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At Wisconsin's Countryside Septic, owner-operator Tom Jakubowicz is solely responsible for quality pumping and top-notch customer service

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### FAMILY FIRST

The C.W. Hanover Septic crew remembers Scott Knight's legacy of hard work and customer service PAGE 44



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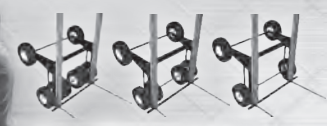
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**18 The Buck Stops Here**

- Dee Goerge

At Wisconsin's Countryside Septic Service, owner-operator Tom Jakubowicz is solely responsible for quality pumping and top-notch customer service.

**ON THE COVER:** Tom Jakubowicz, who owns Countryside Septic Service with his wife, Tina Jakubowicz, is a one-man pumping crew working in northwest Wisconsin. He is shown with his latest rig, a 2019 International HX with a 5,000-gallon stainless steel tank and National Vacuum Equipment 4310 blower built by Imperial Industries. (Photo by Dan Reiland)

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

# On the Verge of Major Septage Disposal Advances

Wastewater goes in one end of the new Oystra mobile treatment unit and water free of pathogens, viruses and bacteria comes out the other **By Jim Kneiszel, Editor**

The NASA program achieved former President John F. Kennedy's goal to land a man on the moon and bring him safely back by the end of the 1960s. But the space program, in its quest to achieve that seemingly impossible feat, provided so much more. When the government threw so many resources into sending a rocket to the moon, it developed untold technologies that power so many innovations we all use today.

Something similar may be going on right now in the world of wastewater. Many efforts are being made to improve effluent treatment in onsite systems as well as technologies to more efficiently treat the sludge removed from septic tanks. One of those projects is happening in Kimberly, Wisconsin, where a small engineering team is about to launch a mobile septage treatment system aimed at better treating waste in crowded communities in third-world countries.

Crane Engineering, supported by more than \$5 million in grants from a humanitarian organization, has only been working on the design and production of a working prototype for a few years. The Oystra unit is 6 feet wide, 12 feet long, 8 feet high and weighs 18,000 pounds. It has been processing septage in the testing phase for several months, and it currently produces 50 gallons of pathogen-, virus- and bacteria-free water per minute. That water can be safely dumped anywhere or be reused for many purposes, and those developing the system are moving toward potable water discharge.

## HELP FOR PUMPERS

Once this technology reaches its intended audience in developing nations, it could potentially be unleashed to help solve a growing disposal problem for pumpers everywhere. And that would be good news. Septic service companies are facing rising per-gallon costs for dumping and a dwindling number of municipal plants willing to take on septage, much less challenging loads of fats, oils and grease (FOG).

Imagine a truck-mounted processing plant that can quickly separate your collected waste into 75% locally discharged or recycled clean water and 25% solids. That would mean your truck could take the waste of four tanks to every one you are handling now. If you currently have to make a long trip to the treatment plant after three service calls, it's possible you could run the waste from 12 tanks through the mobile unit before dumping.

Engineer Mark Hassman, program director for the Oystra project, says



The Crane Engineering team includes (from left) Mark Hassman, program director; Jill Georger, lead developing engineer; and Mike Blodgett, operations engineer. (Photos by Jim Kneiszel)

Pretreated septage on the left, effluent from the Oystra unit on the right. (Provided photo)



wastewater companies in Africa have told him they envision having several units placed strategically throughout their densely populated service areas and moving them around every few weeks, operating them 24 hours a day. They would run small trucks to the septic

tanks or crude pit latrines, then have a large vacuum truck stationed with the processing plant to collect the solids and run much bigger loads to treatment plants.

"Our mission is to fulfill the grant requirements and process human waste in developing countries, but we see applications eventually in dairy, hog and human waste in the states," says Hassman, who met with pumpers during a recent meeting of the Wisconsin Liquid Waste Carriers Association.

Hassman went to Africa in July 2017 to see the sanitary conditions in tightly packed slums, where waste is often collected in dirt-walled pits, pumped into trucks or manually emptied, and then transported either to a treatment plant or, sadly, sometimes dumped directly into the ocean.



## UP AND RUNNING

I was fortunate to see the Crane Engineering prototype in action where it was set up for testing at the Heart of the Valley Metropolitan Sewerage District plant in Kaukauna, Wisconsin. The unit was placed next to the septage receiving station and pumper trucks came and went while I was present, dumping loads that were brought to the unit through pumps set up by the company. Both the clean processed water and concentrated solids were returned to the receiving station and processed by the plant.

The design of the unit is proprietary so I couldn't photograph the working parts, but I can say it's made of stainless steel components, it automatically adjusts to handle the waste strength received, and it is required by the granting body to handle anything that fits through a 3-inch hose, including things like shoes and two-by-fours.

"There are three sets of filters, each one progressively smaller and smaller. There are some consumables in the unit; our projections are that they should last 1 1/2 to two years," Hassman explains. Currently a cleaning procedure for the unit is done manually, but the Crane Engineering team is working on an automated system to make it a "one-button, walk-away" operation.

What about the performance numbers? The granting agency requires BOD of 20 mg/L or lower, COD of 50 mg/L or lower, TSS of up to 20 mg/L, pH levels between 6 and 9 and a turbidity NTU of less than 200. The Oystra "gold" level treatment produces BOD of 13 mg/L, COD of 16 mg/L, TSS of zero, 6.5 pH and turbidity NTU of 0.5. Depending on customer needs, the unit can produce slightly lower-quality effluent and the team is working toward a potable water option.



This is a graphic artist's rendering of what Crane Engineering's mobile septage treatment system looks like. (Provided photo)



**Above:** Jill Georger monitors the unit during test processing. **Right:** Mark Hassman takes a sample of the processed wastewater during testing.

## MOVING AHEAD FAST

The prototype was transported to Washington state in the fall for further testing. Interestingly, Washington state communities have minimal regulations requiring periodic septic pumping and inspection; therefore the state presents a bigger treatment challenge for the unit. With Wisconsin's strict requirements for routine pumping and inspection of septic tanks, the septage going into the Oystra has not yet reached 1% solids, according to Hassman. In Washington state, solids are expected in the 5%-6% range.

After further testing and demonstrations, Hassman hopes to move the unit to its intended destination in Dakar, Senegal. That couldn't come soon enough for Hassman, who had the unfortunate experience of witnessing what is called "manual emptying" of a pit in Africa.

"If there is a lot of trash or (the pit) is far away from a road ... they take buckets and scoop it out." He describes watching a worker go into a pit to remove waste and debris: "They just lowered him down. He took off his clothes, kept his underwear on, and took out the last little bit. When he came out, they took a 5-gallon bucket of disinfectant and poured it over his head. He lathered up and dried off with a towel and put his clothes back on.

"In most places that is outlawed, but it still happens. We witnessed it, and it was very unsafe in the fact that no oxygen measurements were taken before he went down, and when he came out, obviously he wasn't clean."

## MAKING A DIFFERENCE

They still face hurdles, but Hassman says it's been a gratifying experience.

"The team works a lot of long hours, and it's not the nicest environment. We've tested in monsoons and when it was 24 degrees F," he says. "It's very demanding, and it has been incredibly satisfying. None of us will regret working on this, but we haven't saved a life yet, and that's the mission."

With this project and improved dewatering and small-scale treatment options being developed by others in the wastewater industry, there is reason to be hopeful that worldwide disposal challenges will be overcome. The future of decentralized wastewater treatment as a viable alternative depends on access to convenient and lower-cost handling of the water and solids you haul away from homes and businesses. ■

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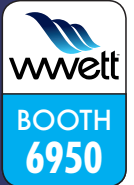
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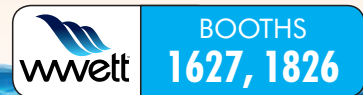
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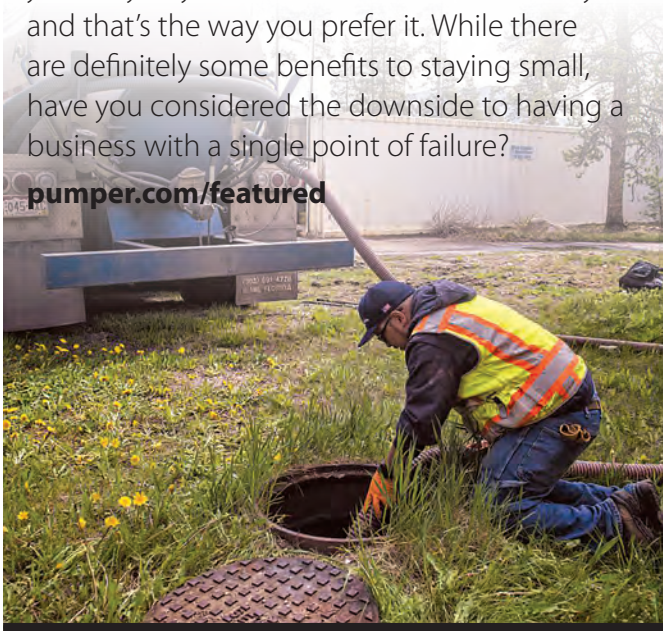
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## TRAGEDY TO TRIUMPH

### inheriting a tough job

Nancy Widner is a prime example of someone who has achieved great success in the face of adversity. She inherited A-1 Smith's Septic Service in Huntsville, Texas, when her husband and company founder, Doug Smith, died of cancer in 2004. Since then, she's done a tremendous job managing the family business, growing the portable restroom side of the company from 350 units to 1,500 units.

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### earning customer loyalty

A septic services company with longevity and local history says a lot to a potential customer, according to Misty Price, co-owner of Price's Septic Tank Service in Danielsville, Georgia. She and her husband, Shane, have been operating a family-owned local septic services company that dates back to 1962, and customers appreciate that kind of resilience.

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- ◀ Trailer Hookups



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- ◀ 2,500 Gal Capacity Steel Tank
- ◀ Jurop XR-260 vacuum pump
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- ◀ 36" Rear Hatch
- ◀ 36" Toolbox

#### Chassis Specs

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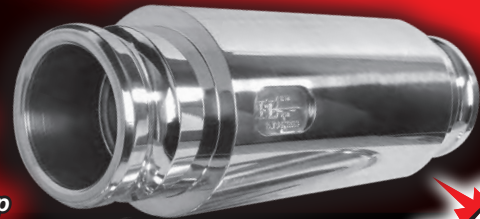
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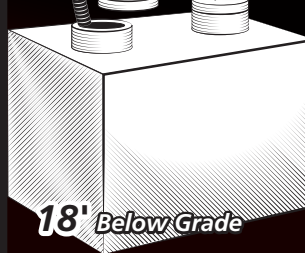
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# THE BUCK STOPS HERE

Tom Jakubowicz, who owns Countryside Septic Service with his wife, Tina Jakubowicz, is a one-man pumping crew working in northwest Wisconsin. He is shown with his latest rig, a 2019 International HX with a 5,000-gallon stainless steel tank and National Vacuum Equipment 4310 blower built by Imperial Industries. (Photos by Dan Reiland)

**At Wisconsin's Countryside Septic Service, owner-operator Tom Jakubowicz is solely responsible for quality pumping and top-notch customer service** *By Dee Goerge*

It's difficult to take a day off when you are a one-man septic service operation. Tom Jakubowicz isn't typically working in the field on Sundays, but he and his wife, Tina Jakubowicz, spend at least part of the day catching up on paperwork. With nearly 27 years in the business since purchasing Countryside Septic Service, Tom Jakubowicz is OK with the long hours because of the satisfaction he gains from his work.

"I hear so many people complain about their jobs. They dread going to work. I love going to work and taking care of my customers. I appreciate my customers; some are the kids of my original customers," he says.

Being a solo operator is common around rural Cadott in northwestern Wisconsin, and to be successful, it's necessary to stand out. To do that, Jakubowicz — a perfectionist by nature — emphasizes quality service, cleanliness and offers service seven days a week to his customers.

## Countryside Septic Service LLC Cadott, Wisconsin

**OWNERS:** Tom and Tina Jakubowicz

**YEARS IN BUSINESS:** 27

**EMPLOYEES:** 2

**SERVICE AREA:** 30-mile radius

**SERVICES:** Septic and grease trap service, leachate pumping

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



### GRABBING AN OPPORTUNITY

At age 20, Jakubowicz was in his last year of earning a criminal justice degree when the chance to purchase Countryside Septic Service came up.

"My brother is in the septic business and was telling me about Bill Thill who wanted to get out of the business," Jakubowicz recalls. "I heard about it on Saturday and met Bill, Bev and Frank Thill the next day on Easter Sunday. I rode with Bill and Frank for several weeks, made a deal and took over on June 10, 1992."

(continued)





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**Call For Pricing!**  
**1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY**

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**1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY**



**2012 International 4300**, NON CDL, MFD 230 HP, Allison auto, low miles, **NEW** 1850 gallon steel vac tank, **NEW** Jurop PN84 vac pump.  
**Call For Pricing!**  
**1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY**



**2012 International**, MFD 230 HP, 6 spd, low miles, 33# GVW, **NEW** 2450 gallon steel vac tank, **NEW** Jurop vac pump.  
**Call For Pricing!**  
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**Left:** Tom Jakubowicz makes a disposal run at the Chippewa Falls, Wisconsin, wastewater treatment plant. The 5,000-gallon tank on his new truck from Imperial Industries allows him to pump more tanks between trips to the dump station.

**Below:** Jakubowicz sprays down the inside of a septic tank.

The business appealed to him because, based on his brother's experience, he knew it was a good entrepreneurial opportunity. He also enjoys dealing with people.

"I started out with a 1979 Chevrolet truck with a 1,500-gallon tank and quickly outgrew that. I had to get a bigger tank if I was going to compete with other businesses pumping holding tanks," he says. "In February 1993, I bought a 2,300-gallon Calumet tank from my brother and put it on a truck."

With the majority of the work from residential customers, he added commercial accounts in nearby bigger cities of Chippewa Falls and Eau Claire. He made a habit of stopping in at new businesses and introducing himself and his services. "When Walmart came in 2005, I stopped periodically to get my foot in the door," he says, which resulted in a contract to maintain the septic system. "We just renewed another five-year contract."

Jakubowicz doesn't let himself get distracted by opportunities to broaden his services beyond the vacuum truck. He says he does one thing and does it well. "I don't want to be the guy who has his fingers in everything," he says.

There is enough diversification in pumping in his area to keep him busy. In addition to pumping septage, about 30% of his commercial jobs involve grease traps and moving leachate, polluted water from a landfill. The grease traps are in a wide range of businesses and facilities from all types of restaurants to grocery stores and hospitals. The jobs provide steady, scheduled work, as most are on a maintenance schedule.

"When they do it only once a year, it gets difficult because the grease is

“ I hear so many people complain about their jobs. They dread going to work. I love going to work and taking care of my customers. I appreciate my customers; some are the kids of my original customers.”

**TOM JAKUBOWICZ**



hard to get out of the tank," Jakubowicz says. He recalls one job when he had to hire a local drain cleaning company to bust the grease with a shovel and rake. The job took four hours and cost the business more than regular maintenance on a quarterly basis. He tries to help customers make wise choices, but in the end, it is up to them.

On a regular basis he also pumps leachate and hauls it to a paper mill that has a wastewater treatment plant.

In order to focus just on pumping, Jakubowicz networks with other dependable businesses — such as Roto-Rooter in Eau Claire, Kevin Bogstad POWTS Maintainer, and Premier Plumbing — recommending them to his customers for line cleaning, repair, and new or replacement septic systems.

#### **DAY TO DAY**

Working alone, it's important to be efficient in routes and time management. Jakubowicz knows the area well and occasionally uses Google Maps on his phone to plan routes.

"During the busy season, I run about 15 jobs a day. Many are on an automatic schedule," he says. He tries to schedule jobs so that he works his way closer to home by the end of the day. He also times them to best utilize the

*(continued)*

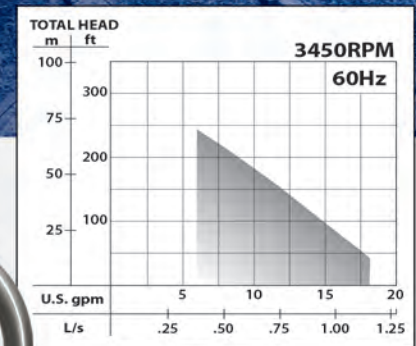


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**Left:** Jakubowicz considers the cab of his International an office on wheels as he makes the daily rounds.

**Below:** Tina Jakubowicz catches up on paperwork in her office at Countryside Septic Service.



two treatment plants where he unloads. The Eau Claire plant is farther away and closes at 2:30 p.m., while he has access 24/7 to the Chippewa Falls plant closer to his home.

Despite the extra disposal cost, Jakubowicz is grateful that he no longer deals with land spreading. “I did it from 1992 to 2015, and trying to find land that met the criteria and deal with the weather was so complicated,” he says.

New Wisconsin Department of Natural Resources rules made finding appropriate land in his area even more difficult; and property approved years ago is no longer suited for land application. With the restrictions, several competitors quit, and those who stayed in business started hauling exclusively to treatment plants.

“Going to a treatment plant took all the guesswork out. It’s made it so much easier. Weather doesn’t affect us. We (competitors) are all on the same page going to the plant so it’s a more competitive price,” Jakubowicz says.

Days can start early and end late, but he follows a disciplined routine.

“I have a Beaver of Wisconsin 2,000 psi hot-water pressure washer in the shop, and my truck gets washed every day,” Jakubowicz says. He washes it outside at the end of the day and parks it inside overnight so it’s ready to go early the next day.

Owning good equipment is another important factor in the continued success of Countryside Septic Service. Jakubowicz purchased a new truck at the end of last year, a 2019 International HX with a 5,000-gallon stainless steel tank built by Imperial Industries. “Because I am by myself, this bigger truck will be more efficient,” he says, noting he can pump up to four tanks before having to go to the treatment plant.

He opted for an National Vacuum Equipment 4310 blower instead of a vane pump, which requires less maintenance because it doesn’t use oil. “The performance of the blower is key. Recovery time is instant. It holds vacuum and maintains really well on the deep tanks and with a lot of hose out,” Jakubowicz says.

He also added a heated water tank, that comes in handy for cleaning his hose before wrapping it up on the truck. Finally, he treated himself to a luxury he once thought he would never add — heated leather seats. “I nev-

“ Going to a treatment plant took all the guesswork out. It’s made it so much easier. Weather doesn’t affect us. We (competitors) are all on the same page going to the plant so it’s a more competitive price. ”

**TOM JAKUBOWICZ**

## Happy wife, happy life

As a sole operator of a pumping business, Tom Jakubowicz stresses the importance of maintaining good business relationships. That includes customers, vendors, his mechanic ... and most of all, his wife, Tina Jakubowicz.

“My wife is my best friend and my business partner. There is no way I could run this business by myself. We make a great team. We do everything together and look forward to weekends with each other,” Jakubowicz says, even when that means doing paperwork for the business.

Tina works full time for sporting goods retailer Scheels All Sports during the week, so she uses Saturdays and Sundays to deal with treatment plant paperwork, monthly ledgers, county mailings and preparing bank deposits. Tom takes care of scheduling the jobs, paying the bills and invoices.

When they have some extra time, they enjoy going to their cabin on Lake Holcombe or walking or riding an all-terrain vehicle on the trails at their farm. Most summers, those times can be rare, and many trips to the lake have been shortened to respond to customers calls. So they make the best of their time together.

“To us, it doesn’t matter what comes up as long as we’re together,” Tom Jakubowicz says.

In 2014, they purchased 100 acres and built a home and a work-friendly 42-by-78-foot heated shop.

“My hobby is my work,” Jakubowicz says, so he built the shop for work and comfort. Besides the garage bay for his truck, he has space for a man cave. It’s just a space to unwind, he says, with a kitchenette, bathroom and television to catch the news or occasional TV shows. “It’s nice to have a spot away from the main shop area to review the next day and schedule jobs,” he says.

It’s also handy when he gets an emergency call and needs to jump in the truck and respond.

“I take my business personally,” he says. “I want to do it right; I want my customers happy.”





er thought I'd appreciate them that much, but it just makes your day go so much better when you come in from the snow and cold," he says.

### FOR ALL SEASONS

The winter of 2018-19 was a true test for the heated water tank and heated seats. With frigid temperatures setting in before snow could insulate the ground, drainfields and mound systems froze, so he was busy pumping some tanks on a weekly to monthly basis. "Then in February I had snow up to my hips, which made it more difficult," he adds.

By early April, he was focusing on catching up with regular customers, before area counties mailed notices to residents required to have their tanks inspected — and pumped if needed — which happens every three years according to Wisconsin law. The notices typically generate calls from old and new customers who aren't on a regular schedule.

For additional work, Jakubowicz sends out mailings. "As haulers, we can get the lists (from counties), so I send follow-up cards. People wait for the card to come and then call me. I found that mailings are the best way; you're direct-advertising," he says.

Looking back, he realizes he has come a long way since he started in the business. Right after buying Countryside Septic Service, he remembers the exhilaration of making \$350 in one day and the anxiety that followed when the truck sat unused for the next five days. But nearly three decades later, he has built up a successful, busy business and has found stamina during times when it is difficult to be a sole operator.

For example, he was down with the flu when he got a true emergency call for Wisconsin. A tavern owner called at 9 p.m. reporting the bathrooms were backed up. It was Friday night — the day before the gun deer hunting season opener. "You deal with it and realize it's got to get done," Jakubowicz says. "I'm available seven days a week."

He adds he is in it for the long haul.

"My goal is to be in business 50 years. Hopefully, physically, I can make it to 70," Jakubowicz, now 47, concludes. "In the next 10 years, I want to find someone who can come into the business as a partner and will eventually take over." ■

Tom Jakubowicz pulls away from the office, heading off to one of several daily septic service calls around his Cadott, Wisconsin, home.

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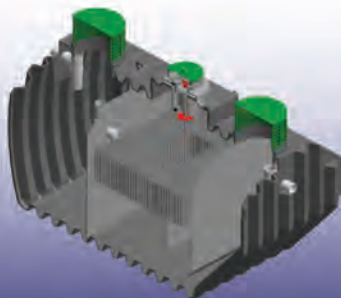
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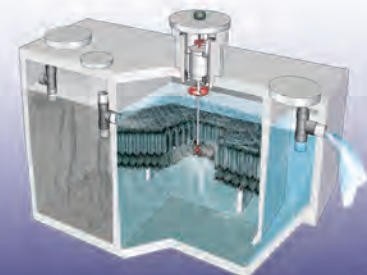


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# Sittin' Pretty

Don't let their elegant appearance fool you. Our 2019 Classy Trucks can get down and dirty.

By Jim Kneiszel

**T**he 2019 Classy Trucks represent a hardworking fleet that makes life easier and more profitable for their lucky owners. Their beauty on the outside complements the rugged, day-in day-out dependability today's pumpers require.

Let's face it, septic service is a fast-paced business and your truck has to show up to appointment after appointment and never fail you. That means big tanks, powerful engine and transmission, and a pump powerful enough to pull long distances and up steep grades when needed.

But your trucks also have to enhance your professional image. It's not acceptable anymore to show up at a job site in a busted down rust bucket and expect to gain the respect of your customers. You need shiny paint, chrome accents and graphics that sell your service as you drive down the road.

These trucks have all of those ingredients, in spades!

With your vote, you can pay tribute to the men and women who had the vision to design these great trucks to suit the workload of their busy pumping companies.

Look over the 18 Classy Trucks and choose your favorite. Reader votes will be tallied and added to the picks from our team of COLE Publishing judges to choose the winner. But make your pick quickly. Voting ends Dec. 20, so get to it.

**JANUARY**



**Wolfer's Septic Service**  
Dansville, New York

Todd Wolfer added this 2012 International WorkStar with a Pik Rite 4,100-gallon waste and 100-gallon freshwater steel tank and MEC800 with auto-lube and air-shift PTO to provide vacuum. The truck is powered by a Navistar MaxxForce engine linked to a Fuller 18-speed transmission (Eaton Vehicle Group) and is used for residential septic service.



**Deuces Wild Septic Service**  
Mandan, North Dakota

Kirt Pelster added a 2004 International DT466 truck with a 2,500-gallon stainless steel Hull's Truck Bodies tank and a Jurup/Chandler pump. The truck is painted DuPont Mesa Metallic Blue and features an automatic transmission (Allison Transmission), Alcoa aluminum wheels, top and rear manways, rear sight glasses, a diamond plate toolbox and lined hose trays. The truck is used for residential and commercial septic and grease trap pumping.



**Service Pumping & Drain**  
North Reading, Massachusetts

Dick Mottolo added this 2017 Mack midnight blue GU713 with a 5,200-gallon Robinson Vacuum Tanks aluminum tank and National Vacuum Equipment 4310 blower package, and it was purchased from TSI Tank Services. The rig is powered by an MP8-455M engine tied to an automatic transmission (Allison Transmission). The truck is used for pumping grease traps, lift stations, septic tanks, nonhazardous wastewater and sewer manhole cleaning.



**G&L Septic**  
St. Charles, Illinois

Chad Johnson added an all-white 2018 International 7500 with a 4,200-gallon aluminum tank and 500 cfm National Vacuum Equipment blower, built out by Advance Pump & Equipment. The truck is powered by an L9 Cummins 370 hp engine tied to a rugged-duty six-speed transmission from Allison Transmission with full-locking rear end. The truck is used for residential and commercial septic pumping.



## APRIL



### **Schulteis Pumping** Slinger, Wisconsin

Nathan Hill added a red 2018 Peterbilt 367 with an Imperial Industries 6,000-gallon aluminum tank and National Vacuum Equipment 4307 560 cfm blower. The truck is powered by a Cummins ISX15 engine tied to a Fuller 8LL transmission (Eaton Vehicle Group) producing 485 hp. The truck is used for septic pumping.

## APRIL



### **A-1 Evans Septic Service** Minot, North Dakota

Reid Hanson added a white 2013 Peterbilt vacuum truck with a 4,200-gallon aluminum tank (Imperial Industries) and HXL400WV liquid-cooled pump (Masport). The truck is powered by a PACCAR MX-13 engine tied to a Fuller 10-speed transmission (Eaton Vehicle Group). It features many additional chrome accents and is used for septic and grease trap service.

## MAY



### **Master Rooter Plumbing** Meridian, Idaho

Lance Rackham added a 2018 Peterbilt 567 from Jackson Peterbilt of Boise, Idaho, carrying a 3,500-gallon waste/200-gallon freshwater aluminum Imperial Industries tank and a National Vacuum Equipment 866 Challenger liquid-cooled pump. The rig is powered by 430 hp PACCAR engine tied to a 10-speed Eaton Fuller transmission. It is used for car wash pits, parking lot basins, sand/oil separators and occasionally septic and grease trap pumping.

## JUNE



### **JCL Septic Service** Antrim, New Hampshire

Jon Charlonne and Cory Lawrence added a red, gold and cream 1980 Kenworth W900A, adding a 4,000-gallon aluminum Amthor International tank and National Vacuum Equipment 866 vacuum pump. The rig is powered by an 8-volt 92A Detroit diesel 435 hp engine tied to a 15-speed Fuller transmission (Eaton Vehicle Group). The owners added the tank themselves and left the truck largely original. It is used for residential and commercial septic service.

## JUNE



### **Land Works/ProSeptic** Scituate, Rhode Island

Joe Procopio bought a 1989 Mack RB688S with a steel 3,300-gallon Andert tank and Jurop/Chandler R260 pump and then refurbished the truck in the company shop. The truck was painted white and John Deere green. It is powered by a Mack 350 hp engine and a 12-speed Mack transmission. The truck is used for residential and commercial septic service.

## JULY



### **Crech's Plumbing** Wilson, North Carolina

Stacy Creech added a 2017 crackling red Kenworth T880 carrying a 4,000-gallon steel tank from Lely Tank & Waste Solutions and a National Vacuum Equipment 4307 blower. The truck is powered by a PACCAR MX-11 385 engine connected to an Allison automatic 4000 RDS six-speed transmission. The truck is used for cleaning septic tanks, grease traps, lift stations and some industrial waste transfer.

## AUGUST



### **Ken's Septic Cleaning** Holcombe, Wisconsin

Kenneth and Sandra Begalke added a Bright Star Blue Metallic 2018 International HX620 with a 5,000-gallon Imperial Industries aluminum tank and National Vacuum Equipment 4307 blower from Mid-State Truck Service. The truck is powered by a Cummins ISX 525 engine tied to an Allison automatic six-speed transmission. The truck is used to pump residential and commercial septic and holding tanks.

## AUGUST



### **Scoles Septic Service** Bolton, Ontario

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 that year in Nashville, Tennessee. The truck carries a 4,083-gallon galvanized steel Vacutrx tank and Wallenstein 1050 pump and is powered by a Cummins ISM 385 hp engine wed to a 13-speed Fuller transmission (Eaton Vehicle Group). The truck is used for septic pumping.

## SEPTEMBER



### **A Plus Septic Service** Durham, Maine

Jason Turcotte added this white 2019 Peterbilt 348 septic service truck with a 3,800-gallon steel tank and National Vacuum Equipment 4307 blower package from Imperial Industries. The rig has a special-order PX-9 engine sending power to the wheels through an Allison automatic transmission. The truck is used for residential and commercial septic pumping and grease trap service.



OCTOBER



**Snyder's Environmental Services**  
Columbus, Indiana

Richard Snyder added a white 2018 Freightliner M2 106 with cactus green and sapphire blue graphics carrying a 4,000-gallon painted aluminum tank and National Vacuum Equipment 4310 blower package from Imperial Industries. The truck is powered by a Cummins L9 350 hp engine tied to an Allison automatic transmission. The truck is used for residential septic pumping.

OCTOBER



**A-1 Smith's Septic Service**  
Huntsville, Texas

Milton and Nancy Widner added a white 2019 Freightliner M2 106 carrying a 4,000-gallon waste and 200-gallon freshwater 5/16-inch aircraft aluminum tank and Fruitland pump from Amthor International. The truck is powered by a Cummins L9 350 hp engine tied to an Allison automatic transmission. The truck is used for pumping septic tanks and grease traps.

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NOVEMBER



**Price's Septic Tank Service**  
Danielsville, Georgia

Shane, Misty and Cody Price added a white and viper blue 2018 Peterbilt 348 with a 3,000-gallon waste and 300-gallon freshwater steel tank and National Vacuum Equipment 4310 blower package from Pik Rite. The truck is powered by a PACCAR PX-9 375 hp engine sending power to the wheels through an Allison automatic transmission. The truck is used for septic and grease trap service, jetting and pumping lift stations.

DECEMBER



**Tony Streett & Sons Septic Service**  
Lewes, Delaware

Anthony W. Streett added a refurbished fire-engine red and white 2007 Mack Granite with a 4,500-gallon stainless steel tank and Masport Hydra pump from Transport Truck Sales. The truck has a 370 hp turbo diesel engine sending power to the wheels through a 10-speed manual transmission. The truck is used for residential and commercial septic service.

DECEMBER



**A-1 Septic Service and Installation**  
Rhineland, Wisconsin

Tom Arts added a white 2012 Peterbilt 359 with a 4,800-gallon steel tank and Jurop/Chandler pump built out by Pik Rite. The truck is powered by a PACCAR MX-13 525 hp engine tied to a Fuller 8LL transmission (Eaton Vehicle Group) with Parker PTO. The truck is used for residential and commercial septic, holding tanks and grease trap service.

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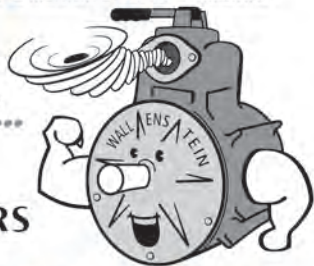
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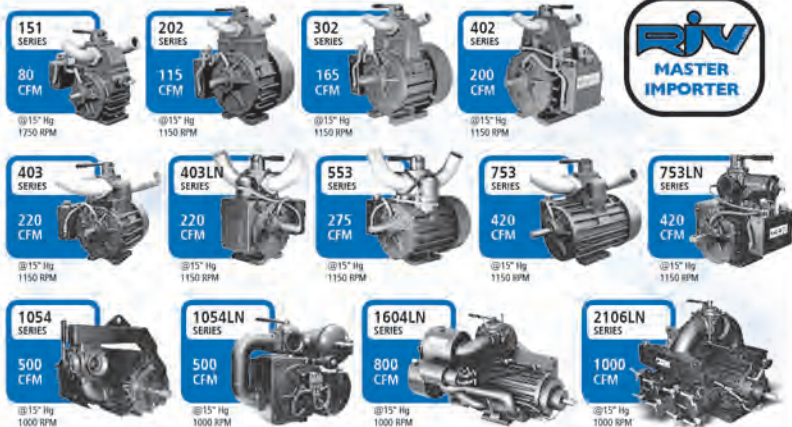


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# New York Communities Step Up Effort to Upgrade Substandard Onsite Systems

By David Steinkraus

The Lake George Town Board in New York approved an agreement that will help residents replace failing septic systems. Under the agreement, the nonprofit FUND for Lake George will create a program supplying grants to cover 50% of the cost of a new onsite system. Each grant will be capped at \$8,000.

Projects must be within 500 feet of Lake George or 100 feet of tributary streams for the lake, reports *The Post-Star* of Glens Falls. The fund allocated \$30,000 for four projects in 2019. The fund is also working with Warren County to apply to the New York Septic System Replacement Program, which also provides grants.

Lake George is located in the southeastern corner of Adirondack Park, and local people have become concerned by an increase in the amount of algae appearing in the lake and by a general decline in water quality.

Also in New York, Suffolk County held two public meetings about its plan to upgrade onsite systems to reduce nitrogen pollution along the county's Atlantic Ocean shore. Suffolk County is on the eastern end of Long Island, and many properties use cesspools for onsite wastewater treatment. In recent years, the county and its municipalities have focused on how to eliminate the cesspools and shift onsite treatment to lower-nitrogen alternatives.

The county plan identifies 190 subwatershed areas in the county and proposes nitrogen-reduction goals for each. Onsite system upgrades would progress in four phases during the next 50 years, reports the East End Beacon of New Suffolk. But officials believe the plan could have an effect on water quality in as few as 10 years.

During the first phase, from now until 2023, there would be 10,000 upgrades or connections to municipal sewer systems. Total cost of the plan is estimated at \$4 billion. First-phase projects would be paid for with \$535 million in federal and state money.

The local wastewater industry can support about 1,000 installations per year now, but that will grow, Deputy County Executive Peter Scully tells the newspaper.

## Hawaii

In September, the Maui County Committee on Governance, Ethics and Transparency voted 5-3 to recommend settling the county's case with Hawaii Wildlife Fund and several other parties. The case was scheduled for oral arguments before the U.S. Supreme Court. If the parties agree to settle the case, it would be dropped from the court.

Under the settlement, the county would be expected to reduce its use of injection wells to dispose of treated wastewater, reimburse the litigation costs of the wildlife fund and the other parties who brought the lawsuit, and abide by a National Pollutant Discharge Elimination System permit.

For years the county has pumped treated municipal wastewater into injection wells that carry it deep underground. In 2011, the U.S. Environmental Protection Agency funded a tracer dye study that found wastewater

from the wells flows into groundwater and back into the ocean near Kahekili Beach where it was linked to environmental damage such as algae blooms that smother coral reefs.

In 2018, the environmental law firm Earthjustice, which represents Hawaii Wildlife Fund, said the county's Lahaina Wastewater Reclamation Facility injected 3 million to 5 million gallons of wastewater daily. The wildlife fund filed suit, claiming the county's pumping should be subject to the Clean Water Act. A federal district court and the 9th Circuit Court of Appeals in San Francisco agreed, and then the county appealed the decision to the Supreme Court.

What is critical about the case is the potential change in how the Clean Water Act is applied. When it was written in the early 1970s, it specifically excluded some nonpoint sources such as agricultural and forestry practices, according to Erin Ryan, of the Florida State University College of Law. Congress focused the law on pollution sources easy to clean up, such as pipes coming out of factories. Where we are now, she says, is deciding how to deal with those remaining sources of pollution.

The difficulty is how to cope with pollution that is discharged from a point source but that contaminates regulated surface waters through a stretch of groundwater. "How should we think about the connections between surface water and hydrologically related groundwater, and what do we do about the sources of pollution that are really genuine threats to the nation's waters but are conveyed by something not as easily attached to a point source designation, such as a factory pipe?" Ryan asks.

## Virginia

Homeowners with failing septic systems or no system may be eligible for financial help if they live in Bland, Carroll, Grayson, Smyth, Washington or Wythe counties, or the cities of Bristol or Galax.

The Mount Rogers Planning District Commission, which serves these municipalities, is applying for a grant for 2020 from the Virginia Department of Housing & Community Development, reports the news website *SWVA Today*. Funds will help low- and moderate-income families who do not have safe drinking water supplies or who have failing septic systems or no septic system.

In 2019, 13 projects were completed, and planner Josh Smith expects the district will receive grant money for another 13 projects in 2020. Applications for the 2020 program may be submitted beginning in mid-October.

## Michigan

Two counties on the northwestern side of the Lower Peninsula are trying to take different directions with requirements for onsite system inspections at the time a property is sold.

Kalkaska County commissioners are deciding whether to complete a proposal to withdraw from the inspection program operated through the



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area health department, reports the *Traverse City Record-Eagle*. In nearby Manistee County, commissioners are trying to remove exemptions in order to strengthen the program.

Because the same health department covers both counties, each county's commissioners must approve the actions of the other county. Both county boards have refused to consider the other's requested changes.

People in favor of the program say it protects homebuyers and helps keep drinking water safe, while opponents say the program has too many exemptions and creates a backlog of transactions on hold pending inspections. At a public hearing in Kalkaska County, several people told commissioners that the program could be amended to address criticisms while protecting the environment.

## Florida

A Charlotte County study concluded its future development would depend on onsite systems because sewer system expansion is not keeping up with growth. The study is part of a state-mandated review of water and sewer capacity that takes place every five years, reports the *Port Charlotte Sun*. The county is in the southwestern part of the state near Fort Myers.

Five years ago, a similar study concluded the number of new onsite systems was decreasing, but in the last few years, the number has ballooned as people built new dwellings, says Matt Trepal, the county's principal planner. To address the water-quality programs that come with old systems, the county is removing those in critical areas near open water.

## South Dakota

The Rapid City Regional Airport got in trouble for dumping thousands of gallons of wastewater on its property without talking to the state Department of Environment and Natural Resources. Last summer, the airport hired a contractor to pump 30,000 gallons of wastewater from its overfull lagoon onto another part of its property. In August, another 74,100 gallons were pumped to the same place.

"We were getting calls that the airport was land-applying the water, which was one of their options, but they had not gone through the necessary steps to get the Department of Environment and Natural Resources' approval," Brian Walsh, environmental scientist manager with the department, tells TV station KEVN. He says his agency told the airport to stop what it was doing and consider a permit for land application.

The airport's executive director says heavy rains brought about more use of car washes for rental vehicles, and that put an extra 100,000 gallons of water into the lagoon. ■

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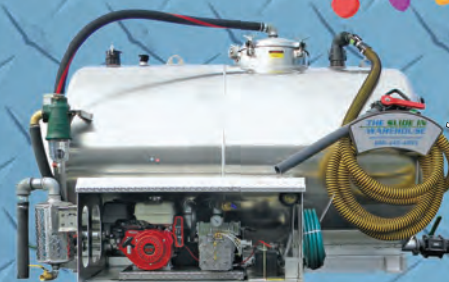
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Jeff Haden is a contributing editor for *Inc* and a LinkedIn Influencer.

# Nine Tips to Build Trust for Your Small Business

Want to make a great first impression with potential customers?

Listen, deflect praise on others and treat every stranger with respect! **By Jeff Haden**

**W**ant to make the people you meet instantly feel more comfortable? Want to make the people you meet instantly feel valued and respected? In short, want to make a great first impression? The key, according to Amy Cuddy, is to realize people subconsciously ask themselves one question when you first meet: “Can I trust you?”

“From an evolutionary perspective,” she writes in her book *Presence*, “it is more crucial to our survival to know whether a person deserves our trust.” That’s why — especially if you’re meeting someone in a business setting — showing that you are skilled, experienced or capable isn’t nearly as important as showing that you are trustworthy and likable.

To make a great first impression, first show that you’re someone who can build and maintain great relationships — and make people feel better about themselves. How do you make a great first impression in a genuine and authentic way?

## 1. Listen 10 times more than you speak.

Ask questions. Maintain eye contact. Smile. Frown. Nod. Respond — not so much verbally, but nonverbally. That’s all it takes to show the other person that he or she is important. Then when you do speak, don’t offer advice unless you’re asked. Listening shows you care a lot more than offering advice does, because when you offer advice, in most cases, you make the conversation about you. Only speak when you have something important to say — and always define “important” as what matters to the other person, not to you.

## 2. Shift the spotlight.

No one receives enough praise. No one. Whenever possible, start the conversation by telling the other person what they did well. Not only will people appreciate your praise, they’ll appreciate the fact you care enough to pay attention to what they do. And then they’ll feel a little more accomplished and a lot more important ... and they’ll love you for making them feel that way.

## 3. Give before you receive (and assume you may never receive).

Never think about what you can get. Focus on what you can provide. Giving is the only way to establish a real connection and a real relationship. If you focus, even in part and even for a moment, on what you can get out of the other person, you show that the only person who really matters is you.

## 4. Put everything else away.

Don’t check your phone. Don’t glance at your monitor. Don’t focus

You can never connect with others if you’re busy connecting with your stuff, too. Give the gift of your full attention. That’s a gift few people give.

on anything else, even for a moment. You can never connect with others if you’re busy connecting with your stuff, too. Give the gift of your full attention. That’s a gift few people give. That gift alone will make others want to be around you and remember you.

## 5. Don’t be self-important.

The only people who are impressed by your stuffy, pretentious, self-important self are other stuffy, pretentious, self-important people. The rest of us aren’t impressed. We’re irritated, put off and uncomfortable. And we hate when you walk in the room.

## 6. Show that other people are more important.

You already know what you know. You know your opinions. You know your perspectives and points of view. All that isn’t important because it’s already yours. You can’t learn anything from yourself. But you don’t know what other people know, and everyone, no matter who he or she is, knows things you don’t know. That makes other people a lot more important than you — because you can learn from them.

## 7. Choose your words.

The words you use impact the attitude of others. For example, you don’t have to go to a meeting; you get to go meet with other people. You don’t have to create a presentation for a new client; you get to share cool stuff with other people. You don’t have to go to the gym; you get to work out and improve your health and fitness. You don’t have to interview job candidates; you get to select a great person to join your team. We all want to associate with happy, enthusiastic, fulfilled people. The words you choose can help other people feel better about themselves.

## 8. Don’t discuss the failings of others.

Granted, we all like hearing a little gossip. We all like hearing a little dirt. The problem is, we don’t necessarily like — and we definitely don’t respect





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Spring Susp., 281,244 Miles,  
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RA 40,000, 3600 Gal. Steel Tank,  
Heated Valves, Full Lockers



**'05 International 7500 SBA**  
International HT530, 325 HP,  
Eaton-Fuller Trans., Air Ride Susp.,  
FA 20,000, RA 40,000, 347,682 Miles,  
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Full Opening Rear Door, Full Lockers



**'13 Peterbilt 367**  
Cummins ISX, 450 HP, Air Ride Susp.,  
Eaton-Fuller Trans., 226,932 Miles,  
FA 20,000, RA 44,000, Tandem 6x4 Axle,  
271" Wheelbase, 4250 Gal. Imperial  
Tank, Jurop LC420 Liquid Cooled Pump



**'06 Freightliner Columbia**  
Detroit Series 60, Fuller Trans.,  
Air Ride Susp., Tandem 6x4 Axle,  
FA 18,740, RA 46,000,  
232" Wheelbase, 652,138 Miles,  
4200 Gal. Steel Tank, Jurop R260 Pump



**'02 Sterling L7500**  
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Spicer 7 Spd. Trans.,  
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FA 10,000, RA 22,700, Single Axle,  
2500 Gal. Steel Tank



**'07 International 8600**  
Cummins ISM, 410 HP, Fuller Trans.,  
Air Ride Susp., Tandem 6x4 Axle,  
FA 12,000, RA 40,000, 351,651 Miles,  
2016 Model Year 3600 Gal. Steel Tank,  
Jurop Pump, Heated Valves

— the people who dish that dirt. Don't laugh at other people. When you do, the people around you wonder if you sometimes laugh at them.

**9. And readily admit your own failings.**

Incredibly successful people are often assumed to have charisma simply because they're successful. Their success seems to create a halo effect, almost like a glow. The key word is "seems." You don't have to be incredibly successful to make a great first impression. Scratch the shiny surface, and many successful people have all the charisma of a rock. But you do have to be incredibly genuine to be remarkably charismatic. Be humble. Share your screw-ups. Admit your mistakes. Be the cautionary tale. And laugh at yourself. People won't laugh at you. People will laugh with you. They'll like you better for it — and they'll want to be around you a lot more. ■

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Billy Shaw is shown with one of the C & W Hanover Septic trucks built out by Imperial Industries and running a National Vacuum Equipment blower. (Photos by Kevin Blackburn)

# FAMILY FIRST

The C & W Hanover Septic crew remembers Scott Knight's legacy of hard work and customer service as they pump, repair and install onsite systems in Virginia *By Ken Wysocky*

**M**any factors have contributed to C & W Hanover Septic's success over the last four decades, including service diversity, an emphasis on newer and well-maintained trucks, embracing productivity- and profitability-enhancing technology, and a strong commitment to customer service.

But in the end, the story of this Mechanicsville, Virginia-based company's business odyssey — which started when the late Scott Knight bought the company in the late 1970s — centers squarely on both family and the hard work and sacrifices required to keep a family business operating.

For years, Knight and his wife, Trudie Knight, ran the company mostly by themselves, with help from Trudie's son, Billy Shaw, who now owns the business and runs it with his wife, Melissa Shaw, who is vice president. "I've never seen anyone with the work ethic of my stepfather and my mom," Billy says. "They taught me to provide customer service that's second to none."

## C & W Hanover Septic Mechanicsville, Virginia

**OWNER:** Billy Shaw

**YEARS IN BUSINESS:** About 50

**EMPLOYEES:** 11

**SERVICE AREA:** 40-mile radius around Mechanicsville

**SERVICES:** Residential septic service; septic system installation and repair

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



Billy started working for his stepfather in 1996, filling in after school and working full time during summers. After graduating from high school, he went to college, where he planned to earn a business degree before returning to the family business.

But all those plans suddenly changed in 2001 when Scott was diagnosed with cancer. "I dropped out of college in 2001, and he passed away in 2004," Billy says. "The plan was to get a business degree and eventually take over the company. ... It just happened earlier than expected."

*(continued)*





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**Above:** Vacuum service driver Cole Margulies arrives at a home to pump a tank. On the left is one of three International service trucks from Imperial Industries, all using National Vacuum Equipment blowers.

**Right:** Billy Shaw confers with his mother, Trudie Knight, on the day's workload.



"Then mom owned the company," he continues. "She'd been working in the office since the mid-1980s, so she knew everything about the business. She and I pretty much ran the company together. I bought the company in January 2017, but she still works in the office — and she still works as hard as she ever did."

### HIS MEMORY LIVES

Route drivers are reminded of Scott every time they head out on the road, courtesy of the phrase "Riding with SPK" (Scott's initials) lettered on all the trucks. "We all see that every day, and it reminds us that he's the reason all this is going on," Billy says.

Furthermore, Trudie also ensures his legacy is honored every day through a sharp focus on helping customers. "Her knowledge has been so invaluable to us," Melissa says. "She knows the ins and outs of the septic business better than anyone."

"And she has a world of patience, too," she adds. "She'll help customers fix their own pumps and diagnose problems over the phone. She really enjoys the interaction with customers. Without her, we wouldn't be where we are today."

"She never let me slack off one bit," adds Billy. "She made me the man I am today."

The Knights' emphasis on customer service also lives on in ways both big and small. Melissa says that even if customers call at 3 a.m., Trudie will answer the phone — not an answering service. "One time we answered the phone at 10:45 p.m. on a Friday and got a frantic customer who was in tears," she says. "Billy tried troubleshooting with her for more than half an hour. Finally, at 11:30 p.m., Billy said, 'We have to go out there.' And he did."

Another time, a customer's wedding ring fell down a sink drain. Jimmy Butler, a technician, went to pump out the tank. Before leaving the job site, he'd found the ring and returned it.

"Our company is only as good as its employees," Billy says. "Our three drivers are unbelievable — very polite and considerate." His assertion is backed by the company's cumula-

*(continued)*

“ We have to live up to our slogan, which is 'Serving all your septic needs.' That helps us attract customers, as well as retain them, because they know we're a one-stop shop that will take care of all their problems. ”

MELISSA SHAW



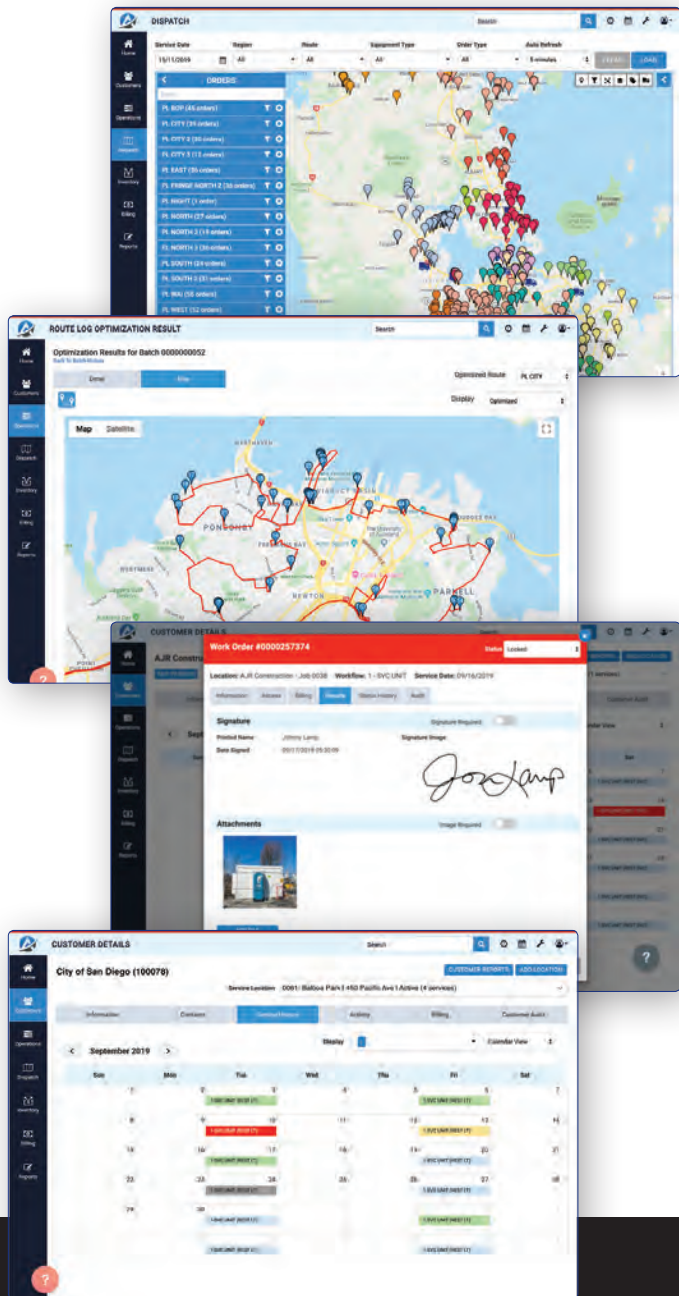
Shown in the crew photo are Margulies, Ed Schneck, Joe Loblano, Ben Robins, Scott Riggs, Chris Gove, Jimmy Butler, Knight, Billy Shaw, Melissa Shaw, Susan Parsley and Shawn Riggs.





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Jimmy Butler, left, and Shawn Riggs lay out new corrugated plastic lines to replace those clogged with sediment.

gravity and alternative systems. They use concrete tanks made by Hanover Precast about 95% of the time, as well as plastic tanks made by Infiltrator Water Technologies, Billy says.

In certain situations, the company installs a variety of alternative systems used on sites with challenging soils and terrain. They use AdvanTex fixed-growth systems from Orenco Systems and aerobic systems made by Clearstream Wastewater Systems, BioMicrobics (MircoFAST), Delta Treatment Systems (ECOPOD) and Fuji Clean USA. The company also occasionally installs peat fiber systems made by Anua (Puraflo) and Premier Tech Aqua (Ecoflo). In addition, Billy orders EZSet risers by Infiltrator.

*(continued)*



Billy Shaw, foreground, and Ed Schneck provide maintenance to an AdvanTex system from Orenco Systems.

tive 4.7 out of five stars rating on Google reviews. Almost every review praises the company's employees for their dedication and high level of customer service.

"We pay a lot of attention to online reviews because we use them ourselves," Melissa says. "It's one of the best gauges of a company's performance."

### ONE-STOP SHOP

About 50% of the company's revenue stem from pumping, with system repairs chipping in roughly 30% and installations accounting for the balance. Billy says the company has been diversified since the day Scott bought it.

"We want to help our customers 100%," he says. "I would hate to go out, pump a tank, find something wrong and then tell the customer, 'Sorry, this is your problem,' and just walk away. We want to be able to fix whatever the problem is. In fact, we bought a water jetter just so we wouldn't have to tell customers to call someone else if they have a clogged line."

"We have to live up to our slogan, which is 'Serving all your septic needs,'" Melissa adds. "That helps us attract customers, as well as retain them, because they know we're a one-stop shop that will take care of all their problems."

Pumping is particularly valuable because it leads to repairs — and sometimes even new installations. "We do so many repairs because we pump so many tanks," Billy says, noting the company pumps out roughly 4,000 tanks a year.

The company installs about 50 septic systems a year, both conventional

## The ties that bind: Family and friends create a caring culture

It's usually easier to create a familylike atmosphere at smaller companies, but it's been even easier at C & W Hanover Septic in Mechanicsville, Virginia. Why? Out of the company's 11 employees, all but two are either related or were good friends before they were hired, says Melissa Shaw, vice president and the wife of company owner Billy Shaw.

The other eight employees are Billy's mother, Trudie Knight (who's been with the company ever since her late husband, Scott Knight, bought the company in the late 1970s); Joe Loblano, Shawn Riggs and Jimmy Butler, who do installations and repairs; route drivers Scott Riggs (Shawn's son), Cole Margulies and Chris Gove; Susan Parsley, secretary; and the newest employee, Ben Robins, who's being trained to do installations.

"Joe has been with us for 12 years and is my right-hand man," Billy says. "And we also have to mention Ed Schneck, a local school teacher who has worked with us seasonally for the last five summers."

In an industry where attracting and retaining employees is a challenge, C & W Hanover Septic has minimal employee turnover. One reason is that all the employees were hired through referrals from existing employees and friends. In addition, the company offers top-level benefits, including paying for all health care insurance premiums for not just employees, but their families, too, Melissa says.

"It's a big expense, but it's something we can do for them that's the icing on the cake," she explains. "We don't want them to go anywhere else. We want them to know we value them and want them to feel appreciated."

The company also offers IRA savings plans, and in 2015, the Shaws took all employees and their spouses on a five-day, all-expenses-paid cruise to Bermuda. Other benefits include an annual Christmas dinner, Christmas bonuses and flex time, she says.

"All of our employees are salaried, too, so we don't really keep a record of their time off," she adds. "It's just another benefit of working for a small, tightknit business."

On their birthdays, employees receive a \$100 gift card. They also receive annual salary increases. And if an employee soldiers through an especially tough week, Melissa might hand out \$50 to \$100 bonuses. "I want to show them that I appreciate it when they work longer days or have a super-busy week," she says. "We know how hard it is to work on weeks like that."

"If you do find someone who's good, you have to take care of them and show them how valuable they are," Billy says. "If not, they'll go out and find something else." And as a bonus, Melissa says she's found that employees who know they're appreciated will always do more than what's expected of them.



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**Above:** Billy and Melissa Shaw are shown with their children, Mason and Hadley.

**Left:** Scott Knight, shown with Trudie Knight, bought the company in the 1970s and passed away in 2004.

## TOOLS OF THE TRADE

To keep installations and routes running smoothly, the company relies on Jobber, a business management software designed for service businesses. The company also used GPS trackers from Verizon Connect to keep track of service vehicles.

“We get a lot of emergency pumping calls during the day,” Melissa says. “The GPS tracking helps us figure out who’s closest and how fast they can get there. It makes scheduling so much easier, plus it also keeps track of scheduled maintenance for vehicles, which is a big help.”

Of course, providing so many services requires a large fleet of equipment. The company owns three vacuum trucks, all built by Imperial Industries on 2018, 2019 and 2020 International chassis. Each truck carries a 4,000-gallon aluminum tank and is equipped with a National Vacuum Equipment 4307 blower (560 cfm). The company also runs a backup truck built by Pik Rite on a 2013 Peterbilt 382 chassis with a 4,000-gallon aluminum tank and a Masport 400 pump.

As indicated by the model years, the company has started to replace trucks on a regular cycle. The main reason? Billy says he’d rather make a monthly fixed payment on a new truck than keep trucks so long that unexpected repairs get out of hand and disrupt budgeting and cash flow.

“We haven’t always done this (buy a new truck three years in a row), and I don’t know that I even meant to do it,” Billy explains. “In one instance, we added a new employee, so we needed a new truck. But the main reason is that it seems like you pay \$5,000 or \$10,000 every time you take a truck in for repairs.

“Especially with the emission systems on newer trucks ... it seems like there always are issues,” he continues. “So now we plan to swap trucks out of our fleet every five years.” As insurance, the company takes out extended five-year warranties on the work vehicles.

Billy also believes that new trucks look nicer, which helps promote the company and increases brand recognition. “Our guys keep our trucks really clean,” he says. “Our bright lime-green lettering really pops against the shiny aluminum tanks.

“We like to grow slow. Our goal is to keep that small, family-run business feel and keep our customers and employees as our top priority.”

**BILLY SHAW**

“We get calls all the time from customers who tell us how nice our trucks look. I think people would prefer to deal with a company that keeps things looking nice.”

## THE FUTURE IS BRIGHT

For installations, the company relies on a 2018 Link-Belt excavator, 2015 Kubota mini-excavator, 2015 Takeuchi track loader, 2015 Ford F-350 service truck, 2014 Ford Econoline service van, 2017 Ford transit service van, 2008 Mack Granite tri-axle dump truck, Eager Beaver Trailers 20-ton flatbed trailer for hauling excavation equipment, Towmaster 9-ton trailer and 2007 Caterpillar backhoe.

To perform drainline cleaning and maintenance, the company invested in a Spartan Tool 727 cart-mounted water jetter (3,000 psi at 4 gpm); five pipeline inspection cameras, one Spartan Tool Explorer L200 and four MSA-NG2 MyTana Mfg. models; and a MyTana Mfg. cable machine for cleaning drainlines.

But more often than not, Billy says the company replaces lines instead of cleaning them. “We’ve found that a lot of times when we clean a line, it continues to have problems, especially if they’re old cast iron pipes,” he explains. “We’d rather replace those with PVC so customers will have less problems down the road.”

Speaking of down the road, what do the Shaws see for the future of C & W Hanover Septic?

“I’d like to grow a little bit, but not a lot,” Billy says. “I wouldn’t mind growing enough to justify a second installation-and-repair crew and one more route driver.

“We like to grow slow,” he adds, pointing out that after 40 years, the company still has only 11 employees — and most of them came on board within the last 10 years. “Our goal is to keep that small, family-run business feel and keep our customers and employees as our top priority.” ■

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

# Sewage Is Coming Back Into the House. What Now?

Traumatic emergency calls about wastewater flowing the wrong way prompt careful evaluation and frank discussions with the homeowner **By Jim Anderson, Ph.D.**

**R**ecently I had a reader ask what he should inspect when there is a tank backup. I took this question to mean what should be looked for when the system is backing up into the house, rather than simply a tank problem. Based on discussions over the years, this question is probably similar to requests that you come out to look at and fix a backed up septic system. The following are some of my thoughts on what to troubleshoot to determine the cause of the backup, which leads to the solution of the problem.

I would start by asking a couple more questions before heading to the backyard to look at the tank. First, I want to find out if there is a sump with a pump in the basement or lower level of the home. If so, the problem could be with the sewage pump and sump and have nothing to do with the rest of the system.

If the answer is that everything flows out of the house sewer by gravity, then opening the tank is probably the next step unless there is a readily available clean-out for the sewer line that can be evaluated for a blockage in the line with either a snake or camera. Where I live, if there is any type of bow in the sewer pipe, it is subject to freezing during extreme cold weather; so the sewage does not make it to the tank! There was a lot of this in my area where we reach ambient air temperatures of 31 degrees F below zero. That's not wind chill, but the actual temperature.

## PIPING PROBLEMS

Next, I am going to inspect tank contents and the inlet and outlet baffles. If the tank contents are at the proper level, the inlet should be inspected carefully because a proper level means the blockage is either in the house sewer pipe or at the inlet.

Common conditions to look for:

- Is there adequate space between the inlet pipe and any cast-in-place baffle for sewage and associated solids to enter the tank? If the pipe was inserted too far during installation, toilet paper and other products that may have been flushed can hang up between the pipe and baffle.

- Does the sewer pipe come straight in or is cocked at an angle? This would cause solids to hang up in the pipe, eventually blocking the pipe. This is usually caused by tank settling or the pipe not being properly supported.

If the contents are above the invert of the outlet pipe, the tank should be pumped and evaluated. The outlet baffle, effluent screen and the piping leaving the tank should be inspected. If the baffle and effluent screen are in

place where they should be, inspecting the effluent screen should determine if this is the problem. The outlet pipe should be inspected for evidence it leaves at an angle or is out of round. If so, the tank has settled or piping was not properly installed and is not allowing effluent to leave the tank.

If water runs into the tank through the outlet, the problem is downstream from the tank. Any pretreatment component or pump tank downstream should be evaluated. In the case of a pump tank, there should be a separate alarm to indicate a problem with the pump. If there is no alarm, the tank should be pumped and the pump evaluated to see if it is operating properly and delivering the correct amount of effluent to the soil treatment part of the system.

## TO THE TRENCH

Piping to the soil treatment system should be evaluated for any blockages caused by solids, roots or freezing. If the piping is empty — as it should be — the problem lies in the soil treatment unit or soil. This is where access to drop or distribution boxes is very important to allow you to determine how the system is operating. Is effluent reaching all parts of the treatment unit, or is there a distribution problem of some sort? With ready access from the surface to each trench, it is easy to determine if all trenches are being used.

If one trench has effluent and the others none, the system is not operating the way it is supposed to. Not long ago, I had a discussion with a service provider doing an inspection of a system with periodic backups where only one trench out of three was being used. He wanted to approve the system because the problem would not get any worse and the current residents could get along the way it was without finding out why only one-third of the system was used. The system was not operating the way it should and needed to be fixed.

If the soil treatment unit is full and backing effluent to the house, household water use, size of the system and soil characteristics in the soil treatment area must be evaluated. There may be a limiting soil condition, water use may be exceeding system capacity or there were some installation or design mistakes.

Sorting out these issues can be time consuming, and the fix is probably going to be costly to the homeowner. But if you have reached this conclusion after thoroughly inspecting all parts of the system, it will be much easier to have a conversation with the homeowner about the need for a new soil treatment system. ■



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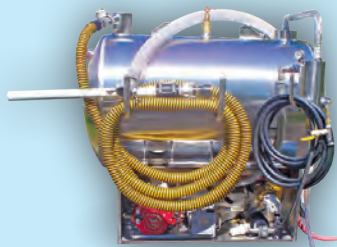


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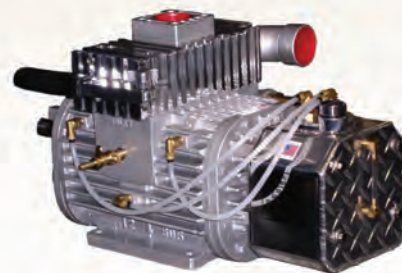


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Based in Racine, Wisconsin, Erik Gunn writes for magazines on business and other topics.

# Five Tips to Quickly Convert Invoices Into Cash

You can solve the age-old problem of lag time between services rendered and dollars in your bank account

By Erik Gunn

**C**ash flow is the lifeblood of your wastewater business. A hefty balance of accounts receivable might feel like it's money in the bank, but don't kid yourself. As long as they're unpaid, those receivables represent money in your customer's bank, not yours.

To boost your cash flow, you need to stay on top of those receivables, says Melinda Toy, vice president and director of treasury management for PyraMax Bank, a full-service commercial bank in suburban Milwaukee.

Toy offers a series of tips on how to do that, starting from the moment your customers agree to hire you for the service they need.

## 1. Require a signed contract.

This doesn't have to be complicated. But getting your customer's signature on the proverbial dotted line makes it clear from the start that everyone knows the price and the expected outcome of your work and the terms and conditions of your transaction.

## 2. Require a deposit.

For a really short-term job, like busting out a clogged drain, this might not be realistic. But for a larger job, such as a major septic system repair, which will come with hefty labor costs and upfront materials purchases, a down payment offers financial protection.

## 3. Invoice early and often.

Unless you're collecting immediately upon completion of the job, you can expect at least a day's lag for payment in the best of circumstances. But you want to do everything in your power to make sure that lag is as short as possible.

"The best practice should be to invoice upon completion of a project, shipping a product or completing a service," Toy says. If you want to get paid faster, don't fall into the practice of waiting for one day each week to send out invoices.

As much as possible, ask for payment on receipt. If you feel that's not possible or realistic, set a deadline of net 10 days (business days, not counting the weekends) for payment of a bill.

An alternative, especially for larger clients, is to offer a slightly longer payment window with a discount for early payment. For example, your invoice might set a net 30 days payment deadline for the full amount, but also offer a small discount for customers who pay in 10 or 20 days from the date of the invoice.

"Deadlines for payment of course also need to factor into your business model," Toy points out. "If it's not possible to get paid in 10 days, maybe there

If you want to get paid faster, don't fall into the practice of waiting for one day each week to send out invoices.

are some efficiencies you can put in place to at least shorten the cycle."

## 4. Make it convenient for customers to pay you.

Convenience is a two-way street. You want to make it convenient for your customers to pay as quickly as possible. But you also want to make it convenient for your business to convert that payment into cash on hand.

Literally demanding cash is probably not going to fly, for all kinds of reasons. The associated recordkeeping headaches and the fact you can't pay your own bills in cash are just two of them. Not to mention that you'll almost certainly turn away far more customers with a policy like that than you would with multiple payment options.

It's up to you if you want to refuse cash at all, but at the very least don't require it.

Taking checks is the most common practice. That's convenient for your customer and it should probably still be an option you offer. But how convenient is it for you, really? Remember, it still takes time to make the deposit.

"What about mobile deposit through my smartphone?" you might ask. That's a great convenience. It also comes with limitations, as the financial advice website Bankrate points out. Those include monthly limits on how much you can deposit by mobile and hold times for mobile deposits, especially after hours.

Credit card payment options have become standard, and easy to take with Square and similar swiping devices that attach to (once again) your smartphone or its bigger cousin, the tablet. Of course, there's also a fee that takes a bite out of your payment. Those usually combine a small flat-fee charge and a charge that is typically in the neighborhood of 2% of the bill.

Some merchants impose a transaction fee to offset those costs, but they can spark resistance among customers.

## 5. Explore new options.

Toy suggests another alternative to credit cards: automated clearing house payments. ACH is a form of electronic funds transfer, she explains, and it's becoming increasingly popular with businesses, even small ones. Toy says some of PyraMax Bank's customers even use it to pay their own bills, including handling payroll and paying vendors.



And businesses can establish ACH payment options for their customers using portal services.

"It's a faster way to get funds into your account. It's an alternative to a wire transfer," she explains.

ACH transactions typically settle within 24 hours, and same-day transfers through those systems are within our capability now. The system is more popular in Europe — "They more often settle those debits and credits the same day," says Toy — but catching on in the U.S.

ACH transactions have an advantage of much higher limits. Again, European countries, where limits are as high as \$1 million a day, are ahead of the U.S., where they're still at \$25,000 a day.

### SETTING UP

If you're interested in pursuing this newest approach to making payment easier — and therefore improving your business cash flow — have a conversation with the financial advisor who counsels your business. Only that professional will have access to the details about your personal circumstances that will be important in making a sound judgment.

But assuming you get sound advice that it's at least worth considering, Toy recommends these steps:

- Check with your financial institution's commercial banking department. If there's a treasury management office, such as Toy runs, that's your first stop. Otherwise, inquire about direct deposit options.

- Be prepared to present detailed financial operations records — perhaps two to three years' worth of tax returns — and to submit to a credit check. "ACH means some exposure to the bank," Toy points out, and so to agree to an arrangement demands due diligence on your banker's part.

- Be prepared for limits on ACH transactions, and make sure your typical revenue stream will fall within those limits.

Once you've gone through that mutual vetting process, you'll set up a payment portal connected to your website. Make sure it's easy for customers to get to and easy to navigate. Typically, Toy explains, the portal will give the customer the option of paying by credit card or to initiate an ACH transfer using information from their checking account.

There also will be some mechanism for securing customer permission before you're able to automatically debit their account.

### THE PAYOFF

There's no question that moving to an ACH system for taking payments will require some due diligence to make sure it's right for your business. But given the resulting ease and convenience it can provide for you and your customers alike, it should be worth your while to at least look into the concept.

Because in today's digital financial world, it may be the closest you'll get to realizing that famed money management maxim — "cash is king." ■

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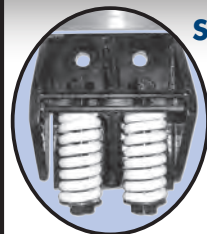
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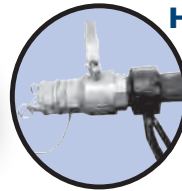
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# Exploring Tourism Impact on Nitrogen-Reduction Systems

Researchers study the treatment impact during peak and slow seasons along environmentally sensitive North Carolina barrier islands **By David Steinkraus**

**O**n a barrier island along the North Carolina coast, a seasonal tourist population creates a large wastewater load for a sensitive environment. Some scientists became curious about how well this wastewater is treated for nitrogen, so they did a study.

They looked at large onsite treatment systems using aeration with an anoxic tank for denitrification (called “extended aeration” by the scientists), sequencing batch reactors and advanced media filtration. The results of their work were published in the August 2019 issue of *Environmental Management*.

*Pumper* talked with Michael O’Driscoll, associate professor in the Department of Coastal Studies at East Carolina University in Greenville, North Carolina. O’Driscoll worked with co-authors Eban Bean at the University of Florida, Charlie Humphrey at East Carolina University, and graduate student Nick Mahoney, now with the Environmental Health Division of Union County, North Carolina.



Reach Michael O’Driscoll at [odriscollm@ecu.edu](mailto:odriscollm@ecu.edu).

***Pumper:* How did you pick this subject?**

**O’Driscoll:** We had been doing a lot of work on conventional septic systems and on some of the challenges as we start to see more frequent storms in some of our coastal areas. Early on we noticed there were a lot of our coastal areas that used onsite wastewater management. The smaller residential septic systems wouldn’t be capable of dealing with large seasonal changes in population. So we were interested in the package plants, but there wasn’t much information about those.

In places where there are hotels or condominiums, when we started to look into it, we recognized a lot of those are on package plants. The barrier island we looked at, Bogue Banks, has about 40 package plant systems.

One of the issues we have in these coastal areas is that they’re very sensitive to nutrient inputs. We wanted to understand what sort of nutrient inputs were getting into the aquifer system.

***Pumper:* Obviously algae blooms have been prominent in the news, but are the sensitive locations in your area the brackish bays behind the islands?**

**O’Driscoll:** Yes, they’re more sensitive if the water sits there for a while. During sunny conditions, if there’s excess nutrients, blooms will happen. There are also concerns with nitrogen in places where it affects the water supply. If you have a nitrate in there, it can cause problems, such as blue baby syndrome.

***Pumper:* How large were the package plants you studied?**

**O’Driscoll:** The largest systems were permitted to treat up to about 100,000 gallons per day. They tend to serve condominiums, hotels — seasonal, tourist-related housing.

***Pumper:* When you did sampling, did you measure influent against effluent?**

**O’Driscoll:** Yes. When we look at the water use out there, there’s about three times the water use in the summer because there are a lot of tourists who come in. One of the questions we had to begin with was if the nutrient load would be high in the summer because of that.

***Pumper:* So how efficient were those package plants at removing nitrogen?**

**O’Driscoll:** We measured only seven out of the 40 systems because they were very resource-intensive to monitor. On average, they were about 74% effective. The range was 55% to 89% removal. In the effluent, we had about 17 mg/L total nitrogen during winter, and in summer it dropped to about 7 mg/L. For this paper, we also looked at a range of systems from around the world, and that average nitrogen removal was about 47%.

***Pumper:* Did the systems on the island do better because licensed operators were involved?**

**O’Driscoll:** I think that’s one part of it — paying attention to the system. What was interesting for the extended aeration plants was that during the summer months when there was higher loading, they started to treat more effi-

ciently. So I think another part is when organic loads and temperatures are higher, they can treat nitrogen better. During the winter months, when a lot of the population isn’t there and temperatures are cold, the plants didn’t

“ Exactly how much (nitrogen) is making it out to the sound or the ocean — that’s still an open question. There’s some indication that after a few hundred meters, there’s a combination of dilution and some other denitrification mechanism when there’s organic matter in the soil and low oxygen. ”

– Michael O’Driscoll



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work as well. There also isn't a steady amount of waste going into the systems then, whereas in the summer months there are more stable flows.

**Pumper:** Did one type of system perform better than another?

**O'Driscoll:** We couldn't really tease that out because we had just a couple sequencing batch reactors and advanced media filtration systems, and we had three of the extended aeration (systems). We just wanted to get an idea, on average, of the loadings from these systems.

The extended aeration had the best treatment for two of the plants, but one had lower treatment efficiency. To really compare across those systems, we would probably need a much larger sample size. It happened that the biggest systems were the extended aeration systems. The others didn't have as much loading, but they were also generating much less waste.

**Pumper:** How much nitrogen treatment is there in the sand along the coast?

**O'Driscoll:** That's the really good question. What you could see is what's going into the aquifer. But exactly how much is making it out to the sound or the ocean — that's still an open question. There's some indication that after a few hundred meters, there's a combination of dilution and some other denitrification mechanism when there's organic matter in the soil and low oxygen. If it's just a sandy aquifer, the nitrogen can be very mobile.

**Pumper:** What's your next step?

**O'Driscoll:** One thing we're trying to do now is review the literature and better understand the systems that will be more effective in coastal areas experiencing sea level rise and more frequent flooding. In other words, what kind of systems do you get better nitrogen treatment from in those situations? ■

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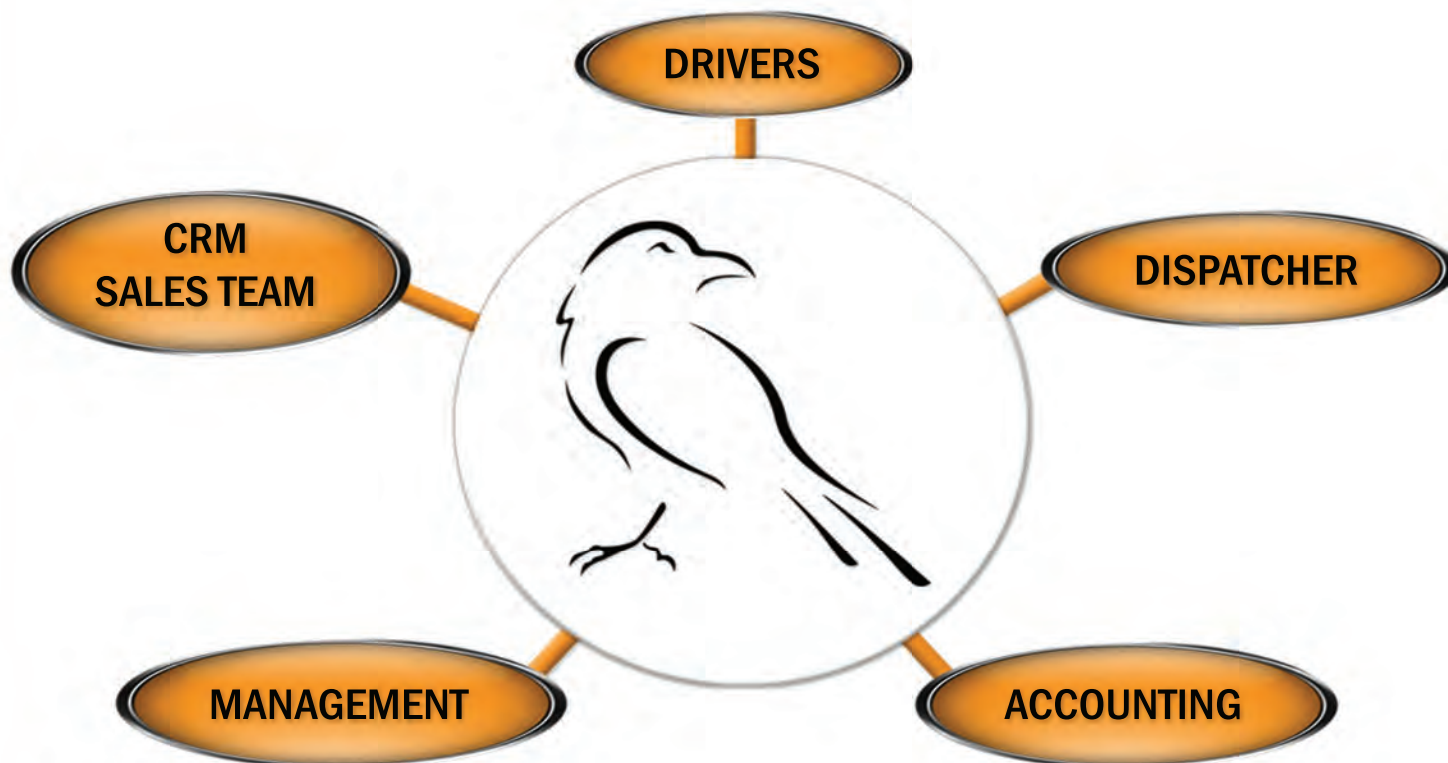
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If you would like your wastewater trade association added to this list, send contact information to [editor@pumper.com](mailto:editor@pumper.com).

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## California

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## Colorado

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## Georgia

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## North Carolina

North Carolina Septic Tank Association  
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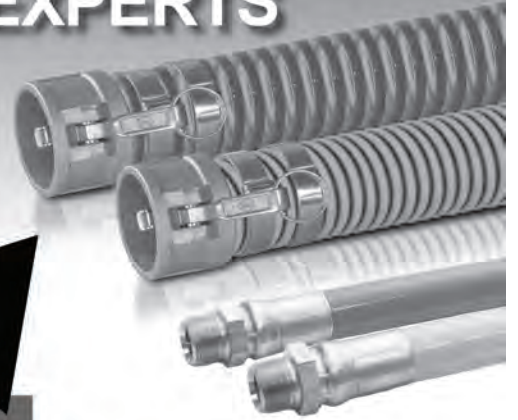


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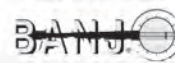
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*In States Snapshot, we talk to a member of a state, provincial or national trade association in the decentralized wastewater industry. This time we visit a member of the Florida Onsite Wastewater Association.*

**Name and title or job description:** Gary Pinkas, owner

**Business name and location:** Bradford Septic Tank Co., West Palm Beach, Florida

**Services offered:** We do septic installations for new construction and replacement systems including aerobic treatment units, grease trap installations, septic and grease trap pumping, repairs and inspections.

**Age:** 61

**Years in the industry:** 43 years

**Association involvement:** My father, Pete Pinkas, was one of the founding fathers of the Florida Septic Tank Association, which is now the Florida Onsite Wastewater Association. I have been a member since those early years. I served one term as president in 2000, and I've been on the board.

**Benefits of belonging to the association:** The association keeps us involved and informed on state legislation. We have a lobbyist. Years ago, when the State 64E Code regarding onsite sewage and treatment and disposal systems was written, the association worked with the Florida Department of Health, so we felt we had some input into the development of the code. Without the association, we would likely have rules that would be impractical. Being in the association also allows us to meet other people in the industry at association events and gives us credibility with homeowners and inspectors. It's nice to say to a homeowner that we're members of the association, and I think the health department has more respect for you, also.

**Biggest issue facing your association right now:** There's been a lot of talk regarding moving the regulation of the septic industry away from the Department of Health and placing it under the Florida Department of Environmental Protection. Supposedly it will be a straight-across change and the rules and regulations will stay the same. But, as with anything else, when a new department takes over, there's always some changes. No one knows how the details will work out. Some feel it could be a change for the better, and some feel it could be disastrous. But most are confident we will see this transition in our future.

**Our crew includes:** My wife, Janet, is the office manager, running the side of the business that takes the most time and patience. Gerrit Alvarez, full-time dispatcher, manages phones and schedules service calls for our three vacuum trucks. Our three pumpout drivers are Thomas Maxey, Kevin



Gary Pinkas

Smith and J.T. Torres. Equipment operators are Johnnie Jackson, Jose Gomes, Martel Perdue and David Willis. Brian Tankersley, full-time mechanic, does a great job maintaining all our equipment and helps on job sites with mechanical and electrical issues such as lift stations. Rico Ortiz does our repair permit submittals and maintains the ATUs under contract.

**Typical day on the job:** I start my day by walking the yard before anyone else arrives, looking at equipment and supplies for anything that needs attention. Then I'll come into the office, go over all the schedules for the crews, get the paperwork together they'll need for the day and hand out work assignments. At 8 a.m., our office staff starts the day and our phones start ringing, so I usually spend some time talking to customers and answering email. When I leave the office, I do site visits for proposals, check on crews and meet with inspectors when needed. If we have a large or tight job, I will be there for the tank installation. I end the day back in the office wrapping things up and getting ready for the next day.

**Helping hands – Indispensable crew member:** My most unique and indispensable crew member — Maxey — has been talking about retirement for so long that customers are surprised to hear he still comes to work ev-

*(continued)*



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ery day. He's been here as long as I have and runs a pump truck, now with an assistant. He has a remarkable memory and knowledge of septic system construction in Palm Beach County, which is an asset every day. He also has a personality that makes him a joy to work with and popular with customers, who often ask for him by name.

**The job I'll never forget:** Recently we had to demuck for a tank set. Due to the depth, pilings were not a cost-effective option. We wound up digging a hole over 20 feet deep, which is an impressive hole in South Florida on a beach lot. We used a trackhoe with a 40-foot boom and hydraulic pump with an 8-inch discharge to keep the site dewatered. For a 20-by-20-foot excavation, we used about 120 cubic yards of rock. With the slopes and doing it by (U.S. Occupational Safety and Health Administration) standards, it was quite a large area we were utilizing for this tank set. With so many years of experience in this county, it's nice to have the confidence and knowledge to do big installation jobs — and it's fun, too! We have our own dig boxes to hold back all the sand and then rent different trackhoes and cranes depending on the size of the job.

**My favorite piece of equipment:** My overall favorite is the Terralift ground-fracturing machine. I call it my chitty-chitty bang bang. I bought it when I first heard about it about 30 years ago. It can save a customer thousands of dollars by rescuing a drainfield when an impervious biomat layer develops when a drainfield is fairly young. Now that the code requires multichambered tanks and outlet filters, I don't see much of that kind of failure, which is a good thing. But in years past, the Terralift gave homeowners who had unknowingly abused their septic system a second chance.

**Most challenging site I've worked on:** Years ago we installed the treatment systems for a state park in Palm Beach County. All the systems were rockless, which was innovative back then, before ATUs. The main systems for the auditorium and picnic pavilions were on the mainland, but the beach at this park is on a barrier island with access being a boardwalk over a quarter mile long. All materials, tools and personnel had to be transported by golf carts (provided by the state). It was tedious and time consuming, and we had to consider each trip carefully so as not to forget something.

**The craziest question I've been asked by a customer:** A customer once asked me what all those colorful things floating in the tank were. Lucky for me, as I was considering how to word my answer, she realized what they were, turned red and walked away. In our office, we are still amazed by customers who call up with a septic backup but consider themselves to be excellent at managing their septic system because they have not had the tank pumped in 15, 20, 30 years.

**If I could change one industry regulation, it would be:** There's two things. First, I think all tanks should have (access) to grade. This is an issue the association brought up about 20 years ago, and I think it would be a long-term benefit for homeowners. It would allow them to know the location of their septic system so they could avoid landscaping in the area and it would prevent damage to the tank lid by an inexperienced (or lazy) pumping technician. Second — and I know I'm preaching to the choir — is mandatory inspections. Everyone in our industry often sees systems that are compromising to the environment, but if the homeowner doesn't have the interest in repairing the system, nothing is done and this gives our industry a black eye that is not deserved.



**Above:** A Netafim dripline is laid out with a BioMicrobics treatment system. Lots in Florida can be tight and systems complex.



**Left:** Foreman Jose Gomes (far left), mechanic and tech support Brian Tankersley (far right) and three day laborers oversee placement of an EcoPure tank.

**Best piece of small-business advice I've heard:** The advice that I've been able to put into practice and that's worked for me is to just show up every day and be honest.

Sometimes showing up just means getting through a bad day and coming back tomorrow. And if you are honest in what you tell your customers, you don't have to remember any lies. ... You just tell it the way it is and people will pay you for that. Honesty also includes saying you don't know sometimes.

**If I wasn't working in the wastewater industry, I would:** Probably have gone into aviation, something I love. I am a pilot and own a plane, which is my biggest stress reducer. When I was young, I worked as a scuba dive master and a guy I worked for told me, "If you want it to be a hobby, keep it as a hobby. Don't turn it into a job because it will no longer be a hobby." I stayed in the septic business, and I have to say I have enjoyed this career and the people I have met in it.

**Crystal ball time - This is my outlook for the wastewater industry:** With the increase in attention to environmental issues I see a future of increased scrutiny and innovation. I think there will be more installations of advanced treatment systems. There's a lot of talk in Florida about nitrogen reduction in effluent and the effect on surface water quality. With changes in state regulations and public interest, I think the industry will step into the future and onsite wastewater treatment will continue to be an economical and environmentally responsible technology when properly installed and maintained. ■

- Compiled by Betty Dageforde



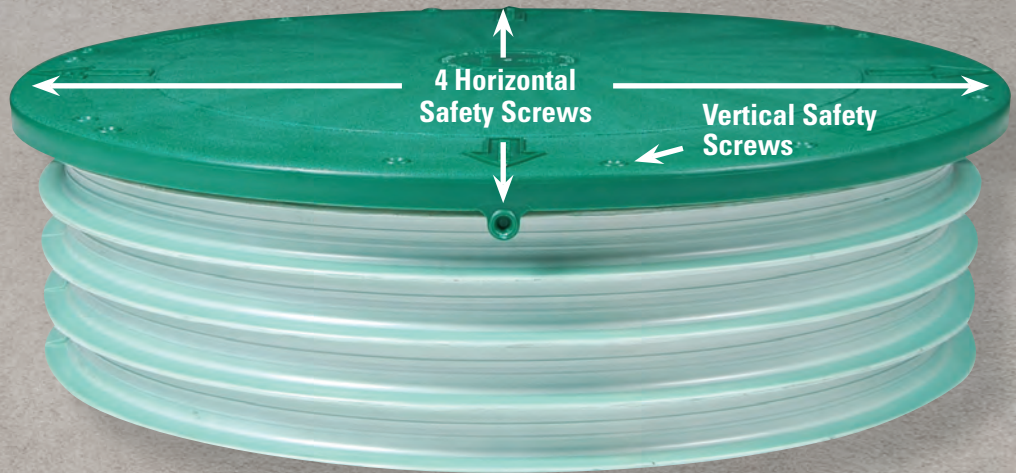
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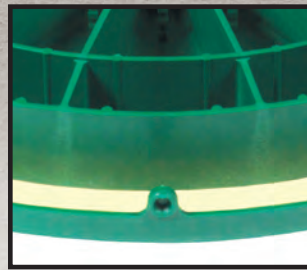
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- Easy to clean

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**A**nthony W. Streett added a refurbished fire-engine red and white 2007 Mack Granite with a 4,500-gallon stainless steel tank and Masport Hydra pump from Transport Truck Sales. The truck has a 370 hp turbo diesel engine sending power to the wheels through a 10-speed manual transmission. Features include top and rear manways, heated rear valves, toolbox, chrome accents, diamond plate hose tray protectors, aluminum rims, sight glasses, and 4-inch inlet and 6-inch dump valves. Interior features include air-ride seat and air conditioning. Graphics were from Streett Signs. Drivers are Anthony W. Streett and Anthony R. Streett, and the truck is used for residential and commercial septic service. ■

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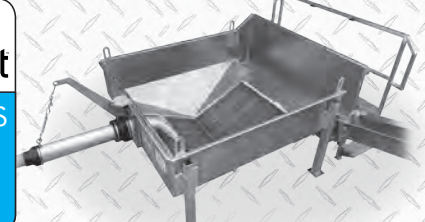
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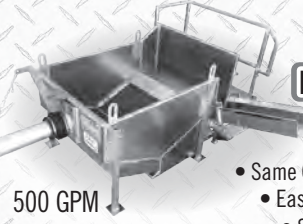


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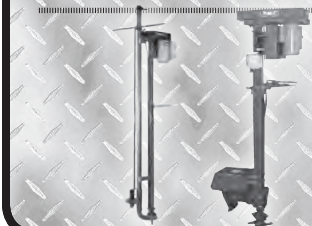
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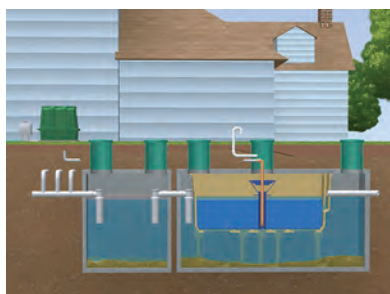
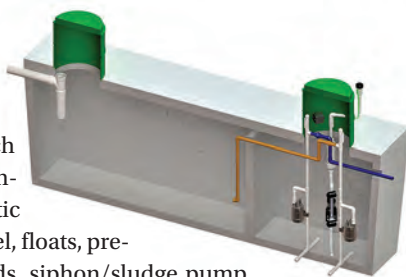
# Septic Systems and Maintenance

By Craig Mandli

## ADVANCED TREATMENT UNITS

### Anua PuraSys sequencing batch reactor

The **Anua PuraSys** sequencing batch reactor ships in a kit that can be installed in hours in standard septic tanks. The kit includes a control panel, floats, pre-drilled siphon pipe, PVC pipe stands, siphon/sludge pump, aerator and drainfield pump. It can be used for new construction or in existing tanks to renovate biologically failed trenches or sand mounds. It uses a batch process where the treatment steps are completed in a timed sequence. The process is energy efficient; treatment occurs as needed using intermittent aeration, mixing and settling. It is certified to NSF/ANSI 40 Class I and NSF/ANSI 245 (nitrogen reduction). Residential and commercial configurations are available. **336-547-9338; www.anuainternational.com.**



### BioMicrobics FAST

**BioMicrobics FAST** is an integrated, fixed-film activated sludge treatment process with sequencing fixed reactor technology. Suitable for environmentally sensitive areas, the process removes more than 90% of total suspended solids and reduces the biochemical

oxygen demand and nitrogen levels while being cost-effective and low-maintenance, as no replacement filters or media cleaning is required. After a separation process, an aboveground blower introduces oxygen to the tank to circulate water through the system's media, where self-regulating microbes absorb organic material. Treated water leaves the tank for dispersal or reuse. The system can be placed in a new septic build (MicroFAST) or retrofitted into an existing tank (RetroFAST). It comes in multiple sizes for use in residential homes to large-scale commercial operations. **800-753-3278; www.biomicrobics.com.**

### NextGen Septic GenX Retrofit

**GenX Retrofit** septic technology from **NextGen Septic** can be installed in any approved septic tank and works to repair a clogged soil drainfield. It includes a compact, stand-alone, automated, two-stage treatment system for domestic sewage that produces a clean-water output. The sewage is collected in a tank, where solids are broken down under anoxic conditions, while the wastewater is aerated with biomedica and low-noise submersible pumps in the secondary compartment. The second stage, which occurs in a separate treatment unit, treats nitrogen and phosphorus through a no-maintenance-required membrane and ozone disinfection system that lets water and salt pass through, while rejecting the solids and dissolved organic contaminants to create a clean-water output suitable for surface discharge. The clogged field begins to percolate water in as little as eight to 12 weeks, once the biomat thickness becomes small enough to allow water to get through at a reasonable rate, according to the maker. **513-673-3583; www.nextgenseptic.com.**



### Orenco Systems AdvanTex AX-RT Series

The **AdvanTex AX-RT Series** of advanced wastewater treatment systems from **Orenco Systems** is designed for onsite system repair and rehabilitation. All interior components are installed, plumbed and adjusted at the factory. Units can be shallowly buried for use between a functional, watertight septic tank and a functioning drainfield. The three-in-one design includes

recirculation, treatment and discharge in a single unit to simplify installation and eliminate the need for additional tanks, basins, risers and lids. The system can be maintained with an annual service call. Filters and textile media are accessible and cleanable, and control panels are touch-safe. No blower is needed for the passively vented system. An optional UV disinfection unit is available. **800-348-9843; www.orenco.com.**

## AERATION PUMPS/SYSTEMS

### Geomatrix Systems SoilAir

**SoilAir** from **Geomatrix Systems** intermittently aerates the drain/leachfield and surrounding soils rather than constantly aerating wastewater in a tank. This process allows rapid rejuvenation of failed septic systems, extends the life span of new leachfields and enhances treatment, according to the maker. Systems can serve single and multifamily homes, as well as challenging and high-strength waste streams, such as restaurants, hotels, marinas, laundromats, health care facilities, grocery stores, food processing facilities and convenience stores. **860-510-0730; www.soilair.com.**



(continued)



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## AERATION PUMPS/SYSTEMS

### Wholesale Septic Supply Fuji Mac aerators

**Fuji Mac** aerators, distributed by **Wholesale Septic Supply**, use rare-earth magnets or neodymium magnets for power. This allows for a draw of 1.0 amp on the 80 model, producing 80 liters at 2.2 psi. The housing helps dissipate heat and noise more rapidly, keeping units cooler and helping vital components such as the coils and diaphragms last longer. The noise level is 30 dB at 5 feet, so they are extremely quiet. They come with an alarm barb tap, auto-stop switch and thermal overload protection, and they are UL listed. **936-681-8198; www.wholesalesepticssupply.com.**



## ALARM SYSTEMS/COMPONENTS

### Grundfos Pumps LC 231 and LC 241 level controllers

**LC 231** and **LC 241** level controllers for emptying or filling from **Grundfos Pumps** allow a technician to set up a station in minutes and access data with the Bluetooth-connected Grundfos GO app integration. The controller has predefined settings and supports up to five control levels for analog level transmission or float switch operation. Integration of one or two pump controls is even easier for those on the move. **630-236-5500; us.grundfos.com.**



### SJE-Rhombus EZconnex

The **EZconnex** four-port float switch connection system from **SJE-Rhombus** is a manifold/float connection system designed for easy installation. The manifold features four quick-release float switch connection ports. Red-blue-yellow-white wire pairs match a color-code system on the manifold housing for easy identification and field wiring. The system is rated for short-term water submersion. The mounting bracket is designed for quick access to the manifold and float switches for simple maintenance. The system can be used with up to four float switches. Each float switch includes a protective rubber boot, providing a dual seal to keep connections clean and dry. Sealing plugs are available for unused manifold ports. **888-342-5753; www.sjrhombus.com.**



low-white wire pairs match a color-code system on the manifold housing for easy identification and field wiring. The system is rated for short-term water submersion. The mounting bracket is designed for quick access to the manifold and float switches for simple maintenance. The system can be used with up to four float switches. Each float switch includes a protective rubber boot, providing a dual seal to keep connections clean and dry. Sealing plugs are available for unused manifold ports. **888-342-5753; www.sjrhombus.com.**

## EFFLUENT/SEWAGE/SUMP PUMPS

### Flygt - a Xylem Brand Concertor

The **Concertor** smart, interconnected wastewater-pumping system from **Flygt - a Xylem Brand** senses the operating conditions of its environment, adapts its performance in real time and provides feedback to pumping station operators. It offers energy savings of up to 70% compared to a conventional pumping system; it also reduces inventory by up to 80% due to flexible performance. Clog-free pumping operation and clean wet wells can save up to 80% in vacuum cleaning costs, according to the maker. Its compact design reduces cabinet size by up to 50%. It offers a wide performance field to choose the right operating point, simplifying fine-tuning. **855-995-4261; www.xylem.com.**



## Franklin Electric SSI Series

**SSI Series** submersible pumps from **Franklin Electric** are designed to be a cost-effective, high-flow option available in 6-, 8- and 10-inch models with flows from 85 to 1,300 gpm at a maximum 1,250 feet of head. The stamped, stainless steel pumps are fully serviceable and corrosion-resistant. I-Blade technology is designed to improve the structural integrity of internal components, pumping more water per horsepower and improving efficiency. Utilizing TIG progressive welding, the metal materials are mixed during the process, creating a stronger bond for durability in harsh environments. **260-824-2900; www.franklinwater.com.**



## Polylok PL-CPE5A

The **PL-CPE5A** from **Polylok** is a submersible 1/2 hp, 115-volt, single-phase effluent pump with a 2-inch NPT vertical discharge. It has a maximum head of 48 feet and a maximum flow of 64 gpm. It is designed with a 3,450 rpm, oil-filled, permanent split-capacitor motor and has an amp rating of 8.5 for 115 volts, cast iron housing and volute with a cast iron vortex impeller that passes 3/4-inch-diameter solids. The stainless steel shaft is supported by two single-row, oil-lubricated ball bearings. The shaft seal is an inboard design with a secondary exclusion V-seal. Construction materials are carbon for the rotating face and ceramic for the stationary face. All elastomers are Buna-N, and the hardware is 300 Series stainless steel. It has a 20-foot UL/CSA-listed power cable suitable for submersible service and fitted with a three-prong plug. It is supplied with an integrated clip on its piggyback mechanical float switch for automatic operation. **888-765-9565; www.polylok.com.**



(continued)

## CASE STUDY

### Filtration system a fit for tight space

**Problem:** A two-bedroom home in Huron County, Michigan, had limited space for an onsite septic system due to a small lot and a looping driveway that took up most of the yard. Additionally, the repair site had heavy clay soils and a shallow seasonal high water table 12 inches from grade.

**Solution:** Milan Supply worked with the county health department to come up with a solution for the tough site. The **Eljen GSF**, or Geotextile Sand Filter, system was specified due to the lack of space. The raised mound is smaller than a conventional system and was installed by Greg Wares. Milan Supply provided on-site training. Then 20 B43 modules were installed in two 40-foot-long laterals. Effluent is pumped to a distribution box, where it is distributed to the modules through 4-inch perforated pipes.

**Result:** The homeowner has a passive treatment system that fits the limited space. The raised system took up less space than a conventional mound, which saved material costs. **800-444-1359; www.eljen.com.**







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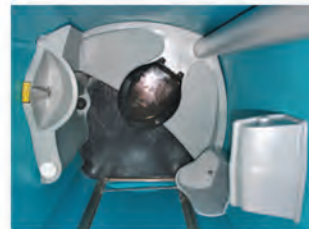
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## FILTERS

### Sim/Tech Filter STF-100A2

The **STF-100A2** pressure filter from **Sim/Tech Filter** helps maintain proper and efficient year-round operation of mounds, sand filters and other pressurized distribution systems. The low-head-loss (0.21 psi) pressure filter mounts on the discharge side of an effluent pump, acting as a last line of defense to prevent plugged holes and reduce effluent TSS. This mounting location also extends the time between servicing. The vortex action created by the pump scrubs the screen and the backflow through the filter after the pump shuts off, washing debris out. A single 2-inch filter can handle flow rates up to 83.8 gpm. It can be designed to handle almost any flow rate or load. Larger 3- and 4-inch filters are available. The standard screen filters to 1/16 inch, and optional socks allow for additional filtration to 0.024, 0.007 or 0.004 inch. **888-999-3290; www.simtechfilter.com.**



## GRINDER PUMPS

### Ashland Pump AGPR

The **AGPR 2 hp** residential grinder pump from **Ashland Pump** has a hybrid grinding system constructed of hardened 440 stainless steel to create a hybrid grinder/slicer cutting mechanism. It has a quick-change power cord, integral quick-change float switch option, 416 stainless steel solid shaft, durable polymer vortex impeller, carbon ceramic mechanical seal, internal start components and a solid-state switching relay. It is available with a 1 1/4-inch NPT vertical adapter or horizontal bolt-on adapter. It handles domestic wastewater by grinding solids to a fine slurry for worry-free operation in today's ever-changing stream of wastewater. **855-281-6830; www.ashlandpump.com.**



## HAND/POWER TOOLS

### Crust Busters agitator

The hand-held power agitator from **Crust Busters** has an 80-inch shaft and two- or three-blade propeller designed to mix a 1,000-gallon septic tank in five minutes. Options include 2-, 4-, 6- and 9-foot extensions and a short three-blade shaft that adapts to the two-blade unit. **763-878-2296; www.crustbusters.com.**



## LIDS

### BrenLin Seal-R

**Seal-R** septic tank lids from **BrenLin** create a strong seal between the septic tank and the riser, eliminating water infiltration between the tank and riser. They are made of durable materials, range from 12 to 42 inches and can be personalized with a service provider's company information. The 42-inch lid meets growing demand for bigger risers to accommodate new technology. **888-606-1998; www.seal-r.com.**



### Fergus Power Pump Duel Power Lid

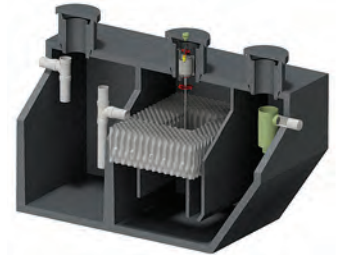
**Duel Power Lids** for septic tank installations or restorations from **Fergus Power Pump** are designed for new installations or to complete restoration projects by replacing a concrete lid. It is designed like the rafters in a house to give structure durability and support heavy wheel load without added weight to the lid. The top is slightly domed to meet compliance throughout the U.S. Lids can be insulated with R-value of 6 and are available in 18-, 24-, 30- and 36-inch sizes. **218-736-6772; www.ferguspump.com.**



## NITROGEN REDUCTION SYSTEMS

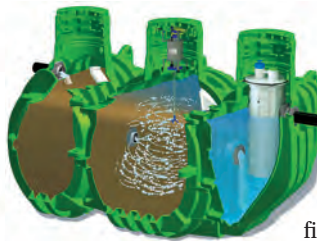
### Jet Inc. J-1500CF Series

The **J-1500CF Series** nutrient-reducing BAT media plant from **Jet Inc.** offers variable capacity in a NSF 245 tested treatment system. It provides complete effluent treatment from 500 to 1,500 gpd. The 500- and 800-gpd PLT Series tanks are the lightweight, rotational molded alternative to the concrete J-1500CF Series. The seamless polyethylene tanks are easy to transport and install in difficult site conditions. The system uses a 700++ aerator, effluent filter and the Jet 197 control panel, which cycles the aerator to reduce nitrogen by over 60%. **800-321-6960; www.jetincorp.com.**



### Norweco Singlair TNT

The **Singlair TNT** (Total Nitrogen Treatment) system from **Norweco** is an advanced wastewater treatment system that reduces total nitrogen by more than 68%. Certified performance data from NSF Standard 245 verifies that average effluent contains 7 mg/L nitrate, 12 mg/L total nitrogen, 4 mg/L CBOD<sub>5</sub> and 9 mg/L TSS. The system offers flow equalization, effluent filtration and low electrical usage. It is designed for easy installation, operation and maintenance to reliably minimize effluent nitrogen concentrations, according to the maker. Nitrogen reduction is achieved without requiring effluent recirculation or the addition of chemicals. All treatment is accomplished within the tank. **800-667-9326; www.norweco.com.**



### Premier Tech Aqua Ecoflo Biofilter

The **Ecoflo Biofilter** from **Premier Tech Aqua** is offered as a nitrogen-removal unit using a new add-on kit. Integrating a pressurized flow divider to recirculate a fraction of the water back to the primary tank, all records and management of the dosing pump's cycles are monitored by a simplex control panel. It is available in ready-to-use rotomolded units or concrete units integrated into existing tanks made by local precasters. The 40% increased hydraulic load of the coco media has also allowed the development of the Ecoflo PACK, an all-in-one treatment system integrating the biofilter and primary tank delivered to sites in a single monobloc configuration, reducing wait and installation time. **604-346-8199; www.premiertechaqua.com.**



(continued)



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CUMMINS ISX15 @ 525 HP, 18 SPEED, 20/46 ON HAULMAX, 4,700 GALLON CURRY TANK, MASPORT PUMP, 255/70R22.5 STEERABLE LIFT AXLE



**BALANCE OF 5 YEAR FACTORY WARRANTY**

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**(2) 2015 INTERNATIONAL 5900iSBA VAC TRUCK**

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**CHASSIS PRICING AVAILABLE**

**\$109,500**

**2013 MACK VAC TRUCK**

MACK MP8 @ 505 HP, 13 SPEED, 20/46 ON CAMELBACK, J&J TANK, FRUITLAND PUMP



**CHASSIS PRICING AVAILABLE**

**\$119,500**

**2015 PETE 367 VAC TRUCK**

CUMMINS ISX15 @ 550 HP, 18 SPEED, 20/46 ON HAULMAX, 4,700 GALLON CURRY TANK, NVE PUMP



**BALANCE OF 5 YEAR FACTORY WARRANTY**

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**2020 PETERBILT 567 QUAD AXLE VAC TRUCK**

CUMMINS X15 @ 485 HP, 18 SPEED, 20/46 ON AIR LEAF, CURRY VAC TANK, 4,200 GALLON



**CHASSIS PRICING AVAILABLE**

**\$115,500**

**2014 MACK GU713 VAC TRUCK**

MACK MP8 @ 455 HP, 8LL, 18/44 QUAD, J&J TANK, FRUITLAND PUMP



**CHASSIS PRICING AVAILABLE**

**\$119,500**

**2015 MACK GU713 VAC TRUCK**

MACK MP8 @ 455 HP, 10 SPEED, CAMELBACK SUSPENSION, J&J TANK, FRUITLAND PUMP



**CHASSIS PRICING AVAILABLE**

**\$129,500**

**2015 PETERBILT 367 VAC TRUCK**

CUMMINS ISX15 @ 550 HP, 18 SPEED, 20/46 ON HAULMAX, 110 BBL TANK, MASPORT PUMP



**CHASSIS PRICING AVAILABLE**

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**(3) 2016 PETERBILT 367 VAC TRUCK**

CUMMINS X15 @ 550 HP, 18 SPEED, PETERBILT AIR TRAC, PIKRITE TANK, MASPORT PUMP



**CHASSIS PRICING AVAILABLE**

**\$129,500**

**2016 PETE 367 VAC TRUCK**

CUMMINS X15 @ 550 HP, 18 SPEED, 20/46 ON HAULMAX, CURRY TANK, NVE PUMP



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**CHASSIS PRICING AVAILABLE**

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**(5) 2015 KENWORTH 367 VAC TRUCKS**

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### Cam Spray CV Series

The **CV Series** cargo van drain jet from **Cam Spray** offers diesel-fired hot water for additional jetting power. Several models are available up to 4,000 psi and 12 gpm. A triplex plunger pump with power pulse valve provides an extra push when needed. Air purge and recirculation to the tank are provided for freeze protection. A 5-gallon fuel tank provides hours of runtime. It comes with a heavily built, powder-coated frame with full deck and 130-gallon water capacity; a 12-volt DC reel with 2-1 clutch drive allowing for free spooling; and a powered hose return. It is controlled by a push button or foot switch. Accessories include a four-nozzle set, storage box, tip cleaner, tiger tail, safety shield, rubber gloves, high-visibility safety vest, 50-foot washdown hose and trigger gun. **800-648-5011; www.camspray.com.**



### Easy Kleen Pressure Systems Portable Pickup Skid

The **Easy Kleen Pressure Systems Portable Pickup Skid** is a self-contained system for portable cleaning. This unit was designed and manufactured in-house to fit in a 6-foot-6-inch pickup truck box. Forklift slots and a lifting eye makes loading the unit easier. Choose between a 14 hp Kohler or 13 hp Honda gasoline engine or a 9.8 hp Kohler diesel engine. All models are equipped with an oil-fired commercial hot-water, gearbox-driven General Pump offering 4 gpm at 3,000 to 3,500 psi, 225-gallon water tank, hose reel and winterizing system. It is suitable for municipal cleaning and construction, as well as building restoration, cleaning and maintenance. **800-315-5533; www.easykleen.com.**

## RISERS

### TUF-TITE tank risers

Tank risers from **TUF-TITE** have internal supports or ledges to reinforce internal plastic safety lids. The ledges will strengthen the company's plastic internal safety lids or a variety of internal safety devices made by others, such as concrete, fiberglass or rope netting. The riser lids come with the necessary mounting hardware, including safety screws. **800-382-7009; www.tuf-tite.com.**



## SEPTIC SYSTEM BACTERIA

### Cape Cod Biochemical CCLS

**CCLS** from **Cape Cod Biochemical** was originally formulated for municipal waste treatment facilities, and the technology has been miniaturized for onsite septic systems. According to the manufacturer, it provides the same primary treatment required by treatment plants including BOD and COD removal, solids settling, solids digestion and odor control. **800-343-8007; www.septiconline.com.**



### Century Chemical Bio-Tab

**Bio-Tab** from **Century Chemical** sinks to the bottom of a septic tank where buildup problems begin. Its time-release technology is designed to gradually dissolve and create a growing area of activity at the bottom of the tank.



There, self-reproducing bacteria and enzymes quickly grow as they digest and liquefy the organic waste. The tablet establishes itself by working from the inside out. Regular use, combined with routine pumping, is designed to help maintain a septic system in good working condition while also helping maintain the proper level of bacterial action and reducing odors and gases. **800-348-3505; www.bio-tab.com.**

### Ecological Laboratories PRO-PUMP/HC

**PRO-PUMP/HC** liquid live bacteria from **Ecological Laboratories** are a blend of microorganisms selected for broad-spectrum application in industrial and wastewater treatment. It contains over 30 strains of bacteria to resolve the problems that occur in septic systems. Its performance results in the rapid breakdown and removal of fats, oils and greases that build up in septic tanks and absorption fields, according to the maker. It is a consortium of vegetative non-spore-forming bacteria formulated to exhibit exceptional performance in low-oxygen facultative anaerobic environments. Regular treatment can help reduce surface solids, bottom solids and odor, satisfying customers and making pumpouts more cost effective. **800-326-7867; www.propump.com.**



### J&J Portable Sanitation Products NuTank

**NuTank** septic system treatment from **J&J Portable Sanitation Products** is designed to replenish the enzymes in a septic tank. With high concentrations of billions of specific bacteria, it is engineered to break down solids, scum and sludge for a healthier septic system. Monthly usage can help reduce the potential for backup and costly repairs such as drainfield damage, according to the maker. It can help boost the progression of bacterial decomposition to help keep the septic tank and drainfield functioning, even battling harsh detergents and antibacterial products. Once a month, toss one dissolving packet into a drain or toilet and wash or flush down. It is environmentally friendly and safe for all plumbing. It comes prepackaged in 12 packets per jar and 12 jars per case. Company contact information can be added to each jar. **800-345-3303; www.jjchem.com.**



### Lenzyme Trap-Clear bacteria products

Private-labeled **Lenzyme Trap-Clear** bacteria products include the contractor's company name, and they increase revenue and help maintain customers' septic and drainfields. They are designed to make septic pumping easier. Accord-



ing to the maker, they can eat grease and organic materials in septic lines and drainlines. **800-223-3083; www.lenzyme.com.**

(continued)



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Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	RTX 30.500N
8.0	30.3	7250	500	1450	24.3	

RTX 50	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP
	12.0	45.4	4350	300	1450	27.2

Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	RTX 60
14.0	53.0	4350	300	1450	47.2	

RTX 70	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP
	17.0	64.4	3000	200	1450	25.4

Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	RTX 85
21.0	85.0	3000	200	1450	34.0	

RTX 100	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP
	24.0	90.8	1800	124	1450	27.2



**For  
More  
Information  
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thomasc@arnorthamerica.com



**Randy Rowan**  
(763) 398-2008 Ext:296  
randyr@arnorthamerica.com



## SEPTIC SYSTEM BACTERIA

### Surco Portable Sanitation Products Enz-O-Matic

The **Enz-O-Matic** biological organic waste degrader and odor eliminator from **Surco Portable Sanitation Products** includes a high concentration of nonpathogenic, live bacteria cultures designed to rapidly degrade organic wastes with a blend of surfactants and odor counteractant fragrance. It is nonpolluting, contains no acids or toxins, and is certified *Salmonella*-free. It contains over 200 billion live bacteria cultures per gallon, according to the manufacturer. The bacteria count doubles every 20 to 30 minutes to provide continuous enzyme production. Enzymes digest and liquefy grease, blood, urine, vomit, feces, sewage and other organic substances, neutralizing odors on contact. It can be used for drainlines, septic tanks and septic spills. **412-789-8683; www.surco.com.**



### Walex Products Bio-Active Septic Tank Treatment

**Bio-Active Septic Tank Treatment** from **Walex Products** can help reduce solids and restore the population of worker bacteria and enzymes, helping keep septic systems healthy between recommended tank pumping, according to the maker. Monthly application involves flushing one packet down the toilet. It is safe for all plumbing and helps prevent backups and dissolves solids. Each bag contains a one-year supply. **800-338-3155; www.walex.com.**



## SEPTIC SYSTEM CHEMICALS

### Arcan Enterprises Septic-Scrub

**Septic-Scrub** chemical additive from **Arcan Enterprises** is designed to help remove sludge that builds up and sticks to the stone in a drainfield, pit or sand mound to rejuvenate the drainfield. According to the maker, it works in the first 24 hours after application. It can serve as part of a maintenance program. It works with all types of systems, is safe to handle and is environmentally friendly. **888-352-7226; www.arcan.com.**



## SEPTIC TANKS - POLY, FIBERGLASS, CONCRETE

### Den Hartog Industries low-profile septic tanks

Low-profile septic tanks from **Den Hartog Industries** are designed to provide safe and durable storage. The tanks are furnished with multiple fitting locations for a variety of plumbing configurations and two openings for buried lids or access/inspection risers. They are available with one or two compartments with capacities of 1,000, 1,200 or 1,500 gallons. They may be backfilled empty and have sectional ribbing designed to sustain vertical soil pressures of up to 500 psf at a maximum soil depth of 36 inches. **712-752-8432; www.denhartogindustries.com.**



### Infiltrator Water Technologies IM-Series Tanks

Injection-molded **IM-Series Tanks** from **Infiltrator Water Technologies** are available in multiple sizes including the IM-540 pump tank, IM-1060 and large-capacity IM-1530 septic tank. Lightweight, strong and watertight, the tanks enable shallow, multiple and serial tank installation options in septic and pump applications. All have integral heavy-duty lids that interconnect with the watertight click-and-lock EZsnap riser. The tanks also have structurally reinforced access ports, reinforced structural ribbing and fiberglass support posts to provide additional strength. The two-piece tank design nests for efficient shipping, and inboard lifting lugs make delivery and handling easier. The tanks frequently house advanced wastewater treatment systems such as the ECOPOD fixed-film bioreactor system or the ECOFILTER pump vault tank filtration system. **800-221-4436; www.infiltratorwater.com.**



## UV DISINFECTION EQUIPMENT

### SALCOR 3G UV Wastewater Disinfection Unit

The **3G UV Wastewater Disinfection Unit** from **SALCOR** is used for residential, commercial and municipal applications, and it is UL-certified NEMA 6P flood-proof and NSF/Washington State Protocol six-month tested (with 21 upstream treatment systems). It inactivates bacteria/virus pathogens, including superbugs. Rated at 9,000-gpd gravity flow, it is meant as a reliable building block for large water recovery/reuse systems, according to the maker. When installed in 12-unit parallel/series arrays with ABS pipe fittings, systems can disinfect more than 100,000 gpd. Gravity flow equalizes without distribution boxes. Each unit has a foul-resistant Teflon lamp covering, two-year long-life lamp with efficient installation, minimal annual maintenance and energy use of less than 40 watts. **760-731-0745; www.salcor.world.**



## VENT PIPE FILTERS

### Simple Solutions Distributing WVI Inline

The **WVI Inline** activated carbon filter from **Simple Solutions Distributing** is installed in an attic or crawl space inline of the current vent to remove septic odor. The filter comes in 4- and 6-inch sizes, with the smaller able to be bushed down to 1.5-, 2- and 3-inch sizes. It comes with 2 pounds of Sulforsorb Plus activated carbon, which is poured into the 2-inch fill port. The unit is equipped to accept an optional screw-in saturation indicator that changes color to indicate when carbon needs to be changed. It is suitable for extreme cold climates, as it is enclosed in an attic or crawl space. It can be installed in any climate where septic or sewer vent odor exists and the roof vent filter needs to be hidden. **973-846-7817; www.industrialodorcontrol.com. ■**





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### SAVE THE DATES

#### Septic System Design

##### CPOW Design Course

January 28-29, 2020  
Location: Lakewood, CO  
Contact: Lisa Nicoll  
cpow@cpow.net

##### CPOW Design Course

March 4-5, 2020  
Location: Pueblo, CO  
Contact: Lisa Nicoll  
cpow@cpow.net

#### Inspector Certificate of Completion Training Schedule

##### University of Arizona

Inspector Course  
January 27-28, 2020  
Location: Lakewood, CO  
Contact: Aaron Tevik  
atevik@cals.arizona.edu

##### CPOW Inspector Course

February 25-26, 2020  
Location: Loveland CO  
Contact: Lisa Nicoll  
cpow@cpow.net

#### Operation and Maintenance Training Schedule

##### CPOW O&M 1

March 17-18, 2020  
Location: Loveland CO  
Contact: Lisa Nicoll  
cpow@cpow.net

##### CPOW O&M 1

March 17-18, 2020  
Location: Video Conference Site, Montrose, CO  
Contact: Lisa Nicoll  
cpow@cpow.net

##### CPOW O&M 2

April 14-15, 2020  
Location: Loveland CO  
Contact: Lisa Nicoll  
cpow@cpow.net

##### CPOW O&M 2

April 14-15, 2020  
Location: Video Conference Site, Montrose CO  
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TGI-Connect and PressurePro unveil integration plans

TGI-Connect and PressurePro unveiled their intent to integrate technology. Announced in conjunction with the opening of Trimble's in.sight user conference, the completion of this integration would feature wireless connectivity between the solutions, allowing fleets immediate access to real-time tire condition reports for each of their trailers, powered or not.

BioMicrobics names new president for SeptiTech

BioMicrobics named Tracey Rioux as president of SeptiTech. She started with SeptiTech in March 2007 and joined the BioMicrobics team when SeptiTech was acquired in July 2013. She managed the office and growing sales of SeptiTech in the New England area. She currently meets with engineers, government officials in Maine and the surrounding states, and is a Maine mechanical wastewater operator.

East promotes Kenney to director position

East announced the promotion of Douglas Kenney to director of national fleet sales. Kenney will continue to be responsible for fleet sales in North America while strengthening the fleet sales department's national presence and enhancing East's position in the marketplace. He has 38 years in the trailer industry. ■

CUMMINS X12 ENGINE FOR VACUUM TRUCKS

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



GENERAL PIPE CLEANERS STAINLESS STEEL BRAID HOSE



The new high-performance stainless steel braid jet hose from General Pipe Cleaners/General Wire Spring enhances the performance and cleaning power of the portable JM-1000 Mini-Jet and JM-1450 water jet drain cleaners. The durable stainless steel braid makes it easier to slide the jet hose down 1.5- to 3-inch drainlines and more easily navigate tight bends, according to the maker. The 3/16-inch Teflon core reduces flow resistance and improves small-line cleaning power. It is available in 30-, 50- and 75-foot lengths. [www.drainbrain.com](http://www.drainbrain.com).

800-245-6200; [www.drainbrain.com](http://www.drainbrain.com).

IMPERIAL INDUSTRIES 12,500-GALLON STORAGE TANK



The 12,500-gallon storage tank unit from Imperial Industries features a 6-inch dump, 4-inch intake, heavy-duty pull skid attachment and level indicator. Available options include custom tow, hitch and axle packages, and intake agitation. It is designed for various applications, including field edge load and unload, shop or yard storage, and grease separation. [www.imperialind.com](http://www.imperialind.com). ■

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**Tom 320-269-2920, MN** P12

Charlton Septic Service, LLC Charlton, NY is selling their business. Walk into a turnkey company and be your own boss. The possibility for growth is tremendous in this area. Complete septic service company with portable restroom rentals. \$600,000 asking price. Walk in and take over. Only interested parties should contact 518-399-1323 – ask for Kevin. (P01)

Dominant Septic Services Company in beautiful Oregon. Owner retiring. Construction, repairs, servicing. Over \$500k in pumper trucks, fully-stocked trucks, mini-excavator, multiple-size cable machines, hydro-jetters. \$179,756 cash flow, excellent staff. Keeping two outside plumbers busy (additional in-house income.) Buy the business for \$670,830 and lease the building, or add building for \$310,000. SBA loan proposal. [Gary.Richards@PNBrokers.com](mailto:Gary.Richards@PNBrokers.com). (P12)

Septic and plumbing company for sale in Southern New Jersey. Profitable business that is still fully operational of 35 years for sale. Includes all trucks (including service vans), tools, equipment, client lists and contract work. This is a turnkey business with an excellent reputation that is available for you to take over. \$750,000 OBO. Willing to finance, licenses until agreed upon time. Call 609-517-4296. (P12)

Portable restroom company for sale in Houston, TX. Well-established and family-owned. Looking to retire. Generates \$500,000 plus. Please email [ocallseptic@gmail.com](mailto:ocallseptic@gmail.com) if interested. (P12)

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Angel Fire, NM. The only game in town and the busiest, most reliable in the business in northern New Mexico. This turnkey set up lets you walk in and take over with no downtime. From fire camps to outdoor events, concerts, construction companies. This portable toilet business has vendor accounts, accounts receivables, supplies, equipment, trucks, trailers, chemicals – everything you need for immediate operation. Take advantage of the years of development of the company and benefit from the owner's dedication of building a well-stocked business. The home/office has flexibility with 4 bedrooms, 3 bathrooms, 2 kitchens, a wood/gas heating unit that is efficient, well designed and supplies radiant in-floor heat. The outbuildings are designed to support the business with 4 garages, 2 workshops a chemical supply storage space, 2 smaller storage buildings and 4 acres. Call Stacie Ewing ~ Qualifying Broker American West Ranches, Homes, Land LLC. \$1,200,000. Business could be purchased separately. [www.americanwestre.com/commercialproperties.html](http://www.americanwestre.com/commercialproperties.html)

**575-779-6314** P01

Need operator-in-charge to help start a central Wisconsin septic business. My truck, your license, 1-year contract, negotiable monthly cash to you. Start ASAP. 715-340-1887. (P12)

Looking to purchase a portable toilet business in PA, NJ or NY. I am located in the Poconos, PA, and am looking to expand. Businesses any size will work. Call any time 570-656-8483 or email [mcwilliams\\_Jake@yahoo.com](mailto:mcwilliams_Jake@yahoo.com) (P01)

Own the Alaskan Dream near New Ski area! Two septic trucks, tractor with tanker, phone numbers, name, and customer list - \$295,000. Add shop, new home, and two rentals for a total of \$895,000. 907-841-8632 or [akpacer@yahoo.com](mailto:akpacer@yahoo.com). (P03)

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## DEWATERING



**2 Lycos for sale** - one single-drum, and one double-drum screener. Both are 48" diameter x 72" long. Stainless steel. Both include stainless steel dewatering discharge screw, 6" x 25' with hoppers. Mfg. 2014. Last used on meat scraps. .... \$25,000 each

**Greg 570-205-6616, PA** P12



**New 2019 25-yard dewatering filter box**, including rollover tarp system, permanent filter material, drain ports and washout ports, without center wall. Call for more information ..... \$28,500

**863-287-2683, FL** P12

Surplus Equipment for sale. Item 1 - Rotary Sludge Thickener, process 100gpm of 1% sludge into 8% sludge and reduce its volume by 87%. Why truck all that water? \$29,000. Item 2 - 6,300-gallon SS thickened sludge land-application tanker. \$17,000. Contact Mark Scott for full details. [Mark@Delta-Pioneer.com](mailto:Mark@Delta-Pioneer.com). (P01)

2007 Flo Trend Sludge Mate 30-yard dewatering box is designed to dewater: grease trap waste, septic tank waste, digester sludge, alum sludge. Also includes Poly-Mate Polymer Mixing and Injection Systems. Serious inquiries only, please. Asking \$24,900 OBO. Call Rite-Way Services 606-877-2670 (P12)

## DEWATERING

2017 Terralift for sale, new drive belt, 4 ft. and 6 ft. probes and beads, ready to work. 56 hours on the machine. Possible delivery available. Pictures available upon request. Asking \$20,000. Call Addison for details 804-814-3041. (P12)

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2000 Kenworth T800 with Cusco 3,000-gallon DOT certified MC412 high-dump wet/dry vacuum truck with Hibon 27" blower and Jurop 400cfm vacuum pressure offloading pump. Cat 425hp engine with recent rebuilds on both blower and engine of truck. Very good condition. KLM Companies 617-909-9044 (PBM)

2020 Peterbilt 348 cab & chassis with PX9, automatic transmission, 350hp. Presvac 3,200 U.S. gallon, carbon steel, full-open rear door, dump-type unit with Presvac PV750 vacuum pump. (Stock# 13842) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

1984 Mack R686ST with a 1999 Keith Huber Dominator 3,000-gallon carbon-steel, dump type, DOT, vacuum tank unit. (Stock# 1165C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

## JET VACS



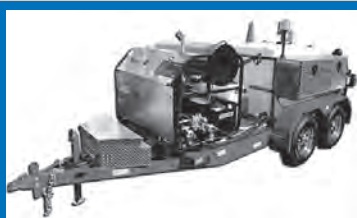
**2003 Sterling/GapVax** combo unit MC1005-0005, 20,875 miles, 4,516 hours. Sterling 7500, Allison transmission, Cat C7. 5-yard debris tank, body washout, articulating hose reel, 500+ feet of hose, 80 gpm @ 2,500 psi. 180-degree rotation with upgradable 9' extension, 25' reach from center of truck. Truck is in working condition. ... \$45,000

**Jacob Snodgrass 317-272-2980 ext 4**  
[Jsnodgrass@wccdin.org, IN](mailto:Jsnodgrass@wccdin.org) P12

2002 International 2554 Vactor 2100 Series combo truck. 12-yard debris body. Jet rodder (new) 80gpm at 2,500psi. 1,300-gallon tank. Two-stage fan unit. JD 6-cylinder auxiliary engine. Truck has been completely gone through. Complete in-chassis rebuild on drive motor -- less than 5k miles since engine rebuild. Auto transmission. Have all repair receipts from day one, too much to list. Truck is ready to go to work, serious inquiries only. \$65,500. Call for photos 773-269-7354 (P12)



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P12

## JETTERS-TRUCK



**2015 Ford F450 Super-Duty** jet truck, 6.7L diesel-automatic, 116,097 miles, American Jetter-skid 1740, 600-gallon water capacity, 4,000psi, 65hp, 17gpm, twin engines. .... \$31,500

**Frank 978-758-6265, MA** PBM



**2010 Hino** jetter truck, 25,999 GVWR, 180,000 miles. .... \$18,000 OBO

**401-437-8942** P12

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**863-287-2683, FL** P12

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2012 Wells Cargo portable restroom trailer. 4 women stalls, 2 sinks. 2 men stalls, 4 urinals and 2 sinks. 28 x 8. A/C and heat. Nice, clean unit. Only used for special occasions. Uses standard water hose and 110 power. Please call or text 618-927-1041 for more information or pictures. (P12)

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)



**Two (2) - 1997 Olympic 8-station** restroom trailers. A/C, 110 electrical, good condition. Great for general public events and construction sites. Asking \$5,500 each OBO. Located Upstate New York.

**Jeff 607-220-9488** P12



**2000 ACSI 4-station** restroom trailer. A/C, heat, excellent condition. Used for weddings and corporate events. Asking \$12,500 OBO. Located Upstate New York.

**Jeff 607-220-9488** P12



**9-stall restroom trailer.** Entrance & exit for both mens/womens. Everything works. Recently updated interior. Manufactured 1998. Good restroom trailer for large crowds. .... \$13,500

**Casey 707-367-0071, CA**  
**caseyjaysullivan@gmail.com** P12

## PORTABLE RESTROOM TRUCKS

2002 Ford F650. 24-valve Cummins motor with an Allison transmission, 202,000 miles. Pump truck/toilet hauler. 14' bed with liftgate capable of hauling 8 restrooms with liftgate down. It has a Moro pump, and I believe the tank is 350 sewage, 150 water. Motor runs good, pump works good. It needs a driver's side mirror and window. All lights, A/C etc... works. Call Will at 336-259-4049 for questions and photos. (P12)



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**2015 Ford F550**, diesel, 750-gallon Cresent waste tank, 114,000 miles. .... \$39,000

**Tom 330-562-8300, OH**  
**tom@arisrentals.com** P12



**2008 Hino 145** with Hino diesel 4-cyl. automatic. 108k miles. New 900-gallon waste and 300-gallon freshwater aluminum tank. New engine-drive Battioni pump with electric start, 90cfm. Two large aluminum storage boxes, 2-unit aluminum carrier. Turnkey, ready for work. .... \$49,500 OBO

**Jeff 419-262-7232, OH** P12



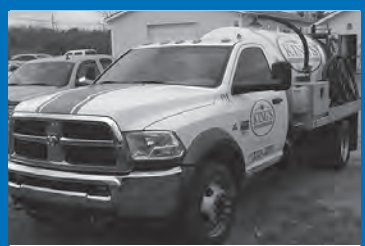
**2012 International 4300**, 1,800-gallon tank (1,200 waste/600 clean), cold weather/arctic package. .. \$55,000 OBO

**Call/text 801-631-7398, UT** P12

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## PORTABLE RESTROOM TRUCKS



**2011 Dodge 3500**, diesel, 160,000 miles, 1,100-gallon tank, 750-gallon waste. .... \$29,000

**Tom 330-562-8300, OH**  
**tom@arisrentals.com** P12



**NEW 2019 Isuzu NRR**, 215hp, automatic transmission, 19,500 GVWR. 1,100-gallon (800 waste/300 fresh) stainless-steel tank with portable-toilet carrier. Masport pump, pressure washer. Two stainless-steel toolboxes, Han-nay hose reel w/50 ft. of hose. Power windows/locks, backup alarm, heated mirrors & more. 5-year/200,000 mile warranty included! .... \$79,000

**918-607-1006** P12



**2012 Ford F550 4x4** pumper with 300/600 Satellite tank, 6.7 diesel w/DEF delete & EGR delete, automatic transmission. Cold a/c. Truck has less than 100k miles. .... \$28,500

**606-439-4887, KY** P12

2 Portable Toilet Trucks. Coleman-built stainless steel tanks w/fiberglass bodies. 2005 & 2006 International 4200, VT365 diesel engine, air-ride, air brakes, 3-compartment tanks 100/250 fresh - 650 waste. 2005 has 349,000 miles. 2006 has 319,500 miles. \$35,000 for both or \$20,000 each. Pictures available upon request. For inquiries email bdowning71@gmail.com (P11)

2008 Ford F550 4x2: NEEDS ENGINE REPAIR, 6.4 L diesel, 120,000 miles. 1,100-gallon Crescent flat tank. No rust, garage kept. \$20,000 OBO. 717-580-7164 (P12)



**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



**2017 Hino 195** with 750-gallon Crescent waste tank, 350-gallon freshwater, 89,000 miles. Comes with the balance of 250,000-mile manufacturers warranty. .... \$49,000

**Tom 330-562-8300, OH**  
**tom@arisrentals.com** P12



**2016 Hino 195** with 750-gallon Crescent waste tank, 350-gallon freshwater, 96,000 miles. Comes with the balance of 250,000-mile manufacturers warranty. .... \$44,000

**Tom 330-562-8300, OH**  
**tom@arisrentals.com** P12

1998 Chevrolet 3500, 6.5 diesel, 200/100 slide-in unit. Conde mounted under the hood. Single-unit hauler, 194,000 miles. \$7,500. Call 320-250-7368 (P12)

2008 Ford F450, V10, 4x4, Best stainless 600 tank, 400 waste, 200 fresh, 2 toilet carrier, new tires, 260k - \$12,700. 1996 International 4700 septic truck, approx. 2,000-gallon tank, Jurop R260 pump, new radiator, new batteries, low miles on reman motor - \$15,700. Call/text 605-660-3759. (P12)

2012 Ford F550 4x2, V10 gas, 120,000 miles. 950 Satellite unit w/power washer, 2-toilet carrier. Garage kept, well maintained. \$29,000. 717-580-7164 (P12)



**2000 Chevy**, Cat motor, 1,100-gallon waste/400-gallon freshwater, Masport pump, 263,000 miles. .... \$12,000

**Call/text Pat Pickle**  
**205-789-6269, AL** P01

2003 International, 900-gallon tank (600 waste, 300 fresh), 340,000 miles, \$15,000. Please contact Ricky: ricky@portapros.com or 208-949-0117. (P01)

2012 Ford F550 cab and chassis with an Imperial 1,080-gallon, 3-compartment, aluminum portable toilet service unit and Masport HXL4 vacuum pump. (Stock #4246V) **www.VacuumSalesInc.com; (888) VAC-UNIT (822-8648)** (PBM)

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)

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2019 Acro Vacuum Trailer: Stainless steel 6,000 gallon, DOT certified double conical with air-ride suspension. Aluminum wheels all positions, full hose trays, OSHA walkways and railings. Vacuum pump option either hydraulic or self-contained. KLM Rentals, Inc. 617-909-9044 (PBM)

## ROLL-OFF TRAILERS

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

## SEPTIC TRUCKS



**One-owner 2003 Keith Huber Dominator** vacuum equipment mounted on a 2003 Sterling LT8500 chassis. Pre-emission 300hp Cat 3126 reman engine and reman Fuller 10-speed, both with only 88,000 miles. Chassis has 390,000 miles. 64k gross with 46k tandem rears, 18k front. 70 bbl, 3,000/300 Huber tank with LC 44 hydraulic vac pump, 440 cfm. Hydraulic tank hoist, hydraulic rear-opening door, hydraulic vibrator. 3,000psi jetter with electric hose reel. ASME DOT 412. Fleet maintained w/ everything operational. Unit still in use daily. Located in Texas. .... \$68,500

**903-784-6821** PBM



**1996 International 8100** diesel w/ 10-speed. Motor was replaced in 2018. Masport pump. 2,100-gallon tank. Tires 90%. No exhaust filter for California work. .... \$14,000 FIRM

**Nick or Matt 310-832-4800, CA**  
**peninsulaseptic@sbcglobal.net** P12

2016 Freightliner 122SD with warranty until March 2020. Detroit DD13, Allison automatic, air-ride, differential lock, triaxle, 113,000 miles. 2010 Imperial 5,000-gallon aluminum vacuum tank. Gardner Denver Wittig RFW200 vacuum pump, 700cfm. Pump rebuilt 4/19/19. All aluminum wheels. \$135,000. Contact Darrell: 715-760-1025; [Darellssepctic@gmail.com](mailto:Darellssepctic@gmail.com) (P12)

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**2007 Sterling LT9513**, 405,833 miles. Mercedes Benz 4000 - 410hp. Eaton Fuller 8LL transmission. 2008 Progress 4,800-gallon aluminum tank. NVE 866 pump. Water jetter. Heated valves.

**508-697-9974, MA** P12  
bobbrenton@wvsiofma.com



**International 8600** with only 116,000 miles on a Cummins ISM. Engine brake, new 3,600-gallon aluminum tank, new pump, new PTO. One owner, fleet truck. Central Arkansas.

**Call Caleb 281-914-1192**  
or Logan 832-928-0985 P12



**1986 Ford 8000**, 3208 Cat diesel, 10-speed, 32k GVW. 2,200-gallon steel tank (lined inside), 6" heated discharge valve, 4" heated inlet valve. Masport water-cooled pump (230cfm), 70% rear tires, 15% steer tires. .... \$10,900

**816-988-6650, MO** P12



**1998 Mack CH613**, 330-350 horsepower, 10-speed, tandem axle. Includes Shaddix 16' set-bed system, used for septic tank installation with 12,000 pound winch. Only asking \$27,400. Please call or text for more information if interested.

**850-712-3830 or**  
**251-747-1956, AL** P12



**2004 Peterbilt 300 Cat**, 6-speed Allison. 3,500-gallon with hoist, 36" man-hole, PM80 Moro pump. Owner/operator. garage kept, 170k miles. Available 1/1/2020 ..... \$85,000

**508-941-4186, MA** P12



**2004 Freightliner FL112**, 370hp, Eaton 10-speed transmission, 192" WB, 426k miles. 3,600-gallon tank, Jurup LC420 water-cooled pump, 52k GVW. See-level gauge, 100 ft. 4-inch hose reel, General Pump 10gpm/3,000 psi pressure washer/jetter with 100-gallon freshwater tank. Very fuel efficient truck! Email for more photos. .... \$39,000 OBO

**717-587-1006, PA**  
mailsonlight@gmail.com P12



**1996 International**, DT466, 9-speed, 338,050 miles. Truck runs and drives good. It has a 12k front and 40k air-ride rear. 4,400-gallon all-stainless tank with hoist and full-opening rear door. Masport 400 HXL pump. 6" discharge and 4" valve, both heated. Tires are all good. .... \$32,000

**Dave 763-250-0309, MN** P12



**2007 Freightliner**, Cat, 51,000 miles, air-ride, new Imperial 2,500-gallon aluminum tank, front-intake heat collars. Call for more information.

**920-905-0501** P12



**2000 Sterling L7501** for sale. 3,000-gallon tank, all new tires, new brakes, new injectors, 121,000 miles. \$39,500

**Mark 906-290-0700, MI**  
ywangerin@hotmail.com P12



**2012 Freightliner M2** with new 2,500-gallon steel tank. 33,000 GVW. Cummins ISC, 300hp, new Allison 3000RDS 6-speed automatic transmission. Air suspension & brakes. .... \$45,000

**239-656-2774** PBM



**1998 F-70**. 2,200-gallon tank, heavy hauler, 5.9 Cummins, 253,775 miles, rear tag axle, Masport HW75. PUMPING BEAST. .... \$8,800

**330-456-7163, OH** P12



**2012 International WorkStar** 258,000 miles, MaxxForce 13 (430hp) 8LL, air-ride, full lockers. 2012 ITI stainless-steel tank, 3,500-gallon (3,300 waste/200 fresh), NVE Challenger 866 air-cooled pump. Also have a spare pump to go with the truck. Truck is equipped with a washdown system. It also has a See-Level gauge. Call for more details and pictures. Turnkey unit ready for work! ..... Asking \$78,500 OBO

**740-391-5514** P12



**2007 Sterling LT9500** tandem axle-suspension: 8/LL Fuller transmission, 18k front axle, 46k rear axles, full lockers, air suspension with suspension dump. Cat C9 engine, 4,500-gallon aluminum tank. NVE Challenger 367 water-cooled pump, 6" discharge valve air-actuated, 4" intake, heated collars by valves. Truck was garage kept. 255,000 miles. .... \$52,250

**Andrew 262-232-5963** PBM



**2001 International 4900**, DT530, 275hp, 10-speed, 211,000 miles. Masport HXL75 liquid-cooled pump. Strong running truck. Tank should be replaced. .... \$14,500 OBO

**Mike 530-409-0765, CA** P12



**2018 Western Star DD13**, 10-speed manual, 4,200-gallon stainless tank (4,000 waste and 200 water), See-Level gauge and site glasses, NVE 866 vacuum pump, heated valves. Only 31,350 miles but working daily until sold. Truck is equipped with hitch and trailer brake. Need to sell due to the way it is financed, sell for what I owe, great truck! ..... \$180,000

**Call or text Ross**  
**989-620-6312, MI** P12



**1995 International 4700**. 288,100 miles, new 2,500-gallon tank and a new Jurup LC420 pump. All new tires and new paint. .... \$49,500

**Call Justin 270-871-4729, KY** P12



## SEPTIC TRUCKS



**2001 Mack**, 350hp, 157k miles, 10-speed transmission. 3,300-gallon Keith Huber tank, Fruitland 500 vac-pump. Double frame, aluminum wheels, new steer tires. Extremely clean, very nice truck, ready to work. \$35,000. Financing options available. Check us out on Facebook at <http://www.facebook.com/hullstruckbodies>.

**Call Hull's Truck Bodies LLC**  
740-820-5338, OH P12



**1988 GMC ME6500**, 120,257 miles, automatic, 4,500-gallon tank, tandem with drop axle. No hose included. Truck and vacuum system runs good. \$40,000. Email for more information and additional pictures.

**Tammy@spiceroncall.com** P12



**1995 Mack**, 147,000 miles, 4,000-gallon painted stainless-steel waste tank. .... \$24,000

**Tom 330-562-8300, OH**  
[tom@arisrentals.com](mailto:tom@arisrentals.com) P12



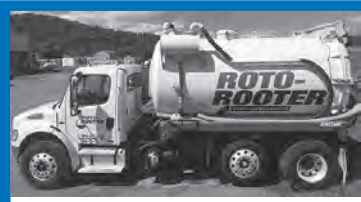
**2001 Mack** with 2005 4,800-gallon aluminum tank. .... \$35,000 OBO

**401-437-8942** P12



**2006 International 4700**, 295,000 miles, Eaton/Fuller transmission, DT570 motor, 4,000-gallon tank, 3,600 waste. .... \$49,000

**Tom 330-562-8300, OH**  
[tom@arisrentals.com](mailto:tom@arisrentals.com) P12



**2004 Freightliner Presvac M2**. 3,000-gallon tank with hoist and full opening rear door. P750 pump. 297,000 miles. .... \$52,000

**540-241-2972, VA**  
[kpding@lumos.net](mailto:kpding@lumos.net) P12



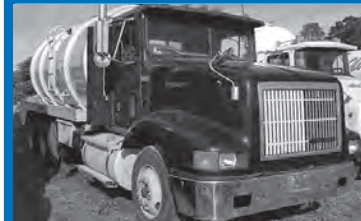
**2019 Honeywagon Pumper Trailer**. 725-gallon waste tank. 225-gallon water tank. 1 waste pump and 1 fresh water pump. Piston-style waste pump. Honda water pump. We purchased this trailer new in May 2019 from Phelps Honeywagons. This trailer is great for septic storage and servicing of portable toilet waste, campground RVs, mining, railways, marinas, etc. Perfect condition. Paid \$14,700. Selling for \$11,700.

**Damian 818-822-7549, TN**  
[drb399@gmail.com](mailto:drb399@gmail.com) P12



**2013 International 4600**. New 2,600-gallon vacuum tank, new pump, air ride, good & cold A/C, radio, 80% rubber on tires. .... \$45,000

**Call Jerry 800-721-2774** PBM



**1996 International** with 2005 4,200-gallon aluminum tank. .... \$38,000 OBO

**401-437-8942** P12



**2018 Peterbilt 348**, automatic, 4,000-gallon aluminum tank with a Masport pump. .... \$168,900

**Mike 818-373-9282**  
[Alphapumping@yahoo.com](mailto:Alphapumping@yahoo.com) P12



**2007 International 4400**, DT570, 310hp, Allison 6-speed transmission, 202,000 miles. 11,000 miles on rebuilt motor. 3,600-gallon Progress aluminum tank, Masport H15WX liquid-cooled pump. , 200' of hose included. Truck is ready to work. .... \$49,000

**Mike 530-409-0765, CA** P12



**2005 Peterbilt 357**. Cat C15, 550hp, 62k miles on Platinum rebuild, new turbos, Cat warranty until 2/2022. 18-speed. Heavy factory specs 20/20/46, approx. 600k on chassis. Rebuilt rear suspension, new axle housings 2019. New tires. 4,620-gallon Morocco Welding tank mounted in 2017. Jurop R260 vacuum pump. New paint 2017. New lighting all around. Receipts for all work. Super clean unit, ready to work. .... \$109,000

**Call/text 860-912-5204, CT** P12



**Glider truck** put together in 2006 using a new 1996 International glider chassis, pre-emission Cummins NT big cam engine, 13-speed transmission, rear suspension and axles. Put into service on 5/12/2006. Approximately 149,000 miles. New Keith Huber aluminum 5,000-gallon (4,500-gallon waste/500-gallon freshwater) vacuum tank body with tank hoist. Becker 440cfm vacuum pump. Sewer jetter and washdown system installed in 2006. Very well maintained, super clean truck. Located in Florida. Call or email for more information.

**815-412-5270**  
[jeff@vacuumtrucks.com](mailto:jeff@vacuumtrucks.com) P12



**2004 International**, 300hp, DT466 engine, 253k miles, 10-speed transmission. 3,000-gallon Presvac tank with hoist and full-open rear door, Fruitland 500 vac pump. New: tires, aluminum wheels & paint. Very nice, clean, southern truck. \$44,000. Financing and delivery options available. Call us or send us a message at <http://www.facebook.com/hullstruckbodies>.

**Hull's Truck Bodies LLC**  
740-820-5338, OH P12



**2004 Western Star** with 4,500-gallon steel tank. .... \$50,000 OBO

**401-437-8942** P12

2006 Mack Granite, 235k, good rubber, 3-year-old LMT 4,400-gallon tank with 3-year-old Wittig 200 water-cooled pump. Heated valves, lift axle in rear. Garnett flow meter. \$90,000 OBO. 302-841-0323. (P01)

2004 International 466: 2,100-gallon hoist, full-opening door. Runs and operates good. \$25,000 or reasonable offer. Call 660-341-3814. (P12)

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**1994 Ford L800**, 8.3 Cummins, complete rebuild 30,000 miles ago. Exhaust break, 5-speed, new clutch, new rear wheels and tires, 2-year-old Masport HXL75 pump, 2,400-gallon waste, 125-gallon water, 4" inlet and outlet, dual fuel tanks. NOT CA COMPLIANT. Great truck. .... \$32,000

**Call Preferred Septic and Disposal**  
**760-873-5699, CA** P12



**2006 Kenworth T-300** Cat C-7 engine with Allison automatic transmission, air suspension. 184k miles. Cold a/c. Air-ride suspension seat. New 2,100-gallon steel tank. New Jurop PN84 vacuum-pressure PTO pump with in-cab PTO control. Includes 210 ft. of 3" suction hose, 4 (3") female-to-male reducer. 3 (2") female-to-male reducer, and 2 front tow hooks, all brand new. Runs great, ready to put to work! Gilmer, TX. .... \$59,995

**Contact 903-762-2361 or**  
**BobbieMauk@aol.com** P12



**2013 International 4300**, under CDL. DT466 diesel, auto., 130k miles. NEW 1,800-gallon steel vacuum tank with Masport pump.

**Call JR @ 720-253-8014, CO** PBM

2004 Mack RD688 for sale. 378,275 miles, 4,600-gallon steel tank, equipped with NVE 460 Challenger vacuum pump. Strong running truck. New rear tires, starter, and lift axle bags. Asking \$49,000 OBO. Call or text Dustin at 570-772-4255. (P01)

2009 Peterbilt 365, 425hp Cummins with DPF tuning, completely rebuilt 8LL transmission and new clutch in January. 3,500 Imperial gallon Transway tank, TSI 500 vacuum pump. Truck is still used daily. Under 250,000 miles. \$80,000 CDN. Call 905-332-0683 (P01)



**2007 Sterling LT9500** tandem axle suspension, 8/LL Fuller transmission, 18k front axle, 46k rear axles, full lockers, air suspension with suspension dump. Cat C9 engine, 4,500-gallon aluminum tank, NVE Challenger 367 water-cooled pump, 6" discharge valve air actuated, 4" intake, heated collars by valves. Truck was garage kept. 255,000 miles. .... \$52,250

**Andrew 262-232-5963** P12



**2002 Sterling** septic truck, 3,000-gallon tank, full-open rear door. Wittig pump, 150 ft. of hose. Truck has Cat motor, 8-speed transmission. 45,000 miles on truck, runs great, does 3 to 5 tanks a day. More pics available. .... \$52,000

**219-928-8962, IN** P12



**2011 Ford F750**, automatic, Cummins engine, 134,000 miles. New 2,000-gallon steel tank, new Jurop pump. New aluminum rims and tires all around. Under CDL. .... \$49,900

**Call Alan 786-908-5436** P12



**2002 Freightliner FL70**, 6-speed manual transmission, 225hp, 2,500-gallon tank, Masport 400cfm pump, heated valves, fair tires. Used every day until new truck was purchased. Located in St. Joseph, MO. .... \$17,000

**Contact Mike Fimple**  
**816-261-0300** P12



**2005 International 7500** HT570 pre-emissions Transway pump truck for sale. Allison automatic transmission, 3,600-gallon Progress aluminum tank, 866 Challenger NVE vacuum pump, 300 feet of hose included. Heated valves & see-level indicator. Tires good, 292,551 miles. Original owner. .... \$49,900 OBO

**Jim 847-343-5068, IL** P12



**2013 Freightliner M2 106 Business Class:** Cummins ISB with 280hp, 6-speed Eaton-Fuller manual transmission, 141k miles, 33k GVW. Chassis has been completely gone through with new virgin 11R22.5 tires on aluminum rims, new brake shoes and drums, fresh service of all filters and fluids, dealer inspected and DOT. ALL NEW 2,500-gallon vacuum body, 400cfm vacuum pump, stainless steel fittings, LED lights, large toolbox. Best of everything. \$61,000. Delivery included. Call or text for more information.

**734-777-0390, MI** P12



**1996 Ford**, Cat diesel, Masport vac pump, 3,000-gallon tank. New tires, new transmission, lots of new engine parts. This is the strongest sucking and best running truck in my fleet but we are finally to the point of buying all new 2020 trucks and it is just time to retire it.

**803-718-4727, SC** P12

1987 Peterbilt tanker truck for sale. Model 375. Less than 5,000 miles on tires 295/75R 22.5 M726 EL Bridgestone, nose 94 motor 63205829 CAT 3306, 300 horsepower, 2,000 RPM transmission (70284904), 7-speed rear end S0237114, front drive axle model n05402P (ratio 336), mileage 160,000, heated collars, LMT tank, Hendrick suspension (needs work). Will not pass DOT inspection. Call Terry for details and location. \$15,000 OBO. 847-561-6819 (P12)



**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**

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**1999 Chevy 6500** Cat diesel, 6-speed transmission, new tires, 2,500-gallon vac tank with Masport 2" vac pump. New manual Muncie PTO and drive shaft, 3" discharge, drop deck for hauling bins or porta johns. Great truck, had it in our fleet for years. .... \$32,000

**803-718-4727, SC** P12

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)

2001 International 4700 cab & chassis with a Transway 2,400 U.S. gallon, carbon steel, dump-type vacuum tank with a Fruitland RDF500 vacuum pump. (Stock# 7295C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

1989 Peterbilt 379 cab & chassis with a PIT 3,000-gallon carbon-steel vacuum tank and Masport HXL15W pump. (Stock# 9572V) **www.vacuumsalesinc.com (888) VAC-UNIT (822-8648)** (PBM)

New 4,000 U.S. gallon, aluminum, vacuum-pressure tank mounted on a 2020 Peterbilt 348 cab & chassis with NVE Challenger 866 fan-cooled vacuum pump. (Stock# 13822) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

1983 Mack R686ST cab & chassis with a Presvac 3,200 U.S.gallon, carbon steel, vacuum tank with Masport H15WV vacuum pump. (Stock# 8463C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)



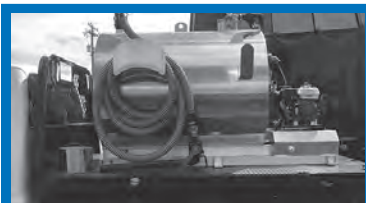
## SEPTIC TRUCKS

1999 Sterling L9000 tri-axle cab & chassis with a 4,000 U.S. gallon Keith Huber Dominator, two compartment (500 water - 3,500 waste) C/S. Full-opening rear door, dump-type unit with a Becker 440 vacuum pump and jetting system. (Stock# 3408C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com) (888) **VAC-UNIT (822-8648)** (PBM)

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**NEW aluminum slide-in tanks.** 2 available. 450-gallon (300 waste/150 fresh), Honda motors, Masport pumps.

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Tank Tec slide-in vacuum, aluminum 450-gallon single section w/gas Honda electric-start engine and 200 feet of hose. Very good condition. \$7,500. Also selling a 2007 Mitsubishi flatbed, good condition! Contact [tliect@icloud.com](mailto:tliect@icloud.com) (P12)

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**1968 International, "farm truck",** all-wheel drive. Fiberglass tank 1,500-gallon (1,100/400) combo septic/porta potty service. Low miles but has been parked for a while, needs battery and tires. Rig can be removed and installed on another 2-ton. Also porta-toilet service fiberglass tank, ready to mount on 1-ton truck. Retired, need to sell. .... \$5,000 OBO

**575-430-0342, NM** P12

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**or Mike @ 303-478-4796** PBM



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**or sales@genevaequipment.com**  
[www.genevaequipment.com](http://www.genevaequipment.com) PBM



**Used Steel Vacuum Tanks** - starting at \$8,900, 3,500-gallon, 4,200-gallon & 4,700-gallon. Used Masport HXL400 WV Plug-and-Play - \$2,900, Gasco Triplex 3364-AL - \$750. We ship anywhere.

**Call 269-751-5167, MI**  
**Truckservicesinc.com** PBM



**2006 Galyean 5,400-gallon** vacuum tanker, only hauled water, very clean, nice paint. .... \$12,500

**Hull's Truck Bodies, LLC**  
**740-820-5338, OH** P12



**New 4,200-gallon Crown Tank.** Vacuum tank with full-length aluminum hose trays, lighted tube sight gauge, painted white with 2 epoxy with black rubberized protective coating. (2) 4" heated butterfly valves at rear. All LED stop, turn, and taillights included. ... \$13,985

**Contact Air-Flo Mfg./Crown Tank**  
**607-733-8284, NY** P12



**New 4,600-gallon Crown Tank.** Vacuum tank with full-length aluminum hose trays, lighted tube sight gauge, painted white with 2 epoxy with black rubberized protective coating. (2) 4" heated butterfly valves at rear. All LED stop, turn, and taillights included. .... \$17,975

**Contact Air-Flo Mfg./Crown Tank**  
**607-733-8284, NY** P12



**2004 Best Enterprises** 1,100-gallon, waste-only, stainless-steel tank. Conde SDS12, 13hp Honda motor, 3 inch/30 ft. hoses, 10 ft. dump hose. Like new, kept in shop. Located in Arkansas. ... \$8,500

**Call/text Jason 336-250-9848** P12



**50,000-Gallon Septage Storage Tank** - FREE to someone who will move it from existing location. Canton, OH.

**Call 330-494-3000** PBM

**Vacuum Tanks - New:** 800- to 5,000-gallon tanks available. 3,600-gallon tanks - \$14,000. 2,500-gallon tanks - \$12,000. Delivery available. Contact Jerry: **800-721-2774; JEagleTanks@yahoo.com** (PBM)

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

**Call Cory**  
**800-558-2945 Ext. 426** PBM

1969 Fruehauf aluminum transport trailer, tri-axle, double landing gear, over weight certification, 8,500-gallon. Ready to use for sewer. \$18,000. Call 781-589-4133 or email [dick@servicepumpingdrain.com](mailto:dick@servicepumpingdrain.com) (P12)

## TRUCKS - MISC.



**1995 Ford Aeromax L9000,** 350 Cummins, 10-speed transmission, 2,600-gallon. Jurop pump rebuilt a year ago. No freshwater tank. Truck and pump run good. New tires. The brakes need replacing, no a/c or heater. Located in Northern California.

**Contact Steve 530-514-4432** P12

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**2012 Ford F550** - 173,233 miles, V10 gas, 2WD. Has 75% rubber. Ccan haul 2 potties on rear and is still in service. We have 2 to choose from. Call Patrick for more information ..... \$31,000

**859-991-9316, KY** P12

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**2018 JD7/Aquam** 12-60" LIVE Potable Water Inspection 3,000', mounted in 16' powered Interstate trailer. Complete, too many options to list. Ready for service. Optional 4-12" unit also, optional 2016 Ford F250 4x4. \$345,000 complete with all options.

**Dan 707-853-1676, CA** P12

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**2000 Volvo/Vactor 2100** combo unit, 61,700 miles, DD S60, 15-yard debris, body washout, vacuum relief articulating hose reel, 500 feet of hose, 80 gpm @ 2,500 psi, hydraulic locking rear door, extendable boom. Ready to work. .... \$73,500

**Contact Deah 631-585-3860, NY**  
[UBIgroup.office@gmail.com](mailto:UBIgroup.office@gmail.com) P12



**2006 Sterling** ..... \$135,000

**James Rooney 713-304-4148, TX**  
[mickey@cleancosystems.com](mailto:mickey@cleancosystems.com) P12



**1998 International** ..... \$75,000

**James Rooney 713-304-4148, TX**  
[mickey@cleancosystems.com](mailto:mickey@cleancosystems.com) P12

### VACUUM LOADERS



**Four (4) identical trucks for sale.** 2007 Guzzler CL wet/dry industrial vacuum loaders, 18 cubic-yard debris body, wet and dry operation (no changeover required, single mode). \$65,000 per truck.

**Gene 609-781-0914** P12

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