, acquires other companies to accelerate growth through its expanding territory

Koberlein Environmental Services

Honesdale, Pennsylvania

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FOUNDED: 1960

EMPLOYEES: 53

SERVICE AREA: Northeastern Pennsylvania and southwestern New York

SERVICES: Septic service; onsite installations, maintenance and inspection; inspecting and cleaning municipal sewers; industrial/commercial vacuum loading; hydroexcavation; grease trap pumping; sludge hauling

WEBSITE: www.koberlein.com

Pennsylvania

By Ken Wysocky

When Chris Ravenscroft bought Koberlein Septic in 2001, he was intrigued by its growth potential. His reasoning was simple: If customers already liked the septic pumping service that the company provides, why not offer them even more related services?

The strategy proved to be sound. Today, the company — now known as Koberlein Environmental Services — is exponentially larger by many measures. Gross revenue at the Honesdale, Pennsylvania-based firm jumped nearly 800% from 2001 to 2018; employment more than tripled to 53 people; equipment expanded to include 25 vacuum trucks and tanker trailers; and services expanded to include septic system installations and repairs, drainline inspections and jetting, grease trap pumping, hydroexcavation, industrial vacuuming and bulk-sludge hauling. The company even sells and services wastewater pumps.

"I was interested in buying Koberlein because it was a well-established and profitable business," says Ravenscroft, who's also an attorney. "I thought opportunities existed for growth in underserved marketplaces on the municipal, residential and industrial sides. Through diversification and acquisitions, I felt like we could grow."

(continued)



Sean Durango and Josh Hartman remove debris from a Maxi Screen 400 receiving station from ScreencO Systems. The vacuum truck carries a 4,000-gallon Pik Rite tank and Masport pump. (Photos by Kevin Blackburn)

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Left: An aerial view of Koberlein Environmental Services, a growing operation that employs 53 people in Honesdale, Pennsylvania

Below: Chris Ravenscroft is always looking to expand Koberlein Environmental Services through added services and acquisition of other septic pumping companies.

The chance to market more services to an existing customer base was particularly appealing. For example, residential and commercial septic customers often encounter clogged drainlines, which creates demand for jetting service and pipeline inspections. And one thing inevitably leads to another; cleaning those lines might reveal broken pipes to replace. In worst-case scenarios, a new system might be required, which begets system installations, Ravenscroft explains.

The company also shifted gears to capitalize on emerging markets. In 2008, for example, when development of natural gas and oil fields began in Pennsylvania's Marcellus Shale region, Koberlein invested in trailers to supply water for fracking operations.

"When it quickly became apparent there'd be more emphasis on reusing water than freshwater hauling, we sold off the water trailers and invested in vac trucks to provide rig-cleaning services," Ravenscroft says. "And when rig counts dropped and pricing concessions set in, we moved (the vac trucks) into the industrial- and commercial-cleaning sectors."

PROCEED CAUTIOUSLY

As the company grew, its services expanded incrementally. In fact, it took 15 to 20 years to develop them. That slow, purposeful growth was intentional, says Ravenscroft, a real estate lawyer who made an abrupt career U-turn in 1992, when he accepted a marketing and business-development position at a Rhode Island-based waste-hauling company.

"I realized I didn't want to sit at a desk and look at the same filing cabinets every day, plus I really like business," he explains.

Historically, a surplus of work was available in the markets the com-

“It wasn't always easy to get the people, equipment and business opportunities to line up at the same pace. But we didn't want to grow too fast and run the risk of losing control over the quality of our work.”

CHRIS RAVENSCROFT



pany entered. But Koberlein approached new opportunities carefully and deliberately, first ensuring it could find and develop the right people, invest in the right equipment and nurture those customers — and do it all at about the same speed.

"It wasn't always easy to get the people, equipment and business opportunities to line up at the same pace," he notes. "But we didn't want to grow too fast and run the risk of losing control over the quality of our work."

Aside from creating new revenue streams, diversification also helps the company weather business cycles. When a faltering economy softens demand for septic tank pumping, for instance, emergency drain-cleaning services for commercial and municipal customers can help pick up the slack, Ravenscroft says.

And customers like the one-stop-shop convenience, where Koberlein can handle their septic system needs. That, in turn, engenders repeat business and word-of-mouth referrals, he says.

SAFETY AND TRAINING

Providing other services also helps drive the company's commitment to safety. How? Many of the company's field employees are cross-trained; as such, it's not unusual for septic tank pumpers to also work on, say, utility projects and other jobs with extremely strict and rigorous safety rules and regulations.

"As a result, from a safety standpoint, our drivers actually are over-trained to service residential septic customers," he says. "It makes them approach safety from an entirely different perspective."

(continued)

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Cross-training also allows the company to more effectively leverage manpower. Take hauling sludge, for example. The loss of a hauling contract could mean layoffs. “But if those same employees can haul sludge as well as operate an excavator, hopefully we can pick up some extra installation work,” he says. “Then those route drivers can work on system installations.”

Great employees also have been critical to success. “It all starts with the people who work here,” Ravenscroft says. “Sure, we have great equipment and customers, but that’s because we have really smart, hardworking and capable people.”

Avoiding substantial debt also helped. While expanding services requires a continual commitment to reinvesting in new technology, Ravenscroft says assuming too much debt can force companies to accept lower-margin work to make bank payments.

“Growing slowly allowed us to price work where it needs to be priced,” he says. “If you’re overleveraged and you have to pay the bank, you may end up bidding work just to maintain cash flow. We don’t want to work for everyone who calls us. Instead, we try to sell a value-added service. I firmly believe you get what you pay for.”

Another factor contributed to the growth: the acquisition of three septic service companies from 2001 to 2014. The moves added more than 1,300 accounts to the company’s septic customer base and increased the company’s geographic footprint.

THE SHOP IS FULL

Serving so many markets requires a large inventory of machines, vehicles and equipment. On the septic side, the company owns 16 vacuum trucks built out by Pik Rite, primarily on Kenworth and Peterbilt chassis, plus a few on Western Stars and Internationals.

The trucks feature 2,500-, 4,000-, 4,500- and 5,000-gallon steel and aluminum tanks and Masport pumps. Two of the trucks carry built-in 250-gallon freshwater tanks and onboard jetters from Spartan Tool (2,000 psi at 12 gpm); they’re used to clear septic system and grease trap pipelines.

For industrial- and municipal-sewer cleaning, the company also relies on a Vac-tor 2100 Plus combination truck with a hydroexcavating package built on an International chassis. It also features a 12-cubic-

yard debris tank and a Roots blower manufactured by Howden (4,200 cfm). Two specialty rigs, custom-built on Kenworth chassis by Pik Rite and featuring Robuschi USA rotary-lobe blowers (912 cfm) and 4,500-gallon steel debris tanks, round out the truck fleet. They are used primarily to clean grit chambers at local municipal wastewater treatment plants and pump stations.

To land-apply waste, the company invested in a Case 7220 tractor and a 5,000-gallon Nuhn Industries liquid-manure spreader. A ScreencO Systems Maxi Screen 400 receiving station is also used. The company owns five vacuum tanker trailers, featuring 6,500- to 7,000-gallon-capacity aluminum tanks manufactured by Pik Rite, Acro Trailer, Trailmaster and Polar Tank Trailer, and six semitractors from Peterbilt, Kenworth and Western Star carrying Masport H400W pumps.

The company also relies on three Proteus crawler pipeline-inspection camera systems from Mini-Cam; five RIDGID SeeSnake push cameras; an excavator and a mini-excavator from Kubota; a Bobcat skid-steer; six flatbed trailers from Eager Beavers Trailers and Load Trail; and two enclosed trailers from Haulmark and Integrity Trailers.

For cleaning drainlines, the company invested in three water-jetter trucks, a Ford and two Chevys, one with a utility body and two with box bodies. Two carry skid-mounted Spartan Tool jetters (2,000 psi at 12 gpm), and the other carries a

(continued)



Above, left: Matt Thompson operates a Jettors Northwest Brute Series jetter with a COXREELS hose reel.

Above: John Wetmore test the pH levels in stored septage before loading it into the spreader for application.

Left: Driving a Case tractor pulling a Nuhn Industries manure spreader, Wetmore applies septage at one of three farms the company uses.



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Jetters Northwest Brute Series jetter with a COXREELS hose reel. The two trucks also carry drum cable drain machines from Duracable, RIDGID and Gorlitz Sewer & Drain, plus sectional cable drum machines from Electric Eel. Koberlein also owns five trailer jetters: three from Spartan Tool (2,000 psi at 12 gpm) and two from O'Brien, a Hi-Vac company (2,000 psi at 40 gpm and 3,500 psi at 5 gpm). And for thawing frozen lines, the company owns five Arctic Blasters steam machines.

The company utilizes the fleet tracking software from Geotab to route the large inventory of trucks.

UPDATE YOUR EQUIPMENT

Continual reinvestment in newer equipment pays dividends in numerous ways, from increasing productivity and efficiency to even attracting and

Barbara Lukens and Gene Mohrmann use the fleet tracking software from Geotab to route the fleet on the fly to match the daily workload.



Promote vendor relationships

Chris Ravenscroft points to an often-overlooked business booster that pays dividends for pumpers: Strong working relationships with outside vendors, ranging from disposal-site operators to banks and insurance companies. "These relationships are the underpinning of all our growth," he says. "It's almost like having an informal board of directors at our disposal."

Take operators of waste-disposal sites, for example. Koberlein Environmental Services communicates with them about scheduling — gives them advance warning of an influx of trucks coming in at one time, for example. "We try to stay in tune with their treatment and processing capabilities," Ravenscroft says. "We're also honest about what we bring them. ... We don't commingle loads (to avoid the higher fees for dumping grease trap waste)."

Aside from the fact that it's the right thing to do, honesty yields business benefits. For starters, relationships work much easier when both parties trust each other. "Neither party fears that the other is just trying to pull a fast one on them," he says.

Second, having multiple reliable disposal sites enables Koberlein to provide uninterrupted service for customers. "Site redundancy is important," Ravenscroft explains. "If your primary disposal site is down and you have a good relationship with another backup site, they're more likely to accept your waste on short notice."

Finally, disposal-site operators are good sources for business referrals. If operators think a pumper is trustworthy and competent, they're more likely to include that company on a list of qualified service providers made available to their customers, he says.

A great working relationship with The Dime Bank also plays a significant role. "We've had a great relationship with our bank for 25 years," he says. "They've seen us grow and understand our philosophy."

Koberlein's insurance agent, Knowles Associates, also has been a great business partner. Agent Todd Zimmerman attends almost all of the company's monthly safety meetings, and Jerry Kozich, a representative from Penn National Insurance, attends four or five safety meetings a year and also audits several jobs annually.

Those audits sometimes reveal operating practices or equipment that could pose a liability. In one instance, Kozich noticed a crack in a jackhammer electric cord while auditing a residential job site. "So at the next safety meeting, we discussed looking at all of our power cords," Ravenscroft says. "Now we examine power cords on a regular basis. Insurance agents look at the world from a different perspective, and they bring value when they do that."

The insurance company also reviews the company's new service offerings before they go live to advise Koberlein about potential risks.



Mohrmann (left), Mike Sprague and Chris Ravenscroft inspect a Purestream comminutor prior to installation.

retaining quality employees. "We've actually hired people who were sick of working with lousy equipment that always broke down and made customers upset," Ravenscroft says. "We believe that if you're driving a truck for 10 hours a day, you should have sufficient horsepower and have air conditioning that works on a hot August day. Good pay is only part of the equation for creating satisfied employees."

To ensure the company's large fleet of trucks is in good working order, Koberlein employs a fleet-maintenance manager, Scott Riggs, and five other managers: Gene Mohrmann, Gary Sprague, Bruce Thompson, Dolores Leopardi and Mike Sprague. Collectively, they have more than 100 years' experience, Ravenscroft says, and are integral to the company's operations.

"They treat the company as if it were their own," Ravenscroft says. "They're largely responsible for making sure we have safe and reliable equipment and for successfully managing the challenges posed by growth and diversification."

DISPOSAL STRATEGIES

To reduce disposal costs, Koberlein land-applies waste at several local farms. The company spreads roughly 3.4 million gallons of residential septage per year and has the capacity to drop 11 million gallons overall. When land application isn't feasible or allowed, the company takes waste to local wastewater treatment plants.

In 2018, Koberlein handled 19 million gallons of wastewater; residential septage accounted for almost half of that, while process water, treatment-plant sludge and other materials accounted for the remainder, Ravenscroft says.

"We started land-applying waste six or seven years ago," he explains. "One reason we did it was to internalize disposal costs, instead of paying someone else. The other motivation was saving time and fuel. ... The closest treatment plant that can handle the kind of volume we generate is about 60 miles away.

"If you look at our profit-and-loss statement, our three largest costs are labor, waste disposal and fuel. So by land-applying waste, we minimize the other two. Land application was a big step forward in terms of controlling our costs and improving our efficiencies."

KEEP 'ER MOVIN'

Looking ahead, it's easy to envision how Ravenscroft might be content to hit the pause button on growth, especially considering all the incumbent headaches that can accompany it. But that's not how he rolls.

"I think that being comfortable where you are is dangerous," he says. "I believe you constantly need to figure out how to improve. I'm definitely not interested in staying where we are.

"To do that effectively, we have to try to find new opportunities that make sense for the business we already have," he continues. "Philosophically, we remain very interested in continuing to grow and diversify." ■

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To learn more about Koberlein Environmental Services, watch a video profile of the company at www.pumper.com.

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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.

The Debate Continues Over Trench Separation Distances

Our basic knowledge of soil sizing factors goes back 50 years to Wisconsin research, but those numbers are tested often in different regions **By Jim Anderson, Ph.D.**

“How were the separation distances from the bottom of the sewage treatment trench or bed to limiting soil layer determined?” This is a question I receive often, and one primary reason why is the variation in state and local code requirements for separation distances.

In Minnesota, where I worked for over 30 years, there is a 3-foot separation requirement; and in Arizona, where I also worked for over two decades, there is a 4- to 5-foot requirement, depending on conditions. I have talked with many of you who see that type of variation between counties in your states.

A recent article in one of the scientific journals I read about pathogen transport from at-grade systems to groundwater reminded me it has been awhile since I've discussed what it takes for treatment to occur in soils and how that impacts the needed separation distance. I always read these articles to see if there is corroboration of our existing knowledge or if there are differences all of us should consider to protect human health and the environment.

A lot of our numbers on soil sizing factors and separation distances come from early research in Wisconsin in the late 1960s and early 1970s. Those numbers have been added to and modified as additional research is conducted in other localities. All in all, those numbers have not changed significantly.

Early research in Wisconsin looked at separation distances in the laboratory and the field. Research on water movement in soils was conducted on 2- to 3-foot undisturbed soil columns in the laboratory and in soil horizons in the field. Similarly, movement of bacteria and viruses were researched on columns loaded with septic tank effluent in the laboratory and under and around operating sewage trenches in the field. (This is how I got my start in the industry: carving out undisturbed soil columns in the field to be used to evaluate movement of water and septic tank effluent through the columns).

MINNESOTA ADVISORY COMMITTEE

Other columns were packed with sand and spiked with a specific kind of virus so movement could be traced under different loading rates and methods of application. Results from these sand columns showed that if the columns were not loaded at a rate of more than 1.2 gallons/square foot/day, the virus did not move out of the bottom of the 2-foot-long columns. Movement of bacteria away from operating seepage trenches was evaluated in the field.

The research showed in well-drained, unsaturated soils with soil textures finer than sand, movement was less than 2 feet. All of this led to the recommendation that the separation distance be at a minimum of 3 feet. This recommendation included a “buffer” of a foot to ensure treatment.

When I started working in Minnesota, a statewide advisory committee evaluated data from Wisconsin and other states, recommending to our state agency that the separation distance should be set at 3 feet. This was adopted into code. This same type of discussion happened in numerous other states. Some said a 1-foot buffer is not enough of a safety zone and set a higher separation distance. This was the case in Arizona.

Over the years, research conducted elsewhere around the country has come up with varying results — but not different enough from the 3-foot requirement to create a consensus that it should be changed. Work in Florida showed a foot or two even in its sandy soils was adequate. Back in Wisconsin, it was shown that under pressure distribution, movement of bacteria was measured to a depth of 3 feet — deeper than under nonpressurized systems in the same soil.

REMAIN DILIGENT

A recent study was conducted on at-grade systems by the University of Alberta. They used bromide and naturally occurring *E. coli* bacteria applied by pressure to the soil surface in a soil with a seasonally fluctuating water table for a period of a year — just the kind of conditions we worry about in Minnesota and Wisconsin.

The study found that if the separation between the infiltrative surface and the fluctuating groundwater was 0.2 meters (approximately 8 inches) to 0.4 meters (16 inches), the tracer and bacteria were detected within four days of application. However, if the separation increased to 0.9 meters (36 inches) below the surface, the numbers dramatically decreased despite continuous high applications of wastewater.

The team of researchers recommended that detailed knowledge of the unsaturated zone and groundwater condition be used to guide the siting and design of onsite wastewater treatment systems. This is just what we do! On a day-to-day basis, we evaluate the soils, the occurrence and depth to limiting conditions and other site characteristics such as slope and landscape position to place our systems where they will accept and treat septic tank effluent indefinitely.

While from my perspective this is all positive for our industry, we should continue to look at and research how systems accept and treat effluent in different sites and conditions. This information can be communicated to others facing similar soil and site conditions and help us all continually modify and improve our code requirements to protect human health and environment. ■

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Dr. Josh Luke is a speaker, futurist and former hospital CEO and author of *Health-Wealth: 9 Steps to Financial Recovery*. For more information on Dr. Josh Luke, go to www.drjoshluke.com.

Providing Efficient Health Insurance Options is Not an Impossible Dream

Follow these five tactics to reduce medical costs and improve health care service for your pumping team

By Dr. Josh Luke

After working on his own as an independent health care insurance broker for several years, Ryan recently took a job with a bigger brokerage. When he broke the news to his wife that the company he joined did not offer a traditional PPO or HMO insurance plan, she wasn't thrilled. After all, Americans have been conditioned to these models for years.

A few weeks later, Ryan's wife woke up and found one of their three children not feeling well, and she immediately grew frustrated as she knew what that meant: She would have to cancel her plans for the day and arrange alternative plans to carpool her other two children to school so she could take her sick child to the doctor.

She immediately went to the mobile app on her phone to schedule an appointment at her child's doctor's office, only to learn that a telehealth consult with a physician could be scheduled remotely within the hour. So she gave it a try.

From the couch in her living room 10 minutes later, a physician conducted a telehealth appointment remotely via the mom's mobile phone. After asking a few questions of the mother and child, the doctor advised that he had written a prescription for the child and it would be available for pick up within 30 minutes at her regular pharmacy.

It turns out mom didn't have to cancel her carpool schedule at all, or rearrange her schedule for the day. That was it.

The irony of this story? The American health care delivery model is fragmented and broken, yet our innate desire to resist any sort of change keeps us clinging to ineffective plans such as a PPO or HMO. Stories like this exemplify how inane that resistance to change truly is.

DON'T BE AFRAID TO ASK

New alternative approaches to providing employees and employee family members health care are sweeping the country, and even the smallest wastewater company can take advantage of those changes. But you are not likely to ever hear about them unless you ask your broker. Why? Your broker is like a Realtor: The more money you pay, the more they make.

So, it's time to ask! When you do ask, you will learn that the more employees who engage in smart health care decisions, the more your company and the employee both stand to save. So creating a work environment that encourages smart, engaged health care decisions is key. Many of these corporate offerings simply require your company to contract with an organization and move forward! Here is a list of several offerings that could provide improved care and access to your employees while drastically reducing your

Companies like Walmart, Disney, Apple ... have declared a war on health care costs. Isn't it time that you and your small business declare a tipping point on wasteful and excessive health care spending?

company's overall health care costs.

1. Telehealth options: As discussed above, when used as an alternative to a primary care visit, both telehealth and 24-hour call lines can reduce wasteful spending and eliminate unnecessary delays in care.

2. Disease-specific programs: The old saying that 10% of your employees account for more than 90% of your overall spending is never truer than in health care. Expenses on chronic diseases like diabetes can be reduced drastically if your company invests in and offers a prevention program for employees at risk for diabetes.

3. DNA testing: Companies offering voluntary DNA testing or genome sequencing for employees are finding that the potential to save thousands on unnecessary medications and preventable chronic diseases has a swift return on investment. DNA tests identify which medications are ineffective on an individual and also identify those who are predisposed to acquire several forms of cancer.

4. Integrative, functional or naturopathic medicine consults: The re-emergence of natural methods to live healthier and prevent increased likelihood of chronic disease by better understanding each individual's body composition has proven to provide a quick return on investment as well.

5. Local medical tourism: Employees who choose a regional "center of excellence," or in-network provider, may save a few thousand dollars, but your company can save anywhere from \$40,000 to \$80,000 on major procedures. Making sure employees understand that the quality of care at both facilities is comparable often is enough to convince them to choose the in-network provider. And if not, why not offer to pay their personal co-pay if it saves the company \$20,000 or more?

REDUCING COSTS

Employees often have to drive only 35 miles or less to find a center of excellence. This provides savings for the employee and the employer. It's

(continued)



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just a matter of the employee engaging and asking for a list of in-network providers, or centers of excellence. Often the employer will offer to pay the employee's copay if the employee chooses a center of excellence. Why? Well if the employee share of costs is only \$1,000 and the employer stands to pay an additional \$20,000 for the procedure if the employee does not choose the center of excellence, then this is an easy financial decision.

Companies all over the country are proving that simple tactics like this can produce quick results. Not only will the employee and employer save significant dollars in year one, but you are also likely to see enhanced access to care, improved quality and an increase in overall employee morale as a result.

What about your family wastewater businesses, you ask? Each of these tactics still apply to small businesses. In fact, they can generate more savings per employee if you have one or two high-cost employees with manageable chronic diseases or expensive medications.

Keep in mind that you don't need to implement all of these ideas in the first year. Many companies have had great success starting with two or three of these tactics and adding others later.

Of late, companies like Walmart, Disney, Apple, Amazon, J.P. Morgan and Berkshire Hathaway have declared a war on health care costs. Isn't it time that you and your small business declare a tipping point on wasteful and excessive health care spending? ■

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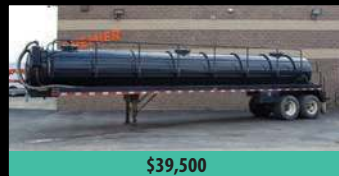
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How Do You Convert 88,000 Cesspools to Modern Onsite Systems?

A massive wastewater upgrade plan in Hawaii requires new technology and a long time-horizon for cash-strapped homeowners **By David Steinkraus**

In 2017, the Hawaii Legislature passed a bill requiring the replacement of all cesspools by 2050. Gov. David Ige signed that bill, and now a state working group is digging into how the state can make that law work.

Hawaii is a state of about 1.4 million people and has approximately 88,000 cesspools. The number of cesspools isn't certain. What is certain is that those cesspools are contributing pollution to the ocean surrounding the Hawaiian Islands. From 2006 to 2016, fecal bacteria counts along the islands' beaches increased fivefold.

State Rep. Nicole Lowen, D-Kailua-Kona, represents a district on the western shore of the Big Island, and for her constituents, the issue is critical in more ways than one.

"We rely on healthy reefs for tourism. It's a big draw, and it's the bulk of our economy," she says. But all drinking water comes from the island's aquifers as well. "As an island, we can't get water easily from elsewhere."

As a member of the Cesspool Conversion Working Group, Lowen will have a direct hand in helping to change Hawaii's dependence on cesspools as a means of wastewater treatment. On the working group are other legislators, a banker, a Realtor, people from government water and wastewater agencies, scientists and representatives from environmental advocacy organizations.

The group began meeting in 2018 and has a list of 14 tasks laid out by the Legislature. Among those are developing a long-range plan for the replacement of all cesspools, prioritizing the order of replacements, examining how this will be paid for and how much landowners can afford to pay, considering what technologies are best suited for the job and determining whether some areas should be exempt.



Nicole Lowen

FINDING THE WORST

Although the 2017 law calls for replacement of all cesspools, in reality that may not be necessary, or it may not be necessary immediately. A major challenge will be finding the information needed to make that decision, says Sina Pruder, wastewater branch chief of the Hawaii Department of Health. "Because one of the things that group will do is actually divide cesspools into those that are impacting state waters as well as groundwater," she says. The hope is to identify, and perhaps exempt, cesspools that aren't doing either.

As with any other type of wastewater technology, geology will play a part in the decision. You can't find a piece of land more than about 30 miles

from the shore, but you can find parcels at high altitudes and maybe with a substrate where water doesn't move quickly and is not near groundwater, Darren Lerner says. He holds a Ph.D. in biological sciences, directs the University of Hawaii Sea Grant College Program and is interim director of the university's Water Resources Research Center. "Some of those places can be a lower priority in terms of conversion and may be suited for septic," he says.



Darren Lerner

He also emphasized the island's dependence on groundwater. "We have surface freshwater, but we do not have these perennial streams you would be familiar with on the continent. Many of those streams are flash. They exist when we have periodic rain," he says. And because of the steep inclines on the islands, most water moves to the ocean very quickly.

There is a good deal of information telling scientists where pollution is happening, especially in terms of nitrogen and phosphorus, he says. But that's different from knowing whether pollution from one particular cesspool is having an impact. It's also possible there are acceptable cesspools if some are found to have no effect or

minimal effect on the environment, he says.

Lerner sits on the working group's subcommittees for technology and for data collection and prioritization. The other subcommittee will look at how to pay for the conversion. "You can't go out and convert all 88,000 tomorrow. We're talking in the billions of dollars," he says.

TECHNOLOGY WANTED

Given the island's topography and geology, finding a suitable technology to replace cesspools will be a challenge. Connecting to municipal sewer won't solve the problem in every location, Lerner says. About 1 million of the state's 1.4 million people live on Oahu, and while sewer service is available there, it is not fully established even in the populous area around Honolulu. The cost of extending it to the rest of the island would be significant, he says.

Yet because of geology and proximity to the ocean or groundwater, in some locations septic tanks and drainfields aren't a much better solution than cesspools, he says.

"The technology we're using for treatment is from, like, the Industrial Revolution," Lowen says. She introduced a bill to start a pilot project with new technologies, in particular the Bill & Melinda Gates Foundation waterless toilet that turns feces into ash. Her bill passed the House but died in the Senate.

Ideally there will be a solution that has low installation and maintenance costs, Pruder says. Membranes or aeration blowers would preferably not be included because of the complexity they add. "We've found that a lot of homeowners don't maintain their systems," Pruder says. "I think one thing our state is looking at is some kind of breakthrough with passive systems."

Especially interesting, she says, is some of the research happening on the U.S. East Coast, which has been grappling with water-quality problems from nitrogen pollution. Notable is Suffolk County, New York, on the eastern tip of Long Island, where the county and several municipalities now mandate advanced nitrogen-reducing systems as the solution for about 360,000 cesspools.

Better technologies would also bring better opportunities for water reuse, Lerner says. Nitrogen and phosphorus could be extracted and water could be recycled for purposes that can, but don't have to, include potable use.



Sina Pruder

The Big Island will be especially affected by the replacement law, Pruder says. In 1991, the islands of Maui, Kauai and Oahu passed laws to prohibit new cesspools. The Big Island did not limit cesspools and people kept installing; and as a result, the island now has about 50,000, many next to the ocean shore.

“We’ve found that a lot of homeowners don’t maintain their systems. I think one thing our state is looking at is some kind of breakthrough with passive systems.”

Sina Pruder

conversion would be required, that fear subsided.

Yet motivating people to pay the cost of conversions will be a difficult issue as well because in most places the cost of a cesspool is cheap, Lowen says. By contrast, the islands have many solar power installations because the high price of electricity gave homeowners an incentive to make upfront investments in solar that paid off with long-term savings. Converting a cesspool makes good sense for public health and the environment, but there is no financial incentive for homeowners, she says.

It's a big task that Hawaii has set itself. Not only the Cesspool Conversion Working Group will be involved. In April the state Health Department posted two requests for proposal. One of those contractors will help the state evaluate technologies suitable for replacing cesspools, and the other will help determine what funding is available to help pay for all those conversions. Even converting a cesspool to a septic system can run \$20,000 to \$30,000 per household, and many homeowners cannot afford that, Lerner says. Parts of the islands are composed of "blue rock," a basalt that is notably hard and very difficult to excavate, Pruder says.

"I think the positive is that the state is really committed to moving forward," Lerner says. There is no need to convince the state of the existence of a problem. Everyone recognizes it and recognizes the need to work together.

None of this will happen immediately. In recognition of the size of the task, the Legislature passed a bill in the spring to extend the deadline for the group's final report by two years, from 2021 to 2023. ■

LONGER DEADLINE

When the law mandating conversion was newly passed, there was a sense of fear among the public, Lowen says. "I think people didn't understand what the requirement would be or when it would come into play." Once they understood there was a span of about 30 years before

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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
	26.4	100	1500	103	1450	27.2	1.417	36	0.906	23



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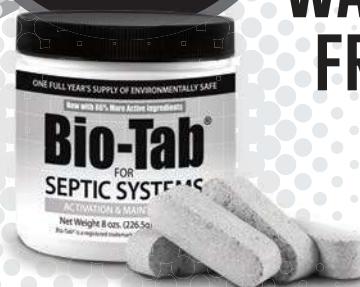


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 See ad page 4	27th Trucks, Inc. 1175 E 25th St., Hialeah, FL 33013 305-835-9030 • 305-835-9040 www.27th-trucks.com • davidjr@27th-trucks.com		■		■			■	■	■			■	
 See ad page 3 Eastern and Midwest Supplement	Advance Pump & Equipment Inc. 15418 Old Hwy Rd., Peosta, IA 52068 563-557-0957 • (f) 563-557-0961 www.advancepump.com • wayne@advancepump.com	■	■	■	■	■	■	■	■	■		■	■	
See ad page 2 Eastern Supplement	Andert, Inc. 39 Route 244, Eastford, CT 06242 860-974-3893 • (f) 860-974-2145 andertinc@gmail.com	■	■			■		■	■			■		■
See ad page 81	Best Enterprises, Inc. 3513 W Mountain Springs Rd., Cabot, AR 72023 800-288-2378 • 501-988-1905 • (f) 501-988-2880 www.bestenterprises.net • info@bestenterprises.net	■	■			■	■		■			■		■
	Crescent Tank Mfg. 2557 Cannan Rd., Bloomfield, NY 14469 585-657-4104 • (f) 585-657-1014 www.crescenttank.com • info@crescenttank.com	■				■	■	■				■		■
See ad page 33	Cusco 305 Enford Rd., Richmond Hill, ON L4C 3E9 800-490-3541 • 905-883-1214 www.wastequip-cusco.com	■	■	■	■			■	■		■	■		■
 See ad page 74	Davidson Tank 3223 Brittan St., Bakersfield, CA 93308 661-325-2145 • (f) 661-325-2147 www.davidsonstank.com • rob@davidsonstank.com	■	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 59	Engine & Accessory, Inc. 12201 NW 30th Pl., Miami, FL 33167 800-327-5431 • 305-573-2268 • (f) 305-576-4617 www.rampstar.com • info@rampstar.com	■	■	■	■	■	■	■	■	■	■	■		
	F.S. Solutions 8584 Borden Ave. SE, Leeds, AL 35094 800-822-8785 • (f) 205-699-2253 www.fssolutionsgroup.com • info@fssolutionsgroup.com												■	
 See ad page 45	FlowMark 610 S Adams St., Kansas City, KS 66105 855-653-8100 www.flowmark.com • sales@flowmark.com	■	■	■		■			■	■	■	■		■
See ad page 68	FMI Truck Sales & Service/WorkMate 8305 NE MLK Jr. Blvd., Portland, OR 97211 800-927-8750 • 503-286-2800 • (f) 503-286-3223 www.fmitrucks.com • johnb@fmitrucks.com	■	■	■	■	■	■	■	■	■	■	■	■	■



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		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks	Vacuum Tank Parts & Components
 See ad page 25	GapVax Inc. 575 Central Ave., Johnston, PA 15902 888-442-7829 • 814-535-6766 • (f) 814-539-3617 www.gapvax.com • inquiry@gapvax.com		■					■	■					■
	Guzzler Manufacturing 1621 S Illinois St., Streator, IL 61364 800-627-3171 • 815-672-3171 www.guzzler.com • sales@guzzler.com	■	■						■		■			
See ad page 7	House of Imports, Inc. 9815 NW 27th Ave., Miami, FL 33147 305-691-4778 • (f) 305-691-4779 www.vacuumtruckusa.com • info@houseofimportsvacuumtrucks.com		■	■		■	■	■	■	■	■	■	■	■
 See ad page 65	Imperial Industries, Inc. 550 W Industrial Park Ave., Rothschild, WI 54474 800-558-2945 • 715-359-0200 • (f) 715-355-5349 www.imperialind.com • info@imperialind.com	■	■	■	■	■	■	■	■	■	■	■		■
See ad page 79	KeeVac Industries, Inc. 7717 W 6th Ave., Unit E, Lakewood, CO 80214 866-789-9440 • 303-789-9440 • (f) 303-459-4439 www.keevac.com • info@keevac.com	■	■	■	■	■	■	■	■	■	■	■	■	■
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See ad page 1 Eastern and Midwest Supplement	Marengo Fabricated Steel, LTD. 1089 Co. Rd. 26, Marengo, OH 43334 419-253-2119 • (f) 419-253-2120 www.mfstld.com • michelle@mfstld.com	■	■	■	■	■	■	■						■
See ad page 43	Marsh Industrial Services, Inc. PO Box 1107, Kalkaska, MI 49646 800-952-1537 • 231-258-4870 • (f) 231-258-2019 www.marshind.com • donmarsh@marshind.com	■	■	■	■	■	■	■	■	■	■	■	■	■
See ad page 23	Mid-State Truck Service, Inc. 6335 Packer Dr., Wausau, WI 54401 800-236-2044 • 715-845-2244 • (f) 715-845-3940 www.midstatetruck.com • allenl@midstatetruck.com	■	■	■	■	■		■	■	■	■	■	■	■

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		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks	Vacuum Tank Parts & Components
 See ad page 9	National Truck Center 3001 E 11th Ave., Hialeah, FL 33013 305-691-8407 • (f) 305-691-8416 www.nationaltruckcenter.com • info@nationaltruckcenter.com	■	■	■		■		■		■	■	■	■	
 See ad page 71	Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-326-9763 • 570-523-8174 • (f) 570-523-8175 www.pikrite.com • sales@pikrite.com	■	■	■	■	■	■	■	■	■		■		■
See ad page 54	Premier Truck Sales & Rental, Inc. 7700 Wall St., Cleveland, OH 44125 800-825-1255 • (f) 216-901-8006 www.premiertrucksales.com • info@premiertrucksales.com												■	
 See ad page 100	Presvac Systems 4131 Morris Dr., Burlington, ON L7L 5L5 800-387-7763 • 905-637-2353 • (f) 905-681-0411 www.presvac.com • sales@presvac.com	■	■	■	■	■	■	■	■	■	■	■		■
 See ad page 27	Robinson Vacuum Tanks 306 Runville Rd., Bellefonte, PA 16823 844-393-1871 • 814-933-0927 • (f) 844-857-0741 www.robinsontanks.com • info@robinsontanks.com	■	■	■	■	■	■	■		■		■		
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See ad page 79	Slide-In Warehouse 7717 W 6th Ave., Unit E, Lakewood, CO 80214 888-445-4892 • 303-445-4892 • (f) 303-459-4439 www.slideinwarehouse.com • matt@slideinwarehouse.com				■	■	■			■		■	■	■
See ad page 24	Specialty B Sales 2100 E Booth Rd., Searcy, AR 72143 800-364-7307 • 501-279-0001 • (f) 501-279-0003 sbs3647307@gmail.com	■	■			■	■	■	■			■		■
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See ad page 98	TankTec 10100 Quinn St. NW, Minneapolis, MN 55443 888-428-6422 • 763-755-8075 • (f) 763-757-9788 www.tanktec.biz • info@tanktec.biz	■	■			■	■		■	■	■	■		■
 See ad page 67	Tank World Corporation 12007 W Peoria Ave., El Mirage, AZ 85335 623-536-1199 • (f) 623-935-4514 www.tankworldaz.com • service@tankworldaz.com	■	■			■	■	■	■	■		■	■	

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		Up to 3,000 Gallons	3,000 - 5,000 Gallons	5,000 Gallons and Over	Vacuum Trailers	Portable Restroom Service Trucks	Slide-In Units	Steel Tanks	Stainless Steel Tanks	Aluminum Tanks	Hazardous/DOT Certified Tanks	Multi-compartment Tanks	Used Vacuum Trucks	Vacuum Tank Parts & Components
See ad page 15	Transport Truck Sales, Inc. 6740 Kaw Dr., Kansas City, KS 66111 888-395-7551 • 913-334-2400 • (f) 913-334-4576 www.transporttruck.com • scott@transporttruck.com	■	■	■	■	■		■		■	■	■	■	■
See ad page 5	Transway Systems, Inc. 314 Lake Ave. N, Hamilton, ON L8E 3A2 800-263-4508 • 905-578-1000 • (f) 905-561-9176 www.transwaysystems.com • sales@transwaysystems.com	■	■	■	■	■	■	■	■	■		■	■	■
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See ad page 30, page 2 Eastern Supplement	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 • 856-627-7790 • (f) 856-627-3044 www.vacuumsalesinc.com • sales@vacuumsalesinc.com	■	■	■	■	■	■	■	■	■	■	■	■	■
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‘You’re Only as Good as Your Worst Guy or Gal’

Arkansas pumper and installer Justin Haynes shares small-business words of wisdom, the toughest work site he’s faced and his wish for young professionals to populate the wastewater industry

In States Snapshot, we visit with a member of a state, provincial or national trade association in the decentralized wastewater industry. This time we learn about a member of the Arkansas Onsite Wastewater Association.

Name and title or job description: Justin Haynes, president and owner

Business name and location: Southland Septic Service, Hot Springs, Arkansas

Age: 43

Years in the industry: 22

Association involvement: I’ve been a member of the Arkansas Onsite Wastewater Association for eight years.

Benefits of belonging to the association: I get to work with Don and Peggy Daley, directors, who stay on top of the regulations and changes with the state and the health department. They let us know before things are implemented so we know what changes are coming. It’s also helpful knowing what issues are associated with the changes, good and bad.

Biggest issue facing your association right now: There’s a lack of support by the membership. Installers and designated representatives don’t want to get involved in an organization. And if they do get involved, they don’t want to show up at meetings or write letters or talk to the higher-ups at the state to voice their opinion.

Our crew includes: We do residential pumping, inspections, repairs and installations, as well as maintenance and installations for commercial and municipal accounts including grease traps. Our team includes Tim Vanmeter, disposal facility manager; Brandy Adams, field technician who helps with installs, service calls and repairs; and Jacob Hansen, equipment transporter and helper.

Typical day on the job: A typical day is very busy with many moving parts. Fielding incoming calls is a large part of my day. I try to keep a pulse on what’s happening with the disposal facility, and I manage active projects. Running the truck, doing repairs and maintenance, cleaning and organizing tools are key to operations. Most days require bouncing back and forth between jobs, helping the crew. When there are complicated factors to a job, I generally stay on site for the duration of the project. Syncing the installations with the regular maintenance accounts requires some flexibility, especially when the outdoor elements are a factor.

Helping hands – Indispensable crew member: Vanmeter is available and right there where you need him at any time, day or night, week in and week out. If there’s a need, he fills the spot. He’s very loyal. He’s been with me six years.



The job I’ll never forget: We were servicing a septic tank and found a lot of debris floating on the surface. The homeowner came out and was looking over my shoulder and asked, “What are those?” They were condoms. There was a blank look on his face and he said, “I don’t use condoms.” That was awkward. He seemed agitated and upset after that. It turned out that was how he found out his wife had been cheating on him. A couple years later, we came out to pump the tank again and learned he had since gotten a divorce.

Justin Haynes and his 2006 Peterbilt with a 5,000-gallon steel tank and Jurop/Chandler pump. (Photo courtesy of Southland Septic Service)

My favorite piece of equipment: Our latest vacuum truck. It is very powerful and set up just right — simple, but very effective. It’s a 2006 Peterbilt with a 5,000-gallon steel tank and Jurop/Chandler pump with all sorts of bells and whistles — jake brakes, tag axle, full-locking rear-end differentials, LED lights all the way around, flotation fronts, 4-inch intake valve on the front of the tank so I can pump from the front of the truck (super handy), and heated valves.

Most challenging site I’ve worked on: An installation where I bid the job without looking closely at the numbers on elevation. It was a 25-degree slope, which was extremely difficult. We handled that situation very carefully. I was the only one who ran the machine. I wouldn’t let anybody else on it. We had to find flatter areas on the hillside and traverse back and forth to navigate — and use extra care not to flip the machine. We didn’t flip it, we got it installed and everybody was happy, but it just goes to emphasize — always look at the permit. When it says tank elevation zero and line one is 20 feet

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away and elevation is 18 feet, you know it's steep.

The craziest question I've been asked by a customer: We've had some doozies: Can you pump out our pool? Can you pump out an elevator shaft? Can you pump out our chicken house (in a flooded commercial building)?

If I could change one industry regulation, it would be: The regulations are OK, but there's not enough enforcement. One local pumper, for example, hasn't had a permit (to operate) in 18 years. He supposedly wanted to buy a local company when the (owner) died, but he never gave the widow the money and talked her out of the customer list and kept the name.

Best piece of small-business advice I've heard: There are two. One: You're only as good as your worst guy or gal. All your employees represent your company. If you have one employee who's not doing well, either correct it or make staffing changes because he or she is going to bring your business down. Two: Feedback from customers and business associates can provide a lot of insight if you can take it in with an objective point of view.

If I wasn't working in the wastewater industry, I would: Probably be on a beach in Mexico. But if I had to work, I've always been interested in building homes.

Crystal ball time - This is my outlook for the wastewater industry: I think we're going to have a real serious problem — and we are already seeing it — because there's a big shortage of people who want to work in this industry. It's a problem not just in our industry, but all over; and I think it's just going to continue to become more and more of an issue. ■

- Compiled by Betty Dageforde

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Georgia F.O.G. Alliance
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Onsite Wastewater Association of Idaho
www.owaidaho.org; 208-664-2133

Illinois

Onsite Wastewater Professionals of Illinois
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Indiana

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Maine

Maine Association Of Site Evaluators
www.maineese.com

Maine Association of Professional Soil Scientists
www.mapss.org

Maryland

Maryland Onsite Wastewater Professionals Association
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Massachusetts

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

Michigan

Michigan Onsite Wastewater Recycling Association
www.mowra.org

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

Minnesota

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

Mississippi

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

Missouri

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

Nebraska

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

New Hampshire

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

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

New Mexico

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

New York

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

North Carolina

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

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

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Ohio

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

Oregon

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

Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers
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Pennsylvania Onsite Wastewater Recycling Association
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Washington

Washington On-Site Sewage Association
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Wisconsin

Wisconsin Onsite Water Recycling Association
www.wowra.com; 888-782-6815

Wisconsin Liquid Waste Carriers Association
www.wlwca.com; 888-782-6815

NATIONAL

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

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

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

CANADA

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

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WCOWMA Onsite Wastewater Management of B.C.
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British Columbia Onsite Sewage Association
www.bcossa.org; 778-432-2120

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Nova Scotia

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Ontario

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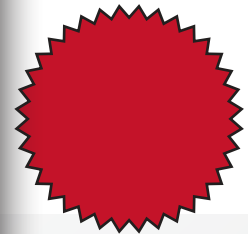
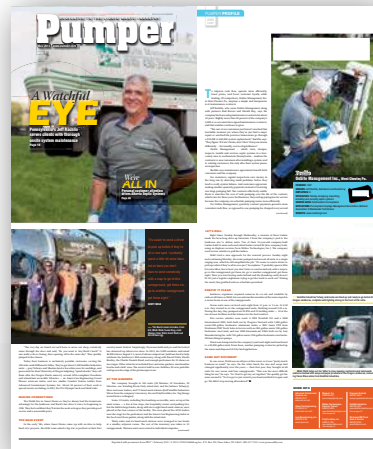
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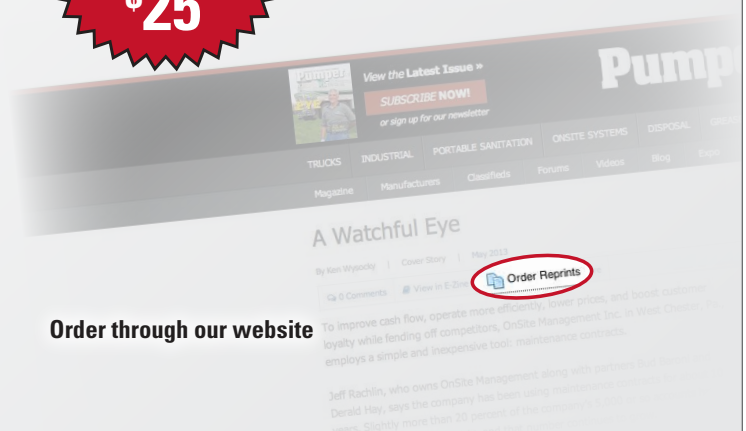
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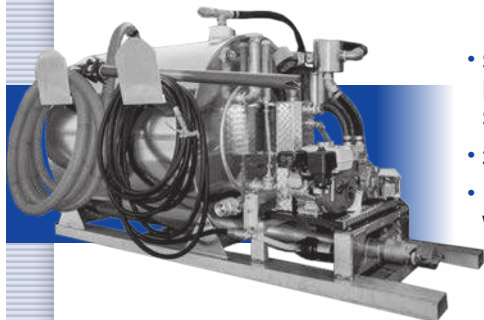
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Kevin Scoles has been running this 2005 Kenworth T800 since new after it was featured on the show floor of the Pumper & Cleaner Environmental Expo — now called the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show — that year in Nashville, Tennessee. The truck carries a 4,083-gallon galvanized steel Vacutrax tank and Wallenstein 1050 pump. It is powered by a Cummins ISM 385 hp engine wed to a 13-speed Fuller transmission (Eaton Vehicle Group). Features include polished stainless steel hose trays, heated valves, toolbox, remote-controlled pump and valve operation, hoist, hydraulic lift pump, Alcoa aluminum wheels, topside 22-inch manway and rear 34-inch hatch, ladder, work lights, heated collars and chrome stacks. The truck has the Kenworth Splendor interior with high-back air-ride seats, air conditioning, power windows, and stereo with CD player. Graphics are from GraFX Group. Scoles is the driver, and the truck is used for septic pumping. ■

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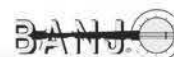
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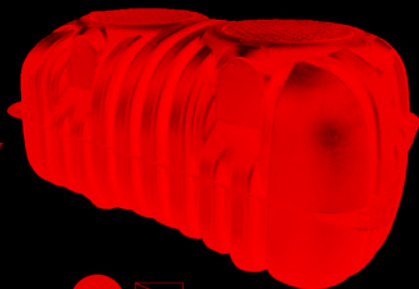
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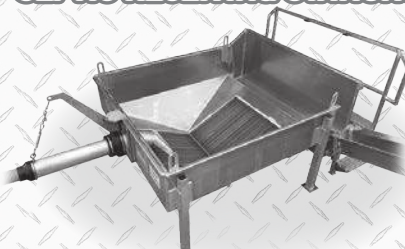
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Check the NAWT Website for Wastewater Certification Opportunities

By Kim Seipp

Reminder to all National Association of Wastewater Technicians certificate holders: The NAWT website (www.nawt.org) lists all NAWT courses across the country available to obtain certifications. To keep your NAWT certification current, you must obtain eight continuing education credits prior to the expiration date of the certificate. If you do not know when your certificate expires, you can find that information on the website or call the office for help at 800-236-6298.

There are a number of ways to gain CEUs. Any of the NAWT courses can be used to renew any other NAWT certification. You do not have to always go to the same course to renew a certification: Experience something new; try

another course. Many of the state conferences can be used for renewal CEUs. Please call in advance of the conference to determine the number of CEUs that will be granted. The Water & Wastewater Equipment, Treatment & Transport (WWETT) Show Education Day and the Onsite Wastewater Mega Conference also can be used for CEUs, especially the NAWT tracks at these events.

Mega-Conference in October

Remember to attend the Onsite Wastewater Mega-Conference Oct. 13-16 at the Embassy Suites & Conference Center in Loveland, Colorado. NAWT will be presenting what you need to know about building a wastewater treatment facility to process septage. As our options for disposal get smaller and strained, we need to develop a plan to treat and manage the septage we are hauling. This area needs to be explored, and NAWT experts have built septage processing centers in different parts of the country. If you are a NAWT member, make sure you indicate that on your registration.

Apply for a NAWT scholarship

It's that time of the year when we start to send our children to college. Remember that NAWT offers two William Hapchuk Memorial Scholarships each year. These scholarships are for individuals enrolled in a four-year program in the following onsite-related fields: natural and environmental sciences, biological sciences, agricultural and civil engineering, or management/business. The applicants must have completed at least one year of study and have an interest in a career related to wastewater management. ■

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Email: cpow@cpow.net

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VAC Series reels from **Hannay Reels** are designed to store and handle vacuum hose up to 4 inches I.D. and 150 feet long. The series is available in a variety of configurations, including the heavy-duty VAC-5000. This reel is equipped to handle longer length and large-diameter vacuum hose. Constructed with a sturdy steel channel frame and spoked discs for weight savings, it provides easy and fast winding of vacuum hose. It offers a single-wrap configuration and is best used where width dimension is minimal, such as between cab and tank or mounted transversely to the frame of the truck. Other reels in the series include the VAC-9000, which allows for multiwrap solid disc configuration, as well as the vacuum hose storage-only VAC Series Storage Reel. **518-797-3791; www.hannay.com.**



Reelcraft Industries Series 3000

Reelcraft Industries Series 3000 reels are all-steel construction and compact for a wide range of bench mount or mobile applications with critical space requirements. These reels fit within a 1-by-1-foot space. The reels have 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.**



(continued)

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LIFTGATES

Satellite Vacuum Trucks TVLR Series

Designed for use on van and stake bodies, cutaways and step vans, the **TVLR** railgate series from **Satellite Vacuum Trucks** is designed to be a reliable, low-maintenance, general-purpose liftgate. This railgate is wide enough for two standard units and is available for above-bed and special low-bed application. The all-aluminum AATVLR is available if overall weight is a concern. The series includes improved sliders with bottom rollers, a strong frame design, two-piece platform options, a fully enclosed pump and cylinder, steel or aluminum platforms, a level ride platform, auto safety latch system, 1,250 to 3,000-pound capacities, and torsion-assist platform closing. **800-883-1123; www.satellitetruckxpress.com.**



SCALES

Cleral USA On Board Scales Reflex Basic and SIM

Reflex Basic from **Cleral USA On Board Scales** is an onboard weighing system for vacuum and hydroexcavator units. **SIM**, short for Suspension Intelligent Management, is an optional embedded computerized load distributor. **SIM** automates management of lift axles and the weight of the primary axle groups by assessing the weight of each axle group and distributing the weight by controlling the air pressure of the lift axles. This is done in real-time, even while driving. The system can manage three groups of lift axles independently. The **SIM** control raises and lowers the air pressure of the lift axle in accordance with legal load limits. The operator does not have to worry about adjusting the axles to prevent overloads. The system will also adjust for terrain to improve traction and raise lift axles when in reverse and lower them again at a preset forward speed. **866-901-7372; www.cleral-usa.com.**



VACUUM PUMPS/BLOWERS

Elmira Machine Industries/ Wallenstein Vacuum 753 Series

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



Fruitland RCF870

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



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.**

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.**



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.**

(continued)



"INVEST IN YOURSELF TODAY"

Satellite is excited to host its 2nd annual Women's Conference for the Portable Sanitation Industry this fall!

This two-day event will be held in beautiful Scottsdale, AZ on Monday, October 7th and Tuesday, October 8th at the Scottsdale Plaza Resort. New this year will be a fiesta inspired Sunday night welcome reception!

With so many amazing women who own, operate and manage businesses in our industry, this year's conference will again provide women with the opportunity to connect, get re-energized and be challenged to grow personally and professionally. Keynote speaker Moira Lethbridge will motivate and help you to achieve purposeful, holistic success in three key areas of your life - self, relationships, and work. A variety of business topics and workshops will provide practical ways to improve your leadership and business skills. Activities and breakouts will offer opportunities to meet and engage with others and of course have fun.

If it's anything like last year's event, we know you'll make new connections, gain valuable insights, develop your skills, and come away refreshed and ready to help lead your business to new levels.

Invest in yourself today and make plans to join other industry leaders and colleagues in Scottsdale, Arizona on October 7-8 for an enriching experience and a greater understanding of balancing life, work and leadership!



VACUUM PUMPS/BLOWERS

Westmoor Conde Flush Kit

The **Conde Flush Kit** from **Westmoor** makes it easy to periodically flush the pump on a vacuum truck, helping to prolong its life. It can be used by simply turning on the pump and opening the ball valve. Made of durable aluminum, the unit has instructions on the side. It can be mounted in any convenient location. **800-367-0972; www.westmoorltd.com.**



VACUUM TRUCKS/TANKS

Amthor International Matador

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



Bucher Municipal North America CityFlex 205

Developed for tight spaces, including septic pumping applications, the **CityFlex 205** from **Bucher Municipal North America** operates efficiently where others can't even reach. It is provided with multiple

cabinets with lockable roller shutter doors, light and heating. The compact and smart design brings the cost of insurance, road tax and ongoing service down. All functions can be managed through a simple control panel on the back. With the arctic option, the user can also operate in temperatures down to 5 degrees F below zero. It includes a telescopic boom, fully automatic end cover and movable partition. **704-658-1333; www.buchermunicipal.us.**

Crescent Tank vacuum tank

The **Crescent Tank** vacuum tank is completely flat inside and out. It can carry up to 10 portable restrooms, and the weight capacity is the same as a flatbed truck. It has no baffles, allowing it to be emptied completely to avoid internal corrosion. With the included pump at specified cubic feet per minute, unnecessary fatigue of the structure is eliminated and the life of the tank is prolonged. It is made from 1/4-inch-thick steel, for structural strength. Its workstation is designed for the portable restroom industry. The liftgate rail width allows units to fit, and multiple liftgate decks and rail options are available. Freshwater is held inside the external 1/2-inch-thick poly tank to avoid internal wastewater contamination. It can be installed on any chassis within the specifications required for each model based on axle ratings and maximum load capacity. **585-657-4104; www.crescenttank.com.**



LMT galvanized vacuum tanks

LMT has developed a line of hot-dip galvanized vacuum tanks for the portable restroom and septic service industries. Developed in conjunction with a large operator in the portable sanitation industry, the single or multicompartiment vacuum tanks are designed to provide longevity. They are cost effective, as hot-dip galvanizing is the process of coating steel with zinc by immersing the tank in a bath of molten zinc at over 800 degrees F. Special design considerations are required to allow the zinc to flow freely and completely to fully coat both the interior and exterior of these vacuum tanks. Galvanized vacuum tanks are available in custom sizes and configurations and can be designed to meet specific storage requirements and chassis specifications. **800-545-0174; www.lmtmfg.com.**



Pik Rite steel 3,600-gallon vacuum tank

The **Pik Rite** steel 3,600-gallon vacuum tank is designed for strength and reliability. Its 3-inch internal plumbing keeps the exterior clean and simple.

The vacuum pump mount is attached to both frame rails and easily supports pumps from any major pump manufacturer. Four sight eyes provide level indication for the waste compartment. The tank interior is equipped with walk-through baffles and a 20-inch rear manway for easy clean-out. The LED running light kit is installed with a fully molded wire harness. Operator work lights and a strobe light are mounted on the top rear lighting bracket. Polished aluminum hose trays, and the low hose hooks are coated with protective liner. **800-326-9763; www.pikrite.com.**

Vacutrux SepticTrux

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



WASHDOWN PUMPS

MTH Pumps DC10

The **DC10** pump from **MTH Pumps** is a 12-volt DC washdown duty pump that provides cast 316 stainless steel construction and is made to exceed OEM specifications for vacuum trucks. It can replace original units on any truck and is a suitable pump for filling sinks, recharging restroom tanks and cleaning portable restrooms. The large seal chamber for the mechanical seal box provides a wide fluid passage area for maximum cooling of the seal faces and allows debris and gases to be flushed away. It is designed to handle up to 25 gpm and reach pressures up to 40 psi. **630-552-4115; www.mthpumps.com.**



WATER HEATERS

Dynablast CAB420FLS-12V

The **Dynablast CAB420FLS-12V** water heater produces 420,000 Btu with an output temperature of 175 degrees F at 5 gpm to work in colder climates and for improved digging in clay-filled areas. It is designed to fit most municipal hydrovac trucks with its 24-by-24-inch footprint. It is ETL certified, providing improved heat transfer between the Schedule 80 pipe and water. It comes with two service access panels and two momentary override controls, which improve serviceability. The cabinet is designed with a reversible door for a variety of truck configurations and uses 14-gauge steel with polyester UV-protected, powder-coated paint with an aluminum discharge cap and stainless steel hardware. **905-867-4642; www.dynablast.ca.**



Easy Klean Pressure Systems hot-water heaters

Easy Klean Pressure Systems manufactures efficient, high-pressure, oil-fired hot-water/steam heaters that are ready to install for vacuum trucks and hydroexcavators. A range of heater options are available, such as dry steam, redundancy packages, Schedule 80 and 160 stainless steel or A53 boiler pipe, fine-tuned temperature and flow control systems. All coils are manufactured in-house, with CRN boiler-approved coils available. These heaters can be mounted in

an existing cabinet or supplied as a completed cabinet unit that is ready to install. **800-315-5533; www.easyklean.com.**

WATER PUMPS

Cat Pumps 4DX Series

The **Cat Pumps 4DX Series** high-pressure pump comes with premium DC electric motors for on-the-go pressure wash power.

The pump and motor assemblies provide 1 to 3 gpm at pressures from 400 to 1,000 psi and operate on any standard direct current source. Convenient integrated unloaders accurately set and maintain system pressure. Reliable and easy to service, the built-in unloaders divert water flow during bypass, reducing load on pump and motor and increasing system life. Crankcase oil is pre-filled so pumps are ready to use. Multiple build-to-order configurations are available. **763-780-5440; www.catpumps.com.** ■





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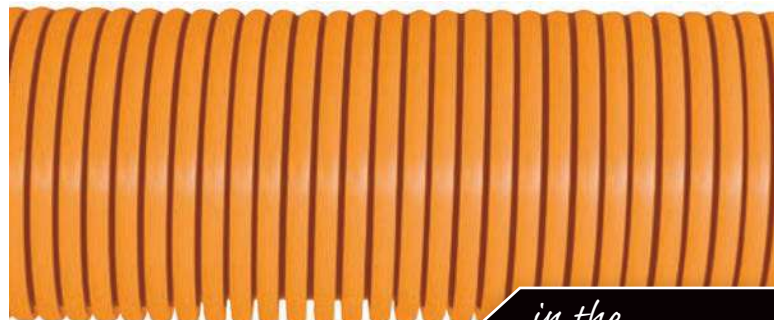
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LINE OF HEAVY-DUTY HOSES TACKLE ANY JOB

in the
SPOTLIGHT
By Jared Raney

Unpredictable waste is practically a hallmark of pumping work, and for those jobs with abrasive material, vacuum hoses that can handle unforeseen strain are a must. **Plastiflex**, longtime manufacturer of the Hi-Vac heavy-duty vacuum hose, has in recent years added two new products.

The Hi-Vac LTW was released in 2017, offering the same robust service as the Hi-Vac but with 10% less weight and 15% more flexibility. They also announced the release of a third option in this product family at the 2019 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show — the HVAC hose, an entry-level, light-duty version.

"The HVAC is the general-purpose, light-duty hose for nonrepetitive use, light-duty service — that type of thing," Monper says. "If it's more high-volume, repetitive use, that's where the Hi-Vac would come in. If it's moderate, medium to heavy-duty service, then you could use the lightweight product."

Plastiflex uses a proprietary resin and fusion-bonding process for the hose cuffs to make it more resilient. Products with glued cuffs can lose their seal over time, he says.

"It's basically taking the raw hose carcass off the production line, going to a secondary process where the cuff is inserted, and then fusion-bonded onto the hose itself. It's a secondary process, off of the production line," Monper says. "Our cuffs will not crack or fail at the glue joint."

Hi-Vac hoses are not limited by type of extraction, and they excel not just in septic applications and portable restroom service, but also in environmental remediation waste extraction, Monper says.

"It doesn't necessarily have a higher volume capacity," Monper says. "But it's designed to obviously suck up any sewer or septic debris, plus trash, and anything else that might get dumped in portable restrooms or other areas."

423-534-2044; www.plastiflex.com.



WATER CANNON FL-ABB 200 SURFACE CLEANERS

The FL-ABB 200 stainless steel surface cleaners from Water Cannon Inc. - MWBE have an added air-recovery design and hook up to pressure washers and wet vacuums for almost any cleaning requirement. The cleaners remove dirt, paint, grime and graffiti from a

wide variety of surfaces. There is no overspray or flying debris, providing a safe and clean work area. They are available in 12-inch single-arm and 21- and 30-inch double-arm floor models. The air recovery port will accept 2-inch vacuum hose. Floor units are standard with three or four caster wheels, and all units are rated to 240 degrees F. The professional line is ready to use with no tools required for assembly. **800-333-9274; www.watercannon.com.**

POLYJOHN ENTERPRISES BRAVO STANDARD PORTABLE SINK

The redesigned Bravo hand-wash sink from PolyJohn Enterprises has reinforced rod hinges, an integral keyless locking hasp, improved soap dispenser plates to mix and match dispenser types, a new fill port and a new rotomolded base. Its compact size allows it to fit inside most portable restrooms for transport, and its built-in lift handles make it easy to place. The Bravo features two soap dispensers and four paper-towel dispensers. It also has an optional water heater.

800-292-1305; www.polyjohn.com.



SJE-RHOMBUS XPERT ALERT WI-FI

The Xpert Alert Wi-Fi indoor alarm system from SJE-Rhombus helps protect a home from costly damage due to flooding, pump failure or freezing pipes. The system monitors and reports any residential alarm condition by notifying locally (audible and visual alarms) and remotely via SMS text messages and/or emails. It uses an existing Wi-Fi or Ethernet network to send messages,

meaning there are no monthly fees or contracts. The sleek design incorporates an LED alarm light ring that illuminates red for alarm 1 and amber for alarm 2. The red low-temperature indicator activates at 40 degrees F to alert about potential freezing conditions, but it can be deactivated for cold climates. It is CSA certified. **888-342-5753; www.sjerhombus.com.**

WASTEQUIP RECTANGULAR ROLL-OFF CONTAINER

The new roll-off containers from Wastequip have a removable sign plate and offer a large, flat, recessed metal surface to accommodate a graphic of up to 70 inches wide by 35 inches high. The recessed signage area is protected by an L-shaped frame that securely holds the sign against the reinforced container sidewall. The L-shaped frame is designed to shed water and prevent rust and corrosion. The containers feature bullet hinges, a rust-resistant zinc chain, a pivoting angle frame to clamp the sign in place on all four edges, and a rotating pipe that presses and locks the free end of frame. Three sign plate options are available: aluminum, steel or a customer-provided replacement panel. **800-490-3541; www.wastequip.com.** ■



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INDUSTRY NEWS

Centrisys/CNP announces facility expansion, earns leadership award

Centrisys/CNP, based in Kenosha, Wisconsin, announced the completion of a 34,000-square-foot building expansion, including an upgrade of its balancing equipment with a centrifuge balancing bunker in the interior of the building. A company committee was formed to design and build the balancing bunker space and determine what equipment would work best. The bunker isolates the operator in a protected control area and includes video monitoring to see into the balancing areas, avoiding proximity to the running equipment. Cranes are installed overhead to place parts and components in the balancing cradles.

The company also announced that it has been recognized by Frost & Sullivan with the 2019 North American Product Leadership Award for its PONDUS thermal hydrolysis process. With this product, Centrisys/CNP allows for the industry to not only accelerate the sustainability of anaerobic digestion, but also to enhance thermal hydrolysis process. PONDUS originated in Germany and is currently used in six installations in Europe and one in China. Centrisys/CNP introduced PONDUS in North America through an agreement in 2015.

GapVax launches new website

GapVax launched a new website. The site design is mobile responsive and works on a variety of screen sizes, from smartphones and tablets to traditional desktop computers. The improved www.gapvax.com contains concise product information and easy-to-use navigation; conversational quoting process; more useful tools for those who shop for and own GapVax products and services; a product-centric focus on activities such as identifying the right machine for the job or locating a dealer; and easy comparisons across GapVax models. The site features 20 new pages and hundreds of full-screen images of GapVax products.

Pipe Lining Supply celebrates 15th anniversary

Pipe Lining Supply is celebrating its 15th anniversary. The company was founded in 2004 by Linda Heisler. Her primary focus was the CIPP industry in the California area. Two years later, her husband, John Heisler, joined the company, bringing knowledge of the industry including CIPP lateral lining, pipe bursting, horizontal directional drilling, pipe coating, sewage lining, open cut and cover, and water and sewer utility work. In 2017, the company introduced its AIPPR Quik-Coating System, designed for drain, waste and vent piping. The company has also expanded its team of technical experts nationwide. ■



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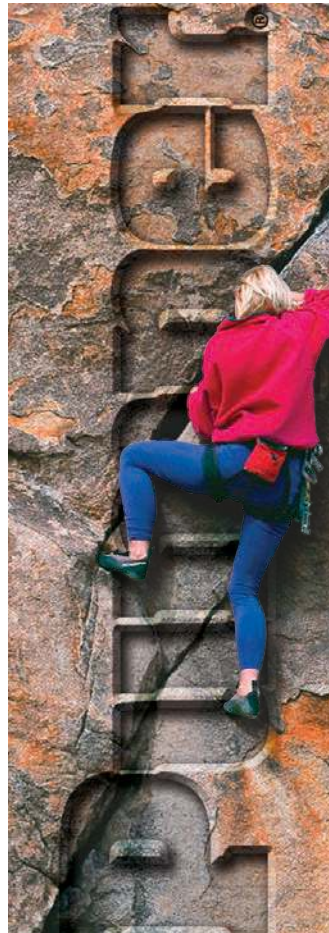
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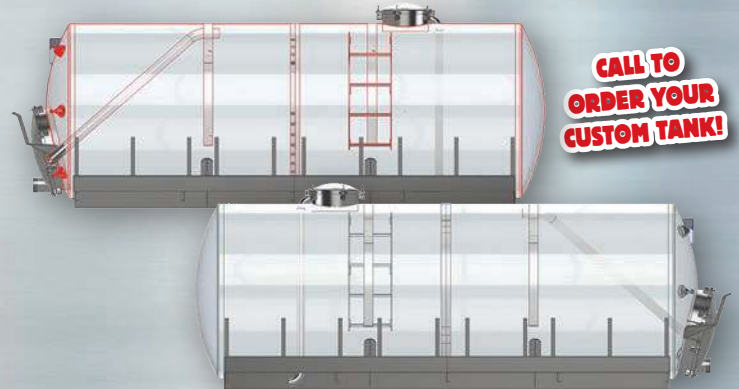
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Pumper welcomes story ideas If you take part in something interesting outside of work, or if you know someone in the pumping business who does.

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BUSINESSES



FOR SALE: Since 1951 TA Lauritsen Septic & Drain has been a great business. Located in south-central Minnesota, owner wishes to retire. 2 beautiful Kenworths with 3,500-gallon stainless-steel tanks & hoists. Many roto rooters, jetters and locators. Also 3-stall heated shop and an additional 40' x 80' new building. No septic competition in the area. Call for more information. Check out talaursen-septic.com for photos.

Tom 320-269-2920, MN P12

Family-owned business for sale. Business and clients go back over 50 years. Septic pumping and grease trap cleaning. Other avenues of income available such as drain cleaning, sewer jetting, and septic repair/installation. Company is comprised of 3 vehicles. A 1999 Freightliner FL80 truck with a 3,500-gallon tank and a Jurob R260 pump. A 2004 Sterling with a 4,000-gallon tank and a Fruitland 500 pump. A Ford F550 portable toilet truck. Also, 20 port-a-johns, two small sewer jetters, one Spartan cable sewer machine and a 5x9 trailer. Plus many other tools and equipment. Eighty (80) grease trap accounts pumped on a regular schedule. Business will do \$400,000 in sales this year. Income statements, tax returns and valuations (done by accountant) available to serious buyers. Call 260-740-6250 for more information. (P08)

If you're interested in selling your grease trap service, used cooking oil or other non-haz wastewater disposal business, we'd like to hear from you! Liquid Environmental Solutions is the nation's largest liquid waste management company - providing service across the USA. Sell your business and enjoy retirement or join us - we can always use great team members. Contact Brian Bidelsbach: brian.bidelsbach@liquidenviro.com or call 602-206-3636. (PBM)

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)

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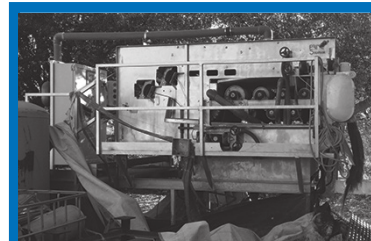
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800-520-4704, PA
www.Opdykes.com P10



2007 International 4400, DT466, 6-cyl., 260hp; 10-speed. 52k GVW. Vacmaster VND-6000 Vac-N-Dig. #9084. Opdyke Inc., Hatfield, PA 19440.

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Contact Mitch 231-258-7309;
MitchH@AmericanWaste.org P08



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

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218-736-6772

P08

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



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



2015 Ford F550, automatic w/Progress 900 waste/300 fresh vac tank, Masport pump, 12-volt DC washdown pump. \$45,000

Call JR @ 720-253-8014, CO PBM



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

936-641-3938

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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 diesel, 229,000 miles, with two-year-old 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

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)



2009 Kenworth T-270, automatic transmission, 268,000 miles. BEST stainless tank with 400 gallons fresh and 1,100 gallons waste. \$55,000

Nate 207-646-2180, ME 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
traviswearda@hotmail.com** P08

2000 International 4700 cab & chassis with a 500 waste/300 freshwater compartment with a Masport HXL4V vacuum pump. (Stock# 0767C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (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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EnviroWaste Services Group is **HIRING** for the following positions: CCTV, Vac Operator, Pump Truck Operator. We're looking for qualified candidates for all our offices. Miami, FL, Broward, FL, Orlando, FL, Tampa, FL and North Carolina. Please contact 877-637-9665. (P09)

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2013 Peterbilt purchased new in 2015. 4,000-gallon Advance aluminum tank, NVE 866 liquid pump, heated valves. 350hp Paccar, 101,500 miles, 2,650 hours.

231-250-1483, MI P08



2019 Peterbilt 337, Paccar 330hp, Allison automatic transmission, 5,800 miles. 2,500-gallon tank, NVE 4307 blower. Rear heated valves, see-level gauge. No FET. \$102,000 OBO

Call 717-587-1006, PA P08



NEW 2020 Hino 338 2,300-gallon oilfield vac truck. NVE 607 vac pump, Roper 3" gear pump, sump-style oilfield butterfly valves, powder-coated tank. Applications include: oilfield vac, tank battery cleaner, vac truck, etc. 33,000 GVW chassis, wheel diff lock, exhaust brake, Allison auto. transmission, and much more. \$122,000

Call 833-460-1511 P08



2009 Kenworth T370 - Abernathy 2,500-gallon steel tank, 33,000 lb. GVWR, 188,000 miles. Paccar PX-8 300 horsepower Cummins motor, Allison 3500 RDS 5-speed automatic. Masport liquid-cooled pump. Owner-operated truck. New brakes, new tires, new batteries. Priced to sell at \$49,500

Ronnie at 914-774-1952, NY P09



2014 International 4300, under CDL. DT466 diesel, auto., 116k miles. NEW 1,800-gallon steel vacuum tank with Fruitland pump.

Call JR @ 720-253-8014, CO PBM



2014 International DuraStar, under CDL. DT466 diesel, automatic. NEW 2,000-gallon aluminum tank, new Bat-tioni 1100 vac pump.

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Caleb 281-914-1192 P08



2001 Mack, 350hp with 286k miles, 10-speed transmission, a/c and cruise. 3,150-gallon Cusco tank, Moro PM-100 vacuum pump (installed in 2007), with hoist, full-open rear door, and vibrator. Extremely clean southern truck! Has very little use, only hauled water. \$45,000

Call Hull's Truck Bodies, LLC
740-820-5338, OH P08



1997 Ford with 79k miles, 5.9 Cummins, under CDL. Automatic transmission, air brakes, a/c. 1,600-gallon Keith Huber tank, Masport vac pump. Good tires. Pot rack on rear. Runs and drives great! \$9,500

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Peterbilt 335 - New 2,500-gallon tank, new vacuum pump, new PTO. 59,000 actual miles. Shipping and financing available. Central Arkansas.

Logan 832-928-0985 P08



2004 Sterling LT9500, 5,000-gallon steel tank (2011), triaxle, C15 Cat pre-emission, Fuller 10 speed. Full lockers, 20k front 46k rear, air-ride. NVE Challenger water-cooled pump, 6" discharge valve air-actuated, (2) 4" valves, heated collars. 498,000 miles. \$49,500

Gary 414-217-2404, WI P08



2012 Freightliner Cascadia, DD13, 425hp, 302k miles. New 4,000-gallon carbon-steel tank, new Masport Hydra pump (plug & play package). New aluminum rims all around, new tires, new aluminum hose tray. \$82,500

Call Alan 786-908-5436 P08

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1998 Freightliner pumper truck for sale. 10-wheeler, air-ride, lockup rear axles, engine brake. 3,400-gallon steel tank. Comes with hoses. Masport HXL400 vane vacuum 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. \$28,500 OBO. Please call with any questions:

916-624-8500, CA P08



2005 International 4400, new 3,360-gallon tank, new NVE 607 pump, new PTO. 191,000 miles. Ready to work. Central Arkansas. Financing and delivery available in continental US.

Logan 832-928-0985 P08



2018 International 4300, Cummins engine, automatic, 55k miles. New 2,000-gallon steel tank, new Jurup pump. Under CDL. \$75,500

Call Alan 786-908-5436 P08

2012 International, MaxxForce, 10-speed manual, 160,633 miles, 9,113 engine hours. 3,500-gallon aluminum tank, NVE 866 Challenger pump. Runs great, work ready. \$78,000. 706-798-8080 (P08)

2001 Kenworth T800: Cat C10, 10-speed manual transmission. Heavy-spec truck. 3,600-gallon aluminum tank, NVE Challenger 367 vacuum pump, Complete service records. \$42,500. Delivery available. Call or text 734-777-0390 for more information. (P08)



Textla 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



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



2007 Mack Vision, 10-speed, 496,000 miles. 4,000-gallon tank, Masport pump. Runs great - bought just over a year ago. Only selling because we need to upgrade due to CA laws. \$70,000 OBO

530-343-6340, CA P08



1996 Chevy Kodiak, Cat 3116, 5-speed hi-lo, 2,500-gallon tank. Approx. 175,000 miles, now in operation. Florida Panhandle \$21,500

850-653-9406 P08



Curry Vac CV78110 tank with Masport HXL400WV pump. 4,620-gallon tank. Very good condition, everything works as it should. This is a complete body with everything pictured ready to be installed on your truck. Call for price.

706-335-4545, GA P08



Kenworth T-800, 3406B Cat engine, 330k miles, 10-speed transmission, heavy axles, Jake brake, a/c, cruise. This truck has a Wittig vacuum pump and a stainless steel 3,000-gallon tank that will last forever. This truck runs & drives great! \$39,000. Call Hull's Truck Bodies for more information.

740-820-5338, OH P08



1999 International 9200, 555k miles. 3,600-gallon tank. Great truck - ready to work. \$35,000 OBO

916-479-2455, CA P08



2005 Western Star, TransVac 4,000-gallon tank, Demag pump (\$3k spare parts). Retiring business after 50 years. Best offer

Larry 508-351-6000, MA P08

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2013 Mack Granite GU813. 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



2004 Freightliner, 3,000-gallon Pres-vac tank with hoist and full-opening rear door. P750 pump. 297,000 miles. \$59,000

540-886-4954, VA
kpdinc@lumos.net P08



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



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

Call Alan 786-908-5436 P08

SEPTIC TRUCKS



2007 Freightliner M2-106 Business

Class: Cab and chassis have been 100% reconditioned. New paint, aluminum rims, virgin 11R 22.5 tires, drums, pads, all filters and fluids changed, frame has been completely sandblasted and coated per factory specs. Pre-emission chassis with a Cat C7 and 250hp, 6-speed manual transmission. Only 165k miles. NEW 2,500-gallon steel vacuum body. 400cfm vacuum pump, LED lighting, 3" inlet, 4" discharge with stainless steel fittings. Best of everything! \$62,000 delivered to your door. Call or text for more information.

734-777-0390, MI P08



1995 Kenworth T800 with Series 60 Detroit and 13-speed transmissiion. Truck has a 3,500-gallon steel tank with a Fruitland pump, tank was previously imploded but was fixed – don't know how well it will hold up. Truck is factory heavy-spec and is in great shape. Asking \$22,995

Clay 920-765-0170, WI P08



1999 Ford F800 straight 6-cylinder Cummins turbo diesel, 5-speed manual transmission. Chelsea PTO, 2,000-gallon Com Vac R-200 pumping system. Truck has 173,000 miles on it. Clutch replaced less than a year ago. Front tires replaced less than a year ago, rear tires 60% life. Runs real good. Selling because of air quality requirements in CA, so great for out of CA truck. No equipment, hoses or tools go with truck just bare truck. Have original manuals on everything. Only selling because of air quality requirements in CA. Would not be selling truck other wise. \$15,500 OBO

530-673-2489, CA P08



2004 Mack RD688S. Strong running truck. 350,000 miles. Motor remanned by Mack at 250,000 miles. Equipped with NVE pump and 4,600-gallon tank. \$49,000

Dustin 570-772-4255, PA P09



1999 Mack CH613 vacuum truck, EZ427 engine. 924,000 miles, rebuilt at 600,000. Super10 manual transmission. 3,600-gallon 2-compartment tank 2,000 rear and 1,600, both suction and pressure with Fruitland RCF370 pump. \$15,000

Contact Tim 847-812-2020, IL
tim@hopkinsgrease.com P08



2000 Chevy C Series, 8100 gas, 6-speed manual, 117,000 miles. Jurup pump, 1,500-gallon tank. Runs good. \$15,000 OBO - CASH TALKS.

231-313-5612, MI P08

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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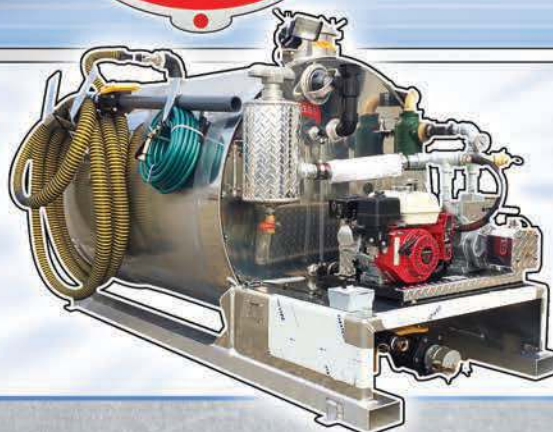
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